

# MEMORANDUM



**To:** Town Council  
**From:** Theo Holtwijk  
**Date:** October 1, 2018  
**Re:** Wayfinding Signage Project

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## BACKGROUND

In 2015, the Town commissioned a Wayfinding Plan, prepared by consultant LandWorks, with the goal of replacing the existing blue wayfinding signs that are in a state of disrepair. This plan is posted at [https://www.falmouthme.org/sites/falmouthme/files/file/file/wayfinding\\_plan\\_complete\\_20150505.pdf](https://www.falmouthme.org/sites/falmouthme/files/file/file/wayfinding_plan_complete_20150505.pdf). As this plan was being developed, staff consulted with the Community Development Committee (CDC) on the details of the project. The final plan that the CDC endorsed in 2015 resulted in 60+ signs with an estimated cost of approximately \$300,000.

Even though the Council was in favor of this project, staff held off on its implementation due to concerns with the scope of the project: the overall cost, the large number of signs involved, and the proposed size of the large directional signs. The bid package that consultant LandWorks was authorized to prepare was subsequently put on hold pending a re-evaluation of the scope of the project.

As part of Falmouth300, the Town proposed to replace the "Welcome to Falmouth" sign on Route 1 near Route 88 this year with a new Large Gateway sign. Two quotes were obtained from vendors for this sign. The sign was not ordered, while staff took the opportunity of the Gateway sign to re-evaluate the scope of the rest of the wayfinding project further.



GATEWAY  
LARGE

In late winter 2018, staff recommended moving forward with installing one Large Gateway sign and the signs of "Option B" and also incorporate the graphic panel on the bottom of all directional signs. Option B is a limited sign program with four destinations only (as opposed to 20+ destinations in the 2015 plan): Route 1 Businesses, West Falmouth Businesses, Town Hall, and School Campus. Option B (24 signs) balanced costs with basic wayfinding. It also provided an element of branding for Falmouth.<sup>1</sup>

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<sup>1</sup> By way of reference, option A represented the full sign program (58 signs) similar to the recommended 2015 Wayfinding Plan. Staff did revise the initial list of signs, removing some which appeared redundant or nonessential. Option C represented a limited number of signs directing users at the "last turn" before a significant open space destination (17 signs). For example, a sign on Falmouth Road westbound at Winn Road would point right for Community Park. Then on Winn Road, the park entrance has a sign of its own. Option C is intended to help users locate these additional destinations, though not to the level of detail as called for by the 2015 plan. Option D was the original program of Gateway signage consisting of one large sign (as referenced above) and five small signs optional at road entrances into Falmouth.



*Large vehicular directional sign.*



*Small vehicular directional sign.*

Signs with three or more destinations were proposed to be large directional. Signs with one or two destinations were proposed to be small.

On March 20, 2018 the CDC reviewed the revised sign proposal and supported the staff recommendations. Following the CDC meeting, staff contacted seven sign companies and obtained several quotes for the recommended program (option B signs plus one large Gateway sign). The following quotes were received:

Bailey Sign	\$92,660
Sign Concepts	\$110,500
Burr Signs	\$120,410
Neokraft	\$128,867

On July 9, 2018 the Council reviewed the four sign proposals and requested that staff incorporate two additional destinations into the sign program: the Falmouth Memorial Library and Community Park.

### **WORK SINCE JULY 2018**

Staff worked with low bidder Bailey Sign to identify where additional signs would need to be placed or modified, how sign sizes and design could be adjusted, and what the timing of sign production and installation could be.

#### Design modifications:

The large vehicular sign was modified from a two post, 10'-9" tall by 6'-9" wide sign, to a single post 10'-0" tall by 3'-11" wide sign. A new medium tall, single post sign was introduced measuring 8'-2" by 3'-11" wide. The small sign is proposed to 6'-9 ½" tall by 3'-11" wide, compared to originally 8'-9" tall by 4'-0" wide. Clearance under the signs was changed from 5'-6" to 3'-9".

Some minor design adjustments were made as well: font size was reduced from 4" to 3", "1718" was increased in size, destinations were grouped by direction with a single arrow and separation line, shades of blue were made uniform. The proposed 3" font size is to fit all copy on the proposed panel sizes and is the same size copy used on wayfinding signs in Scarborough. The Large Gateway sign was unchanged.

Samples of the proposed revised signs are shown below and are attached.



#### Pricing:

(New) pricing was obtained from bailey Sign for the following options:

- Option B (4 destinations, 23 directional signs): \$84,790
- Option E (6 destinations, incl. limited signs for Falmouth Memorial Library and Community Park, 27 directional signs): \$96,192
- Option F (6 destinations, incl. complete signs for Falmouth Memorial Library and Community Park, 31 directional signs): \$110,028

Notes: Cutting back to all single post signs saved on sign and installation costs, but sign material costs increased since June. Bailey recommends that some extra funds be incorporated with any of the options in case unforeseen issues arise during the process. This is not yet included. The funding appropriation for this project is proposed to come from the combined four Tax Increment Financing Districts in Falmouth.

#### Schedule:

Shop drawing/Text layouts prepared for final approvals:	2-3 weeks
Production of all signs:	10-12 weeks
Dig safe marking and checks by utility companies:	1-2 weeks
Installation of bases:	1 week
Installation of posts & signs:	<u>1 week</u>
Total estimated time from authorization:	15-19 weeks

Bailey's recommendation is to execute a contract in 2018, so that drawings and production of signage can occur over the winter months. Dig safe and installation can occur in early spring 2019, after the ground has thawed enough.

If the Council wants to see the Large Gateway sign up sooner, Bailey will need 8-10 weeks for completion of that sign with its current work load. Since this sign requires bases in the ground before frost hits, a contract for that sign would need to be executed before the end of October.

Staff recommendations:

Execute a contract with Bailey Sign for option E and appropriate \$100,000 from the combined four Tax Increment Financing Districts.

**ATTACHMENTS**

The sign schedule with location, destination, and directional information for options B, E, and F, pricing and design information from Bailey Sign, and a sign/price comparison are attached.

CONCEPT DRAWING  
TEXT COPY: 3" CLEARVIEW HIGHWAY FONT

WHITE

CMYK 63/13/79/1

PANTONE #342 C

PANTONE #295 C

CMYK 77/32/3/0

Bailey

sign

Incorporated

© COPYRIGHT 2018

www.baileysign.com

9 Thomas Drive

Col. Westbrook Executive Park

Westbrook, ME 04092

207-774-2843 / 1-800-539-SIGN

Fax: 774-1193





E-Mail: sales@baileysign.com

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IF AN ELECTRIC SIGN, THEN INSTALLATION MUST BE ACCOMPLISHED IN TOTAL COMPLIANCE WITH ARTICLE 600 OF THE NATIONAL ELECTRIC CODE, THE REQUIREMENTS OF UNDERWRITERS LABORATORY, CANADIAN STANDARDS ASSOCIATION AND/OR ANY APPLICABLE LOCAL CODES. THIS INCLUDES PROPER GROUNDING AND BONDING OF THE SIGN.  
ALL ELECTRICAL SIGNS REQUIRE ROUTINE MAINTENANCE.

**VOLTAGE**  
**APPROVAL**  
CLIENT

APPROVED \_\_\_\_\_ DATE \_\_\_\_\_  
BAILEY SIGN REPRESENTATIVE

APPROVED \_\_\_\_\_ DATE \_\_\_\_\_

DESIGNATED COPY FOR:	
	ESTIMATING/OUTSOURCING
	GRAPHICS
	FABRICATION
	ROUTER
	PAINT
	INSTALLATION

CUSTOMER / SIGN LOCATION  
TOWN OF FALMOUTH  
271 FALMOUTH ROAD  
FALMOUTH, MAINE

SALESPERSON: DE DRAWN BY: LWM

WORK ORDER #	CUSTOMER #	CRM #
2331.1	6308	

SCALE	DATE
1/2"=1'	9/7/18

REVISION # / DATE / NOTES / INITIALS

DRAWING #

08132 A

SHEET \_\_\_\_\_ OF \_\_\_\_\_

LARGE DIRECTIONAL

75" X 47"

75" X 47"  
EXAMPLE OF 3 DIRECTIONAL CHANGES

10'-0" O.A. HT.

45"

6" SQ. POLE

MEDIUM DIRECTIONAL

53" X 47"

4" SQ. POLE

SMALL DIRECTIONAL

36.5" X 47"

4" SQ. POLE

REF. DR. \_\_\_\_\_



Falmouth Wayfinding Plan  
Scope options

Option B (23 signs):  
Route 1 businesses,  
West Falmouth businesses,  
Town Hall/School Campus

Option E (27 signs):  
Include abbreviated - Library, Community Park,  
Route 1 businesses,  
West Falmouth businesses,  
Town Hall/School Campus,

Option F (31 signs):  
Include extended - Library, Community Park,  
Route 1 businesses,  
West Falmouth businesses,  
Town Hall/School Campus

	Location	Old	Destinations & Direction
1-N	Foreside Rd NB @ Town Landing Rd	SD.3	REMOVED
1-S	Foreside Rd SB @ Town Landing Rd	SD.4	REMOVED
2-N	Route 1 NB @ Johnson Rd	SD.5	REMOVED
2-S	Route 1 SB @ Johnson Rd	SD.6	REMOVED
3-N	Route 1 NB @ Depot Rd	D.1	
3-N-2	Route 1 NB @ Depot Rd	SD.1	REMOVED
3-S	Route 1 SB @ Depot Rd	D.2	
3-S-2	Route 1 SB @ Depot Rd	SD.2	REMOVED
3-E	Lunt Rd EB @ Depot Rd		
3-W	Depot Rd WB @ Hat Trick Drive		

CANCELLED

ADDED

ADDED

M

FALMOUTH
◀ Falmouth Memorial Library
◀ Town Hall/School Campus

S

FALMOUTH
Falmouth Memorial Library ▶

M

FALMOUTH
◀ Falmouth Memorial Library
◀ Town Hall/School Campus

S

FALMOUTH
Falmouth Memorial Library ▶



4-N Route 1 NB @ Bucknam Rd

D.3

*m*

FALMOUTH	
◀	Town Hall/School Campus
◀	West Falmouth Businesses

*m*

FALMOUTH	
◀	Town Hall/School Campus
◀	West Falmouth Businesses

FALMOUTH	
◀	Town Hall/School Campus
◀	West Falmouth Businesses

*m*

4-S Route 1 SB @ Bucknam Rd

D.4

*L*

FALMOUTH	
▲	Route One Businesses
	Town Hall/School Campus
	West Falmouth Businesses

*L*

FALMOUTH	
▲	Route One Businesses
	Town Hall/School Campus
	West Falmouth Businesses

FALMOUTH	
▲	Route One Businesses
	Town Hall/School Campus
	West Falmouth Businesses

*L*

5-N I-295 NB Exit @ Bucknam Rd

D.5

*L*

FALMOUTH	
◀	Route One Businesses
	Town Hall/School Campus
	West Falmouth Businesses

*L*

FALMOUTH	
◀	Route One Businesses
	Town Hall/School Campus
	West Falmouth Businesses

FALMOUTH	
▲	Falmouth Memorial Library
◀	Route One Businesses
	Town Hall/School Campus
	West Falmouth Businesses

*L*

5-S I-295 SB Exit @ Bucknam Rd

D.6

*L*

FALMOUTH	
◀	Route One Businesses
	Town Hall/School Campus
	West Falmouth Businesses

*L*

FALMOUTH	
◀	Route One Businesses
	Town Hall/School Campus
	West Falmouth Businesses

FALMOUTH	
◀	Route One Businesses
◀	Falmouth Memorial Library
	Town Hall/School Campus
	West Falmouth Businesses

*L*

5-E-2 Bucknam EB @ Legion Rd

FALMOUTH	
	Falmouth Memorial Library

*S*

5-S-2 Legion Rd SB @ Depot Rd

FALMOUTH	
◀	Falmouth Memorial Library

*S*

6-N Middle Rd NB @ Lunt Rd

RETAINED

D.7

*L*

FALMOUTH	
◀	Town Hall/School Campus
◀	West Falmouth Businesses
	Route One Businesses

*L*

FALMOUTH	
◀	Town Hall/School Campus
◀	West Falmouth Businesses
	Route One Businesses
	Falmouth Memorial Library

FALMOUTH	
◀	Town Hall/School Campus
◀	West Falmouth Businesses
	Route One Businesses
	Falmouth Memorial Library

*L*



6-N-2 Lunt Rd WB @ Falmouth Rd

SD.8

m

FALMOUTH	
◀	Town Hall/School Campus
◀	West Falmouth Businesses

m

FALMOUTH	
◀	Town Hall/School Campus
◀	West Falmouth Businesses

m

FALMOUTH	
◀	Town Hall/School Campus
◀	West Falmouth Businesses

6-N-3 Falmouth Rd EB @ Lunt Rd

m

FALMOUTH	
	Route One Businesses ▶
	Falmouth Memorial Library ▶

m

FALMOUTH	
	Route One Businesses ▶
	Falmouth Memorial Library ▶

6-S Middle Rd SB @ Falmouth Rd

D.10

L

FALMOUTH	
◀	Route One Businesses
	Town Hall/School Campus ▶
	West Falmouth Businesses ▶

L

FALMOUTH	
◀	Route One Businesses
	Town Hall/School Campus ▶
	West Falmouth Businesses ▶

L

FALMOUTH	
◀	Route One Businesses
◀	Falmouth Memorial Library
	Town Hall/School Campus ▶
	West Falmouth Businesses ▶

6-E Falmouth Rd EB @ Middle Rd

D.9

S

FALMOUTH	
▲	Route One Businesses

S

FALMOUTH	
▲	Route One Businesses

S

FALMOUTH	
▲	Route One Businesses

6-W Bucknam Rd WB @ Middle Rd

D.8

m

FALMOUTH	
▲	Town Hall/School Campus
▲	West Falmouth Businesses

m

FALMOUTH	
▲	Town Hall/School Campus
▲	West Falmouth Businesses

m

FALMOUTH	
▲	Town Hall/School Campus
▲	West Falmouth Businesses

7-N-1 Middle Rd NB before Spur bridge  
CANCELLED

SD.9

7-N-2 Middle Rd NB @ Woods Rd

SD.10

REMOVED

REMOVED

REMOVED

7-S Middle Rd SB @ Woods Rd

SD.11

REMOVED

REMOVED

REMOVED

8-N Middle Rd NB @ Ledgewood Dr  
CANCELLED

SD.7

9-N Allen Ave Ext EB @ Falls Rd

SD.34

m

FALMOUTH	
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m

FALMOUTH	
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m

FALMOUTH	
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			<div> <div> <div>▲</div> <div>Route One Businesses</div> </div> <div> <div>◀</div> <div>West Falmouth Businesses</div> </div> </div>		<div> <div> <div>▲</div> <div>Route One Businesses</div> </div> <div> <div>◀</div> <div>West Falmouth Businesses</div> </div> </div>		<div> <div> <div>▲</div> <div>Route One Businesses</div> </div> <div> <div>◀</div> <div>West Falmouth Businesses</div> </div> </div>	
9-S	Falmouth Rd WB @ Allen Ave Ext	SD.35	<div> <div>FALMOUTH</div> <div>Town Hall/School Campus ▶</div> <div>West Falmouth Businesses ▶</div> </div>		<div> <div>FALMOUTH</div> <div>Town Hall/School Campus ▶</div> <div>West Falmouth Businesses ▶</div> </div>		<div> <div>FALMOUTH</div> <div>Town Hall/School Campus ▶</div> <div>West Falmouth Businesses ▶</div> </div>	
10-S	Woodville Rd SB @ Falmouth Rd RETAINED	D.13	<div> <div>FALMOUTH</div> <div>◀ Route One Businesses</div> <div>Town Hall ▶</div> <div>West Falmouth Businesses ▶</div> </div>		<div> <div>FALMOUTH</div> <div>◀ Route One Businesses</div> <div>Town Hall ▶</div> <div>West Falmouth Businesses ▶</div> </div>		<div> <div>FALMOUTH</div> <div>◀ Route One Businesses</div> <div>Town Hall ▶</div> <div>West Falmouth Businesses ▶</div> </div>	
10-E	Falmouth Rd EB @ Woodville Rd	SD.13	<div> <div>FALMOUTH</div> <div>▲ Route One Businesses</div> <div>◀ School Campus</div> </div>		<div> <div>FALMOUTH</div> <div>▲ Route One Businesses</div> <div>◀ School Campus</div> </div>		<div> <div>FALMOUTH</div> <div>▲ Route One Businesses</div> <div>◀ School Campus</div> </div>	
10-W	Falmouth Rd WB @ Woodville Rd	SD.12	<div> <div>FALMOUTH</div> <div>▲ West Falmouth Businesses</div> <div>School Campus ▶</div> </div>		<div> <div>FALMOUTH</div> <div>▲ West Falmouth Businesses</div> <div>School Campus ▶</div> </div>		<div> <div>FALMOUTH</div> <div>▲ West Falmouth Businesses</div> <div>School Campus ▶</div> </div>	
11-N	Woodville Rd NB @ Schools	D.14	REMOVED		REMOVED		REMOVED	
11-S	Woodville Rd SB @ Schools	D.15	REMOVED		REMOVED		REMOVED	
12-N	Woodville Rd WB @ Woods Rd CANCELLED	SD.32						
12-S	Woodville Rd EB @ Woods Rd CANCELLED	SD.33						



13-N Falmouth Rd WB @ Leighton Rd  
13-S Falmouth Rd EB @ Leighton Rd  
CANCELLED

SD.17 S

FALMOUTH
◀ West Falmouth Businesses

S

FALMOUTH
◀ West Falmouth Businesses

FALMOUTH
▲ Community Park
◀ West Falmouth Businesses

M

13-E Leighton Rd EB @ Falmouth Rd

D.20 M

FALMOUTH
Town Hall/School Campus ▶
Route One Businesses ▶

M

FALMOUTH
Town Hall/School Campus ▶
Route One Businesses ▶

FALMOUTH
◀ Community Park
Town Hall/School Campus ▶
Route One Businesses ▶

M

14-S Winn Rd SB @ Falmouth Rd

D.22 L

FALMOUTH
◀ Town Hall/School Campus
◀ Route One Businesses
West Falmouth Businesses ▶

L

FALMOUTH
◀ Town Hall/School Campus
◀ Route One Businesses
West Falmouth Businesses ▶

FALMOUTH
◀ Town Hall/School Campus
◀ Route One Businesses
West Falmouth Businesses ▶

L

14-S-2 Winn Rd SB before Comm. Park  
CANCELLED

SD.19

FALMOUTH
◀ Community Park

S

14-E Falmouth Rd EB @ Winn Rd

SD.20 M

FALMOUTH
Town Hall/School Campus ▶
Route One Businesses ▶

M

FALMOUTH
▲ Community Park
Town Hall/School Campus ▶
Route One Businesses ▶

FALMOUTH
▲ Community Park
Town Hall/School Campus ▶
Route One Businesses ▶

M

14-W Falmouth Rd WB @ Winn Rd  
CANCELLED

D.21

S

FALMOUTH
Community Park ▶

FALMOUTH
Community Park ▶

S

15-N Rt 100 NB @ Hannaford  
CANCELLED

SD.14

15-S Rt 100 SB @ Hannaford  
CANCELLED

SD.15

15-E Turnpike Exit 53 @ Rt 100

D.16

FALMOUTH
----------

FALMOUTH
----------

FALMOUTH
----------



16-N Rt 100 NB @ Leighton Rd

D.17

M

◀	Town Hall/School Campus
◀	Route One Businesses
Welcome to the West Falmouth Business District	

M

FALMOUTH	
Town Hall/School Campus	▶
Route One Businesses	▶

M

◀	Town Hall/School Campus
◀	Route One Businesses
Welcome to West Falmouth Businesses	

M

FALMOUTH	
Town Hall/School Campus	▶
Route One Businesses	▶

◀	Town Hall/School Campus
◀	Community Park
◀	Route One Businesses
Welcome to West Falmouth Businesses	

L

16-S Rt 100 SB @ Leighton Rd

SD.36

CANCELLED

16-E Leighton Rd EB @ Rt 100

SD.35

M

FALMOUTH	
▲	Town Hall/School Campus
▲	Route One Businesses

M

FALMOUTH	
▲	Town Hall/School Campus
▲	Route One Businesses

FALMOUTH	
▲	Town Hall/School Campus
▲	Route One Businesses

M

16-W Leighton Rd WB @ Rt 100

SD.16

CANCELLED

16-S-2 Rt 100 SB @ Mountain Rd

D.24

L

FALMOUTH	
▲	West Falmouth Businesses
◀	Town Hall/School Campus
◀	Route One Businesses

L

FALMOUTH	
▲	West Falmouth Businesses
◀	Town Hall/School Campus
◀	Route One Businesses

FALMOUTH	
▲	West Falmouth Businesses
◀	Community Park
◀	Town Hall/School Campus
◀	Route One Businesses

L

16-E-2 Mountain Rd EB @ Rt 100

D.23

CANCELLED

16-W-2 Falmouth Rd WB @ Rt 100

SD.37

S

FALMOUTH	
◀	West Falmouth Businesses

S

FALMOUTH	
◀	West Falmouth Businesses

FALMOUTH	
◀	West Falmouth Businesses

S



17-N	Rt 100 NB @ Hadlock Rd	CANCELLED	SD.21
17-S	Rt 100 SB @ Hadlock Rd	CANCELLED	SD.22
18-N	Rt 100 NB @ Hurricane Rd	CANCELLED	SD.23
18-S	Rt 100 SB @ Hurricane Rd	CANCELLED	SD.24
19-N	Blackstrap Rd NB @ Hardy Rd	CANCELLED	SD.29
19-S	Blackstrap Rd SB @ Hardy Rd	CANCELLED	SD.28
20-N	Blackstrap Rd NB @ Mast Rd	CANCELLED	SD.26
20-S	Blackstrap Rd SB @ Mast Rd	CANCELLED	SD.27
20-W	Mountain Rd WB @ Blackstrap Rd	CANCELLED	SD.25
21-N	Blackstrap Rd NB @ Hurricane Rd	CANCELLED	SD.31
21-S	Blackstrap Rd SB @ Hurricane Rd	CANCELLED	SD.30
22-N	Mast Rd NB @ Upland Way	ADDED	
22-S	Mast Rd SB @ Upland Way		



	June Quantity B	June proposal	B	October Quantity B	October Quantity E	October Quantity F	October proposal	B	E	F
Shop Drawings	1	\$ 1,200	\$ 1,200	1	1	1	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200
Large Gateway	1	\$ 4,820	\$ 4,820	1	1	1	\$ 5,390	\$ 5,390	\$ 5,390	\$ 5,390
Large sign	8	\$ 5,470	\$ 43,760	8	8	10	\$ 4,150	\$ 33,200	\$ 33,200	\$ 41,500
Medium sign	0	\$ -	\$ -	12	14	14	\$ 2,933	\$ 35,196	\$ 41,062	\$ 41,062
Small sign	16	\$ 2,680	\$ 42,880	3	5	7	\$ 2,768	\$ 8,304	\$ 13,840	\$ 19,376
Dig Safe	1	\$ -	\$ -	1	1	1	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500
	25		\$ 92,660	24	28	32		\$ 84,790	\$ 96,192	\$ 110,028



9 THOMAS DRIVE  
COL. WESTBROOK EXECUTIVE PARK  
WESTBROOK, ME 04092

PHONE: 207-774-2843  
1-800-539-SIGN  
FAX: 207-774-1193

www.baileysign.com

# PROPOSAL

## Proposal #: 10690

Proposal Date: 10/01/18  
Customer #: 6308  
Page: 1 of 3

SOLD TO:	JOB LOCATION:
TOWN OF FALMOUTH 271 FALMOUTH RD. FALMOUTH ME 04105	Town of Falmouth 271 Falmouth Rd. Falmouth ME 04105  REQUESTED BY: Theo Holtwijk

Bailey Sign, Inc. (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 #2520 Mobilization, Site Survey, Shop Drawings	\$1,200.00	\$1,200.00
1	QUOTE #2521 Furnish & install Large Gateway sign - 3'6"h x 5'6"w x 4" deep sign panel made of .090 painted aluminum with double-sided reflective vinyl graphics, mounted on two(2) 6" square by 6' tall painted aluminum posts with precast concrete bases having break away anchor bolts.	\$5,390.00	\$5,390.00
8	QUOTE #2522 Furnish & install Large Vehicular Directional sign - 75"h x 47"w sign panel made of .125 painted aluminum with single-sided reflective vinyl graphics, mounted on one(1) 6" square by 10' tall painted aluminum posts with precast concrete bases having breakaway anchor bolts.	\$4,150.00	\$33,200.00
12	QUOTE #2523 Furnish & install Medium Vehicular Directional sign - 53"h x 47"w sign panel made of .125 painted aluminum with single-sided reflective vinyl graphics, mounted on one(1) 4" square by 8' tall painted aluminum tube with precast concrete base having breakaway anchor bolts.	\$2,933.00	\$35,196.00
3	QUOTE #2524 Furnish & install Small Vehicular Directional sign - 36.5"h x 47"w sign panel made of .125 painted aluminum with single-sided reflective vinyl graphics, mounted on one(1) 4" square by 7' tall painted aluminum tube with precast concrete base having breakaway anchor bolts.	\$2,768.00	\$8,304.00
1	QUOTE #2525 All sign locations to be marked with stakes by Bailey Sign with assistance for spotting by client. Bailey Sign responsible for coordinating Dig Safe for each location. If Dig Smart is requested, additional costs will apply. All town or DOT permits are the responsibility of client.	\$1,500.00	\$1,500.00

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:

CUSTOMER INITIALS \_\_\_\_\_





9 THOMAS DRIVE  
COL. WESTBROOK EXECUTIVE PARK  
WESTBROOK, ME 04092

PHONE: 207-774-2843  
1-800-539-SIGN  
FAX: 207-774-1193

www.baileysign.com

# PROPOSAL

## Proposal #: 10690

Proposal Date: 10/01/18  
Customer #: 6308  
Page: 2 of 3

**TOTAL PROPOSAL AMOUNT: \$84,790.00**

### TERMS: BALANCE DUE ON COMPLETION

FOR YOUR CONVENIENCE YOU MAY PAY BY VISA, MASTERCARD OR AMERICAN EXPRESS. THE FOLLOWING CONVENIENCE FEES APPLY AND WILL BE ADDED TO ALL ORDERS ABOVE \$1,000: VISA AND MASTERCARD: 2.5%, AMERICAN EXPRESS: 4%

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

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THE CONTRACT PRICE HAS BEEN CALCULATED BASED ON THE CURRENT PRICES FOR MATERIALS AS OF THE EXECUTION OF THIS AGREEMENT. CONTRACTOR AGREES TO USE HIS BEST EFFORTS TO OBTAIN THE LOWEST POSSIBLE PRICES FROM AVAILABLE MATERIAL SUPPLIERS. IF A SIGNIFICANT PRICE INCREASE OCCURS DURING THE PERIOD OF TIME BETWEEN CONTRACT EXECUTION AND SUBSTANTIAL COMPLETION OF THE PROJECT, THE CONTRACT PRICE SHALL BE ADJUSTED BY AN AMOUNT REASONABLY NECESSARY TO COVER ANY INCREASE. A SIGNIFICANT PRICE INCREASE SHALL MEAN ANY INCREASE IN PRICE EXCEEDING TEN PERCENT ( 10 %)

### TERMS AND CONDITIONS

1. UPON DEFAULT IN THE PAYMENT OF ANY SUMS HEREIN AGREED, Bailey Sign, Inc. 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.
2. OWNERSHIP TO SAID SIGN(S) SHALL REMAIN IN THE COMPANY UNTIL PAID FOR IN FULL, BUT AFTER DELIVERY TO THE CUSTOMER ALL OF DAMAGE FROM FIRE OR OTHER CAUSES AFTER SAID DELIVERY SHALL BE ASSUMED BY SAID CUSTOMER AND WILL NOT AFFECT THE RIGHTS OF THE COMPANY TO ENFORCE OF THE PURCHASE PRICE THEN UNPAID. THE COMPANY HAS THE RIGHT TO REMOVE/REPOSSESS SIGNAGE AND ANY COMPANY PROVIDED MOUNTING EQUIPMENT (BRACKETS, POLES, BASES, ETC.) IN THE CASE OF NON-PAYMENT.
3. ALL TERMS AND CONDITIONS OF THIS CONTRACT SHALL BE BINDING UPON ANYSUCCESSORS, ASSIGNEES OR OTHER LEGAL REPRESENTATIVES OF THE RESPECTIVE PARTIES BUT NO ASSIGNMENT SHALL BE MADE BY THE CUSTOMER WITHOUT THE CONSENT IN WRITING THE COMPANY UNLESS FULL PAYMENT OF THE TOTAL CONSIDERATION HAS BEEN MADE.
4. ALL PRICING IS BASED ON NORMAL WORKING HOURS, 7:30 AM TO 4:30 PM, MONDAY – FRIDAY. HOLIDAYS, WEEKENDS, AND OVERTIME ARE ADDITIONAL.
5. ALL MANUFACTURING MEETS OR EXCEEDS U.L. REQUIREMENTS, ARE LABELED, AND MEET #2161 OF THE NATIONAL ELECTRICAL CODE GROUND FAULT PROTECTION.
6. CUSTOMER AGREES TO PROVIDE PRIMARY ELECTRICAL TO LOCATION OF DISPLAY AND MAKE CONNECTION TO SIGNAGE UNLESS OTHERWISE SPECIFIED IN PROPOSAL.
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8. Bailey Sign, Inc. MAKES NO REPRESENTATION OF QUALITY OR INTEGRITY OF POLE(S) OR FOUNDATION(S) WHICH ARE EXISTING OR INSTALLED BY OTHERS.
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12. ALL PRODUCTS MANUFACTURED BY THE COMPANY ARE WARRANTED AGAINST DEFECTIVE PARTS, MATERIALS AND WORKMANSHIP FOR A PERIOD OF ONE YEAR (1) YEAR FROM INSTALLATION. WARRANTEE IS VOID IS INVOICES ARE NOT PAID IN FULL. [COMPANY\_NAME] HAS THE RIGHT TO REMOVE SIGN(S) IN THE CASE OF NON-PAYMENT.

CUSTOMER INITIALS \_\_\_\_\_



9 THOMAS DRIVE  
COL. WESTBROOK EXECUTIVE PARK  
WESTBROOK, ME 04092

PHONE: 207-774-2843  
1-800-539-SIGN  
FAX: 207-774-1193

[www.baileysign.com](http://www.baileysign.com)

# PROPOSAL

## Proposal #: 10690

Proposal Date: 10/01/18  
Customer #: 6308  
Page: 3 of 3

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.

ACCEPTED BY: \_\_\_\_\_

TITLE: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

DATE: \_\_\_\_\_

CUSTOMER INITIALS \_\_\_\_\_





9 THOMAS DRIVE  
COL. WESTBROOK EXECUTIVE PARK  
WESTBROOK, ME 04092

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# PROPOSAL

## Proposal #: 10691

Proposal Date: 10/01/18  
Customer #: 6308  
Page: 1 of 3

SOLD TO:	JOB LOCATION:
TOWN OF FALMOUTH 271 FALMOUTH RD. FALMOUTH ME 04105	Town of Falmouth 271 Falmouth Rd. Falmouth ME 04105  REQUESTED BY: Theo Holtwijk

Bailey Sign, Inc. (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 #2520 Mobilization, Site Survey, Shop Drawings	\$1,200.00	\$1,200.00
1	QUOTE #2521 Furnish & install Large Gateway sign - 3'6"h x 5'6"w x 4" deep sign panel made of .090 painted aluminum with double-sided reflective vinyl graphics, mounted on two(2) 6" square by 6' tall painted aluminum posts with precast concrete bases having break away anchor bolts.	\$5,390.00	\$5,390.00
8	QUOTE #2522 Furnish & install Large Vehicular Directional sign - 75"h x 47"w sign panel made of .125 painted aluminum with single-sided reflective vinyl graphics, mounted on one(1) 6" square by 10' tall painted aluminum posts with precast concrete bases having breakaway anchor bolts.	\$4,150.00	\$33,200.00
14	QUOTE #2523 Furnish & install Medium Vehicular Directional sign - 53"h x 47"w sign panel made of .125 painted aluminum with single-sided reflective vinyl graphics, mounted on one(1) 4" square by 8' tall painted aluminum tube with precast concrete base having breakaway anchor bolts.	\$2,933.00	\$41,062.00
5	QUOTE #2524 Furnish & install Small Vehicular Directional sign - 36.5"h x 47"w sign panel made of .125 painted aluminum with single-sided reflective vinyl graphics, mounted on one(1) 4" square by 7' tall painted aluminum tube with precast concrete base having breakaway anchor bolts.	\$2,768.00	\$13,840.00
1	QUOTE #2525 All sign locations to be marked with stakes by Bailey Sign with assistance for spotting by client. Bailey Sign responsible for coordinating Dig Safe for each location. If Dig Smart is requested, additional costs will apply. All town or DOT permits are the responsibility of client.	\$1,500.00	\$1,500.00

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:

CUSTOMER INITIALS \_\_\_\_\_



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# PROPOSAL

Proposal #: 10691

Proposal Date: 10/01/18

Customer #: 6308

Page: 2 of 3

**TOTAL PROPOSAL AMOUNT: \$96,192.00**

## TERMS: BALANCE DUE ON COMPLETION

FOR YOUR CONVENIENCE YOU MAY PAY BY VISA, MASTERCARD OR AMERICAN EXPRESS. THE FOLLOWING CONVENIENCE FEES APPLY AND WILL BE ADDED TO ALL ORDERS ABOVE \$1,000: VISA AND MASTERCARD: 2.5%, AMERICAN EXPRESS: 4%

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CUSTOMER INITIALS \_\_\_\_\_



9 THOMAS DRIVE  
COL. WESTBROOK EXECUTIVE PARK  
WESTBROOK, ME 04092

PHONE: 207-774-2843  
1-800-539-SIGN  
FAX: 207-774-1193

[www.baileysign.com](http://www.baileysign.com)

## PROPOSAL

**Proposal #: 10691**

**Proposal Date:** 10/01/18  
**Customer #:** 6308  
**Page:** 3 of 3

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.

ACCEPTED BY: \_\_\_\_\_

TITLE: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

DATE: \_\_\_\_\_

CUSTOMER INITIALS \_\_\_\_\_





9 THOMAS DRIVE  
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# PROPOSAL

Proposal #: 10692

Proposal Date: 10/01/18  
Customer #: 6308  
Page: 1 of 3

SOLD TO:	JOB LOCATION:
TOWN OF FALMOUTH 271 FALMOUTH RD. FALMOUTH ME 04105	Town of Falmouth 271 Falmouth Rd. Falmouth ME 04105  REQUESTED BY: Theo Holtwijk

Bailey Sign, Inc. (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
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1	QUOTE #2521 Furnish & install Large Gateway sign - 3'6"h x 5'6"w x 4" deep sign panel made of .090 painted aluminum with double-sided reflective vinyl graphics, mounted on two(2) 6" square by 6' tall painted aluminum posts with precast concrete bases having break away anchor bolts.	\$5,390.00	\$5,390.00
10	QUOTE #2522 Furnish & install Large Vehicular Directional sign - 75"h x 47"w sign panel made of .125 painted aluminum with single-sided reflective vinyl graphics, mounted on one(1) 6" square by 10' tall painted aluminum posts with precast concrete bases having breakaway anchor bolts.	\$4,150.00	\$41,500.00
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1	QUOTE #2525 All sign locations to be marked with stakes by Bailey Sign with assistance for spotting by client. Bailey Sign responsible for coordinating Dig Safe for each location. If Dig Smart is requested, additional costs will apply. All town or DOT permits are the responsibility of client.	\$1,500.00	\$1,500.00

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# PROPOSAL

## Proposal #: 10692

Proposal Date: 10/01/18  
Customer #: 6308  
Page: 2 of 3

**TOTAL PROPOSAL AMOUNT: \$110,028.00**

### TERMS: BALANCE DUE ON COMPLETION

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# PROPOSAL

## Proposal #: 10692

Proposal Date: 10/01/18  
Customer #: 6308  
Page: 3 of 3

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ACCEPTED BY: \_\_\_\_\_

TITLE: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

DATE: \_\_\_\_\_

CUSTOMER INITIALS \_\_\_\_\_