

12.14

# DUTCHESS BOCES

Innovation | Partnership | Growth

Jodi DeLucia  
District Superintendent

Michael Skerritt  
Assistant Superintendent for Business & Operations  
845.486.4800 Ext. 2227 | michael.skerritt@dcboces.org

**TO:** Jodi DeLucia, Ph.D., District Superintendent  
**FROM:** Mike Skerritt, Assistant Superintendent for Business & Operations  
**DATE:** February 27, 2026  
**RE:** Cooperative Signage Services RFB #2526-32



It is recommended that all responsive and responsible bidders be awarded for signage services under **Dutchess BOCES Cooperative Signage Services RFB #2526-32**. Project-specific quotes will be requested from awarded vendors and evaluated based on the pricing structure established in the bid documents, including labor rates, unit pricing, and material discounts. Accordingly, it is recommended that the bid offers from the following vendors be accepted, as detailed on the attached award sheets:

- Blink Signs of Cleveland, OH
- Fast Signs of Kingston, NY
- Mancon of Yorktown Heights, NY
- Timely Signs of Kingston, NY
- WL Concepts of Freeport, NY

The contract period is from March 12, 2026 through March 11, 2027 with the option to extend for four (4) additional one-year terms.

MS/xf  
Attachments



Dutchess BOCES, 5 BOCES Road, Poughkeepsie, NY 12601 | 845.486.4800 | [www.dcboces.org](http://www.dcboces.org)

Participating districts: Arlington | Beacon | Dover | Hyde Park | Millbrook | Pawling | Pine Plains | Poughkeepsie | Red Hook | Rhinebeck  
| Spackenkill | Wappingers | Webutuck

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M:\Business Office Admin Team\Board Items\Board Meeting Items\2025-26\09- March 11, 2026\BIDS\Cooperative Signage Services RFB #2526-32 (MEMO) 2.27.26.docx

Vendor	Blink Signs	Fast Signs	Mancon	Timely Signs	WL Concepts
W9	X	X	X	X	X
Pages 14-20	X	X	X	X	X
COI	X	X	X	X	X
Pricing Pages 21-22	X	X	X	X	X
NYS DOL Cert.	X	X	X	X	X
Demonstrated Ability to Provide Required Sign Types	X	X	X	X	X
Responsive	X	X	X	X	X
On-Call / Emergency Capability	N	Y	N	Y	N

Vendor Contact Information
<p align="center"><b>Blink Signs</b>            Lauren Sweet - National Sales Manager            216-503-2568 bids@blinksigns.com</p>
<p align="center"><b>Fast Signs</b>            Todd Fitzgerald - Vice President            845-298-5600 / 845-222-1000 todd.fitzgerald@fastsigns.com</p>
<p align="center"><b>Mancon LLC</b>            Michael Nunes - Owner            914-494-2045 manconllc@gmail.com</p>
<p align="center"><b>Timely Signs</b>            Joe Beichert - Vice President            845-331-8710 joe@timelysigns.com</p>
<p align="center"><b>WL Concepts &amp; Production LLC</b>            James Levine - Vice President            516-565-5151 james@wlconcept.com</p>

# Blink Signs

**Pricing Sheet**

**1. Labor Rates**

Category	Hourly Rate (\$/hr)
Installation	400
Service / Repair	350
Design / Layout	135

Rates shall include all overhead, travel, tools, equipment, and incidental costs.

For work subject to New York State prevailing wage, applicable prevailing wage rates shall apply and supersede the rates written.

**2. Materials & Fabrication Pricing**

Indicate the percentage discount off the bidder's standard published or verifiable pricing.

Item / Category	Discount %
Stock signage materials (substrates, blanks, panels)	starting from 5 %
Fabricated / custom signage	starting from 5 %
Vinyl graphics and decals	starting from 5 %
ADA-compliant signage	starting from 5 %
MUTCD-compliant roadway signage	starting from 5 %

- Discounts shall apply to the bidder's standard list, catalog, or otherwise verifiable pricing.
- No additional markup shall be applied beyond the stated discount.
- Unit pricing for commonly ordered items may be attached, if available.

**3. Common Unit Pricing (Optional)**

(Complete if applicable; leave blank if not offered)

Item / Service	Unit	Unit Price
Removal of existing sign	Each	\$ 350.00
Reinstallation / relocation	Each	\$ 450.00
Site visit / field measurement	Each	\$ 450.00
Rush fabrication (if offered)	Each / %	\$ 40 % of total

**4. Ordering Instructions (Informational)**

Please provide ordering and contact information for use by District staff after award. This information is for administrative and operational purposes only and will not be used for bid evaluation.

Primary contact name: Lauren Sweet Phone number: 216-503-2568

Email address: bids@blinks.ig.ns.com

Ordering method (e.g., email, online portal, written quote):

# Blink Signs

**Pricing Sheet Cont.**

Signage Types	Can Provide? (Y/N)	Notes
Safety and regulatory signage	Y	
Emergency and security signage	Y	
Wayfinding and directional signage	Y	
Building, room, and space identification signage	Y	
Instructional and informational signage	Y	
Temporary signage for events or operational needs	Y	
Interior wall, door, window, and floor signage	Y	
Exterior mounted and freestanding signage	Y	
Vinyl graphics, decals, adhesive lettering	Y	
ADA-compliant signage	Y	
Replacement of outdated, damaged, or worn signage	Y	
Custom signage as requested by the District	Y	
Campus traffic, speed limit, and other roadway signs that shall comply with MUTCD standards, when applicable	Y	
Other, Please Specify:	Y	

Services	Can Provide? (Y/N)	Notes
Site visits and field measurements	Y	
Design assistance, when requested by the District	Y	
Fabrication of signage	Y	
Delivery of signage	Y	
Installation of signage, including mounting	Y	
Other, Please Specify:		

**Pricing Acknowledgement**

By signing below, the bidder confirms that all pricing submitted:

- Complies with the Bid Specifications and General Terms & Conditions
- Supports an on-call, as-needed contract structure
- Includes all applicable costs as required by the bid
- Remains firm for the duration of the contract term

Company Name: Blink Marketing Inc. DBA Blink Signs

Date: 2-13-2026

Authorized Signature: *Lauren Sweet*

Phone: 216-503-2568

Printed Name / Title: Lauren Sweet / National Sales Manager

Email: bids@blinksigns.com

Fast Signs

Pricing Sheet

1. Labor Rates

Category	Hourly Rate (\$/hr)
Installation	\$125. hr
Service / Repair	\$125. hr
Design / Layout	\$75. hr

Rates shall include all overhead, travel, tools, equipment, and incidental costs.

For work subject to New York State prevailing wage, applicable prevailing wage rates shall apply and supersede the rates written.

2. Materials & Fabrication Pricing

Indicate the percentage discount off the bidder's standard published or verifiable pricing.

Item / Category	Discount %
Stock signage materials (substrates, blanks, panels)	20 %
Fabricated / custom signage	10 %
Vinyl graphics and decals	20 %
ADA-compliant signage	10 %
MUTCD-compliant roadway signage	10 %

- Discounts shall apply to the bidder's standard list, catalog, or otherwise verifiable pricing.
- No additional markup shall be applied beyond the stated discount.
- Unit pricing for commonly ordered items may be attached, if available.

3. Common Unit Pricing (Optional)

(Complete if applicable; leave blank if not offered)

Item / Service	Unit	Unit Price
Removal of existing sign	Each	\$ TBD per sign
Reinstallation / relocation	Each	\$ TBD per sign
Site visit / field measurement	Each	\$ 100. Ladder \$350 (bucket truck)
Rush fabrication (if offered)	Each / %	\$ 40%

Will be dependant on height, location, size, weight, and if before / after / holiday hours are required.

4. Ordering Instructions (Informational)

Please provide ordering and contact information for use by District staff after award. This information is for administrative and operational purposes only and will not be used for bid evaluation.

Primary contact name: Emily Dalrymple Phone number: 845-298-5600

Email address: 455@fastsigns.com

Ordering method (e.g., email, online portal, written quote):

Pricing Sheet Cont.

Signage Types	Can Provide? (Y/N)	Notes
Safety and regulatory signage	Y	
Emergency and security signage	Y	
Wayfinding and directional signage	Y	
Building, room, and space identification signage	Y	
Instructional and informational signage	Y	
Temporary signage for events or operational needs	Y	
Interior wall, door, window, and floor signage	Y	
Exterior mounted and freestanding signage	Y	
Vinyl graphics, decals, adhesive lettering	Y	
ADA-compliant signage	Y	
Replacement of outdated, damaged, or worn signage	Y	
Custom signage as requested by the District	Y	
Campus traffic, speed limit, and other roadway signs that shall comply with MUTCD standards, when applicable	Y	
Other, Please Specify: LED & Monument signage	Y	

Services	Can Provide? (Y/N)	Notes
Site visits and field measurements	Y	
Design assistance, when requested by the District	Y	
Fabrication of signage	Y	
Delivery of signage	Y	
Installation of signage, including mounting	Y	
Other, Please Specify: Sign permitting	Y	

**Pricing Acknowledgement**

By signing below, the bidder confirms that all pricing submitted:

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- Remains firm for the duration of the contract term

Company Name: FASTSIGNS of Wappingers Falls

Date: 2/18/2026

Authorized Signature: Todd Fitzgerald

Phone: 845-298-5600

Printed Name / Title: Todd Fitzgerald

Email: todd.fitzgerald@fastsigns.com

**Pricing Sheet**

**1. Labor Rates**

Category	Hourly Rate (\$/hr)
Installation	\$65.00
Service / Repair	\$55.00
Design / Layout	\$55.00

Rates shall include all overhead, travel, tools, equipment, and incidental costs.

For work subject to New York State prevailing wage, applicable prevailing wage rates shall apply and supersede the rates written.

**2. Materials & Fabrication Pricing**

Indicate the percentage discount off the bidder's standard published or verifiable pricing.

Item / Category	Discount %
Stock signage materials (substrates, blanks, panels)	1 %
Fabricated / custom signage	1 %
Vinyl graphics and decals	1 %
ADA-compliant signage	1 %
MUTCD-compliant roadway signage	1 %

- Discounts shall apply to the bidder's standard list, catalog, or otherwise verifiable pricing.
- No additional markup shall be applied beyond the stated discount.
- Unit pricing for commonly ordered items may be attached, if available.

**3. Common Unit Pricing (Optional)**

(Complete if applicable; leave blank if not offered)

Item / Service	Unit	Unit Price
Removal of existing sign	Each	\$ 75.00
Reinstallation / relocation	Each	\$ 100.00
Site visit / field measurement	Each	\$ 25.00
Rush fabrication (if offered)	Each / %	\$ 10%

**4. Ordering Instructions (Informational)**

Please provide ordering and contact information for use by District staff after award. This information is for administrative and operational purposes only and will not be used for bid evaluation.

Primary contact name: Michael Nunes Phone number: (914)494-2045

Email address: ManconLLC@Gmail.com

Ordering method (e.g., email, online portal, written quote):

Pricing Sheet Cont.

Signage Types	Can Provide? (Y/N)	Notes
Safety and regulatory signage	Yes	
Emergency and security signage	Yes	
Wayfinding and directional signage	Yes	
Building, room, and space identification signage	Yes	
Instructional and informational signage	Yes	
Temporary signage for events or operational needs	Yes	
Interior wall, door, window, and floor signage	Yes	
Exterior mounted and freestanding signage	Yes	
Vinyl graphics, decals, adhesive lettering	Yes	
ADA-compliant signage	Yes	
Replacement of outdated, damaged, or worn signage	Yes	
Custom signage as requested by the District	Yes	
Campus traffic, speed limit, and other roadway signs that shall comply with MUTCD standards, when applicable	Yes	
Other, Please Specify:		

Services	Can Provide? (Y/N)	Notes
Site visits and field measurements	Yes	
Design assistance, when requested by the District	Yes	
Fabrication of signage	Yes	
Delivery of signage	Yes	
Installation of signage, including mounting	Yes	
Other, Please Specify:		

**Pricing Acknowledgement**

By signing below, the bidder confirms that all pricing submitted:

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- Remains firm for the duration of the contract term

Company Name: Mancon LLC

Date: 2/17/26

Authorized Signature: 

Phone: (914)494-2045

Printed Name / Title: Michael Nunes/Owner

Email: ManconLLC@Gmail.com

**Pricing Sheet**

**1. Labor Rates**

Category	Hourly Rate (\$/hr)
Installation	\$120 (1) \$190 (2)
Service / Repair	\$120 (1) \$190 (2)
Design / Layout	\$90.00 per Hour

Rates shall include all overhead, travel, tools, equipment, and incidental costs.

For work subject to New York State prevailing wage, applicable prevailing wage rates shall apply and supersede the rates written.

**2. Materials & Fabrication Pricing**

Indicate the percentage discount off the bidder's standard published or verifiable pricing.

Item / Category	Discount %
Stock signage materials (substrates, blanks, panels)	10 %
Fabricated / custom signage	10 %
Vinyl graphics and decals	10 %
ADA-compliant signage	10 %
MUTCD-compliant roadway signage	10 %

- Discounts shall apply to the bidder's standard list, catalog, or otherwise verifiable pricing.
- No additional markup shall be applied beyond the stated discount.
- Unit pricing for commonly ordered items may be attached, if available.

**3. Common Unit Pricing (Optional)**

(Complete if applicable; leave blank if not offered)

Item / Service	Unit	Unit Price
Removal of existing sign	Each	\$ TBD
Reinstallation / relocation	Each	\$ TBD
Site visit / field measurement	Each	\$ TBD
Rush fabrication (if offered)	Each / %	\$ TBD

**4. Ordering Instructions (Informational)**

Please provide ordering and contact information for use by District staff after award. This information is for administrative and operational purposes only and will not be used for bid evaluation.

Primary contact name: JOE BEICHERT Phone number: 845-331-8710

Email address: JOE@TIMELYSIGNS.COM

Ordering method (e.g., email, online portal, written quote):

Timely Signs

**Pricing Sheet Cont.**

Signage Types	Can Provide? (Y/N)	Notes
Safety and regulatory signage	Y	
Emergency and security signage	Y	
Wayfinding and directional signage	Y	
Building, room, and space identification signage	Y	
Instructional and informational signage	Y	
Temporary signage for events or operational needs	Y	
Interior wall, door, window, and floor signage	Y	
Exterior mounted and freestanding signage	Y	
Vinyl graphics, decals, adhesive lettering	Y	
ADA-compliant signage	Y	
Replacement of outdated, damaged, or worn signage	Y	
Custom signage as requested by the District	Y	
Campus traffic, speed limit, and other roadway signs that shall comply with MUTCD standards, when applicable	Y	
Other, Please Specify: APPAREL		

Services	Can Provide? (Y/N)	Notes
Site visits and field measurements	Y	
Design assistance, when requested by the District	Y	
Fabrication of signage	Y	
Delivery of signage	Y	
Installation of signage, including mounting	Y	
Other, Please Specify:		

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- Remains firm for the duration of the contract term

Company Name: TIMELY SIGNS OF KIWUSTON Date: 1/30/2026

Authorized Signature:  Phone: 845 531 8710

Printed Name / Title: JOSEPH BEICHERT Email: JOE@TIMELYSIGNS.COM

**Pricing Sheet**

**1. Labor Rates**

Category	Hourly Rate (\$/hr)
Installation	\$150/hr standard labor \$300/hr prevailing labor
Service / Repair	\$200/hr standard labor \$300/hr prevailing labor
Design / Layout	\$75/hr Jr. Designer \$95/hr Sr. Designer / \$100/hr Wayfinding Planner

Rates shall include all overhead, travel, tools, equipment, and incidental costs.

For work subject to New York State prevailing wage, applicable prevailing wage rates shall apply and supersede the rates written.

**2. Materials & Fabrication Pricing**

Indicate the percentage discount off the bidder's standard published or verifiable pricing.

Item / Category	Discount %
Stock signage materials (substrates, blanks, panels)	15 %
Fabricated / custom signage	15 %
Vinyl graphics and decals	15 %
ADA-compliant signage	15 %
MUTCD-compliant roadway signage	15 %

- Discounts shall apply to the bidder's standard list, catalog, or otherwise verifiable pricing.
- No additional markup shall be applied beyond the stated discount.
- Unit pricing for commonly ordered items may be attached, if available.

**3. Common Unit Pricing (Optional)**

(Complete if applicable; leave blank if not offered)

Item / Service	Unit	Unit Price
Removal of existing sign	Each	\$ Full capability to complete scope, however not possible to quote without sign type, location, and mounting method. If
Reinstallation / relocation	Each	\$ an estimate is needed for removal and relocation please send photo of sample sign and location.
Site visit / field measurement	Each	\$ \$750.00
Rush fabrication (if offered)	Each / %	\$ 5% plus expedited shipping fees

**4. Ordering Instructions (Informational)**

Please provide ordering and contact information for use by District staff after award. This information is for administrative and operational purposes only and will not be used for bid evaluation.

Primary contact name: James Levine Phone number: (516) 565-5151

Email address: james@WLConcepts.com

Ordering method (e.g., email, online portal, written quote): email ,written quote

Pricing Sheet Cont.

Signage Types	Can Provide? (Y/N)	Notes
Safety and regulatory signage	Y	
Emergency and security signage	Y	
Wayfinding and directional signage	Y	
Building, room, and space identification signage	Y	
Instructional and informational signage	Y	
Temporary signage for events or operational needs	Y	
Interior wall, door, window, and floor signage	Y	
Exterior mounted and freestanding signage	Y	
Vinyl graphics, decals, adhesive lettering	Y	
ADA-compliant signage	Y	
Replacement of outdated, damaged, or worn signage	Y	
Custom signage as requested by the District	Y	
Campus traffic, speed limit, and other roadway signs that shall comply with MUTCD standards, when applicable	Y	
Other, Please Specify:		Produce and install the full range of interior and exterior signage systems, including custom architectural and dimensional signage, illuminated and specialty-fabricated signs, monument and post-and-panel systems, environmental graphics, large-format visual displays, and integrated wayfinding programs. This capability allows us to support both standardized and highly customized signage initiatives across District facilities.

Services	Can Provide? (Y/N)	Notes
Site visits and field measurements	Y	
Design assistance, when requested by the District	Y	
Fabrication of signage	Y	
Delivery of signage	Y	
Installation of signage, including mounting	Y	
Other, Please Specify:		Fully integrated, in-house team managing site evaluation, measurement, design support, fabrication, quality control, logistics, installation, and closeout. A dedicated Project Manager serves as the single point of contact for seamless end-to-end delivery.

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- Supports an on-call, as-needed contract structure
- Includes all applicable costs as required by the bid
- Remains firm for the duration of the contract term

Company Name: WL Concepts & Production, Inc Date: 2/10/2026

Authorized Signature: *James Levine* Phone: (516) 565-5151

Printed Name / Title: James Levine Email: james@WLConcepts.com