



223 West Jackson Boulevard
Suite 1200
Chicago, IL 60606
Phone: (312) 253-3400

February 17, 2025

Library Board
Irvin L Young Memorial Library
431 W Center Street
Whitewater, WI 53190

RE: Addition and Renovations – Furniture
Project No. 20118A

Dear Library Board Members,

Proposals were received for the above referenced furniture project by February 12, 2025. Studio GC requested proposals from four (4) furniture dealers; four (4) proposals were received.

Throughout mid-late 2024, Studio GC worked with the Irvin L Young Memorial Library Building Committee to select new furniture pieces for the addition and renovation project. Studio GC then produced a Request For Proposal (RFP) document with exact quantities and furniture pieces for the dealers to each price out. The RFP was sent to four (4) dealers. Dealers were required to utilize co-op and pre-negotiated prices within their furniture proposal. Dealers were also requested to provide a “Base” proposal and an “Alternate” proposal. The “Base” proposal would be the exact pieces and quantities requested. Meanwhile, the “Alternate” proposal was requested to encourage dealers to provide any lower cost alternative products which they would consider a like-for-like equal to substitute. From those numbers provided, Studio GC then created a “Blended” option, which analyzes the dealers provided alternates and selects those which Studio GC found value to accept. A proposal comparison sheet is herein attached for your review. Freight and install costs, as well as costs for the potential replacement of the existing library shelving end panels, is provided as a range on our comparison sheet, which applies for all dealers, to note that those items are estimated only at this time. Additionally, we requested each dealer to provide pricing for the re-upholstery of select furniture items which were recently purchased by the library in 2017.



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We have analyzed the proposals and the qualifications of the dealers and recommend that the Request for Proposal be awarded to the lowest responsible, responsive dealer, Atmosphere. Their total "Blended" estimate was for \$156,035. Their total Re-Upholstery proposal was for \$17,700. Studio GC recommends proceeding with the "Blended" option, and with the end panels, freight and install, and re-upholstery to additionally proceed under furniture dealer, **Atmosphere**.

If all costs are included, the Atmosphere Blended option, Upholstery total, and then the end panels, and freight and install at their respective highest estimated value (end panels \$20,000, freight/install \$38,816), the total estimated amount is **\$232,551**. This is within the originally estimated furniture cost range of \$200,000-\$250,000.

Please do not hesitate to contact me if you have any questions.

Sincerely,

A handwritten signature in black ink that reads "Marisa Urbina". The signature is written in a cursive, flowing style.

Marisa Urbina, AIA

Enclosure – ILYML Furniture Proposal Comparison

cc: Darren Schretter, Studio GC
Vicki Luczynski, Studio GC