

XI. PRICING SCHEDULE:

BASE PRICE	\$ <u>35,136.00</u>
ADDITIONAL CHARGES/CREDITS:	
Extra Copies (per copy)	\$ <u>31.00</u>
Hourly rate for contractor prepared artwork	\$ <u>1 hour/no charge</u> \$72/hour
Close Register	\$ <u>No Charge</u>
Additional 8-page flats of four-color	\$ <u>\$1,696.00</u>
Blue-line corrections (max charge per page)	\$ <u>No Charge</u>
Credit for unused 8-page color flat	\$ <u>\$200.00</u>
Credit for changing paper stock from 100# to 90#	\$ <u>N/A</u>
Insert onion skin in front of title page	\$ <u>\$870.00</u>
Credit for reduction of books (per book)	\$ <u>\$12.00</u>

Cost Proposal

RFP #V211-19-006
Section VI.
Paragraph B, Item 5a.

Base Price: \$35,136.00

Base price includes all specifications listed in the RFP:

- 1,000 copies, 352 Pages
- Size 9" x 12"
- 100# enamel or dull enamel content paper stock
- Endsheets: One color ink printed on front and back; proofs
- Hard cover with premium binders board, lexotone or lithocote material with one applied ink, silkscreen or foil on front, spine and back lids; design mockup
- 4-Color (all color) printing throughout content pages (photos, text, backgrounds, gradients, graphics, transparencies, etc.)
- Smyth-sewn binding, rounded and backed, headbands
- Unlimited fonts and font sizes, unlimited rule lines; over 200 fonts will be included by Balfour
- Full-size, laser printed color proofs provided on all pages. No corrections charges if new files supplied by The Bomb staff.
- No charge for missed deadlines
- Unlimited process colors and percentages included at no cost. There are no close register charges (we print direct-to-plate.)
- Copy receipt acknowledgements emailed within 24 hours of shipment
- PDF or InDesign packaged files included
- Online page and proof correction submission included
- Freight and handling to VMI included
- Books individually mailed to all graduated subscribers included
- **Scholarship for two staff members to attend the yearly National College Yearbook Workshop or Scholarships for adviser and four students to attend Balfour Virginia Summer Yearbook Camp**
- **Plant trip to Dallas for adviser and editor included**

**** Base price includes all items not mentioned here, but specifically listed in the RFP requirements.

Editor's Kit and Working Supplies

The production kit includes item such as a ladder, color charts, font poster, supply catalog, merchandising catalog, software plug-ins, tech user's guide, template and module design books, YearbookYearbook annual design book, staff calendars, etc. Any additional items may be ordered from our supply desk free of charge.

StudioBalfour Customer Portal

All Balfour customers have access to studio.balfour.com, our customer online experience. The editor may access production reports, payments made, deadlines, specs, as well as design galleries, tutorials, online supply orders, and bal4tv QR code and eYearbook management.

Cost Proposal, continued

RFP #V211-19-006
Section VI. Paragraph
B, Item 5b.

Options and Services not included in base price:

- **Interactive Yearbook Features**

QR Code hosting through Bal4.tv provides safe and secure multimedia files to be placed in the yearbook. **\$50 one time fee per code**; 30 years guaranteed!

- **eYearbooks**

Only current The Bomb subscribers can access an eYearbook, a digital version of the yearbook that is completely created by Balfour. Authentication services means eYearbooks cannot be accessed by non-subscribers. VMI can contract for one eYearbook per subscriber at **\$5/copy -OR- \$9.99** if purchased directly by subscriber.

Cover Options

Materials

Metallic: \$.41/copy; Matte: \$.61/copy; Skivertex: \$.97/copy
Iridescent: \$3.00/copy

Applications

Additional screen/foil: .87/copy; Additional litho ink: .87/copy
Process printed: \$1,085 flat fee
Embossing and graining: \$1.15/copy
Tip-ons: \$1,075 (school applied/company printed); \$1,075
+ \$2.35/copy (company printed and applied)
Metalique: \$1.62/copy
Overtone rub: \$1.98/copy
UV varnish: \$275 + .67/copy
Quarterbinding: \$756 + \$1.00/copy

Endsheet Options

Materials

Rainbow/Elegance: \$.37/copy
Mezzo/Marble, Royal Fiber: \$.86/copy

Applications

Additional litho ink: \$285 per color
4/color front only: \$1,125 per order
4/color DFB: \$1,575 per order
Foil stamp: \$1.09 per copy
Thermoscreen: \$1.39 per copy

Add-Ons

Namestamping/nameplates: \$3.95/line
UV Translucent Fly Sheet .87/copy unprinted; \$1.16 foil stamp
UV Coating on Content Pages \$2.25 per flat, per copy
4-page Foldout: \$1,665; 8-page Gatefold: \$1,990