



UNITED SIGNS RESPONSE



SIGNS
ARCHITECTURAL SIGNAGE

City of Dover

Wayfinding and Information

System Signage

March 24th, 2020

Submitted By:

Jared Owens

Sr. Bid Director

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D: +770-899-8128


www.unitedsignsga.com




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Cover Page

 CITY OF DOVER	REQUEST FOR BID, PROPOSAL, QUOTATION	
	Request Type	Proposal
	Title	Wayfinding and Information System
Date	March 4, 2020	Number: B20048

CONTACT INFORMATION: Proposer must complete the following: By signing this proposal form you are attesting to your awareness and agreement with proposal terms and conditions. I certify that I am authorized to sign this form for the Proposer.

Official Entity Name	United Signs, LLC	FOB Information:	Dover NH
Address:	853 S. Peachtree St		
City, State, Zip	Norcross Georgia, 30071		
Email address:	jowens@unitedsignga.com	State of Incorporation	GA
Date:	3/22/20	SSN or EIN:	47-3113184
Telephone #:	770-899-8128	Fax #:	n/a
Signature:		Title:	Sr. Bid Director

We, the undersigned have declined to submit a proposal for:

- Insufficient time to respond
- We do not offer this product or service
- Our schedule would not permit us to perform
- Unable to meet specifications
- Unable to meet bond requirements
- Unable to meet insurance requirements
- Specifications too stringent (explain below)
- Other

NO BID

Cover Letter

March 24th, 2020



Dear Ms. Simmons,

United Signs, LLC. ("United") is pleased to present this proposal to the City of Dover ("City") for Wayfinding and Information Systems. We fully understand the requirements as described in the RFP and stand ready to contribute to achieving results that will exceed your expectations.

United is recognized as a regional leader in the southeast for our custom architectural sign manufacturing. Our work is featured in the finest hotels, government entities, corporate offices, universities, hospitals, small businesses and institutions throughout the Southeast and beyond. We take great pride that much of our products are fabricated by our talented in-house crew who work hand-in-hand with our expert project managers. As the City will evaluate its potential signage partners, we are certain that it will take note of:

- The experience, proven capabilities, and wide resource bandwidth we offer;
- Our outstanding reputation with our current clients (references provided);
- Our partnership approach to support; and
- That those attributes set us apart from our competitors.

To provide expedited communications between the City and United, I will serve as the City's primary point of contact during the procurement process. Please do not hesitate to contact me for clarification on any of our responses or any additional information required by the City. The contact information is listed below:

Phone: 770-899-8128

Email: jowens@unitedsignsga.com

We look forward to a favorable review of our proposal and stand ready to answer any questions posed by the City related to our solutions or capabilities.

Sincerely,

Jared Owens
Sr. Bid Director

Firm

Description of Firm

United Signs has a background of specializing in the design and fabrication of Architectural Signage. Whether there is a need for wayfinding signage that guides you through neighborhoods, malls, hospitals, and resorts, that get you to your destination or a LED billboard signs that sends a welcoming message to guest and customers United has it all. We provide artfully crafted visual identities for communication through signage. Our lighting and maintenance expertise allows you to maintain your investment throughout its lifetime. At United Signs we know that your customers, clients and patrons will see our creations, and because of that we obsess over every detail. We are confident that you will work with us time and time again because of our dedication.

Our Mission

To glorify God as we deliver quality products and services through Integrity, Trust & Respect for others. While we aim to foster long-term relationships by meeting and exceeding our customers' high expectations and earning their trust for years to come. We are dedicated to providing quality signage, displays and fixtures, services, and solutions to our customers. In achieving this mission, we treat our employees, vendors, partners and customers with integrity, while cultivating an environment that everyone admires and respects.

Our Values

- *LOVE*. Treat others like you'd want to be treated.
- *SERVANT'S HEART*. Lead with what people need.
- *EXCELLENCE*. Do great things with the gifts you've been given.
- *COURAGE*. Learn, improve and boldly drive change that matters.
- *FUN*. Work hard, laugh often

Why Us?

United provides modern and attractive signs that will help you thrive through effective communication. Unlike other sign companies, we design and build our own complete sign solutions and provide them to you through the easiest process in the industry.

Designed and Built by Us We develop the whole sign system from the ground up. From the all-aluminum cabinets to the software in our electronic signs, our products are made for ease-of-use and a great experience

Maximizing Buying Power By working with our experienced network of sign professionals, you'll have the power to design the sign of your dreams. We will ensure that you get the most value for your sign investment.

Giving You Peace-of-Mind With over 30 years of experience in helping organizations buy, install, use and service their signs, no one does it better. We will be your trusted partner throughout the process.

Area of Expertise

Design: Physical branding goes beyond the exterior signage and extends into the interior of all of your locations. Our team of highly qualified and experienced designers can create a logos for you but also help you to rebrand your current look.

Manufacturing: United Signs specializes in the fabrication of front lit channel letters, reverse channel letters, front lit-back lit channel letters, monument signs, interior signs, and directional signs. United Signs state-of-the-art facility in Norcross can handle your largest projects. Whether providing signage for a national rollout or a complete company rebranding project, United Signs expertise, attention to detail, and cost-saving initiatives will be the driving force behind your sign production.

Installation: In addition to designing and manufacturing signs, United Signs will install all of your signage to abide by regulations and code compliance. Our team of professional installers will not only install new signage but also remove any old or damaged signage.

Sign Code Development: With over 30 years of sign fabrication and installation, United Signs provides guidance to property owners and developers on guidelines that correspond with the municipality signage codes. These guidelines are developed with the purpose of keeping the property uniform and up to standard by preventing tenants from not following safety standards and by prohibiting impaired signs.

Sign Repair and Maintenance: Our services ensure your sign lasts as long as possible; however, due to uncontrollable elements, signs can be damaged. Thus, United Signs provides sign maintenance and repair services for existing and new customers.

Our Products

Channel Letters: Front lit / Reverse / Front Lit- Back Lit: Channel letters are the most common form of commercial signage, because the size and brightness of the brand's logo complement each other to produce signage that cannot be missed. In fact, your storefront signage will be your best source of advertising for brand awareness. Whether you're a local business owner or a fast-growing franchise, United Signs will deliver the best quality channel letters for your brand.

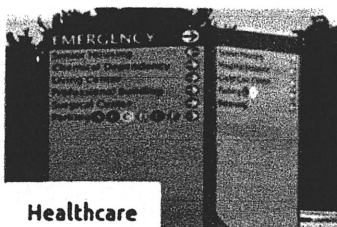
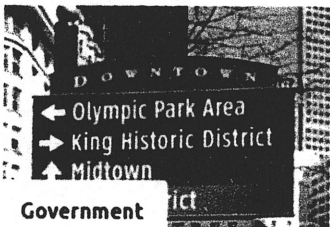
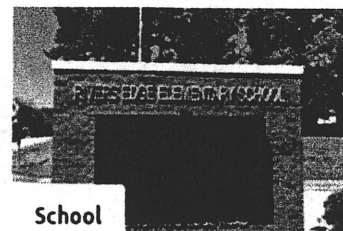
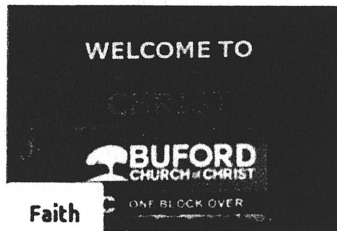
Monument Sign: A monument sign produces greater brand awareness through street advertising. This sign is typically installed low to the ground, with a self-supporting structure and solid base. Built from materials that are proven to withstand the test of time and elements of nature, these enduring free-standing signs create a professional entrance to your brand. Our monument signs can be

customized in a variety of ways—including: shape, material, and illumination—to create an equally attractive and affordable experience, designed to complement your business.

Interior Signage: Interior signs are the best way to show off your brand’s pride inside your location. These packages can come in a variety of shapes and sizes, and they can be customized to best complement your brand. In order to create the best personalized look for your company, United Signs offers digital graphics, dimensional letters, electric signs, way finding signs, and much more.

Directional Signage: Directional signage is essential—not only for the guidance of pedestrians and consumers, but also for staff in order to improve efficiency. At United Signs, we take custom design and match it with an unparalleled experience when managing projects involving directional signage for all of our consumers.

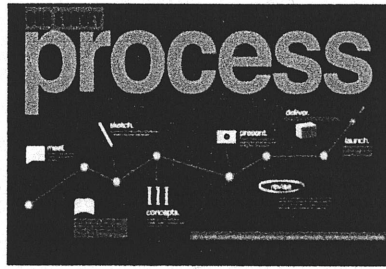
Industries We Serve



Commitment

United has been in business for over 30 years. One important lesson we've learned is that every project isn't the same. United's streamlined and efficient processes guarantees that your signage is designed, manufactured and installed according to your agreed-upon schedule and budget. We will provide the City with a knowledgeable team of industry experts that will be hands on during the entire process.

United has thoroughly read through the required request and intends to provide the following:



- Step one is to provide a site survey of each location to thoroughly determine all equipment and installation staffing required to complete the job.

- Our design director and graphics staff will meet with the City to go over any additional requirements and will then determine your signage's design and dimensions. We understand how to create signage that will complement the City's image and attract guest. We design all projects with installation in mind,

allowing us to discover – and fix- any design flaws in the beginning of the process.

- We will then submit a book of rendered drawings for the City's approval. Once approved, our administrative staff will also receive necessary clearances from municipal authorities regarding signage placement. We will go through the proper channels to pull all the required permits.
- Once the permitting process is underway, our staff will go to work fabricating your exterior sign design in our expansive North Georgia facilities as well as configure the panels.
- Once the fabrication is complete, we will work with the City's designated point of contact to schedule installation.
- The installation timeline is to be determined but we can guarantee that it will be completed by June 2020 with the most experienced, technically competent, installers and management in our region. Using our large fleet of trucks and specialty equipment, our trained sign installation personnel will work to install and maintain the City's signs. Our emphasis on regular maintenance ensures signs longevity and attractiveness. Many of our customers have told us that our installers are more talented and capable than those of the other companies that they've worked with.

Equipment

United has all the necessary technical equipment required to complete any job big or small. We own a fleet of bucket trucks that are fully tooled with ladders, step ladders, scaffolds, and hydraulic platforms operated by our skilled licensed installation team.



Cost

City Wayfinding System Dover, NH
 Fabrication+Installation Pricing Matrix 24 February 2020

City Sign System – Project Pricing								
Qty	Type	Description	Unit Fabrication	Unit Installation	Unit Total	Combined Fabrication	Combined Installation	Combined Total
1	G1.0	Primary Gateway > arc grid/freestanding	\$ 21,525	\$ 1,800 -	\$ 23,325 -	\$ 21,525 -	\$ 1,800 -	\$ 23,325 -
6	G2.0	Secondary Gateway > freestanding	\$ 3,450	\$ 333 -	\$ 34,783 -	\$ 20,700 -	\$ 1,998 -	\$ 22,698 -
		add/alt. option: breakaway base	\$ 1,125	\$ n/a -	\$ 1,125 -	\$ 6,750 -	\$ n/a -	\$ 6,750 -
8	D1.0	Primary Directional > freestanding	\$ 3,450	\$ 331 -	\$ 3,781 -	\$ 27,600 -	\$ 2,648 -	\$ 30,248 -
		add/alt. option: breakaway base	\$ 1,125	\$ n/a -	\$ 1,125 -	\$ 9,000 -	\$ n/a -	\$ 9,000 -
1	D1-4	Primary Directional > panel only, on existing mast arm post	\$ 3,450	\$ 600 -	\$ 4,050 -	\$ 3,450 -	\$ 600 -	\$ 4,050 -
10	D2.0	Secondary Directional > freestanding	\$ 3,900	\$ 330 -	\$ 4,230 -	\$ 39,000 -	\$ 3,300 -	\$ 42,300 -
11	D3.0	Tertiary Directional > freestanding	\$ 2,025	\$ 118 -	\$ 2,143 -	\$ 22,275 -	\$ 1,300 -	\$ 23,575 -
1	D3.P	Tertiary Directional > panel only, mounted on existing post T&O	\$ 3,450	\$ n/a -	\$ 3,450 -	\$ 3,450 -	\$ 0 -	\$ 3,450 -
4	D4	Parking Directional > panel only	\$ 3,450	\$ 275 -	\$ 4,550 -	\$ 13,800 -	\$ 1,100 -	\$ 14,900 -
4	D5	Offsite Directional > panel only	\$ 2,850	\$ 297.50	\$ 3,174.50	\$ 11,400 -	\$ 1,190 -	\$ 12,590 -
4	D6.0	Pedestrian Directional > freestanding	\$ 3,750	\$ 240 -	\$ 3,990 -	\$ 15,000 -	\$ 960 -	\$ 15,960 -
3	V1.0	Visitor Information Table > 1). porcelain enamel graphic panels	\$ 8,850	\$ 633.33	\$ 9,483.33	\$ 26,550 -	\$ 1,900 -	\$ 28,450 -
		2). high-pressure laminate graphic panels	\$ 8,850	\$ 0 -	\$ 0 -	\$ 0 -	\$ 0 -	\$ 0 -
6	V2.1	Visitor Information Post > single-sided: 1). porcelain enamel panels	\$ 7,950	\$ 833.33	\$ 8,783.33	\$ 47,700 -	\$ 5,000 -	\$ 52,700 -
		2). high-pressure laminate	\$ 7,950	\$ 0 -	\$ 0 -	\$ 0 -	\$ 0 -	\$ 0 -
1	V2.2	Visitor Information Post > double-sided: 1). porcelain enamel panels	\$ 8,025	\$ 930 -	\$ 8,955 -	\$ 8,025 -	\$ 930 -	\$ 8,955 -
		2). high-pressure laminate	\$ 7,950	\$ 0 -	\$ 0 -	\$ 0 -	\$ 0 -	\$ 0 -
3	A2.0	Secondary Park ID > freestanding /single-sided	\$ 3,600	\$ 391.66	\$ 3,911.66	\$ 10,800 -	\$ 1,175 -	\$ 11,975 -

Project Expenses: general conditions, shop drawings, travel, etc.

\$ 2,500 -

Related Costs: estimated/plus % projected

\$ -

Project Total: \$ 305,326.

Team

Company Structure

United Signs has a background of specializing in the design and fabrication of Architectural Signage. United's structure is built off the key following areas:

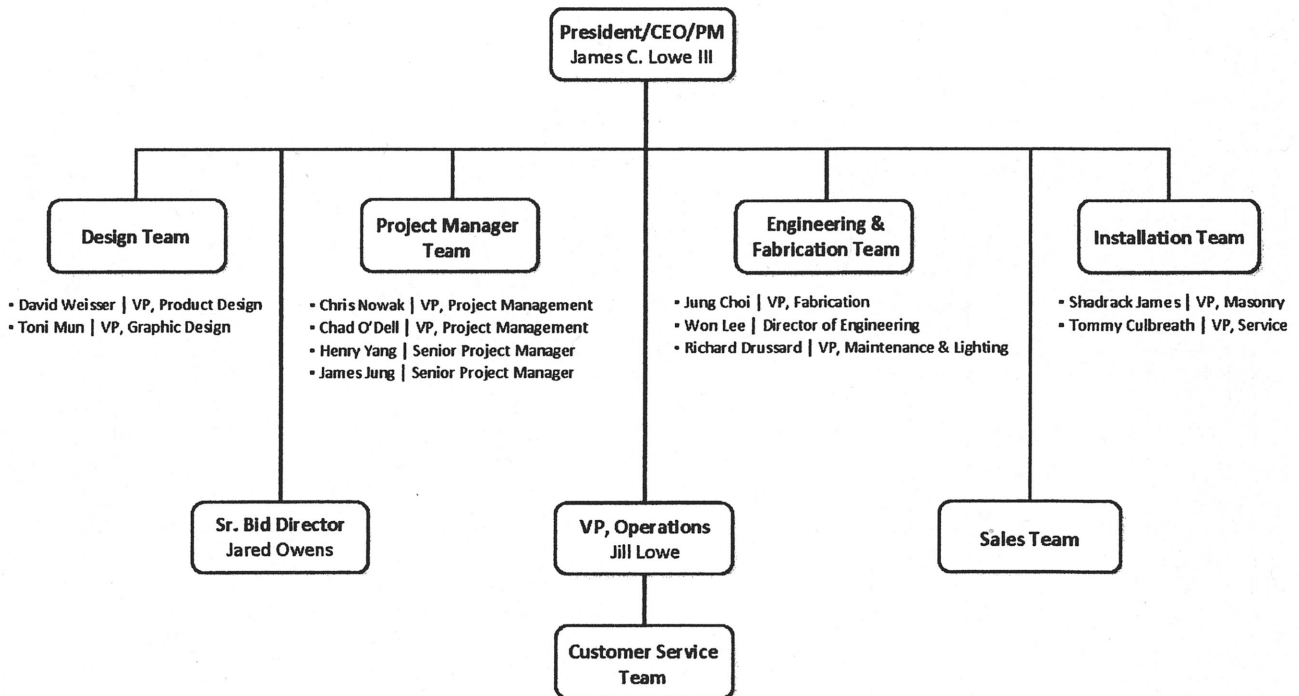
Project Managers, our customers' first point of contact, coordinate with United Signs people and services to make your signage projects a reality. They with you every step of the way, assuring that your sign project meets all requirements and is completed on time.

Designers, our talented and experienced visionaries, work with your ideas and requirements to create spectacular signage to make your business a standout.

Engineers, Fabricators, and Assemblers take your sign designs and make them a reality, crafted with high quality materials and durable structural design.

Installation and Service Technicians have the equipment and expertise to get your signs up and working for your business as soon as possible. And our service technicians assure your sign always looks as good as the day it was first installed. You will see your bright ideas working for your business.

Below represents our company organization chart:



United intend to use the following individual for help service the project:

- James Lowe || Vice President, General Manager
- Won Lee || Director Engineering
- Jung Choi || Vice President, Fabrication/ Manufacturing
- Chad O'Dell || Vice President, Project Management
- Toni Mun || Vice President, Creative Services/Graphic Design
- Chris Nowak || Vice President, Business Development/Project Management
- Tommy Culbreath || Vice President, Service
- Richard Drussard || Vice President, Maintenance & Lighting

The resumes of the selected individuals that will have direct involvement with the project are listed below:

James Lowe || Vice President, General Manager

James works tirelessly to provide clients a superior experience that is second to none. James utilizes his extensive signage background to partner with our existing teams to create, maintain, and strengthen current and new client relationships. His enthusiasm for teaching, serving clients, and collaborating with his team members is something he looks forward to daily at work. From his early beginnings in the field, James has seen just about everything which is instrumental for leading the United Signs team successfully.

Won Lee || Director Engineering

Won has pivoted his role here at United Signs from Director of Project Services to Director of Engineering. In this role, Won oversees the engineering team. Utilizing his background in fabrication and years of engineering experience Won is well suited to focus his teams on creativity and quality. Won is also integral to the development of lean processes throughout the organization using process automation and eliminating duplicate work.

Jung Choi || Vice President, Fabrication/ Manufacturing

Jung is an instrumental part to every one of United Signs projects. Jung's veteran fabrication knowledge in planning, scheduling and quality control is an invaluable asset that results in our continued success. Jung has managed our fabrication team for over 20+ years, and has successfully managed countless projects across the United States.

Chad O'Dell || Vice President, Project Management

Chad is a crucial member of our large-scale projects. Chad manages contracts ranging from \$50,000 to over \$2 million in value while navigating complex installation and fabrication details. Chad's understanding of site operations is invaluable to our success. He specializes in design-build, large-scale projects, LED message centers and specialty projects where clients and designers seek expert advice on how to solve complex challenges and installations.

Toni Mun || Vice President, Creative Services/Graphic Design

Toni is a talented graphic designer that manages our team of graphic artists provide clients with a variety of designs and illustrations including: vector, typography, and 3D modeling.

Chris Nowak || Vice President, Business Development/Project Management

With over 30 years of business development and marketing experience, Chris brings extensive sign industry knowledge to United Signs. Chad works tirelessly at seeking out business development opportunities. He is a devoted advocate for the client, and with all his business development experience, has a great eye for maximum impact sign design. He brings to "Team US" a set of skills in management, growth-building, team-building and business development.

Tommy Culbreath || Vice President, Service

Tommy manages United Signs network of certified manufacturing and installation partners and works directly with them to ensure that our clients receive only the highest quality products and services available.

Richard Drussard || Vice President, Maintenance & Lighting

Richard oversees our maintenance and lighting, assisting on overall planning, monitors milestones and ensures proper execution to fulfill client service projects from contract to completion. This includes working directly with clients, architects, general contractors, and internal employees to implement each project successfully.

References

<p>Brandon Branham Finance Director City of Peachtree Corners bbranham@peachtreecornersga.gov 147 Technology Parkway Peachtree Corners, GA 30092 Office: (678) 691-1200 Work Performed: City Monument, Wall and Wayfinding Contract Period: 6/1/18-12/15/18 Year Completed: 2018 Total Cost: \$180,740</p>	<p>Michael Adams Development Manager Brand Properties madams@brandproperties.com 3328 Peachtree Road, NE, Suite 100 Atlanta, GA 30326 678.226.7544 (Direct) Work Performed: Sugarloaf Walk- Multi Family ADA, Monuments & Wall Signage Contract Period: 3/7/19-9/19/19 Year Completed: 2019 Total Cost: \$138,700</p>
<p>Robert D. Smith Assistant City Manager City of Perry robert.smith@perry-ga.gov 500 Ball Street P.O. Box 2030 Perry, GA 31069 Office 478-988-2757 Mobile 478-508-1571 Work Performed: City Monument, Wall and Wayfinding Contract Period: 1/15/19-6/12/19 Year Completed: 2019 Total Cost: \$217,035</p>	<p>Mark Schmidt Coastal General Contractors 6689 Peachtree Industrial Blvd STE B Peachtree Corners, GA 30092-4303 mschmidt@coastalgcllc.com 678-446-7144 Work Performed: Mansions Senior Living-Monument & Wayfinding Contract Period: 2/16/19-8/1/19 Year Completed: 2019 Total Cost: \$213,570</p>
<p>Filiberto Lara Sr. Project Manager Choate Construction Company FLara@choateco.com 8200 Roberts Drive, Suite 600 Atlanta, GA 30350 678-892-1223 Work Performed: KEFI Contract Period: 6/13/19-11/7/19 Year Completed: 2019 Total Cost: \$263,752</p>	<p>David Gay Director of Construction 3D Project Management david@threedpm.com 2300 Bethelview Road Suite 110-337 Cumming, GA 30040 Office 678.794.8182 Work Performed: Victory World Church Digital & Monument Signage Contract Period: 8/21/19-10/21/19 Year Completed: 2019 Total Cost: \$63,915</p>

Prior Relevant Experience for Similar Projects

PROJECT LIST

MAJOR PROJECTS	OWNER/ARCHITECT	LOCATION
AWALON	NORTH AMERICAN PROPERTIES	ALPHARETTA, GA
NOBU, ATLANTA	SIMON PROPERTIES	ATLANTA, GA
CELEBRATION POINTE	VIKING COMPANIES / RACO REAL ESTATE	GAINESVILLE, FL
COLONY SQUARE	NORTH AMERICAN PROPERTIES	ATLANTA, GA
PHIPPS PLAZA (EXPANSION)	SIMON PROPERTIES	ATLANTA, GA
DANIA POINTE	KIMCO	DANIA BEACH, FL
WATER TOWER PLACE	WATER TOWER PLACE	CHICAGO, IL
ATLANTIC STATION	NORTH AMERICAN PROPERTIES	ATLANTA, GA
LYNNHAVEN MALL	GENERAL GROWTH PROPERTIES	VIRGINIA BEACH, VA
PARKS AT ARLINGTON	GENERAL GROWTH PROPERTIES	ARLINGTON, TX
EMORY HOSPITAL J WING EXPANSION	EMORY UNIVERSITY HOSPITAL	ATLANTA, GA
SOUTH SHORE PLAZA	SIMON PROPERTIES	BRAINTREE, MA
THE BASCOM ART CENTER	THE BASCOM	HIGHLANDS, NC
STONE MOUNTAIN MARKETPLACE	HERSCHELD FAMILY ENTERTAINMENT	STONE MOUNTAIN, GA
REGENTS PARK AT PEACHTREE BATTLE	CARTER USA	ATLANTA, GA
RSA OFFICE TOWER	RETIREMENT SYSTEMS OF ALABAMA	MONTGOMERY, AL
BATTLEHOUSE HOTEL	RETIREMENT SYSTEMS OF ALABAMA	MOBILE, AL

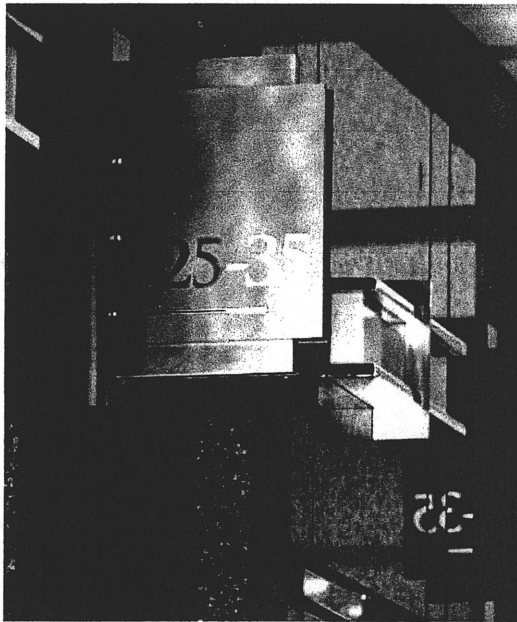
PUBLICATIONS

SHOPPING CENTERS TODAY
 IDENTITY
 VM&SD
 PRINT
 COMMUNICATION ARTS
 HOW
 INTERIORS

CAPABILITIES

MIXED-USE
 EDUCATION
 AIRPORT
 RESIDENTIAL
 HOSPITALITY
 HEALTH CARE
 EXHIBIT
 RETAIL
 SPORTS
 CORPORATE
 RESTAURANT

¹ UNITED SIGNS PORTFOLIO



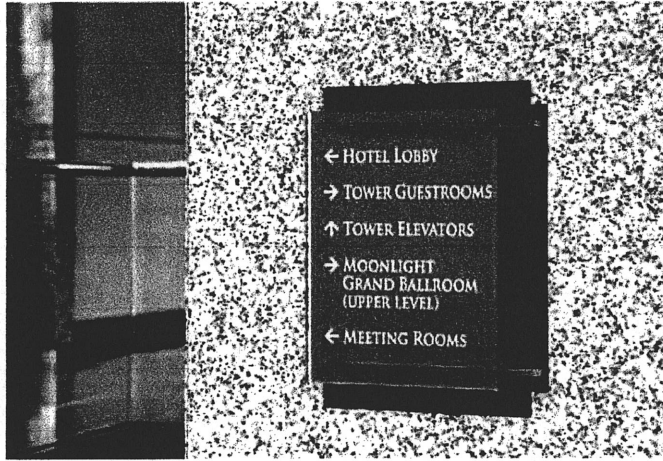
The tallest building along the Gulf outside of Houston, the RSA Tower is unique for its height (745 ft.) and its proximity to Mobile's historic Battle House Hotel. In fact, the contemporary glass and steel tower and the 1851 brick hotel share a literal and figurative connection—thanks, in part, to Huie Design's interwoven graphics program.

Challenge / Solution / Scope:

The identification and wayfinding system help unite the two buildings while maintaining the unique 35 floors—including common areas, retail tenant spaces, and event rooms.

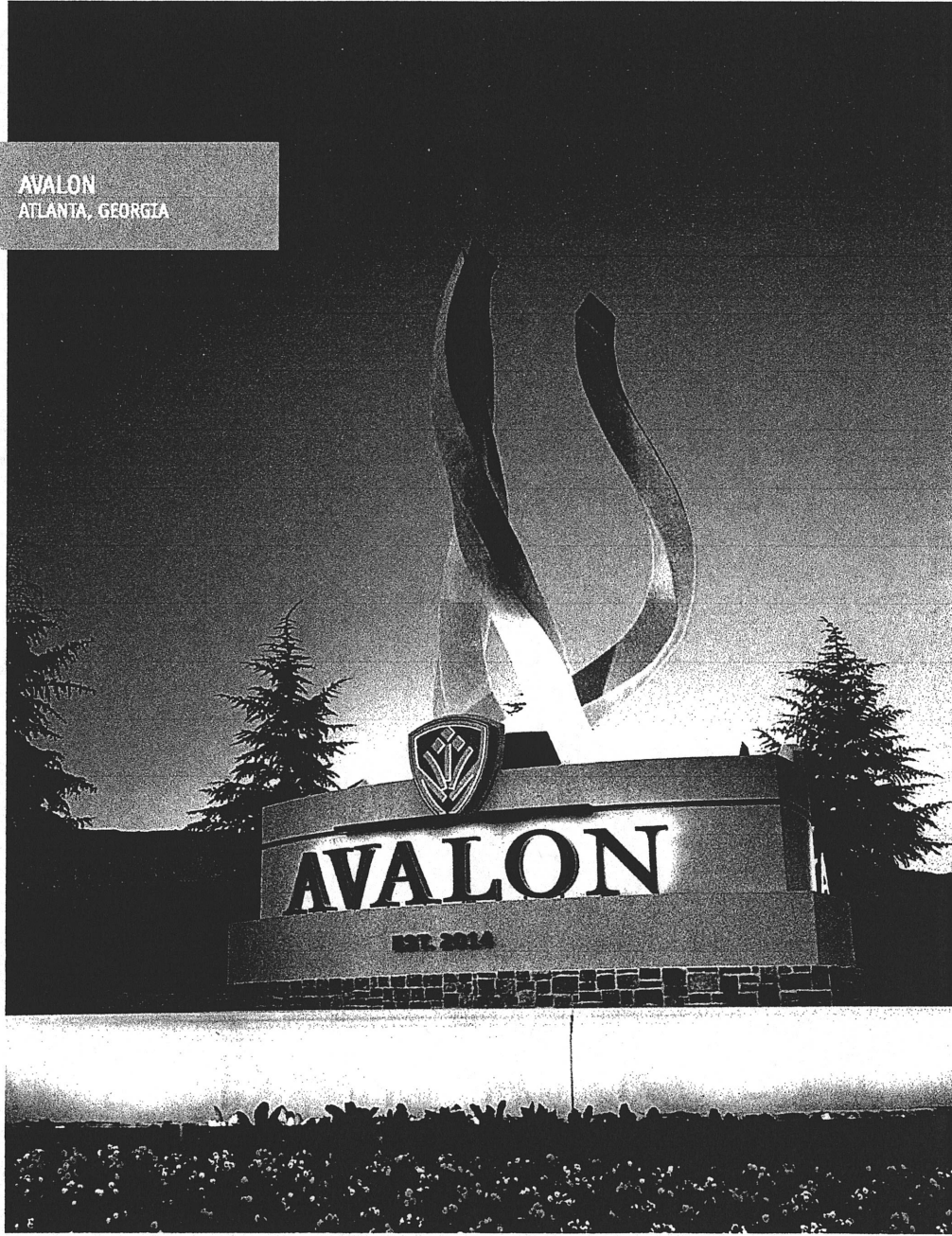
Developer:

Retirement Systems of Alabama (RSA)



UNITED SIGNS PORTFOLIO 10

AVALON
ATLANTA, GEORGIA

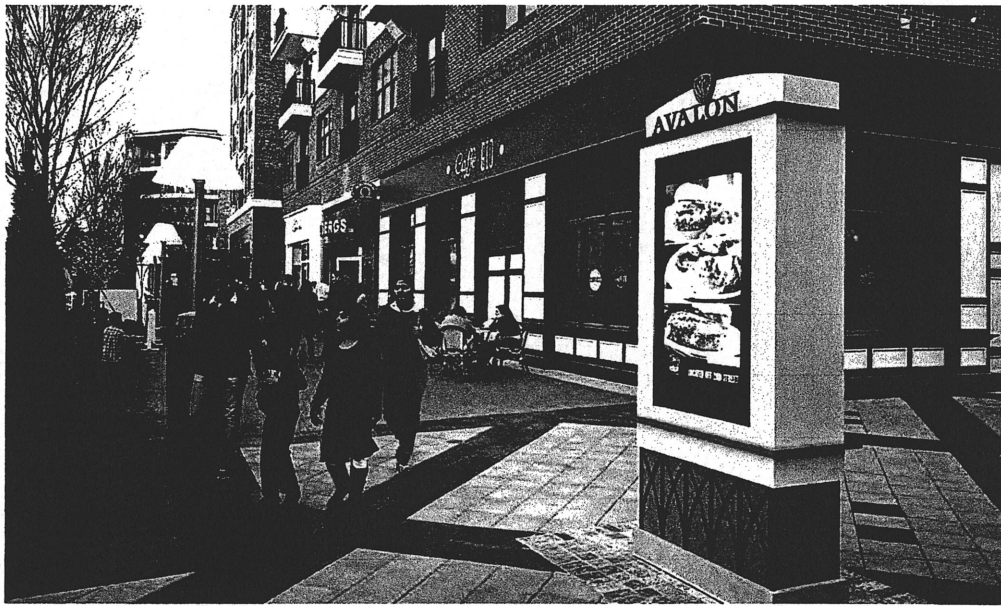
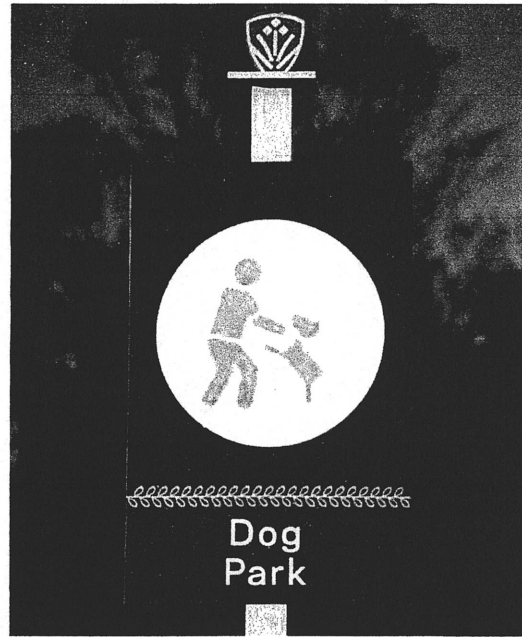


13 UNITED SIGNS PORTFOLIO

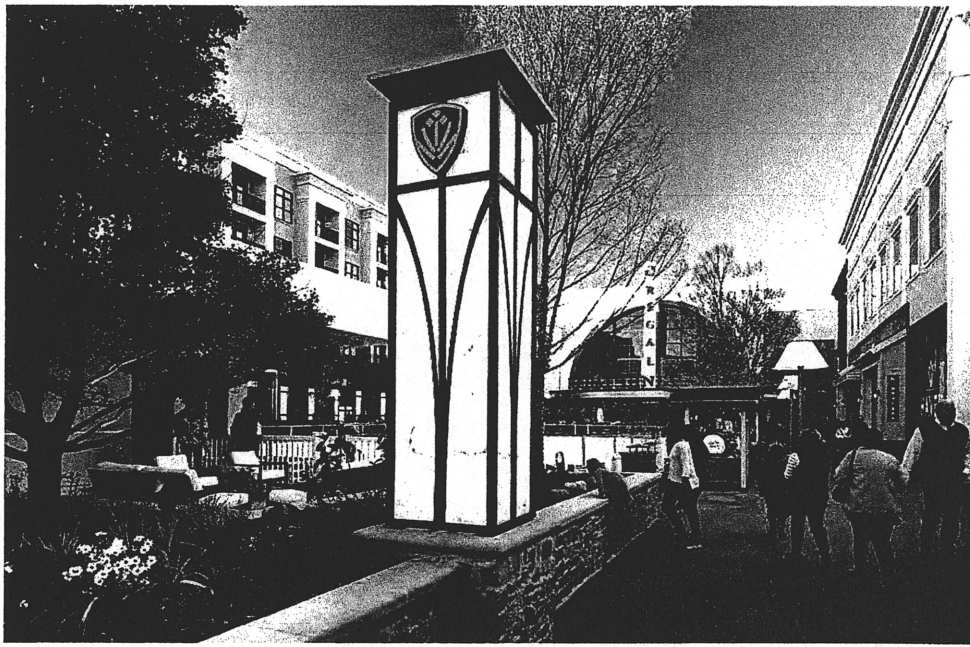
To weave together the singularly compelling presence of Avalon, the \$600 million mixed-use 86-acre development located in the heart of Alpharetta, Ga., North American Properties

Avalon while the pedestrian gateways, directional signage and user-friendly interactive directories elegantly connect this walkable community of shopping, dining, entertainment, living and working.

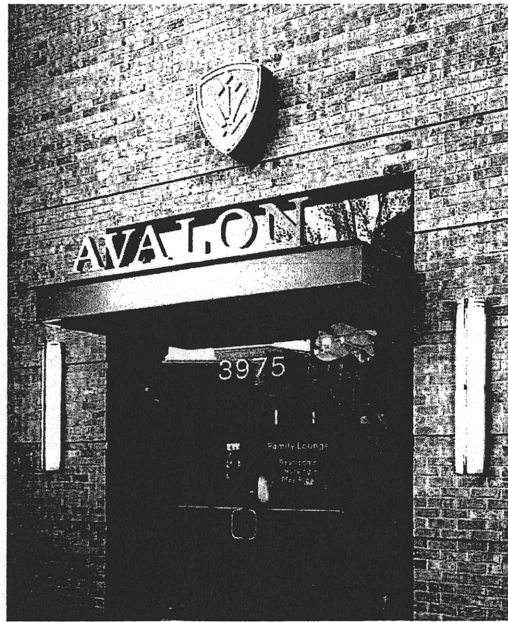
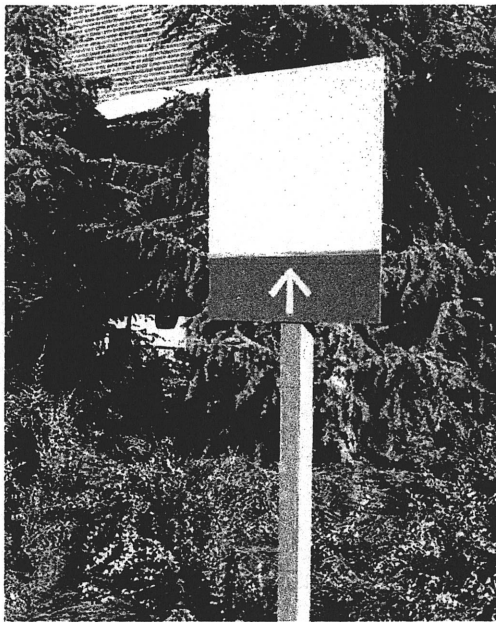
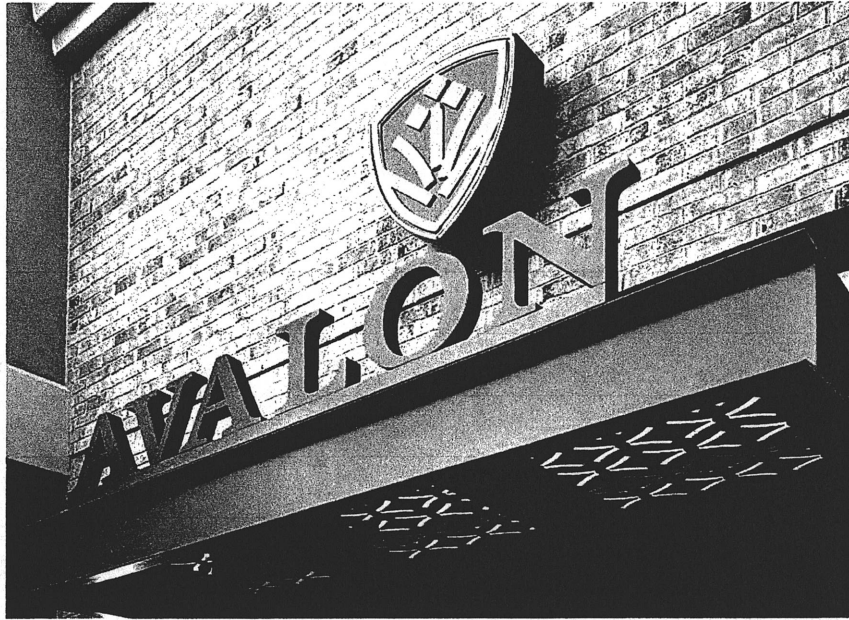
Developer: North American Properties



UNITED SIGNS PORTFOLIO 14



15 UNITED SIGNS PORTFOLIO



UNITED SIGNS PORTFOLIO 16

**AVALON - BOULEVARD EAST
ATLANTA, GEORGIA**



**2018 ICSC Global Awards
U.S. Design and Development - Gold**

**"Boulevard East represents the
culminating phase of the Avalon
urban-burb development, a new-**



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17 UNITED SIGNS PORTFOLIO



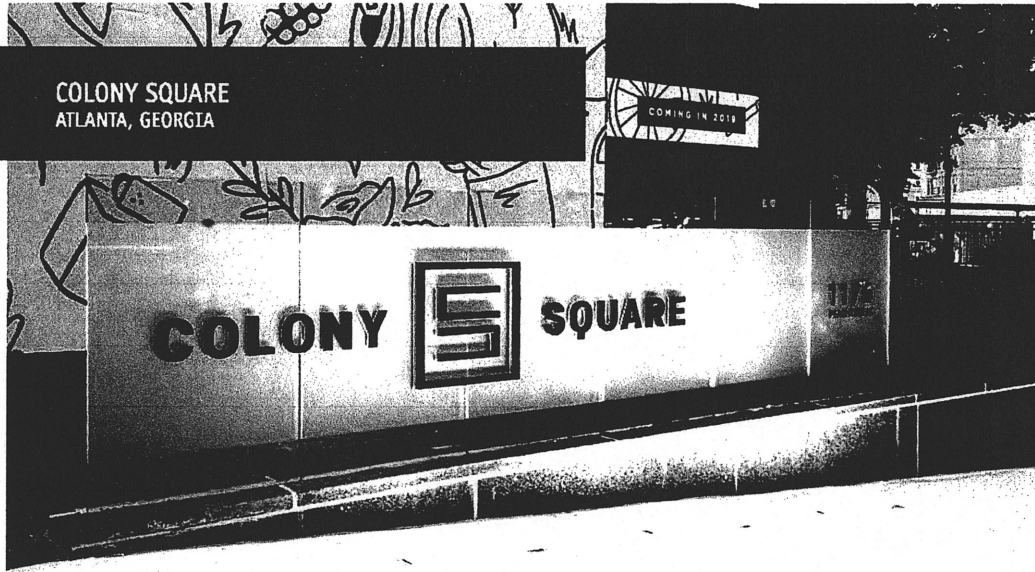
concept community located in the affluent Alpharetta suburbs.

Building on the success of the pedestrian-friendly community, the innovative expansion offers an additional 1.2 million square feet of leasable space, doubling the size of the initial Avalon development while tripling its density

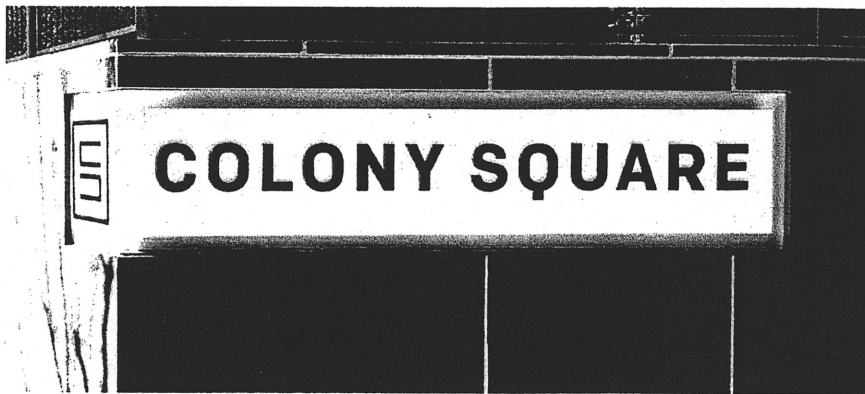
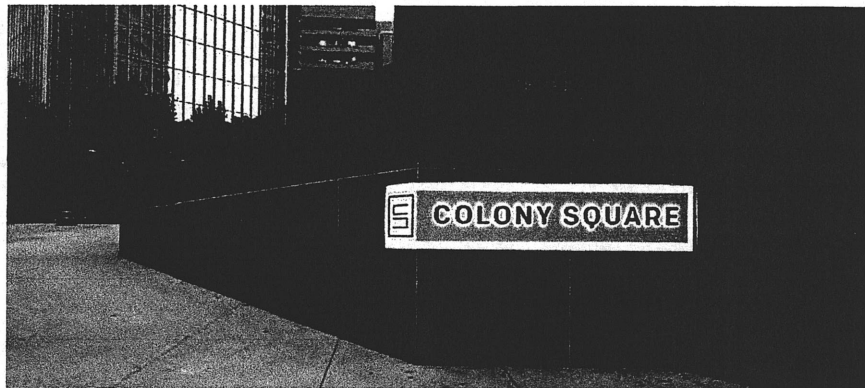
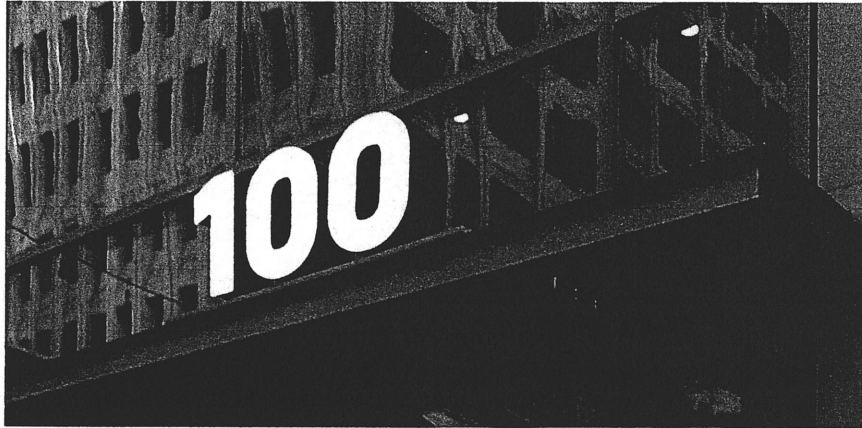
The vibrant main street offers chef-driven restaurants, best in class retailers, lushly landscaped communal spaces and a series of community events and activities."

UNITED SIGNS PORTFOLIO 18

COLONY SQUARE
ATLANTA, GEORGIA



19 UNITED SIGNS PORTFOLIO

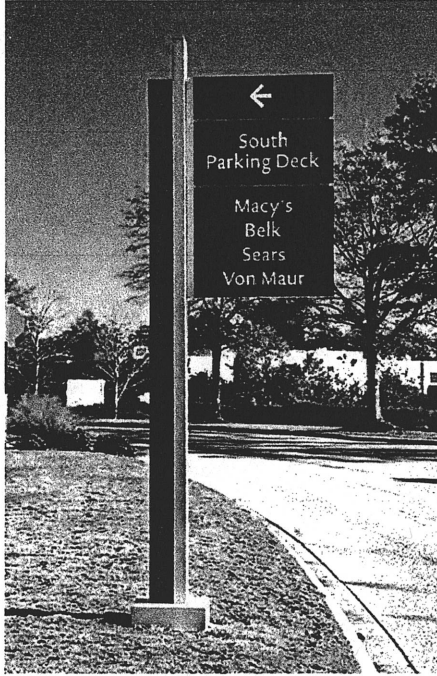


RIVERCHASE GALLERIA
BIRMINGHAM, ALABAMA



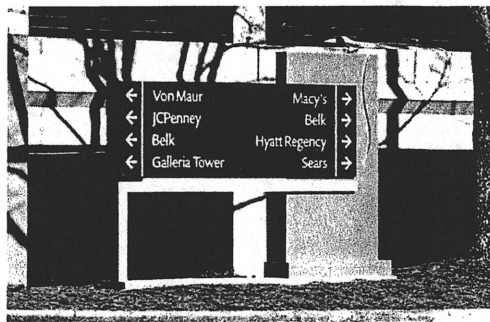
RIVERCHASE
GALLERIA

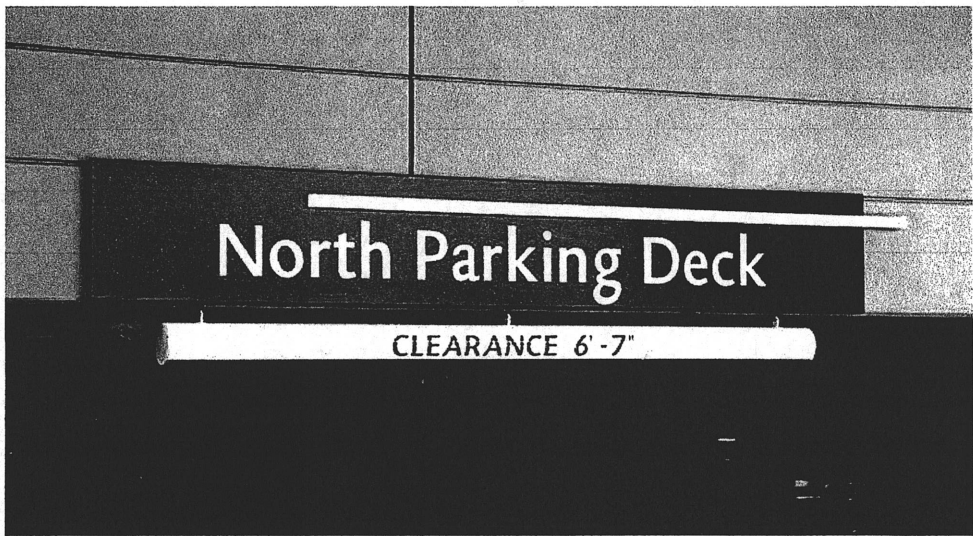
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23 UNITED SIGNS PORTFOLIO



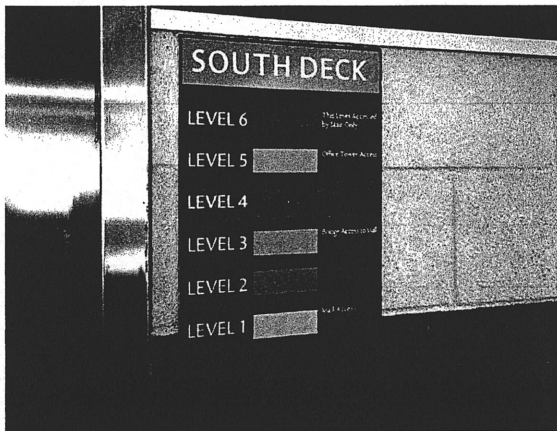
At Riverchase Galleria, a top tourist destination in Birmingham, Alabama, the visitor experience had been compromised by poor visibility, confusing directional

Design was charged with correcting these issues by maximizing the wayfinding journey and creating a more comfortable, safe and stress-free experience.





25 UNITED SIGNS PORTFOLIO



Visitors are now directed by a branded entry pylon and guided by clear, prominent signs with illuminated graphics that increase visibility on approach, contributing to an efficient and safe shopping experience.

Developer: General Growth Properties

UNITED SIGNS PORTFOLIO 26

Financial Statements

UNITED SIGNS

BALANCE SHEET

As of December 31, 2019

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Bank of America	60,997.56
Savings	0.00
Total Bank Accounts	\$60,997.56
Accounts Receivable	
Accounts Receivable	77,306.25
Total Accounts Receivable	\$77,306.25
Other Current Assets	
Credit Card Receivables	775.90
Total Other Current Assets	\$775.90
Total Current Assets	\$139,079.71
Fixed Assets	
Accumulated Depreciation	-14,910.00
Computer Equipment	18,230.97
Furniture and Equipment	6,089.80
Leasehold Improvements	3,796.63
Vehicle	160,612.68
Total Fixed Assets	\$173,820.08
TOTAL ASSETS	\$312,899.79
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	5.00
Total Accounts Payable	\$5.00
Other Current Liabilities	
Accrued Interest	0.00
Georgia Payable	2,868.60
Total Other Current Liabilities	\$2,868.60
Total Current Liabilities	\$2,873.60
Long-Term Liabilities	
Loan from Shareholder	433,268.23
American Express Clearing	0.00
Total Loan from Shareholder	433,268.23
N/P - Suntrust	0.00
N/P - TD Auto Finance	41,736.85
Total Long-Term Liabilities	\$475,005.08
Total Liabilities	\$477,878.68
Equity	
Capital Contributions	55,865.73

Accrual Basis Friday, February 7, 2020 07:39 PM GMT-05:00

1/2

	TOTAL
Retained Earnings	-199,755.48
Shareholder Distributions	0.00
Current Year Distributions	-114,771.50
Total Shareholder Distributions	-114,771.50
Net Income	93,682.36
Total Equity	\$ -164,978.89
TOTAL LIABILITIES AND EQUITY	\$312,899.79

UNITED SIGNS

PROFIT AND LOSS

January - December 2019


	TOTAL
Income	
Discounts given	(1,000.00)
Returns & Allowances	(6,716.81)
Sales	1,964,706.49
Services	81,230.00
Total Income	\$2,038,219.68
Cost of Goods Sold	
Cost of Goods Sold	90,982.47
Subcontracted Services	1,444,868.95
Total Cost of Goods Sold	\$1,535,851.42
GROSS PROFIT	\$502,368.26
Expenses	
Automobile Expense	3,176.91
Fuel	4,526.48
Total Automobile Expense	7,703.39
Bank Service Charges	667.34
Business Gifts	2,160.86
Charitable Donations	12,724.93
Computer and Internet Expenses	2,380.61
Dues and Subscriptions	1,643.12
Equipment Lease	700.15
Insurance Expense	17,441.30
Interest Expense	918.67
Legal	6,000.00
Marketing Expense	20,409.44
Meals and Entertainment	22,159.92
Medical	718.09
Office Supplies	20,551.81
Permits and Licenses	8,869.75
Postage & Shipping	1,030.08
Professional Fees	3,274.74
Rent Expense	12,100.00
Repairs and Maintenance	21,879.91
Supplies	186,667.06
Telephone Expense	4,645.52
Travel Expense	705.13
Lodging, Air Fare	7,835.27
Rental Car/Transportation	744.58
Total Travel Expense	9,284.98
Utilities	13,238.52
Total Expenses	\$377,170.19
NET OPERATING INCOME	\$125,198.07
Other Income	

Accrual Basis Friday, February 7, 2020 07:38 PM GMT-05:00

1/2

	TOTAL
Gain/(Loss) on Sale of Assets	(31,515.71)
Total Other Income	\$ (31,515.71)
NET OTHER INCOME	\$ (31,515.71)
NET INCOME	\$93,682.36

Business License

 CITY OF Peachtree CORNERS Innovative & Remarkable	CITY OF PEACHTREE CORNERS	2020
	BUSINESS LICENSE	CERTIFICATE NUMBER : 002915-00001
	OCCUPATIONAL TAX CERTIFICATE 310 TECHNOLOGY PARKWAY PEACHTREE CORNERS, GA 30092	BUSINESS NAME: UNITED SIGNS LLC
	DATE ISSUED : 01/24/2020	DESCRIPTION: Other Services to Buildings and Dwellings
	EXPIRES: 03/31/2021	
BUSINESS LOCATION: 5723 DENTON CIRCLE		MAIL TO: UNITED SIGNS LLC 5723 DENTON CIRCLE PEACHTREE CORNERS GA 30092

DISPLAY THIS CERTIFICATE FOR PUBLIC VIEW

State Registrations

Presently, United Signs has the ability to provide signage all across the United States of America. Due to the Coronavirus pandemic, our State of New Hampshire vendor registration has been delayed. We can assure the State that we will provide our contract number once it gets processed in the State's system.

Certificate of Insurance

ACORD		CERTIFICATE OF LIABILITY INSURANCE		DATE (MM/DD/YYYY) 4/19/2019		
THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.						
IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).						
PRODUCER TRI-CITY INSURANCE AGENCY 4400 Nolensville Pike Nashville, TN 37211			CONTACT NAME PHONE (A/C No. Ext) (615) 331-0770 FAX (A/C No.) (877) 847-6585 E-MAIL ADDRESS Clee@tricityagency.net			
INSURED United Signs, LLC 853 S Peachtree St Ste 105 Norcross, GA 30071			INSURER(S) AFFORDING COVERAGE INSURER A: Grange INSURER B: Progressive INSURER C: Applied to NCCI INSURER D: INSURER E:			
COVERAGES		CERTIFICATE NUMBER:		REVISION NUMBER:		
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.						
INBR LTR	TYPE OF INSURANCE	ADL INSD	SUBR WVD	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GENL AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJE CT <input type="checkbox"/> LOC OTHER: AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input checked="" type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> NON-OWNED AUTOS <input type="checkbox"/> HIRED AUTOS UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> RETENTION \$			CT 228 09 91	02/11/19 02/11/20	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMPROP AGG \$ 2,000,000 COMBINED SINGLE LIMIT (Per accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ EACH OCCURRENCE \$ AGGREGATE \$ PER STATUTE <input checked="" type="checkbox"/> <input type="checkbox"/> OTH-PR
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	47745570	04/19/19 04/19/20	EL EACH ACCIDENT \$ 1,000,000 EL DISEASE - EA EMPLOYEE \$ 1,000,000 EL DISEASE - POLICY LIMIT \$ 75,011
A	B.P.P.			CT 228 09 91	02/11/19 02/11/20	\$30,000
DESCRIPTION OF OPERATIONS/LOCATIONS/VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)						
CERTIFICATE HOLDER				CANCELLATION		
PROOF ONLY				SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.		
				AUTHORIZED REPRESENTATIVE 		
© 1988-2014 ACORD CORPORATION. All rights reserved.						
ACORD 25 (2014/01)		The ACORD name and logo are registered marks of ACORD				

Form **W-9**
(Rev. October 2018)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

▶ Go to www.irs.gov/FormW9 for instructions and the latest information.

Give Form to the
requester. Do not
send to the IRS.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
UNITED SIGNS

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.

Individual/sole proprietor or single-member LLC C Corporation S Corporation Partnership Trust/estate

Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____

Other (see instructions) ▶ _____

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):
Exempt payee code (if any) _____
Exemption from FATCA reporting code (if any) _____
(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.
853 S. PEACHTREE ST

6 City, state, and ZIP code
NORCROSS, GA 30071

7 List account number(s) here (optional)

Requester's name and address (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Social security number

			-			
--	--	--	---	--	--	--

OR

Employer identification number

4	7	-	3	1	1	3	1	8	4
---	---	---	---	---	---	---	---	---	---

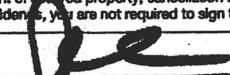
Notes: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person ▶  Date ▶ **10-1-2020**

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.



SIGN WARRANTIES AND POLICIES

At United Signs we endeavor to produce the highest possible quality at reasonable prices. We strive for customer satisfaction and will make every attempt to make your experience here a positive one. However, on occasion things will still go wrong. Below we have outlined warranties on our most common types of signage. Some signs may have unique warranties -if you are not sure, please ask your sales associate for details. If all reasonable care has been taken after receiving your sign, and something has failed to perform to expectations, we will repair or replace your sign if necessary, under the warranty terms reflected below. But regardless of these policies, please do not hesitate to let us know if there are any issues, and perhaps we can find a solution that will satisfy you.

General:

Items manufactured by UNITED SIGNS are warranted against defective workmanship in construction and assembly for one (1) year from the date of installation or purchase. Additionally, we will replace defective components manufactured by others for one (1) year from date of installation, for normal labor and travel charges only. Material manufacturer's warranties may also apply, as noted below.

Installation:

A fee of no less than 10% of the original installation amount will be charged for any scheduled installations which are cancelled by the customer with less than 24 hours' notice. If you have opted not to hire United Signs (henceforth referred to as 'UNITED SIGNS') for installation services, UNITED SIGNS cannot be held responsible for damage to signs, property or persons that may result from faulty installation. Any advice offered by UNITED SIGNS regarding installation shall not be construed as assumption of responsibility on our part for client's adherence, or lack thereof, to any such advice. Installations by UNITED SIGNS are warranted for a period of one (1) year from date of installation.

United Signs reserves the right to void any warranties for failure to follow any recommendations given by United Signs, or for any alterations made by others to our products after receipt.

Interior Signage:

Interior Signage is warranted against defective workmanship in construction and assembly for ten (10) years from the date of purchase.

Banners:

All digitally printed banners should be stored vertically around a tube with a minimum 3" diameter, at room temperature. They should never be folded or stored with anything on top of them. Failure to store the banner properly will void any warranties. Banners on roll-up stands are the exception to this; they need only be stored as required by the stand to which they are attached. A banner with applied vinyl graphics, or with an overlamine, will last longest if displayed and stored completely flat. However, since this may not be possible, storing it around the aforementioned tube will help, but the vinyl will still begin to 'tunnel' as it is rolled and unrolled. This is normal and cannot be completely avoided.

Interior use banners can last indefinitely, but exterior use banners should always be considered temporary signage. They can last for as little as a few months or for several years. Weather plays a huge factor in the life of a banner, as well as how and where it was installed. Due to exposure to unlimited conditions, including harsh weather, they cannot be guaranteed against damage or wear. If a recommended method of installation or storage was not followed, UNITED SIGNS reserves the right to void any warranties. The materials used in making banners are warranted against manufacturer's defects for one (1) year.

(OVER)

Digital Prints:

Overlaminated prints are warranted against fading for five (5) years and unlaminated prints for three (3) years. Prints without overlamination are not warranted against damage caused by abrasion, excessive physical contact or weather.

Mounted prints without "framing" around the edge cannot be guaranteed against their edges delaminating (edges peeling up) over time.

Electrical Signs:

Under normal use and service, parts and labor will be covered should the sign malfunction within the first twelve (12) months from date of installation due to defects in workmanship or materials. During this twelve month period, United Signs will at its option repair or replace any defective components.

Magnetics:

Magnetics must be COMPLETELY flat against the vehicle, and the entire magnetic must be in contact with a magnetically receptive surface on the vehicle, or it will not stay on while driving. We also recommend that you periodically remove magnetics from the vehicle, and clean the magnetic and the vehicle to prevent rust from forming between them. It is also recommended that you change the position of the magnetics once a month; magnetics left on a painted vehicle surface over a long period may prevent the paint underneath from fading at the same rate as on the rest of the vehicle. Due to the nature of the magnetic material, and the harsh conditions they are subjected to when driving, they are warranted for one (1) year. The warranty applies only to magnetics placed on vertical surfaces.

Over time (usually a few months, depending on exposure to sunlight), magnetics with black (or dark) front surfaces may become 'textured', due to excess heat absorption of darker colored backgrounds reacting with the adhesive beneath. This is not covered under warranty, and is normally not visible over distance of a few feet.

Vehicle Graphics (Applied Vinyl):

Vinyl applied to vertical surfaces (doors, sides, fenders, etc.) are warranted for four (4) years against fading or peeling. While the vinyl manufacturers do not warranty vinyl applied to horizontal surfaces (roofs, trunks, non-vertical rear windows, etc.) due to sun exposure, we will warranty this vinyl for two (2) years against fading or peeling. In either case, some shrinkage of the vinyl can be expected and is normal.

Vehicle Wraps:

Vehicle wraps have a warranty against fading for four (4) years, and window perforated vinyl has a two (2) year warranty. While the vinyl manufacturers do not warranty vinyl applied to horizontal surfaces (roofs, trunks, non-vertical rear windows, etc.) due to sun exposure, we will warranty this vinyl for two (2) years. All vehicles have different shapes and compound curves, therefore wrapping each vehicle is a unique process. On occasion the vinyl may shrink or even peel slightly where wrapped around compound curves - this is normal. But if a peeling edge becomes greater than one quarter inch (1/4"), it is important that the vehicle be brought back immediately for repair, or we cannot be responsible for further damage to the wrap.

Vehicle Graphics Installation (Applied Vinyl and Wraps):

The vehicle must be clean before graphics can be applied. Our vehicle graphics pricing includes a basic "wipe-down" of the vehicle; any necessary additional cleaning will be charged at the rate of \$105/hour. It is recommended that, after graphics have been applied, washing of the vehicle be done by hand, and to wait at least 2 weeks before doing so the first time. Never use harsh chemicals or anything abrasive over the graphics. Never use an ice-scraper over areas with graphics.

Electronic Message Center (EMC):

We make every effort to properly seal and protect EMC's. It may last 15 year or as many as 20 years depending on circumstances, but it usually falls somewhere in the middle. We can only warrant EMC's for a period of one (1) year for Parts and labor and five (5) year for parts from installation date.



UNITEDSIGNS[®]
ARCHITECTURAL SIGNAGE