

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**BID AWARD**

**SUBJECT:** Landscape Maintenance Services  
Sealed Bid #24437

The Director of Facility Services requests a contract for all equipment, materials, and labor necessary to provide landscape maintenance services at the Main Campus, Welcome Center, and East Campus. Services at all locations include spring and fall clean-ups; weekly lawn cutting, trimming, and removal of grass clippings and debris; bi-weekly lawn edging; weekly weeding and maintenance of plant beds, bioswales, stone beds, parking lots and sidewalks; and semiannual shrub trimming. Coverage at the Main Campus also includes the xeriscaping and maintenance of the prairie areas and the perennial native gardens. This contract covers the 2026 growing season, from approximately April 1 through November 30. With the mutual consent of the College and the Contractor, the ensuing agreement may be extended a maximum of four (4) additional growing seasons, subject to an annual review.

The College invited proposals under Sealed Bid #24437. The following bid tabulation shows the estimated annual cost for landscape maintenance services at each location. After reviewing the results and interviewing the four lowest bidders, the bid evaluation team recommends an award to Franks Landscaping.

<b>Bidder</b>	<b>Main Campus</b>	<b>Welcome Center</b>	<b>East Campus</b>	<b>Total</b>
Franks Landscaping	\$59,500	\$15,700	\$17,760	\$92,960
Brantley Development	\$88,354	\$17,124	\$26,744	\$132,222
DJ's Landscape Management	\$92,681	\$15,545	\$33,070	\$141,296
Brightview	\$103,933	\$16,104	\$31,570	\$151,607
Livingston Landscape	\$104,875	\$13,050	\$35,330	\$153,255
Ground Control Property Services	\$105,460	\$19,700	\$30,440	\$155,600
Lucia Landscaping	\$152,376	\$26,649	\$21,364	\$200,389
Professional Ground Services LLC	\$158,593	\$12,844	\$40,833	\$212,270
Continuum Services	\$138,396	\$30,654	\$49,840	\$218,890
Davey Tree Experts Co.	\$167,001	\$37,731	\$41,464	\$246,196
Teddy's Lawn Service*	\$73,180	\$7,685	\$11,985	\$92,850*

\*Teddy's Lawn Service was disqualified based on an inadequate submission that did not include the requested information. We invited them to the interview phase, and they arrived late and unprepared where they could not describe how they would handle our account.

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**BID AWARD**

**SUBJECT:** Kitchen Equipment  
Sealed Bid #24538

The faculty of the School of Business, Entrepreneurship, and Professional Development (BEPD) request a contract for the purchase of new kitchen equipment for the student run restaurant, Fifty-One O One. The proposed equipment supports Henry Ford College's commitment to maintaining modern, industry-standard culinary training facilities comparable to other leading community college culinary programs in Southeast Michigan. The upgraded equipment will directly benefit the Culinary Arts program by providing students with real world restaurant training environments, professional kitchen workflows, and modern commercial cooking equipment. This purchase includes the following items:

- Modular heavy-duty ranges
- French hot tops
- Pasta cookers
- Refrigerated bases
- Salamander broilers
- Shared gas manifolds
- Continuous plate shelves
- Wine refrigerator
- Undercounter refrigerator

Federal Vocational Education Equipment Grant (Perkins) dollars provide \$119,686.20 of the total purchase price of \$130,479.99.

The College solicited proposals under Sealed Bid #24538. The responses appear below.

Boelter	\$129,789.16
Stafford Smith**	\$130,479.99**
Hotel Restaurant Supply	\$130,482.00
Culinary Depot	\$133,332.90
Great Lakes Hotel Supply	\$133,332.90
Chef's Deal	\$136,150.07
Morgan Inland	\$137,805.56
Kijero	\$144,137.22

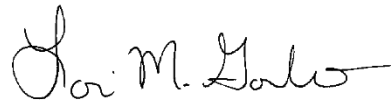
Takkt LLC	\$144,903.71
Grady's Food Service	\$150,831.78
United Supply Alliance	\$162,717.08
Grainger	\$172,332.25
Cook's Direct*	\$97,716.80*

\*The bid from Cook's Direct was disqualified because they quoted alternative equipment that is far inferior to the specified items, which does not meet the needs of the faculty or students.

\*\*Since the three lowest, qualified bidders are so close in price, Faculty and Purchasing have agreed to award this project to Stafford Smith. They are a long-time, local partner of the college who have helped the college design this system and have successfully completed multiple large projects in the past. The other two low bidders (Boelter and Hotel Restaurant Supply) are headquartered out-of-state, which is relevant since the project includes delivery and installation.

**RECOMMENDATION:**

The College administration recommends a contract award to Stafford Smith for \$130,479.99 for the purchase of new kitchen equipment for the Fifty-one O One Restaurant, in accordance with the specifications of Sealed Bid #24538.




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Lori M. Gonko, Ed.D.  
Interim President

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**BID AWARD**

**SUBJECT:** Durable Skills Curriculum Digitization– Business, Entrepreneurship, and Professional Development (BEPD)

The Dean of the School of Business, Entrepreneurship, and Professional Development (BEPD) requests a contract for the digitization of a scalable, equitable, and technology-enabled solution to prepare learners for lifelong employability across sectors. This initiative stems from the Congressional-appointed Technical Skills Development Program, also referred to as “Dingell Dollars,” and focuses on the integration of durable skills. In workforce development, durable skills are foundational and transferable abilities that apply across all industries and job roles. These include communication, collaboration, critical thinking, and emotional intelligence, among others. They are considered “durable” because they remain essential over time in sustaining and advancing employment opportunities.

At the September 15, 2025, meeting, the Board of Trustees approved the development of the curriculum with Workforce Intelligence Network (WIN) of Southeast Michigan (\$240,000.00). WIN has designed and implemented the curriculum using the Durable Skills Framework developed by America Succeeds, and the chosen vendor will turn the curriculum into a digital learning system that will allow it to be delivered effectively through our Learning Management System (LMS) platform. This will provide a scalable, interactive design that presents the curriculum in a gamified, entertaining format that is easy to digest and encourages students to continue learning. This includes (40) avatar animations, (4) web-based eLearning modules, (40) recall activities, and (40) gamified learning blocks.

The College solicited proposals under Bid #24313. The responses appear below.

Concourse Tech Inc	\$126,000.00
Maestro	\$226,000.00
Online Education Services (OES)	\$273,000.00
MindSpring	\$372,000.00
McGarity Consulting Group	\$495,000.00
Torrance Learning	\$1,246,000.00

The four lowest bidders were invited to submit a Proof-of-Concept (PoC) based on a small sample request created by our partners at WIN and approved by Dean Dr. Pat Chatman. The evaluation (completed by Dr. Chatman and two members of the WIN team) considered curriculum alignment, instructional design quality, learner experience, assessment alignment, accessibility, and scalability for full curriculum implementation. All vendors were evaluated using the same rubric and scoring framework to ensure consistency and fairness.

All four vendors demonstrated the ability to translate the provided curriculum segment into a digital learning experience aligned with the Durable Skills Advantage Framework. However, the evaluation identified meaningful differences in instructional approach, learner engagement, and scalability.

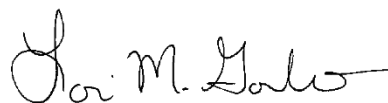
Based on the evaluation rubric, MindSpring achieved the highest overall score and demonstrated the strongest balance of instructional quality, learner engagement, and scalability across the broader curriculum.

The recommendation to select MindSpring is based on documented evaluation scores and qualitative review of each PoC submission. The decision reflects the vendor's ability to deliver an engaging and scalable learning experience aligned with the Durable Skills curriculum and the needs of Henry Ford College's workforce learners. This recommendation is consistent with the evaluation framework established in the RFP process and represents the best overall value based on the criteria provided to vendors.

This purchase will be 100% funded by the Dingell Grant that Dr. Pat Chatman, the Dean of BEPD, obtained.

#### **RECOMMENDATION:**

The College administration recommends a contract award to MindSpring for \$372,000.00 for the digitization of durable skills curriculum requested by the Dean of the School of Business, Entrepreneurship, and Professional Development (BEPD) in accordance with the specifications of Sealed Bid #24313.



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Lori M. Gonko, Ed.D.  
Interim President

**HENRY FORD COLLEGE  
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**BID AWARD**

**SUBJECT:** Robotics Training Systems

The Director of K-12 Relations requests a contract for the purchase of Universal Robot/Suitcase Robot Training Systems. At this time, Henry Ford College does not have a dedicated robotics lab, and this purchase would address both an institutional gap and a K-12 engagement need. These systems are designed for easy and safe transport, allowing them to be used for K-12 partner site visits, on-campus recruitment and pathway exposure events, and community outreach activities. When not being utilized by the K-12 Relations team, the devices will be used by students in the STEM and BEPD departments in a robotics lab setting. (This initiative is supported by the Dean of BEPD and the Dean of STEM.) This investment will support K-12 partners and students by providing hands-on robotics exposure aligned to advanced manufacturing, engineering, and STEM pathways, while also supporting career awareness and college readiness.

This purchase includes the following items:

- (15) Niryo Classroom Packs, each with its own adaptable robot with carrying cases for mobility (\$121,069.00)
- (1) Innotek Portable Suitcase Robot Training System (\$49,643.00)
- (4) SMC Pneumatics Training Systems (\$21,569.00)

The Director of K-12 Relations worked directly with Toolkit Technologies to design the proposed systems. Toolkit Technologies based its pricing on a contract with TIPS Purchasing Cooperative, a group purchasing organization used by the College. Both the State of Michigan (Act 451 of 1976, Sec.1274.3) and the Board (Administrative Guideline 6320, Paragraph H) encourage the use of cooperative and/or group purchasing agreements.

The Detroit Regional Chamber's Detroit Drives Degrees Community College Collaborative (D3C3) grant from the Ballmer Group and the Ralph C. Wilson, Jr. Foundation provides 100% of the funds for this purchase.

**RECOMMENDATION:**

The College administration recommends a contract award totaling \$192,281.00 to Toolkit Technologies for Robotics Training Systems, as requested by the Director of K-12 Relations in accordance with Toolkit Technologies quotes dated March 1, 2026.

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Lori M. Gonko, Ed.D.  
Interim President

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**BID AWARD**

**SUBJECT:** Virtual Reality (VR) Training System

The Dean of the School of Business, Entrepreneurship, and Professional Development (BEPD) requests a contract for the purchase of a SkillMill Hardware and Software Virtual Reality (VR) Training System. SkillMill offers a comprehensive platform designed to support instruction in HVAC, electrical, commercial HVAC, plumbing, solar, and construction trades through a single integrated system. The platform provides video-based, instructor-led, and student-paced eLearning tailored to the skilled trades. SkillMill's micro-course content, combined with interactive simulations and real-world practice environments, allows students to engage in practical, hands-on learning that supports the development of job-ready skills.

As Henry Ford College continues to provide high-quality technical education, it is important that students have access to modern equipment, technology, and instructional tools. This platform will support instruction aligned with industry standards, including National Electrical Code (NEC) practices, safe industrial components, and emerging instructional technologies such as augmented reality and web-based training. It also supports skill-based learning, continuing education opportunities, and interactive digital instruction across multiple learning formats, including in-person, hybrid, and remote delivery.

This purchase includes the following items:

- (90) Seats for the SkillMill eLearning, Simulations, and Virtual Reality software for a term of three years, which includes implementation and lifetime support (\$142,890.00)
- (24) Meta Quest 3S VR Headsets with a charging cart, which includes lifetime support (\$14,040.00)

The Dean of BEPD worked directly with Toolkit Technologies to design the proposed systems. Toolkit Technologies based its pricing on a contract with TIPS Purchasing Cooperative, a group purchasing organization used by the College. Both the State of Michigan (Act 451 of 1976, Sec.1274.3) and the Board (Administrative Guideline 6320, Paragraph H) encourage the use of cooperative and/or group purchasing agreements.

The Wayne County Talent Pipeline Initiative Funding Grant provides 100% of the funds for this purchase.

**RECOMMENDATION:**

The College administration recommends a contract award totaling \$156,930.00 to Toolkit Technologies for a Virtual Reality Training System, as requested by the Dean of BEPD in accordance with Toolkit Technologies quotes dated March 1, 2026.

A handwritten signature in black ink, appearing to read "Lori M. Gonko", written over a horizontal line.

Lori M. Gonko, Ed.D.  
Interim President

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT  
PROPOSAL FOR ADOPTION**

**SUBJECT:** Building Science Living Laboratory Proposal

The Building Science Department proposes the development of a Living Laboratory for Design, Construction, Systems, and Sustainability on campus. The project consists of two small residential-style structures (approximately 400–500 square feet each) that function as full-scale, hands-on teaching environments for students studying architecture, construction technology, energy technology, and interior design.

The structures will share similar floor plans but will be intentionally built using different construction methods, materials, and energy systems. This design will allow students to compare traditional building approaches with more advanced, sustainability-focused practices. Both buildings are planned to operate as off-grid structures powered by solar energy, with monitoring systems that provide real-time data on energy production, consumption, and system performance.

The Living Laboratory is intended to bridge classroom theory with practical experience. Students will work directly with structural systems, building assemblies, finishes, and mechanical, electrical, and plumbing systems. Many building components will remain intentionally exposed so students can observe how systems interact within the building envelope.

The project will support students at multiple stages of their academic programs. Introductory students will document and model the buildings using design software, while construction and energy technology students will gain hands-on experience installing, testing, and troubleshooting building systems. Interior finishes and non-essential systems will be designed for repeated installation and removal, allowing multiple cohorts of students to practice essential construction skills each semester.

The Living Laboratory will serve as a high-impact educational resource, strengthening workforce-aligned training, encouraging interdisciplinary collaboration, and demonstrating the college's commitment to innovation, sustainability, and applied learning.

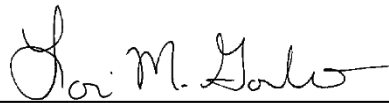
This project requires the procurement of several sole-sourced pieces of equipment in collaboration with Garforth International LLC, as follows:

- 100 panel Solar/PV array – est. \$175,000
- (1) 750kWh battery energy storage system with container – est. \$500,000

- (4) ChargePoint EV parking charging stations with tech interface – est. \$30,000
- (4) iConnect Hydronic Heating Training units – est. \$125,000

The Purchasing Department will be involved in all aspects of the procurement process for this project. Purchasing will attempt to negotiate and utilize cooperative and/or group purchasing organization pricing for the sole-source pieces listed above to ensure the college obtains the best pricing and lead times. All other required materials and supplies will be purchased using the College's established purchasing procedures using local suppliers when possible.

**RECOMMENDATION:** The College administration recommends initiating the purchasing processes for the procurement of equipment, materials, and supplies required to implement the Living Laboratory, not to exceed \$1,200,000 of Congressionally Directed Spending supported by U.S. Senator Debbie Stabenow.



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Lori M. Gonko, Ed.D.  
Interim President

**RECOMMENDATION:**

The College administration recommends a contract award to Franks Landscaping for \$92,960.00 for Landscape Maintenance Services for the 2026 growing season, as requested by Facility Services in accordance with the specifications of Sealed Bid #24437.

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Lori M. Gonko, Ed.D.  
Interim President