City Council

Agenda Item

Subject: Approval of a Bid Award for Scoreboards for the Prairie Lakes Ice Arena, Project No. #2116, to Daktronics, with installation by Stein Sign, in the Amount of $402,574.00 and authorize the City Manager to sign all necessary documents related to the project.

Meeting: City Council - Jun 20 2023

From: Amanda Mack, City Manager

BACKGROUND INFORMATION:

Staff have received a Sourcewell pricing bid from Daktronics to provid the end-rink and center-hung scoreboards for the Prairie Lakes Ice Arena in the amount of $402,574. Daktronics would supply the equipment ($377,814.00) and Stein Sign would install the equipment ($24,760.00).

Through the Daktronics community funding program efforts, $64,900 per year ($324,500 total) has been committed from donors as varying level of sponsors on the scoreboards. Daktronics has a 5-year payment program at 6.9%, in which the City will apply for to initiate the scoreboard order. The estimated annual payment is $72,488 per year. The City would be responsible for the remaining $7,588 per year. The expectation is that the City will continue to secure scoreboard sponsors to make up the remaining amount. The City needs to order the scoreboards at this time to be installed by the opening date.

FINANCIAL IMPACT:

$84,000 is included within the total project expenses of $36,372,878 in Fund 504 for the basic end-mount scoreboard needs. There is $64,900 per year ($324,500 total) committed in sponsorships to help cover the $402,574 overall cost. The remaining funding ($7,588/year, or $37,940) is anticipated to come from additional sponsors, which will cover the annual costs for 5 years based on the purchase agreement with Daktronics. There is no early payoff penalty. It is likely the project will have remaining funding to payoff the scoreboards at the end of the project, in which case the annual sponsorship allocations then come to the City to supplement those costs.

End-Rink Scoreboards- $67,543.00
Center-hung Scoreboard- $310,271.00
Stein Sign (Install)- $24,760.00
TOTAL: $402,574.00

SUGGESTED MOTION:

I move to approve the Bid for Scoreboards for the Prairie Lakes Ice Arena, Project No. #2116, to Daktronics, with installation by Stein Sign, in the Amount of $402,574.00 and authorize the City Manager to sign all necessary documents related to the project.

STAFF REFERENCE(S):
Dusty Rodiek, Heath VonEye, Justin Petersen

ATTACHMENT(S):
City of Watertown-Daktronics Quote
Installation SteinSign
10 year proforma with 5 year lease (JS)-Revised

DAKTRONICS.COM

201 Daktronics Drive PO Box 5128
Brookings, South Dakota 57006-5128
T 800-325-8766 605-692-0200 F 605-697-4700

Thank you for giving Daktronics the opportunity to be your equipment provider. It is important to us that we capture your vision for this project. The provided quote outlines your product selection. Please look it over carefully and work with your salesperson to review and answer any questions.

We look forward to partnering with you on this exciting opportunity!

Placing Order:

When you are ready to place your order, contact your salesperson to obtain order documents. Daktronics will need the following information:

- Finalized equipment decision, including colors
- Delivery location/address
- Bill to information – Invoice Remit

If you are incorporating school or sponsorship logos into your project, please view Daktronics Graphics File Standards and submit with your order documents.

Additional Information:

Our website and blog offer helpful information. Learn more about what our customers are talking about by visiting the following:

- Could your PA system use an upgrade?
  - Check out our Sports Sound Systems.
- Wishing you could check off more items on your list of needs?
  - See how Daktronics Sports Marketing could add revenue to your budget.
- Curious what other schools have installed?
  - Look through our Daktronics Sports Photo Gallery for ideas.
- Did you know we have an in-house reliability laboratory?
  - Experience the testing your components undergo in our Product Reliability Lab.
- Interested in financing options for orders over $25,000?
  - View our Getting Started Guide to see what Daktronics offers.
- Want to view helpful information related to our products, in addition to stories on how other schools are developing students and generating revenue?
  - Check out our blog.

DAKTRONICS QUOTE # 795490-2-4

City of Watertown
Scott Gloe
23 2nd St NE
Watertown, SD USA 57201
Phone: (605)882-6200
Fax:
Email: sgloe@watertownsd.us

14/Jun/2023
Quote Valid for: 60 days
Terms: 30% with the order, 60% Payment before shipment, 10% Net 30 days from shipment
Subject to Credit Review
FCA: DESTINATION
Delivery: Call for Production Time

Reference: New Ice Arena, Hockey Video

Item No.	Model	Description	Qty	Price
1	**LVN-3000-512X896-3.9MN-MC-CNTLRM-SR-LT**	**4 Indoor Video Displays - 3.9mm Coated Modules - with Comprehensive Spare Parts Package including 14 Modules** Matrix: 512 lines by 896 columns Line Spacing: 3.9mm LED Color: RGB- Cabinet Dimensions: 6' 10" H X 11' 9" W X 0' 6" D (Approx. Dimensions) Max Power: 4800 watts/display Weight: Unpackaged 468 lbs per display; Packaged 755 lbs per display	4	**$310,271.00**
	Floor Frame and Shrouding for LVN Centerhung for 11.75' Width	Includes floor frame, hardware, canvas or sheet metal floor, and corner shrouding Cabinet Dimensions: 0' 4" H X 11' 9" W X 0' 6" D (Approx. Dimensions) Digit Type: PANAVIEW Weight: Unpackaged 295 lbs per display; Packaged 785 lbs per display	1	
	11.75' Lower Sling	For 11.75' Centerhung Displays Weight: Unpackaged 23 lbs per display; Packaged 30 lbs per display	1	
	corner_shroud_decoration	Four-sided corner shroud decoration	4	
	11.75' Floor Decoration	Copy For 11.75' Centerhung Floors (to be used with Canvas floors only)	1	
	DVN/LVN Control-1 video input (Primary/Backup Player & Display Interface) w/ Laptop	Standard Definition or High Definition (1080p); 1 video input	1	
	Daktronics System Installation Drawings >100	Attachment support system drawings	1	
	Daktronics System Electrical Drawings >100	Power and control system drawings	1	
	Daktronics System Certified Structural Drawings >100	Engineered stamped drawings	1	
	Standard Video All Sport® RTD Input Kit	Displays Game-In-Progress Information	1	

	W-1489	Fiber Optic Cable; 50 µm Multimode; 6 Fiber with non-terminated ends	1000	
	System Startup	Final Commissioning of Equipment	1	
2	**H-2111-W-PV**	**Tuff Sport® PanaView® Hockey Scoreboard; Scoreboard Color: _____; Caption Color: _____** Digit Type: PANAVIEW Digit Color: WHITE Weight: Unpackaged 120 lbs per display; Packaged 162 lbs per display	**2**	**$13,858.00**
	AS-5010 Kit	All Sport® 5010 Control Console Kit	2	
	Indoor Scoreboard Radio Communication (Transmitter)	Frequency of 2.4 GHz	2	
	TNMC_6 for BB-2xxx (White LEDs)	8x48-6 Indoor LED Team Name Message Center Digit Color: WHITE Max Power: 100 watts/display Weight: Unpackaged 15 lbs per display; Packaged 20 lbs per display	2	
	Stripe; Indoor	Indoor Scoreboard Border Stripe; Color: _____	2	
	Radio Receiver	Frequency of 2.4 GHz	2	
3	**H-2102-W-PV**	**Tuff Sport® PanaView® Modular Hockey Scoreboard; Player and Penalty Section; 2 Displays; Scoreboard Color: _____; Caption Color: _____** Digit Type: PANAVIEW Digit Color: WHITE Weight: Unpackaged 105 lbs per display; Packaged 144 lbs per display	**2**	**$10,404.00**
	Indoor Scoreboard Wire Communication	Communication Type: Wire (Cable not included)	4	
	Stripe; Indoor	Indoor Scoreboard Border Stripe; Color: _____	4	
4	**H-2103-W-PV**	**Tuff Sport® PanaView® Modular Hockey Scoreboard; Shots on Goal Section; 2 Displays; Scoreboard Color: _____; Caption Color: _____** Digit Type: PANAVIEW Digit Color: WHITE Weight: Unpackaged 45 lbs per display; Packaged 70 lbs per display	**2**	**$4,174.00**
	Indoor Scoreboard Wire Communication	Communication Type: Wire (Cable not included)	4	
	Stripe; Indoor	Indoor Scoreboard Border Stripe; Color: _____	4	
5	**H-2104-W-PV**	**Tuff Sport® PanaView® Hockey Scoreboard; Scoreboard Color: _____; Caption Color: _____**	**2**	**$19,026.00**

		Digit Type: PANAVIEW Digit Color: WHITE Max Power: 600 watts/display Weight: Unpackaged 185 lbs per display; Packaged 242 lbs per display		
	AS-5010 Kit	All Sport® 5010 Control Console Kit	2	
	Indoor Scoreboard Radio Communication (Transmitter)	Frequency of 2.4 GHz	2	
	TNMC_6 for BB-2xxx (White LEDs)	8x48-6 Indoor LED Team Name Message Center Digit Color: WHITE Max Power: 100 watts/display Weight: Unpackaged 15 lbs per display; Packaged 20 lbs per display	2	
	Stripe; Indoor	Indoor Scoreboard Border Stripe; Color: _____	2	
	Radio Receiver	Frequency of 2.4 GHz	2	
6	**Indoor Non-Backlit 4' 0" x 12' 0" Horizontal**	**Ad Panel, Above or Below Display** Cabinet Dimensions: 4' 0" H X 12' 0" W X 0' 6" D Weight: Packaged 192 lbs per display	**2**	**$3,774.00**
7	**Indoor Non-Backlit 3' 0" x 14' 0" Horizontal**	**Ad Panel, Above or Below Display** Cabinet Dimensions: 3' 0" H X 14' 0" W X 0' 6" D Weight: Packaged 168 lbs per display	**2**	**$3,205.00**
8	**Indoor Non-Backlit 3' 0" x 10' 0" Horizontal**	**Ad Panel, Above or Below Display** Cabinet Dimensions: 3' 0" H X 10' 0" W X 0' 6" D Weight: Packaged 120 lbs per display	**1**	**$1,186.00**
9	**Custom Indoor Non-Backlit Vertical**	**Indoor Non-Backlit 5' 0" x 5' 0" Vertical (Package Weight 100 lbs)**	**2**	**$2,763.00**
10	**TI-2031-W-UV**	**Indoor UniView® Locker Room Clock; Without Controller** Cabinet Dimensions: 0' 8" H X 1' 3" W X 0' 3" D (Approx. Dimensions) Digit Type: UNIVIEW Digit Color: WHITE Weight: Unpackaged 4 lbs per display; Packaged 7 lbs per display	**6**	**$4,208.00**
	Indoor Scoreboard Wire Communication	Communication Type: Wire	6	
	Wire Outdoor 4 Conductor W-1234	22 AWG Twisted Pair Shielded Wire (Per Foot)	1000	

11	**Installation Support (Per day rate which includes travel and per diem expenses)**	**Daktronics support services can include several options; from technical installation guidance, to learning how to use Daktronics software. We offer several service benefits to suit your needs and schedule. Talk to your representative about what services fit your needs best.**	**1**	**$4,200.00**
12	**FREIGHT**	**Shipping to site via Independent Carrier (flatbed trailer). Crane or telehandler required for unloading.**	**1**	**$745.00**

Services

13	**G5C5-W**	**Five Year Warranty - Parts Coverage - G5G5**	**1**	
	Standard Video with SCS One-on-One Webinar Training		1	
	Custom RTD Frames -- Single Logo Background	Custom Logo RTD Frames. 1-3 RTD Frames	1	
	Premium Animations Starter Package	Personalized Package - Your School Colors, Mascot/Logo - 20 Pre-Selected Popular/Essential Animations Included	1	
	Premium Hockey Animations - 8	Personalized Package - Your School Colors, Mascot/Logo - 8 Animations Included	1	
	Premium Animations Pick 20 Sponsor Package	Personalized Package - Pick 20 Animations from any Team Spirit Animations. Intended to further fulfill sponsor features and sponsor logos.	1	
	Event Production Remote Consultation		1	

Total Price Excluding Applicable Tax:	**$377,814.00**

Please reference listed sales literature: DD1628383 for G5C5-W, DD1737664 for TI-2031-W-UV, DD1936413 for Standard Video All Sport® RTD Input Kit, DD2541488 for H-2102-W-PV, DD2541491 for H-2103-W-PV, DD2541494 for H-2104-W-PV, DD2541518 for H-2111-W-PV, DD2563729 for Custom RTD Frames -- Single Logo Background, DD4738400 for LVN-3000-512X896-3.9MN-MC-CNTLRM-SR-LT, SL-03991 for AS-5010 Kit, SL-04342 for TNMC_6 for BB-2xxx (White LEDs), SL-04370 for Indoor Scoreboard Radio Communication (Transmitter), SL-04370 for Radio Receiver

Please reference listed shop drawings: DWG-112485 for Indoor Non-Backlit 3' 0" x 10' 0" Horizontal, DWG-112485 for Indoor Non-Backlit 3' 0" x 14' 0" Horizontal, DWG-112485 for Indoor Non-Backlit 4' 0" x 12' 0" Horizontal, DWG-1130800 for 11.75' Lower Sling

Options

Please contact your sales representative for additional information

ID_C_TS_8_I	**Corner Panel, 8' Scoreboard, 17x21 Decorated**		**4**	**$360.00**

Leasing Program
If your purchase exceeds $25,000, you may qualify for our leasing program allowing you more flexibility to spread out the cost of your Daktronics display over of a period up to five (5) years. Benefits of our leasing program include fixed rate financing, non-appropriation clause, no prepayment penalty, and customizable payment schedules. Plus, at the end of the lease, the equipment is yours to keep with no additional balloon payments.

Sample payment options as follows:
$50,000 in total equipment cost = $11,285 per year
$100,000 in total equipment cost = $22,568 per year
$250,000 in total equipment cost = $56,420 per year
Payments based on 5 year/annual payment in advance structure. **Leasing is subject to credit approval and agreed upon documentation with Daktronics lending partner. Contact your Daktronics representative for additional options and details.

Exclusions:

- **Electrical Installation**
- **Structure**
- **Power**
- **Signal Conduit**
- **Applicable Permits**
- **Electrical Switch Gear or Distribution Equipment**
- **Physical/Mechanical Installation**
- **Foundation**
- **Hoist**
- **Labor to Pull Signal Cable**
- **Taxes**
- **Front End Equipment**

Unless expressly stated otherwise in this Quote # 795490-2 Rev 4 or the attachments, if Daktronics performs installation of the Equipment, the price quoted does not include the following services pertaining to physical installations: digging of footings (including dirt removal), any materials fabrication, installation of steel cages, rebar, or bolt attachments, or pouring and finishing of concrete footings. Those service may be provided for an additional cost beyond the quoted price. Purchaser shall be fully responsible for any and all additional costs plus overhead in the event anything unexpected of any nature whatsoever is found while digging the footings including but are not limited to rock, water, utility lines, pipes or any other unforeseen circumstance. The Purchaser acknowledges and agrees that it is fully responsible for all site conditions.

Prices and charges are subject to change by Daktronics at any time before the final agreement between the parties is effective. Ship Date will be determined after customer purchase order is received or agreement is signed or otherwise effective, shop drawings are approved (if required) and down payment is received (if required).

Installation Responsibilities:

If applicable please reference Attachment A for Installation Responsibilities.

Ad/ID Copy Approval Process

Customer shall provide digital artwork for advertising and identification panels, conforming to Daktronics' graphic file standards, at the time of order. Daktronics will create a proof of provided artwork and require approval of that proof three weeks prior to the initial anticipated ship date. Advertising and identification panels not approved in time, will be shipped without copy in Daktronics' standard finish.

Kyle Kraemer
PHONE: 605-695-6666
FAX: 605-697-4700
EMAIL: Kyle.Kraemer@daktronics.com

Jerry Sikkink
PHONE:
FAX: 605-697-4700
EMAIL: Jerry.Sikkink@daktronics.com

Terms And Conditions:

The Terms and Conditions which apply to this order available on request.

SL-02374 Standard Warranty and Limitation of Seller's Liability	(www.daktronics.com/terms_conditions/SL-02374.pdf)
SL-02375 Standard Terms and Conditions of Sale	(www.daktronics.com/terms_conditions/SL-02375.pdf)
SL-07862 Software License Agreement	(www.daktronics.com/terms_conditions/SL-07862.pdf)

NOTE:
The pricing may be adjusted for freight and taxes depending on the options selected.
Please request order documents to submit your order.

DAKTRONICS QUOTE # 795490-2-4 MAIN
ATTACHMENT A

CUSTOMER RESPONSIBILITIES

General

1) Secure necessary sign permits, as required.
2) Secure necessary construction permits, as required.
3) Removal and disposal of existing equipment, as applicable.
4) Removal and disposal of existing structure, as applicable.
5) Provide soil investigation report at time of order.
6) Customer is responsible to ensure the existing structure/building is adequate, including any necessary modifications, for the installation of the Equipment, including but not limited to (i) obtaining certified engineer drawings to the extent required by law and (ii) providing Daktronics, upon reasonable request, documentation relating to the existing structure and modifications necessary for Daktronics to perform its work.
7) Mark location of the new Equipment as delineated in the quote.
8) Provide all required floor protection.

Structures

1) Not applicable

Electrical & Data

1) Provide electrical power to all Daktronics supplied load centers/termination panel at/within the Equipment, as applicable. Electrical power shall be installed per all applicable electrical codes and regulations and shall include; transformer, electrical disconnect, panel board with over current protection, J-boxes, receptacles, power drop cords as applicable per Equipment location and product specifications. Provide all required breakers based on the Equipment electrical loads.
2) Provide and install signal cable conduit, with pull string, from control location to each Equipment location.
3) Provide and install signal cable conduit, with pull string, from control location to each camera location, as applicable.
4) Labor to pull all new signal cable (and remove existing cable, if required).
5) Provide personnel for maintenance and operator training.

Product/Equipment

1) Accept, lift, unload, and inspect all Equipment and control equipment from carrier.
2) Provide storage of all Equipment and control equipment in a safe, dry, and secure location until installation.
3) Lift and mount/install Equipment listed in this quotation according to the product specifications, including placing control equipment in the control room as applicable.
4) Provide high speed internet connection to control room equipment.
5) Required power outlets on clean dedicated circuit(s) for all control room Equipment.

DAKTRONICS RESPONSIBILITIES

General

1) Not applicable

Structures

1) Not applicable

Electrical & Data

1) Terminate signal cable at control location and Equipment location for Equipment delineated in Daktronics quote
2) Unpack, set-up, hook-up, and testing of control system.
3) Set-up and testing of results/statistics/timing system including portable cabling and Daktronics software installation.
4) Perform maintenance training during installation.
5) Perform final systems testing and commissioning.

Product/Equipment

1) Not applicable

QUALIFICATIONS/CLARIFICATIONS

DAKTRONICS QUOTE # 795490-2-4 MAIN
ATTACHMENT A

1) **Access:** Daktronics requires unobstructed access to Equipment and control room installation site until display is 100%. Installation equipment (lifts, trucks, etc.) are expected to have access directly to the display structure location and control location.
2) **Control Room Climate:** Normal operating temperature should be between 40° to 90° Fahrenheit (4° to 32° Celsius). Normal operating humidity should be less than 80% non-condensing. Storage temperature should be between -10° to 105° Fahrenheit (-23° to 41° Celsius). Storage humidity should be less than 95% non-condensing. Keep computers and monitors out of direct sunlight during storage. Allow control equipment taken out of storage to return to operating temperature range prior to turning it on (24 hours recommended).

3) **Electrical:** The maximum voltage is 120 volts line to neutral for all Equipment in this quotation.
4) **Building Penetrations:** Customer to provide all required building (wall/roof/floor) penetrations for the installation of Daktronics equipment to include all attachment, electrical and low voltage/signal connections as applicable.

"

STEIN SIGN DISPL

SINCE 1952
2020 4th Ave. SW
Watertown, SD 57201
Phone: 605.886.4616 Toll-Free: 888.886.4616 Fax: 605.886.5454

Customer Name: City of Watertown
Job Location: **Ice Arena**

Description: Install Daktronics score boards and add panels and center hung score boards for both sheets of ice. Also mount clocks in locker rooms. Wire to clocks done by electrican. I spoke with Kyle and he gave me scope of work as per attachments. Price includes labor and equipment.

Purchase Price: $24,760.00 plus applicable taxes

1. PAYMENT TERMS:

__ Payment due upon delivery / pickup / installation

x 50% down, balance open account

2. JOB SITE CONDITIONS: The Purchase Price contemplates that reasonable accessibility for an unassisted rubber tire equipment will be provided to site of installation, including building and foundation, and said site will be in a condition ready to accept installation. The Purchase Price also assumes that below grade soil will be readily workable. If concealed and unexpected excavation conditions are encountered, such as sub-surface water, rock, or pipelines, all costs for such additional work by Seller shall be paid by Buyer on a time and materials basis. Further, Seller shall not be responsible for damage to underground improvements including utilities, pipes, sewer lines, sprinkling systems or any other underground obstructions unless notified of them in writing prior to commencement of the work.

3. TITLE: Title to all goods delivered by Seller pursuant to this agreement shall remain in Seller until all sums due Seller under the terms of this agreement have been paid in full. Such goods shall at all times be deemed personal property and shall not by reason of attachment to any realty become or be deemed a fixture or appurtenant to such realty, but shall at all times be severable therefrom, and shall be and remain at all times the property of Seller, free of any claim or right of Buyer, of the person to whose property the property may have been attached or the creditors of either.

4. WARRANTY: Seller warrants that all services will be accomplished in a workmanlike manner, and that all goods supplied by Seller will function properly for a period of one year from date of delivery or installation. Lamps, ballasts, and transformers that are deemed by the Seller to not function within said time period will be covered under a labor and material warranty. Any work completed on the sign other than Stein Sign Display will void any such warranty period offered through Stein Sign Display. Warranty does not include vandalism, acts of God, or improper primary electrical

current.

5. DEFAULT: If Buyer fails to pay according to agreed terms as described in Item 1, or fails to perform any other of its obligations, hereunder, or bankruptcy, receivership, assignment for benefit of creditors or other insolvency proceedings are commenced by or against Buyer, Seller shall have the right to immediately repossess all goods that it has delivered pursuant to this agreement, without resort to judicial process and without liability for trespass. Repossession shall not require patching, painting, touch up etc. afterward. Seller's right of repossession includes the right to remove the goods, or disconnect, or otherwise render them unusable. Seller's repossession of the goods shall not deprive Seller of its right to payment, and all additional applicable damages. If Seller places this agreement with a collection or an attorney after default for collection or enforcement, Buyer shall pay all collection costs including reasonable attorneys' fees.

6. ELECTRICAL CONNECTION: The supply and connection of the primary electrical connection to the display(s) is not included in this proposal, and is the cost and responsibility of the Buyer.**7. THIS PROPOSAL IS VALID 14 DAYS FROM THE DATE BELOW.**

Stein Sign Display: Bill Ortner Date: 5-19-23

Customer Approval: _____ Date:

_____

DAKTRONICS
SPORTS MARKETING

DAKTRONICS SPORTS MARKETING & DAKTRONICS FINANCING

10 year Projected Revenue Proforma with a 5 year Lease

***Estimated Proforma based on Equipment Cost and Equipment Finance**

Total Project Price	$402,574
Budgeted Amount	$84,000
Total Financed	$318,574
Interest rate	6.9%

LEASE TERM:	5 years
ESTIMATED LEASE PAYMENT:	$72,488

Name of Partners	# of Partners	Amount		Annual Total
Super Anchor	2	$15,000	=	**$30,000**
Anchor Partners	6	$5,000	=	**$30,000**
Founding Partners	1	$2,500	=	**$2,500**
Premier Partners	2	$1,200		**$2,400**

						(---------Sponsorship Renewals----------)					
Year	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**	**9**	**10**	**TOTAL**
Annual Sponsorship Revnue											
Anchor Partners	$30,000	$30,000	$30,000	$30,000	$30,000	$30,000	$30,000	$30,000	$30,000	$30,000	$300,000
Founding Partners	$30,000	$30,000	$30,000	$30,000	$30,000	$30,000	$30,000	$30,000	$30,000	$30,000	$300,000
Premier Partners	$2,500	$2,500	$2,500	$2,500	$2,500	$2,500	$2,500	$2,500	$2,500	$2,500	$25,000
	$2,400	$2,400	$2,400	$2,400	$2,400	$2,400	$2,400	$2,400	$2,400	$2,400	$24,000
Projected Gross Revenue	**$64,900**	**$64,900**	**$64,900**	**$64,900**	**$64,900**	**$64,900**	**$64,900**	**$64,900**	**$64,900**	**$64,900**	**$649,000**
Annual Lease payment	$72,488	$72,488	$72,488	$72,488	$72,488						$362,438
Net Revenue to School	**($7,588)**	**($7,588)**	**($7,588)**	**($7,588)**	**($7,588)**	**$64,900**	**$64,900**	**$64,900**	**$64,900**	**$64,900**	**$286,562**

*All projections are based on past projects and our expertise in customizing sponsorship campaigns to fit your facilities.

Schools that partner with Daktronics Sports Marketing see an average of $40,000 per year in sponsorship revenue! That is $400,000 in revenue over a 10 year period!

Name of Partners	**# of Partners**						
Super Anchor	2	First Premier Bank - Mark Dunn	Watertown Ford Chrysler				
Anchor Partners	6	Active Heating - Dustin Flatten	Mack Steel - Mac Blais 753-2040	Cloud 9 - Tom Bolt	Loan Pine - Tom Bolt	Dakota Butcher - Randy Gruenwald	Sharp Chevrolet
Founding Partners	6	Wurth Elektronik - Tammy Davis					
Premier Partners	12	Technicolor Screen Printing - Jason 881-3128	Rising Star Hydraulics - Dan Gabriel				