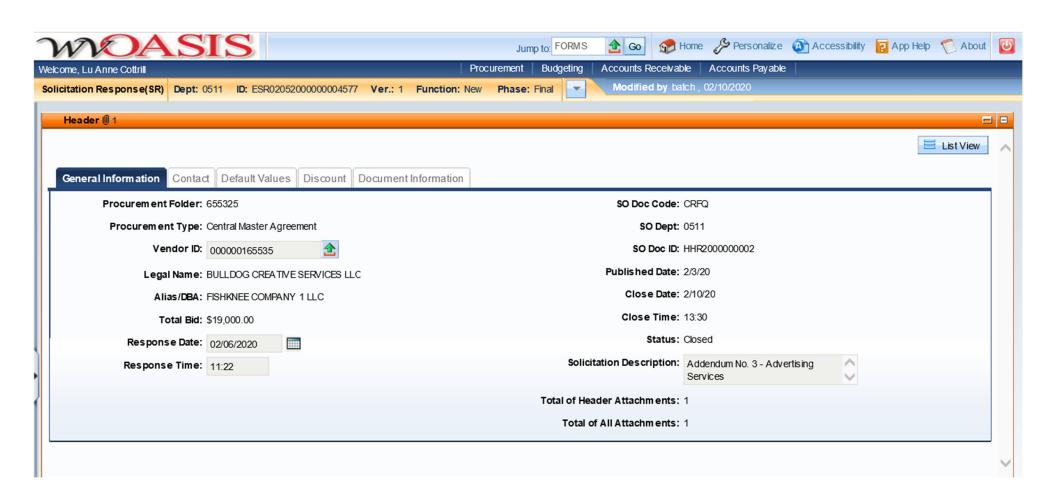


2019 Washington Street, East Charleston, WV 25305 Telephone: 304-558-2306 General Fax: 304-558-6026

Bid Fax: 304-558-3970

The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at *wvOASIS.gov*. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at *WVPurchasing.gov* with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.





#### 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130

#### State of West Virginia **Solicitation Response**

Proc Folder: 655325

Solicitation Description: Addendum No. 3 - Advertising Services

Proc Type: Central Master Agreement

| D | ate issued | Solicitation Closes    | Solicitation Response        | Version |
|---|------------|------------------------|------------------------------|---------|
|   |            | 2020-02-10<br>13:30:00 | SR 0511 ESR02052000000004577 | 1       |

**VENDOR** 

000000165535

**BULLDOG CREATIVE SERVICES LLC** 

FISHKNEE COMPANY 1 LLC

**Solicitation Number:** HHR2000000002 CRFQ 0511

Total Bid: \$19,000.00 **Response Date:** 2020-02-06 Response Time: 11:22:20

**Comments:** In that there was no mechanism on Oasis to submit the entire cost, including the Media Buys Add-on

and total costs, we attached the cost sheet in our attached files.

FOR INFORMATION CONTACT THE BUYER

Tara Lyle (304) 558-2544 tara.l.lyle@wv.gov

Signature on File FEIN# DATE

All offers subject to all terms and conditions contained in this solicitation

Page: 1 FORM ID: WV-PRC-SR-001

| Line                               | Comm Ln Desc                         | Qty           | Unit Issue | Unit Price  | Ln Total Or Contract Amount |
|------------------------------------|--------------------------------------|---------------|------------|-------------|-----------------------------|
| 1                                  | Contract Administration/Consultation | 20.00000      | HOUR       | \$55.000000 | \$1,100.00                  |
| Comm Code                          | Manufacturer                         | Specification |            | Model #     |                             |
| 82101800                           |                                      |               |            |             |                             |
| Extended Des                       | Contract Administration/Co           | nsultation    |            |             |                             |
| Line                               | Comm Ln Desc                         | Qty           | Unit Issue | Unit Price  | Ln Total Or Contract Amount |
| 2                                  | Account Services                     | 10.00000      | HOUR       | \$55.000000 | \$550.00                    |
| Comm Code<br>82101800              | Manufacturer                         | Specification |            | Model #     |                             |
| Extended Des                       | Account Services  Comm Ln Desc       | Qty           | Unit Issue | Unit Price  | Ln Total Or Contract Amount |
| 3                                  | Television Production                | 50.00000      | HOUR       | \$55.000000 | \$2,750.00                  |
|                                    | Tolevision Froduction                |               |            |             | <b>4-</b> ,. 55.55          |
| Comm Code Manufacturer 82101800    |                                      | Specification |            | Model #     |                             |
| Extended Des                       | Television Production                |               |            |             |                             |
| Line                               | Comm Ln Desc                         | Qty           | Unit Issue | Unit Price  | Ln Total Or Contract Amount |
| 4                                  | Radio Production                     | 50.00000      | HOUR       | \$25.000000 | \$1,250.00                  |
| Comm Code Manufacturer<br>82101800 |                                      | Specification |            | Model #     |                             |
| Extended Des                       | Radio Production                     |               |            |             |                             |

| Line                                                      | Comm Ln Desc                                                                             | Qty                                        | Unit Issue         | Unit Price                                   | Ln Total Or Contract Amount               |
|-----------------------------------------------------------|------------------------------------------------------------------------------------------|--------------------------------------------|--------------------|----------------------------------------------|-------------------------------------------|
| 5                                                         | Outdoor Advertising                                                                      | 50.00000                                   | HOUR               | \$45.000000                                  | \$2,250.00                                |
|                                                           | - attack / tarontoning                                                                   |                                            |                    |                                              |                                           |
| Comm Code                                                 | Manufacturer                                                                             | Specification                              |                    | Model #                                      |                                           |
| 82101800                                                  |                                                                                          | •                                          |                    |                                              |                                           |
| Extended Des                                              | scription : Outdoor Advertising                                                          |                                            |                    |                                              |                                           |
| Exteriaca Dec                                             | Guideon Advertising                                                                      |                                            |                    |                                              |                                           |
|                                                           |                                                                                          |                                            |                    |                                              |                                           |
|                                                           |                                                                                          |                                            |                    |                                              |                                           |
|                                                           |                                                                                          |                                            |                    |                                              |                                           |
|                                                           |                                                                                          |                                            |                    |                                              |                                           |
| Line                                                      | Comm Ln Desc                                                                             | Qty                                        | Unit Issue         | Unit Price                                   | Ln Total Or Contract Amount               |
| 6                                                         | Media Buys                                                                               | 50.00000                                   | HOUR               | \$55.000000                                  | \$2,750.00                                |
| Comm Cada                                                 | Manufacturer                                                                             | Specification                              |                    | Madal #                                      |                                           |
| 82101800                                                  | Manufacturer                                                                             | Specification                              |                    | Model #                                      |                                           |
|                                                           |                                                                                          |                                            |                    |                                              |                                           |
| Extended Des                                              | scription : Media Buys                                                                   |                                            |                    |                                              |                                           |
|                                                           |                                                                                          |                                            |                    |                                              |                                           |
|                                                           |                                                                                          |                                            |                    |                                              |                                           |
|                                                           |                                                                                          |                                            |                    |                                              |                                           |
|                                                           |                                                                                          |                                            |                    |                                              |                                           |
|                                                           |                                                                                          |                                            |                    |                                              |                                           |
| Line                                                      | Comm Ln Desc                                                                             | Qty                                        | Unit Issue         | Unit Price                                   | Ln Total Or Contract Amount               |
| Line 7                                                    | Comm Ln Desc Print Media                                                                 | <b>Qty</b> 50.00000                        | Unit Issue<br>HOUR | Unit Price<br>\$55.000000                    | Ln Total Or Contract Amount<br>\$2,750.00 |
|                                                           |                                                                                          |                                            |                    |                                              |                                           |
| 7                                                         |                                                                                          |                                            |                    |                                              |                                           |
|                                                           | Print Media                                                                              | 50.00000                                   |                    | \$55.000000                                  |                                           |
| 7 Comm Code 82101800                                      | Print Media  Manufacturer                                                                | 50.00000                                   |                    | \$55.000000                                  |                                           |
| 7 Comm Code 82101800                                      | Print Media  Manufacturer                                                                | 50.00000                                   |                    | \$55.000000                                  |                                           |
| 7 Comm Code 82101800                                      | Print Media  Manufacturer                                                                | 50.00000                                   |                    | \$55.000000                                  |                                           |
| 7 Comm Code 82101800                                      | Print Media  Manufacturer                                                                | 50.00000                                   |                    | \$55.000000                                  |                                           |
| 7 Comm Code 82101800                                      | Print Media  Manufacturer                                                                | 50.00000                                   |                    | \$55.000000                                  |                                           |
| Comm Code<br>82101800<br>Extended Des                     | Manufacturer scription : Print Media                                                     | 50.00000  Specification                    | HOUR               | \$55.000000<br>Model #                       | \$2,750.00                                |
| Comm Code<br>82101800<br>Extended Des                     | Manufacturer  Scription: Print Media  Comm Ln Desc                                       | 50.00000  Specification                    | HOUR               | \$55.000000  Model #                         | \$2,750.00  Ln Total Or Contract Amount   |
| Comm Code<br>82101800<br>Extended Des                     | Manufacturer scription : Print Media                                                     | 50.00000  Specification                    | HOUR               | \$55.000000<br>Model #                       | \$2,750.00                                |
| Comm Code 82101800 Extended Des                           | Manufacturer  Scription: Print Media  Comm Ln Desc  Internet/World Wide Web              | Specification  Specification  Qty 10.00000 | HOUR               | \$55.000000  Model #  Unit Price \$85.000000 | \$2,750.00  Ln Total Or Contract Amount   |
| Comm Code 82101800 Extended Des Line 8                    | Manufacturer  Scription: Print Media  Comm Ln Desc                                       | 50.00000  Specification                    | HOUR               | \$55.000000  Model #                         | \$2,750.00  Ln Total Or Contract Amount   |
| Comm Code 82101800 Extended Des Line 8 Comm Code 82101800 | Manufacturer  Scription: Print Media  Comm Ln Desc Internet/World Wide Web  Manufacturer | Specification  Specification  Qty 10.00000 | HOUR               | \$55.000000  Model #  Unit Price \$85.000000 | \$2,750.00  Ln Total Or Contract Amount   |
| Comm Code 82101800 Extended Des Line 8                    | Manufacturer  Scription: Print Media  Comm Ln Desc Internet/World Wide Web  Manufacturer | Specification  Specification  Qty 10.00000 | HOUR               | \$55.000000  Model #  Unit Price \$85.000000 | \$2,750.00  Ln Total Or Contract Amount   |
| Comm Code 82101800 Extended Des Line 8 Comm Code 82101800 | Manufacturer  Scription: Print Media  Comm Ln Desc Internet/World Wide Web  Manufacturer | Specification  Specification  Qty 10.00000 | HOUR               | \$55.000000  Model #  Unit Price \$85.000000 | \$2,750.00  Ln Total Or Contract Amount   |

| Line        | Comm Ln Desc                     | Qty           | Unit Issue | Unit Price  | Ln Total Or Contract Amount |
|-------------|----------------------------------|---------------|------------|-------------|-----------------------------|
| 9           | Survey, Analysis, Evaluation     | 50.00000      | HOUR       | \$25.000000 | \$1,250.00                  |
| Comm Code   | Manufacturer                     | Specification |            | Model #     |                             |
| 82101800    |                                  |               |            |             |                             |
| Extended De | Survey, Analysis, Evalu          | ation         |            |             |                             |
| Line        | Comm Ln Desc                     | Qty           | Unit Issue | Unit Price  | Ln Total Or Contract Amount |
| 10          | Design and Copy                  | 50.00000      | HOUR       | \$65.000000 | \$3,250.00                  |
| Comm Code   | Manufacturer                     | Specification |            | Model #     |                             |
| 82101800    |                                  |               |            |             |                             |
| Extended De | Scription : Design and Copy      |               |            |             |                             |
| Line        | Comm Ln Desc                     | Qty           | Unit Issue | Unit Price  | Ln Total Or Contract Amount |
| 11          | Data Acceptance and Transfer     | 10.00000      | HOUR       | \$25.000000 | \$250.00                    |
| Comm Code   | Manufacturer                     | Specification |            | Model #     |                             |
| 82101800    |                                  |               |            | <b></b>     |                             |
| Extended De | Scription: Data Acceptance and T | ransfer       |            |             |                             |

## ADDENDUM ACKNOWLEDGEMENT FORM SOLICITATION NO.: CRFQ HHR2000000002

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

| (Che | ck the bo | ox next to each addendum | receive | d) |                 |
|------|-----------|--------------------------|---------|----|-----------------|
|      | [X]       | Addendum No. 1           | [       | ]  | Addendum No. 6  |
|      | [x]       | Addendum No. 2           | [       | ]  | Addendum No. 7  |
|      | [X]       | Addendum No. 3           | [       | ]  | Addendum No. 8  |
|      | [ ]       | Addendum No. 4           |         | ]  | Addendum No. 9  |
|      | []        | Addendum No. 5           | ſ       | 1  | Addendum No. 10 |

**Addendum Numbers Received:** 

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

| Authorized Signa |
|------------------|
| 02/05/20         |

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.

#### West Virginia Ethics Commission



### **Disclosure of Interested Parties to Contracts**

Pursuant to W. Va. Code § 6D-1-2, a state agency may not enter into a contract, or a series of related contracts, that has/have an actual or estimated value of \$1 million or more until the business entity submits to the contracting state agency a Disclosure of Interested Parties to the applicable contract. In addition, the business entity awarded a contract is obligated to submit a supplemental Disclosure of Interested Parties reflecting any new or differing interested parties to the contract within 30 days following the completion or termination of the applicable contract.

For purposes of complying with these requirements, the following definitions apply:

"Business entity" means any entity recognized by law through which business is conducted, including a sole proprietorship, partnership or corporation, but does not include publicly traded companies listed on a national or international stock exchange.

"Interested party" or "Interested parties" means:

- (1) A business entity performing work or service pursuant to, or in furtherance of, the applicable contract, including specifically sub-contractors;
- (2) the person(s) who have an ownership interest equal to or greater than 25% in the business entity performing work or service pursuant to, or in furtherance of, the applicable contract. (This subdivision does not apply to a publicly traded company); and
- (3) the person or business entity, if any, that served as a compensated broker or intermediary to actively facilitate the applicable contract or negotiated the terms of the applicable contract with the state agency. (This subdivision does not apply to persons or business entities performing legal services related to the negotiation or drafting of the applicable contract.)

"State agency" means a board, commission, office, department or other agency in the executive, judicial or legislative branch of state government, including publicly funded institutions of higher education: Provided, that for purposes of W. Va. Code § 6D-1-2, the West Virginia Investment Management Board shall not be deemed a state agency nor subject to the requirements of that provision.

The contracting business entity must complete this form and submit it to the contracting state agency prior to contract award and to complete another form within 30 days of contract completion or termination.

This form was created by the State of West Virginia Ethics Commission, 210 Brooks Street, Suite 300, Charleston, WV 25301-1804. Telephone: (304)558-0664; fax: (304)558-2169; e-mail: <a href="mailto:ethics@wv.gov">ethics@wv.gov</a>; website: <a href="mailto:www.ethics.wv.gov">www.ethics.wv.gov</a>.

# West Virginia Ethics Commission Disclosure of Interested Parties to Contracts

(Required by W. Va. Code § 6D-1-2)

| Name of Contracting Business Entity: Bundo Cakanvi Address: 1400 Commence Ave.  Hannuson, W 7570)                                                                                                                                                                                                                        |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Name of Authorized Agent: MULAN Address: 1400 Commence 2570/                                                                                                                                                                                                                                                             |
| Contract Number: Contract Description:  Governmental agency awarding contract:                                                                                                                                                                                                                                           |
| □ Check here if this is a Supplemental Disclosure                                                                                                                                                                                                                                                                        |
| List the Names of Interested Parties to the contract which are known or reasonably anticipated by the contracting business entity for each category below (attach additional pages if necessary):                                                                                                                        |
| 1. Subcontractors or other entities performing work or service under the Contract Check here if none, otherwise list entity/individual names below.                                                                                                                                                                      |
| 2. Any person or entity who owns 25% or more of contracting entity (not applicable to publicly traded entities)  ☐ Check here if none, otherwise list entity/individual names below.  ☐ MICHAEL                                                                                                                          |
| 3. Any person or entity that facilitated, or negotiated the terms of, the applicable contract (excluding legal services related to the negotiation or drafting of the applicable contract)  Check here if none, otherwise list entity/individual names below.  Signature:  Date Signed:                                  |
| Notary Verification                                                                                                                                                                                                                                                                                                      |
| State of West Virginia , County of, the authorized agent of the contracting business entity listed above, being duly sworn, acknowledge that the Disclosure herein is being made under oath and under the penalty of perjury.                                                                                            |
| Taken, sworn to and subscribed before me this                                                                                                                                                                                                                                                                            |
| Notany Public's Signature  To be completed by State Agency:  Date Received by State Agency:  Date submitted to Ethics Commission:  Governmental agency submitting Disclosure:  MOLLY NICHOLE MORGAN Notary Public Official Seal State of West Virginia My Comm. Replication WV 25705  81 Oney Avenue Huntington WV 25705 |

#### STATE OF WEST VIRGINIA Purchasing Division

### PURCHASING AFFIDAVIT

**CONSTRUCTION CONTRACTS:** Under W. Va. Code § 5-22-1(i), the contracting public entity shall not award a construction contract to any bidder that is known to be in default on any monetary obligation owed to the state or a political subdivision of the state, including, but not limited to, obligations related to payroll taxes, property taxes, sales and use taxes, fire service fees, or other fines or fees.

**ALL CONTRACTS:** Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

**EXCEPTION:** The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

#### **DEFINITIONS:**

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (*W. Va. Code* §61-5-3) that: (1) for construction contracts, the vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

### WITNESS THE FOLLOWING SIGNATURE:

| Vendor's Name: Fishknee Company I, LLC dba Bulldog L                           | Creative Services                        |
|--------------------------------------------------------------------------------|------------------------------------------|
|                                                                                | 2-6-2020                                 |
| State of West Virginia                                                         |                                          |
| County of <u>Cabell</u> , to-wit:                                              |                                          |
| Taken, subscribed, and sworn to before me this <u>b</u> day of <u>February</u> | , 20 <u>26</u> .                         |
| My Commission expires Normber, 20 23                                           |                                          |
| AFFIX SEAL HERE NOTARY PUBLIC 1                                                | ulpful                                   |
| MOLLY NICHOLE MORGAN                                                           | Purchasing Affidavit (Revised 01/19/2018 |

Notary Public Official Seal State of West Virginia My Comm, Expires Nov 14, 2023 Oney Avenue Huntington WV 25705

## REQUEST FOR QUOTATION CRFQ HHR2000000002 – Addendum No. 3 ADVERTISING SERVICES

#### Exhibit A - PRICING PAGE - Revised by Addendum No. 3 issued 2/3/2020

| Service                                | <b>Estimated Hours</b>     | All-Inclusive<br>Hourly Rate | <b>Extended Cost</b> |
|----------------------------------------|----------------------------|------------------------------|----------------------|
| Contract Administration / Consultation | 20                         | \$ 55.00                     | \$ 1,100.00          |
| Account Services                       | 10                         | \$ 55.00                     | \$ 550.00            |
| <b>Television Production</b>           | 50                         | \$ 55.00                     | \$ 2,750.00          |
| Radio Production                       | 50                         | \$ 25.00                     | \$ 1,250.00          |
| Outdoor Advertising                    | 50                         | \$ 45.00                     | \$ 2,250.00          |
| Media Buys                             | 50                         | \$ 55.00                     | \$ 2,750.00          |
| Print Media                            | 50                         | \$ 55.00                     | \$ 2,750.00          |
| Internet/World Wide Web                | 10                         | \$ 85.00                     | \$ 850.00            |
| Survey, Analysis, Evaluation           | 50                         | \$ 25.00                     | \$ 1,250.00          |
| Design and Copy                        | 50                         | \$ 65.00                     | \$ 3,250.00          |
| Data Acceptance and Transfer           | 10                         | \$ 25.00                     | \$ 250.00            |
| Advertisi                              | ng Services / Hourly Rates | s Subtotal                   | \$ 19,000.00         |

#### A. Advertising Services / Hourly Rates

#### B. Media Buys Add-On

All vendors responding to this CRFQ must provide a percentage of add-on or "markup" for media buying activities if the vendor will charge the agency an add-on to the actual costs for media buys. Vendors not intending to charge an add-on will use an add-on percentage of Zero (0) with a multiplier of 1.0. If a vendor fails to provide and add-on percentage, it will be interpreted as no add-on for media buys during the life of the contract.

## See next page.

## REQUEST FOR QUOTATION CRFQ HHR2000000002 – Addendum No. 3 ADVERTISING SERVICES

| Advertising Services/Hourly Rates Subtotal (A):                                                  | \$<br>19,000.00      |
|--------------------------------------------------------------------------------------------------|----------------------|
| Media Buys Add-ons Subtotal (B):                                                                 | \$<br>\$2,956,250.00 |
| Overall Total Cost: (Advertising Services/Hourly Rates Subtotal plus Media Buys Add-on Subtotal) | \$<br>\$2,975,250.00 |

Note: Bids will be evaluated on the basis of the lowest Overall Total Cost following confirmation of compliance with all mandatory specification requirements. Estimated hours and media buys noted on the Pricing Page for service categories are estimates for evaluation purposes only; actual hours may be more or less at the discretion of DHHR. The contract will be awarded to the lowest overall total cost meeting all mandatory requirements.

|                       | Bulldog Creative Services                                   |                              |  |  |  |  |
|-----------------------|-------------------------------------------------------------|------------------------------|--|--|--|--|
| ,,                    | Ver                                                         | ndor                         |  |  |  |  |
| By:                   | Chris Michael                                               |                              |  |  |  |  |
| Title:                | CEO                                                         |                              |  |  |  |  |
| Date:                 | 02/06/2020                                                  |                              |  |  |  |  |
| Hun                   | ss:  O Commerce Avenue tington, WV 25701  ess Phone Number: | (304) 525-9600               |  |  |  |  |
| Email:                |                                                             | cmichael@bulldogcreative.com |  |  |  |  |
| Authorized Signature: |                                                             | Aj                           |  |  |  |  |