



AGENDA ITEMS:

1. OLD BUSINESS –
 - a. CITY OF BLACKDUCK CITY TOUR –
 - i. Blight List
 - ii. Liberty Drive
 - iii. Croswell Ave.
 - iv. [449 Main Street N](#) -
2. NEW BUSINESS –
 - a. Liquor Store
 - i. Kitchen renovations & Air Fryer
 - ii. Street & Building Signage
 - i. [Quote 1](#)
 - ii. [Quote 2](#)
 - iii. [Quote 3](#)
 - iii. Parking lot
 - b. [MnDot Pedestrian Field Walk for 2023 Recap](#)
 - c. Donation Request – 2019 Blackduck Chamber Liability Insurance
 - d. [Street Light Study](#)
3. ADJORN

Gerit Hanson Contracting, Inc
18501 Boat Landing RD NE
Blackduck, MN 56630
Phone: 218-835-4857*Fax 218-835-4858
Cell 218-556-5283

Date: 7-9-19

To: City of Blackduck

Attn:

From: Gerit Hanson

RE: Main St. N. Ditch Grading

Are bid to make ditch drain on west side of Main
St. N. is 2400^{ea}

Thank you





2201 Bardwell Drive NW Bemidji, MN
218-751-1204 or 218-751-5733 Fax 218-751-0451
Email – rlsignco@gmail.com

Proposal submitted to: The Pond Liquor Store – City of Blackduck 5-20-2019

Project Details:

Furnish and install message centers options listed below:

Watchfire Message Center Specs for Option #1 for pylon sign Double Face

Cabinet Size: 41” H X 10’ 3”W

Matrix: 48 X 160

Viewing area: 3’x10’

Color: RED Monochrome capable of 4096 shades of red

Resolution: **19mm/6 lines @ 5” Copy – 32 characters per line**

Video: Prerecorded clips up to 30 FPS, imports windows video (AVI)
Animated text and Graphics

Adjustable Brightness: Daytime 5000 NIT’s Nighttime 500 NIT’S Max

Manufactured in Danville IL

Software: Ignite OP, downloadable to customer computer

Electrical: 120V - 6 amps service per face, 12 amp total,

Based on 18hr per day operation, 7.5 KWHrs a day x \$.07 = \$0.53/day

Communications: Broadband – includes a “Life of Sign” data package

Installed cost = \$25,855.00

Watchfire Message Center Specs for Option #2 for pylon sign Double Face

Cabinet Size: 41" H X 8' 3"W

Matrix: 48 X 128

Viewing area: 3'x8'

Color: RED Monochrome capable of 4096 shades of red

Resolution: **19mm/6 lines @ 5" Copy – 25 characters per line**

Video: Prerecorded clips up to 30 FPS, imports windows video (AVI)
Animated text and Graphics

Adjustable Brightness: Daytime 5000 NIT's Nighttime 500 NIT'S Max

Manufactured in Danville IL

Software: Ignite OP, downloadable to customer computer

Electrical: 120V - 5 amps service per face, 10 amp total,

Based on 18hr per day operation, 6.2 KWHrs a day x \$.07 = \$0.43/day

Communications: Broadband – includes a "Life of Sign" data package

Installed cost = \$22,380.00

Price to convert logo sign to LEDs = \$2125.00

Existing fluorescent lamps and ballasts uses approximately 2172 watts of power
LED conversion lamps will use 372 watts of power

I believe Beltrami Electric is still using a \$0.40 per watt for the rebate
Rebate amount should be around \$700.00

Rough guess to relamp pylon sign with fluorescent lamps, furnish and install one new electronic ballast = \$1165.00 NO Warranty

Price to lower pylon sign to 24' overall height, clean and paint pole = \$756.00

Price to furnish and install two single sided OPEN signs, LED = \$3246.00

*All prices include installation on existing structure
Software training via webinar.
Prices are for electronic message centers only.

Payment Terms: ½ down, balance upon completion

Warranty information: Standard 5 years – parts and labor on all components (except Fluorescent)

*Electrical service to signs by others.

Ross Lewis Sign will provide necessary permit for completion of this project at cost if required

Signage listed above to remain property of Ross Lewis Sign until contract terms are in full

Ross Lewis to complete above listed project within 8 weeks of down payment

Thank you for the opportunity to submit this proposal, and please feel free to give me a call with any questions or concerns.

In consideration for the extension of credit, said business promises to pay for all purchases within the terms agreed – invoice balance billed upon completion and due in 30 days.

and agrees to pay a service charge per month of 1-1/2% per month (18% annual percentage rate) on all past due balances. In the event any third parties are employed to collect any outstanding monies owed by said business the undersigned

agrees to pay reasonable collection costs, including attorney fees, whether or not litigation has commenced, and all costs of litigation incurred. The undersigned represents that he/she has the authority to execute this credit agreement on behalf of the business identified.

I agree to the terms listed in the proposal above:

Signed: _____

Date: _____

Thank you for the opportunity to price this.
Ross Lewis

All rights reserved. No part of this document may be reproduced, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, photocopying, recording, or by any information storage and retrieval system, without the prior written permission of Gannit Sign Corp. This document is the property of Gannit Sign Corp. and is to be used only for the project specified. The client warrants that the information provided is true and correct. Gannit Sign Corp. is not responsible for any errors or omissions in this document. The client warrants that the information provided is true and correct. Gannit Sign Corp. is not responsible for any errors or omissions in this document.



PLEASE NOTE: ARTWORK NOT READY FOR PRODUCTION!



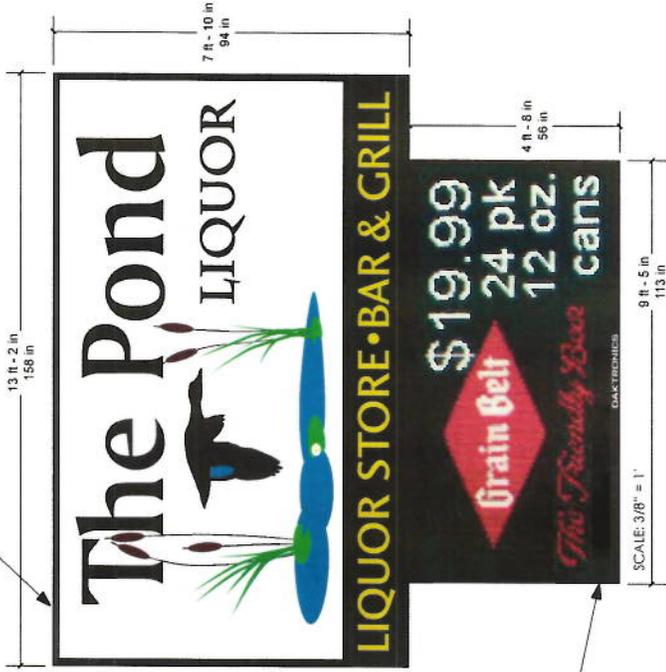
BEFORE - NOT TO SCALE



AFTER - 3/16" = 1'

PIPE FOOTING	
STRUCTURE: ROUND PIPE	
BASE POLE:	
O.D.:	14"
LENGTH:	30'
STAGES:	
O.D.:	10"
LENGTH:	14' 2"
DRILLED PIER FOOTING:	
DIAMETER:	11" - 00" DEEP

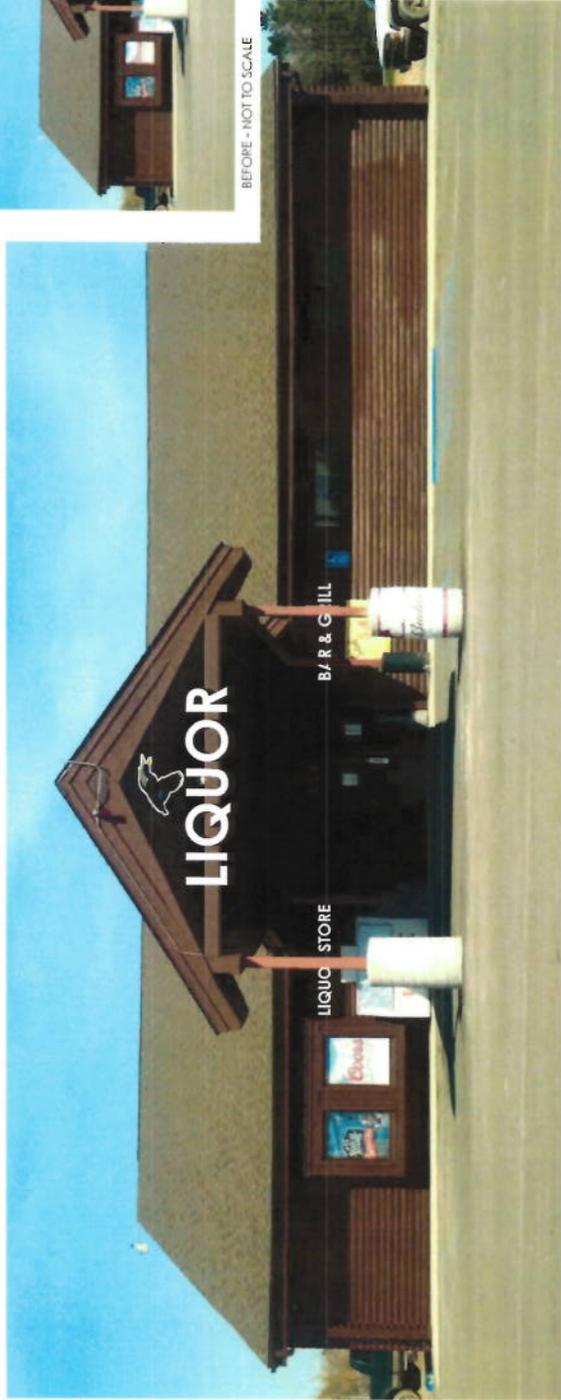
- CUSTOM CABINET
- FRAME MATERIAL: STEEL
- CLADDING: 063 ALUM.
- 2 INCH RETAINERS
- PAINTED T8D
- WHITE LEXAN FACE
- 3M TRANS XXXXX VINYL
- T8X LEDS





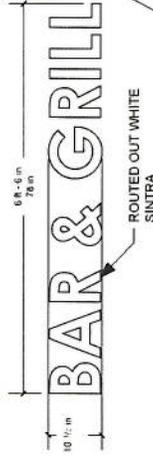
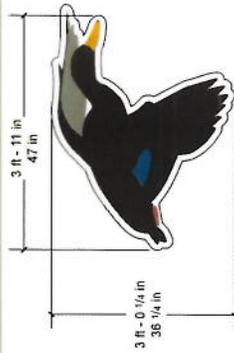
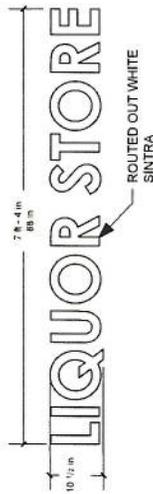
FILE NAME: BLACKDUCK-LIQUOR-BLACKDUCK-KHL-ENTRANCE-V3.AI

all sign and design are the exclusive property of Ganic Sign Corp. No part of this design may be reproduced, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, photocopying, recording, or by any information storage and retrieval system, without the prior written permission of Ganic Sign Corp. This design is for informational purposes only. The client is responsible for obtaining all necessary permits and approvals. The client is responsible for providing all necessary information and materials. The client is responsible for ensuring that the sign meets all applicable local codes. This includes proper placement and mounting of the sign.

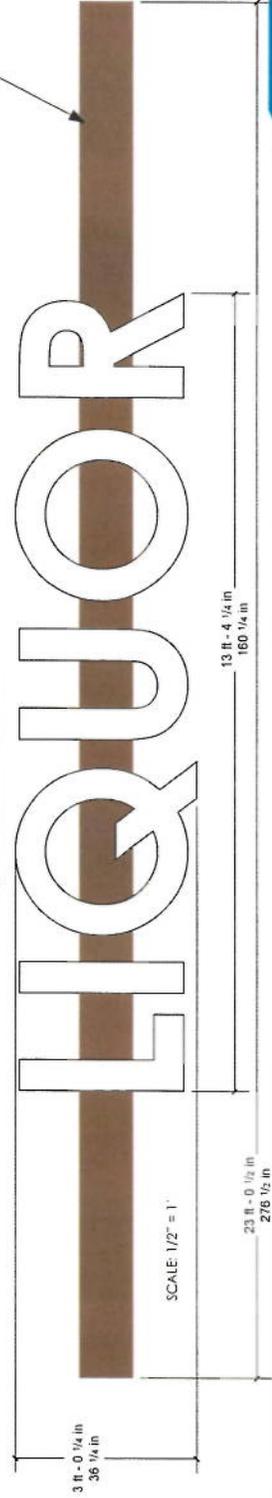


BEFORE - NOT TO SCALE

AFTER - 1/8" = 1'



- CHANNEL LETTER
- WHITE ACRYLIC FACE
- STD BLACK TRIM CAP
- STD BLACK RETURN
- POX LEADS
- RACEWAY PAINTED TO MATCH BUILDING TBD
- STD RACEWAY



CHANNEL LETTER/LOGO ON RACEWAY

50 FT

LOCATION: BLACKDUCK

DRAWN BY: MITCH ORTHMAN

SALESMAN: DARYL KIRT

DATE: 6/5/19

VOLTAGE: 120/277

PHOTO EYE

NO. WO. #



BOX 881 ST. CLOUD MN 56302 (320) 252-9400

PROPOSAL

Proposal #: 21628

Proposal Date: 07/12/19
 Customer #: CRM009113
 Page: 1 of 5

SOLD TO:	JOB LOCATION:
THE POND 224 FRONTAGE ROAD BLACKDUCK MN 56630	THE POND 224 FRONTAGE ROAD BLACKDUCK MN 56630 REQUESTED BY: SHAWNDA OR MELISSA

SCENIC SIGN CORPORATION (HEREINAFTER CALLED THE "COMPANY") HEREBY PROPOSES TO FURNISH ALL THE MATERIALS AND PERFORM ALL THE LABOR NECESSARY FOR THE COMPLETION OF:

QTY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	QUOTE #23450 REFACE EXISTING 7'10"x 13'2" D/F CABINET: WHITE PAN FACES, VINYL GRAPHICS. TRAVEL SPLIT WITH RETRO-FIT.	\$6,545.00	\$6,545.00
1	QUOTE #23451 RETRO-FIT EXISTING 7'10"X 13'2" D/F CABINET WITH NEW TDX LED LIGHTING. 13-LINES 12" ON CENTER 8" DEEP CABINET. TRAVEL SPLIT WITH REFACE.	\$4,900.00	\$4,900.00
1	QUOTE #23452 RECEIVE/FABRICATE/INSTALL 4'8"X 9'2" D/F 15.85MM DAKTRONICS RGB COLOR DISPLAY: STEEL SQUARE TUBE FRAME STRINGERS ATTACHED TO EXISTING POLE. QUOTE SUBJECT TO SURVEY AND ASSUMES STRUCTURE WILL SUPPORT ADDITIONAL SIGNAGE.	\$41,995.00	\$41,995.00
1	QUOTE #23474 SET 14" 30'LONG ROUND PRIMED AND PAINTED COLUMN, 10" SECOND STAGE DIRECT EMBED AUGERED FOOTING WITH 3000# CONCRETE MIX. REMOVE EXISTING CABINET ADD STEEL RINGS/CAP INSTALL ON NEW POLE. REMOVE EXISTING POLE AT GRADE. QUOTE SUBJECT TO SURVEY OF EXISTING POLE SLEEVING INTO NEW.	\$12,044.06	\$12,044.06
1	QUOTE #23453 76"x 276" OVERALL "L" 33" SET OF CHANNEL LETTERS (LIQUOR), CHANNEL CABINET 36"X 49" (DUCK LOGO) ON A PAINTED 6" ALUMINUM RACEWAY WITH ALUMINUM PLATES ON EACH SIDE TO FASTEN: WHITE ACRYLIC FACES, .040 BLACK RETURNS/1" TRIM CAP WITH PDX L.E.D. LIGHTING. (blackduck-chl-entrance-v3)	\$6,395.00	\$6,395.00
1	QUOTE #23455 10.5" 13MM NON-LIT WHITE SINTRA LETTERS: (LIQUOR STORE) (BAR AND GRILL) ROUTERED LETTERS WITH STUD MOUNTED (blackduck-chl-entrance-v3)	\$1,700.00	\$1,700.00
		SUB TOTAL:	\$73,579.06
		ESTIMATED SALES TAXES:	\$0.00

ALL MATERIAL IS GUARANTEED TO BE AS SPECIFIED, AND THE ABOVE TO BE IN ACCORDANCE WITH THE DRAWINGS AND OR SPECIFICATIONS SUBMITTED FOR THE ABOVE WORK AND COMPLETED IN A WORKMANLIKE MANNER FOR THE SUM OF:

COMPANY INITIALS DK

CUSTOMER INITIALS _____



BOX 881 ST. CLOUD MN 56302 (320) 252-9400

PROPOSAL

Proposal #: 21628

Proposal Date: 07/12/19
Customer #: CRM009113
Page: 2 of 5

TOTAL PROPOSAL AMOUNT: \$73,579.06

TERMS: 50.0% DOWN, BALANCE DUE ON COMPLETION
(INTEREST OF 1.5% PER MONTH WILL BE ADDED TO PAST DUE ACCOUNTS)

THIS PRICE DOES NOT INCLUDE PRIMARY ELECTRICAL SUPPLY AND CONNECTION. PERMIT AND ENGINEERING FEES AS REQUIRED BY GOVERNMENT WILL BE ADDED AT ACTUAL COST PLUS PROCUREMENT FEE. STATE SALES TAX IS INCLUDED UNLESS SPECIFICALLY STATED OTHERWISE.

A FEE FOR DISPOSAL OF HAZARDOUS WASTE CONTAINED IN SIGNS AND MATERIALS REMOVED FROM CUSTOMER'S PROPERTY WILL BE ADDED TO THE FINAL INVOICE.

NOTE: THIS PROPOSAL MAY BE WITHDRAWN IF NOT ACCEPTED WITHIN 30 DAYS. WORK WILL NOT BEGIN UNTIL DOWN PAYMENT AND WRITTEN ACCEPTANCE IS RECEIVED.

ANY ALTERATION FROM THE ABOVE SPECIFICATIONS INVOLVING EXTRA COSTS, WILL BE EXECUTED ONLY UPON WRITTEN ORDERS, AND WILL BECOME AN EXTRA CHARGE OVER AND ABOVE THE ESTIMATE TO BE PAID BY THE PURCHASER.

TERMS AND CONDITIONS

1. This proposal is made for specially constructed equipment and when accepted is not subject to cancellation. Company shall not be responsible for errors in plans, designs, specifications or drawings furnished by PURCHASER or for defects caused thereby.
2. A. The company agrees to secure all necessary governmental permits. The purchaser agrees to secure all necessary permits from the building owner and/or others whose permission is required for the installation of this display and he assumes all liability with regard to same and all liability, public and otherwise, for damages caused by the display or by reason of it being on or attached to the premises. Purchaser agrees to secure all necessary permission for use of all registered trademarks or copyrights used on the display.
2. B. All necessary electrical wiring, outlets and connections to the display from the building meter and/or fuse panel will be properly fused and installed, at the expense of the Purchaser.
2. C. INSTALLATION PRICES QUOTED ARE SUBJECT TO REVISION WHERE EXCESS ROCK OR OTHER UNFORESEEABLE FOUNDATION CONDITIONS ARE ENCOUNTERED; ADDITIONAL CHARGES WILL BE INCURRED IF THESE CONDITIONS EXIST.
2. D. ALL PRIVATE UNDERGROUND UTILITIES IN THE AREA OF EXCAVATION ARE TO BE MARKED BY THE CUSTOMER, AT THEIR EXPENSE, PRIOR TO EXCAVATION. SCENIC SIGN CORPORATION SHALL NOT BE HELD RESPONSIBLE FOR DAMAGES RELATED TO THE STRIKING OF ANY UNMARKED PRIVATE UTILITIES, OR DAMAGES TO ANY PERSON, BUSINESS OR PROPERTY AS A RESULT OF THIS EXCAVATION, INCLUDING BUT NOT LIMITED TO ELECTRICAL, IRRIGATION, GAS, SURVEILLANCE OR ANY OTHER UNDERGROUND UTILITY.
3. Company warrants the display against defective workmanship in construction and assembly for one (1) year from date of shipment or installation, if installation is made by Company. Additionally, Company will replace defective components manufactured by others for one (1) year from date of shipment or installation by Company, unless specifically stated otherwise, for normal labor and travel charges only. Any part found by Company to be defective due to faulty workmanship or materials, if returned prepaid, within the warranty period, will be repaired or replaced f.o.b. point of production. Company shall not be liable for any damages or losses other than the replacement of such defective work or material. Whenever there is any circumstance on which a claim might be based, Company must be informed immediately or the provisions of this warranty are voided.

COMPANY INITIALS DK

CUSTOMER INITIALS _____



BOX 881 ST. CLOUD MN 56302 (320) 252-9400

PROPOSAL

Proposal #: 21628

Proposal Date: 07/12/19
Customer #: CRM009113
Page: 3 of 5

- 4. Any items not shipped or installed on or before 60 days from contract date will be invoiced in full at the designated unit price, and PURCHASER hereby agrees to pay said invoice per above items. It is agreed that storage charges shall accrue at the rate of one percent (1%) per month of the price of the display commencing at the end of said 60-day period. Company, at its option, may invoice each item called for in the proposal separately upon completion, or, if for reasons beyond its control completion is delayed, it may invoice for that portion of the work completed during any given month. Under no condition, will any item be held beyond 60 days after completion. In the event that size and weight of any item prohibits storage by Company on its own property, Purchaser must make arrangements for shipments immediately upon completion.
- 5. Payment for items purchased under the terms of the contract will be made on receipt of invoices submitted. In the event payment is not made as agreed, PURCHASER agrees to pay a service charge on past due amounts from the times they are due, thirty (30) days from invoice date, at the rate of one and one half percent (1½%) per month. In the event this contract is placed for collection or if collected by suit or through any Court, reasonable attorneys' fees shall be added.
- 6. All applicable taxes payable under the laws of the State of Minnesota are included in the price quoted. Taxes due in other states may be additional as noted in the specifications section of this document.
- 7. Company will not be responsible for delays in shipments caused by delays created by supplies or transportation services or by labor disputes or due to any other circumstances beyond its control.
- 8. Title to all unincorporated materials and property covered by this contract shall remain in and be the property of the Company until the purchase price is paid in full. The Company reserves the right to enter any job site and reclaim all materials or property used or intended to be used in this construction of said equipment in the event of default by Purchaser, including, but not limited to, payment of any amounts due and payable in accordance with terms of this contract. The Company retains a security interest in the materials and equipment whether or not incorporated into a project or realty until the Company has been paid in full, notwithstanding the manner in which the personal property has been annexed or attached to the realty. The Purchaser agrees to execute appropriate Commercial Code forms to provide to the Company a Perfected security interest.
- 9. It is agreed that this contract shall be construed according to the laws of the State of Minnesota.
- 10. When this contract is signed by a duly authorized person of each party, all provisions contained herein become integral parts of this contract, and there is no other agreement or understanding of any nature concerning same unless such agreement or understanding, if any, is specifically incorporated here by reference.

THIS PROPOSAL DOES NOT BECOME EFFECTIVE UNTIL SIGNED AND DATED BY THE COMPANY; ONCE SIGNED THIS PROPOSAL WILL EXPIRE AFTER 30 DAYS.

THE ABOVE PRICES, SPECIFICATIONS, AND CONDITIONS ARE SATISFACTORY AND ARE HEREBY ACCEPTED. YOU ARE AUTHORIZED TO DO THE WORK AS SPECIFIED. PAYMENT WILL BE MADE AS OUTLINED ABOVE.

SALESPERSON: 

DATE: 7-12-19

ACCEPTED BY: _____

TITLE: _____

SIGNATURE: _____

DATE: _____

COMPANY INITIALS DK

CUSTOMER INITIALS _____

DAKTRONICS LED SIGN FEASIBILITY STUDY

DD:

Revision: 00

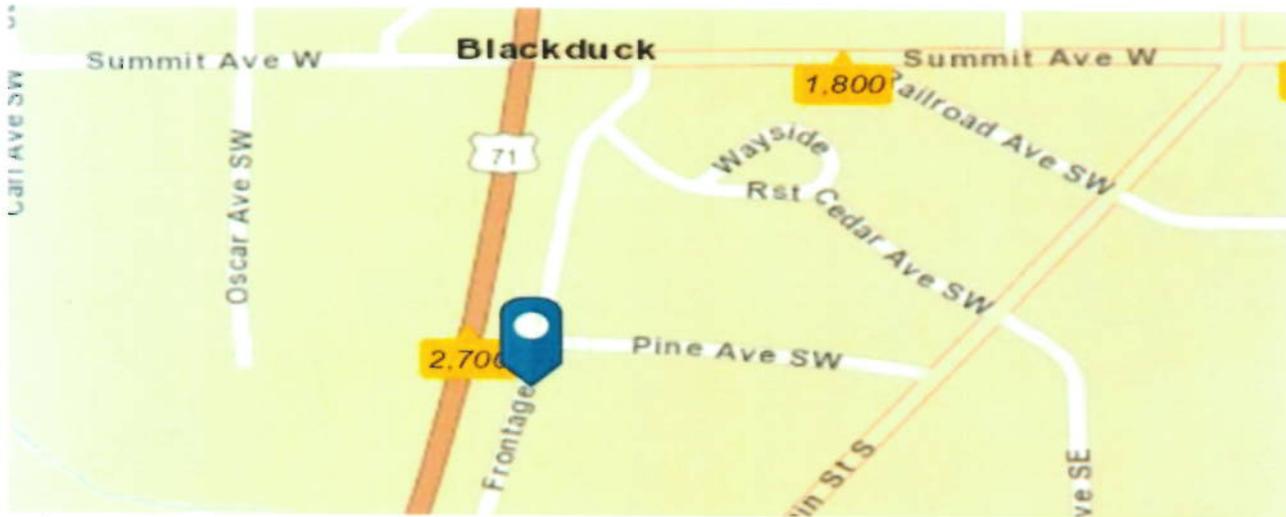
Updated: 07/20/2017

The Pond

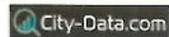
224 Frontage Rd, Blackduck, MN 56630

This analysis was prepared especially for The Pond as an economic feasibility study of a Daktronics LED Sign at 224 Frontage Rd, Blackduck, MN 56630.

LED signs have never been a more potent advertising medium in large part due to the dilution of other forms of advertising. This report provides relevant data and an ROI formula, supporting that claim.



Data Note: A traffic count is defined as the two-way Average Daily Traffic (ADT) that passes that location.



DEMOGRAPHICS

An understanding of local population buying habits leads to the effective use of this advertising medium.

Population	690
Households	294
Families	173
Average Household Size	2.27
Owner Occupied Housing Units	193
Renter Occupied Housing Units	101
Median Age	42.4
Average Household Income	59562
Per Capita Income	25354

Disclaimer: The information provided herein is an interpretation of the traffic data analytics provided by ESRI. It is being provided as a courtesy and is intended to be used for discussion purposes only.



DAKTRONICS LED SIGN FEASIBILITY STUDY

The Pond

224 Frontage Rd, Blackduck, MN 56630

Traffic Count on 224 Frontage Rd

2700 Cars Per Day -- 81000 Cars Per Month x 1.5 Persons Per Car

121500 impressions per month

MEDIA COMPARISON

Media	Cost per thousand exposures
Newspaper	\$20.00 - \$30.00
Radio	\$1.80 - \$5.10
Direct Mail	\$0.65-\$0.75
Television	\$5.00 - \$6.00
Digital Sign	Over a 10 year span \$5.05

RETURN ON INVESTMENT

The following equation helps to determine what return on investment may look like for an individual store:

$$\frac{(\text{Gross Annual Sales X Project Lift}) \times \text{Gross Margin \%}}{\text{Annual Cost of Investment}}$$

As such, if we estimate a conservative sales lift of 5% per year, a store with gross annual sales of \$1156457.5 and a 35.87% gross margin may have a digital display return on investment that looks like this:

$$\frac{(1156457.5 \times 0.05) \times 0.3587}{17,340} = \frac{20741.06526}{17,340} = 119\% \text{ ROI/year}$$

After 4.2 years the sign is paid for.

Add possible coop dollars for added revenue.

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DAKTRONICS LED SIGN FEASIBILITY STUDY

ADVERTISING PLAN:

WHAT TO DISPLAY?

Daktronics and Scenic Sign Company offer the unique ability to consult in signage advertising best practices to help convert passersby to customers. These are some of the questions and ideas we focus on to help you create the best advertising plan for your business needs.

Who are your current customers?

What products or services do you want to sell more of?

What products do you need to turn over quickly? (Does it have a shelf life?)

What products or services generate the most profit?

What do you want to be known for? Service? Product availability? Low Prices?

Customers Are Really Everything (C.A.R.E). "When customers see you as a friend, they will increase their spending." They will do that by returning more often, by asking for your advice, and by recommending your store to others. As you probably know, most businesses live and die with their "big whales"—the regular customers who buy in significant quantities. Reach out to those customers and make sure you give them a reason to return to your store time and time again.

ExpansionCapitalGroup 

HOW TO DISPLAY IT:

Experience has shown us that it is not enough just to install an LED sign, the content displayed must be captivating and engage the customer. Take some time to plan your ad campaign. The goal is to drive your return on investment, not just manage a display. After you've planned your content, now you need to create messages that are memorable and attractive. Daktronics has staff focused on making the most of your LED display and have recommendations for planning your content as well as making

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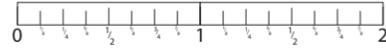


DAKTRONICS LED SIGN FEASIBILITY STUDY

your content look great. Various content packages and levels of display management are available as well. Ask your sales representative for supporting material and information on these options.

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The client warrants that the subject matter to be printed is not copyrighted by a third party. The client also recognizes that because subject matter does not have to bear a copyright notice in order to be protected by copyright law, absence of such notice does not necessarily assure a right to reproduce. The client further warrants that no copyright notice has been removed from any material used in preparing the subject matter for reproduction. To support these warranties, the client agrees to indemnify and hold Scenic Sign harmless for all liability, damages and attorney fees that may be incurred in any legal action connected with copyright infringement involving the work production of provided.

ELECTRICAL: THIS SIGN IS INTENDED TO BE INSTALLED IN ACCORDANCE WITH THE REQUIREMENTS OF ARTICLE 600 OF THE NATIONAL ELECTRICAL CODE AND/OR OTHER APPLICABLE LOCAL CODES. THIS INCLUDES PROPER GROUND AND BONDING OF THE SIGN.

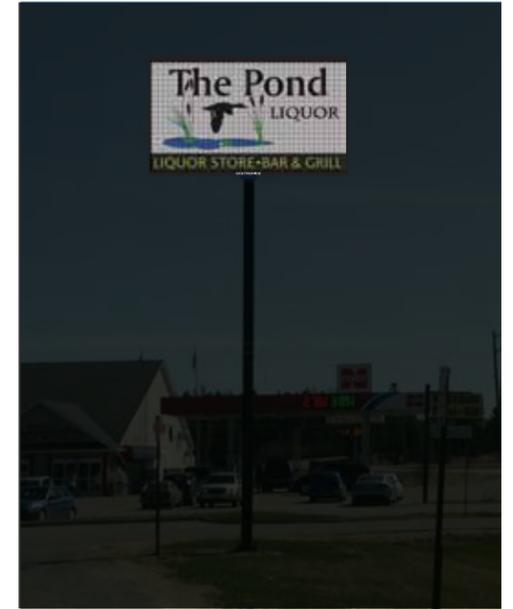


AFTER - 3/8" = 1'



REMOVE EXISTING CABINET
RE-USE EXISTING POLE
TO MOUNT NEW EMC

BEFORE - NOT TO SCALE



NIGHT VIEW - NOT TO SCALE

FULL COLOR
16 MM DAKTRONICS EMC



SCALE: 1/2" = 1'



BOX 881 ST. CLOUD MN 56302 (320) 252-9400

PROPOSAL

Proposal #: 21641

Proposal Date: 07/17/19
 Customer #: CRM009113
 Page: 1 of 4

SOLD TO:	JOB LOCATION:
THE POND 224 FRONTAGE ROAD BLACKDUCK MN 56630	THE POND 224 FRONTAGE ROAD BLACKDUCK MN 56630 REQUESTED BY: SHAWNDA AND MELISSA

SCENIC SIGN CORPORATION (HEREINAFTER CALLED THE "COMPANY") HEREBY PROPOSES TO FURNISH ALL THE MATERIALS AND PERFORM ALL THE LABOR NECESSARY FOR THE COMPLETION OF:

QTY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	QUOTE #23453 76"x 276" OVERALL "L" 33" SET OF CHANNEL LETTERS (LIQUOR), CHANNEL CABINET 36"X 49" (DUCK LOGO) ON A PAINTED 6" ALUMINUM RACEWAY WITH ALUMINUM PLATES ON EACH SIDE TO FASTEN: WHITE ACRYLIC FACES, .040 BLACK RETURNS/1"TRIM CAP WITH PDX L.E.D. LIGHTING. (blackduck-chl-entrance-v3)	\$6,395.00	\$6,395.00
1	QUOTE #23455 10.5" 13MM NON-LIT WHITE SINTRA LETTERS: (LIQUOR STORE) (BAR AND GRILL) ROUTERED LETTERS WITH STUD MOUNTED (blackduck-chl-entrance-v3)	\$1,700.00	\$1,700.00
1	QUOTE #23689 RECEIVE/FABRICATE/INSTALL 7'10"X 13'6" D/F 15.85MM DAKTRONICS RGB COLOR DISPLAY: STEEL SQUARE TUBE FRAME STRINGERS ATTACHED TO EXISTING POLE. QUOTE SUBJECT TO SURVEY TO MAKE SURE THE NEW SIGNAGE ISN'T LARGER THAN EXISTING.	\$80,485.00	\$80,485.00
		SUB TOTAL:	\$88,580.00
		ESTIMATED SALES TAXES:	\$0.00

ALL MATERIAL IS GUARANTEED TO BE AS SPECIFIED, AND THE ABOVE TO BE IN ACCORDANCE WITH THE DRAWINGS AND OR SPECIFICATIONS SUBMITTED FOR THE ABOVE WORK AND COMPLETED IN A WORKMANLIKE MANNER FOR THE SUM OF:

TOTAL PROPOSAL AMOUNT: \$88,580.00

TERMS: 50.0% DOWN, BALANCE DUE ON COMPLETION
 (INTEREST OF 1.5% PER MONTH WILL BE ADDED TO PAST DUE ACCOUNTS)

THIS PRICE DOES NOT INCLUDE PRIMARY ELECTRICAL SUPPLY AND CONNECTION. PERMIT AND ENGINEERING FEES AS REQUIRED BY GOVERNMENT WILL BE ADDED AT ACTUAL COST PLUS PROCUREMENT FEE. STATE SALES TAX IS INCLUDED UNLESS SPECIFICALLY STATED OTHERWISE.

A FEE FOR DISPOSAL OF HAZARDOUS WASTE CONTAINED IN SIGNS AND MATERIALS REMOVED FROM CUSTOMER'S PROPERTY WILL BE ADDED TO THE FINAL INVOICE.

COMPANY INITIALS _____

CUSTOMER INITIALS _____



BOX 881 ST. CLOUD MN 56302 (320) 252-9400

PROPOSAL

Proposal #: 21641

Proposal Date: 07/17/19
Customer #: CRM009113
Page: 2 of 4

NOTE: THIS PROPOSAL MAY BE WITHDRAWN IF NOT ACCEPTED WITHIN 30 DAYS. WORK WILL NOT BEGIN UNTIL DOWN PAYMENT AND WRITTEN ACCEPTANCE IS RECEIVED.

ANY ALTERATION FROM THE ABOVE SPECIFICATIONS INVOLVING EXTRA COSTS, WILL BE EXECUTED ONLY UPON WRITTEN ORDERS, AND WILL BECOME AN EXTRA CHARGE OVER AND ABOVE THE ESTIMATE TO BE PAID BY THE PURCHASER.

TERMS AND CONDITIONS

1. This proposal is made for specially constructed equipment and when accepted is not subject to cancellation. Company shall not be responsible for errors in plans, designs, specifications or drawings furnished by PURCHASER or for defects caused thereby.
2. A. The company agrees to secure all necessary governmental permits. The purchaser agrees to secure all necessary permits from the building owner and/or others whose permission is required for the installation of this display and he assumes all liability with regard to same and all liability, public and otherwise, for damages caused by the display or by reason of it being on or attached to the premises. Purchaser agrees to secure all necessary permission for use of all registered trademarks or copyrights used on the display.
2. B. All necessary electrical wiring, outlets and connections to the display from the building meter and/or fuse panel will be properly fused and installed, at the expense of the Purchaser.
2. C. INSTALLATION PRICES QUOTED ARE SUBJECT TO REVISION WHERE EXCESS ROCK OR OTHER UNFORESEEABLE FOUNDATION CONDITIONS ARE ENCOUNTERED; ADDITIONAL CHARGES WILL BE INCURRED IF THESE CONDITIONS EXIST.
2. D. ALL PRIVATE UNDERGROUND UTILITIES IN THE AREA OF EXCAVATION ARE TO BE MARKED BY THE CUSTOMER, AT THEIR EXPENSE, PRIOR TO EXCAVATION. SCENIC SIGN CORPORATION SHALL NOT BE HELD RESPONSIBLE FOR DAMAGES RELATED TO THE STRIKING OF ANY UNMARKED PRIVATE UTILITIES, OR DAMAGES TO ANY PERSON, BUSINESS OR PROPERTY AS A RESULT OF THIS EXCAVATION, INCLUDING BUT NOT LIMITED TO ELECTRICAL, IRRIGATION, GAS, SURVEILLANCE OR ANY OTHER UNDERGROUND UTILITY.
3. Company warrants the display against defective workmanship in construction and assembly for one (1) year from date of shipment or installation, if installation is made by Company. Additionally, Company will replace defective components manufactured by others for one (1) year from date of shipment or installation by Company, unless specifically stated otherwise, for normal labor and travel charges only. Any part found by Company to be defective due to faulty workmanship or materials, if returned prepaid, within the warranty period, will be repaired or replaced f.o.b. point of production. Company shall not be liable for any damages or losses other than the replacement of such defective work or material. Whenever there is any circumstance on which a claim might be based, Company must be informed immediately or the provisions of this warranty are voided.
4. Any items not shipped or installed on or before 60 days from contract date will be invoiced in full at the designated unit price, and PURCHASER hereby agrees to pay said invoice per above items. It is agreed that storage charges shall accrue at the rate of one percent (1%) per month of the price of the display commencing at the end of said 60-day period. Company, at its option, may invoice each item called for in the proposal separately upon completion, or, if for reasons beyond its control completion is delayed, it may invoice for that portion of the work completed during any given month. Under no condition, will any item be held beyond 60 days after completion. In the event that size and weight of any item prohibits storage by Company on its own property, Purchaser must make arrangements for shipments immediately upon completion.
5. Payment for items purchased under the terms of the contract will be made on receipt of invoices submitted. In the event payment is not made as agreed, PURCHASER agrees to pay a service charge on past due amounts from the times they are due, thirty (30) days from invoice date, at the rate of one and one half percent (1½%) per month. In the event this contract is placed for collection or if collected by suit or through any Court, reasonable attorneys' fees shall be added.

COMPANY INITIALS _____

CUSTOMER INITIALS _____



BOX 881 ST. CLOUD MN 56302 (320) 252-9400

PROPOSAL

Proposal #: 21641

Proposal Date: 07/17/19
Customer #: CRM009113
Page: 3 of 4

6. All applicable taxes payable under the laws of the State of Minnesota are included in the price quoted. Taxes due in other states may be additional as noted in the specifications section of this document.

7. Company will not be responsible for delays in shipments caused by delays created by supplies or transportation services or by labor disputes or due to any other circumstances beyond its control.

8. Title to all unincorporated materials and property covered by this contract shall remain in and be the property of the Company until the purchase price is paid in full. The Company reserves the right to enter any job site and reclaim all materials or property used or intended to be used in this construction of said equipment in the event of default by Purchaser, including, but not limited to, payment of any amounts due and payable in accordance with terms of this contract. The Company retains a security interest in the materials and equipment whether or not incorporated into a project or realty until the Company has been paid in full, notwithstanding the manner in which the personal property has been annexed or attached to the realty. The Purchaser agrees to execute appropriate Commercial Code forms to provide to the Company a Perfected security interest.

9. It is agreed that this contract shall be construed according to the laws of the State of Minnesota.

10. When this contract is signed by a duly authorized person of each party, all provisions contained herein become integral parts of this contract, and there is no other agreement or understanding of any nature concerning same unless such agreement or understanding, if any, is specifically incorporated here by reference.

THIS PROPOSAL DOES NOT BECOME EFFECTIVE UNTIL SIGNED AND DATED BY THE COMPANY; ONCE SIGNED THIS PROPOSAL WILL EXPIRE AFTER 30 DAYS.

THE ABOVE PRICES, SPECIFICATIONS, AND CONDITIONS ARE SATISFACTORY AND ARE HEREBY ACCEPTED. YOU ARE AUTHORIZED TO DO THE WORK AS SPECIFIED. PAYMENT WILL BE MADE AS OUTLINED ABOVE.

SALESPERSON: _____

DATE: _____

ACCEPTED BY: _____

TITLE: _____

SIGNATURE: _____

DATE: _____

COMPANY INITIALS _____

CUSTOMER INITIALS _____



BOX 881 ST. CLOUD MN 56302 (320) 252-9400

DEPOSIT INVOICE

Invoice #: DP21641

Inv Date: 07/17/19
 Customer #: CRM009113
 Page: 4 of 4

SOLD TO:	JOB LOCATION:
THE POND 224 FRONTAGE ROAD BLACKDUCK MN 56630	THE POND 224 FRONTAGE ROAD BLACKDUCK MN 56630 REQUESTED BY: SHAWNDA AND MELISSA

ORDERED BY	PO NUMBER	SALESPERSON	ORDER DATE	PAYMENT TERMS	DUE DATE
SHAWNDA AND MELISSA		DARYL KIRT	06/20/19	50.0% Due Upon Receipt	07/20/19

QTY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	QUOTE #23453 76"x 276" OVERALL "L" 33" SET OF CHANNEL LETTERS (LIQUOR), CHANNEL CABINET 36"X 49" (DUCK LOGO) ON A PAINTED 6" ALUMINUM RACEWAY WITH ALUMINUM PLATES ON EACH SIDE TO FASTEN: WHITE ACRYLIC FACES, .040 BLACK RETURNS/1"TRIM CAP WITH PDX L.E.D. LIGHTING. (blackduck-chl-entrance-v3)	\$6,395.00	\$6,395.00
1	QUOTE #23455 10.5" 13MM NON-LIT WHITE SINTRA LETTERS: (LIQUOR STORE) (BAR AND GRILL) ROUTERED LETTERS WITH STUD MOUNTED (blackduck-chl-entrance-v3)	\$1,700.00	\$1,700.00
1	QUOTE #23689 RECEIVE/FABRICATE/INSTALL 7'10"X 13'6" D/F 15.85MM DAKTRONICS RGB COLOR DISPLAY: STEEL SQUARE TUBE FRAME STRINGERS ATTACHED TO EXISTING POLE. QUOTE SUBJECT TO SURVEY TO MAKE SURE THE NEW SIGNAGE ISN'T LARGER THAN EXISTING.	\$80,485.00	\$80,485.00
	S U B T O T A L		----- \$88,580.00
	ESTIMATED SALES TAXES		\$0.00
	TOTAL PROPOSAL AMOUNT		\$88,580.00
	*** FINAL INVOICE AMOUNT MAY VARY UPON COMPLETION ***		

PLEASE PAY THIS DEPOSIT AMOUNT:	\$44,290.00
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DAKTRONICS LED SIGN FEASIBILITY STUDY

DD:

Revision: 00

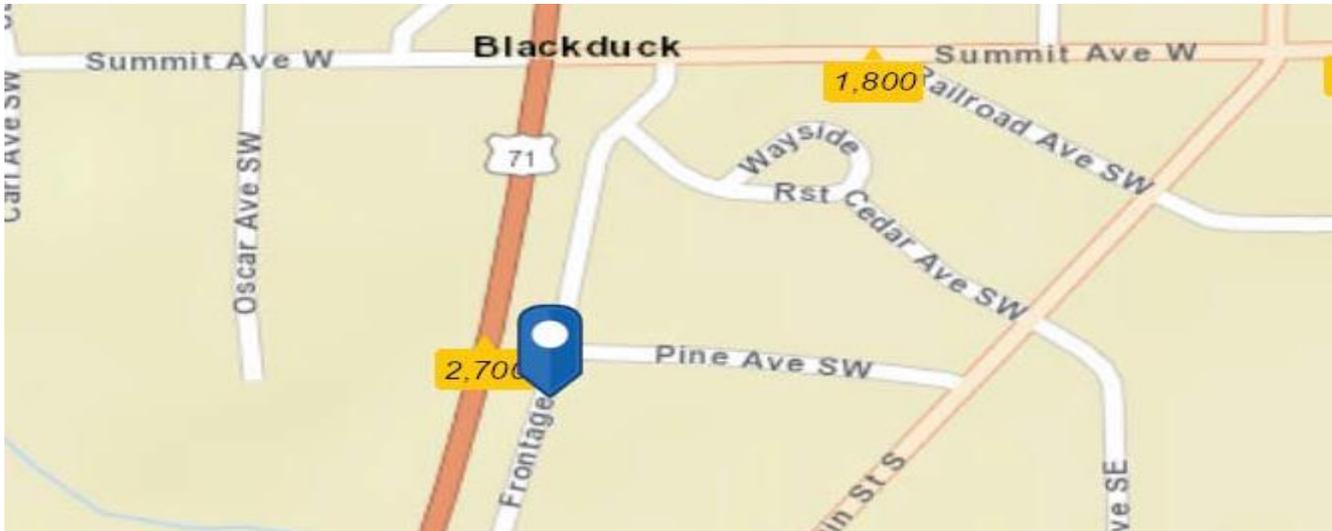
Updated: 07/20/2017

The Pond

224 Frontage Rd, Blackduck, MN 56630

This analysis was prepared especially for The Pond as an economic feasibility study of a Daktronics LED Sign at 224 Frontage Rd, Blackduck, MN 56630.

LED signs have never been a more potent advertising medium in large part due to the dilution of other forms of advertising. This report provides relevant data and an ROI formula, supporting that claim.



Data Note: A traffic count is defined as the two-way Average Daily Traffic (ADT) that passes that location.



DEMOGRAPHICS

An understanding of local population buying habits leads to the effective use of this advertising medium.

Population	690
Households	294
Families	173
Average Household Size	2.27
Owner Occupied Housing Units	193
Renter Occupied Housing Units	101
Median Age	42.4
Average Household Income	59562
Per Capita Income	25354

Disclaimer: The information provided herein is an interpretation of the traffic data analytics provided by ESRI. It is being provided as a courtesy and is intended to be used for discussion purposes only.



DAKTRONICS LED SIGN FEASIBILITY STUDY

The Pond

224 Frontage Rd, Blackduck, MN 56630

Traffic Count on 224 Frontage Rd

2700 Cars Per Day -- 81000 Cars Per Month x 1.5 Persons Per Car

121500 impressions per month

MEDIA COMPARISON

Media	Cost per thousand exposures
Newspaper	\$20.00 - \$30.00
Radio	\$1.80 - \$5.10
Direct Mail	\$0.65-\$0.75
Television	\$5.00 - \$6.00
Digital Sign	Over a 10 year span \$6.09

RETURN ON INVESTMENT

The following equation helps to determine what return on investment may look like for an individual store:

$$\frac{(\text{Gross Annual Sales X Project Lift}) \times \text{Gross Margin \%}}{\text{Annual Cost of Investment}}$$

As such, if we estimate a conservative sales lift of 5% per year, a store with gross annual sales of \$1156457.5 and a 35.87% gross margin may have a digital display return on investment that looks like this:

$$\frac{(1156457.5 \times 0.05) \times 0.3587}{20,400} = \frac{20741.06526}{20,400} = 101\% \text{ ROI/year}$$

After 5 years the sign is paid for.

Add possible coop dollars for added revenue.

DAKTRONICS LED SIGN FEASIBILITY STUDY

ADVERTISING PLAN:

WHAT TO DISPLAY?

Daktronics and Scenic Sign Company offer the unique ability to consult in signage advertising best practices to help convert passersby to customers. These are some of the questions and ideas we focus on to help you create the best advertising plan for your business needs.

Who are your current customers?

What products or services do you want to sell more of?

What products do you need to turn over quickly? (Does it have a shelf life?)

What products or services generate the most profit?

What do you want to be known for? Service? Product availability? Low Prices?

Customers Are Really Everything (C.A.R.E). "When customers see you as a friend, they will increase their spending." They will do that by returning more often, by asking for your advice, and by recommending your store to others. As you probably know, most businesses live and die with their "big whales"—the regular customers who buy in significant quantities. Reach out to those customers and make sure you give them a reason to return to your store time and time again.

ExpansionCapitalGroup 

HOW TO DISPLAY IT:

Experience has shown us that it is not enough just to install an LED sign, the content displayed must be captivating and engage the customer. Take some time to plan your ad campaign. The goal is to drive your return on investment, not just manage a display. After you've planned your content, now you need to create messages that are memorable and attractive. Daktronics has staff focused on making the most of your LED display and have recommendations for planning your content as well as making

DAKTRONICS LED SIGN FEASIBILITY STUDY

your content look great. Various content packages and levels of display management are available as well. Ask your sales representative for supporting material and information on these options.

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DAKTRONICS LED SIGN FEASIBILITY STUDY

Print to PDF

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S.P. 0410-51, Blackduck, D2

Field Walk Agenda

Date: July 17, 2019; 7:15AM – 5:00PM

OTE staff bring: walking shoes, rain gear

Pamela bring: agendas, OTE notes, maps, pens, vests, sunscreen, snacks, Go Pros + extra batteries, speed gun, measuring tape

D2 staff bring: walking shoes, vests, hats, rain gear, as available

Attendees:

Stephen Frisco, PM
Sonja Piper

Pamela Fincher
Maria Donnelly

Christina Regas

Monday, July 17, 2019

7:15AM OTE Staff Meet at St. Paul Airport; Fly to Bemidji

8:30AM Meet Stephen at airport; Drive to Blackduck

- A. Introductions, City admin, stakeholders
- B. Discuss project background, challenges, bike/ped origins and destinations
- C. Discuss walking route, lunch spot, make adjustments if needed

9:30AM Walkability Audit

- A. Blackduck SP 0410-51 and SP 0412-28, PM Stephen Frisco**
- B. Discuss City context, challenges, bike/ped origins and destinations
- C. Focus on specific intersections and urban context for improvement
- D. Determine if planning goals being fulfilled, from SRTS, District bike plan, County, ADRC, etc.

Noon Lunch

- A. Review conditions observed on walk, identify needs

1:00PM Drive to Bemidji D2 Office, drop off Stephen

2:00PM OTE Staff fly back to St. Paul Airport

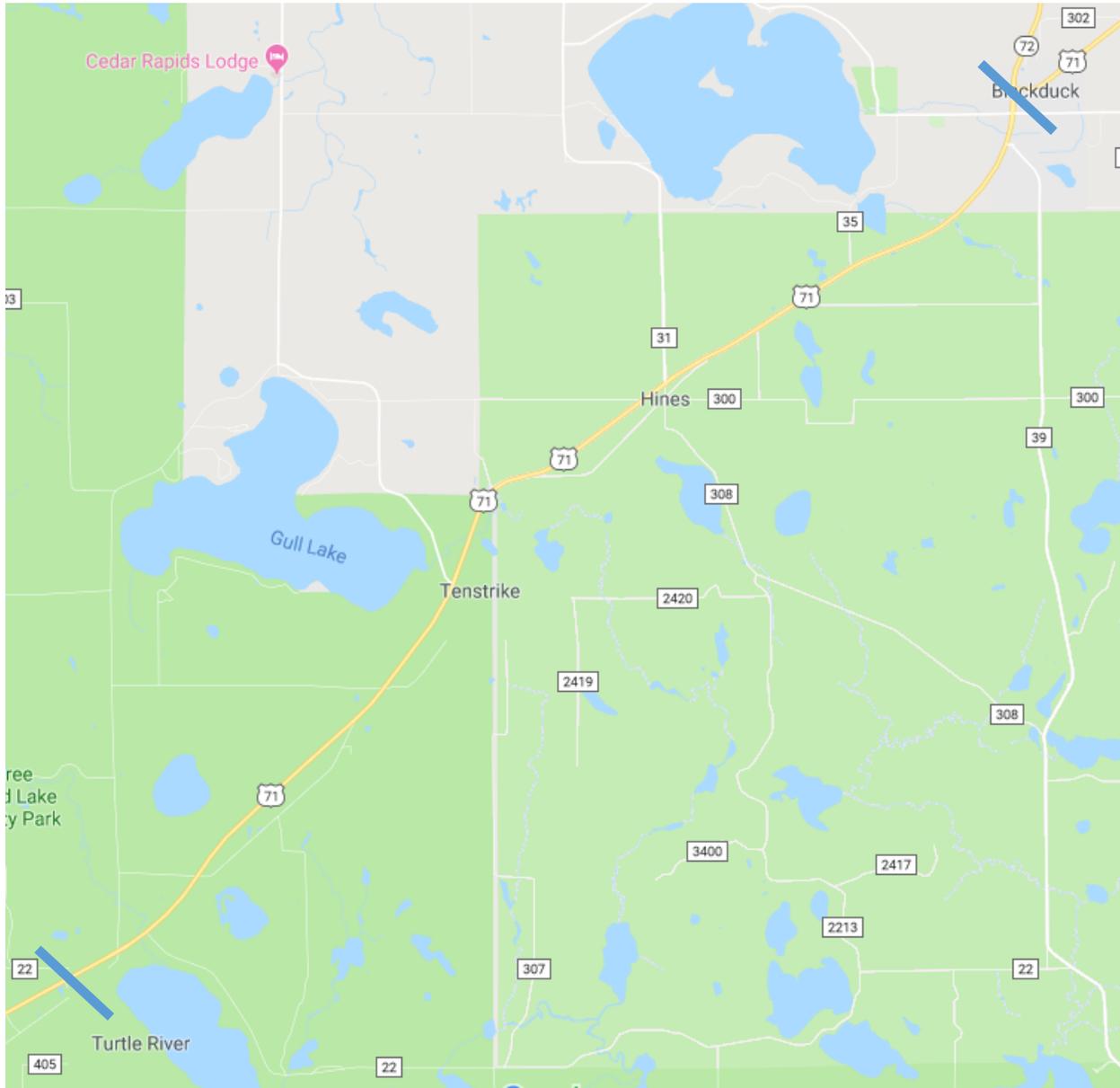
Blackduck SP 0412-28, Project Fact Sheet

- A. TH 71; moved to FY 2023 PM: Stephen Frisco
- B. Project limits, CSAH 22 to MN 72
- C. Mill and overlay
- D. Shared use path on east of TH 71
- E. Crash data
 - a. TH 71 and CSAH 72 – 0.304 > 0.25 statewide avg 2015 greensheet, rural thru/ stop

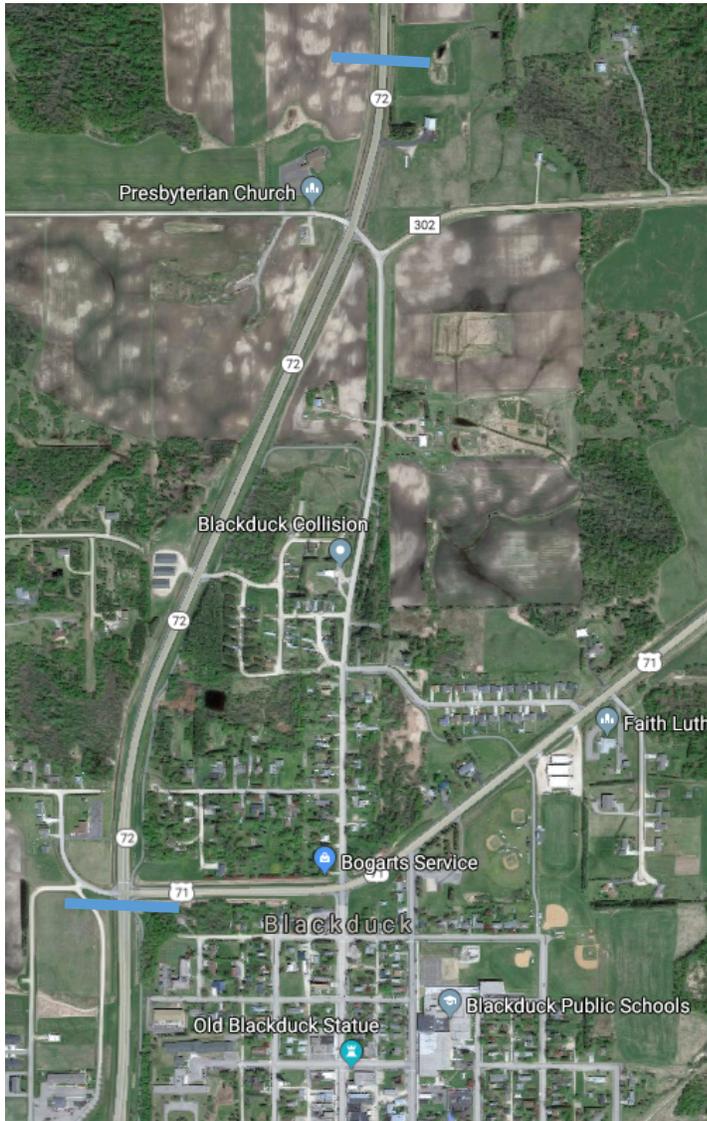
Blackduck SP 0410-51, Project Fact Sheet

- A. TH 71; moved to FY 2023 PM: Stephen Frisco
- B. Blue Ox Recreational Trail for ATV and snowmobile
 - a. On project from Blackduck to Tenstrike
- C. During the Manufacturers Perspective, the intersection TH 71 and CSAH 30 was identified as a PED and Bike Problem
 - a. Anderson Fabrics is main employer on west side of intersection
- D. CSAH 29/23 intersection in Tenstrike is a problem intersection for crashes
- E. Shared use path on east of TH 71 ends at Summit Ave
- F. Crash data
 - a. TH 71 and Gull Lake Loop Rd – 0.484 > 0.25 state avg 2015 greensheet, rural thru/ stop
 - b. TH 71 and Sprucewood Ln – 0.337 > 0.25 state avg 2015 greensheet, rural thru/ stop
 - c. TH 71 and Summit Ave – 0.337 > 0.25 state avg 2015 greensheet, rural thru/ stop

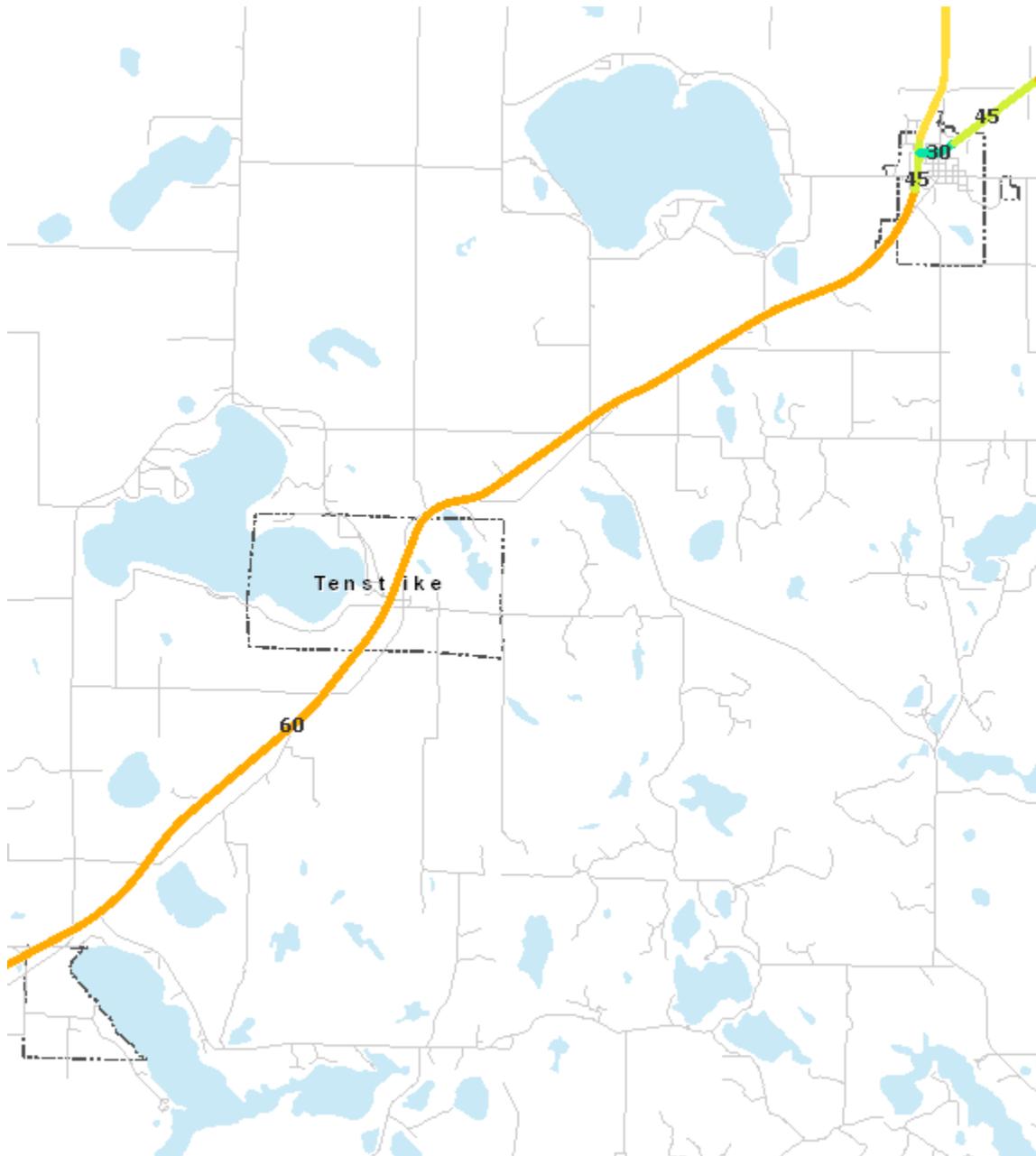
Project Limits; SP 0410-51



Project Limits: SP 0412-28



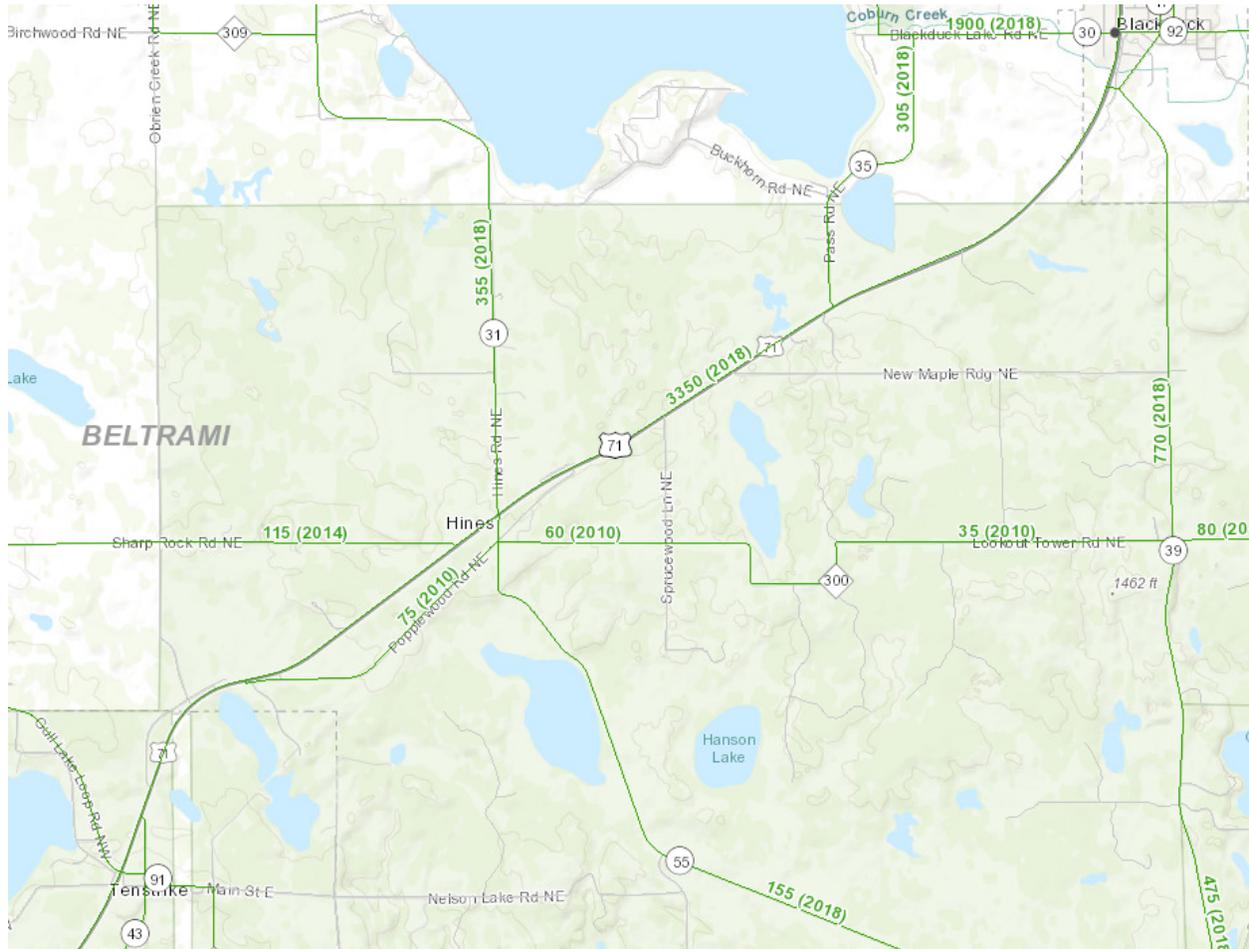
Project and Speed Limits

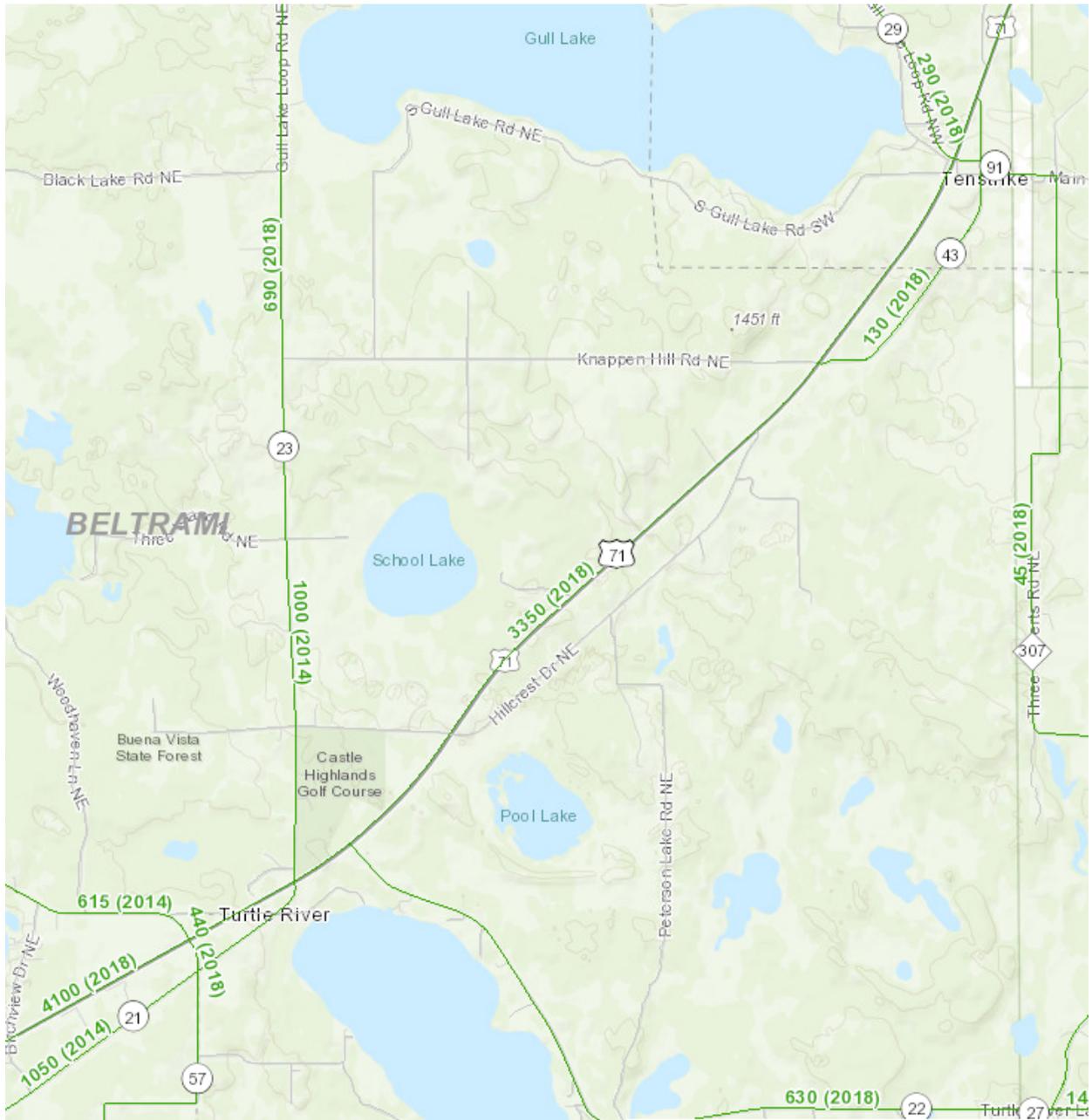


Project and Surrounding ADTs

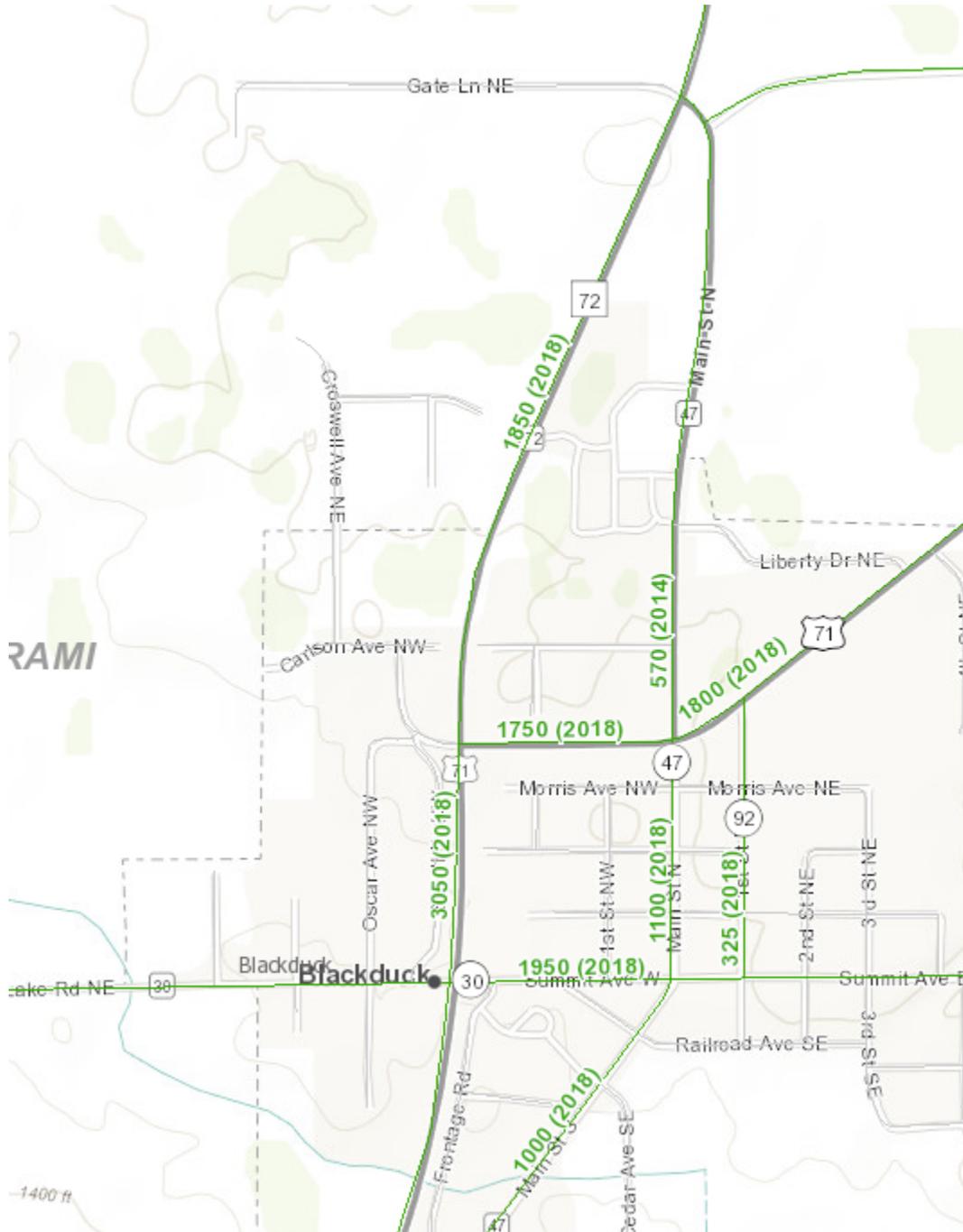
Green – 2018

SP 0410-51



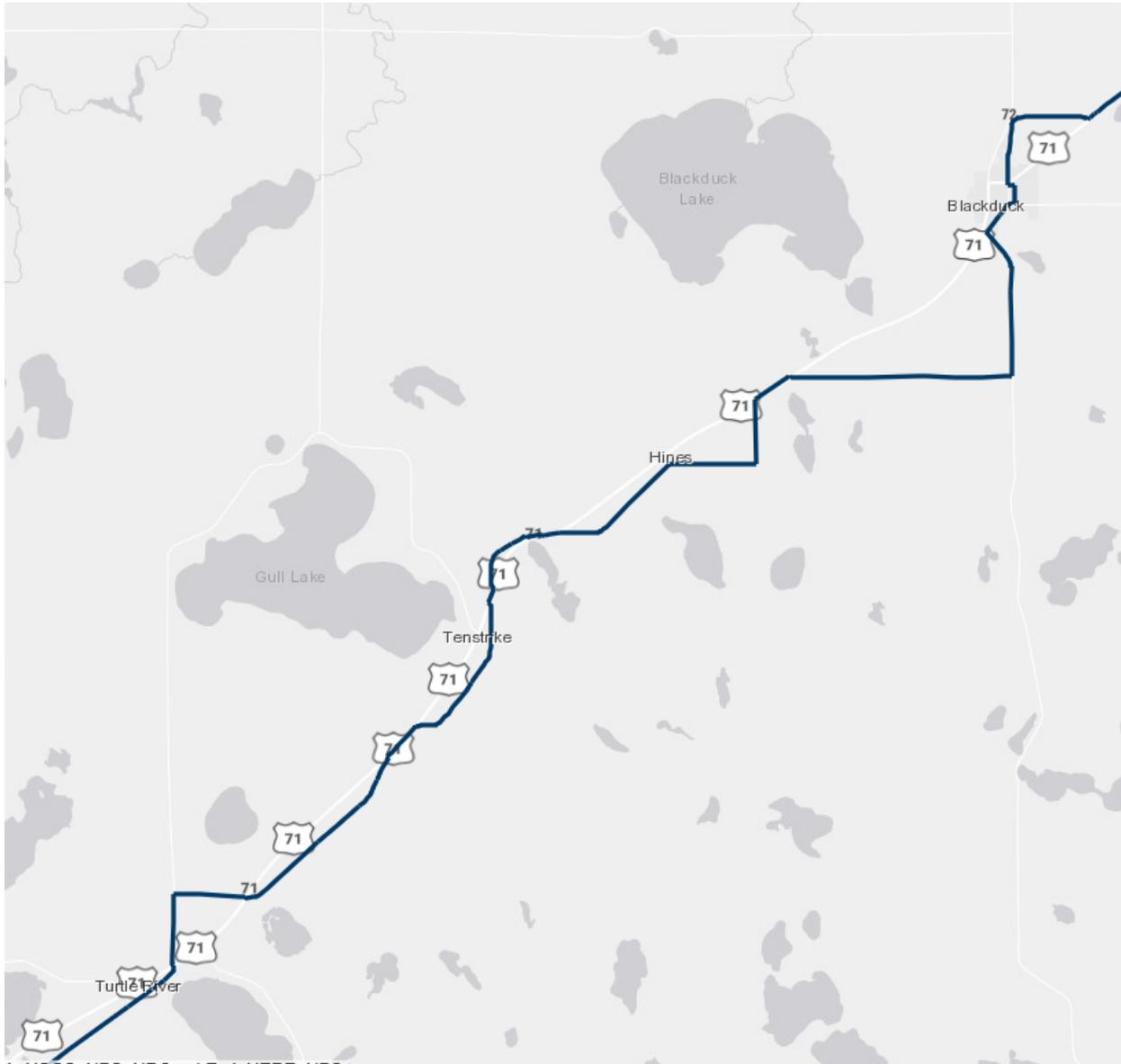


SP 0412-28

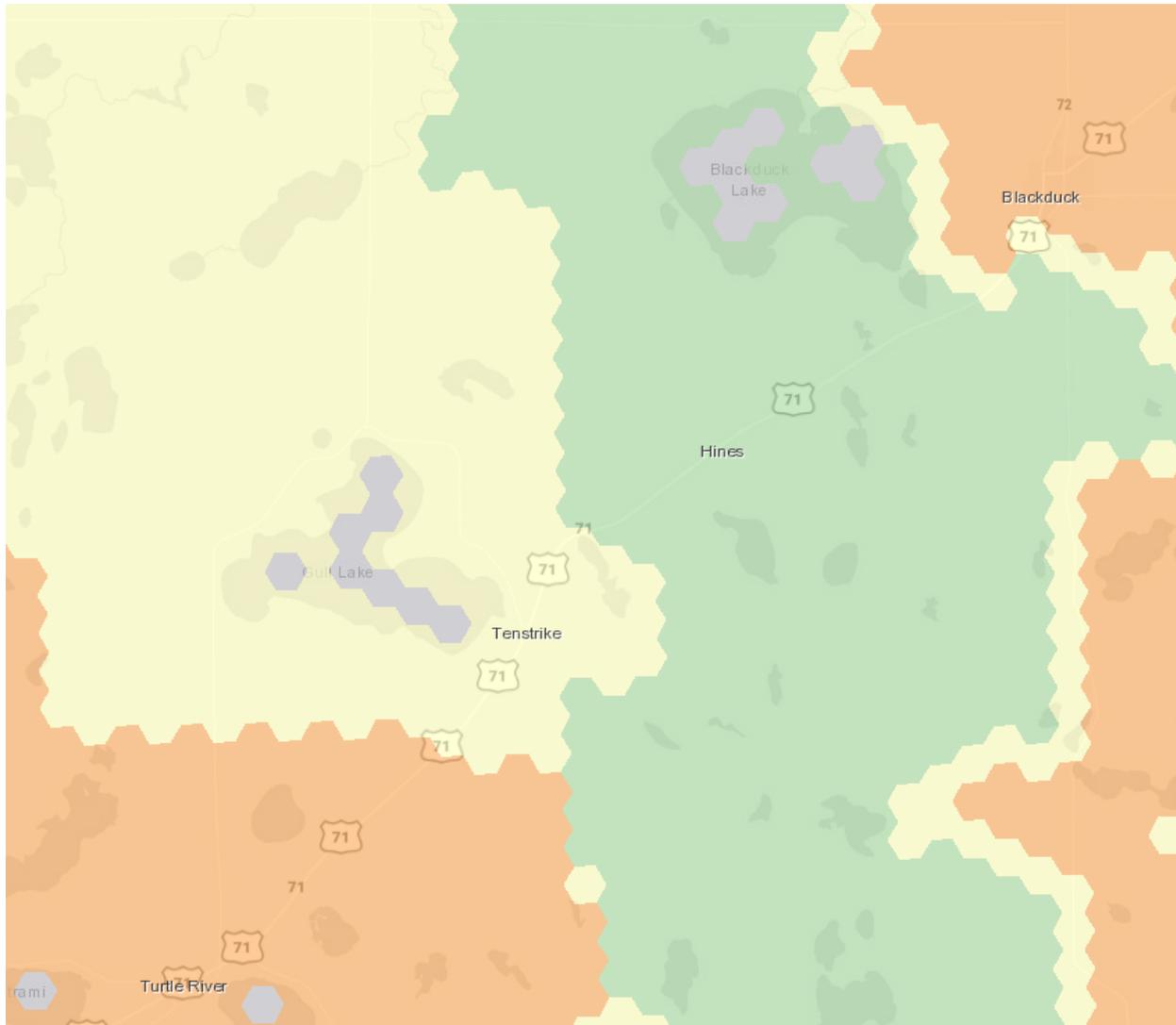


Project and District Bike Plan

Routing Results



Green – Tier 4; Yellow – Tier 3; Orange – Tier 2



No Investment Routes

Street Light Electricity 3-year Study

