



Contract Number

21-977 A-2

SAP Number

Registrar of Voters

Department Contract Representative	Stephenie Shea
Telephone Number	909-387-2100
Contractor	K&H Printers, Inc.
Contractor Representative	Dave Haines
Telephone Number	425-446-3347
Contract Term	1/1/2022 through 12/31/2027
Original Contract Amount	\$22,000,000
Amendment Amount	\$2,500,000
Total Contract Amount	\$24,500,000
Cost Center	6800001000

AMENDMENT NO. 2 TO CONTRACT FOR OFFICIAL BALLOT PRINTING AND MAILING SERVICES

IT IS HEREBY AGREED AS FOLLOWS:

The following is Amendment No. 2 to the Contract between San Bernardino County (County) and K&H Printers, Inc. (Contractor), for official ballot printing and mailing services.

WHEREAS, on December 7, 2021 (Item No. 58), the Board of Supervisors (Board) approved Contract No. 21-977 with Contractor, to provide official ballot printing and mailing services, for the period of January 1, 2022 through December 31, 2026, for a contract amount of not to exceed \$22,000,000; and

WHEREAS, on August 22, 2023 (Item No. 75), the Board approved Amendment No. 1 to this contract to update the contract language to include vendor duties relating to data management and reflect increased costs in the Pricing Schedule with no change to the original contract amount or contract term; and

WHEREAS, Assembly Bill 1416 requires a ballot label for statewide measures to include a list of signers of ballot arguments that support and oppose the measure, which can increase the number of ballot cards needed for an election; and

WHEREAS, larger ballot envelopes are needed to accommodate elections where additional text for measures or contests on the ballots increases the number of ballot cards; and

WHEREAS, the Contract is set to expire on an election year, on December 31, 2026; and

WHEREAS, the County would like to update the Contract to include larger envelopes in the Pricing Schedule, increasing the contract amount by \$2,500,000, to a contract amount not to exceed \$24,500,000, and extend the current Contract with Contractor by one year, through December 31, 2027, to allow for adequate time to conduct an Request for Proposal and find a vendor certified by the State to print official ballots;

NOW, THEREFORE, in consideration of mutual covenants and conditions, the parties hereto agree to amend the Contract as follows:

1. The above listed recitals are incorporated into the Contract and the Parties represent that they are true and correct.
2. Section D., TERM OF CONTRACT is amended, to read:

This Contract is effective as of January 1, 2022 and expires December 31, 2027 but may be terminated earlier in accordance with provisions of this Contract.

3. Subsection F.1 to Section F., FISCAL PROVISIONS is amended, to read:

F.1 The maximum amount of payment under this contract shall not exceed \$24,500,000 and shall be subject to availability of other funds to the County. The consideration to be paid to Contractor, as provided herein, shall be in full payment for all Contractor's services and expenses incurred in the performance hereof, including travel and per diem.

4. Attachment E.1, Pricing Schedule is amended as reflected in Attachment E.1 attached hereto.
5. All other terms and conditions of the contract remain in full force and effect.

IN WITNESS WHEREOF, San Bernardino County and the Contractor have each caused this Amendment to be subscribed by its respective duly authorized officers, on its behalf.

SAN BERNARDINO COUNTY

► Dawn Rowe
Dawn Rowe, Chair, Board of Supervisors

Dated: JUL 23 2024
SIGNED AND CERTIFIED THAT A COPY OF THIS DOCUMENT HAS BEEN DELIVERED TO THE CHAIRMAN OF THE BOARD

By Lynna Monell
Lynna Monell
Clerk of the Board of Supervisors
San Bernardino County



K&H Printers, Inc.
(Print or type name of corporation, company, contractor, etc.)

By ► [Signature]
(Authorized signature - sign in blue ink)

Name Ryan Dotson
(Print or type name of person signing contract)

Title Dir. of Finance
(Print or Type)

Dated: 7/11/24

Address 7720 Hardeson Road, Ste. A
Everett, WA 98203

FOR COUNTY USE ONLY

Approved as to Legal Form
► Jolena Grider
Jolena Grider, Deputy County Counsel
Date 7/12/24

Reviewed for Contract Compliance
► _____
Date _____

Reviewed/Approved by Department
► [Signature]
Stephenie Shea, Registrar of Voters
Date 7/12/24

County of San Bernardino
Request for Proposal No.
Official Ballot Printing and Mailing Services
Attachment E.1

Pricing Schedule

Product / Service	Unit of Measurement	Price
<i>Poll Ballots</i>		
Poll Ballots:		
50,000 cards or less per election	per card	\$ 0.26
50,001 - 400,000 cards per election	per card	\$ 0.26
400,001 - 800,000 cards per election	per card	\$ 0.26
800,001 cards or more per election	per card	\$ 0.26
Counter Ballots	per card	\$ 0.26
Training Ballots	per card	\$ 0.26
Duplicate Ballots	per card	\$ 0.26
Marked Test Ballots:		
Per PDF file provided	per file	\$ 2.00
Each ballot card	per card	\$ 0.50
Unmarked Test Ballots	per card	\$ 0.26
<i>Mail Ballots</i>		
Mail Ballots:		
50,000 cards or less per election	per card	\$ 0.26
50,001 - 400,000 cards per election	per card	\$ 0.26
400,001 - 800,000 cards per election	per card	\$ 0.26
800,001 cards or more per election	per card	\$ 0.26
Subsequent Extracts	per voter	\$ 0.10
Envelopes: *		
Business Reply	per envelope	\$ 0.106
Postage Required Return	per envelope	\$ 0.106
Outer Military	per envelope	\$ 0.104
Outer Non-Profit	per envelope	\$ 0.104
Outer 1st Class	per envelope	\$ 0.104
Large "Letter" Type Return	per envelope	\$ 0.114
Outer Large "Letter" Type	per envelope	\$ 0.139
Voter Instructions *	per instruction	\$ 0.100
Misc. Election Inserts *	per insert	\$ 0.100
<i>Assembly & Packaging</i>		
Assembly & Packaging:		
25,000 cards or less per election	per mail ballot package	\$ 0.31
25,001 - 200,000 cards per election	per mail ballot package	\$ 0.31
200,001 - 400,000 cards per election	per mail ballot package	\$ 0.31
400,001 cards or more per election	per mail ballot package	\$ 0.31
Multi-card Assembly Surcharge	per card	\$ 0.10

Cardboard Filler	per Filler	\$ 0.50
Divider Tabs	Per Divider	\$ 0.35
Custom Boxes for Poll Ballots	per box (min order 1,500)	\$ 2.25
Packaging - Special. **	Per Card	\$ 0.015
Shipping		Invoiced at Cost
Freight		Invoiced at Cost
Wrap upcharge for each additional ballot card		\$. 0.01

Miscellaneous Items

Admin / Setup Fees (enter description of fee and Unit of Measurement):

Envelope Setup per envelope type (includes 2 versions)	per version	\$ 2,000.00
Envelope or Insert edit fee for ea. change request made after 1st proof sent	per version	\$ 50.00
Envelope Version Fee (over 2)		\$ 475.00

Misc. Other Charges (enter description of charge and Unit of Measurement)

Blank Ballot Base (may include scoring or perfs) 8.5" wide; Min Order 2,500 sheets	each sheet	\$ 0.26
Round Trip (Outbound & Return Tracing)	per return envelope	\$ 0.03
Ballot Wrap - Option- Replaces Stub	per Wrap	\$ 0.16
Wrap version Charge; Add per each additional version after the first version	per additional version	\$ 100.00
I Voted Sticker (1.875" x 1.75") Oval, 2 Color, with application to Insert	each price	\$ 0.053
I Voted Sticker (1.875" x 1.75") Oval, 2 Color, with application to Wrap	each price	\$ 0.034
I Voted Sticker Plate & Prep Charge	per sticker version	\$ 500.00
VIG 8 Page 8 1/2 x 11	each price	\$ 0.22
VIG 16 Page. 8 1/2 x 11	each price	\$ 0.44

We highlighted in Red any changes we made to the pricing model above.

* Prices are guaranteed for 1st year of contract. We are seeing continuous price increases from our vendors on these items and may need to adjust over the life of the contract.

** Packaging: Normal packaging is included in our ballot card pricing. This is an additional charge to fulfill the custom packaging requirements currently specified, which includes adding divider tabs at each precinct change, boxing ballots standing on their side, adding cardboard filler as needed.