



Kenton County School District | It's about ALL kids.

THE KENTON COUNTY BOARD OF EDUCATION

1055 EATON DRIVE, FORT WRIGHT, KENTUCKY 41017

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WEBSITE: www.kenton.kyschools.us

Dr. Henry Webb, Superintendent of Schools

KCSD ISSUE PAPER

DATE:

06/03/19

AGENDA ITEM (ACTION ITEM):

Consider/Approve awarding of the Photography Contract to Lifetouch Studios as listed on the Photography Bid Tabulation for the period of July 1, 2019 through June 30, 2020 with three optional mutually agreed upon annual renewals.

APPLICABLE BOARD POLICY:

Fiscal Management 04.32 AP.1

HISTORY/BACKGROUND:

An advertisement to accept sealed proposals for Photography was posted on the district website on May 3, 2019. Bids were publicly opened and read on May 17, 2019 at 2:00 pm est.

FISCAL/BUDGETARY IMPACT:

Based upon the current bid estimated quantities, prices decreased by 5.21% compared to the awarded bid prices from the 2016 bid.

RECOMMENDATION:

Approval to award the Photography Bid to Lifetouch Studios as listed on the Photography Bid Tabulation for the period of July 1, 2019 through June 30, 2020 with three optional mutually agreed upon annual renewals.

CONTACT PERSON:

David Lloyd

Principal

District Administrator

Superintendent

Use this form to submit your request to the Superintendent for items to be added to the Board Meeting Agenda.

Principal –complete, print, sign and send to your Director. Director –if approved, sign and put in the Superintendent's mailbox.

Kenton County Board of Education

Board Members: Carl Wicklund, Chairperson Karen L. Collins, Vice Chairperson Carla Egan Shannon Herold Jessica Jehn

"The Kenton County Board of Education provides Equal Education & Employment Opportunities."

**THE KENTON COUNTY SCHOOL DISTRICT
PHOTOGRAPHY BID TABULATION
OVERALL SCORE**

Item Description	Possible Points	Lifetouch Studios	McIntire Photography	Strawbridge Studios
OPTION A - Fall, Class Composites, Spring, Seniors, and ID Badges				
Pricing	40	37.25	-16.01	40.00
Quality of Service	30	24.67	24.67	24.67
Samples	20	19.00	11.33	18.00
References	10	10.00		8.41
TOTAL SCORE - OPTION A	100	90.91	19.99	91.08
OPTION B - Dance Pictures				
Pricing	40	40.00	-22.30	34.75
Quality of Service	30	24.67	24.67	24.67
Samples	20	16.33	7.67	13.67
References	10	10.00		8.41
TOTAL SCORE - OPTION B	100	91.00	10.04	81.50

**THE KENTON COUNTY SCHOOL DISTRICT
PHOTOGRAPHY BID TABULATION
OVERALL SCORE**

Item Description	Possible Points	Lifetouch Studios	McIntire Photography	Strawbridge Studios
OPTION C - Sports Pictures				
Pricing	40	40.00	19.17	39.40
Quality of Service	30	24.67	24.67	24.67
Samples	20	18.00	15.00	15.67
References	10	10.00		8.41
TOTAL SCORE - OPTION C	100	92.67	58.84	88.14

ALL OPTIONS				
Pricing	40	38.12	-8.85	40.00
Quality of Service	30	24.67	24.67	24.67
Samples	20	17.78	11.33	15.78
References	10	10.00		8.41
TOTAL SCORE - ALL OPTIONS	100	90.56	27.15	88.86

- Recommended as the best evaluated bid.

**THE KENTON COUNTY SCHOOL DISTRICT
PHOTOGRAPHY BID TABULATION - PRICING**

Item Description	Quantity	Lifetouch Studios		McIntire Photography		Strawbridge	
		Unit Price	Total	Unit Price	Total	Unit Price	Total
OPTION A - Fall, Class Composites, Spring, Class Composites, & ID Badge Pictures							
Package #1	406	15.00	6,090.00	20.00	8,120.00	13.50	5,481.00
Package #2	1,416	12.50	17,700.00	30.00	42,480.00	11.50	16,284.00
Package #3	1,724	10.00	17,240.00	28.00	48,272.00	9.45	16,291.80
Package #4	1,665	8.50	14,152.50	24.00	39,960.00	7.90	13,153.50
Package #5	1,034	6.00	6,204.00	18.00	18,612.00	5.40	5,583.60
Package #6	517	4.00	2,068.00	14.00	7,238.00	3.65	1,887.05
Fall Picture Add-Ons (Price per sheet)	500	4.00	2,000.00	8.00	4,000.00	4.00	2,000.00
Name & Year Printed in lower right corner	300	5.00	1,500.00	1.50	450.00	5.00	1,500.00
Retouching	100	6.00	600.00	2.00	200.00	6.00	600.00
Upcharge For Green Screen - Multiple Background Options		0.00	0.00	0.00	0.00	0.00	0.00
Student I.D.'s		0.00	0.00	0.00	0.00	0.00	0.00
Class Composite Picture (5" x 7")	200	4.00	800.00	5.00	1,000.00	3.50	700.00
Class Composite Picture (8" x 10")	200	7.00	1,400.00	7.00	1,400.00	6.25	1,250.00
Class Composite Picture (10" x 13")	50	8.00	400.00	10.00	500.00	7.00	350.00

**THE KENTON COUNTY SCHOOL DISTRICT
PHOTOGRAPHY BID TABULATION - PRICING**

Item Description	Quantity	Lifetouch Studios		McIntire Photography		Strawbridge	
		Unit Price	Total	Unit Price	Total	Unit Price	Total
Senior High School Yearbook Picture Sitting Fee	900	0.00	0.00	5.00	4,500.00	0.00	0.00
Retouch - Package #1	100	0.00	0.00	3.00	300.00	0.00	0.00
Retouch - Package #2	100	0.00	0.00	3.00	300.00	0.00	0.00
Retouch - Package #3	100	0.00	0.00	3.00	300.00	0.00	0.00
Retouch - Package #4	100	0.00	0.00	3.00	300.00	0.00	0.00
Retouch - Package #5	100	0.00	0.00	3.00	300.00	0.00	0.00
Retouch - Package #6	100	0.00	0.00	3.00	300.00	0.00	0.00
Personalize - Package #1	100	0.00	0.00	1.50	150.00	0.00	0.00
Personalize - Package #2	100	0.00	0.00	1.50	150.00	0.00	0.00
Personalize - Package #3	100	0.00	0.00	1.50	150.00	0.00	0.00
Personalize - Package #4	100	0.00	0.00	1.50	150.00	0.00	0.00
Personalize - Package #5	100	0.00	0.00	1.50	150.00	0.00	0.00
Personalize - Package #6	100	0.00	0.00	1.50	150.00	0.00	0.00

**THE KENTON COUNTY SCHOOL DISTRICT
PHOTOGRAPHY BID TABULATION - PRICING**

Item Description	Quantity	Lifetouch Studios		McIntire Photography		Strawbridge		
		Unit Price	Total	Unit Price	Total	Unit Price	Total	
Spring Pictures								
Package 1	100	4.00	400.00	5.00	500.00	3.85	385.00	
Package 2	500	6.00	3,000.00	8.00	4,000.00	5.75	2,875.00	
Package 3	1,000	9.00	9,000.00	12.00	12,000.00	8.60	8,600.00	
Package 4	1,000	11.00	11,000.00	20.00	20,000.00	10.50	10,500.00	
Package 5	500	13.00	6,500.00	23.00	11,500.00	12.45	6,225.00	
Package #6	300	15.00	4,500.00	26.00	7,800.00	13.50	4,050.00	
Package #7	300	17.00	5,100.00	30.00	9,000.00	16.25	4,875.00	
Staff Badges	1,000	0.00	0.00	2.00	2,000.00	0.00	0.00	
Lanyards for ID Badges	1	0.00	2.00	1.25	1.25	0.00	0.00	
Clips for ID Badges	1	0.00	0.00	1.00	1.00	0.00	0.00	
Total - Option A			109,654.50		246,232.00		102,590.95	

**THE KENTON COUNTY SCHOOL DISTRICT
PHOTOGRAPHY BID TABULATION - PRICING**

Item Description	Quantity	Lifetouch Studios		McIntire Photography		Strawbridge	
		Unit Price	Total	Unit Price	Total	Unit Price	Total
Option B - High School Dance							
Package A	50	22.00	1,100.00	70.00	3,500.00	22.00	1,100.00
Package B	50	16.00	800.00	35.00	1,750.00	18.00	900.00
Package C	50	10.00	500.00	19.00	950.00	13.00	650.00
Package D	50	5.00	250.00	15.00	750.00	7.00	350.00
Package E	50	8.00	400.00	17.00	850.00	9.00	450.00
Total - Option B			<u>3,050.00</u>		<u>7,800.00</u>		<u>3,450.00</u>
Option C - Sports Pictures							
Package I	350	25.00	8,750.00	40.00	14,000.00	25.00	8,750.00
Package II	350	20.00	7,000.00	26.00	9,100.00	20.00	7,000.00
Package III	350	15.00	5,250.00	21.00	7,350.00	16.00	5,600.00
Package IV	350	12.00	4,200.00	22.00	7,700.00	12.00	4,200.00
Compact Photo Keychain	50	5.00	250.00	10.00	500.00	5.00	250.00
Photo Button, 3 1/2"	50	5.00	250.00	10.00	500.00	5.00	250.00
Team Photo, 8" x 10"	50	10.00	500.00	12.00	600.00	9.00	450.00
Magazine Cover of your sport, 8" x 10"	50	8.00	400.00	14.00	700.00	10.00	500.00
Total - Option C			<u>26,600.00</u>		<u>40,450.00</u>		<u>27,000.00</u>

**THE KENTON COUNTY SCHOOL DISTRICT
PHOTOGRAPHY BID TABULATION - PRICING**

Item Description	Quantity	Lifetouch Studios		McIntire Photography		Strawbridge	
		Unit Price	Total	Unit Price	Total	Unit Price	Total
Option D - Senior Class Composites							
Dixie Heights High			0.00		350.00		0.00
Simon Kenton High			0.00		350.00		0.00
Scott High			0.00		350.00		0.00
Total - Option D			<u>0.00</u>		<u>1,050.00</u>		<u>0.00</u>
TOTAL - All Pictures			<u>139,304.50</u>		<u>295,532.00</u>		<u>133,040.95</u>

**THE KENTON COUNTY SCHOOL DISTRICT
PHOTOGRAPHY BID TABULATION
PERCEIVED QUALITY OF SERVICE**

Item Description	Lifetouch Studios	McIntire	Strawbridge Studios
Evaluator #1	24.00	23.00	27.00
Evaluator #2	20.00	28.00	27.00
Evaluator #3	30.00	23.00	20.00
Total Perceived Quality of Service Score	24.67	24.67	24.67

**THE KENTON COUNTY SCHOOL DISTRICT
PHOTOGRAPHY BID TABULATION - SAMPLES**

Item Description	Lifetouch Studios	McIntire	Strawbridge Studios
OPTION A - Fall, Class Composites, Spring, Seniors, and ID Badge Pictures;			
Evaluator #1	20.00	10.00	20.00
Evaluator #2	17.00	14.00	19.00
Evaluator #3	20.00	10.00	15.00
Perceived Quality of Samples Score			
- Option A	19.00	11.33	18.00
OPTION B - Dance Pictures			
Evaluator #1	20.00	10.00	20.00
Evaluator #2	19.00	11.00	19.00
Evaluator #3	10.00	2.00	2.00
Perceived Quality of Samples Score			
- Dance Pictures	16.33	7.67	13.67
OPTION C - Sports Pictures			
Evaluator #1	20.00	10.00	20.00
Evaluator #2	19.00	15.00	19.00
Evaluator #3	15.00	20.00	8.00
Perceived Quality of Samples Score			
- Sports Pictures	18.00	15.00	15.67
Average of all three Options	17.78	11.33	15.78

**THE KENTON COUNTY SCHOOL DISTRICT
PHOTOGRAPHY BID TABULATION
REFERENCES**

Item Description	Lifetouch Studios	McIntire	Strawbridge Studios
Company 1	10.00		
Company 2	10.00		
Company 3	10.00		
School 1			9.00
School 2			3.00
School 3			9.00
School 4			10.00
School 5			9.00
School 6			9.00
School 7			9.00
School 8			8.00
School 9			9.00
School 10			10.00
School 11			8.00
School 12			9.00
School 13			8.00
School 14			4.00
School 15			10.00
School 16			9.00
School 17			10.00
Total Reference Score	10.00		8.41