Lakeland Joint School District #272

15506 N. Washington St.
Rathdrum, ID 83858
208-687-0431

LJSD Vision: A community committed to academic excellence … dedicated to student success.

Board Action Item Request

AGENDA ITEM: Approve/Deny Lakeland High School Sign Replacement

MEETING DATE: November 18, 2026

PRESENTED BY: Jimmy Hoffman, Jessica Grantham

INFORMATIONAL SUMMARY:
Lakeland High School's (LHS) existing reader board sign at the Highway 41 and Highway 53 intersection is the school's primary public-facing sign. LHS requests to replace the sign to improve visibility, communication with the community, and the school's identity at one of the most heavily traveled intersections adjacent to the school.

The replacement will reuse the existing metalwork and structure. The project will install:

- A 5' x 8' full-color display screen to communicate school events, announcements, and community information.
- A 30" x 10' double-faced LED pylon sign displaying the school name and logo, mounted above the display screen.

Reusing the existing metalwork reduces the overall project costs and limits the amount of new construction required.

LHS has worked with Facilities and Finance to ensure all requirements are met for the project. Work will be scheduled to minimize disruption to school operations and should not have an impact on traffic.

FISCAL CONSIDERATIONS:
The total estimated project cost is $39,156. No general fund dollars are required. The project will be funded by two sources: the LHS SBBA Legacy Account ($33,000) and a donation from the Booster Club ($6,156). The Legacy Account consists of funds donated by previous senior classes for a project-based gift to the school. Approval has been obtained from previous class representatives for the project.

RECOMMENDATION:
We recommend that the Board approve LHS's reader board sign replacement as presented.

ATTACHMENTS:

- Mountain Sign Quote
- Yesco Quote
- FastSigns Quotes

Mountain Sign, LLC
3308 Garwood Rd
Hayden, ID 83835 USA
+12084464831
mountainsign@gmail.com
www.mountainsign.com

Estimate

ADDRESS
John hatcher
Lakeland High School

SHIP TO
John hatcher
Lakeland High School

ESTIMATE # 2633
DATE 10/20/2026

ACTIVITY	QTY	RATE	AMOUNT
MFG 30" x 10' Double faced LED pylon sign with decorated faces	1	2,640.00	2,640.00
MFG 5' X 8' full color Cirrus 9mm double-sided EMC Cellular communication	1	33,176.00	33,176.00
Labor travel to and from jobsite, remove old signs and install above signs	1	2,800.00	2,800.00
State electrical permit	1	65.00	65.00
City sign permit TBD and billed at cost, once issued	1	300.00	300.00
Permit Aquisiton fee We could do a 4x8 for $25,391 instead of the $33,176	1	175.00	175.00
Engineering If required $475	1	0.00	0.00

Half down, balance due upon completion. Power supply line, including ground rods (& communications) of adequate size to operate all signs, is the customer's responsibility. All signs and/or materials remain the property of Mountain Sign, LLC until such time as the customer pays invoices in full. Mountain Sign, LLC reserves the right to repossess said signs and/or materials if bill is not paid in full on the due date. Prices good for 30 days

SUBTOTAL	39,156.00
TAX	0.00
TOTAL	**$39,156.00**

YESCO

Agreement

For Work At
Lakeland Senior High School
7006 W Highway 53
Rathdrum ID 83858-6576
United States

Billing Address
Lakeland Joint School District #272
15506 N Washington St
Rathdrum ID 83858-8317
United States

Account Executive
003107 Justin W Carlson
jcarlson@yesco.com
1 208-618-2109
YESCO - Coeur D'Alene
5000 East Seltice Way
Post Falls ID 83854
United States

Date	Project Number	Project Description	Terms	Pricing Valid Until	Deposit
08/11/2026	PRY-67675	Lakeland High School - Electronic Message Center	Net 30	09/10/2026	$38,165.50

Item	Amount

Scope
YESCO to perform the following work:

Remove and dispose of the existing double faced electronic message center and existing double faced cabinet.

Manufacture one new double faced LED illuminated cabinet with vinyl copy reading "Lakeland High School" with logo and an approximate overall size of 2'5" x 10'3".
Install on existing sign structure.

Provide one double faced full color 10mm Watchfire digital message center with a matrix of 150 x 300.
Cabinet Size: 5ft 5in H x 10ft 3in L x 8in D.
Viewing Area: 5ft H x 10ft L.
Ignite OPx (cloud-based) software.
OPx - 4G Wireless with Watchfire Life of the sign cellular data plan.
Watchfire 5yr parts only warranty.
Power requirements-120 VOLT 60 amps (30.00 per face) Single phase service.
One each 20amp circuit for main ID cabinet.
Web-based software training.
Install on existing sign structure.

All work as per YESCO design #OPY-45022 R2.

Clauses
This agreement includes a standard startup package of 6 custom static messages.
PLUS, one standard static message for each federal holiday (New Year's, Martin Luther King Day, Presidents' Day, Memorial Day, Independence Day, Labor Day, Columbus Day, Veterans Day, Thanksgiving, Christmas).
All messages formatted to the matrix of the new display.
Customer has up to one year to order custom messages.

All pricing is based on supplier pricing as of the date of this proposal.
All pricing is subject to change at any time due to increases in supplier pricing, changes to tax and tariff rates, and other causes beyond YESCO's reasonable control.
Pricing shown will need to be updated after 10 days due to fluctuating materials pricing.

Customer to provide primary power to the sign location(s).
Any additional circuits, time clocks, photocells, controllers or switches are not included.

Permit fees, acquisition and or procurement costs, wet stamped engineering, special inspections to be billed on a separate work order and are not included in this agreement.

Item	Amount
Fabricate Custom Signage Labor and material	$76,331.00
Payment Terms 50% due upon acceptance of agreement. Balance due within (30) days of completion of installation.	
Subtotal	$76,331.00
Tax Total (%)	$0.00
Total	**$76,331.00**

Agreement Acceptance

YESCO's Standard Terms and Conditions, available below and at www.yesco.com/terms/standardtermsandconditions.pdf, are an integral part of this agreement and are incorporated by reference. Lakeland Joint School District #272 acknowledges that it has accessed and reviewed the Standard Terms and Conditions. Upon acceptance by an authorized agent of YESCO LLC, this agreement becomes effective as of the last date signed below. This document is a complete integration and final expression of the agreement between the parties, and may not be amended, supplemented, or otherwise modified except by written agreement executed by authorized representatives of each.

Lakeland Joint School District #272	**YESCO LLC**
Signature	Signature
Title	Title
Name	Name
Date Signed	Date Signed

YESCO Standard Terms and Conditions

1. **Terms:** The terms and conditions described in this document are incorporated by reference into a proposal, agreement, order, or other transaction form ("Transaction Document") (together with these YESCO Standard Terms and Conditions, the "Agreement"), and pertain to the goods and/or services provided by YESCO (the "Work", "goods", "products," and/or "services", including, if applicable, "Service Work" as defined below) as requested by you, the Customer, as defined in the Transaction Document. "YESCO" is the entity providing the Work, as identified in the applicable Transaction Document, or in the absence thereof, YESCO LLC, a Utah limited liability company, doing business in California as YESCO Signs LLC.

2. **Disputes; Jury Waiver; Salt Lake County, Utah Venue, and Damages Limitations:** This Agreement is governed and construed by Utah law, excluding its conflict of laws provisions. THE PARTIES AGREE TO SUBMIT ANY CLAIM IN ANY WAY RELATED TO THIS AGREEMENT, INCLUDING, WITHOUT LIMITATION, NONCONTRACTUAL CLAIMS, ONLY IN THE STATE OR FEDERAL COURTS SITUATED IN SALT LAKE COUNTY, UTAH. THE PARTIES IRREVOCABLY WAIVE ALL RIGHTS TO A TRIAL BY JURY AND ANY CLAIM OF FORUM NON-CONVENIENS. Both you and YESCO waive any claim against each other indirect, special, incidental, consequential, punitive, or exemplary damages, including, without limitation, lost profits, damages for delay, business interruption, loss of use, diminution in value, or late penalties. You and YESCO further agree that the economic loss doctrine applies to this Agreement, which bars recovery of any tort-based claims for purely economic losses without accompanying personal injury or property damage beyond damage to the Work itself.

3. **Pricing Exclusions:** Unless otherwise included in the Transaction Document, YESCO's pricing does not include sales and use taxes, tariffs, customs fees, duties, or other charges levied by customs or taxing authorities, including any material cost increases due to the escalation of any of these costs ("Assessments"). Assessments may be noted in the Transaction Document; however, they are only estimates. You agree to pay the actual cost for these Assessments as invoiced by YESCO, including any escalation of the same.

4. **Payment:** In the absence of specified payment terms in the Transaction Document, you agree to pay 50% of the purchase price upon signing this Agreement and to pay the remaining balance upon completion of the Work. You agree to pay monthly payments, if any, on the first business day of each month in advance. If you choose to make payment(s) by credit card, you agree to pay a 2% surcharge on the total amount of such payment(s). In the event that YESCO is ready to install the products but you are not, you agree to pay YESCO the remaining Agreement balance, less 5% retention, at such time that YESCO is prepared to commence installation; you agree to pay the 5% retention at the earlier of the completion of installation or 90 days from the date YESCO is ready to commence installation.

5. **Inspection and Acceptance:** You must carefully inspect the Work within thirty calendar days after delivery. If the Work has any defect in manufacture, installation, or operation, you must give YESCO written notice of the nonconformance or defect claimed within thirty calendar days. ABSENCE OF SUCH WRITTEN NOTICE SHALL BE CONCLUSIVE EVIDENCE THAT THE WORK IS ACCEPTABLE TO YOU AS DELIVERED.

6. **Installation:** If the Work involves installation of goods, additional work beyond that contemplated in the Agreement will be required if YESCO encounters subsurface or concealed conditions such as subsurface water, caliche, rock, or utilities. You agree to compensate YESCO for such additional work on a time and materials basis at YESCO's standard rates. YESCO shall not be responsible for damage to underground utilities or other underground obstructions unless notified of them in writing prior to commencement of the Work. Absent such written notification, you agree to pay for any resulting damage. YESCO is not an Exterior Insulation and Finish System ("EIFS") contractor, and if YESCO's responsibilities hereunder involve penetrations of EIFS, YESCO will seal such penetrations with products and procedures that are common in the sign industry—but which may not meet EIFS warranty requirements—and you agree to hold YESCO harmless from any claim for damages resulting from the penetrations.

7. **Limited Warranty:** *A. Manufactured Products*. YESCO warrants that products manufactured and installation services provided by YESCO will be free from material defects in workmanship and materials for a period of one year from the date of delivery. On-site labor is warranted only when YESCO performs the installation. Upon expiration of the one-year warranty, labor and materials are warranted solely in accordance with applicable manufacturers' separate warranties, if any. *B. Electronic Displays and Programable Lighting*. Electronic displays and programmable lighting products, related controllers, and similar components are warranted solely in accordance with the manufacturer's warranty, if any. You agree to look solely to the manufacturer of such products for any warranty and related claims. *C. Service Work and Lighting Retrofits*. YESCO warrants that service, repair and/or lighting retrofit services (e.g., the upgrade of existing light fixtures) will be free from material defects in workmanship for a period of 90 days from the completion of the repair, maintenance, and or retrofit. YESCO's warranty includes on-site labor only; any goods are warranted solely in accordance with the manufacturer's warranty, if any. YESCO's warranties exclude damage caused by ordinary wear and tear, accident, abuse, misuse, misapplication of electricity, extreme winds or rain, hail, wildlife or rodent damage, or other casualty, unless the same is caused solely by YESCO. YESCO SPECIFICALLY DISCLAIMS ANY AND ALL OTHER WARRANTIES OF ANY TYPE, WHETHER EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO ANY IMPLIED WARRANTY OF NON-INFRINGEMENT, MERCHANTABILITY OR, FITNESS FOR PURPOSE. YESCO will either repair or replace, at YESCO's election, any part of the goods or services that prove to be materially defective during the warranty period, in accordance with the terms of the above warranties.

8. **Service, Repair, and Maintenance Services:** If the Work includes the service, repair, or maintenance of goods ("Service Work") for a monthly or up-front fee (including, without limitation, extended warranties), the provisions of this paragraph will apply. So long as your payment obligations are current, and you are not in default to YESCO or any YESCO affiliate under any agreement (e.g., a lease agreement), including this Agreement, YESCO agrees to perform the Service Work described in the Transaction Document. When the goods require Service Work, you agree to notify YESCO in writing, and YESCO agrees to expedite scheduling the Service Work on a priority basis. Unless specifically included in the description of the Service Work, the Service Work excludes, and you agree to hold YESCO harmless for any liability arising from: (i) the repair or replacement of structural defects of any kind; (ii) cleaning or painting, (iii) work and materials that would be necessary to comply with national or local code requirements, (iv) the repair of primary electrical supply components, including, but not limited to wiring, conduit, distribution boxes, fuses, and over-current protection devices, and (v) any increase in the frequency or scope of the Service Work resulting from a modification to the goods, change in the use of the goods, or lack of safe or available access to the goods without the use of specialty high-reach equipment or rappelling. You represent that goods that are not new are fully functional and properly grounded at the commencement of this Agreement; in the event the goods are not functional or properly grounded, you agree to pay for any necessary repairs on a time and material basis. If YESCO determines that replacement parts become unavailable or unusually expensive, the affected portion of the Service Work will be excluded and your monthly fee will be ratably reduced. YESCO's obligation to perform

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the Service Work is limited to ordinary maintenance and repair, and is inapplicable to damage or destruction due to accident, abuse, misuse, vandalism, riot, terrorism, theft, fire, insufficient ventilation, misapplication of electricity or electrical surge, extreme winds or rain, hail, wildlife or rodent damage, or other casualty, regardless of fault.

9. **Risk of Loss, Damage or Destruction; Insurance:** Except to the extent of damage caused by YESCO, you bear all risk of loss or damage to any goods, including, without limitation, loss or damage caused by seizure, casualty, vandalism, terrorism, accident, theft, riot, strike, insurrection, war, fire, and acts of God.

10. **Security Interest:** You grant to YESCO a security interest in the goods, both as to personal property and as to fixtures.

11. **Default:** If you default in the payment of any amount when due, or fail to perform any other obligation in this Agreement after delivery of the Work or after YESCO is ready to perform the Work, whichever first occurs, or if at any time bankruptcy, receivership, or other insolvency proceedings are commenced by or against you, you will, without notice, become obligated to immediately pay to YESCO an amount equal to the sum of 1) all previously billed but unpaid amounts, and 2) all unbilled remaining amounts and other payments owed to YESCO pursuant to any other agreement between you and YESCO or any of YESCO's affiliates. In addition, YESCO has the right to stop the Work, including, without limitation, suspending warranty obligations until YESCO is paid in full and to repossess or disable the goods. YESCO's acceptance of a late payment(s) or forbearance of any other event of default shall not operate as a waiver of YESCO's rights as to any subsequent late payment(s) or any other event of default.

12. **LIMITATION OF LIABILITY FOR PATROL, INSPECTION, AND SURVEY SERVICES:** YESCO'S PATROL, INSPECTION, AND SURVEY SERVICES ARE NOT SAFETY INSPECTIONS. YOU AGREE THAT THE MAXIMUM LIABILITY OF YESCO FOR ANY NEGLIGENCE IN THE PERFORMANCE OF SUCH SERVICES IS LIMITED TO TWO TIMES THE SUM OF ALL FEES (IF ANY) RECEIVED BY YESCO IN THE PROCEEDING 12 MONTHS THAT ARE DIRECTLY ATTRIBUTABLE TO SUCH SERVICES. YOU AGREE TO WAIVE, RELEASE, INDEMNIFY, DEFEND, AND HOLD YESCO HARMLESS FROM ANY CLAIM, LOSS, OR DAMAGES (INCLUDING ATTORNEY'S FEES) IN EXCESS OF SUCH LIMIT.

13. **Possession, Transfers, and Assignment:** Until fully paid for, you must keep any goods in your sole possession and control. If you determine to sell or otherwise transfer ownership (or other rights) to your business assets, the Work, or the real property on which any goods are located, you agree to deliver to YESCO written notice of such intention at least 30 days prior to closing and to pay to YESCO all outstanding amounts prior to closing. All the terms and conditions hereof shall be binding upon and inure to the benefit of the successors, assigns, and legal representatives of the respective parties, including, if applicable, successors to your interest in the Work, the real property upon which any goods are located, and any successor owners of interests in any of your business assets.

14. **Your Special Duties:** You warrant and agree to obtain and maintain all necessary access rights (including computer access, if necessary) for YESCO to safely perform the Work, and to exercise its rights under this Agreement, free and clear of any claim of trespass. You agree to indemnify YESCO against and hold YESCO harmless from damage or expense resulting from a breach of this provision. The Work excludes primary-side electrical and communication wiring, service, controllers (e.g., timers and photocells), circuit breakers, and fuses. At your own expense, you agree to furnish and maintain power lines, controllers, and data service as necessary for the performance of the Work and agree to install the same as designated by YESCO ready and in place for connection at the intended time of installation. For Work in Colorado, connection of the goods to electrical power is excluded from the Work unless specifically described in the Agreement as an inclusion. You agree to provide all necessary reinforcements to any previously existing building, pole, base, or any other object or surface on which the goods will be installed, or which will be utilized by YESCO in the installation or access thereof, if applicable. You agree to advise YESCO in writing of all hazards that may be dangerous to workers. You represent and warrant that you are solely responsible for the selection of any LED electronic displays and will hold YESCO harmless from any claim relating to deficiencies in the performance, quality, longevity, or functionality of the same. You agree to bear all permitting, entitlement, and other compliance costs and risks pertaining to federal, state, or local laws, regulations, and ordinances that relate to the installation, operation, and use of the goods and services, including, without limitation, land use, building, and lane closure permits required to perform the Work. You acknowledge that outdoor advertising laws generally prohibit advertisements that are not the principal business, products, services, or activities where the advertisement is located. You are solely responsible for the procurement of outdoor advertising permits (if desired) and compliance with outdoor advertising laws. You acknowledge and agree that your rights, whether arising under contract, permit from a land use authority, or otherwise, to install or operate the Work may be or become subject to revocation, limitation, suspension, condemnation, modification, restriction, or adverse interpretation by judicial, governmental agency, or other third party action and the same shall not operate as a condition to payment.

15. **Miscellaneous Provisions:**

a. No statement made by YESCO's account executive(s) will be binding on YESCO unless incorporated in this Agreement in writing. Although the Agreement may be signed by YESCO's account executive(s), the Agreement will not be binding upon YESCO until an executive officer or another authorized agent of YESCO accepts this Agreement by signing the applicable Transaction Document.
b. Time is of the essence. All past due amounts bear an annual interest rate of the lesser of 18% percent or the maximum rate allowed by law.
c. Performance by YESCO shall be subject to delay due to strike, labor dispute, parts or materials unavailability, breakage, fire, unforeseen commercial delays, infectious disease, epidemic, pandemic, insurrection, war, acts of terror, acts of God, governmental regulation, or other causes beyond YESCO's reasonable control.
d. YESCO shall not be responsible for wireless interference or the replacement or repair of LED display components, neon, or lighting because of color change, dimming, or reduction of brilliance.
e. YESCO's listing of contractor's licenses available on the Internet at http://www.yesco.com/licenses.html is incorporated this reference.
f. If any part of this Agreement is found invalid or unenforceable, that part will be amended to achieve as nearly as possible the intent and economic effect of the original provision to the fullest extent permitted by law, and the remaining provisions shall continue in full force and effect.
g. Except for original works created by you or your agents, all designs, animations, or other advertising content (collectively, "Content") provided by YESCO is the sole property of YESCO. You warrant that you have the full legal right to use any original works created by you and delivered to YESCO by you for your use. You are granted a non-exclusive, non-transferable license to use the YESCO-owned Content for so long as you operate your business.

This Agreement is a complete integration and final expression of the agreement between the parties, and may not be amended, supplemented, or otherwise modified except by written agreement executed by authorized representatives of each.

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YESCO

Invoice

Bill To	Ship To	Remit To
Lakeland Joint School District #272 15506 N Washington St Rathdrum ID 83858-8317 United States	Lakeland Senior High School 7006 W Highway 53 Rathdrum ID 83858-6576 United States	YESCO - Coeur D'Alene 5000 East Seltice Way Post Falls ID 83854 United States

Project Number / Invoice #	Terms	Account Executive
PRY-67675	DUE UPON ACCEPTANCE	003107 Justin W Carlson

Item	Amount
Down Payment Invoice for 50% (Prefunding)	$38,165.50
Total	$38,165.50

ACH Payment Authorization

By completing your ACH information below, you authorize YESCO to withdraw all payment(s) pursuant to the Agreement on the applicable due date (s) from Customer's depository account as described below. Written revocation of this authorization must be received by YESCO with at least 30 days prior notice.

Name on Bank Account		
Name of Bank		Checking ✓ Savings
Bank Account Number		
Routing Number	Bank City and State	
E-mail Address for Receipt		Phone
Authorized Signature		Date

FASTSIGNS
Make Your Statement

212 W Sunset Ave
Coeur d Alene, ID 83815
(208) 444-4032

ESTIMATE
EST-427

fastsigns.com/2499

Payment Terms: Cash Customer

Created Date: 10/2/2026

DESCRIPTION: 5x7 EMC and Illuminated Cabinet on Pylon; Removal and Replacement

Bill To: Lakeland Senior High School
7006 ID-53
Rathdrum, ID 83858
US

Installed: Lakeland Senior High School
7006 ID-53
Rathdrum, ID 83858
US

Requested By: Jimmy Hoffman
Email: jhoffman@lakeland272.org
Work Phone: (208) 687-0181
Tax ID: Zero Rate

Salesperson: Michael Kizis
Cell Phone: 4404939784

NO.	Product Summary	QTY	UNIT PRICE	AMOUNT
1	**New - Electronic Message Center; 2 sided 5' x 7' viewing area, Full Color, 9mm Pixel Pitch, 160x224 Matrix, 20 Lines/45 Char., 10K brightness, Lifetime Cellular Plan, upgraded 7 yr Parts and Parts Replacement Warranty**	1	$37,640.00	$37,640.00

1.1	**Sign Cabinet - EMC** **Notes:** Pixel Pitch (Spacing) 9mm Matrix (Pixels HxL) 160x224 Color: Full (281 Trillion) Color-Outdoor Configuration: 2 Units, Twin Pack Cabinet Size: 5'-0" tall x 7'-0" long (60" x 84"), to match depth of logo cabinet in back to back installation Active Viewing Area: 5'-0" tall x 7'-0" long (60" x 84") Maximum Text Capability: 20 Lines, 45 Characters Max Per Line. Max Brightness: 10000 NITS -- Ambient Light Sensor Included, auto-dims for dusk and inclement weather, customizable Viewing Angle: 70° Vertical / 140° Horizontal Connectivity to Cloud/Internet Via: Cellular Modem with Lifetime Data Content Management: Lifetime Subscription to Impact Cloud+ CMS with Security Suite Weight (total): 502 lbs Includes: Peace of Mind Pledge, provides $5,000 of insurance deductible reimbursement should the EMC be vandalized or damaged by storm and/or lightning Includes: Lifetime Training and Technical Support Includes: Spare Parts Kit Includes: Impact Vision Remote Diagnostics and Monitoring			
1.2	**Miscellaneous - Warranty (7 year parts and parts labor)** **Notes:** The upgraded Warranty Includes Lifetime Technical Support, a 7-Year Parts Warranty and 7-Year Parts Replacement Labor.			
2	**New - Illuminated Double-Sided Polycarbonate Face Sign Cabinet, 30"h x 123"w x 16"d; School Name and Logo, digitally printed and UV protective laminate applied; customer supplied artwork + graphic design support**	**1**	**$7,972.78**	**$7,972.78**

2.1	**Sign Cabinet - Illuminated DS Hard-Faced Cabinet w/Retainers** **Notes:** 123" w 30" h 16" d Thru Pole mounted LED illuminated UL Listed			
2.2	**Polycarbonate 3/16" - Poly Panels - 2 ea**			
2.3	**Cast Vinyl - Printable Translucent (Overlay) - Digitally Printed Translucent Vinyl - 2 ea**			
2.4	**Laminate Cast - 1.3 mil UV Gloss - UV Protective Cast Gloss Laminate - 2 ea**			
2.5	**Layout with Proof - Layout w/Proof and Production**			
3	**Permit Acquisition - Engineering and Permit; Plan Review and Permit Fees to be assessed by city and added to final invoice**	1	$1,565.00	$1,565.00
3.1	**Site Survey - Engineering**			
3.2	**Permit - Permit Acquisition**			
3.3	**Permit - Permit Fee paid to the city**			
4	**Removal of current signage, Refurbish of pylons, Installation of new signage**	1	$17,827.50	$17,827.50
4.1	**Installation - R&R Installation Labor Only**			
4.2	**Miscellaneous - Equipment - telehandler w/jib**			
4.3	**Miscellaneous - Equipment - z-lift**			
4.4	**Miscellaneous - Equipment - welder/generator**			
4.5	**On-Site Service/Repair - Electrician includes permit**			
4.6	**Miscellaneous - Materials (Steel, Paint, Fasteners, etc)**			

Base Subtotal:	$65,005.28
Shipping:	$1,150.00
Subtotal:	$66,155.28
Taxes:	$0.00
Grand Total:	$66,155.28
Credit Card Surcharge:	*3.00%*
Total with Surcharge:	*$68,139.94*

This estimate is valid for 30 calendar days from the date it is issued. Re-evaluation is required post-expiration for pricing and availability.

A technical site-survey is required and is included in this estimate. Following the survey, any scope of work changes will be reviewed with the customer and an updated cost will be provided, if applicable.

Proof Policy - We ask that you thoroughly review the design proof for any layout, spelling, or design errors. We require electronic approval through our proofing system or email before production. Design services include one initial composition and two (2) revisions; additional revisions incur fees. Post-approval errors may be corrected, subject to charges up to 100% of the product's value. FASTSIGNS® of Coeur d'Alene is not liable for errors in the approved proof.

Payment Process - For orders over $1,000, FASTSIGNS® of Coeur d'Alene requires 50% payment upon estimate approval and 50% at installation. If paying by Purchase Order, please let your sales representative know for updated payment terms.

Credit Card Processing - Invoices paid by credit card are subject to a 3% processing fee, which is acknowledged and accepted by the customer when choosing this payment method. Customers can avoid this fee by using alternative payment methods such as cash, check, or wire transfer.

Permit Policy - Unless permit application is included in the estimate above,

permit and regulatory risk are the responsibility of the end customer, as permanent exterior signs may require permits. If permitting is required and installation is to be completed by FASTSIGNS® of Coeur d'Alene, signage will not be installed prior to permit approval. If client opts out of having FASTSIGNS® of Coeur d'Alene obtain a permit, sign(s) will only be installed with a signed permit waiver.

Permit fees - Permit fees have been estimated when possible. Permit fees are subject to adjustment on the final invoice per the permitting jurisdiction's applied fee structure.

Restocking Fee - In case of cancellation of an order where materials have been purchased to fulfill the order prior to full payment being made, a restocking fee will be applied at the materials full cost plus shipping, handling, and storage.

Signature: _____ **Date:** _____

Thank you for your business. We look forward to working with you!

FASTSIGNS
Make Your Statement

212 W Sunset Ave
Coeur d Alene, ID 83815
(208) 444-4032

ESTIMATE
EST-437

fastsigns.com/2499

Payment Terms: Cash Customer

Created Date: 10/7/2026

DESCRIPTION: 5x8 EMC and Illuminated Cabinet on Pylon; Removal and Replacement

Bill To: Lakeland Senior High School
7006 ID-53
Rathdrum, ID 83858
US

Installed: Lakeland Senior High School
7006 ID-53
Rathdrum, ID 83858
US

Requested By: Jimmy Hoffman
Email: jhoffman@lakeland272.org
Work Phone: (208) 687-0181
Tax ID: Zero Rate

Salesperson: Michael Kizis
Cell Phone: 4404939784

NO.	Product Summary	QTY	UNIT PRICE	AMOUNT
1	**New - Electronic Message Center; 2 sided 5' x 8' viewing area, Full Color, 9mm Pixel Pitch, 160x256 Matrix, 20 Lines/51 Char., 10K brightness, Lifetime Cellular Plan, upgraded 7 yr Parts and Parts Replacement Warranty**	1	$41,540.00	$41,540.00

1.1	**Sign Cabinet - EMC** **Notes:** Pixel Pitch (Spacing) 9mm Matrix (Pixels HxL) 160x256 Color: Full (281 Trillion) Color-Outdoor Configuration: 2 Units, Twin Pack Cabinet Size: 5'-0" tall x 8'-0" long (60" x 96"), to match depth of logo cabinet in back to back installation Active Viewing Area: 5'-0" tall x 8'-0" long (60" x 96") Maximum Text Capability: 20 Lines, 51 Characters Max Per Line. Max Brightness: 10000 NITS -- Ambient Light Sensor Included, auto-dims for dusk and inclement weather, customizable Viewing Angle: 70° Vertical / 140° Horizontal Connectivity to Cloud/Internet Via: Cellular Modem with Lifetime Data Content Management: Lifetime Subscription to Impact Cloud+ CMS with Security Suite Weight (total): 572 lbs Includes: Peace of Mind Pledge, provides $5,000 of insurance deductible reimbursement should the EMC be vandalized or damaged by storm and/or lightning Includes: Lifetime Training and Technical Support Includes: Spare Parts Kit Includes: Impact Vision Remote Diagnostics and Monitoring			
1.2	**Miscellaneous - Warranty (7 year parts and parts labor)** **Notes:** The upgraded Warranty Includes Lifetime Technical Support, a 7-Year Parts Warranty and 7-Year Parts Replacement Labor.			
2	**New - Illuminated Double-Sided Polycarbonate Face Sign Cabinet, 30"h x 123"w x 16"d; School Name and Logo, digitally printed and UV protective laminate applied; customer supplied artwork + graphic design support**	1	$7,936.00	$7,936.00

2.1	**Sign Cabinet - Illuminated DS Hard-Faced Cabinet w/Retainers** **Notes:** 120" w 30" h 16" d Thru Pole mounted LED illuminated UL Listed			
2.2.1	**Polycarbonate 3/16" - Poly Panels - 2 ea**			
2.2.2	**Cast Vinyl - Printable Translucent (Overlay) - Digitally Printed Translucent Vinyl - 2 ea**			
2.2.3	**Laminate Cast - 1.3 mil UV Gloss - UV Protective Cast Gloss Laminate - 2 ea**			
2.3	**Layout with Proof - Layout w/Proof and Production**			
3	**Permit Acquisition - Engineering and Permit; Plan Review and Permit Fees to be assessed by city and added to final invoice**	1	$1,565.00	$1,565.00
3.1	**Site Survey - Engineering**			
3.2	**Permit - Permit Acquisition**			
3.3	**Permit - Permit Fee paid to the city**			
4	**Removal of current signage, Refurbish of pylons, Installation of new signage**	1	$17,827.50	$17,827.50
4.1	**Installation - R&R Installation Labor Only**			
4.2	**Miscellaneous - Equipment - telehandler w/jib**			
4.3	**Miscellaneous - Equipment - z-lift**			
4.4	**Miscellaneous - Equipment - welder/generator**			
4.5	**On-Site Service/Repair - Electrician includes permit**			
4.6	**Miscellaneous - Materials (Steel, Paint, Fasteners, etc)**			

Base Subtotal:	$68,868.50
Shipping:	$1,150.00
Subtotal:	$70,018.50
Taxes:	$0.00
Grand Total:	$70,018.50
Credit Card Surcharge:	*3.00%*
Total with Surcharge:	*$72,119.06*

This estimate is valid for 30 calendar days from the date it is issued. Re-evaluation is required post-expiration for pricing and availability.

A technical site-survey is required and is included in this estimate. Following the survey, any scope of work changes will be reviewed with the customer and an updated cost will be provided, if applicable.

Proof Policy - We ask that you thoroughly review the design proof for any layout, spelling, or design errors. We require electronic approval through our proofing system or email before production. Design services include one initial composition and two (2) revisions; additional revisions incur fees. Post-approval errors may be corrected, subject to charges up to 100% of the product's value. FASTSIGNS® of Coeur d'Alene is not liable for errors in the approved proof.

Payment Process - For orders over $1,000, FASTSIGNS® of Coeur d'Alene requires 50% payment upon estimate approval and 50% at installation. If paying by Purchase Order, please let your sales representative know for updated payment terms.

Credit Card Processing - Invoices paid by credit card are subject to a 3% processing fee, which is acknowledged and accepted by the customer when choosing this payment method. Customers can avoid this fee by using alternative payment methods such as cash, check, or wire transfer.

Permit Policy - Unless permit application is included in the estimate above,

permit and regulatory risk are the responsibility of the end customer, as permanent exterior signs may require permits. If permitting is required and installation is to be completed by FASTSIGNS® of Coeur d'Alene, signage will not be installed prior to permit approval. If client opts out of having FASTSIGNS® of Coeur d'Alene obtain a permit, sign(s) will only be installed with a signed permit waiver.

Permit fees - Permit fees have been estimated when possible. Permit fees are subject to adjustment on the final invoice per the permitting jurisdiction's applied fee structure.

Restocking Fee - In case of cancellation of an order where materials have been purchased to fulfill the order prior to full payment being made, a restocking fee will be applied at the materials full cost plus shipping, handling, and storage.

Signature: _____ **Date:** _____

Thank you for your business. We look forward to working with you!

FASTSIGNS
Make Your Statement

212 W Sunset Ave
Coeur d Alene, ID 83815
(208) 444-4032

ESTIMATE
EST-438

fastsigns.com/2499

Payment Terms: Cash Customer

Created Date: 10/7/2026

DESCRIPTION: 5x10 EMC and Illuminated Cabinet on Pylon; Removal and Replacement

Bill To: Lakeland Senior High School
7006 ID-53
Rathdrum, ID 83858
US

Installed: Lakeland Senior High School
7006 ID-53
Rathdrum, ID 83858
US

Requested By: Jimmy Hoffman
Email: jhoffman@lakeland272.org
Work Phone: (208) 687-0181
Tax ID: Zero Rate

Salesperson: Michael Kizis
Cell Phone: 4404939784

NO.	Product Summary	QTY	UNIT PRICE	AMOUNT
1	**New - Electronic Message Center; 2 sided 5' x 10' viewing area, Full Color, 9mm Pixel Pitch, 160x320 Matrix, 20 Lines/64 Char., 10K brightness, Lifetime Cellular Plan, upgraded 7 yr Parts and Parts Replacement Warranty**	1	$51,020.00	$51,020.00

1.1	**Sign Cabinet - EMC** **Notes:** Pixel Pitch (Spacing) 9mm Matrix (Pixels HxL) 160x320 Color: Full (281 Trillion) Color-Outdoor Configuration: 2 Units, Twin Pack Cabinet Size: 5'-0" tall x 10'-0" long (60" x 120"), to match depth of logo cabinet in back to back installation Active Viewing Area: 5'-0" tall x 10'-0" long (60" x 120") Maximum Text Capability: 20 Lines, 64 Characters Max Per Line. Max Brightness: 10000 NITS -- Ambient Light Sensor Included, auto-dims for dusk and inclement weather, customizable Viewing Angle: 70° Vertical / 140° Horizontal Connectivity to Cloud/Internet Via: Cellular Modem with Lifetime Data Content Management: Lifetime Subscription to Impact Cloud+ CMS with Security Suite Weight (total): 712 lbs Includes: Peace of Mind Pledge, provides $5,000 of insurance deductible reimbursement should the EMC be vandalized or damaged by storm and/or lightning Includes: Lifetime Training and Technical Support Includes: Spare Parts Kit Includes: Impact Vision Remote Diagnostics and Monitoring			
1.2	**Miscellaneous - Warranty (7 year parts and parts labor)** **Notes:** The upgraded Warranty Includes Lifetime Technical Support, a 7-Year Parts Warranty and 7-Year Parts Replacement Labor.			
2	**New - Illuminated Double-Sided Polycarbonate Face Sign Cabinet, 30"h x 123"w x 16"d; School Name and Logo, digitally printed and UV protective laminate applied; customer supplied artwork + graphic design support**	1	$7,936.00	$7,936.00

2.1	**Sign Cabinet - Illuminated DS Hard-Faced Cabinet w/Retainers** **Notes:** 120" w 30" h 16" d Thru Pole mounted LED illuminated UL Listed			
2.2.1	**Polycarbonate 3/16" - Poly Panels - 2 ea**			
2.2.2	**Cast Vinyl - Printable Translucent (Overlay) - Digitally Printed Translucent Vinyl - 2 ea**			
2.2.3	**Laminate Cast - 1.3 mil UV Gloss - UV Protective Cast Gloss Laminate - 2 ea**			
2.3	**Layout with Proof - Layout w/Proof and Production**			
3	**Permit Acquisition - Engineering and Permit; Plan Review and Permit Fees to be assessed by city and added to final invoice**	1	$1,565.00	$1,565.00
3.1	**Site Survey - Engineering**			
3.2	**Permit - Permit Acquisition**			
3.3	**Permit - Permit Fee paid to the city**			
4	**Removal of current signage, Refurbish of pylons, Installation of new signage**	1	$17,827.50	$17,827.50
4.1	**Installation - R&R Installation Labor Only**			
4.2	**Miscellaneous - Equipment - telehandler w/jib**			
4.3	**Miscellaneous - Equipment - z-lift**			
4.4	**Miscellaneous - Equipment - welder/generator**			
4.5	**On-Site Service/Repair - Electrician includes permit**			
4.6	**Miscellaneous - Materials (Steel, Paint, Fasteners, etc)**			

Base Subtotal:	$78,348.50
Shipping:	$1,150.00
Subtotal:	$79,498.50
Taxes:	$0.00
Grand Total:	$79,498.50
Credit Card Surcharge:	*3.00%*
Total with Surcharge:	*$81,883.46*

This estimate is valid for 30 calendar days from the date it is issued. Re-evaluation is required post-expiration for pricing and availability.

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Payment Process - For orders over $1,000, FASTSIGNS® of Coeur d'Alene requires 50% payment upon estimate approval and 50% at installation. If paying by Purchase Order, please let your sales representative know for updated payment terms.

Credit Card Processing - Invoices paid by credit card are subject to a 3% processing fee, which is acknowledged and accepted by the customer when choosing this payment method. Customers can avoid this fee by using alternative payment methods such as cash, check, or wire transfer.

Permit Policy - Unless permit application is included in the estimate above,

permit and regulatory risk are the responsibility of the end customer, as permanent exterior signs may require permits. If permitting is required and installation is to be completed by FASTSIGNS® of Coeur d'Alene, signage will not be installed prior to permit approval. If client opts out of having FASTSIGNS® of Coeur d'Alene obtain a permit, sign(s) will only be installed with a signed permit waiver.

Permit fees - Permit fees have been estimated when possible. Permit fees are subject to adjustment on the final invoice per the permitting jurisdiction's applied fee structure.

Restocking Fee - In case of cancellation of an order where materials have been purchased to fulfill the order prior to full payment being made, a restocking fee will be applied at the materials full cost plus shipping, handling, and storage.

Signature: _____ **Date:** _____

Thank you for your business. We look forward to working with you!

FASTSIGNS
Make Your Statement

212 W Sunset Ave
Coeur d Alene, ID 83815
(208) 444-4032

ESTIMATE
EST-444

fastsigns.com/2499

Payment Terms: Cash Customer

Created Date: 10/9/2026

DESCRIPTION: WATCHFIRE: 5x7 EMC and Illuminated Cabinet on Pylon; Removal and Replacement

Bill To: Lakeland Senior High School
7006 ID-53
Rathdrum, ID 83858
US

Installed: Lakeland Senior High School
7006 ID-53
Rathdrum, ID 83858
US

Requested By: Jimmy Hoffman
Email: jhoffman@lakeland272.org
Work Phone: (208) 687-0181
Tax ID: Zero Rate

Salesperson: Michael Kizis
Cell Phone: 4404939784

NO.	Product Summary	QTY	UNIT PRICE	AMOUNT
1	**WATCHFIRE- EMC; 2 sided 5' x 7' viewing area, Full Color, 10mm Pixel Pitch, 160x210 Matrix, 18 Lines/42 Char., 7.5K brightness, Lifetime Cellular Plan, 5 year parts warranty**	1	$42,568.50	$42,568.50

1.1	**Sign Cabinet - EMC**

Notes:

PRODUCT SPECIFICATIONS
Pixel Pitch: W10mm
Pixel Matrix: 150H X 210W
Ventilation Style: Front Ventilation
Cabinet Size: 5ft 5in H x 7ft 3in L x 8in D
Viewing Area: 5ft H x 7ft L
Cabinet Style: Double Face Front Service
Character Size: 18 lines / 42.0 Characters at a 3" type
Approx. Weight: 869.00 Lbs.
Mfg. Lead Time: 3-5 weeks (Based on signed quote, receipt of deposit, and artwork approval - if applicable)

Electrical Service: 120 VOLT 42.0 amps (21.00 per face) Single Phase Service. Refer to the Installation manual for details on wiring. Based on 18 hours of operation a day, plus or minus 10% depending on how the sign is programmed.
Example: 26.1 KWHrs x $0.12 = $3.13 /Day

PRODUCT FEATURES
Brightness Daytime 7500 NITs Maximum;Nighttime 700

NITs Maximum
Color LED RGB
Color Capability Min. 1.2 Quintillion
Video Plays prerecorded clips, Animated Text &

graphics

Viewing Angles 150 Horizontal/95 Vertical

Software Ignite OPx (cloud-based)
Software Training Web Based
Communications OPx - 4G Wireless with Watchre Cellular

Data Plan
Wireless Data Plan Life-of-sign
Cabinet Separation Standard Up To 15 Feet
Power Requirements US 120 Volts
Hardware Sensor Photocell w/15ft Cable
Sign Mounting Kit Not Ordered / Not Required
Installation Technician Not Ordered
Parts Warranty 5-Year

2	**New - Illuminated Double-Sided Polycarbonate Face Sign Cabinet, 30"h x 123"w x 16"d; School Name and Logo, digitally printed and UV protective laminate applied; customer supplied artwork + graphic design support**	1	$7,572.78	$7,572.78
2.1	**Sign Cabinet - Illuminated DS Hard-Faced Cabinet w/Retainers** **Notes:** 123" w 30" h 16" d Thru Pole mounted LED illuminated UL Listed			
2.2	**Polycarbonate 3/16" - Poly Panels - 2 ea**			
2.3	**Cast Vinyl - Printable Translucent (Overlay) - Digitally Printed Translucent Vinyl - 2 ea**			
2.4	**Laminate Cast - 1.3 mil UV Gloss - UV Protective Cast Gloss Laminate - 2 ea**			
2.5	**Layout with Proof - Layout w/Proof and Production**			
3	**Permit Acquisition - Engineering and Permit; Plan Review and Permit Fees to be assessed by city and added to final invoice**	1	$1,565.00	$1,565.00
3.1	**Site Survey - Engineering**			
3.2	**Permit - Permit Acquisition**			
3.3	**Permit - Permit Fee paid to the city**			
4	**Removal of current signage, Refurbish of pylons, Installation of new signage**	1	$17,827.50	$17,827.50
4.1	**Installation - R&R Installation Labor Only**			
4.2	**Miscellaneous - Equipment - telehandler w/jib**			
4.3	**Miscellaneous - Equipment - z-lift**			
4.4	**Miscellaneous - Equipment - welder/generator**			
4.5	**On-Site Service/Repair - Electrician includes permit**			
4.6	**Miscellaneous - Materials (Steel, Paint, Fasteners, etc)**			

Base Subtotal:	$69,533.78
Shipping:	$2,191.00
Subtotal:	$71,724.78
Taxes:	$0.00
Grand Total:	$71,724.78
Credit Card Surcharge:	*3.00%*
Total with Surcharge:	*$73,876.52*

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