



Memo

Date: July 20, 2026

To: Board of Trustees

Subject: Furniture for New Township Building

Dear Board members,

At our January 15, 2026, special board meeting, the design team was requested to bring a dollar amount to be approved for furniture costs for our new building. However, we were still working on the furniture selection with NBS, and we did not have an actual quote.

With no solid cost information available, we picked a ballpark number of \$500,000. As we progressed through our planning, we discovered that we would likely need additional funds approved.

We now have our final cost, and the total comes to \$635,809.65. This results in the need for us to request approval for an additional (rounding up) \$135,810.

As you can see in the attached, we have been very cost-conscious and at \$18 per square foot, we are falling well below other consumers, some of which are fiscally responsible non-profit organizations. The closest comparison is the Easterseals MORC at \$21 per square foot.

Additionally, these products are manufactured differently than traditional furniture, reason being is for quality, durability and longevity. These products are manufactured and then tested to be held up in high use environments, ensuring they last the test of time. Each product is tested against different environmental factors, weight ratings and against daily use. That's why they come with the 12-year limited lifetime warranties, so even if something does happen, the money that the Township is spending is protected.

I know one of the goals with this project is to create a space that will be used for a long time. So that when the next workforce comes in, they also have a functional and beautiful space for them as well. With commercial-grade furniture you will be able to accomplish that without having to continue to spend and buy new products every few years.

Memo



Finally, we would like to point out that there will be a price increase to all product lines coming in August of this year that we are hoping to avoid.

The design team, which consists of myself, Deputy Treasurer Kim Patton, and Trustee Liz Smith, requests approval for an additional \$135,810 for the purchase of furniture for the new Township building.



Trish Pergament
Deputy Supervisor

White Lake Township City Hall
Pricing Summary

FURNITURE - PRICING				7/20/2026
Subsection	Qty	Sell Each	Total Sell	
WLT CITY BLDG-UPDATED FURN OVERALL				
MAIN LEVEL-OPEN OFFICE 101 (SUPERVISOR DEPT)			\$	19,294.74
MAIN LEVEL-RECEPTION 120 (CLERK DEPT) MONITOR ARM			\$	170.24
MAIN LEVEL-RECEPTION 150 (TREASURER DEPT) MONITOR ARMS			\$	340.48
MAIN LEVEL-RECEPTION 170 (WATER DEPT) MONITOR ARM			\$	170.24
MAIN LEVEL-CONF. RM 113			\$	7,516.54
MAIN LEVEL-OFFICES 122 (DAVE H), 132 (ANTHONY), 133 (DOUGLAS)			\$	23,644.24
MAIN LEVEL-OPEN OFFICE 121 (ASSESSING DEPT)			\$	36,727.16
MAIN LEVEL-OPEN OFFICE 131(CLERK DEPT)			\$	54,374.96
MAIN LEVEL-ACCOUNT. 135 (OPEN, DAWN, OMAR)			\$	20,325.50
MAIN LEVEL-OPEN OFFICE 153 (TREASURER DEPT)			\$	37,624.15
MAIN LEVEL-DEPT. TREASURER OFFICE 151 (KIM)			\$	8,484.22
MAIN LEVEL-TREASURER OFFICE 152 (MIKE)			\$	6,082.79
MAIN LEVEL-PLAN. DIR. OFFICE 163 (SEAN)			\$	8,025.66
MAIN LEVEL-OFFICES 164 (NICK), 171 (DAVID W), 172 (JOSH)			\$	24,083.91
MAIN LEVEL-HR OFFICE 102 (ROBIN)			\$	11,948.26
MAIN LEVEL-OPEN OFFICE 165 (COMMUNITY DEVELOP. DEPT)			\$	55,156.85
MAIN LEVEL-GENERAL STORAGE 161			\$	563.14
MAIN LEVEL-OPEN OFFICE 175 (WATER DEPT)			\$	61,301.54
MAIN LEVEL-DPS DIRECTOR 173 (AARON)			\$	9,107.46
MAIN LEVEL-SEATING AREA 117			\$	8,717.48
MAIN LEVEL-EMPLOYEE WELLNESS CENTER 190			\$	17,297.41
LOWER LEVEL BOARDROOM 001			\$	39,394.04
LOWER LEVEL CONF RM 002			\$	2,844.41
LOWER LEVEL-LOBBY 011			\$	3,902.14
LOWER LEVEL-OPEN OFFICE 022 (DUBLIN DEPT)			\$	23,082.23
MAIN LEVEL-DEPUTY SUP. OFFICE 105 (TRISH)			\$	9,099.18
LOWER LEVEL-DIRECTOR OFFICE 023 (KATHY)			\$	7,952.09
LOWER LEVEL-CORRIDOR HALLWAY SEATING			\$	3,463.29
LOWER LEVEL-LOUNGE 016			\$	12,021.05
LOWER LEVEL- SENIOR CENTER ACTIVITY ROOM			\$	34,625.00
MAIN LEVEL-SUPERVISOR OFFICE 106 (RIK)			\$	7,968.90
MAIN LEVEL CONF RM 108 (SUPERVISOR DEPT)			\$	2,844.41
MAIN LEVEL-LOBBY 111			\$	7,376.10
MAIN LEVEL-CORRIDOR SEATING IN HALLWAY			\$	14,748.89
MAIN LEVEL-COPY RM 123			\$	3,345.18
LOT: DESIGN, LABOR, FREIGHT, COM			\$	52,185.77
Subtotal			\$	635,809.65

CLIENT SIGNATURE: _____ DATE: _____



Discount Off List Chart

Manufacturer	Standard Contract Off List Discount	Final NBS Off List Discount For White Lake Township
AMQ	58%	59.76%
Steelcase <i>(Steelcase provides a different Off List discount for each product line)</i>	45% ~ 63.03%	47% ~ 63.03% <i>(Overall average Off List discount of 61.13%)</i>
Exemplis	54% ~ 58%	55.61%
OFS	54%	54.15%
Kimball	55.5%	57.74%

Based on overall project volume we were able to go back to the various manufactures and negotiate deeper discounting above the standard contract ranges



Current Price Per Square Foot

Comparable NBS Project Examples	Price Per Square Foot
White Lake Township (34,770 square feet with an overall cost of \$634,912.65)	\$18
Corporate Automotive (we cannot currently disclose the name of the company)	\$34 ~ \$48
Budget For An NDA Non-Profit Located In Detroit	\$30 ~ \$48
Region 10 PIHP	\$47
Easterseals MORC	\$21