



# MSBA

Massachusetts School Building Authority

Funding Affordable, Sustainable, and Efficient Schools in  
Partnership with Local Communities

# Furniture, Fixtures, and Equipment 2017 Data Collection Pilot: Product and Cost Analysis from New Core Projects

April 2018

MSBA Strategic Planning

# Acknowledgements

- The MSBA sincerely thanks all of the OPMs, Designers, FF+E Sub-Consultants and other district officials from Abington, Holbrook, New Bedford, Plymouth, Scituate, and Winchester who assisted with the planning, implementation, and evaluation of the 2017 FF+E Data Collection Pilot
- Additionally, we would like to acknowledge the many professionals who continue to collaborate with the MSBA on pursuing effective cost saving strategies for Furniture's, Fixtures, and Equipment

# Method

- The following slides show the results of Furniture, Fixtures, and Equipment (FF+E) data from six, self-selected MSBA new school projects completed in 2017
- All data was collected from the MSBA FF+E Data Collection Spreadsheet and submitted by school district consultants. This report provides information on the highest spending volume per manufacturer and highest quantity of items purchased per the manufacturer product lines

## **The following types of information was included in the analysis:**

- Classroom Student Furniture (Desks, Seating, Tables)
- Classroom Teacher/Administrative Furniture (Desks/Tables, Seating)
- Cafeteria Furniture (Tables, Seating)

*\*Please note that the MSBA is reporting this information for school district planning and budgeting purposes. The report should not in any way be interpreted as an endorsement for the manufacturer or product lines represented by this data*

# FF+E Data Collection Pilot: General Information

District	School	Grades Served	Design Enrollment	Month/Year of FF+E Order	Month/Year when School Opened	Total Spent (Furniture Only)	Total Spent (All FF+E Items)
New Bedford	Irwin M Jacobs Elementary School	Pre-K-5	400	04/2017	11/2017	\$384,042.00	\$632,568.00
Scituate	Gates Middle School	6 <sup>th</sup> -8 <sup>th</sup>	710	04/2017	09/2017	\$772,887.56	\$1,170,506.56
Plymouth	Plymouth South High School	9 <sup>th</sup> -12 <sup>th</sup>	1,005	02/2017	06/2017	\$1,317,426.30	\$2,130,967.74
Holbrook	Holbrook PK-12 Complex	PreK-12	1095	03/2017	08/2017	\$1,517,404.89	\$1,984,898.04
Abington	Abington PreK   Middle   High School"	5 <sup>th</sup> -8 <sup>th</sup> ; 9 <sup>th</sup> -12 <sup>th</sup> ; PreK	1,115	02/2017	09/2017	\$1,078,651.50	\$1,535,099.02
Winchester	Winchester High School	9 <sup>th</sup> -12 <sup>th</sup>	1,370	04/2015	09/2017	\$1,775,101.00	\$2,460,301.17

**MSBA Core Projects Completed in 2017  
(Updated in Summer 2018)**

# Highest Spending Volume by Manufacturer Across Contributing 2017 Districts

Manufacturer	Winchester High School	Holbrook PK-12 Complex	Plymouth South High School	Abington PreK   Middle   High School	Scituate Gates Middle School	New Bedford Irwin M Jacobs Elementary School	Grand Total
KI	\$325,846.00	\$6,835.68	\$69,169.00	\$77,344.96	\$480,045.98	\$56,434.91	\$1,015,676.53
VS		\$318,899.50	\$301,142.00				\$620,041.50
Haskell		\$60,911.47	\$242,763.60	\$272,079.20			\$575,754.27
Spec	\$290,187.00				\$15,607.62	\$5,368.00	\$311,162.62
Columbia			\$5,794.62	\$216,909.80		\$69,458.70	\$292,163.12
National	\$202,686.35	\$26,930.00	\$1,194.00	\$39,711.00			\$270,521.35
Sit On It	\$189,019.80		\$46,590.00				\$235,609.80
Allsteel	\$25,668.04	\$151,053.00			\$13,620.60		\$190,341.64
Great Openings	\$187,731.00						\$187,731.00
Scholarcraft		\$171,337.79					\$171,337.79

# Highest Quantity Volume for Student Seating, Desks, and Tables by Manufacturer and Product Line

## Student Seating

Manufacturer	Product Line	Total Quantity Purchased
VS	Lupo Panto Swing	3,341
Columbia	Silhoflex	2,578
KI	Intellect Wave	2,003
KI	Strive	1,607

## Student Tables

Manufacturer	Product Line	Total Quantity Purchased
KI	Pirouette	295
VS	Network	71

## Student Desks

Manufacturer	Product Line	Total Quantity Purchased
Columbia	Collaborative Study Top Desk	~1621*
KI	Intellect Wave	1,291
Scholarcraft	Custom	1,207
VS	Uno-M Steel Skid Table	1,118

\* Represents an estimated aggregated quantity based on variances in product model number and description

# Highest Spending Volume for Teacher/Administrative Furniture by Manufacturer Across Contributing 2017 Districts

Manufacturer	Winchester High School	Scituate Gates Middle School	Plymouth South High School	New Bedford Irwin M Jacobs Elementary School	Holbrook PK-12 Complex	Abington PreK   Middle   High School	Grand Total
Haskell			\$134,607.00			\$259,500.20	\$394,107.20
Sit On It	\$189,019.80		\$46,590.00				\$235,609.80
National	\$142,650.62				\$11,892.00	\$37,123.00	\$191,665.62
KI		\$103,757.09		\$53,089.61	\$6,835.68		\$163,682.38
Versteel			\$62,888.00			\$67,440.00	\$130,328.00
Spec	\$101,227.00						\$101,227.00
Allsteel					\$95,489.00		\$95,489.00
Hon				\$17,568.40	\$76,790.84		\$94,359.24
Mayline		\$26,605.64	\$7,020.00			\$40,352.00	\$73,977.64
Smith System					\$69,993.26		\$69,993.26

# Highest Quantity Volume for Teacher/Administrative Furniture by Manufacturer and Product Line

## Desks/Tables

Manufacturer	Product Line	Total Quantity Purchased
Haskell	Teachers Desk	222
SPEC	Manhattan	148
National	Waveworks	108
KI	Work Up	101
Smith System	Cascade	97

## Seating

Manufacturer	Product Line	Total Quantity Purchased
Sit On It	Freelance	284
Sit On It	Focus On It	209
Mayline	Valore Chair, Mesh, Nesting	244
Hon	Ignition	188
Highmark	Genus	180
KI	Strive	~160*
Hon	Motivate	150

*\* Represents an estimated aggregated quantity based on variances in product model number and description*



# Highest Spending Volume for Cafeteria Furniture by Manufacturer Across Contributing 2017 Districts

Manufacturer	Holbrook PK-12 Complex	New Bedford Irwin M Jacobs Elementary School	Plymouth South High School	Scituate Gates Middle School	Winchester High School	Grand Total
Sico	\$67,514.11				\$38,941.46	\$106,455.57
National					\$57,853.85	\$57,853.85
ERG					\$52,231.00	\$52,231.00
First Office				\$36,571.52		\$36,571.52
Amtab		\$22,871.04		\$9,838.92		\$32,709.96
Biofit			\$28,940.00			\$28,940.00
KI				\$25,346.76		\$25,346.76
American Chair & Seating			\$19,216.00			\$19,216.00
Grand Rapids Chair Company			\$10,805.00			\$10,805.00
Surfaceworks		\$7,880.40				\$7,880.40

# Highest Quantity Volume for Cafeteria Furniture by Manufacturer and Product Line

## Cafeteria Tables

Manufacturer	Product Line	Total Quantity Purchased
KI	Pirouette	50
ERG	Benton	50
National	Epic	48
Biofit	Round/Folding Table	~37*
Sico	Graduate	31
Amtab	Null	30

## Cafeteria Seating

Manufacturer	Product Line	Total Quantity Purchased
ERG	Benton	129
American Chair & Seating	Barrington Side Chair	55
First Office	Coact	24

\* Represents an estimated aggregated quantity based on variances in product model number and description

# Next Steps

- Conduct a comprehensive evaluation of the 2017 MSBA FF+E dataset, including post-data-collection feedback from district representatives to improve the quality of data and improve efficiencies for the 2018 FF+E data collection process
- Conduct outreach in Summer (2018) to stakeholders associated with outfitting 2018 new MSBA schools with FF+E
- Report on costs associated with identical classroom furniture items purchased across schools to determine trends in volume discount pricing
- Provide an overview of the 2019 Collaborative Purchasing Initiative

# Questions?

- To review all submitted FF+E school data, including reports, presentations, and other information related to FF+E, please visit:

[http://www.massschoolbuildings.org/building/Furniture Fixtures Cost Info](http://www.massschoolbuildings.org/building/Furniture_Fixtures_Cost_Info)

- Please contact Barbara Hansberry or Joshua Osegueda at [Strategy@MassSchoolBuildings.org](mailto:Strategy@MassSchoolBuildings.org) with any questions you may have