2019 FF&E DATA COLLECTION ANALYSIS

MSBA Core Projects Completed in 2019
<table>
<thead>
<tr>
<th>School Name</th>
<th>School District</th>
<th>Type</th>
<th>Design Enrollment</th>
<th>Month/Year FF&amp;E Order Date</th>
<th>Month/Year School Opened</th>
<th>*Total Spent on Furniture Only</th>
<th>*Total Spent on All FF&amp;E Items</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bourne Intermediate School</td>
<td>Bourne</td>
<td>ELM</td>
<td>460</td>
<td>Mar-19</td>
<td>Sep-19</td>
<td>$600,592.24</td>
<td>$723,059.91</td>
</tr>
<tr>
<td>Cabot Elementary School</td>
<td>Newton</td>
<td>ELM</td>
<td>485</td>
<td>Mar-19</td>
<td>Sep-19</td>
<td>$611,447.30</td>
<td>$842,464.55</td>
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<tr>
<td>**Clyde F Brown Elementary School</td>
<td>Millis</td>
<td>ELM</td>
<td>515</td>
<td>N/A</td>
<td>Sep-19</td>
<td>N/A</td>
<td>$665,558.00</td>
</tr>
<tr>
<td>Pine Grove Elementary School</td>
<td>Triton Regional</td>
<td>ELM</td>
<td>415</td>
<td>June 2018 – April 2019</td>
<td>Sep-19</td>
<td>$312,774.36</td>
<td>$508,454.00</td>
</tr>
<tr>
<td>Sunita L. Williams</td>
<td>Needham</td>
<td>ELM</td>
<td>430</td>
<td>Apr-19</td>
<td>Sep-19</td>
<td>$609,084.81</td>
<td>$1,217,723.00</td>
</tr>
<tr>
<td>South-West Middle School</td>
<td>Quincy</td>
<td>MS</td>
<td>430</td>
<td>Jan-19</td>
<td>Sep-19</td>
<td>$514,975.50</td>
<td>$956,116.97</td>
</tr>
<tr>
<td>Minuteman Vocational Technical High School</td>
<td>Minuteman Regional</td>
<td>HS</td>
<td>628</td>
<td>Feb. 2019 – May 2019</td>
<td>Sep-19</td>
<td>$1,095,559.27</td>
<td>$1,300,066.22</td>
</tr>
<tr>
<td>Mount Greylock Regional High School</td>
<td>Mount Greylock Regional</td>
<td>HS</td>
<td>535</td>
<td>Aug-18</td>
<td>Feb-19</td>
<td>$576,326.80</td>
<td>$784,258.00</td>
</tr>
<tr>
<td>Stoughton High School</td>
<td>Stoughton</td>
<td>HS</td>
<td>1065</td>
<td>Feb-19</td>
<td>Sep-19</td>
<td>$1,322,944.59</td>
<td>$2,120,800.65</td>
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<tr>
<td>Billerica Memorial High School</td>
<td>Billerica</td>
<td>HS</td>
<td>1610</td>
<td>Feb-19</td>
<td>Sep-19</td>
<td>$1,535,904.34</td>
<td>$6,001,386.00</td>
</tr>
</tbody>
</table>

*Please be advised that the total cost information are estimates that has been recorded by the stakeholder of the school project before MSBA's final audit process.

**Millis’ Clyde Brown ELM has yet to complete the 2019 FF&E Data Collection Spreadsheet**
AVERAGE AMOUNT SCHOOL DISTRICTS SPENT ON TOTAL FF&E BY ENROLLMENT

*Note: In 2019, there were no school districts that had a design enrollment between 800-999.

- 301-599: $796,052.63
- 600-799: $1,300,066.22
- 1000+: $2,767,281.54
# HIGHEST SPENDING VOLUME BY MANUFACTURERS ACROSS 2019 DISTRICTS

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Spending Volume</th>
</tr>
</thead>
<tbody>
<tr>
<td>VS</td>
<td>$1,433,790.32</td>
</tr>
<tr>
<td>KI</td>
<td>$667,683.35</td>
</tr>
<tr>
<td>HON</td>
<td>$480,707.54</td>
</tr>
<tr>
<td>ALLSTEEL</td>
<td>$474,731.40</td>
</tr>
<tr>
<td>NATIONAL OFFICE FURNITURE</td>
<td>$411,494.57</td>
</tr>
<tr>
<td>STEELCASE</td>
<td>$315,100.98</td>
</tr>
<tr>
<td>GREAT OPENINGS</td>
<td>$210,496.53</td>
</tr>
<tr>
<td>WENGER</td>
<td>$193,434.28</td>
</tr>
<tr>
<td>HASKELL</td>
<td>$188,522.78</td>
</tr>
<tr>
<td>COLUMBIA</td>
<td>$181,818.98</td>
</tr>
</tbody>
</table>
Top 5 Highest Volume For Student Seating By Manufacturer And Product Line

1. VS
2. HON
3. Alumni
4. KI
5. Virco
TOP 5 HIGHEST SPENDING VOLUME FOR STUDENT CHAIRS BY MANUFACTURER

- $418,203.39 VS
- $187,356.76 HON
- $69,500.45 Alumni
- $66,206.23 KI
- $61,613.87 Virco
Product Line: PantoSwing-LuPo Chair Cantilever 18”
Model Number: 31400
Total Quantity Purchased: 3,750
Total Cost Across All School District(s): $312,412.40
District(s): Minuteman Regional Voc. Tech High (700 Units)
Mount Greylock Regional High (792 Units)
Stoughton - Stoughton High School (1,328 Units)
Needham - Sunita L. Williams Elementary (930 Units)
Minuteman Unit Cost: $82.36
Mount Greylock Unit Cost: $83.22
Stoughton Unit Cost: $82.36
Needham Unit Cost: $82.36
HON

**Product Line:** Motivate High Density Stacker Sled Base  
**Model Number:** HMS1  
**Total Quantity Purchased:** 1,872 units  
**Total Cost Across All School District(s):** $138,902.40  
**District(s):** Billerica Memorial High School  
**Unit Cost:** $74.20
**Product Line:** Smooth Cantilever Chair 14”, 16”, 18”

**Model Number:** C-SM-CANT-18CH

**Total Quantity Purchased:** 781

**Total Cost Across All School District(s):** $60,522.29

**District(s):** Newton – Cabot Elementary

**Unit Cost 14”:** $74.99

- **16”**: $78.42
- **18”**: $78.42
**Product Line:** 800 Series
*Industrial Stool*

**Model Number:** 824SB

**Total Quantity Purchased:** 336

**Total Cost Across All School District(s):** $24,531.36

**District(s):** Billerica Memorial High School

**Unit Cost:** $73

**Product Line:** 600 Series *Industrial Stool*

**Model Numbers:** 618A/624A

**Total Quantity Purchased:** 54

**Total Cost Across All School District(s):** $2,553.12

**District(s):** Newton – Cabot Elementary

Triton – Pine Grove Elementary (10 units)

**Newton Unit Cost 18**: $45.12

**Triton Unit Cost 18**: $47.23

**24**: $52.52
**VIRCO**

**Product Line:** Zuma Series
Rolling Chair 13”, 15”, 18”

**Model Number:** ZROCK

**Total Quantity Purchased:** 372

**Total Cost Across All School District(s):** $35,668.56
- **District(s):** Triton – Pine Grove Elementary

**Unit Cost:** $94.73

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**Product Line:** Zuma Series Floor Rocker 15”, 18”

**Model Number:** #CHAIR – ZFLROCK

**Total Quantity Purchased:** 126

**Total Cost Across All School District(s):** $11,705.78
- **District(s):** Needham – Sunita L. Williams Elementary (116 Units)
- **Triton – Pine Grove Elementary (10 units)**

**Needham Unit Cost 15”:** $90.30

**18”:** $99.12

**Triton Unit Cost 15”:** $66.65
Top 5 Highest Volume For Student Desks By Manufacturer And Product Line

1. VS
2. Columbia
3. KI
4. Scholarcraft
5. Alumni
### Top 5 Highest Spending Volume for Student Desks by Manufacturer

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>VS</td>
<td>$408,647.71</td>
</tr>
<tr>
<td>Columbia</td>
<td>$128,207.06</td>
</tr>
<tr>
<td>KI</td>
<td>$77,740.61</td>
</tr>
<tr>
<td>Scholar Craft</td>
<td>$43,145.20</td>
</tr>
<tr>
<td>Alumni</td>
<td>$23,107.84</td>
</tr>
</tbody>
</table>

- Total Cost
Product Line: *Uno-M Skid Desk*
Model Numbers: 02408/02409
Total Quantity Purchased: 2725 units
Total Cost Across All School District(s): $146,218.20
District(s):
Billerica – Memorial High School (02408)
Stoughton – Stoughton High (02409)
Billerica Unit Cost: $122.64
Stoughton Unit Cost: $127.80
Product Line: Omnia Two-Student Desk with Bookboxes and Casters
Model Number: 617G/300-196/300-603
Total Quantity Purchased: 302
Total Cost Across All School District(s): $127,151.06
District(s): Bourne – Bourne Intermediate School
Unit Cost: $421.03
**Product Line:** Intellect Wave Two-Student Desk

**Model Number:** IWDD/25 | IWDD/27

**Total Quantity Purchased:** 202

**Total Cost Across All School District(s):** $46,495.47

**District(s):** Needham – Sunita L. Williams

**Unit Cost 25 Hook:** $226.46

**27 Hook:** $235.29
Product Line: Kaleidoscope Collaborate Triangle
Model Number: CD4750SP
Total Quantity Purchased: 532
Total Cost Across All School District(s): $43,145.20
District(s): Quincy – South-West Middle School
Unit Cost: $81.10
Product Line: Honor Roll 4-Leg Square Desk
Model Number: DSQ-2026-PB-ADJ
Total Quantity Purchased: 208
Total Cost Across All School District(s): $23,107.84
District(s): Newton – Cabot Elementary School
Unit Cost w/Bookbox: $111.46
Unit Cost No Bookbox: $106.72
Top 3 Highest Volume For Cafeteria Tables By Manufacturer And Product Line

1. SICO
2. KI
3. Allsteel
TOP 3 HIGHEST SPENDING VOLUME FOR CAFETERIA TABLES BY MANUFACTURER

- **SICO**: $137,954.40
- **KI**: $35,192.85
- **Allsteel**: $28,990.00
**Product Line:** MultiApp IIS Table  
**Model Number:** TUD22WQ1  
**Total Quantity Purchased:** 43  
**Total Cost Across All School District(s):** $37,786.89  
**District(s):** Minuteman Regional High School (15 Units)  
  Stoughton – Stoughton High School (28 Units)  
**Minuteman Unit Cost:** $903.75  
**Stoughton Unit Cost:** $865.38
Product Line: Pirouette Fixed Rectangle Training Table
Model Number: PIFR3048T-74P/PIFR18548T-74P
Total Quantity Purchased: 10 units/4 units
Total Cost Across All School District(s): $4,920.68
District(s):
- Billerica Memorial High School (10 units)
- Needham – Sunita L. Williams Elementary (4 units)
Unit Cost: $360.38/$329.22

Product Line: Pirouette Rectangular Fixed Collaborative Base
Model Number: PIFR3072C-74P
Total Quantity Purchased: 17 Units
Total Cost Across All School District(s): $7,486.12
District(s):
- Billerica Memorial High School
Unit Cost: $440.36
Product Line: Vicinity Café Height Table
Model Number: N/A
Total Quantity Purchased: 31
Total Cost Across All School District(s): $23,494
District(s): Stoughton – Stoughton High School
Average Unit Cost: $700
TOP 5 HIGHEST VOLUME FOR ADMIN FURNITURE BY MANUFACTURER AND PRODUCT LINE

1. National Office Furniture
2. HON
3. Allsteel
4. Allseating
5. Great Openings
### TOP 5 HIGHEST SPENDING VOLUME FOR ADMIN FURNITURE BY MANUFACTURER

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Spending Volume</th>
</tr>
</thead>
<tbody>
<tr>
<td>NATIONAL OFFICE FURNITURE</td>
<td>$234,769.13</td>
</tr>
<tr>
<td>HON</td>
<td>$180,639.84</td>
</tr>
<tr>
<td>ALLSTEEL</td>
<td>$175,034.00</td>
</tr>
<tr>
<td>ALLSEATING</td>
<td>$90,943.00</td>
</tr>
<tr>
<td>GREAT OPENINGS</td>
<td>$76,008.42</td>
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NATIONAL OFFICE FURNITURE

Product Line: Maneuver Facilitator Desk with Box
Model Number: 29N2460DTRM1L
Total Quantity Purchased: 95
Total Cost Across All School District(s): $104,481
District(s): Stoughton – Stoughton High School
Unit Cost: $1,099.80
Product Line: Ignition 2.0 4-way stretch Mesh Back Task Chair
Model Number: HIWMM
Total Quantity Purchased: 66
Total Cost Across All School District(s): $17,587.60
District(s):
Billerica Memorial High School (49 Units)
Bourne Intermediate School (17 Units)
Billerica Unit Cost - $260.40
Bourne Unit Cost - $284
Product Line: Relate Side Chair
Model Number: RLM-MUGO
Total Quantity Purchased: 210
Total Cost Across All School District(s): $65,123
District(s): Stoughton – Stoughton High School
Unit Cost: $312.33

Product Line: Essential Lateral Files
Model Number: ELF336NB/ELF436NB/ELF836NB
Total Quantity Purchased: 94
Total Cost Across All School District(s): $45,493
District(s): Stoughton – Stoughton High School
Unit Cost 336NB: $553.50
436NB: $674
836NB: $428.66
ALLSEATING

Product Line: You Too Task Armchair
Model Number: 85040-T2, GR.2
Total Quantity Purchased: 183
Total Cost Across All School District(s): $89,487
District(s): Stoughton – Stoughton High School
Unit Cost: $489
GREAT OPENINGS

**Product Line:** Trace Bookcases

**Model Number:** GBS-3028/3066/3628/3651/3677/4266

**Total Quantity Purchased:** 52

**Total Cost Across All School District(s):** $13,935

**District(s):** Newton – Cabot Elementary

**Unit Cost**
- 3028: $234
- 3066: $320
- 3628: $245
- 3651: $303
- 3677: $354
- 4266: $342