

# Memorandum



**Date:** June 21, 2017

**To:** Gary Hartfield, Division Director  
Internal Services Department, Small Business Development

**From:** Milton L. Collins, Associate Director   
Miami-Dade Aviation Department, Minority Affairs Division

**Subject:** Recommendation of Contract Measures:  
Airport Signage Design, Fabrication and Installation  
Project No. RFQ-MDAD-17-01

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## **RECOMMENDATION:**

This is a request for Small Business Development (SBD) to approve the attached request for the **Airport Signage Design, Fabrication and Installation, Project No. RFQ-MDAD-17-01**. The Minority Affairs Division and the User Division staff have evaluated the subject project and recommend a **No Measure SBE/Construction Program Goal and a No Measure SBE/Goods & Services Program Goal**. **The Community Workforce Program (CWP) goal of 10% applies to this project.** (breakdown of services to be performed attached).

The Term of the agreement will be five (5) years, and will include an option to extend the term for one (1) five (5) year term at the sole discretion of MDAD. The total of all payments to the awarded Contractor(s) shall not exceed the shared amount of \$15,000,000.00. The Contract also contains \$37,050.00 for the Inspector General Audit account for a total contract amount of \$15,037,050.00 for the initial five-year term and the option to renew term. Nothing contained herein shall obligate the County to make any payments to any Contractor, except by the issuance of Work Orders.

## **PROJECT DESCRIPTION:**

The Miami-Dade County (the "County"), as represented by the Miami-Dade Aviation Department ("MDAD"), requires the services of:

Tier 1 Signage Firms: Firms with capability to perform structural and electrical engineering, in-house design, fabrication and installation of large-scale signage systems.

Tier 1 projects will encompass large scale, complex projects to include interior and exterior illuminated and non-illuminated directional signage, dynamic signage, roadway signage, work requiring structural and electrical engineering and installations. Firms in this category will be required electrical licensure, engineering capability, bonding for work orders in excess of \$200,000.00 and insurance, along with minimum qualifications listed in the RFQ.

Tier 2 Signage Firms: Firms having in-house design, production and installation capabilities to include non-structural and non-electrical signage elements.

Tier 2 projects will include non-structural and non-electrical signage tasks under \$50,000.00, issued by the Miami-Dade Aviation Dept. for airport facilities (MIA & GA Airports).

Tasks include printed signage, banners, decals, ADA signage, identification signage, fabricated letters, first-surface and second-surface printed signs with varying substrates, aluminum traffic signs of limited sizes, hazard & warning signs, vinyl sign applications, magnetic signs, vinyl wraps for architectural elements and vehicles, etc. Bonding will not be required as individual work orders will not exceed the amount stipulated in FS255.05.

Respondents must have, throughout the term of the agreement and any extensions, a valid license as: Tier 1-Electrical Contractor/Electrical Specialty sign contractor, or Tier 2-Non-Electric Sign Contractor, appropriate insurance, and the minimum qualifications listed in the RFQ.

MDAD is seeking not more than six (6) qualified firm(s) to provide Airport Signage design, fabrication and installation services for each tier. A firm may only propose for one tier and not both. Tier 2 respondents shall not submit as joint venture with Tier 1 firms.

Tier 1: Maximum 6 firms Tier 2: Maximum 6 firms

### **Tier 1**

The required signage design, fabrication and installation work for Tier 1 projects will encompass a wide variety of airport signs and related services located throughout Miami International Airport (MIA) and General Aviation Airports. Work under the contract will include signage removal/disposal, salvaging, relocation of existing signs, fabrication of new signs, refurbishment of existing signs, permit processing, related engineering and installation of signs. Types of signs include: interior and/or exterior internally-illuminated and static signs, roadway signage, parking garage signage, airfield signage, American with Disabilities Act (ADA) signage, tactile and braille signage, regulatory signs, monument signs, identification signs, dimensional letters, wayfinding elements and various other airport/transportation related signage as required by MDAD. Some signage work may require night or off-peak installation to avoid disruption of airport operations or conflict with public circulation. Goods and Services that may be required include, but are not limited to:

1. Custom-fabricated, engineered, illuminated and non-illuminated signs in various sizes meeting MDAD specifications. Internal illumination with LED sources, stainless steel or aluminum construction, extruded end caps, polycarbonate or acrylic sign faces, double and single-sided design, hinged access panels and reverse cut vinyl graphics, electrical components and installation.
2. Sign mounting hardware, extrusions, brackets, insertable and changeable panel sign systems, floor standing sign holders, banner stands, sign posts, frames, rotatable signs and other related signage and wayfinding systems in various forms and sizes, as required by MDAD.
3. Illuminated and non-illuminated signs and wayfinding systems as specified by MDAD. All sign cabinets shall be extruded aluminum and meet requirements established by MDAD. LED components shall be specified by MDAD and furnished by approved manufacturers. All electrical sign products shall have UL or other approved testing laboratory certification.

4. Retrofit of existing signage to include cleaning and removal of deteriorated or obsolete lighting components. Replace obsolete neon, fluorescent and LED lighting components with new LED products meeting MDAD specifications and applicable code requirements.
5. Electronic sign systems as stand-alone applications or as part of a designed sign system or feature, as specified by MDAD. This may include computerized LED displays, single-color or Red, Green and Blue (RGB) full-color range, large format, panelized boards. Software and operating systems required to display content shall be compatible with MDAD systems and be fully approved by MDAD.
6. Exterior pylon or monument type signs in various sizes, constructed to meet all applicable Miami-Dade County Codes. Typical signs shall be engineered and constructed of structural frames with interior supports, covered with 1/8" aluminum skin or meeting design approved by MDAD. Work scope may require new concrete footing and demolition/removal of existing signs, application of new graphics and installation with heavy equipment. Monument signs of varying designs based on specific project requirements, branding or tenant requirements may be substituted for generic airport sign pylons. Signs may have interior or exterior source illumination as designated by project requirements.
7. Roadway and traffic signs in various sizes, constructed with welded aluminum and/or structural steel frames, engineered truss systems or other FDOT approved structural support system with metal sign panels and reflective vinyl graphics, as specified by MDAD. Both, single and double faced signs of this type are required. All design, fabrication and installation shall meet MDAD, FDOT standards and the Manual on Uniform Traffic Control Devices (MUTCD) guidelines. Installation is required in various airport locations such as over the road sign structures, right-of-ways, curbs, bridges, fences, walls, and parking structures.
8. Plastic signs in various sizes ranging in size and utilizing various graphic techniques such as vinyl cut graphics in multi-colors, digital imaging and printing. Graphics to be sub-surface laminated between high density plastic, acrylic or polycarbonate materials with edges sealed. Installations and conditions will vary and may include column mounted, overhead beam mounted and wall mounted.
9. Custom high pressure laminate signs and graphics of varying thicknesses, suitable for exterior and interior applications. Finishes will range from matte to satin and scratch-resistant textures.
10. Floor mounted and surface mounted directories as specified by MDAD. This may include static internally-illuminated type or digital displays as designed and planned according to MDAD standards.
11. Photo polymer and similar type plaque signs for room identification complying with ADA (Americans with Disabilities Act). Signs to include required tactile copy and braille utilizing standard international pictograms. Sizes vary from 4" x 4" to 12" x 18". Installation is to be wall mounted and conform to ADA standards.
12. Formed plastic sign letters, cast metal sign letters, cut metal/or plastic sign letters and mounting systems/hardware meeting MDAD project specifications.

13. Modular sign and wayfinding system for room identification, as specified by MDAD. Installation may include varying wall mounting conditions and surfaces. All products and installations must conform to ADA standards.
14. Single-post and two-post roadway ground mounted signs, ranging in size and height. Sign faces to be specified in various sizes and thickness, with surface applied reflective vinyl, as specified by MDAD and frangible pole mounts as required by FDOT standards. Installation may include concrete footings to meet all applicable code requirements.
15. Engineered customs LED lighting system for signage lighting retrofits or signage related applications.
16. Any other sign system or sign component for Miami International Airport and/or Miami-Dade County General Aviation Airports, as may be specifically requested by the Department.
17. Structural and electrical engineering of signs and/or supports, preparation of signage shop drawings, graphic layouts and signage design as may be required by specific airport projects.
18. Shipping, delivery and handling of the listed sign types, products and systems to the respective project sites at Miami International Airport or any of the Miami-Dade County General Aviation Airports.
19. Installation of any of the listed sign types or applications using best means and practices, applicable codes and MDAD guidelines. This includes providing the necessary materials, equipment and qualified personnel to accomplish the required task within the specified time-frame and budget. Employees of the Contractor must obtain appropriate access badges at the Contractor's sole expense.
20. Obtain applicable permits, as required, for sign installations. Provide signage permit drawings, shop drawings, engineering calculations and professional engineer's seal, as required by code or authority having jurisdiction (AHJ).

All Tier 1 work must be complete by an Electrical Contractor or Electrical Specialty Sign Contractor, licensed under Florida Statutes Sec. 489 and Miami-Dade County, Chapter 10 as evidenced by the following certifications:

### **Sign Electrician**

Electrical Sign Contractor is a contractor, qualified and certified to install, repair, alter, add to or change any electrical wires, apparatus, raceways, conduit or any part thereof, on electrical signs.

Such contractor may connect to an existing sign circuit, beyond the last overcurrent device, and may contract for and take out building permits for the erection of signs.

OR

### **Journeyman Sign Electrician\***

The term Journeyman shall mean any person who possesses the required skill, knowledge and experience, as evidenced by three (3) years' proven experience in the trade or craft, or education equivalent thereto, or a combination thereof, but not more than one-half (1/2) of such experience may be education equivalent, and who has passed an examination in his or her particular trade or craft and possesses a valid certification of competency as a journeyman in such trade or craft.

There shall be at least one (1) journeyman for every three (3) trainees on each construction or installation job site for which a permit is required, and which involves a trade in which journeyman are required and certified.

A journeyman may only work in the employ of a contractor holding a certificate of competency in the field in which the journeyman is certified. Journeyman shall be required in the electrical, plumbing and mechanical trades. Journeymen are required to earn continuing education credit during each term the personal certificate of competency is valid as established in this chapter and as required by the board through written rules or regulations commencing October 1, 1995.

A sign contractor may subcontract installation services with qualified and licensed local contractor. Respondents should list all contractors that will be part of the team or joint venture. Substitutions must be submitted to MDAD for review and approval prior to commencement of work.

### **Tier 2**

The required signage design, fabrication and installation work for Tier 2 projects will encompass a wide variety of airport signs and related services located throughout Miami International Airport (MIA) and General Aviation Airports. Work scope under the contract may include fabrication and installation of new signs, signage removal/disposal, salvaging and relocation of existing signs. Types of signs include: interior and/or exterior non-illuminated and static signs, directional signage, parking garage signage, American with Disabilities Act (ADA) signage, regulatory signs, identification signs, magnetic signs, dimensional letters, plaques, wayfinding elements and various other airport/transportation related signage as required by MDAD. Some signage work may require night or off-peak installation to avoid disruption of airport operations or conflict with public circulation. Services that may be required include, but are not limited to:

1. Pre-fabricated signs and mounting hardware, extrusions, brackets, insertable and changeable panel sign systems, floor standing sign holders, banner stands, sign posts, frames, rotatable signs and other related signage and wayfinding systems in various forms and sizes, as required by MDAD.
2. Plastic signs in various sizes ranging in size and utilizing various graphic techniques such as vinyl cut graphics in multi-colors, digital imaging and printing. Graphics to be sub-surface laminated between high density plastic, acrylic or polycarbonate materials with edges sealed. Installations and conditions will vary and may include column mounted, overhead beam mounted and wall mounted.

3. Custom high-pressure laminate signs and graphics of varying thicknesses, suitable for exterior and interior applications. Finishes will range from matte to satin and scratch-resistant textures.
4. Floor and surface mounted directories as specified by MDAD. This may include static non-illuminated type, designed and planned according to MDAD standards.
5. Injection molded, photo polymer and similar type plaque signs for room identification complying with ADA (American with Disabilities Act). Signs to include required tactile copy and braille utilizing standard international pictograms. Sizes vary from 4" x 4" to 12" x 18". Installation is to be wall mounted and conform to ADA standards.
6. Formed plastic sign letters, cast metal sign letters, cut metal and/or plastic sign letters and mounting systems/hardware meeting MDAD project specifications.
7. Modular sign and wayfinding system for room identification, as specified by MDAD. Installation may include varying wall mounting conditions and surfaces. All products and installations must conform to ADA standards.
8. Any other sign system or sign component for Miami International Airport and/or Miami-Dade County General Aviation Airports, as may be specifically requested by the Department.
9. Shipping, delivery and handling of the listed sign types, products and systems to the respective project sites at Miami International Airport or any of the Miami-Dade County General Aviation Airports.
10. Installation of any of the listed sign types or applications using best means and practices, applicable codes and MDAD guidelines. This includes providing the necessary materials, equipment and qualified personnel to accomplish the required task within the specified time-frame and budget. Employees of the Contractor must obtain appropriate access badges at the Contractor's sole expense.

Miami International Airport is certified ISO 14001 an environmental management system (EMS). ISO 14000 is a series of environmental management standards developed and published by the International Organization for Standardization (ISO). The ISO 14001 standards provide a guideline or framework for organizations to systematize, improve and maintain their environmental management system.

Due to potential environmental impact by Consultants and/or Contractors doing work at MIA, it is necessary to become familiar with MDAD EMS policy and procedures. Contractor Supplier ISO 14001 Awareness Form and Contractor/Supplier General ISO Awareness Information Handout are available for review and must be completed and submitted to MDAD Project Manager prior to contract award.

Bidding procedures will be in accordance with Article 5 of the General Conditions. The successful Signage contractors shall coordinate their installation work with other ongoing construction affecting the work areas.

Signage contractor shall also coordinate delivery of all signage materials and equipment necessary for installation with MDAD. Signage contractor may be required to perform some of the work at night and may also be required to provide capability to design and/or engineer signage as may be requested under the contract. Prior to the issuance of work, MDAD will provide the awarded firm(s) with either MDAD issued specifications or may request that specifications be developed by the awarded firm(s) for the scope of work requested.

All Tier 2 work must be completed by a Non-Electric Sign Contractor, licensed under Florida Statutes Sec. 489 or Miami-Dade County, Chapter 10.

### **1.5 A. TIER 1 MINIMUM QUALIFICATIONS**

- (a) The Respondent must be an Electrical Contractor or Electrical Specialty Sign Contractor, licensed under Florida Statutes Sec. 489 and Miami-Dade County, Chapter 10 and attach proof of such licensure to Appendix A. Failure to hold the appropriate license at the time the Qualification Statement is submitted shall render the Qualification Statement non-responsive. Respondents may subcontract installation services with qualified and licensed local contractor.
- (b) The Respondent should have the capability of designing, and fabricating commercial-grade, custom, high-quality signage products or systems and installing all proposed signage programs, as detailed in the RFQ. Installation crew, including sub-contractors, dedicated for Airport projects shall be disclosed. A list of installers describing employing contractor, trade, copies of licenses, certifications, experience and base location shall be included in the Qualification Statement. Signage design may encompass custom applications and/or graphic standards provided by MDAD to be used as reference. In other cases, MDAD will provide graphic file containing artwork to be used for production.

As part of the selection process, the Owner reserves the right to conduct site visits of the signage manufacturing facilities and/or major recent installations prior to final selection and award. Findings and data obtained from these site visits will be made available to the selection committee during the selection process.

- (c) The Respondent should demonstrate ability to complete signage projects exceeding \$500,000 for other mass public transportation/airport or large scale commercial contracts within the last five (5) years.
- (d) The Respondent should show proof of 24 hour access to a minimum of one (1) bucket truck, available for work under this contract. All company vehicles used for sign installations shall be listed separately by year, make and description. Minimum insurance requirements will apply when performing work on airport property and accessing secured airside areas.
- (e) The Respondent should have the ability to dedicate a staff of 10 full-time employees assigned to signage design, production, manufacturing and installation functions related to Airport projects under this contract.

Employees working on airport premises must have ability to undergo required investigation process and obtain airport issued ID badges. Additional clearances will be required to access secure sterile areas in terminal and airside.

- (f) The Respondent should have a sign manufacturing facility sufficiently sized to accommodate and support the fabrication and assembly of multiple, large-scale commercial sign projects. Manufacturing equipment and sign making tools operating in the facility shall be kept up to date, well-maintained and include computerized digital processes. A detailed floor plan with description of the sign manufacturing facility, describing various shops by size and function, along with a detailed list of equipment and operating software will be required in the submittal package from each Respondent.
- (g) The Respondent must show proof of appropriate insurance prior to award.
- (h) The Respondent shall provide a letter of Intent from a Surety Company indicating the Respondent's bonding ability for each work order issued, which may be in excess of \$2,000,000.00. The surety shall acknowledge that the firm can be bonded for one or more work orders exceeding \$2,000,000.00. The surety company shall be currently listed with the United States Treasury in accordance with the General Conditions, Sub-article 12.2, Performance and Payment Bond, Page 73. (Note: A bond may not be required for projects restricted to sign fabrication or manufacturing at an off-site facility).

Respondents shall present proof of bonding capacity at time of submittal and provide the actual bond for the required amount at the time a work order is issued.

If the Respondent is an individual or partnership, the individual and/or the partner, who shall be responsible for the operation of the Agreement, must have met minimum qualifications in (a) and should meet the remaining minimum qualifications in (b) through (h). If the Respondent is a Joint Venture, then at least one (1) of the Joint Venture Partners must satisfy the minimum qualifications in (a) and should meet the remaining qualifications in (b) through (h). A Respondent, whether a joint venture or otherwise, may proffer the experience of its corporate parent, sister, or subsidiary ("an affiliated company") in meeting these minimum qualifications. However, given the unique nature of individual corporate relationships Respondents seeking to rely on the experience of an affiliated company should be advised that the Selection Committee shall have the discretion to determine what weight, if any, it wishes to give such proffered experience on a case-by-case basis, and may base such decision on the relationship between the Respondent and the affiliate, as evidenced by whatever documents are provided in the proposal submission or otherwise presented at the request of the Selection Committee.

The Respondent must be authorized to do business in the State of Florida by the time of award.

Respondents who are less qualified than is suggested above may be considered for award. However, such Respondents may receive fewer points or no points from the Selection Committee, or may be found non-responsible.



## **B. TIER 2 MINIMUM QUALIFICATIONS**

- (a) The Respondent must be a Non-Electric Sign Contractor, licensed under Florida Statutes Sec. 489 or Miami-Dade County, Chapter 10 and attach proof of such licensure to Appendix A. Failure to hold the appropriate license at the time the Qualification Statement is submitted shall render the Qualification Statement non-responsive.
- (b) The Respondent should have the capability of designing and fabricating commercial-grade, custom, high-quality signage products or systems and installing all proposed signage programs, as detailed in the RFQ. Installation crew, including sub-contractors, dedicated for Airport projects shall be disclosed. A list of installers describing employing contractor, trade, licenses, certifications, experience and base location shall be included in submittal package.

Signage design may encompass custom applications and/or graphic standards provided by MDAD to be used as reference. In other cases, MDAD will provide graphic file containing artwork to be used for production. As part of the selection process, the Owner reserves the right to conduct site visits of the signage manufacturing facilities and/or major recent installations prior to final selection and award. Findings and data obtained from these site visits will be made available to the selection committee during the selection process.

- (c) The Respondent should demonstrate ability to complete signage projects up to \$50,000 for other mass public transportation/airport or commercial contracts within the last (5) years.
- (d) The Respondent should show proof of 24 hour access to a minimum of one (1) bucket truck available for work under this contract. All company vehicles used for sign installations shall be listed separately by year, make and description. Minimum insurance requirements will apply when performing work on airport property and accessing secured airside areas.
- (e) The Respondent should have the ability to dedicate a staff of 5 full-time employees assigned to signage design, production, manufacturing and installation functions related to airport projects under this contract. Employees working on airport premises must have ability to undergo required investigation process and obtain airport issued ID badges. Additional clearances will be required to access secure sterile areas in terminal and airside.
- (f) The Respondent should have a sign manufacturing facility sufficiently sized to accommodate and support the fabrication and assembly of commercial sign projects. Manufacturing equipment and sign making tools operating in the facility shall be kept up to date, well-maintained and include computerized digital processes. A detailed floor plan with description of the sign manufacturing facility, describing various shops by size and function, along with a detailed list of equipment and operating software will be required in the submittal package from each Respondent.

(g) The Respondent must show proof of appropriate insurance prior to award.

If the Respondent is an individual or partnership, the individual and/or the partner, who shall be responsible for the operation of the Agreement, must have met minimum qualifications in (a) and should meet the remaining minimum qualifications in (b) through (g). If the Respondent is a Joint Venture, then at least one (1) of the Joint Venture Partners must satisfy the minimum qualifications in (a) and should meet the remaining qualifications in (b) through (g). A Respondent, whether a joint venture or otherwise, may proffer the experience of its corporate parent, sister, or subsidiary ("an affiliated company") in meeting these minimum qualifications. However, given the unique nature of individual corporate relationships Respondents seeking to rely in the experience of an affiliated company should be advised that the Selection Committee shall have the discretion to determine what weight, if any, it wishes to give such proffered experience on a case-by-case basis, and may base such decision on the relationship between the Respondent and the affiliate, as evidenced by whatever documents are provided in the proposal submission or otherwise presented at the request of the Selection Committee.

The Respondent must be authorized to do business in the State of Florida by the time of award.

Respondents who are less qualified than is suggested above may be considered for award. However, such Respondents may receive fewer points or no points from the Selection Committee, or may be found non-responsible.

Please advise our office if additional information is needed to complete this process.

#### Attachments

c: L. Johnson, SBD  
M. Clark-Vincent, MDAD  
R. Garcia, MDAD  
K. Guillen, MDAD  
C. Corrales, MDAD  
File

## MDAD's CONTRACT MEASURES AND ANALYSIS WORKSHEET

**To:** Gary Hartfield, Division Director  
Internal Services Department, Small Business Development

**From:** Milton L. Collins, Associate Director  
Miami-Dade Aviation Department  
Minority Affairs Division



**PROJECT/CONTRACT TITLE:** Airport Signage Design,  
Fabrication and Installation

**PROJECT/CONTRACT NUMBER:** RFQ-MDAD-17-01

**DEPARTMENT:** Miami Dade Aviation Department

**ESTIMATED PROJECT COST:** \$15,000,000.00 The Contract also contains \$37,050.00 for the IGA for a total contract amount of \$15,037,050.00 (The total of all payments to the awarded Contractor(s) shall not exceed the shared amount of \$15,000,000.00)

**FUNDING SOURCE:** Operating Funds; Reserve Maintenance;  
Designated Capital Projects; FDOT Grants

**DESCRIPTION OF PROJECT/BID:** The Miami-Dade County, as represented by the Miami-Dade Aviation Department (MDAD), requires the services of: Tier 1 Signage Firms: Firms with capability to perform structural and electrical engineering, in-house design, fabrication and installation of large-scale signage systems. Tier 1 projects will encompass large scale, complex projects to include interior and exterior illuminated and non-illuminated directional signage, dynamic signage, roadway signage, work requiring structural and electrical engineering and installations. Firms in this category will be required electrical licensure, engineering capability, bonding for work orders in excess of \$200,000.00 and insurance, along with minimum qualifications listed in the RFQ.

Tier 2 Signage Firms: Firms having in-house design, production and installation capabilities to include non-structural and non-electrical signage elements. Tier 2 projects will include non-structural and non-electrical signage tasks under \$50,000.00, issued by the Miami-Dade Aviation Dept. for airport facilities (MIA & GA Airports). Tasks include printed signage, banners, decals, ADA signage, identification signage, fabricated letters, first-surface and second-surface printed signs with varying substrates, aluminum traffic signs of limited sizes, hazard & warning signs, vinyl sign applications, magnetic signs, vinyl wraps for architectural elements and vehicles, etc. Bonding will not be required as individual work orders will not exceed the amount stipulated in FS255.05.

### CONTRACT MEASURES RECOMMENDATION:

**Measures:** No Measure SBE-Construction Program Goal  
No Measure SBE-Goods & Services Program Goal  
10% Community Workforce Program (CWP) Goal

### REASONS FOR RECOMMENDATION:

Analysis of the factors contained in Implementing Order #3-22 indicates that a No Measure SBE-Construction Program Goal and Implementing Order #3-41 indicates that a No Measure SBE-Goods & Services Program Goal and Implementing Order #3-37 indicates that a CWP Program Goal is appropriate for this contract.

| DESCRIPTION OF ITEMS  | FUNDING SOURCE   | ESTIMATED PROJECTED COST | CONCEPTUAL ESTIMATE SUMMARY |                      |  |             | LABOR COST BY TRADES | COST/DAY | NO. DAYS |
|---|------------------|--------------------------|-----------------------------|----------------------|--|-------------|----------------------|----------|----------|
|   |                  |                          | ESTIMATED COST              | ESTIMATED LABOR COST | CREW SIZE                                |             |                      |          |          |
| <b>MAINTENANCE</b>  |                  |                          |                             |                      |  |             |                      |          |          |
| 724480 Outside Contract FY2018  | MDAD Operational | \$400,000                |                             | \$96,000             | 1 Foreman & 2 Skilled                    |             |                      |          |          |
| 724480 Outside Contract FY2019  | MDAD Operational | \$400,000                |                             | \$96,000             | Workers/Signage                          |             |                      |          |          |
| 724480 Outside Contract FY2020  | MDAD Operational | \$400,000                |                             | \$96,000             | Installers                               | \$441,600   | \$680                | 649      |          |
| 724480 Outside Contract FY2021  | MDAD Operational | \$400,000                |                             | \$96,000             | 3 Signage Electricians                   | \$518,400   | \$1,152              | 450      |          |
| 724480 Outside Contract FY2022  | MDAD Operational | \$400,000                |                             | \$96,000             |  |             |                      |          |          |
| 724480 Outside Contract FY2023  | MDAD Operational | \$400,000                |                             | \$96,000             |  |             |                      |          |          |
| 724480 Outside Contract FY2024  | MDAD Operational | \$400,000                |                             | \$96,000             |  |             |                      |          |          |
| 724480 Outside Contract FY2025  | MDAD Operational | \$400,000                |                             | \$96,000             |  |             |                      |          |          |
| 724480 Outside Contract FY2026  | MDAD Operational | \$400,000                |                             | \$96,000             |  |             |                      |          |          |
| 724480 Outside Contract FY2027  | MDAD Operational | \$400,000                |                             | \$96,000             |  |             |                      |          |          |
| Outside Contract Total  |                  | \$4,000,000              |                             | \$960,000            |  |             |                      |          |          |
| <b>WARRANTIES / PARTS REPLACEMENT</b>   |                  |                          |                             |                      |  |             |                      |          |          |
| Digital Signage Extended Warranties & Parts Replacement<br>10 yrs. x \$50,000/yr. |                  | \$500,000                |                             | \$0                  | N/A                                      | N/A         | N/A                  | N/A      |          |
| <b>DEVELOPMENT PROJECTS</b>   |                  |                          |                             |                      |  |             |                      |          |          |
| <b>TERMINAL &amp; CONCOURSES</b>  |                  |                          |                             |                      |  |             |                      |          |          |
| Central Terminal Improvements   | Capital Project  | \$500,000                |                             | \$120,000            | 1 Foreman & 2 Skilled                    |             |                      |          |          |
| Central Terminal - Concourse "e", Satellite "e"                                   | Capital Project  | \$800,000                |                             | \$192,000            | Workers/Signage                          |             |                      |          |          |
| Central Terminal - Concourse "f"  | Capital Project  | \$500,000                |                             | \$120,000            | Installers                               | \$276,480   | \$680                | 407      |          |
| Central Terminal Total  |                  | \$1,800,000              |                             | \$432,000            | 2 Signage Electricians                   | \$155,520   | \$768                | 203      |          |
| <b>CURBSIDE &amp; GROUND TRANSPORTATION</b>                                       |                  |                          |                             |                      |  |             |                      |          |          |
| Curbside Signage & Airline Listings   | Capital Project  | \$3,000,000              |                             | \$720,000            | 1 Foreman & 2 Skilled<br>Workers/Signage |             |                      |          |          |
|   |                  |                          |                             |                      | Installers                               | \$460,800   | \$680                | 678      |          |
|   |                  |                          |                             |                      | 2 Signage Electricians                   | \$259,200   | \$768                | 338      |          |
| <b>ROADWAYS</b>   |                  |                          |                             |                      |  |             |                      |          |          |
| Airport Roadway Signage Infrastructure & FDOT/WUTCD<br>Regulatory                 | Capital Project  | \$1,000,000              |                             | \$240,000            | 1 Foreman & 2 Skilled<br>Workers/Signage |             |                      |          |          |
|   |                  |                          |                             |                      | Installers                               | \$153,600   | \$680                | 226      |          |
|   |                  |                          |                             |                      | 2 Signage Electricians                   | \$86,400    | \$768                | 113      |          |
| <b>PARKING</b>  |                  |                          |                             |                      |  |             |                      |          |          |
| North Parking Garage (Dolphin)  | Capital Project  | \$2,500,000              |                             | \$600,000            | 1 Foreman & 2 Skilled                    |             |                      |          |          |
| South Parking Garage (Flamingo)   | Capital Project  | \$2,000,000              |                             | \$480,000            | Workers/Signage                          |             |                      |          |          |
| Central Terminal Parking  | Capital Project  | \$200,000                |                             | \$48,000             | Installers                               | \$721,920   | \$680                | 1062     |          |
| Parking Total   |                  | \$4,700,000              |                             | \$1,128,000          | 2 Signage Electricians                   | \$406,080   | \$768                | 529      |          |
| <b>TOTAL ESTIMATED CONTRACT VALUE</b>   |                  | \$15,000,000             |                             | \$3,480,000          |  | \$3,480,000 |                      |          |          |

**MIAMI-DADE AVIATION DEPARTMENT  
ANTICIPATED SERVICES BREAKDOWN**

**Project Name:** Signage Design, Fabrication and Installation – Tier 1

**Project Number:** RFQ-MDAD-17-01

**Estimated Fee and Funding Source:** \_\_\_\_\_

**Term of Agreement:** \_\_\_\_\_

**Type of Services (Consulting, etc.)** \_\_\_\_\_

| DESCRIPTION OF SERVICES<br>(BREAKDOWN)   | PRIME<br>WORK % | SUB WORK<br>% | TOTAL % OF<br>WORK REQUIRED |
|--|-----------------|---------------|-----------------------------|
| <b>1</b> Custom-fabricated, engineered, illuminated and non-illuminated signs in various sizes meeting MDAD specifications. Internal illumination with LED sources, stainless steel or aluminum construction, extruded end caps, polycarbonate or acrylic sign faces, double and single-sided design, hinged access panels and reverse cut vinyl graphics, electrical components and installation. | 100             |               | 20                          |
| <b>2</b> Sign mounting hardware, extrusions, brackets, insertable and changeable panel sign systems, floor standing sign holders, banner stands, sign posts, frames, rotatable signs and other related signage and wayfinding systems in various forms and sizes, as required by MDAD.   | 100             |               | 5                           |
| <b>3</b> Illuminated and non-illuminated signs and wayfinding systems as specified by MDAD. All sign cabinets shall be extruded aluminum and meet requirements established by MDAD. LED components shall be specified by MDAD and furnished by approved manufacturers. All electrical sign products shall have UL or other approved testing laboratory certification.                              | 100             |               | 20                          |
| <b>4</b> Retrofit of existing signage to include cleaning and removal of deteriorated or obsolete lighting components. Replace obsolete neon, fluorescent and LED lighting components with new LED products meeting MDAD   | 100             |               | 5                           |

|   |  |     |  |   |
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|   | specifications and applicable code requirements.   |     |  |   |
| 5 | Electronic sign systems as stand-alone applications or as part of a designed sign system or feature, as specified by MDAD. This may include computerized LED displays, single-color or Red, Green and Blue (RGB) full-color range, large format, panelized boards. Software and operating systems required to display content shall be compatible with MDAD systems and be fully approved by MDAD.   | 100 |  | 5 |
| 6 | Exterior pylon or monument type signs in various sizes, constructed to meet all applicable Miami-Dade County Codes. Typical signs shall be engineered and constructed of structural frames with interior supports, covered with 1/8" aluminum skin or meeting design approved by MDAD. Work scope may require new concrete footing and demolition/removal of existing signs, application of new graphics and installation with heavy equipment. Monument signs of varying designs based on specific project requirements, branding or tenant requirements may be substituted for generic airport sign pylons. Signs may have interior or exterior source illumination as designated by project requirements. | 100 |  | 2 |
| 7 | Roadway and traffic signs in various sizes, constructed with welded aluminum and/or structural steel frames, engineered truss systems or other FDOT approved structural support system with metal sign panels and reflective vinyl graphics, as specified by MDAD. Both, single and double faced signs of this type are required. All design, fabrication and installation shall meet MDAD, FDOT standards and the Manual  | 100 |  | 5 |

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|    | on Uniform Traffic Control Devices (MUTCD) guidelines. Installation is required in various airport locations such as over the road sign structures, right-of-ways, curbs, bridges, fences, walls, and parking structures.   |     |  |    |
| 8  | Plastic signs in various sizes ranging in size and utilizing various graphic techniques such as vinyl cut graphics in multi-colors, digital imaging and printing. Graphics to be sub-surface laminated between high density plastic, acrylic or polycarbonate materials with edges sealed. Installations and conditions will vary and may include column mounted, overhead beam mounted and wall mounted. | 100 |  | 10 |
| 9  | Custom high pressure laminate signs and graphics of varying thicknesses, suitable for exterior and interior applications. Finishes will range from matte to satin and scratch-resistant textures.   | 100 |  | 2  |
| 10 | Floor mounted and surface mounted directories as specified by MDAD. This may include static internally-illuminated type or digital displays as designed and planned according to MDAD standards.  | 100 |  | 2  |
| 11 | Photo polymer and similar type plaque signs for room identification complying with ADA (American with Disabilities Act). Signs to include required tactile copy and braille utilizing standard international pictograms. Sizes vary from 4"x4" to 12" x 18". Installation is to be wall mounted and conform to ADA standards.   | 100 |  | 2  |
| 12 | Formed plastic sign letters, cast metal sign letters, cut metal and/or plastic sign letters and mounting systems/hardware meeting MDAD project specifications.  | 100 |  | 2  |

|    |   |     |  |                                       |
|----|---|-----|--|---------------------------------------|
| 13 | Modular sign and wayfinding system for room identification, as specified by MDAD. Installation may include varying wall mounting conditions and surfaces. All products and installations must conform to ADA standards.   | 100 |  | 5                                     |
| 14 | Single-post and two-post roadway ground mounted signs, ranging in size and height. Sign faces to be specified in various sizes and thickness, with surface applied reflective vinyl, as specified by MDAD and frangible pole mounts as required by FDOT standards. Installation may include concrete footings to meet all applicable code requirements. | 100 |  | 2                                     |
| 15 | Engineered custom LED lighting system for signage lighting retrofits or signage related applications.   | 100 |  | 2                                     |
| 16 | Any other sign system or sign component for Miami International Airport and/or Miami-Dade County General Aviation Airports, as may be specifically requested by the Department.   | 100 |  | 2                                     |
| 17 | Structural and electrical engineering of signs and/or supports, preparation of signage shop drawings, graphic layouts and signage design as may be required by specific airport projects.   | 100 |  | 2                                     |
| 18 | Shipping, delivery and handling of the listed sign types, products and systems to the respective project sites at Miami International Airport or any of the Miami-Dade County General Aviation Airports.  | 100 |  | 2                                     |
| 19 | Installation of any of the listed sign types or applications using best means and practices, applicable codes and MDAD guidelines. This includes providing the necessary materials, equipment and qualified personnel to accomplish the required task within the specified  | 100 |  | Included with each task, as required. |



|   |            |  |                          |
|---|------------|--|--------------------------|
| <p>time-frame and budget. Employees of the Contractor must obtain appropriate access badges at the Contractor's sole expense.</p>   |            |  |                          |
| <p><b>20</b> Obtain applicable permits, as required, for sign installations. Provide signage permit drawings, shop drawings, engineering calculations and professional engineer's seal, as required by code or authority having jurisdiction (AHJ).</p> | <p>100</p> |  | <p>5</p>                 |
| <p><b>User PM (Initial)</b></p>   |            |  | <p><b>TOTAL 100%</b></p> |

**MIAMI-DADE AVIATION DEPARTMENT  
ANTICIPATED SERVICES BREAKDOWN**

**Project Name:** Signage Design, Fabrication and Installation – Tier 2  
**Project Number:** RFQ-MDAD-17-01  
**Estimated Fee and Funding Source:** \_\_\_\_\_  
**Term of Agreement:** \_\_\_\_\_  
**Type of Services (Consulting, etc.)** \_\_\_\_\_

| DESCRIPTION OF SERVICES<br>(BREAKDOWN)  | PRIME<br>WORK % | SUB WORK<br>% | TOTAL % OF<br>WORK REQUIRED |
|---|-----------------|---------------|-----------------------------|
| 1 Pre-fabricated signs and mounting hardware, extrusions, brackets, insertable and changeable panel sign systems, floor standing sign holders, banner stands, sign posts, frames, rotatable signs and other related signage and wayfinding systems in various forms and sizes, as required by MDAD.   | 100             |               | 20                          |
| 2 Plastic signs in various sizes ranging in size and utilizing various graphic techniques such as vinyl cut graphics in multi-colors, digital imaging and printing. Graphics to be sub-surface laminated between high density plastic, acrylic or polycarbonate materials with edges sealed. Installations and conditions will vary and may include column mounted, overhead beam mounted and wall mounted. | 100             |               | 25                          |
| 3 Custom high-pressure laminate signs and graphics of varying thicknesses, suitable for exterior and interior applications. Finishes will range from matte to satin and scratch-resistant textures.   | 100             |               | 10                          |
| 4 Floor and surface mounted directories as specified by MDAD. This may include static non-illuminated type, designed and planned according to MDAD standards.   | 100             |               | 5                           |
| 5 Injection molded, photo polymer and similar type plaque signs for room identification complying with ADA (American with Disabilities Act). Signs to include required tactile copy and braille utilizing standard international pictograms.  | 100             |               | 10                          |

|                          |   |     |  |                                       |
|--------------------------|---|-----|--|---------------------------------------|
|                          | Sizes vary from 4"x4" to 12" x 18". Installation is to be wall mounted and conform to ADA standards.  |     |  |                                       |
| 6                        | Formed plastic sign letters, cast metal sign letters, cut metal and/or plastic sign letters and mounting systems/hardware meeting MDAD project specifications.  | 100 |  | 15                                    |
| 7                        | Modular sign and wayfinding system for room identification, as specified by MDAD. Installation may include varying wall mounting conditions and surfaces. All products and installations must conform to ADA standards.   | 100 |  | 5                                     |
| 8                        | Any other sign system or sign component for Miami International Airport and/or Miami-Dade County General Aviation Airports, as may be specifically requested by the Department.   | 100 |  | 5                                     |
| 9                        | Shipping, delivery and handling of the listed sign types, products and systems to the respective project sites at Miami International Airport or any of the Miami-Dade County General Aviation Airports..   | 100 |  | 5                                     |
| 10                       | Installation of any of the listed sign types or applications using best means and practices, applicable codes and MDAD guidelines. This includes providing the necessary materials, equipment and qualified personnel to accomplish the required task within the specified time-frame and budget. Employees of the Contractor must obtain appropriate access badges at the Contractor's sole expense. | 100 |  | Included with each task, as required. |
| <b>User PM (Initial)</b> |   |     |  | <b>TOTAL 100%</b>                     |