



AGENDA ITEMS:

1. OLD BUSINESS –
 - a. Liquor Store - Street & Building Signage Presentations
 - i. 6-7pm – Indigo Signworks, Inc. Nick Cox Proposal #62509 / #62510
 - ii. Break
 - iii. 7:30-8:30pm – Scenic Sign Corp. Daryl Kirt Proposal #21628 / #21641 / [Feasibility Study](#)
 - b. Golf Cart Shed Reconstruct –
 - i. Plans
 - ii. Cost Estimates
 - c. City Hall renovation plans –
2. NEW BUSINESS –
 - a. 2016 Punch List –
3. ADJORN

INDIGO SIGNWORKS, INC

P.O. Box 1476 | Fargo, ND 58107-1476
1622 Main Avenue | Fargo, ND 58103
tel: 701.297.9696 | fax: 701.297.9697
www.indigosignworks.com

PROPOSAL Proposal #: 62509

Proposal Date: 10/03/19
Customer #: CRM031339
Page: 1 of 4

SOLD TO:	JOB LOCATION:
The Pond 224 Frontage Rd Blackduck MN 56630	The Pond 224 Frontage Rd Blackduck MN 56630 REQUESTED BY: Shawnda

INDIGO SIGNWORKS - Grand Forks (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 #61413MB Remove Existing Cabinet, Provide & Install: (1) D/F Illuminated Pylon Cabinet & Daktronics RGB EMC - 19.8mm	\$55,386.23	\$55,386.23
1	QUOTE #61414 Fabricate & Install: Illuminated wall sign - Standard Build 5' x 10'	\$3,945.00	\$3,945.00

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: \$59,331.23

TERMS: 50.0% DOWN, BALANCE DUE ON COMPLETION

(INTEREST OF 1.5% PER MONTH WILL BE ADDED TO PAST DUE ACCOUNTS) Credit Card Transactions of \$500.00 and over will be charged a 2% Transaction Fee.
Indigo Signworks accepts Checks, ACH, and Debit Cards without a Transaction Fee.

THIS PRICE DOES NOT INCLUDE ELECTRICAL HOOKUP, PERMITS, ENGINEERING OR TAX UNLESS SPECIFICALLY STATED.

PROGRESS PAYMENTS MAY BE REQUIRED FOR PROJECTS THAT REQUIRE AN EXTENDED DELIVERY TIME.

NOTE: THIS PROPOSAL MAY BE WITHDRAWN IF NOT ACCEPTED WITHIN 30 DAYS.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.

COMPANY INITIALS _____

CUSTOMER INITIALS _____

TERMS AND CONDITIONS - Indigo Signworks, Inc. ("Company") and responsible party ("Customer")

1. PAYMENT IN FULL IS REQUIRED UPON COMPLETION FOR PROJECTS INVOICED AT LESS THAN \$1,000. PROJECTS EXCEEDING \$1,000 REQUIRE A 50% DEPOSIT WITH THE BALANCE DUE ON COMPLETION. NET-30 TERMS REQUIRE PRE-APPROVAL FROM INDIGO SIGNWORKS, INC.
2. YOUR INITIAL INVESTMENT OF 50% IS REQUIRED ON PROJECTS EXCEEDING \$1000.00. THE RECEIPT OF YOUR DEPOSIT REPRESENTS A COMMITMENT BY INDIGO SIGNWORKS, INC. TO BEGIN YOUR PROJECT AND AN AGREEMENT FROM YOU TO REMAIN COMMITTED TO THE PROJECT THROUGH COMPLETION. AT THE TIME OF PROJECT COMPLETION, YOUR FINAL 50% PAYMENT WILL BE DUE.
3. PROGRESS PAYMENTS MAY BE REQUIRED FOR PROJECTS REQUIRING EXTENDED DELIVERY TIME.
4. INTEREST OF 1.5% PER MONTH WILL BE ADDED TO PAST DUE ACCOUNTS.
5. CREDIT CARD TRANSACTIONS GREATER THAN \$2,000 WILL BE CHARGED A 3.5% TRANSACTION FEE.
6. UPON DEFAULT IN THE PAYMENT OF ANY SUMS HEREIN AGREED, INDIGO SIGNWORKS MAY, AT ITS OPTION, DECLARE THE ENTIRE BALANCE PRICE FULLY DUE AND PAYABLE WITHOUT FURTHER NOTICE TO CUSTOMER; AND WHEN DECLARED, CUSTOMER AGREES TO PAY INTEREST ON SAID BALANCE, WHEN DECLARED DUE AT THE RATE OF 1.5% PER MONTH. CUSTOMER FURTHER AGREES TO PAY ALL REASONABLE COSTS OF COLLECTION OF SAID BALANCE INCURRED BY THE COMPANY, INCLUDING ATTORNEY'S FEES.
7. BOTH PARTIES HERETO AGREE THAT THE CUSTOMER SHALL TAKE POSSESSION OF THE SIGN AT THE TIME OF DELIVERY OR INSTALL AND THAT ANY DAMAGE OCCURRING AFTER DELIVERY OR INSTALL SHALL BE ASSUMED BY SAID CUSTOMER AND WILL NOT AFFECT THE RIGHTS OF THE COMPANY TO ENFORCE COLLECTION OF THE PURCHASE PRICE THEN UNPAID.
8. IT IS FURTHER AGREED BY BOTH PARTIES THAT ALL PROVISIONS IN REGARD TO THE PROJECT ARE CONTAINED IN WRITING HEREIN.
9. ALL TERMS AND CONDITIONS OF THIS CONTRACT SHALL BE BINDING UPON ANY SUCCESSORS, ASSIGNEES OR OTHER LEGAL REPRESENTATIVES OF THE RESPECTIVE PARTIES BUT NO ASSIGNMENT SHALL BE MADE BY THE CUSTOMER WITHOUT THE CONSENT IN WRITING BY THE COMPANY UNLESS FULL PAYMENT OF THE TOTAL CONSIDERATION HAS BEEN MADE.
10. INDIGO SIGNWORKS SHALL SECURE ALL NECESSARY PERMITS FROM THE CITY. PERMIT FEES, IF NOT INCLUDED IN PROPOSAL ARE ADDITIONAL. THE CUSTOMER IS RESPONSIBLE FOR OBTAINING PERMISSION FROM BUILDING OWNER, AND/OR OTHERS WHOSE PERMISSION IS REQUIRED FOR THE INSTALLATION OF THE SIGN(S).
IF THE CUSTOMER EXECUTES THIS CONTRACT WITHOUT OBTAINING PERMISSION FROM NECESSARY PARTIES FOR THE INSTALLATION OF SAID SIGN(S), THE CUSTOMER IS BOUND TO THE TERMS AND CONDITIONS OF THIS CONTRACT AS THOUGH HE HAD OBTAINED SAID PERMISSION AND AGREES TO RELIEVE THE COMPANY FROM ANY LIABILITY FOR ITS FAILURE WITHIN 10 DAYS OF DELIVERY TO ERECT OR INSTALL SAID SIGN(S).
11. ENGINEERING (WHEN REQUESTED OR REQUIRED) WILL BE PROCURED WITH A CERTIFIED ENGINEERING COMPANY AND BILLED TO THE CUSTOMER AT AN ADDITIONAL FEE.
12. ANY INCURRED DISPOSAL FEES AND/OR HAZARDOUS WASTE FEES WILL BE ADDED TO THE FINAL INVOICE.
13. INSTALLATION PRICES QUOTED ARE SUBJECT TO REVISION WHERE UNFORESEEABLE CONDITIONS ARE ENCOUNTERED.
14. CUSTOMER AGREES TO PROVIDE SERVICE FEED WIRE OF SUITABLE CAPACITY TO WITHIN FIVE FEET OF CONNECTION POINT TO SIGN PRIOR TO INSTALLATION OF THE SIGN. SERVICE FEED MUST MEET ANY/ALL CITY ELECTRICAL CODES AND REGULATIONS. FINAL ELECTRICAL CONNECTION IS THE RESPONSIBILITY OF THE CUSTOMER. SHOULD THE CUSTOMER CHOOSE TO HIRE INDIGO SIGNWORKS FOR THIS SERVICE, INDIGO SIGNWORKS SHALL ASSUME RESPONSIBILITY OF THIS COMPONENT AND EXECUTE THE PROVISIONS, INSTALLATIONS AND CONNECTIONS TO THE DISPLAY INCLUDING PERMITTING AND INSPECTION AS PER THE CONTRACT TERMS SPECIFIC TO THIS COMPONENT OF THE WORK.
15. WHEN DIGGING/DRILLING IS NECESSARY, INDIGO SIGNWORKS WILL CONTACT STATE LOCATE FACILITY TO LOCATE PUBLIC UTILITIES. LOCATION OF PRIVATE UTILITIES IS SOLE RESPONSIBILITY OF THE CUSTOMER. IN THE EVENT ROCK, OR UNFORESEEN CIRCUMSTANCES CREATING ADDITIONAL RESOURCES ARE ENCOUNTERED IN THE DRILLING PROCESS, TO THE POINT WHERE SPECIAL EQUIPMENT AND/OR SIGNIFICANT LABOR IS REQUIRED, ADDITIONAL MONIES MAY BE REQUESTED IN WRITING BY THE COMPANY.

WARRANTY

16. INDIGO SIGNWORKS, INC. WILL REPAIR OR REPLACE ANY PRODUCT THAT FAILS DUE TO FAULTY MATERIAL OR WORKMANSHIP FOR TWO YEARS FROM DATE OF INVOICE. THIS WARRANTY IMPLIES ALL SIGNAGE PROVIDED BY INDIGO SIGNWORKS WILL BE FREE OF DEFECTS DUE TO WORKMANSHIP AND MATERIALS, INCLUDING, BUT NOT LIMITED TO PEELING, DELAMINATION AND INSTALLATION. INDIGO SIGNWORKS, INC. AGREES TO REPAIR ALL DEFECTS THAT DEVELOP DURING THE WARRANTY PERIOD AT NO COST TO OWNER, INCLUDING ALL LABOR AND MATERIALS. ANY PART FOUND TO BE DEFECTIVE DUE TO FAULTY MATERIALS AND/OR WORKMANSHIP WITHIN TWO YEARS SHALL BE REPLACED BY INDIGO SIGNWORKS, INC. IN CASES WHERE A MANUFACTURED PART HAS A WARRANTY LONGER THAN TWO YEARS, INDIGO SIGNWORKS, INC. WILL STAND BEHIND MANUFACTURER'S WARRANTY PERIOD FOR THE PART(S), HOWEVER LABOR FEES WILL BE INCURRED.
BANNERS AS WELL AS PAINTING PERFORMED IN THE FIELD ARE CONSIDERED TEMPORARY AND ARE EXCLUDED FROM THIS WARRANTY. IN ADDITION, INDIGO SIGNWORKS, INC. WILL NOT ASSUME RESPONSIBILITY FOR DAMAGE CAUSED BY CARELESS HANDLING, IMPROPER INSTALLATION TECHNIQUES BY OTHERS, MISUSE, VANDALISM, SEVERE WEATHER, NORMAL FADING OR WHERE REPAIRS OR ALTERATIONS HAVE BEEN ATTEMPTED BY OTHERS.
17. VEHICLES - PROPER CARE IS EXTREMELY IMPORTANT TO PROTECT AND PROLONG THE LIFE OF YOUR GRAPHICS. INDIGO SIGNWORKS WILL NOT WARRANTY GRAPHICS APPLIED TO VEHICLES THAT HAVE GONE THROUGH TOUCHLESS OR SOFT TOUCH CAR WASHES. HAND WASHING IS ALWAYS THE BEST METHOD OF CLEANING YOUR LETTERED VEHICLE.
18. RETURNS MUST BE PREAUTHORIZED BY AN INDIGO SIGNWORKS, INC. REPRESENTATIVE, SHIPPED TO INDIGO SIGNWORKS AND ACCOMPANIED BY A COPY OF THE ORIGINAL INVOICE. PRODUCT RETURNED FOR REASONS OTHER THAN FAILURE WILL INCUR A 15% RESTOCKING FEE.

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PROPOSAL

Proposal #: 62509

Proposal Date: 10/03/19

Customer #: CRM031339

Page: 3 of 4

19. UPON AGREEMENT BY BOTH PARTIES, INDIGO SIGNWORKS, INC. MAY ALLOW A DISCOUNTED PRICE FOR DEFECTIVE MERCHANDISE SHOULD CUSTOMER ELECT TO ACCEPT PRODUCT AS-IS OR REPAIR PRODUCT AT THEIR OWN EXPENSE.

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 _____

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DEPOSIT INVOICE

Invoice #: DP62509

Inv Date: 10/03/19
 Customer #: CRM031339
 Page: 4 of 4

SOLD TO:	JOB LOCATION:
The Pond 224 Frontage Rd Blackduck MN 56630	The Pond 224 Frontage Rd Blackduck MN 56630 REQUESTED BY: Shawnda

ORDERED BY	PO NUMBER	SALESPERSON	ORDER DATE	PAYMENT TERMS	DUE DATE
Shawnda		Nick Cox	10/03/19	50.0% Due Upon Receipt	11/30/19

QTY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	QUOTE #61413MB Remove Existing Cabinet, Provide & Install: (1) D/F Illuminated Pylon Cabinet & Daktronics RGB EMC - 19.8mm	\$55,386.23	\$55,386.23
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TOTAL PROPOSAL AMOUNT			----- \$59,331.23
*** FINAL INVOICE AMOUNT MAY VARY UPON COMPLETION ***			

PLEASE PAY THIS DEPOSIT AMOUNT:	\$29,665.62
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1622 Main Avenue | Fargo, ND 58103
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PROPOSAL Proposal #: 62510

Proposal Date: 10/03/19
Customer #: CRM031339
Page: 1 of 4

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WARRANTY

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PROPOSAL

Proposal #: 62510

Proposal Date: 10/03/19

Customer #: CRM031339

Page: 3 of 4

19. UPON AGREEMENT BY BOTH PARTIES, INDIGO SIGNWORKS, INC. MAY ALLOW A DISCOUNTED PRICE FOR DEFECTIVE MERCHANDISE SHOULD CUSTOMER ELECT TO ACCEPT PRODUCT AS-IS OR REPAIR PRODUCT AT THEIR OWN EXPENSE.

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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 _____

INDIGO SIGNWORKS, INC

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DEPOSIT INVOICE

Invoice #: DP62510

Inv Date: 10/03/19
 Customer #: CRM031339
 Page: 4 of 4

SOLD TO:	JOB LOCATION:
The Pond 224 Frontage Rd Blackduck MN 56630	The Pond 224 Frontage Rd Blackduck MN 56630 REQUESTED BY: Shawnda

ORDERED BY	PO NUMBER	SALESPERSON	ORDER DATE	PAYMENT TERMS	DUE DATE
Shawnda		Nick Cox	10/03/19	50.0% Due Upon Receipt	11/30/19

QTY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	QUOTE #61413MB-1 Remove Existing Cabinet, Provide & Install: (1) D/F Illuminated Pylon Cabinet & Daktronics RGB EMC - 15.85mm	\$60,922.49	\$60,922.49
1	QUOTE #61414 Fabricate & Install: Illuminated wall sign - Standard Build 5' x 10'	\$3,945.00	\$3,945.00
TOTAL PROPOSAL AMOUNT			----- \$64,867.49
*** FINAL INVOICE AMOUNT MAY VARY UPON COMPLETION ***			

PLEASE PAY THIS DEPOSIT AMOUNT:	\$32,433.75
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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 _____

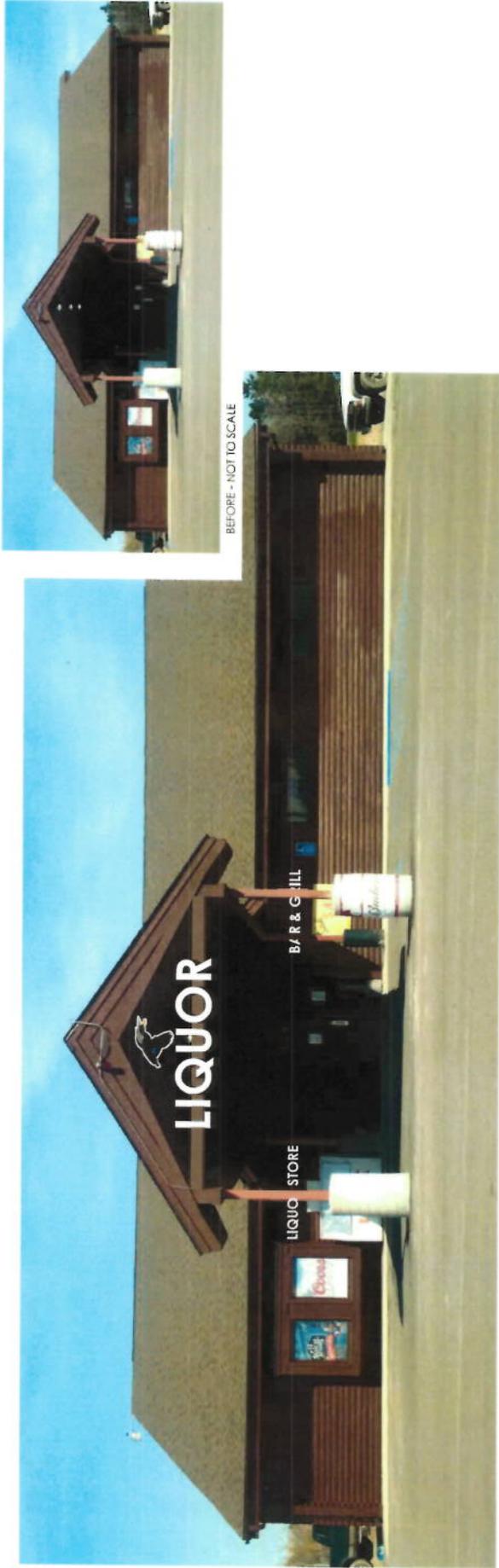


FILE NAME: BLACKDUCK-LIQUOR-BLACKDUCK-CHL-ENTRANCE-V3.AI

The client warrants that the design provided is for general informational purposes only. It is not intended to be a contract. The client warrants that the design provided is for general informational purposes only. It is not intended to be a contract. The client warrants that the design provided is for general informational purposes only. It is not intended to be a contract.

0 1 2

ELECTRICAL THIS SIGN IS DESIGNED TO BE INSTALLED IN ACCORDANCE WITH THE REQUIREMENTS OF ARTICLE 605 OF THE NATIONAL ELECTRICAL CODE AND ANY OTHER APPLICABLE LOCAL CODES. THE INSTALLATION SHALL BE THE RESPONSIBILITY OF THE CLIENT AND THE CONTRACTOR.



AFTER - 1/8" = 1"



- CHANNEL LETTER
- WHITE ACRYLIC FACE
- STD BLACK TRIM / CAP
- STD BLACK RETURN
- PDX LEDS
- TRACEWAY PAINTED TO MATCH BUILDING TBD
- STD TRACEWAY





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 OK

CUSTOMER INITIALS _____



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

DEPOSIT INVOICE

Invoice #: DP21628

Inv Date: 07/12/19
 Customer #: CRM009113
 Page: 4 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

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

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
	TOTAL PROPOSAL AMOUNT		\$73,579.06
	*** FINAL INVOICE AMOUNT MAY VARY UPON COMPLETION ***		

PLEASE PAY THIS DEPOSIT AMOUNT: Continued



Credit Application



Sales Person:

Quote Number:

Call 503-747-6581 • Fax Completed and Signed Application to 605-692-0382

IMPORTANT INFORMATION: If you are applying for individual credit or for joint credit with another person (including a joint account or an account that you and another person will use) complete all sections providing information about each individual applicant, or joint applicant. **Persons providing information who are not Applicants, Guarantors, or Company Authorized Signers should not sign this statement.**

Business Information

Tax Identification No. (Required Field)		Legal Business Name		DBA Name	
Street Address (no P.O. boxes)			Billing Address		
Equipment Location (If different from above): Street Address, City, Country, State, Zip					
Contact	Phone No.	Fax No.	Email Address		
Nature of Business	Time in Business Years _____ Months _____	Time as Owner Years _____ Months _____	No. of Employees	Gross Annual Revenue \$ _____	
If your business is tax exempt, indicate tax exempt number:					
<input type="checkbox"/> Sole Proprietorship <input type="checkbox"/> Individuals applying jointly for business purpose lease <input type="checkbox"/> General Partnership <input type="checkbox"/> Limited Partnership <input type="checkbox"/> Corp. or Ltd. Liability Co. Date of Org.: _____ State of Org.: _____ <input type="checkbox"/> Other: _____					

Individual or Guarantor Information (If Applicable, All 20% or more owners and other guarantors)

Each Applicant understands that in order to serve our customers efficiently and offer a full range of financial services, the Creditor shares customer transaction and experience information among the PNC family of companies. PNC companies also share personal information such as applications, financial statements and credit reports. By executing this application, each Applicant expressly consents to the sharing of such information among the PNC companies unless such Applicant requests that the Creditor not share this other personal information (except where such information is used by one PNC company to service customer accounts for another) by calling the Creditor at 1-800-263-9499 or by writing to the Creditor at: PNC Equipment Finance, LLC, 995 Dalton Avenue, Cincinnati, OH 45203 including the Applicant's name, address and account number(s) or Social Security/Tax ID number(s).

Principal/Partner/Officer/Individual	Title	% Ownership	Date of Birth	SSN/TIN	U.S. Citizen Yes _____ No _____
Home Address	City	State	Zip	Home Phone	
Guarantor Signature	X				

Principal/Partner/Officer/Individual	Title	% Ownership	Date of Birth	SSN/TIN	U.S. Citizen Yes _____ No _____
Home Address	City	State	Zip	Home Phone	
Guarantor Signature	X				

Equipment Information

Please indicate the equipment you are planning to acquire:

Equipment Supplier:

Estimated Total Equipment Costs: \$

Structure: Nominal (e.g. \$1) Purchase Option Lease

Fair Market Value Purchase Option Lease

TERM: _____ Months

As used in this application, the term "Applicant" shall include the business entity(ies) applying for the credit (the "Debtor") and all other persons who may be liable for the credit as an individual or joint borrower, endorser, surety or guarantor, or who may be a principal of the Debtor. The term "Creditor" means PNC Equipment Finance, LLC or any other direct or indirect subsidiary of The PNC Financial Services Group, Inc. ("PNC"). The Applicant certifies that the statements made on this application and any other information provided in connection with this application are true and complete. **THE APPLICANT CERTIFIES THAT THIS CREDIT WILL BE USED FOR BUSINESS PURPOSES ONLY.** The Applicant agrees to promptly notify the Creditor of any material changes to this information. The Creditor is authorized to make all inquiries it deems necessary to verify accuracy of the information submitted and to determine the Applicant's creditworthiness, and, to share any information provided to the Creditor by or regard to the Applicant and authorizes the Creditor to make inquiries of the Applicant's accountant directly and obtain any information it deems necessary in processing this application. The Applicant authorizes any person or consumer reporting agency to give the Creditor or its servicer any information it may have with application to answer any questions from third parties about its credit experience with the Applicant. By signing below, the undersigned Applicant(s), who is/are either a principal(s) of the Debtor or a personal guarantor(s), endorser or surety of its obligations, provides written authorization to the Creditor or its designee (and any assignee or potential assignee hereof) to obtain my/our personal consumer report(s) from one or more national credit bureaus. Such authorization shall extend to obtaining consumer report(s) in considering this application and subsequently for the purposes of update, renewal or extension of this credit or additional credit and for reviewing or collecting the credit. A photocopy or facsimile copy of this authorization shall be valid as the original. By signing below, I/we affirm my/our identity(ies) as the respective individual(s) identified in this application. [If any person named on this application as an Applicant has not signed the application, the first Applicant signing below represents that s/he has permission for all non-signing Applicants to apply for credit on behalf of the non-signing Applicants, including, but not limited to, providing information about the non-signing Applicants].

Regulatory Disclosures:

USA Patriot Act/Customer Identification Program: Important Information About Procedures for Opening a New Account

To help the government fight the funding of terrorism and money laundering activities, federal law requires all financial institutions to obtain, verify, and record information that identifies each person who opens an account. What this means for you: When you open an account, we will ask you your name, address, date of birth and other information that will allow us to identify you. We may also ask to see your driver's license or other identifying information.

If Your Application is Denied: If your application is denied, you have the right to a written statement of the specific reasons for denial. To obtain the statement, please write to PNC Equipment Finance LLC, 995 Dalton Avenue, Cincinnati, OH 45203 or call 1-800-263-9499, within 60 days from the date you are notified of our decision. We will send you a written statement of reasons for denial within 30 days of receiving your request for the statement.

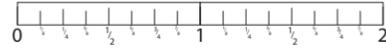
ECOA Notice: The Federal Equal Credit Opportunity Act prohibits creditors from discriminating against credit applicants on the basis of race, color, religion, national origin, sex, marital status, age (provided the applicant has the capacity to enter into a binding contract), because all or part of the applicant's income derives from any public assistance program, or because the applicant has in good faith exercised any right under the Consumer Credit Protection Act. The federal agency that administers compliance with this law concerning this creditor is: Bureau of Consumer Financial Protection, 1700 G Street NW, Washington, DC 20006.

State-Specific Disclosures: **Notice to Ohio Residents Only:** The Ohio laws against discrimination require that all creditors make credit equally available to all creditworthy customers, and that credit reporting agencies maintain credit histories on each individual upon request. The Ohio Civil Rights Commission administers compliance with this law. **New York Residents Only:** A consumer report may be requested in conjunction with this application. Upon your request, you will be informed whether or not a consumer report was requested and if such report was requested, informed of the name and address of the consumer reporting agency that furnished the report. Subsequent consumer reports may be requested or utilized in connection with an update, renewal or extension of the credit for which this application is made. **Vermont Residents Only:** You authorize Lender to obtain credit reports about you now and in the future for all legitimate purposes associated with this application of the account make a loan offer to be secured, in whole or in part, by real property located in New Jersey. *The interests of the borrower and lender are or may be different and may conflict, and the lender's attorney represents only the lender and not the borrower. The borrower is, therefore, advised to employ an attorney of the borrower's choice, licensed to practice law in the State of New Jersey to represent the interests of the borrower.*

Company Signatures

We/I certify that we/I have read and agree with applicable terms and conditions above.

Company Authorized Signature (If Guarantor, signature required here also)	Title	Date
Company Authorized Signature (If Guarantor, signature required here also)	Title	Date



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.

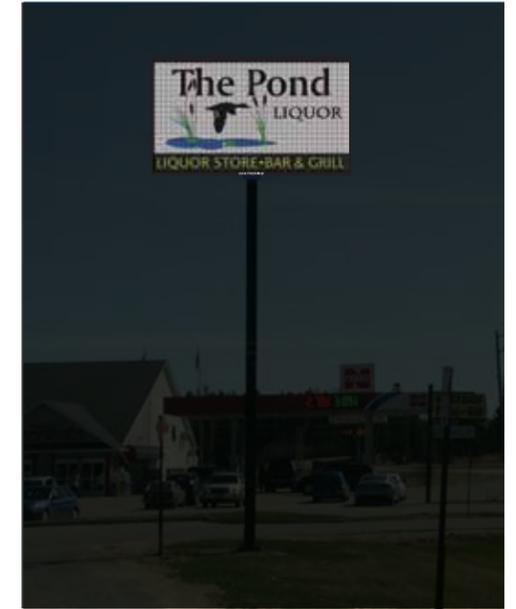


AFTER - 3/8" = 1'



BEFORE - NOT TO SCALE

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



NIGHT VIEW - NOT TO SCALE

FULL COLOR
16 MM DAKTRONICS EMC





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

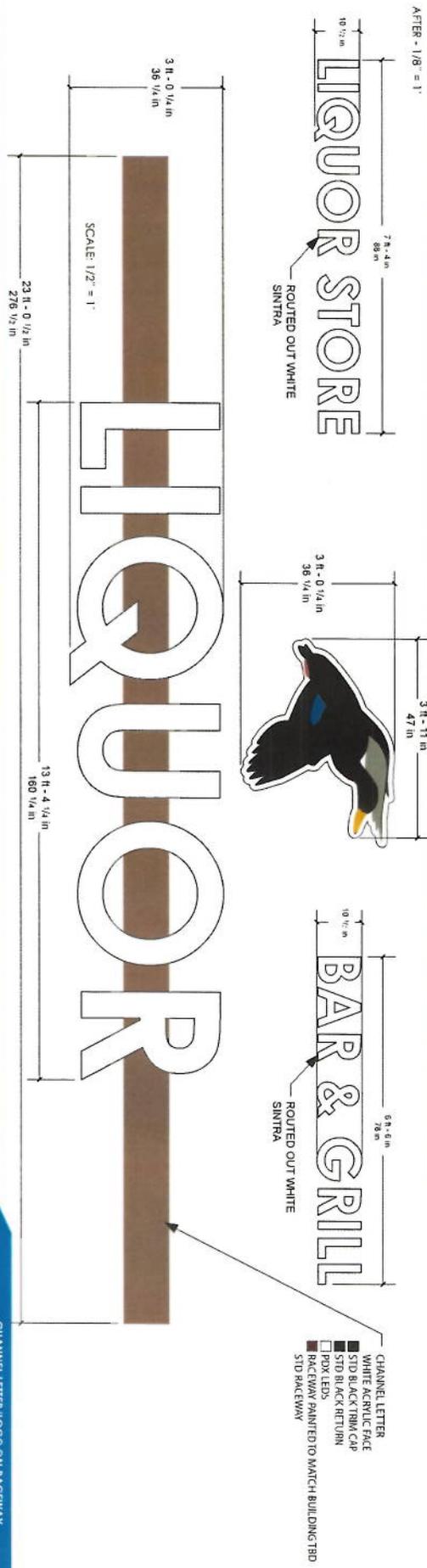
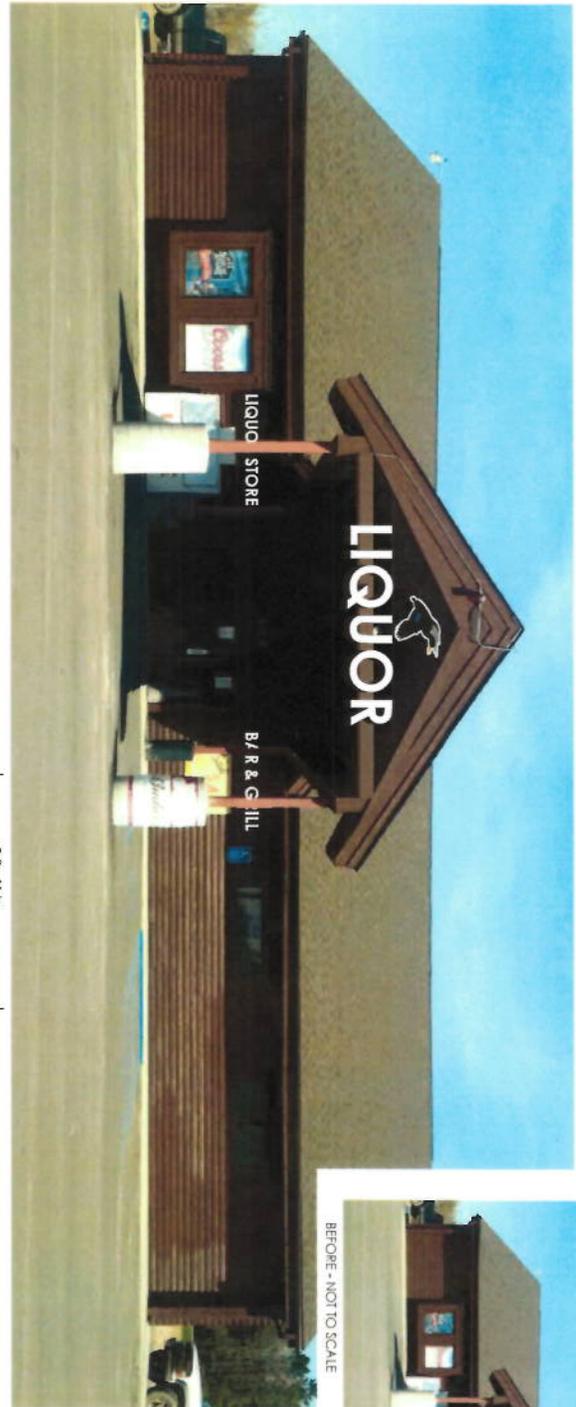
Inv Date: 07/17/19
Customer #: CRM009113
Page: 4 of 4

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

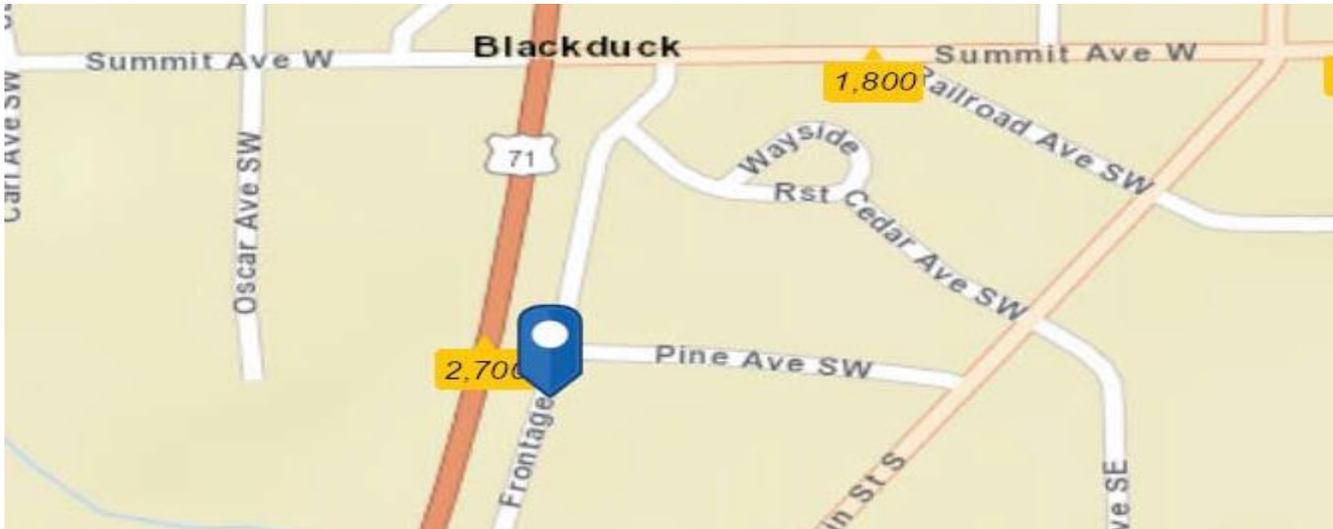
Updated: 07/20/2017

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.

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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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