

Bid Checklist

Proposal: _____

Awarded Vendor(s): _____

Award Date: _____ **Contract Number:** _____

- Copy of Public Notice/Legal Ad(s)
- Copy Of Release (via Public Purchase)
- Copy of Bid Specifications (includes Q&A, addenda if issued)
- Copy of Closing (via Public Purchase)
- Notification Report
- Access Report (via Public Purchase)
- Opening Record
- Copy of Bids Received
- Evaluation Compilation/Executive Summary
- Copy of Award Letter
- Copy of Rejection Letter
- Copy of Signed Contract(s)
- Board Acceptance of Bid

AFFIDAVIT OF PUBLICATION



STATE OF MINNESOTA)
COUNTY OF HENNEPIN)

650 3rd Ave. S., Suite 1300 | Minneapolis, MN | 55488

Toni Ferdelman, being first duly sworn, on oath states as follows:

1. (S)He is and during all times herein stated has been an employee of the Star Tribune Media Company LLC, a Delaware limited liability company with offices at 650 Third Ave. S., Suite 1300, Minneapolis, Minnesota 55488, or the publisher's designated agent. I have personal knowledge of the facts stated in this Affidavit, which is made pursuant to Minnesota Statutes §331A.07.

2. The newspaper has complied with all of the requirements to constitute a qualified newspaper under Minnesota law, including those requirements found in Minnesota Statutes §331A.02.

3. The dates of the month and the year and day of the week upon which the public notice attached/copied below was published in the newspaper are as follows:

Monday, January 9; and Monday, January 16, 2017

4. The publisher's lowest classified rate paid by commercial users for comparable space, as determined pursuant to § 331A.06, is as follows: \$369.60.

5. Mortgage Foreclosure Notices. Pursuant to Minnesota Statutes §580.033 relating to the publication of mortgage foreclosure notices: The newspaper's known office of issue is located in Hennepin County. The newspaper complies with the conditions described in §580.033, subd. 1, clause (1) or (2). If the newspaper's known office of issue is located in a county adjoining the county where the mortgaged premises or some part of the mortgaged premises described in the notice are located, a substantial portion of the newspaper's circulation is in the latter county.

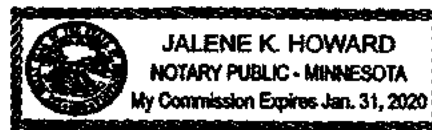
FURTHER YOUR AFFIANT SAITH NOT.

Toni Ferdelman

Subscribed and sworn to before me on January 16, 2017

JALENE K. HOWARD

Notary Public



AFFIDAVIT OF PUBLICATION
2430782

STATE OF NORTH DAKOTA,
COUNTY OF CASS

Sean McCracken, *The Forum*, being duly sworn, states as follows:

1. I am the designated agent of The Forum, under the provisions and for the purposes of, Section 31-04-06, NDCC, for the newspapers listed on the attached exhibits.
2. The newspapers listed on the exhibits published the advertisement of: **Notice to Bidders**; 2 (two) times: *Monday(s) January 9, 16, 2017*, as required by law or ordinance.
3. All of the listed newspapers are legal newspapers in the State of North Dakota and, under the provisions of Section 46-05-01, NDCC, are qualified to publish any public notice or any matter required by law or ordinance to be printed or published in a newspaper in North Dakota.

Notice to Bidders
Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of its participating agencies in Minnesota, North Dakota, and South Dakota until:
10:00 a.m. CDT, Monday, February 13, 2017
For proposals: 17.8 – Athletic Surfaces: Tracks & Courts.
Conformity with technical specifications, RFP forms, terms of delivery and other conditions shall be imposed. Specifications and forms may be obtained by registering for free with the Cooperative Purchasing Connection via Public Purchase (www.publicpurchase.com).
Proposals must be submitted/uploaded to Public Purchase prior to 10:00 a.m. CDT on Monday, February 13, 2017. The Cooperative Purchasing Connection reserves the right to award the contract to one respondent, make multiple awards, or reject any or all proposals.
(January 9, 16, 2017) 2430782

.....
Sean McCracken

[Signed]

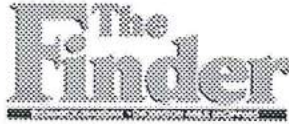
Subscribed and sworn to before me this

10th day of February, 2017

[Signature]

Notary Public, Cass Co., N.D.

KRIS ADAMSON
Notary Public
State of North Dakota
My Commission Expires Jan. 6, 2021



Classified Advertising Invoice

Bismarck Tribune
PO BOX 540
Waterloo, IA 50704-0540
888-418-6474

LAKES COUNTRY SERVICE COOP

1001 E MOUNT FAITH
FERGUS FALLS MN 56537

Customer: 60058870
Phone: (218) 737-6535
Date: 01/16/2017

Date	Order #	Type	Order Amt
01/16/17	20878088	INV	96.00

Amount Paid	CK #:
-------------	-------

CREDIT CARD PAYMENT (circle one)



Card #: _____
Exp Date: _____
Signature: _____
Credit card users: Fax to 319-291-4014

PLEASE DETACH AND RETURN TOP PORTION WITH YOUR PAYMENT

Lee Enterprises no longer accepts credit card payments sent via e-mail. Emails containing credit card numbers will be blocked. Please use the coupon above to send a credit card payment to remittance address located in the upper right corner. You may also send the coupon to a secure fax at 319-291-4014.

Date	Date	Times Run	Description	Lines	Class Code	Order Amt	Net Amt Due
01/09/17	01/16/17	2	RFP 17.8 - Athletic Surfaces Bismarck Tribune	24.00	Legals	96.00	96.00

Affidavit of Publication
State of North Dakota) SS County of Burleigh
Before me, a Notary Public for the State of North Dakota personally appeared ca, who being duly sworn, deposes and says that he (she) is the Clerk of Bismarck Tribune Co., and that the publication(s) were made through the Bismarck Tribune on the following dates: 1/9, 16. Signed Carmen Kuntz sworn and subscribed to before me this 20th day of January, 2017.
Notary Public in and of the State of North Dakota



NOTICE TO BIDDERS
Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of its participating agencies in Minnesota, North Dakota, and South Dakota until:
10:00 a.m. CDT, Monday, February 13, 2017
For proposals: 17.8 - Athletic Surfaces: Tracks & Courts.
Conformity with technical specifications, RFP forms, terms of delivery and other conditions shall be imposed. Specifications and forms may be obtained by registering for free with the Cooperative Purchasing Connection via Public Purchase (www.publicpurchase.com).
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1/9 & 16 - 20878088

Please return invoice or put order number on check. Thank You.

Remarks	Total Due: 96.00
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Bismarck Tribune
www.bismarcktribune.com
PO BOX 540
Waterloo, IA 50704-0540

Terms: PAYMENT IS DUE UPON RECEIPT OF INVOICE

From: [Public Purchase](#)
To: [Lisa Truax](#)
Cc: [Melissa Mattson](#)
Subject: Release Successful on Bid RFP #17.8 - Athletic Surfaces: Tracks & Courts
Date: Monday, January 9, 2017 3:08:59 PM

Lisa M Truax:

Bid "RFP #17.8 - Athletic Surfaces: Tracks & Courts"
Status: Release Successful on Jan 9, 2017 2:08:49 PM MST

You can check the released bid by going to the following address:
<http://www.publicpurchase.com/gems/bid/bidView?bidId=71744>

If you have any questions regarding this bid, please contact our Customer Support Staff at agency-support@publicpurchase.com

Thank you for using Public Purchase.

MK= 1G84wQqFC3D+SSTiwOLzWA==

Proposals Requested by the:

Cooperative Purchasing Connection

Servicing participating agencies in Minnesota, North Dakota & South Dakota



RFP 17.8 – Athletic Surfaces: Tracks & Courts

**Due: 10:00 a.m. CT on Monday, February 13, 2017
Cooperative Purchasing Connection**

**Respondents/Vendors will submit questions and proposals online
via Public Purchase (www.publicpurchase.com)**

**Published in the:
Star Tribune
Fargo Forum
Bismarck Tribune
January 9 & 16, 2017**

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RFP 17.8 – Athletic Surfaces: Tracks & Courts

I. Instructions to Respondents

Proposals for the requested products and/or services are detailed in the accompanying Technical Specifications.

In Minnesota, the service cooperatives, organized pursuant to Minnesota Statute 123A.21, are public, nonprofit cooperatives designed to provide a variety of services to their participating agencies including, but not limited to, cooperative purchasing services. The Service Cooperatives currently provide purchasing contracts to over 1,400 participating agencies in Minnesota and South Dakota through a joint powers group, the Cooperative Purchasing Connection. Participating service cooperatives include:

- **Lakes Country Service Cooperative (LCSC)**, Fergus Falls, MN
- **Metro ECSU (METRO)**, Arden Hills, MN
- **Northeast Service Cooperative (NESC)**, Mt. Iron, MN
- **Northwest Service Cooperative (NWSC)**, Thief River Falls, MN
- **Resource Training and Solutions (RESOURCE)**, Sartell, MN
- **South Central Service Cooperative (SCSC)**, Mankato, MN
- **Southeast Service Cooperative (SSC)**, Rochester, MN
- **Southwest/West Central Service Cooperative (SW/WC)**, Marshall, MN, also serves agencies in South Dakota

In addition, the North Dakota Educators Service Cooperative (NDESC) is a joint powers group organized under the provisions of Chapter 54-40.3 of the North Dakota Century Code. NDESC holds a joint powers agreement with LCSC to provide purchasing contracts to its participating agencies. NDESC currently serves approximately 200 agencies across the state of North Dakota.

Together, these cooperatives operate a joint purchasing program under the name of Cooperative Purchasing Connection. In this Request for Proposal (RFP), the Cooperative Purchasing Connection and the North Dakota Educators Service Cooperative will be referred to as the Cooperative Purchasing Connection (CPC). CPC's participating agencies purchase on average, over \$45,000,000 annually, through its partnered vendors.

LCSC provides the administrative functions of CPC. Administrative functions include, but are not limited to: bid and contract research, development, and negotiations; fiscal reporting agent; marketing; contract promotion and agency support services.

II. Solicitation Procedures

A. Intent of the Request for Proposals

Purpose Statement/Objective: CPC is seeking to partner with an experienced vendor(s), equipped with the necessary resources and capabilities to serve as a partnered vendor to participating agencies and to lead with this contract agreement in CPC's tri-state area as a result of this solicitation. Qualified respondents shall have established a percentage discount from a catalog list, published prices, or price list. Discounts may be submitted for an entire catalog or for specific product categories or manufacturer categories. CPC is seeking to develop a program for participating agencies to have the ability to purchase equipment, materials, and supplies necessary to design, install, conduct site preparation, do materials testing, maintenance, renovation and repair of running tracks and athletic courts of all sizes and shapes at consortium level discounted pricing.

Scope of Work: It is CPC's intention to solicit proposals for equipment, materials, supplies, and installation services to provide a turnkey solution to complete an athletic surface, such as running

tracks and athletic courts on behalf of its participating agencies. A vendor should be able to provide as options: equipment and installation services for in-ground equipment and accessories; maintenance equipment and supplies; and service for replacement or re-seeding of natural grass. CPC, upon review, analysis, and evaluation of the qualified respondents, is looking to partner with a qualified vendor(s) proposal that will provide a broad-line of quality supplies, materials and services. Supplies, materials, and services may include, but are not limited to the following:

1. Different types of surfaces for running tracks and athletic courts;
2. In-ground equipment and accessories;
3. Irrigation and drainage systems;
4. Construction;
5. Design and engineering services;
6. Installation and site preparation services;
7. Soil and materials testing;
8. Surface testing;
9. Warranty;
10. Maintenance, etc.

Through the combination of purchasing power, CPC's objective is to achieve cost savings through a single competitive solicitation process. This process eliminates vendor(s) from responding to multiple quotes and proposals allowing for the reduction in administrative and overhead costs through our purchasing procedures. CPC will work closely with the awarded vendor(s) to market this contract not only to participating agencies, but also to potential agencies where the contract would be an advantageous option for growing participation and purchases through the awarded vendor(s).

CPC intends to award this RFP to one or more vendors, based on manufacturer/brand, who can offer acceptable product, equipment, supplies and installation services that can be of benefit to all of the participating agencies of CPC. When responding, identify the proposed manufacturer/brand. Manufacturers may respond directly and may identify regional suppliers to execute the contract as long as pricing is consistent in all of CPC's tri-state area and designated suppliers/resellers adhere to the terms outlined in this RFP.

CPC encourages providers of all manufacturers/brands to bid, providing the following criteria are met:

1. Pricing discounts offered on a full range of quality products and supplies.
2. Warranty protection.
3. Training and support, when applicable.
4. Installation, when applicable.
5. Guaranteed pricing discounts firm for the duration of the contract term.

Vendors who meet any or all of the categories mentioned above, that would like to pursue a partnership, must complete the provided documents in their indicated format to be considered as a qualified respondent.

B. Responding Vendor Qualifications

All proposals must contain answers, responses and/or documentation to the information requested. Any respondent failing to provide the required information/documentation may be considered non-responsive.

Respondents must demonstrate their ability, capacity and available resources to provide the requested products and/or services to participating agencies. Respondents are required to

communicate and demonstrate within their response that they have extensive knowledge, background, and at least five (5) years of experience with manufacturing, obtaining, delivering, installing, maintaining and/or supporting the product lines of products, equipment, services or software offered. CPC reserves the right to accept or reject respondents failing to demonstrate their abilities or capacity solely based on information provided in the bid response and/or its own investigation of the company.

C. Required Securities

Awarded vendor(s) will be required to post a \$1,000.00 performance bond at the time of the award(s). The performance bond may be in the form of a bond, certified or cashier's check, or money order payable to Lakes Country Service Cooperative, Attn: Bid & Contract Facilitator, 1001 E. Mount Faith Ave., Fergus Falls, MN 56537. It may also be a bond naming Lakes Country Service Cooperative as obligee written by a corporate surety, satisfactory to CPC, pledging that the respondent will abide by the terms stated in this RFP and in the vendor's proposal and pledges the faithful performance of the contract and the payment of all obligations arising thereunder. Failure to comply with the awarded vendor(s) proposal, the performance bond shall be forfeited to CPC as liquidating damages, not as a penalty. Loss of the performance bond may include, but is not limited to: poor customer service, poor quality of product, delivery issues, lack of reporting, and lack of administrative fee payments. The performance bond or bid security shall remain in force for the entire duration of the contract term and must be renewed annually upon contract renewal.

D. RFP Submission

Public Purchase: CPC has moved its RFPs to a web-based system called Public Purchase. Public Purchase is an easy-to-use platform that provides respondents/vendors with automatic notification of open solicitations, automatic notification of answered questions and issued addenda, and a way to electronically submit your organization's solicitation response. All changes, updates, uploads, and downloads are time stamped and logged as part of the RFP process.

Submission of Proposals: It is the responsibility of the respondent to be certain that the proposal being submitted has been uploaded to Public Purchase by the due date and time, as described in the Technical Specifications. All proposals MUST be submitted electronically via Public Purchase. If the proposal has not completed its upload to Public Purchase by the due date and time, the Public Purchase system and CPC will not accept the proposal. If any issues occur during the upload of the proposal, respondents/vendors should contact Public Purchase at support@publicpurchase.com or utilize the chat function within Public Purchase for immediate technical support. If the data in the submission is password protected, the password must be provided with the proposal. Oral or hardcopy proposals are invalid and will not receive consideration.

Interpretations: Requests for additional information, including Instructions to Respondents or Technical Specifications shall be asked via the Public Purchase platform for all participating respondents to see. CPC will respond accordingly via Public Purchase to all questions and/or by issuing an addenda.

E. RFP Particulars

Addenda: Addenda are written instruments issued by CPC which modify or interpret the RFP documents by additions, deletions, clarification, or corrections. All addenda issued by CPC shall become a part of the specifications and will be made part of the contract. Addenda will be sent automatically upon CPC's response via the Public Purchase platform. Addenda are logged and tracked within the Public Purchase system. If such confirmation is not received, the respondent may be deemed non-responsive. Interpretations, corrections, or changes made in any other manner will not be binding, and respondents shall not rely upon such interpretations, corrections and changes. No answers to questions or addenda will be issued later than seven (7) business days prior to the

due date and time of the proposal, except an addendum withdrawing the proposal or one which includes postponement of the date of receipt of proposals.

Correction of RFP Documents: Upon examination of the RFP documents, respondents shall promptly notify the RFP Facilitator of any ambiguity, inconsistency or error, which they may discover. Any notification of ambiguity, corrections and/or requests for interpretation must be submitted, via the Public Purchase platform, no later than ten (10) business days prior to the RFP opening. Interpretations, corrections, and changes to the documents will be made either by answers or an addendum. Such addenda will be sent to respondents via the Public Purchase platform. All changes are logged and tracked automatically by the Public Purchase system. If such confirmation is not received, the respondent may be deemed non-responsive. Interpretations, corrections, or changes made in any other manner will not be binding, and respondents shall not rely upon such interpretations, corrections and changes.

Late Submissions: Proposals will not be allowed to be submitted and/or uploaded after the RFP due date and time set by CPC (see Technical Specifications). It is the respondent's responsibility to ensure that RFP responses are received by the due date and time listed.

Modifications or Withdrawal of a Proposal: A proposal may not be modified, withdrawn or cancelled by the respondent for a period of one hundred-twenty (120) days following the due date and time of the proposal, as each responder so agrees in submitting a proposal. Prior to the due date and time of the proposals, any proposal submitted may be modified or withdrawn within the Public Purchase system. Withdrawn proposals may be resubmitted online via Public Purchase up to the due date and time designated for the proposal provided that they are fully in conformance with these Instructions to Respondents.

Opening of Proposals: The properly identified proposals which have been submitted on time will be opened after the RFP due date and time. A summary of the proposals will be made available for public inspection during normal business hours in the RFP Facilitator's office (Fergus Falls, MN) free of charge during normal business hours. Those requesting a copy (electronic or hard copy) of the RFP responses will need to pay a twenty-five (\$25.00) service fee for that compilation.

F. Bid Evaluation

Conditions Precedent to Award: CPC shall have the right to waive any informality or irregularity in any proposal or proposals received; to accept the proposal or proposals which, in their judgment, are in the best interest of CPC's participating agencies; and to advertise for new proposals where the acceptance, rejection, waiving, or re-advertising is determined to be in the best interest of participating agencies. Within these categories, awards will be based on, but not necessarily limited to, the following:

1. Adherence to all conditions and requirements of the specifications
2. Proposed pricing
3. Services and support to agencies
4. Qualifications and experience; reputation with current and past users
5. "Value Added" services offered
6. Needs and requirements of participating agencies
7. Evaluation of vendor's ability to service CPC
8. Ease and efficiency of the vendor's order process
9. Respondent's ability to meet RFP requirements
10. Geographic service capability
11. Nature and extent of company data furnished upon request of CPC
12. Ability of vendor to develop partnership with CPC

CPC will conduct a cost evaluation analysis of the qualified respondent(s) by creating a market basket (from Form C – Pricing Schedule) and/or by creating a core list of products from multiple categories defined in this proposal to measure proposed pricing between vendors.

In addition, the following tool will be used in the evaluation of responses. The final award is not based on which company receives the most points.

Evaluation Item	Maximum Points
Questionnaire	330
<i>Qualifications & Experience</i>	
<i>Project Personnel</i>	
<i>Assessment, Design & Layout</i>	
<i>Delivery & Installation</i>	
<i>Miscellaneous</i>	
Pricing	320
<i>Base Bid</i>	
<i>State Multiplier</i>	
<i>Volume Discounts</i>	
Total Points	650

Rejection of Any or All Proposals: CPC reserves the right to award the entire contract to one vendor, to award multiple contracts, or to reject any or all proposals.

Binding Contract: A response to this solicitation is an offer to contract with CPC based upon the terms, conditions, scope of work, and specifications contained in this request. The awarded vendor(s) acknowledges that the contract offer and award (Form G – Contract Offer & Award) binds the awarded vendor(s) to all terms and conditions stated in the proposal until a contract has been signed by both parties.

G. Contract Award

Contract Development: Following the final evaluations, CPC will develop a contract with the most highly qualified respondent(s). If a satisfactory contract cannot be developed with the most highly qualified respondent(s) the second most qualified respondent(s) may then be approached to develop a contract.

III. General Terms & Conditions

Assignment: Any contract awarded under the conditions of this RFP shall be for the use of organizations eligible for participation in the Cooperative Purchasing Connection consortium. In addition, any eligible agency outside of the tri-state area may participate (piggyback) with this contract at its discretion, with the consent of the awarded vendor(s). An awarded vendor(s) must seek approval from CPC prior to utilizing the contract outside of CPC’s tri-state area. CPC has connections with partnering consortiums across the United States. CPC will work with the awarded vendor(s) to make such connections should the vendor want to piggyback the contract as a vehicle for additional sales outside of CPC’s tri-state area. All requirements of this RFP will apply to all participating eligible agencies. Agencies outside of the tri-state area participating in this RFP contract shall be responsible for obtaining approval from their approving body of authority when necessary and shall hold the agencies of the Cooperative Purchasing Connection harmless from any disputes, disagreements, or actions which may arise as a result of using this RFP contract.

Audit: In accordance with applicable law, the awarded vendor will agree that a member(s) of CPC's purchasing team may audit their records to establish that total compliance of the agreement is met. CPC will give at least three days' notice of an audit. The audit will be conducted at a reasonable place and time.

Awarded Vendor(s): The company or companies chosen by CPC to provide goods and/or services to CPC participating agencies through the RFP process.

Byrd Anti-Lobbying Amendment: If a project, as a result of this RFP, is in excess of \$100,000, the awarded vendor(s) certify that it will not, and has not, used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of an agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant or any other award covered by 31 U.S.C. 1352. Awarded vendor(s) will also disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Awarded vendor(s) will ensure compliance herewith by Seller's subcontractors.

Collusion: Collusion between respondents is cause for rejection of those respondents involved.

Confidential Information: CPC is a public entity; the information contained in the proposals shall be considered public information under the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13 et. seq. No part of a proposal shall be treated as confidential unless so designated, by the vendor submitting the proposal, as trade secret information having met the criteria under Minnesota Statutes § 13.37 Subd. 1(b) and other applicable laws. Any data claimed by the vendor submitting the proposal to be trade secret data must be clearly marked "proprietary and confidential." Should a challenge occur to said vendor's designation of data as "proprietary and confidential," the vendor shall indemnify and hold CPC harmless for any attorney's fees, costs, penalties, or losses associated with such designation. CPC makes no representations to any vendor regarding their designation of data as "proprietary and confidential."

Construction Related Products and Services (*construction related solicitations only*): CPC will consider and determine if the qualified responses resulting from the RFP are able to meet the necessary requirements for construction related products and services and to enter and execute a contract in the state of Minnesota. The contracted vendor will be required to work with CPC's participating agencies and will require that an architect's signature or certification is noted on the specifications as required by [Minnesota Statute §326.12 subd. 3](#). With certain exceptions, [Minnesota Rules part 1800.5200, subpart 1](#), requires a licensed architect or engineer to prepare and certify specifications for building alterations or renovations. Once CPC and the awarded vendor(s) are able to confirm that business is able to be conducted in Minnesota, CPC will make a final decision to complete the contract execution process.

In North Dakota, CPC will consider and determine if the qualified responses resulting from the RFP are able to meet the necessary requirements for construction related products and services, according to [Chapter 48-01.2 of the North Dakota Century Code](#), and to enter and execute a contract in the state of North Dakota. Once CPC and the awarded vendor(s) are able to confirm that business is able to be conducted in North Dakota, CPC will make a final decision to complete the contract execution process.

For all quotes provided to participating agencies, for construction related projects, products and services, the awarded vendor(s) must also send a duplicate quote to CPC. The quote provided to CPC must include the contact information of the participating agency.

Debarment or Suspension: If within the past five (5) years, any vendors that have been disbarred, suspended or otherwise lawfully precluded from participating in any public procurement activity with a federal, state, or local government, the vendor must include a letter with its response setting forth the name and address of the public procurement unit, the effective date of the debarment or suspension, the duration of the debarment or suspension, and the relevant circumstances relating to the debarment or suspension. Any failure to supply such a letter or to not disclose in the letter all the pertinent information may result in the cancellation of any resulting contract. By signing the EDGAR Compliance form, the vendor certifies that the vendor or any subcontractor is not currently listed on the government-wide exclusions in the System for Award Management (SAM), it not debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Orders 12549.

Defects: All products must be 100% guaranteed. Any product which is received damaged, found to be defective, or does not perform to the end users' expectations must be replaced at the vendor's expense including all shipping/delivery charges. If a participating agency receives product(s) that appear to be damaged, they reserve the right to refuse delivery. Participating agencies will not be charged for items that are refused.

Definitions:

1. Base Materials. Materials that provide porosity and stability such as crushed aggregate and porous pavement.
2. Drainage System. A method of removing surface and subsurface moisture/water.
3. Water Permeability. The rate at which water flows through a surface or system cross-section or components of the cross-section.
4. Planarity. Uniformity of the surface as compares to certain fixed predetermined points or prescribed slopes.
5. Sub-grade. A stabilized foundation onto which the base materials and field systems are installed.

Delivery: All prices submitted are to be F.O.B. Destination, Freight Pre-Paid and Allowed. Unless clearly stated otherwise by the respondent, prices submitted shall include all charges for transportation, packaging, etc., necessary to complete delivery on an F.O.B. Destination basis.

Express Online Marketplace: CPC provides participating agencies with an online purchasing platform called Express. Through Express, agencies are able to search for and purchase items. Essentially, Express is a one-stop shop for many of CPC's commodity based contracts. Awarded vendor(s) do not have to have an e-commerce site to be included in Express. Over the span of two years, participating agencies have purchased over \$3,500,000 in commodity type goods through Express. As Express offers integration into two of the main school financial systems in Minnesota, CPC expects growth in the number of agencies utilizing the marketplace and the volume of sales to grow significantly. A demonstration of Express will be available to all respondents who participate in the non-required conference call. CPC will work with the awarded vendor(s) to determine if the contract agreement is suitable for the online platform. If deemed suitable, CPC will require integration into Express within a timely manner.

Federal Requirements: The awarded vendor(s) agrees, when working on any federally assisted project with more than \$2,000.00 in labor costs for the construction, alteration, and/or repair, including painting and decorating, or a public building or public work, to comply with the Contract Work Hours and Safety Standards Act (40 USC) 3701 et seq.) and all applicable sections of the act and the Department of Labor's supplemental regulations (29 CFR Parts 5 and 1926), the Civil Rights Act of 1964 as amended, the Davis-Bacon Act (40 USC 3141), the Copeland "Anti-Kickback" Act (40 USC 3145 and USC 874) as supplemented in the Department of Labor regulation (29 CFR Part 3), and the

Equal Opportunity Employment requirements of Executive Order 11246 as amended by Executive Order 11375 (Labor Regulations (41 CFR Part 60)).

In such projects, the awarded vendor(s) agree to post wage rates at the work site and submit a copy of their payroll to the CPC participating agency for their files. In addition, to comply with the Copeland Act, the awarded vendor(s) must submit weekly payroll records to the participating agency. The awarded vendor(s) must keep records for three (3) years and allow the federal grantor agency access to these records, upon demand. All federally assisted contracts to CPC participating agencies that exceed \$10,000 may be terminated by the federal grantee for noncompliance by the awarded vendor(s). In projects that are not federally funded, the awarded vendor(s) must agree to meet any federal, state, or local requirements as necessary. In addition, if compliance with the federal regulations increases the contract costs beyond the agreed on costs in this solicitation, the additional costs may only apply to the portion of the work paid by the federal grantee. On all other projects, the prices must agree with this solicitation. The awarded vendor(s) shall comply with all applicable standards, orders, or requirements issued under Section 306 of the Clean Air Act (42 U.S.C.) 187 [h], and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251 et seq.), and Executive Order 11738 and Environmental Protection Agency (EPA) regulations (40 CFR Part 15), which prohibit the use under non-exempt federal contracts, grants, or loans of facilities included in the EPA list of violated facilities.

Force Majeure: Except for payments of sums due, neither party shall be liable to the other, nor deemed in default under this contract, if and to the extent that such party's performance of this contract is prevented by reason of force majeure. The term "force majeure" means an occurrence that is beyond the control of either party affected and occurs without fault or negligence, including, but not limited to, the following: acts of nature; acts of the public enemy; war; riots; strikes; mobilization; labor disputes; civil disorders; fire; flood; earthquakes; famine; volcanic eruptions; meteor strikes; lockouts; injunctions-interventions-acts or failures; or refusals to act by government authority; and other similar occurrences beyond the control of the party declaring force majeure which such party is unable to prevent by exercising reasonable diligence. The force majeure shall be deemed to commence when the party declaring force majeure notifies the other party of the existence of the force majeure, and shall be deemed to continue as long as the results or effects of the force majeure prevent the party from resuming performance in accordance with this agreement. Force majeure shall not include late deliveries of software or materials caused by congestion at a manufacturer's plant or elsewhere, an over-sold condition of the market, inefficiencies and poor management practices, or similar occurrences. If either party is delayed at any time by force majeure, then the delayed party shall notify the other party in writing of such delay within 48 hours.

Insurance: The awarded vendor(s) shall purchase, maintain and provide certification from insurer(s) for minimal coverage during the life of an awarded contract, to include, but not limited to, comprehensive public and/or commercial liability, errors and omissions, workman's compensation, unemployment, and other insurance coverage required by and applicable to each of CPC's individual state's statutes and federal laws which proposed products and services will be offered and provided.

Leasing and Rental Agreements: The awarded vendor(s) may allow CPC participating agencies to enter into a rental, lease, or lease purchase agreements, providing such agreements are in compliance with Minnesota Statutes and guidelines. CPC must receive a report annually, summarizing the executed lease purchases along with a summary of the participating agencies' purchases. CPC will not collect lease payments or be involved in the terms and conditions of the lease. All lease arrangements are between the awarded vendor(s) and the participating agency. The awarded vendor(s) agrees that leases will be in compliance with the Uniform Commercial Code. The applicable administrative fee must be included in the lease cost based on the total value of the goods and applicable services purchased. This fee is referred to under the Technical Specifications.

The awarded vendor(s) should attempt to work with CPC's current leasing vendor. The current leasing vendor may require a minimum purchase amount to begin the leasing process. Should the awarded vendor(s) be required to utilize their own financial leasing company, this should be noted/requested as an exception in Form B – Questionnaire.

Marketing and Promotion: Upon award and completion of the vendor orientation, CPC will promote the contract opportunity via its websites. CPC will also announce the new partnership in its newsletters and will publish the contract and marketing information through hard copy marketing items (i.e. flyers, postcard) and electronic email. Contracts will also be promoted at applicable trade shows, conferences, and meetings on a regular basis.

CPC does require all awarded vendor(s) to provide marketing support in the form of a marketing flier, brochure, or other similar marketing pieces, in an editable, electronic format. CPC may assist in the development of these materials if requested by an awarded vendor(s), but in all cases shall have the authority to review and approve any marketing materials. If a website is used, the link will be made available from the CPC and NDESC websites. Any web page or link, or other marketing tools shall be dedicated to CPC information only.

Minority and Women Owned Business: CPC's intent is to undertake every effort to increase opportunity for utilization of minority and women owned businesses in all aspects of procurement. In connection with the performance of this solicitation, the awarded vendor(s) agree to use their best effort to carry out this intent and ensure that minority and women owned enterprises shall have the maximum practicable opportunity to compete for subcontract work under this solicitation consistent with the efficient performance of this solicitation. It is the desire of CPC to promote wherever possible equitable opportunities for minority and women owned business to participate in the services associated with this solicitation.

New Agency Notification: CPC will email the current participating agency list to the awarded vendor(s) each quarter. Those agencies not renewing their participation should not receive CPC agency pricing/discounts.

Ordering: All orders will be executed by CPC's participating agencies, directly, with the awarded vendor(s). The awarded vendor(s) will provide products and/or service(s) directly to the specified agency and invoice that agency directly. The awarded vendor(s) may offer a variety of options for agencies to place orders. The awarded vendor(s) will make all deliveries and installation of products and services. CPC will not warehouse items or provide services.

Patent Indemnification: By accepting this order, the respondent agrees to save and hold harmless CPC, its successors, assigns, customers and the users of its products from any liability, loss, damage, judgments, or awards, including costs and expenses arising out of any action, claims, or proceedings for infringement of (a) any United States Letters Patent purporting to cover the material to be delivered to the purchasing agency under this order, or its normal intended use and (b) any trademarks appearing with the material on delivery to CPC's purchasing agencies; and further, respondent agreed to defend CPC at respondent's expense in such actions, claims, or proceedings, provided that CPC shall give the respondent prompt notice in writing of all such actions, claims, and proceedings, as well as notice of infringement and threats of suit for infringement.

Protests: All protests pertaining to the specifications of the solicitation must be delivered in writing and physically received by the RFP Facilitator no later than 4:00 p.m. CST on the third (3) business day prior to the opening of proposals. Other protests shall be filed no later than three (3) business days after the opening of the proposals or if the protest is based on subsequent action of CPC, not later than three (3) business days after the aggrieved person knows or should have knowledge of the fact giving rise to the protests. Respondents may protest only deviations from laws, rules,

regulations, or procedures. Protests must specify the grounds for the protest including the specific citation of law, rule, regulation, or procedure upon which the protest is based. The judgment used in the scoring by individual evaluators may not be protested. Protests not filed within the time specified above, or which fail to cite the specific law, rule, regulation, or procedure upon which the protest is based shall be dismissed.

Qualified Respondent: A respondent that has submitted a proposal meeting the due date and time of this RFP and has submitted all of the requested documents in their entirety in their required format(s).

Quarter: As used herein, quarters are defined as the periods from Q1: July 1 through September 30, Q2: October 1 through December 31, Q3: January 1 through March 31, and Q4: April 1 through June 30.

Participating Agency: A participating agency shall be defined in accordance with the, Minnesota Statutes M.S. §471.59, and M.S. §123A.21, Sub. 11, North Dakota Century Code Chapter 54-40.3, and South Dakota Statutes §5-18A-37. An eligible agency includes any school, higher education, city, county, other governmental agency, or nonprofit organization that has been deemed eligible for participation.

Recalls: The awarded vendor(s) shall notify CPC and their participating agencies immediately of any product recalls. The awarded vendor(s) will issue a credit or comparable substitute for any delivered, recalled product at the agency's discretion. All costs associated with voluntary and involuntary product recalls shall be borne by the awarded vendor(s).

Respondent: A respondent has notified CPC of a desire to respond to the proposal and/or has submitted a proposal in response to the Request for Proposals (RFP).

Risk of Loss: Regardless of F.O.B., the awarded vendor(s) agree(s) to bear all risks of loss, injury, or destruction of goods and materials ordered herein which occur prior to delivery, and such loss, or destruction shall not release the awarded vendor(s) from any obligation hereunder.

Safety Data Sheet SDS: Documentation providing workers and emergency personnel with procedures for handling or working with a specific substance in a safe manner, and information such as physical data, toxicity, health effects, first aid, reactivity, storage, disposal, protective equipment, and spill-handling procedures.

Sales Representation and Marketing: The awarded vendor(s) agree(s) to provide identified sales/marketing representatives whom CPC can contact for sales and product information.

Sales Tax: Sales tax shall not be included in the prices quoted on the proposal form.

Severability: the invalidity, in whole or in part, of any provision of this solicitation shall not void or affect the validity of any other provision of this solicitation.

Substitutions: The materials, products or equipment described in these documents establish a standard of type, function and quality to be met by any proposed substitution. Unless the particular specification prohibits substitution, respondents are encouraged to propose materials, products or equipment of comparable type, function and quality. Proposals for substitute items shall be stated in the appropriate blank on the proposal form, or if the form does not contain blanks for substitution, on the respondent's letterhead attached to the pricing form. Respondents shall attach to the form a statement of the manufacturer and brand name of each proposed substitution plus a complete description of the item, including descriptive literature, illustrations, performance and test data and

any other information necessary for an evaluation. The burden of proof is upon the respondent for the merit of the proposed substitution.

Termination for Cause or Convenience: In case of failure to deliver goods or provide services in accordance with the contract terms and conditions, CPC reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, whenever CPC determines that such termination is in the best interest of CPC and its participating agencies. CPC will give notice of termination specifying the extent to which performance shall be terminated and date upon which such termination becomes effective, giving 30 calendar days' written notice to the awarded vendor(s).

A participating agency, that purchases from the awarded vendor(s) may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) calendar days' advance written notice to the awarded vendor(s). The participating agency will only be required to pay the awarded vendor(s) for good and services delivered prior to the terminating and not otherwise returned in accordance with the awarded vendors' return policy. If the participating agency has paid the awarded vendor(s) for good and services not yet provided as of the date of termination, the awarded vendor(s) shall immediately refund such payment(s).

Tri-State Area: The area defined as the three states participating in the Cooperative Purchasing Connection (Minnesota, North Dakota and South Dakota) and their participating agencies.

Value Added Attributes: Attributes that a vendor can provide that assist in educating or providing additional service to CPC's participating agencies. This would include, but is not limited to products/services, such as promotional items, participation in vendor shows, demonstration of products, training seminars, and ability to integrate with CPC's Express online marketplace (if applicable).

Vendor Orientation (CPC 101): The awarded vendor(s) and their participating resellers/sub-contractors are required to participate in an online CPC 101 training session that is designed to educate the awarded vendor(s) and resellers/sub-contractors on the purpose and nature of CPC. The awarded vendor(s) will not be marketed to participating agencies until they have completed the vendor orientation (CPC 101) session.

IV. Technical Specifications

- A. Purpose Statement/Objective:** CPC is seeking to partner with an experienced vendor(s), equipped with the necessary resources and capabilities to serve as a partnered vendor to participating agencies and to lead with this contract agreement in CPC's tri-state area as a result of this solicitation. Qualified respondents shall have established a percentage discount from a catalog list, published prices, or price list. Discounts may be submitted for an entire catalog or for specific product categories or manufacturer categories. CPC is seeking to develop a program for participating agencies to have the ability to purchase equipment, materials, and supplies necessary to design, install, conduct site preparation, do materials testing, maintenance, renovation and repair of running tracks and athletic courts of all sizes and shapes at consortium level discounted pricing.
- B. Scope of Work:** It is CPC's intention to solicit proposals for equipment, materials, supplies, and installation services to provide a turnkey solution to complete an athletic surface, such as running tracks and athletic courts on behalf of its participating agencies. A vendor should be able to provide as options, equipment and installation services for in-ground equipment and accessories; maintenance equipment and supplies; and service for replacement or re-seeding of natural grass. CPC, upon review, analysis, and evaluation of the qualified respondents, is looking to partner with a

qualified vendor(s) proposal that will provide a broad-line of quality supplies, materials and services. Supplies, materials, and services may include, but are not limited to the following:

11. Different types of surfaces for running tracks and athletic courts;
12. In-ground equipment and accessories;
13. Irrigation and drainage systems;
14. Construction;
15. Design and engineering services;
16. Installation and site preparation services;
17. Soil and materials testing;
18. Surface testing;
19. Warranty;
20. Maintenance, etc.

Through the combination of purchasing power, CPC's objective is to achieve cost savings through a single competitive solicitation process. This process eliminates vendor(s) from responding to multiple quotes and proposals allowing for the reduction in administrative and overhead costs through our purchasing procedures. CPC will work closely with the awarded vendor(s) to market this contract not only to participating agencies, but also to potential agencies where the contract would be an advantageous option for growing participation and purchases through the awarded vendor(s).

CPC intends to award this RFP to one or more vendors based on manufacturer/brand who can offer acceptable product, equipment, supplies and installation services that can be of benefit to all of the participating agencies of CPC. When responding, identify the proposed manufacturer/brand. Manufacturers may respond directly and may identify regional suppliers to execute the contract as long as pricing is consistent in all CPC's tri-state area and designated suppliers/resellers adhere to the terms outlined in this RFP.

CPC encourages providers of all manufacturers/brands to bid, providing the following criteria are met:

6. Pricing discounts offered on a full range of quality products and supplies.
7. Warranty protection.
8. Training and support, when applicable.
9. Installation, when applicable.
10. Guaranteed pricing discounts firm for the duration of the contract term.

Vendors who meet any or all of the categories mentioned above, that would like to pursue a partnership, must complete the provided documents in their indicated format to be considered as a qualified respondent.

- C. Quantity History:** From 2014 to current day, CPC participating agencies have purchased just over \$4,415,000 in tracks and courts. With CPC's intent to market the contract to participating and potential agencies, it is CPC's belief that the program will continue to grow significantly throughout the course of the solicitation term, not to exceed four (4) years.

D. RFP Facilitator:

Lisa Truax, Bid & Contract Facilitator
Cooperative Purchasing Connection
1001 East Mount Faith Avenue,
Fergus Falls, MN 56537
1-218-737-6535 (direct)
ltruax@lcsc.org

- E. RFP Timeline:** Below is CPC’s timeline for RFP 17.8 – Athletic Surfaces: Tracks & Courts. Questions regarding the RFP must be submitted electronically via Public Purchase (www.publicpurchase.com). If any issues are encountered during submission, respondents should contact support@publicpurchase.com. For immediate assistance use the Public Purchase chat function to solve any technical issues.

January 9, 2017	Publication of RFP 17.8 – Athletic Surfaces: Tracks & Courts
January 23, 2017 at 9:00 a.m. CT	Non-Required Conference Call
January 27, 2017 at 10:00 a.m. CT	Deadline for Respondents to Submit Questions
February 13, 2017 at 10:00 a.m. CT	Deadline for RFP Submission
February 23, 2017	Vendor Presentations (if necessary); Location TBD
February 27, 2017	Contact Awarded Vendor(s)/Award(s) Made
March 1, 2017	Initial Start of Contract Term

- F. Non-Required Conference Call:** A web conference will be held on Monday, January 23, 2017, at 9:00 a.m. CT to allow respondents to ask questions relating to this RFP. Respondents are encouraged to participate and address any questions, concerns and/or issues they may have. **To attend the non-required conference call, please visit:** <https://www.anymeeting.com/316-209-771>.
- a. **Dial-in Number:** 323-920-0091
 - b. **Attendee PIN:** 858 9785#
- G. RFP Submission:** CPC requires that responses be submitted electronically via Public Purchase (www.publicpurchase.com). If any issues are encountered during the submission, respondents/vendors should contact support@publicpurchase.com. For immediate assistance use the Public Purchase chat function to solve any technical issues.

For RFP 17.8 – Athletic Surfaces: Tracks & Courts, your submission should reflect the following submitted and correctly labeled documents:

- a. Form A – Vendor Information – Name of Company
 - i. Submit as a PDF, not scanned.
- b. Form B – Questionnaire – Name of Company
 - i. Submit as a Word (.doc or .docx) document.
- c. Form C – Pricing Schedule – Name of Company
 - i. Submit as an Excel (.xls or .xlsx) document.
- d. Form D - References – Name of Company
 - i. Submit as a PDF, not scanned.
- e. Form E – Level of Support – Name of Company
 - i. Printed, signed, and scanned, submit as PDF.
- f. Form F – Assurance of Compliance – Name of Company
 - i. Printed, signed, and scanned, submit as PDF.
- g. Form G – Contract Offer and Award – Name of Company
 - i. Printed, signed, and scanned, submit as PDF.
- h. Form H – Proposal Checklist – Name of Company
 - i. Printed, signed, and scanned, submit as PDF.
- i. Addendum Acknowledgement Form – Name of Company
 - i. Printed, signed, and scanned, submit as PDF.
- j. Subcontractor Utilization Form – Name of Company
 - i. Submit as a PDF, not scanned.

Required documents MUST be submitted in the indicated format and labeled properly. Failure to submit the required documents in their completion may result in being considered as non-responsive. Any documents with inserted images of completed documents will not be accepted.

- H. Vendor Presentations:** Vendors submitting proposals may be asked to make a formal presentation of their proposal to CPC, if necessary, on Thursday, February 23, 2017. Exact presentation location, time, and details will follow.
- I. Notification of Intent to Award:** RFP award notification will be made by Monday, February 27, 2017. The actual award is subject to approval by the Board of Directors.
- J. Contract Term:** The term of the contract resulting from this RFP will be from March 1, 2017, through February 28, 2018. There will be an optional yearly renewal for a period lasting no longer than three (3) additional one year terms, based on successful performance. CPC evaluates and reviews all contract agreements semi-annually. CPC has established a set of performance criteria that will be used in the awarded vendor(s) semi-annual evaluation. Performance criteria will include:
- a. Contract start-up and communication
 - b. Partnership responsiveness with CPC
 - c. Customer service, quality, and delivery
 - d. Volume, sales, and competitiveness
 - e. Marketing
- K. Administrative Fee:** The awarded vendor(s) will be required to pay a two (2.0%) percent administrative fee on the total gross sales to CPC's participating agencies. This fee is used to cover CPC's program costs, including the cost of conducting the RFP, continuing support of the contract, and marketing the contract to participating and potential agencies through direct mail, email notifications, and personal on-site visits. Administrative fees shall be paid to Lakes Country Service Cooperative on a quarterly basis, within 20 business days after the end of each fiscal quarter.
- L. Reports Required of the Awarded Vendor(s):** The awarded vendor(s) will provide CPC with quarterly reports listing the sales volume showing the total gross dollar volume of all purchases made by participating agencies within that quarter, the administrative fee calculations, and the correlating savings incurred by agencies. CPC may also request reports on commonly purchased items or top selling items to create or update a market basket. All reports must be submitted in MS Excel within 20 business days after the end of each fiscal quarter, listing the following information:
- a. Name of service cooperative region
 - b. Name of purchasing agency
 - c. Address of purchasing agency
 - d. Date of sale
 - e. Manufactures' list price
 - f. CPC net member price (discounted price)
 - g. Administrative fee generated by sale
 - h. Savings generated by sale
- M. Specific Terms and Conditions:**
- 1. Standard terms and conditions:**
 - a. The awarded vendor(s) agrees to:
 - i. Provide participating agencies who have questions, issues, and/or concerns with an efficient response; responding to agencies within 24 hours.
 - ii. Equipment and Supplies

1. All equipment, supplies, parts, and all related accessories that can be purchased must be new, and not have been previously used, and must be current and actively marketed products by the manufacturer's authorized dealers.
 2. All equipment, supplies, parts, and all related accessories must conform to manufacturer specifications and shall be of new manufacture and in current standard production.
 3. Verify that all items conform to all applicable federal and state safety requirements, provide proper Safety Data Sheets (SDS) as required by law for all products sold. The SDS literature must be delivered to the participating agency with each shipment of goods. Vendors must notify CPC and CPC's participating agencies immediately of any equipment or product recalls. The vendor will issue a credit or comparable substitute for any delivered, recalled product at the participating agencies' discretion. All costs associated with voluntary and involuntary equipment and product recalls shall be borne by the vendor.
- iii. Pricing
1. All pricing should include the two percent (2%) administrative fee on all products, supplies, parts, and related accessories.
 2. Contract discounts and percentages must be held firm during the initial contract period, unless reductions are made to accommodate one-time bulk replacements or special promotions. The awarded vendor(s) may offer a reduced spot discount to any participating agency at any one time in the case of large projects or to secure business. However, the awarded vendor(s) cannot reduce the current contract discounts and percentages to a participating agency beyond a single large project until following the steps outlined in Article 5.a. and receiving approval by CPC. CPC may conduct periodic audits and the vendor will be responsible for full reimbursement for any overcharge to a participating agency.
 3. Provide a discount price schedule (Form C – Pricing Schedule) for all categories of product available and offered in this RFP. A copy of the proposed product list, price list, and catalog list used in preparation of this response must be submitted at the time of the proposal.
 4. New products and items, pertaining to the scope of this RFP, can be added during the course of the contract term with notice to CPC. These items shall meet or exceed all the specifications and requirements established in the contract. CPC may direct the vendor to remove any items that do not meet the intent or are otherwise in conflict with the contract requirements.
 5. CPC may accept a future claim from the vendor that a new threshold of performance or technology has been established. If CPC is satisfied with the evidence presented in support of the claim, appropriate pricing for such new technology may be established applying the same pricing method used by the vendor in their original response. The vendor must be able to verify the pricing calculation.
 6. When an equipment manufacturer revises its reference product price list to add or delete models and accessories that result in revised contract pricing, the vendor shall notify CPC in writing via email as follows:
 - a. Request is to be typed on vendor's letterhead and emailed to CPC;
 - b. It is filed with CPC at a minimum of 30 calendar days before the effective date of the proposed change;
 - c. It clearly identified the items impacted by the change;
 - d. The change will not produce a higher profit margin than that on the original contract;

- e. It is accompanied by documentation acceptable to the Bid & Contract Facilitator to warrant the change.
 - f. CPC reserves the right to accept such change and will confirm disposition in writing. For contract administration purposes, CPC must be able to verify the manufacturer's current product price. Price increases that cannot be verified shall not be reflected on the vendor's contract nor charged to the participating agency.
 - 7. CPC expects respondents to offer their very best prices. If a respondent offers lower prices to any CPC participating agency outside of this contract, it must lower its prices under this contract at the same time by written notice, via email to CPC.
- iv. Freight and Delivery
 - 1. CPC participating agencies shall be relieved from risks or loss or damage to all equipment purchased or leased during shipment prior to equipment receipt and/or installation at the agencies' designated location. CPC participating agencies will be responsible for risks of loss or damage to the equipment once it has been delivered/installed and accepted by the agencies' representative. Vendors shall demonstrate they have informed the customers of this responsibility prior to order placement. The vendor will pay return shipping and give full credit on any defective product. All products must be 100% guaranteed.
 - 2. Invoice and ship all items directly to CPC's participating agencies. A packing slip must be provided with all deliveries including the agencies' purchase order number. Orders not filled and partial shipments shall be indicated on the packing list. CPC participating agencies shall be notified of an anticipated availability date.
 - 3. All equipment, supplies, and related accessories must be delivered during normal hours of operation on weekdays, unless at the convenience of the participating agency and through mutual agreement with the awarded vendor(s).
- v. Design Layout and/or Installation Services
 - 1. Be in possession of and maintain, in current status, all federal, state, and local licenses, bonds, and permits required for the performance and delivery of any and all products and services in its response to this solicitation. An awarded vendor must have the ability to furnish all required labor, materials, equipment, parts and supplies necessary for the services requested.
 - a. A copy of a valid contractor's license must be submitted to CPC as it pertains to CPC's tri-state area.
 - b. Confirm that any and all contractors and subcontractors performing under this contract hold and maintain appropriate licensure.
 - 2. Possess the ability to assess and determine existing site conditions and the participating agencies' expectations for the products being purchased.
 - 3. Installation times must be coordinated with the purchasing agency. All areas will be kept clean and free of debris. The awarded vendor(s) must provide the purchasing agency with a list of participating agency required responsibilities for installation, prior to the start of installation.
 - 4. All personnel that are working in participating agencies' must be bonded and insured and follow any and all participating agencies' requirements for contractors and subcontractors.
 - 5. Use of Subcontractors.
 - b. Awarded vendor(s) shall not assign any duties to perform services nor to provide goods to purchasing agencies under this contract to a subcontractor that is not listed in the respondent's response to the RFP.

- c. If a subcontractor is removed from the contract at any time during the contract term, the awarded vendor(s) must submit to CPC in writing, the reason for removal and effective date.
 - d. To add a subcontractor at any time during the contract term, the vendor must submit to CPC an updated Subcontractor Utilization Form. The subcontractor may not begin providing service until approved by CPC.
 - e. The awarded vendor(s) is responsible for ensuring that all subcontractors who provide goods or services under this contract comply with the terms and conditions of the contract.
 - f. CPC reserves the right to require that a subcontractor be removed from the contract.
- 6. Any damage done to the purchasing agencies' property by contractors or subcontractors shall be repaired or replaced at no cost to the purchasing agency.
 - 7. All services must be 100% guaranteed. Any service provided, which does not meet the end users' expectations must either be redone until the end users' expectations are met, or the charges for the services are refunded to the end user.
- ix. Advertising and Marketing
 - 1. Provide sales and marketing representation that is able to educate, introduce and demonstrate products and/or services to CPC's participating agencies. Vendors must assist in developing marketing materials that support the contract. A vendor must demonstrate that it possesses the necessary resources to, and agrees to, provide a comprehensive training and support program on the operation and use of the contract agreement. Services offered must be appropriate and adequate to ensure a successful partnership related to the contract agreement.
 - 2. All promotional marketing materials must have the prior approval of CPC before distribution and must include the CPC logo and pertinent contract information.

2. Product and/or category terms and conditions:

- a. The awarded vendor(s) agrees to:
 - i. All surfaces offered are to meet the requirements of ASTM F 2157-09 Standard Specification for Synthetic Surfaced Running Tracks. This specification establishes the minimum performance requirements and classification when tested in accordance with the procedures outlined within this specification. The products and services may include, but are not limited to the following:
 - 1. Provide technical and consulting services related to running track or athletic court surface design, characteristics, construction, and integration into the development of a new athletic or recreational facility.
 - 2. Provide existing site inspection and investigation to identify soil conditions existing at the site in order to take into account the conditions found in the designing of athletic and recreational facilities. The investigation shall include, but is not limited to:
 - a. Stripping, placement of backfill and base construction in order to ensure the minimization of the risk of problems due to subsoil and subgrade conditions.
 - b. Soil inspection for the existence of peat or other organic soils at the site.
 - c. Inspection for uncontrolled fill materials or waste materials at the site.
 - d. Inspection for expansive soils at the site.
 - e. High ground water conditions or surface water retention area (low area flooding).

3. Provide all labor, materials, equipment and drawings required to provide design services for a project cost proposal with a complete scope of work, including all products, services and running track or athletic court specifications with their associated costs. A preliminary construction time schedule shall be a part of the project proposal.
4. Provide all labor, materials, equipment, project drawings and construction documents necessary to establish, construct, install lines and markings required to complete the running track or athletic court as identified and specified within the project documents for the participating agency's project scope of work and documents.
5. Provide all labor, materials and equipment required to assess and evaluate existing facilities, and develop and establish a plan of action for maintenance, repair and/or renovation of the existing athletic or recreational surface to conditions as required by the participating agency.
6. Provide ongoing technical support and training services for participating agencies relating to the maintenance and operation of these types of surfaces to ensure their good operational condition.
7. The running track or athletic court should provide the performance characteristics, components, and construction that meet the needs of the declared use and/or functions.
8. The running track or athletic court and all of its components should: be resistant to moisture, rot, mildew, bacteria, fungus growth, ultraviolet ray degradation, be non-toxic, not cause commonly known allergic reactions at all field locations, and meet CPC local state and environmental requirements. Each running track or athletic court should be constructed to resist damage from wear and tear during athletic and recreational usage.

ii. Projects

1. Assess and determine existing site conditions and participating agency's expectations for the project.
2. Develop a proposed solution to conform and meet the participating agency's expectations while considering and ensuring the solution proposed is adequate and functional within the existing site conditions and will comply with all building codes.
3. Provide labor, materials, equipment and supervision necessary to complete installation of running track or athletic court surfaces, including the following:
 - a. Site inspection and investigation.
 - b. Site preparation and sub-base.
 - c. Inspection and approval of sub-base.
 - d. Installation of proposed system with accessories, striping and equipment.
 - e. Provide cost estimates and information relating to after-the-sale ongoing inspection and maintenance services to ensure proper operation and upkeep of the running track or athletic court surface.
 - f. Construction and installation services to prepare and install proposed running track or athletic court surface on the designated site in accordance with the shop drawings, striping plan and manufacturer's instructions and specifications.

iii. Track Surface – Latex

1. Latex surfaces are generally defined as rubber particles of a specified size, shape and composition, bound together by a water-based resin binder. They are resilient, all weather surfaces. Most are permeable.
2. Materials.
 - a. Water used in dilution must be fresh and potable.

- b. Primer. Most latex systems require a primer application to promote adhesion between the resilient surface and the asphalt or concrete base. Depending on the proprietary system, the binder may be latex or an asphalt emulsion.
 - c. Asphalt Emulsion. Asphalt emulsion is an asphaltic cement suspending in a water vehicle.
 - d. SBR Latex Binder. SBR latex is a water-based resin used to bind rubber particles. It is comprised of varying proportions of styrene and butadiene monomer in a water vehicle. Other types of latex binders used as track binders include vinyl, acrylics and a variety of combinations.
 - e. SBR Rubber Particles. SBR rubber particles are generally post-industrial by-products that have been shredded or chopped to a specific size, shape and graduation. The characteristics of the rubber particles selected to be defined by the specification.
 - f. EPDM Rubber. EPDM rubber is a highly pigmented rubber compound chopped to a specific size for use as wearing surface. It is available in a wide variety of colors and sizes. The compatibility of the EPDM granules and the latex binder are to be determined prior to installation.
 - g. Surface Coating. Surface coating is the final wearing finish applied to the resilient surface. It is used to provide the protection from ultraviolet light degradation and to provide additional wear resistance and color uniformity. The coating may be formulated with a variety of binder types, including SBR, acrylic latex or polyurethane. The system installer should insure compatibility.
3. Systems.
- a. The materials listed above may be used in a wide variety of combinations to meet the requirements of the participating agency. In no case should the recommended thickness of the system selected be less than ½" (12.5 mm) when measured in accordance with USTC and TBA standards. The four general typed of latex track surfaces are as follows:
 - b. Black Mat. A black mat system is composed of black SBR rubber or black EPDM rubber particles bound by SBR latex or an approved alternate water-based resin. The surface coating is highly pigmented black SBR or acrylic latex.
 - c. Colored Binder. A colored binder system consists of black EPDM or black SBR rubber particles bound by a pigmented latex binder or an approved alternate water-based resin. The surface coating should be a highly pigmented UV stable coating of adequate thickness and durability to resist wear patterns with normal use.
 - d. Color Sandwich. A color sandwich system of black EPDM or black SBR rubber particles bound by latex has a wearing course of at least 1/8" (3mm) or pigmented (other than black) EPDM granules bound by pigmented SBR latex binder or an approved alternative water-based binder. The surface coating should be highly pigmented, UV stable coating to provide uniform color to the system.
 - e. Full Depth Color. A full depth color system consists of colored EPDM granules (not black) bound by pigmented SBR latex binder or an approved alternative water-based binder. The surface coating should be a highly pigmented, UV stable coating to provide strength and color uniformity. This system is used in high traffic areas in conjunction with either the color sandwich or the colored binder system.
4. Thickness and Specific Gravity.

- a. Each surface system should be at least 1/2" (12.5mm) in total thickness to allow for variation in the underlayment and to prevent spiked shoes from penetrating to the base layer, potentially disrupting the bond. Both SBR and EPDM rubber particles will vary in specific gravity and bulk density value of rubber. This, coupled with the application methods, shape and size will affect the rubber required to achieve 1/2" thickness. The chart below is intended for guidance for 1/2":

Color/Type	Size/Shape	Specific Gravity	Lbs./Sq. Yd.
Black SBR	Granules	1.15 - 1.40	10.0 - 12.0
Black SBR	Medium Strands	1.15 - 1.25	8.5 - 10.0
Black EPDM	Granules	1.30 - 1.50	10.5 - 12.0
Colored EPDM	Granules	1.40 - 1.60	13.0 - 15.0

- 5. Variety of Shape, Size and Composition.
 - a. Each system manufacturer makes specific recommendations on the ratio of binder to rubber particles. The variety of particles, their shape, size and composition will cause the volume of binder to vary. Each system should specify the ratios required in the following format:
 - i. Total dry pounds of latex undiluted binder.
 - ii. Total points of the specified rubber particle.
 - iii. For colored binder and color sandwich systems, the quantity of pigment per 55 gallons of latex binder.
- 6. Material Delivery.
 - a. All material must be delivered to the job site in labeled and marked containers. All packaging and excess materials must be disposed of in accordance with state, local and federal standards and regulations.
 - b. Do not allow liquid binders to freeze.
 - c. Quantities needed to complete the project in accordance with the manufacturer's specifications should be verified.
- 7. Installation Equipment.
 - a. All installation equipment including mixers, pavers, sprayers and hand tools should be kept free of moisture while in use.
 - b. Tools are to be cleaned daily.
 - c. No equipment or vehicles used in the installation process should leak any gas, petroleum products, solvents, etc.
- 8. Surface Preparation.
 - a. The asphalt or concrete base should be sufficiently cured and cleaned in order for work to progress. Recommended cure times; 14 days for asphalt and 28 days for concrete.
 - b. Prior to installation of the latex track system, the entire base should be checked for planarity and surface tolerance.
 - c. Any areas that vary +/- 1/4" measured with a 10' straightedge in any direction should be patched with a compound compatible with the asphalt or concrete base and approved by the latex track manufacturer.
 - d. After patching, the surface should not allow water to stand greater than 1/16" deep, one hour after rain has ended.
- 9. Installation.
 - a. Latex track surfacing may be applied successfully by a variety of application methods. Layered installations will specify the volumes/lbs. of surfacing to be placed in each layer.
- 10. Temperature and Humidity.
 - a. Latex track surfacing is dependent on evaporation for drying and curing.

- b. No material may be placed if ambient temperature is not at least 50 degrees F and rising.
 - c. Relative humidity above 50% will increase the drying time.
 - d. Low temperature and high humidity may lead to incomplete curing.
11. Surface thickness before the final surface coating is applied, the owner and the contractor will determine that the desired surface thickness has been achieved by checking the surface in accordance with USTC and TBA test methods.

iv. Track Surfaces – Polyurethane Base Mat

1. A polyurethane base mat system is a homogenous blend of EPDM or SBR rubber granules and polyurethane binders that are evenly spread in a monolithic application over an asphaltic or concrete base. The system is a resilient all weather surface designed to allow moisture to pass through the surface. The system has a smooth finish and may be applied for both indoor and outdoor use.
2. Materials.
 - a. A variety of products may be used in the construction of the track surface.
 - b. Primer. The primer is a mixture of polyurethane binder and a viscosity reduction vehicle that allows for a light film application.
 - c. Polyurethane. The polyurethane binder is a single component, 100% solids, moisture cure, elastic pre- polymer, designed to bind rubber granules together.
 - d. SBR/EPDM Black Rubber. Fully cured rubber granules that may either be ambient or cryogenically ground from post- industrial by-products to a size of not less than 1 nor more than 4mm. The general cut of the granules should be cubicle, should contain less than 4% dust and be free of foreign debris and should not contain any other color within the granule.
 - e. Color EPDM Rubber. Colored EPDM granules should be ground from fully cured virgin slabs of peroxide- or sulfur- cured rubber (the curing process must be compatible with the polyurethane chemicals being used). The EPDM content should be not less than 20%. The general cut of the granules should be cubicle and they should contain less than 4% dust.
3. Thickness, Weight and Specific Gravity.
 - a. Each surface system should be at least 1/2" (12.5mm) in total thickness to allow for variation in the underlayment and to prevent spiked shoes from penetrating to the base layer, potentially disrupting the bond. The total weight of the system is contingent upon the depth of the surface and the specific gravity of the materials.
 - b. Both SBR and EPDM rubber particles will vary in specific gravity and bulk density value of rubber. This coupled with the application methods, shape and size will affect the rubber required to achieve 1/2" thickness. The chart below is intended for guidance. Color/Type per 1/8":

Color/Type	Size/Shape	Specific Gravity	Shore A Harness
Black SBR	1-4 mm Granules	1.15 - 1.40	55-70
Black SBR	1-4 mm Granules	1.20 - 1.50	55-70
Black EPDM	1-4 mm Granules	1.40 - 1.60	55-70

4. Material Delivery.
 - a. All material must be delivered to the job site in labeled and marked containers. All packaging and excess materials must be disposed of in accordance with state, local and federal standards and regulations.
 - b. Do not allow liquid binders to freeze.
 - c. Quantities needed to complete the project in accordance with the manufacturer’s specifications should be verified.
5. Installation Equipment.

- a. All installation equipment including mixers, pavers, sprayers and hand tools should be kept free of moisture while in use.
 - b. Tools are to be cleaned daily.
 - c. No equipment or vehicles used in the installation process should leak any gas, petroleum products, solvents, etc.
6. Surface Preparation.
- a. The asphalt or concrete base should be sufficiently cured and cleaned in order for work to progress. Recommended cure times; 14 days for asphalt and 28 days for concrete.
 - b. Prior to installation of the latex track system, the entire base should be checked for planarity and surface tolerance.
 - c. Any areas that vary +/- 1/4" measured with a 10' straightedge in any direction should be patched with a compound compatible with the asphalt or concrete base and approved by the latex track manufacturer.
 - d. After patching, the surface should not allow water to stand greater than 1/16" deep, one hour after rain has ended.
7. Installation.
- a. Primer. Polyurethane track surfacing should be the appropriate primer using spray equipment or rollers. Application rates range between 0.18 – 0.27 lbs. per square yard. For an asphalt base, primer application may be reduced by the awarded vendor(s) when extreme heat conditions soften the asphalt.
 - b. Mixing. The rubber granules and polyurethane binder should be accurately measured and placed in a clean dry mixer and mixed until all granules are thoroughly coated with the polyurethane binder. No evidence of water may exist during the mixing process. The mixing ratio of rubber to binder should not be less than five (5) parts rubber to one (1) part binder as determined by the weight of the products. The pot life of the mix should not be less than 45 minutes. No agents are to be added to extend pot life.
 - c. Placement of Base Mat. The prepared material is placed evenly in front of the paving machine. The machine should be operated at a speed and with the screed bar at an angle to provide a tight and smooth surface, free of chatter marks and voids. The screed bars are to be constantly heated and should oscillate. Material should be placed at the specified depth in a single application and allowed to cure.
 - d. Trowel Work. All seams are to be troweled smooth within the pot life of the material. All edges should be straight and rounded by turning the trowel. All cold dry seams should be cut straight at an inward angle and primed prior to commencing with subsequent work.
 - e. Arid Climates. To aid in the curing process in arid climates, it may be necessary to mist the surface with water upon completion of the day's work.
8. Line Markings.
- a. The surface system manufacturer must be approving the type and brand of marking paint used. All lane and event markings should be in accordance with the applicable governing body.
- v. Track Surfaces – Polyurethane Base Mat Structural
- 1. The polyurethane base mat structural spray system is a homogenous blend of EPDM or SBR rubber granules and polyurethane binders. The base layer is spread evenly in a monolithic application over an asphaltic or concrete base and followed with a structural spray-applied polyurethane and rubber

blended coating. The system is a resilient all weather surface designed to allow moisture to pass through the surface. It has a textured finish and is used primarily in outdoor applications.

2. Materials.
 - a. Primer. The primer is a mixture of polyurethane binder and a viscosity reduction vehicle that allows for a light film application.
 - b. Polyurethane. The polyurethane binder is a single component, 100% solids, moisture cure, elastic pre- polymer, designed to bind rubber granules together.
 - c. SBR/EPDM Black Rubber. SBR/EPDM black rubber should be fully cured rubber granules that may either be ambient or cryogenically ground from post- industrial by-products to a size of not less than 1 nor more than 4mm. The general cut of the granules should be cubicle. They should contain less than 4% dust and be free of foreign debris. They should not contain any other color within the granule.
 - d. Colored EPDM Rubber. Colored EPDM granules should be ground from fully cured virgin slabs of peroxide- or sulfur- cured rubber (the curing process must be compatible with the polyurethane chemicals being used). The EPDM content should be not less than 20%. The general cut of the granules should be cubicle and they should contain less than 4% dust. Colored EPDM Rubber (Structural Spray) Same as Colored EPDM Rubber, above, but the gradation of the granules should range from 0.5mm to a maximum of 3mm.
3. Thickness, Weight and Specific Gravity.
 - a. Each surface system should be at least 1/2" (12.5mm) in total thickness to allow for variation in the underlayment and to prevent spiked shoes from penetrating to the base layer, potentially disrupting the bond. The total weight of the system is contingent upon the depth of the surface and the specific gravity of the materials.
 - b. Both SBR and EPDM rubber particles will vary in specific gravity and bulk density value of rubber. This coupled with the application methods, shape and size will affect the rubber required to achieve 1/2" thickness.
4. Material Delivery.
 - a. All material must be delivered to the job site in labeled and marked containers. All packaging and excess materials must be disposed of in accordance with state, local and federal standards and regulations.
 - b. Do not allow liquid binders to freeze.
 - c. Quantities needed to complete the project in accordance with the manufacturer's specifications should be verified.
5. Installation Equipment.
 - a. All installation equipment including mixers, pavers, sprayers and hand tools should be kept free of moisture while in use.
 - b. Tools are to be cleaned daily.
 - c. No equipment or vehicles used in the installation process should leak any gas, petroleum products, solvents, etc.
6. Surface Preparation.
 - a. The asphalt or concrete base should be sufficiently cured and cleaned in order for work to progress. Recommended cure times; 14 days for asphalt and 28 days for concrete.
 - b. Prior to installation of the latex track system, the entire base should be checked for planarity and surface tolerance.

- c. Any areas that vary +/- 1/4" measured with a 10' straightedge in any direction should be patched with a compound compatible with the asphalt or concrete base and approved by the latex track manufacturer.
 - d. After patching, the surface should not allow water to stand greater than 1/16" deep, one hour after rain has ended.
 - 7. Installation.
 - a. Primer. The surface should be primed with the appropriate polyurethane primer using spray equipment or rollers. Application rates range between 0.18 – 0.27 lbs. per square yard. For an asphalt base, primer application may be reduced by the awarded vendor(s) when extreme heat conditions soften the asphalt. Some manufacturers' systems will not require a primer.
 - b. Mixing. The rubber granules and polyurethane binder should be accurately measured and placed in a clean dry mixer and mixed until all granules are thoroughly coated with the polyurethane binder. No evidence of water may exist during the mixing process. The mixing ratio of rubber to binder should not be less than five (5) parts rubber to one (1) part binder as determined by the weight of the products. The pot life of the mix should not be less than 45 minutes. No agents are to be added to extend pot life.
 - c. Placement of Base Mat. The prepared material is placed evenly in front of the paving machine. The machine should be operated at a speed and with the screed bar at an angle to provide a tight and smooth surface, free of chatter marks and voids. The screed bars are to be constantly heated and should oscillate. Materials should be placed at the specified depth in a single application and allowed to cure.
 - d. Trowel Work. All seams are to be troweled smooth within the pot life of the material. All edges should be straight and rounded by turning the trowel. All cold dry seams should be cut straight at an inward angle and primed prior to commencing with subsequent work.
 - e. Arid Climates. To aid in the curing process in arid climates, it may be necessary to mist the surface with water upon completion of the day's work.
 - 8. Line Markings.
 - a. The surface system manufacturer must approve the type and brand of marking paint used. All lane and event markings should be in accordance with the applicable governing body.
- vi. Track Surfaces – Polyurethane Base Mat Sandwich
 - 1. The polyurethane base mat sandwich system is a homogenous blend of SBR rubber granules and polyurethane binder base layer spread evenly in a monolithic application followed by sealing. The sealant layer is a massive application of polyurethane coating with colored EPDM granules broadcast or encapsulated into the coating. This sealant layer makes the system impermeable. The system is a resilient all weather surface. It is textured and is used in both indoor outdoor applications.
 - 2. Materials.
 - a. Primer. The primer is a mixture of polyurethane binder and a viscosity reduction vehicle that allows for a light film application.
 - b. Polyurethane. The polyurethane binder is a single component, 100% solids, moisture cure, elastic pre-polymer, designed to bind rubber granules together.
 - c. Polyurethane Coating and Sealers. Two component 100% solids polyurethane coating consisting of a Part A colored polyol and Part B

isocyanate activator. Specific gravity of 1.15 to 1.30. The coating may be used for the top layer as well as the sealant layer.

- d. Polyurethane Sealer. Two (2) component 100% solids thixotropic polyurethane coating consisting of a Part A colored polyol and Part B isocyanate activator. Specific gravity of 1.45 -1.60. The coating is applied without the adding of rubber dust and is used only as a sealer.
 - e. Polyurethane Aliphatic Top Coating. A single or two (2) components aliphatic top coating applied to structural surfaces that need to be protected from UV degradation.
 - f. SBR/EPDM Black Rubber. SBR/EDM black rubber should be fully cured rubber granules that may either be ambient or cryogenically ground from post- industrial by-products to a size of not less than 1 nor more than 4mm. The general cut of the granules should be cubicle, contain less than 4% dust, and be free of foreign debris, and not contain any other granule.
 - g. Colored EPDM Rubber. Colored EPDM rubber granules should be ground from fully cured virgin slabs of peroxide- or sulfur cured rubber (the curing process must be compatible with the polyurethane chemicals being used). The EPDM content should be not less than 20%. The general cut of the granules should be cubicle and they should contain less than 4% dust. Colored EPDM rubber dust graded to -0.5 may be used as a thickener for the polyurethane coating in the sealing process.
3. Thickness, Weight and Specific Gravity.
- a. Each surface system should be at least 1/2" (12.5mm) in total thickness to allow for variation in the underlayment and to prevent spiked shoes from penetrating to the base layer, potentially disrupting the bond. The total weight of the system is contingent upon the depth of the surface and the specific gravity of the materials.
 - b. Both SBR and EPDM rubber particles will vary in specific gravity and bulk density value of rubber. This coupled with the application methods, shape and size will affect the rubber required to achieve 1/2" thickness. The chart below is intended for guidance per 1/8":

Size/Shape	Specific Gravity	Shore A Harness
1-4 mm Granules	1.15 - 1.40	55-70
1-4 mm Granules	1.20 - 1.50	55-70
1-4 mm Granules	1.40 - 1.60	55-70

- 3. Material Delivery.
 - a. All material must be delivered to the job site in labeled and marked containers. All packaging and excess materials must be disposed of in accordance with state, local and federal standards and regulations.
 - b. Do not allow liquid binders to freeze.
 - c. Quantities needed to complete the project in accordance with the manufacturer’s specifications should be verified.
- 4. Installation Equipment.
 - a. All installation equipment including mixers, pavers, sprayers and hand tools should be kept free of moisture while in use.
 - b. Tools are to be cleaned daily.
 - c. No equipment or vehicles used in the installation process should leak any gas, petroleum products, solvents, etc.
- 5. Surface Preparation.
 - a. The asphalt or concrete base should be sufficiently cured and cleaned in order for work to progress. Recommended cure times; 14 days for asphalt and 28 days for concrete.

- b. Prior to installation of the latex track system, the entire base should be checked for planarity and surface tolerance.
 - c. Any areas that vary +/- 1/4" measured with a 10' straightedge in any direction should be patched with a compound compatible with the asphalt or concrete base and approved by the latex track manufacturer.
 - d. After patching, the surface should not allow water to stand greater than 1/16" deep, one hour after rain has ended.
6. Installation.
- a. Primer. The surface should be primed with the appropriate polyurethane primer using spray equipment or rollers. Application rates range between 0.18 – 0.27 lbs. per square yard. For an asphalt base, primer application may be reduced by the awarded vendor(s) when extreme heat conditions soften the asphalt. Some manufacturers' systems will not require a primer.
 - b. Mixing. The rubber granules and polyurethane binder should be accurately measured and placed in a clean dry mixer and mixed until all granules are thoroughly coated with the polyurethane binder. No evidence of water may exist during the mixing process. The mixing ratio of rubber to binder should not be less than five (5) parts rubber to one (1) part binder as determined by the weight of the products. The pot life of the mix should not be less than 45 minutes. No agents are to be added to extend pot life.
 - c. Placement of Base Mat. The prepared material is placed evenly in front of the paving machine. The machine should be operated at a speed and with the screed bar at an angle to provide a tight and smooth surface, free of chatter marks and voids. The screed bars are to be constantly heated and should oscillate. Materials should be placed at the specified depth in a single application and allowed to cure.
 - d. Trowel Work. All seams are to be troweled smooth within the pot life of the material. All edges should be straight and rounded by turning the trowel. All cold dry seams should be cut straight at an inward angle and primed prior to commencing with subsequent work.
 - e. Arid Climates. To aid in the curing process in arid climates, it may be necessary to mist the surface with water upon completion of the day's work.
 - f. Seal Coat. The seal coat is a mixture of the two (2) component coating and EPDM rubber dust that is mixed and squeegee-applied to the base mat. Alternatives are to squeegee-apply two (2) components thixotropic polyurethane coating without rubber dust or spray binder and brush EPDM rubber dust into the base mat. In all cases, sufficient material is to be applied to render the surface impermeable. It is extremely important that the base mat and base are completely void of moisture before commencing with application of the seal coat.
 - g. Top Coat. The top coat is a massive flow application of the two component coating that is mixed according to the ratios of part A and B listed by the manufacturer. The material is to be self-leveling and should be free of ridges. Prior to initial set, colored EPDM rubber granules are broadcast with sufficient excess granules being applied to assist in the embedding process. Normally 5 to 5.5 lbs. of granules per square yard will be embedded. All loose excess granules are removed after initial cure. The alternative top coating is a spray application of a two component coating and encapsulated EPDM rubber granules applied at an approximate ratio of 60% coating to 40% rubber to sufficiently protect the base.

- h. Aliphatic Top Coating. If the encapsulated top coating is unprotected for UV resistance, then a thin mil layer of one or two component aliphatic top coating should be spray- applied, normally in two applications, over the surface in accordance to the manufacturer's recommendation.
7. Line Markings.
- a. The surface system manufacturer must approve the type and brand of marking paint used. All lane and event markings should be in accordance with the applicable governing body.
- x. Track Surfaces – Polyurethane Full Pour (Impermeable)
1. A full pour polyurethane system is the application of multiple layers of polyurethane coating and rubber, which may either, be black SBR or colored EPDM. The top layer is a massive application of polyurethane coating with colored EPDM granules broadcast or encapsulated into the coating. The system is a resilient all weather surface. It is textured and impermeable and is used in both indoor and outdoor applications.
 2. Materials.
 - a. Primer. The primer is a mixture of polyurethane binder and a viscosity reduction vehicle that allows for a light film application.
 - b. Polyurethane Coating Sealers. Two component 100% solids polyurethane coating consisting of a Part A colored polyol and Part B isocyanate activator. Specific gravity of 1.15 to 1.30.
 - c. Polyurethane Aliphatic Top Coating. A single or two components aliphatic top coating applied to structural surfaces that need to be protected from UV degradation.
 - d. SBR/EPDM Black Rubber. SBR/EPDM black rubber should be fully cured rubber granules that may either be ambient or cryogenically ground from post- industrial by-products to a size of not less than 1 nor more than 4mm. The general cut of the granules should be cubicle, contain less than 4% dust, and be free of foreign debris, and not contain any other color within the granule.
 - e. Colored EPDM Rubber. Colored EPDM rubber granules should be ground from fully cured virgin slabs of peroxide or sulfur cured rubber (the curing process must be compatible with the polyurethane chemicals being used). The EPDM content should be not less than 20%. The general cut of the granules should be cubicle and they should contain less than 4% dust.
 3. Thickness, Weight and Specific Gravity.
 - a. Each surface system should be at least 1/2" (12.5mm) in total thickness to allow for variation in the underlayment and to prevent spiked shoes from penetrating to the base layer, potentially disrupting the bond. The total weight of the system is contingent upon the depth of the surface and the specific gravity of the materials.
 - b. Both SBR and EPDM rubber particles will vary in specific gravity and bulk density value of rubber. This coupled with the application methods, shape and size will affect the rubber required to achieve 1/2" thickness. The chart below is intended for guidance per 1/8":

Size/Shape	Specific Gravity	Shore A Harness
1-4 mm Granules	1.15 - 1.40	55-70
1-4 mm Granules	1.20 - 1.50	55-70
1-4 mm Granules	1.40 - 1.60	55-70
 4. Material Delivery.

- a. All material must be delivered to the job site in labeled and marked containers. All packaging and excess materials must be disposed of in accordance with state, local and federal standards and regulations.
 - b. Do not allow liquid binders to freeze.
 - c. Quantities needed to complete the project in accordance with the manufacturer's specifications should be verified.
5. Installation Equipment.
- a. All installation equipment including mixers, pavers, sprayers and hand tools should be kept free of moisture while in use.
 - b. Tools are to be cleaned daily.
 - c. No equipment or vehicles used in the installation process should leak any gas, petroleum products, solvents, etc.
6. Surface Preparation.
- a. The asphalt or concrete base should be sufficiently cured and cleaned in order for work to progress. Recommended cure times; 14 days for asphalt and 28 days for concrete.
 - b. Prior to installation of the latex track system, the entire base should be checked for planarity and surface tolerance.
 - c. Any areas that vary +/- 1/4" measured with a 10' straightedge in any direction should be patched with a compound compatible with the asphalt or concrete base and approved by the latex track manufacturer.
 - d. After patching, the surface should not allow water to stand greater than 1/16" deep, one hour after rain has ended.
7. Installation.
- a. Primer. The surface should be primed with the appropriate polyurethane prime using spray equipment or rollers. Application rates range between 0.18 – 0.27 lbs. per square yard. For an asphalt base, primer application may be reduced by the awarded vendor(s) when extreme heat conditions soften the asphalt. Some manufacturers' systems will not require a primer.
 - b. Mixing. All two component polyurethane coatings are to be mixed in a manner to accurately measure and thoroughly mix all materials to the ratios specified by the manufacturer.
 - c. Applying Base Materials. The two component self-leveling polyurethane coating is flow applied to the base in multiple layers with either black SBR or colored EPDM granules being applied into the coating to attain the specified base depth. The ratio of base rubber will be between 15% and 35% of the total weight of the finished surface.
 - d. Top Coat. The top coat is a massive flow application of the two component coating that is mixed according to the ratios of part A and B listed by the manufacturer. The material is to be self-leveling and should be free of ridges. Prior to initial set, colored EPDM rubber granules are broadcast into the coating with sufficient excess granules being applied to assist in the embedding process. Normally 5 to 5.5 lbs. of granules per square yard will be embedded. All loose excess granules are removed after initial cure. The alternative top coating is a spray application of two component coating and encapsulated EPDM rubber granules applied at an approximate ratio of 60% coating to 40% rubber to sufficiently protect the base.
 - e. Aliphatic Top Coating. If the encapsulated top coating is unprotected for UV resistance, then a thin mil layer of the one or two component aliphatic top coating should be spray applied, normally in two applications, over the surface in accordance to the manufacturer's recommendation.

8. Line Marking.
 - a. The surface system manufacturer must approve the type and brand of marking paint used. All lane and event markings should be in accordance with the applicable governing body.
- xi. Track Surfaces – Pre-Manufactured Rubber Tracks
 1. Pre-manufactured rubber track surfaces can be classified into three distinct systems: a prefabricated rubber base layer with a structural spray top coating (permeable structure); a prefabricated rubber base layer with massive pour of polyurethane coating with embedded colored EPDM rubber granules (impermeable structure), and a prefabricated, vulcanized rubber product that is installed in a single layer (impermeable structure).
 2. Materials.
 - a. Primer. The primer is a mixture of polyurethane binder and a viscosity reduction vehicle that allows for a light film application. Primer may vary with the specifications provided by the manufacturer of the surface.
 - b. Adhesive. The adhesive is a single or two component polyurethane or other material specified by the manufacturer that is used to bond the prefabricated materials to the prepared base.
 - c. Prefabricated Rubber Mat. The prefabricated rubber mat is a rolled sheet good product that is comprised of rubber particles and a polyurethane binder.
 - d. Prefabricated Vulcanized Rubber Mat. The prefabricated mat is calendered and vulcanized with a base of natural and synthetic rubber, stabilizing agents and pigments at a prescribed thickness and finish texture.
 3. Thickness, Weight and Specific Gravity.
 - a. Each surface system should be at least 1/2" (12.5mm) in total thickness to allow for variation in the underlayment and to prevent spiked shoes from penetrating to the base layer, potentially disrupting the bond.
 - b. The total weight of the system is contingent upon the depth of the surface and the specific gravity of the materials, as well as the weight of the colored EPDM granules embedded in the top coating.
 4. Material Delivery.
 - b. All material must be delivered to the job site in labeled and marked containers. All packaging and excess materials must be disposed of in accordance with state, local and federal standards and regulations.
 - c. Do not allow liquid binders to freeze.
 - d. Quantities needed to complete the project in accordance with the manufacturer's specifications should be verified.
 5. Installation Equipment.
 - e. All installation equipment including mixers, pavers, sprayers and hand tools should be kept free of moisture while in use.
 - f. Tools are to be cleaned daily.
 - g. No equipment or vehicles used in the installation process should leak any gas, petroleum products, solvents, etc.
 6. Surface Preparation.
 - h. The asphalt or concrete base should be sufficiently cured and cleaned in order for work to progress. Recommended cure times; 14 days for asphalt and 28 days for concrete.
 - i. Prior to installation of the latex track system, the entire base should be checked for planarity and surface tolerance.

- j. Any areas that vary +/- 1/4" measured with a 10' straightedge in any direction should be patched with a compound compatible with the asphalt or concrete base and approved by the latex track manufacturer.
 - k. After patching, the surface should not allow water to stand greater than 1/16" deep, one hour after rain has ended.
7. Installation.
- a. Primer. The day's work should be primed, if required, in accordance with the manufacturer's specifications. Normal application procedures call for the primer to be either spray or roller applied.
 - b. Placement of the Mat. Materials to be laid out and relaxed prior to installation. Adhesive is then mixed and troweled in place using a notched trowel. Apply rates should be in accordance with the manufacturer's specifications. Adhesive should be applied only to the area to be covered by one roll at a time. When the adhesive is tacky, the mat is then placed onto the surface making sure that each sheet is placed in a straight line or around a curve at a constant radius. All butt joints are to be staggered. The mat should be rolled out so that all entrapped air is removed. Seams and butt joints are to be level and not pinched. Place weights as necessary to hold the mat in place. Remove any excess adhesive that protrudes above the seams and joints.
 - c. Structural Top Coating.
 - i. Mixing. Using dry containers, weigh out in accordance to the manufacturer's specification a quantity of the two component parts (A and B) of the structural spray and mix them thoroughly. Add the specified quantity of colored EPDM rubber granules to the mixed material, or in the case of a single component structural spray, to the weighed out portion of that single component material. Mix thoroughly.
 - ii. Application. Place the mixed material into a spray machine and spray apply the material to the base mat. Apply a second coat of material over the first by spraying in the opposite direction. The total rate of application of two coats of spray will range from 3.4 to 4.4 lbs. per square yard. Should the surface require a structural spray coating, see "Track Surfacing - Polyurethane Tracks - Base Mat Structural Spray".
 - d. Flood Coat and Embedded Rubber Top Coating.
 - i. The top coat is a massive flow application of the two component coating that is mixed according to the ratios of part A and B listed by the manufacturer. The material is to be self-leveling and should be free of ridges.
 - ii. Prior to initial set colored EPDM rubber granules are broadcast with sufficient excess granules being applied to assist in the embedding process. Normally 5 to 5.5 lbs. of granules per square yard will be embedded. All loose excess granules are removed after initial cure.
 - iii. The alternative top coating is a spray application of two component coating and encapsulated EPDM rubber granules applied at an approximate ratio of 60% coating to 40% rubber to sufficiently protect the base.
 - e. Single Sheet Good Installation.
 - i. Should the specification call for the product to be vulcanized and calendered with a textured finish, proceed to line marking.
8. Line Markings.

- a. The surface system manufacturer must approve the type and brand of marking paint used. All lane and event markings should be in accordance with the applicable governing body.
- xii. Layout and Striping of Running Tracks
1. Paint. Various types of running surfaces have different characteristics. These may require different types of paint such as latex, urethane or enamels. Use paint per track surfacing manufacturer's recommendations.
 2. Layout. At minimum layout should be accomplished using a transit, theodolite or total station that will read directly to at least 20 seconds and steel engineer's tape that will read directly to 0.001m or 0.01" or EDM device. Temperature correction should be applied as it will affect the level of precision. Cloth tapes, fiberglass tapes and measuring wheels should not be used. Other methods, providing the same or greater accuracy, may be used if prior approval is obtained.
 3. Tolerances. Track Governing Bodies do not allow a minus tolerance of any kind in a track.
 4. Painting Placement. The location of the finish line determines the location of all other markings such as starts, hurdles and exchange zones. Consult the governing body requirements and recommendations for finish line placement.
 5. Markings – Lane Lines, Start and Finish Lines. Lane line markings should be 2" (5 cm) wide depending on the rules of the governing body. In areas where chute and curve lines intersect, chute lines should be dashed or broken with some other means to indicate the curved lines have priority. Start and finish lines should also be 2" (5 cm) in width. The NCAA and IAAF require finish line blackouts.
 6. Exchange Zones. Exchange zones are typically marked using triangles or rectangles, squares or triangles, painted on both sides of each lane.
 7. Hurdle Placement. Hurdle placements can be identified by use of small rectangles, squares or triangles, painted on both sides of each lane.
 8. Other Markings. Other markings such as event identification, shadowed lane numbers, school logos or sprint race markings for running in back straight or reverse direction may be added to enhance the usability and appearance of the track.
 9. Colors. Individual governing bodies have recommended or required colors for each event. School colors may be incorporated into the track for lane numbers or lines where governing bodies allow.
 10. Paint Application. Paint may be rolled, brushed or sprayed with either conventional or airless stripping machine.
 11. Paint Coats. The manufacturer's recommendations for paint and coverage should be followed. An excessive thickness of paint may cause cracking and curling.
 12. Certification. Depending on the governing body and the intended use of a particular facility, a certification of accuracy of calculations or markings by the track striper, a Certified Track Builder, a Professional Engineer or Registered Land Surveyor may be required.
- xiii. Site Inspection and Investigation.
1. The ultimate performance and lifecycle of any running/jogging track depends on a significant degree on the subsoil and drainage conditions of the site. The stability of the subsoil also has a direct influence on the ability to properly prepare the site, construct the track and to maintain design grades under the deformations generated by the construction equipment itself. Such site condition as: expansive soils or plastic soils and use of base course materials

consisting of these types of soils can create problems and frost action is exaggerated where frost susceptible materials exist with moisture available to generate frost heave. It is, therefore, necessary for the awarded vendor(s) in cooperation with the participating agency ensure that a complete and accurate site inspection/investigation has been performed to identify soil conditions existing at the site and to take these conditions into account in designing the project. Site preparation, including stripping, placement of backfill and base construction must be properly performed to minimize the risk of problems due to subsoil and subgrade conditions.

2. The scope of and level of any site inspection/investigation must be flexible and dependent on the nature of the conditions that exist at a particular site, and the degree of risk that the participating agency is willing to acknowledge, accept and take regarding adverse effects of subsoil conditions. During the design and development of the project, the awarded vendor(s) will advise and consult with the participating agency to determine the scope and level of site inspection required. Obviously, the more serious site conditions that require an adequate study includes, but is not limited to:
 - a. The existence of peat or other organic soils at the site;
 - b. Uncontrolled fill materials or waste materials at the site;
 - c. Expansive soils at the site;
 - d. High ground water conditions or surface water retention area (low area flooding); or
 - e. Special usage of the facility for a variety of activities.
3. Soils should be classified, in general, in accordance with the visual manual method of identification of soils, utilizing the Unified Soil Classification System (ASTM Methods D 2488 "Description of Soil Visual Manual Procedure", and D 2487 "Classification of Soils for Engineering Purposes"). It is not intended, however, that a rigorous use of these methods be required, but only use of terminology that will describe the soil conditions in terms of soil types using the Unified Soil Classification symbols, such as CL, CH, etc.
4. Data obtained from this investigation should be prepared and submitted as part of the project record documents for later reference, if necessary, or for review by a qualified engineer if an evaluation is decided upon by the participating agency and/or the awarded vendor(s).
5. Once a site study has been completed, identified risks require the participating agency and the awarded vendor(s) to make a joint decision as to the level site preparation is required before the project is started. This is done so that an adequate site can be available for the track construction, and in the event of any problems developing because of subgrade conditions, the responsibility can be clearly allocated between the participating agency and the awarded vendor(s).
6. Where any site and/or soil conditions are suspect for problems, such as existence of fill material, organic material or expansive soils are known or believed to exist at a site, then it is required that the participating agency and awarded vendor(s) shall review, assess and discuss the pros and cons of the condition and the participating agency may choose to retain a geotechnical consultant to obtain samples in accordance with ASTM Method D 1587 in cohesive soils, and D 1586 in granular soils, with borings to a depth of at least 10 ft. or into firm materials. This should be followed by appropriate unconfined compressions tests, water content and density determinations on cohesive soils, and penetration resistances and blows per foot for granular soils, plus water level determinations, again with borings at each corner of the

tennis court or at each quadrant of the track and intermediate borings not greater than 200 ft. apart outside the pavement area.

7. All information and communications relating to the site inspection and investigation shall become part of the projects documentation.
- xiv. Site Preparation, Earthwork, Drainage and Sub-Base Construction
1. For new track construction, the site must be properly prepared in accordance with project design documents that were prepared based on the site inspection and investigation which addressed:
 - a. Site grade and elevations;
 - b. The sub soil, topsoil and drainage conditions;
 - c. The existence of peat or other organic soils at the site;
 - d. Uncontrolled fill materials or waste materials at the site;
 - e. Expansive soils at the site;
 - f. High ground water conditions or surface water retention areas (low are flooding).
 2. Stripping and Excavation.
 - a. Unless otherwise specified, topsoil and other unsuitable materials at the site, and to a minimum distance of 5' beyond the surfaced area, should be removed in such a manner as to minimize disturbance of the remaining subgrade soils, and to facilitate placement of embankment materials and/or base course materials. Topsoil should be stored at the site and reused for landscaping at the completion of construction.
 3. Subsurface Drainage.
 - a. Where surface inlets are provided on or near the courts or track, drain lines to carry the water to appropriate discharge channels should be in accordance with local building codes and regulations.
 - b. Where it is necessary or otherwise decided to lower the water table at the site, French drains (permeable, properly graded, gravel-filled trenches), geocomposites or perforated drain lines surrounded with a stone material, should be utilized, discharging to appropriate channels. Non-woven geotextile fabric may be used, depending on the stone materials available.
 - c. Backfill of all trenches should be granular material, placed in layers not to exceed 6" in thickness, compacted with appropriate compaction equipment to 95% of the maximum density determined by ASTM Method D 698 (Modified Proctor). This compaction is necessary to minimize the risk of subsequent settlement of the surface over the trench.
 - d. When trenching or drain tile is used under existing permanent pavement, it is recommended that this area be compacted to 100% of the maximum density determined by ASTM Method D 698 (Modified Proctor). This method will reduce the amount of settlement that may occur in these trenches, which will reflect on the final surface.
 4. Sub-Base Embankment.
 - a. Embankment is fill material necessary to raise the grade at the site, after removal of unsuitable materials identified during the site investigation, to provide the surface on which to place the base course for the running track.
 - b. While well-graded granular soil is preferred for embankment fill, normally locally available soil is used for economic reasons. The material should be free of organic or expansive material, and of particles greater than 1 1/2" in dimension. It should be placed in lifts not to exceed 6" in thickness and compacted to 95% of the maximum density determined by ASTM Method D 698 (Modified Proctor). The water content of the fill

- should be reduced by aeration or increased by adding water, as necessary to achieve the required compaction.
- c. Where the natural soil at the bottom of the sub-base course is stable, as evidenced by stability under construction equipment, hand auger or other exploration, base course materials can be placed on this soil. Soft clay and plastic soils should be appropriately stabilized.
5. Vegetation Control or Vegetation Regrowth Prevention.
 - a. Soil conditions vary from area to area. Where problems exist, it may be necessary to sterilize the soil. The awarded vendor(s) should during project development or construction recognize and determine when soil sterilization is necessary and offer methods and options to the participating agency for rectifying problems caused by vegetation.
 6. Concrete Curbs and Drains.
 - a. Furnish all required labor, materials, equipment implements, parts and supplies necessary to prepare the site and install curbs and drainage systems.
 - b. Cement shall conform to one of the standard specifications for Portland Cements, ASTM C-150, per specification for blending hydraulic cements, ASTM C-595, excluding slag cements types S and SA.
 - c. Air entrainment by total volume of concrete shall be: 4 - 6% for 1 1/2" maximum size coarse aggregate; 5 - 7% for 3/4" or 1" maximum size coarse aggregate; 6 1/2" - 8 1/2" for 3/8" or 1/2" maximum size coarse; 1/2 - 8 1/2% for 3/8" or 1/2" maximum size coarse aggregate.
 - d. Aggregate shall conform to standard specifications for concrete aggregates ASTM C-33. For concrete work that is 5" thick, the normal size of the coarse aggregate shall not exceed 1 1/2". For concrete work that is 4" thick, the normal size of the coarse aggregate shall not be greater than 1".
 - e. Concrete work shall be 5" thick if the location of the structure is such that it will be subject to more than three freeze-thaw cycles annually. If the location is such that not more than three freeze-thaw cycles occur annually, concrete work may be 4" thick.
 - f. Steel reinforcement bars shall conform to standard specifications for deformed and plain billet-steel bar for concrete reinforcement ASTM A-615, grade 60 or 40.
 - g. For concrete work that is 5" thick, the recommended bars shall be No. 5 size in both directions at 12" on center. For concrete work that is 4" thick, the recommended bars shall be No. 5 size in both directions at 15" on center. Bars shall be accurately positioned at mid-depth, terminating 2" away from edges and joints, and shall be adequately supported by chairs with sand plates provided to prevent bar supports from sinking into the sub-base.
 - h. Bars shall be lapped 18" and also be securely tied or otherwise secured so that there is no possibility of displacement when concrete is placed. Reinforcement at time of concrete placement shall be free of loose, flaky crust and other coatings or films that could interfere with bonding to the concrete.
 - i. The concrete shall have a compressive strength of not less than 3,000 psi at the 29th day after casting. The minimum cement content for finish ability shall not be less than 470 lb. per cubic yard for 1 1/2" maximum size coarse aggregate or 520 lb. for 1". In freeze-thaw environments, the minimum cement content shall not be less than 560 lb. per cubic yard. The slump shall not be more than 4". Ready-mixed concrete shall be mixed

and delivered in accordance with ASTM C-94, specification for ready-mixed concrete.

- j. Concrete shall be spread, consolidated, screened, bull-floated and finished in accordance with Section 7.2 of ACT Standard 302, recommended practice for concrete floor and slab construction.
 - k. When concrete is sufficiently set to withstand foot pressure with only about 1/4" indentation and the water sheen has left the surface, the slab shall be uniformly finished by power floating and trawling. The final finish texture shall have at least a medium broom finish to improve the mechanical bond to the surface.
 - l. Immediately after brooming, the concrete shall be kept continuously moist for seven (7) days by covering with polyethylene film or waterproof curing paper. Curing compounds will not be used. Curing time shall be in accordance with surfacing systems manufacturer's recommendations, but in not less than 28 days.
 - m. The concrete surface shall be finished so that the tolerance shall not vary more than 1/4" in 10' when measured with a 10' straightedge in all directions.
 - n. Perimeter edging shall be constructed using one of the following methods: pavement extension, flush curb, permanent raised curb or removable raised curb.
 - o. A pavement extension shall have an aggregate base course constructed so that the inside perimeter is parallel to and 28" inside of the track measure line, and 16" from the outer side of the outside lane line.
 - p. A pavement extension shall have an asphaltic concrete course(s) constructed so that the inside perimeter is parallel to and 22" inside of the track measure line, and its outside perimeter parallel to and 10" from the outer side of the outside lane line.
 - q. A pavement extension shall have a synthetic surfacing course constructed so that the inside perimeter is parallel to and 16" inside of the track measure line, and its outside perimeter parallel to and 4" from the outer side of the outside lane line.
 - r. A flush curb shall be solid, installed for both the inside and outside (or inside only) perimeter of the trade. The curb shall be flush with either the asphalt or the top elevation of the synthetic surface for an impermeable installation. For a permeable installation, the curb is to be flush with the final elevation of the asphalt. The distance between the track side of the inside curb and the measure line shall be less than the distance between the track side of the outside curb and the line shall not be less than 4".
 - s. A permanent raised curb shall be solid and be installed to provide a curb for both the outside and inside perimeter of the track. The distance between the trackside of the curb and the track measure line shall be 30 cm. The distance between the trackside of the outside curb and the lane line shall not be less than 4".
 - t. Removable raised curbs shall be available in various materials, including, but not limited to: aluminum, polyurethane or aluminum with a firm rubber top. These removable curbs shall sit on pads that allow movement of water from the track surface to the drain channel or infield.
 - u. Drainage systems shall utilize a perimeter drain tile system, catch basin, curb and gutter drainage system, permeable system or continuous trench drains.
- xv. Hot Mix Asphaltic Concrete Base Course and Leveling Course for Running Tracks, Athletic Court, or Field Events Areas.

1. The components and methods utilized to install and complete the base and leveling course must be in accordance with the individual project's design documents. The success of any installation of base or leveling course is dependent upon a properly constructed sub-base and a good drainage system.
2. Minimum recommended base course thickness shall be based on the specifications established by the geotechnical engineer.
3. Minimum recommended leveling course thickness shall be based on the specifications established by the geotechnical engineer.
4. Quality Assurance. For installation of running track and field event hot mix asphalt, utilize only thorough, highly-trained personnel experienced and familiar with running track and field event paving and with the tolerances required by the appropriate federal, state and local governing bodies.
5. Asphalt. The proper type of asphalt used will vary from state to state if using the standard norm of the Department of Transportation (DOT) or State Highway Department standards. The following is a typical mix design for example only:
 - a. Thickness: No less than 1".
 - b. Liquid Asphalt or Bitumen: 5.5% by weight (+/- 0.5%).
 - c. Asphalt Penetration or Type: 85 - 100 penetration.
6. Cure Time. Follow coating manufacturer's recommendations (typically 14 to 30 days), depending on the time of year and rainfall. Asphalt will cure more slowly in cooler temperatures, i.e. the Spring and Fall.
7. Aggregate Type. Crushed stone, gravel, shale, limestone, etc. Foreign materials, i.e., pyrite, clay, ferrous compounds, dirt and organic material are not acceptable.

Aggregate Sieve Analysis	% Passing
1/2"	100%
3/8"	70 - 80%
1/4"	60 - 80%
No. 4	60 - 70%
No. 8	40 - 60%
No. 12	30 - 50%
No. 16	20 - 40%
No. 30	20 - 30%
No. 50	10 - 20%
No. 100	2 - 6%
No. 200	60 - 70%

8. Plant, Equipment, Machines and Tools.
 - a. The bituminous plant should be capable of producing the quantities of bituminous mixtures required. Hauling, placing and compaction equipment should be provided in sufficient numbers that the placement capacity at the site is equal to, or greater than, the planned plant output to the site.
 - b. Paver. All pavements, where applicable, should be placed with a self-propelled asphalt paver. The screed width should be adjustable to no less than eight feet (8'). Only hydraulic screed and auger extensions to achieve widths greater than that of the main screed are acceptable.
 - c. Compaction Equipment. Compaction equipment should consist of steel drum asphalt rollers of sufficient size and width to properly compact the hot mix asphalt to the required compaction, while providing a smooth surface free from bumps, marks and creases.

- d. Transportation Equipment. Transportation of the hot mix asphalt to the site from the asphalt plant should be in trucks having tight, clean, smooth beds lightly coated with an approved releasing agent. Each load should be covered with a canvas or other approved material of ample size to protect the mixture from cooling.
- e. Straightedge. The awarded vendor(s) should furnish and maintain at the site, in good working condition, one 10' straightedge for each paver.

xvi. Placement and Compaction

- 1. Hot mix asphalt courses should only be placed on the specified base, free from contamination and with no free water on the surface.
- 2. Paving operations should not be scheduled unless there is ample time to place, compact and finish roll the hot mix asphalt.
- 3. The range of temperatures for mixtures to be dumped into the paver should be determined by State Department of Transportation guidelines, and in no case should they be cooler than 225 degrees F.
- 4. Paving operations should provide a mat that is smooth, dense and of the proper thickness, slope and plane.
- 5. The leveling course should be placed such that the longitudinal joints of the leveling course are offset from that of the base course. Transverse joints should be offset a minimum of 24".
- 6. In placing each succeeding pass after the initial one, the screed of the paver should be set so that it overlaps the preceding pass by 2" and be sufficiently high so that when compacted, a smooth joint is produced. Prior to pinching the joint, the excess material should be pushed onto the edge of the new pass with a lute. Excess material should be removed and wasted.
- 7. Breakdown rolling should begin as soon after the placement as the mixture will allow without undue displacement. No delays in rolling should be permitted. After breakdown rolling has been completed, preliminary testing of grade, slope and planarity should be done. Any deficiencies should be immediately corrected in accordance with "Acceptability of Work." When the paving contractor is assured that all tolerances are being met, finish rolling should begin.
- 8. Deficient areas within the base course should be corrected by saw cutting or milling high spots and/or by truing and leveling low spots.
- 9. Deficient areas in the leveling course should be corrected by saw cutting or milling to a depth equal to the thickness of the mat. Tack coat should be applied to all edges and the pavement should be replaced. Skin patching of the leveling course should only be done with materials acceptable to the track surfacing contractor.

xvii. Acceptance of Work

- 1. Upon completion of the work and/or prior to installing the track surface system, the base and leveling course should be inspected for:
 - a. Grade conformance tests should be conducted on both the base course and the leveling course. The entire surface should have positive drainage.
 - b. Planarity. After completion of the finish rolling operations on each course, the compacted surface should be tested with a 10' straightedge. Measurements should be made perpendicular to and across all mats at a distance not to exceed 25'. The track surfacing contractor and/or participating agency's representative should be present when these measurements are made. The maximum allowable planarity deviation within a pass should be 1/8" in 10' when measured in any direction.

xviii. Quality Assurance

1. The work shall conform to the USTC & ASBA's standards for track construction. The track surface will be applied by a licensed firm, which has been installing the material for the past five (5) years. Installing foreman must have at least five (5) years' experience installing this type of system.
 2. Guarantee. The awarded vendor is to provide a written guarantee against defective materials or faulty workmanship, excessive color change, excessive wear, and any other feature which is not deemed ordinary wear on running tracks and court surfaces for a period of not less than five (5) years after acceptance by the participating agency.
 3. Job Conditions. Surfacing shall not be done within 24 hours of freezing, rain or gusting winds are forecasted. While surfacing and striping are being done, sprinkler systems must be shut off or controlled so that no water falls on the track or event area surfaces. Other tradesmen, school district personnel and students must stay off the wet or curing surfaces.
 4. Delaminating Surfaces. Any surfaces not adhered to the concrete or asphalt substrate need to be removed. If only a few small areas are involved, they can be patched with an appropriate compatible material. If large sections are loose and adjacent areas can be easily pulled loose, the entire surface should be removed.
 5. Striping. The Participating agency's personnel will be consulted to determine the levels of competition and the governing organization's standards must be utilized for the placement of the finish line(s), events to be run, location of lane numbers and any other painted markings. Markings shall conform to NFSHSA, NCAA or AAU regulations. The paint shall be per surface manufacturer recommendations. The awarded vendor will supply a scaled drawing of all markings. All calculations, measurements and markings will be done by qualified and experienced specialists with a minimum of three (3) years of experience in this field.
- xix. Post-Tension Concrete Tennis or Basketball Courts
1. Furnish all required labor, materials, equipment, implements, parts and supplies necessary for, or appurtenant to, the site preparation, grading and installation for tennis or basketball courts.
 2. The awarded vendor shall guarantee the work against defective material or faulty workmanship for a period of one (1) year from the date of completion.
 3. The work shall conform to the USTC and TBA's standards for tennis and/or basketball court construction. The court will be applied by a licensed firm, which has been installing the material for the past five (5) years.
 4. Site preparation may include removing trees, bushes and a minimum of 4" of topsoil if existing conditions require such action. The area will be graded to the required depth to accommodate the base and concrete thickness and provide a uniform 1% slope at $\pm 1'$ in one plane. All fills will be placed in 6" layers and will be compacted to 90% standard density at optimum moisture. The contractor will alert the participating agency of any "soft spots" or structures that could affect the stability of the slab. The site preparation will be done so as to provide positive drainage away from the play courts and, if needed, to provide intercepting swales to prevent drainage on to the court. The final grade base material shall be placed with automatic laser-regulated equipment capable of providing a true accurate plane to a 1/4". The depth of the fine grade base material shall be sufficient to develop 1/4" accuracy.
 5. Site preparation materials may consist of the existing sub-grade material unless a soil engineer specifies import fill. The fine grade base materials shall be an approved compactable, free-draining base material (sand, fine gravel, etc.).

6. Vegetation control or vegetation regrowth prevention - Soil conditions vary from area to area. Where problems exist, it may be necessary to sterilize the soil. The awarded vendor should, during project development or construction, recognize and determine when soil sterilization is necessary and offer methods and options to the participating agency for rectifying problems caused by vegetation.
7. Court paving materials specifications may include:
 - a. Post-tensioning and anchorages will conform to the "PTI Guide Specifications for Post-Tensioning Materials". The tensioning strands shall consist of 1/2" diameter, 7-wire, stress-relieved strands, having a guaranteed ultimate tensile strength of 270,000 psi. Strands shall conform to ASTM-416. Cables shall be fabricated to proper length for each slab, coated with a permanent rust preventative lubricant and encased in slippage sheathing. All breaks in the sheathing shall be repaired with tape prior to concrete placement. A maximum of 6" exposed strands is permitted at the dead-end anchor.
 - b. The concrete shall have a compressive strength of not less than 3,500 psi after 28 days. Ready-mixed concrete shall be mixed and delivered according to ASTM C-94 specifications for ready-mixed concrete.
 - c. Forms shall be accurately set to the lines and to +/- 1/4" of finish grade indicated on drawings and be securely staked to prevent settlement or movement during placement of concrete. Forms shall remain until concrete has taken final set.
 - d. Tensioning cables and anchors shall be supported on chains and loosely tied 2" high at all intersections to prevent vertical and horizontal movement during concrete placement. Strands shall be placed with no greater spacing than 2'6" wide on lengths over 100' and 3'4" on lengths under 100'. After forms are removed and the concrete has set to a minimum of 2,000 psi, the tensioning procedure may be applied approximately one week later. Each tendon may initially be tensioned to a maximum of 80% ultimate breaking strength and anchored at a minimum of 70% ultimate breaking strength.

Ultimate Breaking Strength	80%	70%
41,300	33,000	28,900
 - e. The cable ends shall be cut off and cone holes grouted flush with edge of slab. Grout shall be non-shrink grout.
 - f. Joints. Between each court or at net line ±1', there shall be a keyed construction joint.
 - g. Placing. A full court shall be placed in one continuous operation without intervening joints of any kind. The 4" thick slab will be placed with a 60' mechanical screed capable of providing a surface true to 3/8" at a 1% slope. Note: Finish surface shall not have a water-holding area greater than 1/8" deep. This is to be determined by flooding the court with water, allowing it to drain for one hour on a 70° or warmer day.
 - h. Curing. Immediately after finishing, the concrete shall be kept moist by covering with polyethylene, by sprinkling, by pounding or by curing compound (must be compatible with acrylic tennis surfacing material).
8. Court Surfacing Materials.
 - a. Playing Lines. Playing lines shall be painted per manufacturer specifications.
 - b. Surface will be installed per surface manufacturer specifications.
9. Court Surfacing Surface Preparation.

- a. Prior to the surfacing application, the concrete will be thoroughly cleaned by using a power broom or power washer. Subsequent to the cleaning of the court surface, a prime coat will be broom applied. Pools of the prime coat will be swept out to eliminate black "fatty" spots.
 - b. 1/2" Emulsion Lift - The mixture will be agitated in a mixer capable of providing a consistent and homogeneous solution of the binder and aggregates. The mixture will be screed over the entire surface using 1/2" rods; other methods of placing will not be allowed. After the lift has cured (approximately one week), it will be compacted by a vibratory roller or with a static roller weighing 3,000 lbs. The resulting surface shall be free of depressions more than 1/8" deep. Any areas holding more water than 1/8" in depth will be filled with the leveling course.
 - c. Leveling Course(s). Once the 1/2" lift has been rolled, the contractor shall flood courts, mark and fill all water-holding depressions with the leveling course mixture.
 - d. Any remaining water-holding depressions greater than 1/8" deep will be marked and filled with the leveling mix, again using a 14' straightedge squeegee. Water holding areas will be determined by flooding the court with water and allowing it to drain for one hour on a 70° or warmer day. The court will be re-flooded and refilled as necessary. Note: Water holding areas can only be removed where positive and adequate slope exists.
 - e. Finishing Courses. The awarded vendor shall blend in water-holding patches and surface defects and provide for a wearing base with the finishing courses.
 - f. After each finishing application has been cured, any ridges will be removed with scrapers, and the application will be compacted with a minimum 3,000 lb. static roller. One finishing course will be applied and additional application will be made as necessary to provide a uniform, ridge-free surface.
- xx. Hot Mix Asphalt Tennis and/or Basketball Courts
1. The awarded vendor shall guarantee the work against defective material or faulty workmanship for a period of one (1) year from the date of completion.
 2. The work shall conform to the USTC and TBA's standards for tennis and/or basketball court construction. The court will be applied by a licensed firm, which has been installing the material for the past five (5) years.
 3. The following descriptions are given as a general guide and standard of the surfaces being requested. The awarded vendor is encouraged to propose a complete line of tennis/basketball court surfaces that meet or exceed the listed surfaces, the standards and specifications established by the National Federation of State High School Association, American Sports Builders Association, state and local Uniform Building Codes.
 4. Submittals.
 - a. The awarded vendor must provide written documentation for:
 - i. Each type of tennis or basketball surface offered.
 - ii. The installation certification by the surface manufacturer to install, maintain and/or repair the proposed court system.
 - iii. For the court surfaces offered, provide written documentation of its proven record for performance and durability by listing 5 installations that are a minimum of five (5) years old that contain the same court surface materials and use the same method of installation showing locations, installation dates and owner representatives contact information. Courts listed are to have been provided by the awarded vendor making a response to this solicitation.

xxi. Hot Mix Asphaltic Base Course and Leveling Course for Tennis and Basketball Courts.

1. The components and methods utilized to install and complete the base and leveling course must be in accordance with the individual project's design documents. The success of any installation of base or leveling course is dependent upon a properly constructed sub-base and a good drainage system.
2. Minimum recommended base course thickness shall be based on the specifications established by the geotechnical engineer.
3. Minimum recommended leveling course thickness shall be based on the specifications established by the geotechnical engineer.
4. Site preparation may include removing trees, bushes and a minimum of 4" of topsoil if existing conditions require such action. The area will be graded to the required depth to accommodate the base thickness and provide a uniform 1% slope at ±.1' in one plane. The site preparation will be done so as to provide positive drainage away from the play courts and, if needed, to provide intercepting swales to prevent drainage on to the court. The final grade base material shall be placed with automatic laser-regulated equipment capable of providing a true accurate plane to a 1/4". The depth of the fine grade base material shall be sufficient to develop a 1/4" accuracy.
5. Site preparation materials may consist of the existing sub-grade material unless a soil engineer specifies import fill. The fine grade base materials shall be an approved compactable, free-draining base material (sand, fine gravel, etc.).
6. Asphalt. The proper type of asphalt used will vary from state to state if using the standard norm of the Department of Transportation (DOT) or State Highway Department standards. The following is a typical mix design for example only:
 - a. Thickness: No less than 1".
 - b. Liquid Asphalt or Bitumen: 5.5% by weight (+/- 0.5%).
 - c. Asphalt Penetration or Type: 85 - 100 penetration.
7. Cure Time. Follow coating manufacturer's recommendations (typically 14 to 30 days), depending on the time of year and rainfall. Asphalt will cure more slowly in cooler temperatures, i.e. the Spring and Fall.
8. Aggregate Type. Crushed stone, gravel, shale, limestone, etc. Foreign materials, i.e., pyrite, clay, ferrous compounds, dirt and organic material are not acceptable.

Aggregate Sieve Analysis	% Passing
1/2"	100%
3/8"	70 - 80%
1/4"	60 - 80%
No. 4	60 - 70%
No. 8	40 - 60%
No. 12	30 - 50%
No. 16	20 - 40%
No. 30	20 - 30%
No. 50	10 - 20%
No. 100	2 - 6%
No. 200	60 - 70%
Washed	0 - 2%

9. Plant, Equipment, Machines and Tools.
 - a. Plant, equipment, machines, and tools - The bituminous plant should be capable of producing the quantities of bituminous mixtures required.

Hauling, placing and compaction equipment should be provided in sufficient numbers that the placement capacity at the site is equal to, or greater than, the planned plant output to the site.

- b. Paver. All pavements, where applicable, should be placed with a self-propelled asphalt paver. The screed width should be adjustable to no less than eight feet (8'). Only hydraulic screed and auger extensions to achieve widths greater than that of the main screed are acceptable.
 - c. Compaction Equipment. Compaction equipment should consist of steel drum asphalt rollers of sufficient size and width to properly compact the hot mix asphalt to the required compaction, while providing a smooth surface free from bumps, marks and creases.
 - d. Transportation Equipment. Transportation of the hot mix asphalt to the site from the asphalt plant should be in trucks having tight, clean, smooth beds lightly coated with an approved releasing agent. Each load should be covered with a canvas or other approved material of ample size to protect the mixture from cooling.
 - e. Straightedge. The awarded vendor should furnish and maintain at the site, in good working condition, one 10' straightedge for each paver.
10. Placement and Compaction.
- a. Hot mix asphalt courses should only be placed on the specified base, free from contamination and with no free water on the surface.
 - b. Paving operations should not be scheduled unless there is ample time to place, compact and finish roll the hot mix asphalt.
 - c. The range of temperatures for mixtures to be dumped into the paver should be determined by State Department of Transportation guidelines, and in no case should they be cooler than 225 degrees F.
 - d. Paving operations should provide a mat that is smooth, dense and of the proper thickness, slope and plane.
 - e. The leveling course should be placed such that the longitudinal joints of the leveling course are offset from that of the base course. Transverse joints should be offset a minimum of 24".
 - f. In placing each succeeding pass after the initial one, the screed of the paver should be set so that it overlaps the preceding pass by 2" and be sufficiently high so that when compacted, a smooth joint is produced. Prior to pinching the joint, the excess material should be pushed onto the edge of the new pass with a lute. Excess material should be removed and wasted.
 - g. Breakdown rolling should begin as soon after the placement as the mixture will allow without undue displacement. No delays in rolling should be permitted. After breakdown rolling has been completed, preliminary testing of grade, slope and planarity should be done. Any deficiencies should be immediately corrected in accordance with "Acceptability of Work." When the paving Contractor is assured that all tolerances are being met, finish rolling should begin.
 - h. Deficient areas within the base course should be corrected by saw cutting or milling high spots and/or by truing and leveling low spots.
 - i. Leveling of the asphalt before installing the final surface is the same as for post tension concrete surfaces or per the surface manufacturer requirements.
11. Upon completion of the work and/or prior to installing the surface system, the base and leveling course should be inspected for:
- a. Grade conformance tests should be conducted on both the base course and the leveling course. The entire surface should have positive drainage.

- b. Planarity. After completion of the finish rolling operations on each course, the compacted surface should be tested with a 10' straightedge. Measurements should be made perpendicular to and across all mats at a distance not to exceed 25'. The track surfacing contractor and/or participating agency's representative should be present when these measurements are made. The maximum allowable planarity deviation within a pass should be 1/8" in 10' when measured in any direction.

12. Quality Assurance.

- a. The work shall conform to the USTC & ASBA's standards for court construction. The court surface will be applied by a licensed firm, which has been installing the material for the past five (5) years. Installing foreman must have at least five (5) years' experience installing this type of system.
- b. Site preparation may include removing trees, bushes and a minimum of 4" of topsoil if existing conditions require such action. The area will be graded to the required depth to accommodate the base and concrete thickness and provide a uniform 1% slope at $\pm 1'$ in one plane. All fills will be placed in 6" layers and will be compacted to 90% standard density at optimum moisture. The contractor will alert the participating agency of any "soft spots" or structures that could affect the stability of the slab. The site preparation will be done so as to provide positive drainage away from the play courts and, if needed, to provide intercepting swales to prevent drainage on to the court. The final grade base material shall be placed with automatic laser-regulated equipment capable of providing a true accurate plane to a 1/4". The depth of the fine grade base material shall be sufficient to develop a 1/4" accuracy.
- c. Site preparation materials may consist of the existing sub-grade material unless a soil engineer specifies import fill. The fine grade base materials shall be an approved compactable, free-draining base material (sand, fine gravel, etc.).

13. The awarded vendor is to provide a written guarantee against defective materials or faulty workmanship, excessive color change, excessive wear, and any other feature which is not deemed ordinary wear of an all-weather tennis/basketball court for a period of not less than five (5) years.

xxii. Track Accessory Materials

1. Materials to include, but are not limited to:
 - a. Cages for discus, hammer and shot put.
 - b. Hammer and discus conversion.
 - c. Discus rings.
 - d. Long and triple jump take-off systems.
 - e. Pole vault boxes and pits.
 - f. Long jump sandpits and traps.
 - g. Shot put toe boards.
 - h. Shot put rings.
 - i. Throws circles.
 - j. Running track covers.
 - k. Re-striping existing running tracks.
 - l. Take-off boards.
 - m. Water jump hurdle with sleeves.
 - n. Water jump cover.
 - o. Removable track curbing.
 - p. Sand. All sand for the long/triple jump sand pits shall be clean, washed, white sand, containing not more than five percent (5%) clay and shall be

free of trash, organic matter, and rock. Installed sand shall meet all specifications of the IAAF - washed river sand, 0 to 2mm graining, no organic components, max 5% of weight up to 0.2mm. Prior to installation, the awarded vendor shall provide the participating agency with a one (1) gallon sample for approval.

- q. Replacement of grass or re-seeding of natural grass as part of the track or court project.

xxiii. Tennis Court Accessory Materials

- 1. Materials to include, but are not limited to:
 - a. Net posts and sleeves equipment.
 - b. Center strap anchor.
 - c. Tennis Nets.
 - d. Wind Screens.
 - e. Backdrop curtains.
 - f. Court dividers.
 - g. Crack repair.

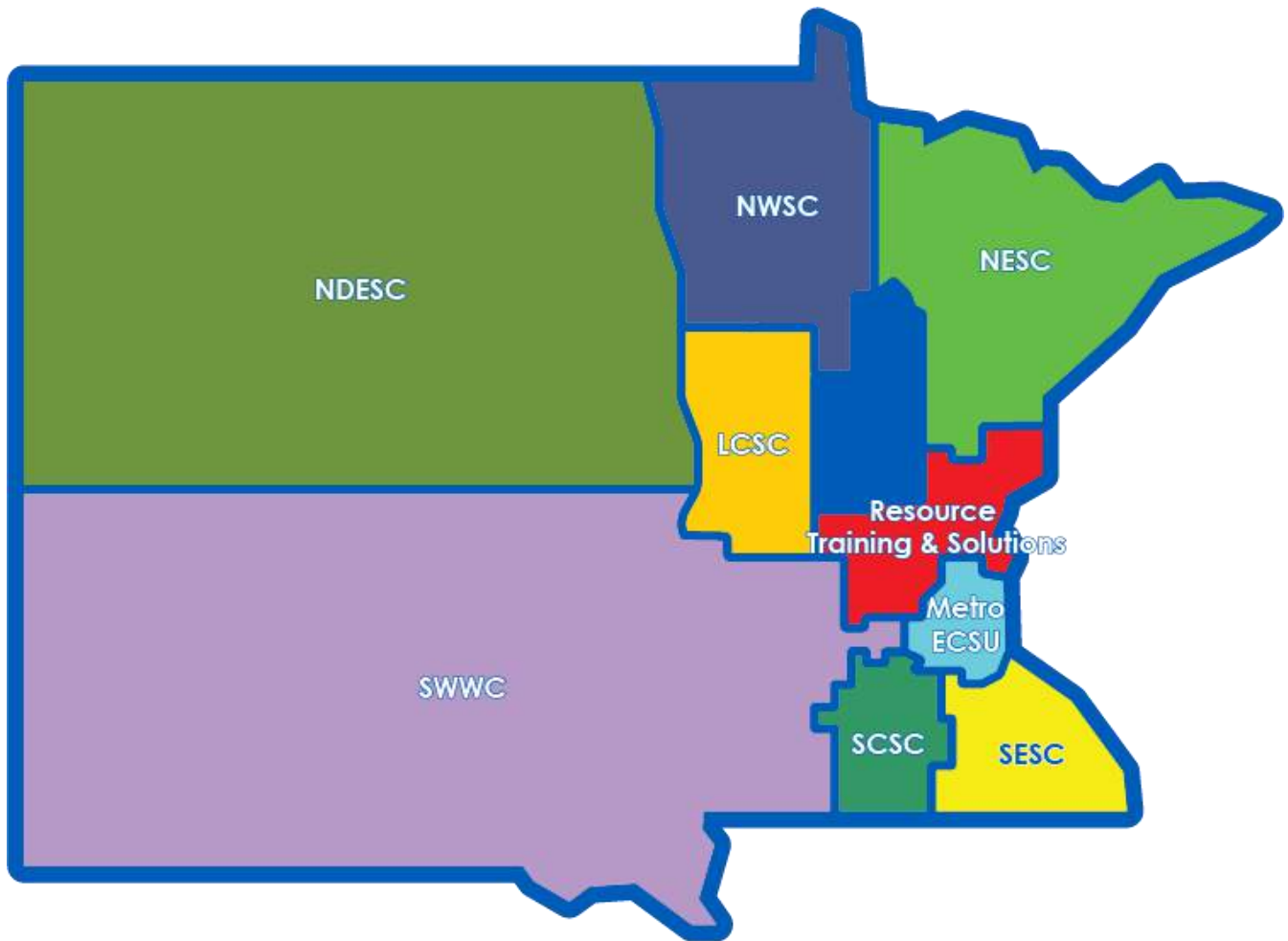
xxiv. Basketball Court Accessory Materials

- 1. Materials to include, but are not limited to:
 - a. Goal posts.
 - b. Backboards.
 - c. Mesh nets.
 - d. Hoop rings 18”.
 - e. Crack repair.

xxv. Warranty

- 1. All warranties will begin on the date of final acceptance by the participating agency. The minimum warranty for systems offered is five (5) years non-prorated warranty.
- 2. All products and services offered must be guaranteed free from defects and faulty workmanship for a minimum period of one (1) year after final acceptance by the participating agency. The awarded vendor agrees to fix, resolve, and make right any claims at no additional cost to the participating agency during this period.
- 3. Failure to remedy any failure, defect or damage within a reasonable time after receipt of notice, the participating agency will have the right to replace, repair or otherwise remedy the failure, defect or damage at the awarded vendor's expense in accordance with state laws.
- 4. The awarded vendor will pay for any failure to conform or for any defect. In addition, Contractor will fix any damage to the participating agency controlled, real or personal property when that damage is the result of awarded vendor's failure to conform to contract requirements or any defect in equipment, material, workmanship, or design furnished or in compliance with federal, state and local laws, codes, regulations and standards. Contractor's warranty with respect to work done, repaired or replaced under these conditions will run for One (1) year from the date of repair, replacement or completion.

Appendix A



Form A – Vendor Information

Company Information			
Company Name			
Address			
City/State/Zip			
Phone		Fax	
Toll Free Customer Number			

Company Contacts	
General Manager Name <ul style="list-style-type: none"> • Email • Phone 	
Sales Manager Name <ul style="list-style-type: none"> • Email • Phone 	
Customer Service Manager Name <ul style="list-style-type: none"> • Email • Phone 	
Account Manager(s) for the Cooperatives Name(s) <ul style="list-style-type: none"> • Email • Phone 	

Responsibilities	
CPC New Member Notification <ul style="list-style-type: none"> • Name • Email/Phone 	
CPC Member Customer Service <ul style="list-style-type: none"> • Name • Email/Phone 	
Submitting Sales Reports to CPC <ul style="list-style-type: none"> • Name • Email/Phone 	
Payment of Administrative Fees to CPC <ul style="list-style-type: none"> • Name • Email/Phone 	
Conducting Audits <ul style="list-style-type: none"> • Name • Email/Phone 	

Form B – Questionnaire

Instructions. Please complete the questionnaire below by placing your company’s answers in the correlating response column.

Responding Company’s Name:	
Question	Response
1. Provide a brief background of your organization, including the year it was founded (1-2 paragraph max.).	
2. Provide a brief background of the products/services you provide and how you see a partnership being implemented with schools, higher education, cities, counties, and nonprofits (1-2 paragraphs max.).	
3. As you envision it, what is your company’s role in this partnership? Please include sales and marketing strategies.	
4. Does your company market directly to potential customers? If so, how?	
5. Does your company have a dedicated marketing person/team with which CPC can communicate and obtain marketing materials and images? If so, please include their contact information in your response.	
6. Is your company willing to provide printed copies of marketing materials to our regional CPC representatives?	
7. Does your company have the ability to participate in conference tradeshow in Minnesota, North Dakota and South Dakota? If so, how does your company plan to position the CPC contract at those tradeshow, if awarded? Please list any conference tradeshow that you’ve attended in those states within the last three years.	
8. Is your company available for educational presentations at each of the regional service cooperatives?	
9. Please list other contracts you have in place that could be accessed by our membership for your products (e.g. other consortiums) in Minnesota, North Dakota and South Dakota?	
10. Please list the agencies, if any, you would exempt from this contract.	
11. Please describe how your company will position this contract to CPC’s participating agencies, if awarded.	
12. If awarded, how does your company plan to inform and train your account managers, financial/reporting personnel, sales and customer service	

representatives on the details and promotion of the contract?																																																																									
13. Please list the percentage of your revenue that is derived from the following: <ul style="list-style-type: none"> • Tracks • Courts • Services 																																																																									
14. Please provide your company's last three years total gross sales to agencies within CPC's service area.	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">MINNESOTA</th> <th style="text-align: center;">2016</th> <th style="text-align: center;">2015</th> <th style="text-align: center;">2014</th> </tr> </thead> <tbody> <tr> <td>K-12</td> <td></td> <td></td> <td></td> </tr> <tr> <td>HIGHER ED</td> <td></td> <td></td> <td></td> </tr> <tr> <td>CITY/COUNTY</td> <td></td> <td></td> <td></td> </tr> <tr> <td>NONPROFITS</td> <td></td> <td></td> <td></td> </tr> <tr> <td>TOTALS</td> <td></td> <td></td> <td></td> </tr> <tr> <th style="text-align: left;">NORTH DAKOTA</th> <th style="text-align: center;">2016</th> <th style="text-align: center;">2015</th> <th style="text-align: center;">2014</th> </tr> <tr> <td>K-12</td> <td></td> <td></td> <td></td> </tr> <tr> <td>HIGHER ED</td> <td></td> <td></td> <td></td> </tr> <tr> <td>CITY/COUNTY</td> <td></td> <td></td> <td></td> </tr> <tr> <td>NONPROFITS</td> <td></td> <td></td> <td></td> </tr> <tr> <td>TOTALS</td> <td></td> <td></td> <td></td> </tr> <tr> <th style="text-align: left;">SOUTH DAKOTA</th> <th style="text-align: center;">2016</th> <th style="text-align: center;">2015</th> <th style="text-align: center;">2014</th> </tr> <tr> <td>K-12</td> <td></td> <td></td> <td></td> </tr> <tr> <td>HIGHER ED</td> <td></td> <td></td> <td></td> </tr> <tr> <td>CITY/COUNTY</td> <td></td> <td></td> <td></td> </tr> <tr> <td>NONPROFITS</td> <td></td> <td></td> <td></td> </tr> <tr> <td>TOTALS</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>	MINNESOTA	2016	2015	2014	K-12				HIGHER ED				CITY/COUNTY				NONPROFITS				TOTALS				NORTH DAKOTA	2016	2015	2014	K-12				HIGHER ED				CITY/COUNTY				NONPROFITS				TOTALS				SOUTH DAKOTA	2016	2015	2014	K-12				HIGHER ED				CITY/COUNTY				NONPROFITS				TOTALS			
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15. Provide evidence of what your organization is doing to remain viable and stable in the athletic surfaces (tracks and courts) market.																																																																									
16. Describe what generally differentiates your company from your key competitors as it pertains to athletic surfaces (tracks and courts) and installation services.																																																																									
17. Please describe your customer retention (e.g. customers who are served that continue to be repeat customers).																																																																									
18. How many clients/customers does your company, on average, provide material and/or material and installation services for each year.																																																																									
19. Using the map provided in the RFP (Appendix A), please identify the regions and/or states that your company is <u>not</u> able to service. Please designate why your company is <u>not</u> able to service a particular region and/or state.																																																																									
Project Personnel																																																																									
20. If awarded, how many staff members will be dedicated to working directly with CPC's participating agencies? How many staff members will be dedicated to sales, delivery, installation, training, maintenance and support? Of those mentioned, please include the average tenure in their job duties.																																																																									
21. Please state the certification requirements required by the																																																																									

manufacturer to sell and install their products.	
22. Please explain the certifications and/or trainings your installers possess and adhere to.	
23. Subcontractors for Installation: will your company be using subcontractors to conduct any installations through the result of this solicitation? If so, how do you plan to educate the subcontractor(s) who will conduct the installation to ensure they will comply with the terms and conditions of the contract. <u>Whether using subcontractors or not, a respondent must complete and submit the Subcontractor Utilization Form in their response.</u>	
24. At times there are issues with installation personnel adhering to the rules and regulations of the agency (e.g. no smoking on grounds, keeping grounds free of debris). Please describe what measures are taken to ensure all agencies' rules and regulations are followed..	
Assessment, Design & Layout	
25. Assessment, Design and Layout: Please describe how your company would work with a participating agency to assess and design the layout of a new running track and court? Of a track or court resurfacing? How do you match the needs of the agency? What factors are considered when working with an agency?	
26. Describe any assessment, design and layout services that your company offers.	
27. Describe the sales process that your company would take with an educational agency (i.e. school)? Will this process differ from a city, county or nonprofit agency? If so, please describe both processes.	
28. Describe your company's ordering process and what methods can be used by participating agencies to place or create orders?	
Delivery & Installation	
29. Inventory: where are your company's distribution hubs located? What is the service/fill rate of inventory from those locations?	
30. Briefly explain your delivery policy and the lead time required from a	

participating agency placing an order to receipt of delivery.	
31. At times there are issues with service and/or deliveries. Please describe your process for addressing issues with participating agencies.	
32. Describe all delivery and installation services that your company offers.	
33. Due to weather and climate restrictions, CPC's tri-state area may be limited to certain time periods for installation. Please describe how your company will provide a project timeline and how they will update/communicate changes to the timeline as installation approaches.	
34. Describe the inspection, preparation, installation, post-construction, protection, clean up and restoration that your company provides as a turnkey athletic surface solution.	
35. Installation Teams: Please describe the duties of your installation teams, project roles, and any applicable certifications your installers hold.	
36. Please describe how a project's manager takes the lead and coordinates all the work on the project with any separate contractors or service providers to ensure a project is completed on time.	
37. Please describe how your company will handle the salvaging, recycling, and disposal of wastes from the project site.	
38. Please describe the manuals that will be submitted to the agency once the project has been completed (e.g. equipment, maintenance, warranty, systems, components).	
39. Please describe your warranty process and/or any protection plans that your company may offer participating agencies. Please note, all extended warranty options (other than standard warranties) and protection plans must be noted in Form C - Pricing Schedule.	
Miscellaneous	
40. Please describe any other "value adds" and or services your company can bring to CPC's participating agencies.	
41. What are your payment terms?	
42. Does your company accept payment by procurement card? If so, is the participating agency assessed a fee for purchasing with a procurement card?	

<p>43. Does your company offer any prompt payment discounts? If so, please describe.</p>	
<p>44. Does your company currently work with a leasing/financing agency? If so, please describe your partnership and/or relationship.</p> <p>Is your company willing to partner with CPC's partnered vendor for leasing/financing options to present alternative pricing methods to participating agencies?</p>	
<p>45. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.</p>	
<p>46. List any exceptions that your company is requesting to the terms set forth in the Instructions to Respondents and Technical Specifications.</p>	

Form C - Pricing Schedule Intro

***Please note this spreadsheet has multiple workbooks/tabs.**

Instructions. This spreadsheet contains multiple workbooks/tabs relating to this RFP. Please follow the directions found/listed on each workbook and complete the workbooks as they pertain to your company's offerings. All pages have been formatted to print to one page width, however, you may add additional lines as needed. Please note, each individual workbook will note if it's a required or optional form. Per the RFP terms and conditions, all workbooks listed as optional are considered a value-added attribute.

This spreadsheet contains the following workbooks/tabs:

- C.1 - Base Pricing**
- C.2 - State Multiplier**
- C.3 - Volume Pricing**

C.1 - Base Pricing - *required*

Enter the discounted base pricing being offered by your company to CPC participating agencies from list price.

C.2 - State Multiplier - *required*

Enter your company's multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product.

C.3 - Volume Discounts - *optional*

Please enter any additional volume discounts that your company is offering.

Form C.1 - Base Pricing

*Please note this workbook has multiple tabs.

Instructions. The Technical Specifications refer to the type and quality of products and services being offered. Please complete the following form for all athletic surfaces: tracks and courts, equipment, services, supplies, and related items that are being solicited. The pricing entered on this form affirms that your organization has accepted the specifications to obtain, deliver, and provide the goods and services requested. Each respondent is encouraged to offer its complete product list and provide the best prices. Enter your company's standard list price in column E and enter the percent discount offered to CPC members in column F. Please note, column G will automatically calculate once numbers are entered in column E and F. **Respondent must identify how shipping charges are applied if they are not included in the offered base pricing.** In the tab marked C.2 - State Multiplier, enter the multiplier to be added, if any, to the base bid price to calculate that particular state's bid price. Please note this is a **required form**.

Responding Company's Name: _____

REQUIRED FORM

Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
Cost Factors						
Performance and payment bond - bonding rate (percent of project)			Percent			\$ -
Bonding capacity - total amount of capacity available			Dollar Amount			\$ -
CPC discounts offered on individual manufacturer's published price			Percent			\$ -
Alternative methods of costing - percent of overhead/markup to cost			Percent			\$ -
Labor Class						
Engineering Services			Hourly Rate			\$ -
Design Services			Hourly Rate			\$ -
Project Manager			Hourly Rate			\$ -
On Site Superintendent			Hourly Rate			\$ -
Crew Supervisor			Hourly Rate			\$ -
Installer			Hourly Rate			\$ -
Laborer			Hourly Rate			\$ -
On Site Superintendent			Overtime Hourly Rate			\$ -
Crew Supervisor			Overtime Hourly Rate			\$ -
Installer			Overtime Hourly Rate			\$ -
Laborer			Overtime Hourly Rate			\$ -
						\$ -
						\$ -
Installation of New Running Track or Court Surface on a Concrete or Asphalt Base, Add more lines as needed for product and services not specified:						
6 Lane Track						
To install a Latex running track include all material and labor			Sq. Ft.			\$ -
To install a Polyurethane Track's Base Mat running track include all material and labor			Sq. Ft.			\$ -
To install a Polyurethane Track's Base Mat Structural running track include all material and labor			Sq. Ft.			\$ -
To install a Polyurethane Track's Base Mat Sandwich running track include all material and labor			Sq. Ft.			\$ -
To install a Polyurethane Tracks' Full Pour (Impermeable) running track include all material and labor			Sq. Ft.			\$ -
To install a Pre-manufactured Rubber Track include all material and labor			Sq. Ft.			\$ -
						\$ -
8 Lane Track						
To install a Latex running track include all material and labor			Sq. Ft.			\$ -
To install a Polyurethane Track's Base Mat running track include all material and labor			Sq. Ft.			\$ -
To install a Polyurethane Track's Base Mat Structural running track include all material and labor			Sq. Ft.			\$ -
To install a Polyurethane Track's Base Mat Sandwich running track include all material and labor			Sq. Ft.			\$ -
To install a Polyurethane Track's Full Pour (Impermeable) running track include all material and labor			Sq. Ft.			\$ -
To install a Pre-manufactured Rubber Track include all material and labor			Sq. Ft.			\$ -
						\$ -
Courts						
To install a Singles Tennis Court include all material and labor			Sq. Ft.			\$ -
To install a Doubles Tennis Court include all material and labor			Sq. Ft.			\$ -
To install a Basketball Court include all material and labor			Sq. Ft.			\$ -
						\$ -
						\$ -
Installation of a Running Track or Court's Concrete or Asphalt Base, Add more lines as needed for product and services not specified:						
To install an asphalt base for 6 lane running track include all material and labor			Sq. Ft.			\$ -
To install an asphalt base for 8 lane running track include all material and labor			Sq. Ft.			\$ -
To install a concrete base for 6 lane running track include all material and labor			Sq. Ft.			\$ -
To install a concrete base for 8 lane running track include all material and labor			Sq. Ft.			\$ -
To install an asphalt base for tennis or basketball court include all material and labor			Sq. Ft.			\$ -
To install a concrete base for tennis or basketball court include all material and labor			Sq. Ft.			\$ -
To install a post-tension concrete base for tennis or basketball court include all material and labor			Sq. Ft.			\$ -
Preparation, cleaning of existing stable asphalt/concrete base, prior to installation of track or court surfacing			Sq. Ft.			\$ -
Patching existing stable asphalt/concrete base, prior to installation of track or court surfacing			Sq. Ft.			\$ -
						\$ -

Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
Running Track and Event Striping - Add more lines as needed for product and services not specified						
Acrylic Paint Striping for All Weather Latex Running Tracks						
New striping of 1 lane			Lane			\$ -
New striping of 2 lane			2 Lanes			\$ -
New striping of 3 Lanes			3 Lanes			\$ -
New striping of 4 Lanes			4 Lanes			\$ -
New striping of 5 Lanes			5 Lanes			\$ -
New striping of 6 Lanes			6 Lanes			\$ -
New striping of 7 Lanes			7 Lanes			\$ -
New striping of 8 Lanes			8 Lanes			\$ -
New striping of additional lane			Lane			\$ -
Acrylic Paint Striping adder for Polyurethane, Polyurethane Sandwich, Polyurethane Structural, Polyurethane Full Pour Pre Manufactured Rubber Track			Track			\$ -
						\$ -
						\$ -
Acrylic Paint Restriping for All Weather Latex Running Tracks						
Restriping of 1 lane			Lane			\$ -
Restriping of 2 Lanes			2 Lanes			\$ -
Restriping of 3 Lanes			3 Lanes			\$ -
Restriping of 4 Lanes			4 Lanes			\$ -
Restriping of 5 Lanes			5 Lanes			\$ -
Restriping of 6 Lanes			6 Lanes			\$ -
Restriping of 7 Lanes			7 Lanes			\$ -
Restriping of 8 Lanes			8 Lanes			\$ -
Restriping of Additional Lane						\$ -
Acrylic Paint Restriping adder for Polyurethane, Polyurethane Sandwich, Polyurethane Structural, Polyurethane Full Pour Pre Manufactured Rubber Track			Track			\$ -
						\$ -
						\$ -
Paint Play Lines for Tennis or Basketball Courts - Add more lines as needed for product and services not specified.						
Singles Tennis Court			Court			\$ -
Doubles Tennis Court			Court			\$ -
Basketball Court			Court			\$ -
Volleyball Court						\$ -
Restriping Singles Tennis Court			Court			\$ -
Restriping Doubles Tennis Court			Court			\$ -
Restriping Basketball Court			Court			\$ -
Restriping Volleyball Court			Court			\$ -
						\$ -
						\$ -
Site Work - Add lines for product and services offered.						
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
Warranty - Add lines for warranty and maintenance agreements offered.						
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
Surfacing Materials						
Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
Running Track/Tennis - Add more lines as needed for product and services not specified.						
SBR Latex Binder			Cost Per Gallon			\$ -
Latex Primer			Cost Per Gallon			\$ -
Acrylic Top Coat			Cost Per Gallon			\$ -
SBR Rubber Granules - Black 1-4 mm			Cost Per Lbs			\$ -
SBR Rubber Granules - Colored 1-4 mm			Cost Per Lbs			\$ -
EPDM Rubber Granules - Black 1-4 mm			Cost Per Lbs			\$ -
EPDM Rubber Granules - Colored 1-4 mm			Cost Per Lbs			\$ -
Polyurethane - Binder			Cost Per Gallon			\$ -
Polyurethane - Primer			Cost Per Gallon			\$ -
Aliphatic Binder or Top Coat			Cost Per Gallon			\$ -
Polyurethane - Top Coat			Cost Per Gallon			\$ -
Prefabricated Rubber Mat			Cost Per Sq. Ft.			\$ -
Prefabricated Vulcanized Rubber Mat			Cost Per Sq. Ft.			\$ -
Prefabricated Rubber Mat Adhesive			Cost Per Gallon			\$ -
Latex Track patching kit			Cost per Kit			\$ -
Polyurethane Track patching kit			Cost per Kit			\$ -
						\$ -
						\$ -

Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
Items as a percentage off Manufacturer, Distributor, Supplier, or Contractor price list. Need to provide a copy of the price sheets that the discount will be based upon. Add more lines as needed for product and services not specified.						
Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
Pole Vault Pit			Percentage Discount			\$ -
Take-Off Boards			Percentage Discount			\$ -
Shot Put Toe Boards			Percentage Discount			\$ -
Shot Put Rings			Percentage Discount			\$ -
Discus Rings			Percentage Discount			\$ -
Combination Hammer/Discus Cage and cage must meet IAAF rules			Percentage Discount			\$ -
Hammer/Discus Conversion Ring			Percentage Discount			\$ -
Water Jump Hurdle with sleeves			Percentage Discount			\$ -
Water Jump Cover			Percentage Discount			\$ -
Long Jump Sandpits and Traps.			Percentage Discount			\$ -
Sand for Sand Pits and Traps			Percentage Discount			\$ -
Tennis Net Posts and Sleeves Equipment			Percentage Discount			\$ -
Tennis Center Strap Anchor			Percentage Discount			\$ -
Tennis Nets			Percentage Discount			\$ -
Tennis Wind Screens			Percentage Discount			\$ -
Tennis Backdrop Curtains			Percentage Discount			\$ -
Tennis Court Dividers			Percentage Discount			\$ -
Basketball Goal Post			Percentage Discount			\$ -
Basketball Backboards			Percentage Discount			\$ -
Basketball Mesh nets			Percentage Discount			\$ -
Basketball Hoop rings 18"			Percentage Discount			\$ -
						\$ -
						\$ -
Track Resurfacing						
Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
6 Lane Track						
To resurface a Latex running track include all material and labor			Cost Sq. Ft.			\$ -
To resurface a Polyurethane Tracks Base Mat running track include all material and labor			Cost Sq. Ft.			\$ -
To resurface a Polyurethane Tracks Base Mat Structural running track include all material and labor			Cost Sq. Ft.			\$ -
To resurface a Polyurethane Tracks Base Mat Sandwich running track include all material and labor			Cost Sq. Ft.			\$ -
To resurface a Polyurethane Tracks Full Pour (Impermeable) running track include all material and labor			Cost Sq. Ft.			\$ -
To resurface a Pre-manufactured Rubber Tracks include all material and labor			Cost Sq. Ft.			\$ -
						\$ -
						\$ -
8 Lane Track						
To resurface a Latex running track include all material and labor			Cost Sq. Ft.			\$ -
To resurface a Polyurethane Tracks Base Mat running track include all material and labor			Cost Sq. Ft.			\$ -
To resurface a Polyurethane Tracks Base Mat Structural running track include all material and labor			Cost Sq. Ft.			\$ -
To resurface a Polyurethane Tracks Base Mat Sandwich running track include all material and labor			Cost Sq. Ft.			\$ -
To resurface a Polyurethane Tracks Full Pour (Impermeable) running track include all material and labor			Cost Sq. Ft.			\$ -
To resurface a Pre-manufactured Rubber Tracks include all material and labor			Cost Sq. Ft.			\$ -
						\$ -
						\$ -
Miscellaneous Materials - Add more lines as needed for product and services not specified.						
Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
Clean sand for sand pits			Cost Per Yard			\$ -
Silica sand (30, 60 or 70 mesh)			Cost Per Lbs			\$ -
Portland cement (90 lb. bag)			Cost Per Bag			\$ -
Latex crack filler			Cost Per Gallon			\$ -
Urethane caulking (tube)			Cost Per Tube			\$ -
Latex binder (various colors)			Cost Per Gallon			\$ -
White Line Paint			Cost Per Gallon			\$ -
Concrete Sealer			Cost Per Gallon			\$ -
Clear Top Coat			Cost Per Gallon			\$ -
Concrete Resin Compound			Cost Per Gallon			\$ -
						\$ -
						\$ -
Drainage - Add more lines as needed for product and services not specified.						
Track drainage			Cost per Linear Ft			\$ -
Court Drainage			Cost per Linear Ft			\$ -
						\$ -
						\$ -
Curbing - Add more lines as needed for product and services not specified.						
Removable Track Curbing			Cost per Linear Ft			\$ -
Concrete Curbing			Cost per Linear Ft			\$ -
Asphalt Curbing			Cost per Linear Ft			\$ -
						\$ -
						\$ -
Track Certifications - Add more lines as needed for product and services not specified.						

Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
Class 5 ASBA Certifications			Per Track			\$ -
Class 4 ASBA Certification			Per Track			\$ -
Class 3 ASBA Certification			Per Track			\$ -
						\$ -
						\$ -
Miscellaneous Items - Add more lines as needed for product and services not specified.						
Plant New Grass or Sod			Cost Per Sq. Ft.			\$ -
Re-seed Grass			Cost Per Sq. Ft.			\$ -
						\$ -
						\$ -

Form C.2 - State Multiplier

***Please note this workbook has multiple tabs.**

Instructions. For each of the states listed below, provide your multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product. For further clarification, please review the Standard Terms and Conditions found in the Technical Specifications of this RFP.

Responding Company's Name: 0

REQUIRED FORM

Project types	Minnesota Multiplier	North Dakota Multiplier	South Dakota Multiplier
	0.00%	0.00%	0.00%
Non-prevailing wage project:			
Prevailing wage project:			
Davis Bacon wage project:			

Form C.3 - Volume Discounts

***Please note this spreadsheet has multiple workbooks/tabs.**

Instructions. Please complete the form below if your company is offering additional discounts for a one time purchase OR a group of local agencies in a geographic area are combining requirements (estimate annual spend). This form has been formatted to print to one page width. Please note this is an **optional form**.

Responding Company's Name: _____

OPTIONAL FORM

Dollar Amount From	Dollar Amount To	Catalog	Additional Discount Offered

Form D – References

Instructions: Please provide three references in the spaces below. References should be from organizations that have purchased and/or used products and/or services that relate to the scope of this RFP.

Responding Company's Name:	
-----------------------------------	--

Reference #1 – Product/Service Used:	
Reference Name	
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	
Notes (for CPC use only):	

Reference #2 – Product/Service Used:	
Reference Name	
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	
Notes (for CPC use only):	

Reference #3 - Product/Service Used:	
Reference Name	
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	
Notes (for CPC use only):	

Form E – Level of Support

Instructions: Please indicate the level of support you will offer on this contract category. Check only one box in each section.

Prices are (check one box):	
	No different from what we ordinarily offer to individual members.
	Two percent (2%) lower than our best price to individual members.
	Three percent (3%) lower than our best price individual members.
	Four percent (4%) lower than our best price to individual members.
	Five percent (5%) lower than our best price to individual members.
	Ten percent (10%) lower than our best price to individual members.
	Other, please explain

Prices are (check one box):	
	No different from what we ordinarily offer to other consortiums.
	Two percent (2%) lower than our best price to other consortiums.
	Three percent (3%) lower than our best price other consortiums.
	Four percent (4%) lower than our best price to other consortiums.
	Five percent (5%) lower than our best price to other consortiums.
	Ten percent (10%) lower than our best price to other consortiums.
	Other, please explain

Authorized Signature (must match Signature on Form F)

Date

Form F – Assurance of Compliance

The respondent has carefully checked the accuracy of all items including description, price per unit, and listed total price per item in this proposal. In addition, the respondent accepts the general provisions of the proposal, including delivery timelines, and all responsibilities of delivery as outlined.

The respondent is aware of any detailed and special conditions. This form establishes the minimum criteria that a “responsible contractor” must meet to be awarded a contract resulting from this solicitation, this criteria includes:

Compliance with workers’ compensation and unemployment compensation requirements, registration with the Department of Revenue and DEED, and has a valid federal tax identification number (or Social Security number, if an individual);

Compliance with: minimum wages, overtime, prevailing wages, timely payment of wages to employees, no misrepresentation of employment relationship, Fair Labor Standards Act, and U.S. federal prevailing wage, all according to existing statutes, and the bill specifies when a violation occurs;

Compliance with (an no violations in past three years) of 181.723 (independent contractors); and chapter 326B (construction codes and licensing);

No current tax liens or tax delinquencies;

Not currently debarred by the federal government, the state, or a municipality;

Subcontractors or vendors the awarded vendor(s) intends to use have verified that they meet the clauses mentioned above.

CPC members are not obligated to verify any of the information in the contractor certification and have no liability if they reasonably rely on the certification statement in awarding the contract, or if they decline to award the contract based on a reasonable determination that the awarded vendor(s)/contractor failed to verify compliance.

In submitting this proposal, it is understood that the respondent is submitting a signed statement under oath verifying the respondent as a “responsible contractor”. CPC reserves the right to reject any or all proposals, and it is agreed that this proposal may not be withdrawn during a period of one hundred-twenty (120) days from the time of the opening date.

Company Name: _____

Authorized Agent’s Signature: _____

Agent’s Name (printed): _____

Address: _____

City/State/Zip: _____

Telephone Number: _____ Email: _____

Form G – Contract Offer & Award

OFFER TO BE COMPLETED BY VENDOR

In compliance with the Request for Proposal, the undersigned warrants that I/we have examined the Instructions to Respondents and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance of this proposal.

The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the Cooperative Purchasing Connection as stated in the evaluation section, will be a consideration in making the award.

This contract offer and award binds said vendor to all terms and conditions stated in the proposal until a contract has been signed by both parties.

Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Contract Contact Person: _____

Authorized Signature: _____

Printed Name: _____

ACCEPTANCE OF OFFER AND CONTRACT AWARD TO BE COMPLETED ONLY BY THE COOPERATIVE PURCHASING CONNECTION

Contract Term: It is the Cooperative Purchasing Connection's intent to award a contract for Athletic Surfaces: Track and Courts. The contract term may be renewed annually, up to three (3) additional terms.

CPC Authorized Signature

17.8 – ATC
Contract Number

Awarded this _____ day of _____, 2017.

Form H – Proposal Checklist

The following items/submittals are required to be qualified as a respondent to the RFP. Respondents must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase (www.publicpurchase.com). Please take a moment to review the checklist provided and ensure all of the necessary documents have been uploaded with your response.

Your organization's uploaded proposal should include the following submitted and correctly labeled documents:

1. Form A – Vendor Information – Name of Company
 - i. *Submit as a PDF, not scanned.*
2. Form B – Questionnaire – Name of Company
 - i. *Submit as a Word (.doc or .docx) document.*
3. Form C – Pricing Schedule – Name of Company
 - i. *Submit as an Excel (.xls or .xlsx) document.*
4. Form D - References – Name of Company
 - i. *Submit as a PDF, not scanned.*
5. Form E – Level of Support – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
6. Form F – Assurance of Compliance – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
7. Form G – Contract Offer and Award – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
8. Form H – Proposal Checklist – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
9. Addendum Acknowledgement Form – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
10. Subcontractor Utilization Form – Name of Company
 - i. *Submit as a PDF, not scanned.*

IMPORTANT: Forms MUST be submitted electronically in the format indicated for the proposal to receive consideration. MS Word documents with inserted images of completed documents will not be accepted. Please double check your uploaded documents for completion prior to submission.

Authorized Signature

Date

Addendum Acknowledgement Form

Instructions: Please acknowledge receipt of all addenda issues with this solicitation by completing this addendum acknowledgement form. Check the box next to each addendum received and sign below. If no addenda were issued, sign the bottom section to verify. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgement: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specifications, etc.

Addendum Numbers Received (check the box next to each addendum received):

Addendum No. 1

Addendum No. 5

Addendum No. 2

Addendum No. 6

Addendum No. 3

Addendum No. 7

Addendum No. 4

Addendum No. 8

I understand that failure to confirm receipt of addenda may cause for rejection of this response.

Authorized Signature

Date

Acknowledgement: I hereby acknowledge that no addenda were issued during this solicitation process. I understand that failure to confirm this acknowledgement may cause for rejection of this response.

Authorized Signature

Date

Cooperative Purchasing Connection

PARTNERED VENDOR/SUBCONTRACTOR UTILIZATION

(This form must be completed and returned with your response)

RFP Name: _____

RFP Number: _____

Partnered Vendor Name: _____

If a subcontractor will not be used, check this box:

List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Company Name: _____

Street Address: _____

City, State, Zip: _____

Telephone: _____

Primary Contact: _____

Email Address of Contact: _____

Services to be provided: _____

Company Name: _____

Street Address: _____

City, State, Zip: _____

Telephone: _____

Primary Contact: _____

Email Address of Contact: _____

Services to be provided: _____

Company Name: _____

Street Address: _____

City, State, Zip: _____

Telephone: _____

Primary Contact: _____

Email Address of Contact: _____

Services to be provided: _____

From: [Public Purchase](#)
To: [Lisa Truax](#)
Subject: Public Purchase - RFP #17.8 - Athletic Surfaces: Tracks & Courts Closed Notification
Date: Monday, February 13, 2017 10:00:06 AM

Lisa M Truax:

The bid RFP #17.8 - Athletic Surfaces: Tracks & Courts has closed on Feb 13, 2017 9:00:00 AM MST

To see more details on this bid go to

<http://www.publicpurchase.com/gems/bid/bidView?bidId=71744>

Thank you for using Public Purchase.

MK= s9oVWmX18bZ5PBQL0XP9Ew==

Notifications Report

Agency

Cooperative Purchasing Connection

Bid Number

17.8

Bid Title

Athletic Surfaces: Tracks & Courts

Vendor Name	State	Invitation	Date	Email	Reason
2nd Wind Exercise Equipment Inc	MN	Classification	2017-01-09 14:21:11	elundberg@2ndwindexercise.com	Bid Notification
Acoustical Surfaces Inc	MN	Classification	2017-01-09 14:21:11	garrett@acousticalsurfaces.com	Bid Notification
American Pavement Solutions	WI	Classification	2017-01-09 14:21:11	rburkel@ameripavement.com	Bid Notification
Athletic Surface Construction LLC	MN	Classification	2017-01-09 14:21:11	athleticsurfaceconstruction@yahoo.com	Bid Notification
Bill Fritz Sports Corporation	NC	Classification	2017-01-09 14:21:11	bfritz@billfritzsports.com	Bid Notification
Clarke Distributing Company	TX	Classification	2017-01-09 14:21:11	don@clarke-distributing.com	Bid Notification
Dynamic sports Construction, Inc.	TX	Classification	2017-02-10 15:34:57	melissa@dynamicssportsconstruction.com	Bid Notification
Dynamic sports Construction, Inc.	TX	Classification	2017-02-13 10:58:36	melissa@dynamicssportsconstruction.com	Award Notification
Dynamic Sports Construction, Inc.	TX	Classification	2017-01-09 14:21:11	janisv@dynamicssportsconstruction.com	Bid Notification
Dynamic Sports Construction, Inc.	TX	Classification	2017-02-13 10:58:36	janisv@dynamicssportsconstruction.com	Award Notification
Fibrwrap Construction Services, Inc.	IL	Classification	2017-01-09 14:21:11	kevin@fibrwrapconstruction.com	Bid Notification
Fisher Tracks, Inc.	IA	Classification	2017-01-09 14:21:11	dolofson@fishertracks.com	Bid Notification
Fisher Tracks, Inc.	IA	Classification	2017-02-13 10:58:36	dolofson@fishertracks.com	Award Notification
Flaghouse	NJ	Classification	2017-01-09 14:21:11	john.holt@flaghouse.com	Bid Notification
FLR Sanders, Inc.	MN	Classification	2017-01-09 14:21:11	lhollister@flrsanders.com	Bid Notification
Game Time Sports Systems, LLC	IL	Classification	2017-01-09 14:21:11	d.stern@gametimesportssystem.com	Bid Notification
Haldeman Homme	MN	Classification	2017-01-09 14:21:11	srivard@andersonladd.com	Bid Notification
Haldeman Homme	MN	Classification	2017-01-09 14:21:11	pfedje@andersonladd.com	Bid Notification
JWood Sports Flooring	WI	Classification	2017-02-07 15:41:45	caj.jwood@gmail.com	Bid Notification
Loeffler Construction & Consulting	MN	Classification	2017-01-09 14:21:11	shudoba@loefflerconstruction.com	Bid Notification
Mtt Co.	IA	Classification	2017-01-09 14:21:11	paul@midwesttennisandtrack.com	Bid Notification
Nasco	WI	Classification	2017-01-09 14:21:11	quotes@enasco.com	Bid Notification
Practice Sports, Inc.	NE	Classification	2017-01-09 14:21:11	chad@practicesports.com	Bid Notification
Promaxima Mfg. Ltd.	TX	Classification	2017-01-09 14:21:11	order@promaxima.com	Bid Notification
PUSH PEDAL PULL	SD	Classification	2017-01-09 14:21:11	tpedersen@pushpedalpull.com	Bid Notification
Pyramid Paper Company	FL	Classification	2017-01-09 14:21:11	biddept@pyramidsp.com	Bid Notification
Rocking-O Buildings & Livestock Equipm	IA	Classification	2017-01-09 14:21:11	rocking-o@outlook.com	Bid Notification
Rocky Mountain Recreation LLC	ID	Classification	2017-01-09 14:21:11	rockymountainrecreationllc@gmail.com	Bid Notification
Royal Media Network	MD	Classification	2017-01-09 14:21:11	jojo@royalimagingolutions.com,eddie@royalimagingolutions.com,rosemary@royalimagingolutions.com,Jonnel@royalimagingolutions.com	Bid Notification
Royal Media Network Inc.	MD	Classification	2017-01-09 14:21:11	lorence@royalimagingolutions.com	Bid Notification
Southern Minnesota Inspection Co	MN	Classification	2017-01-23 11:20:55	cplonske@southernminnesotainspection.com	Bid Notification
SwedeBro, Inc.	MN	Classification	2017-01-09 14:21:11	chanson@swedebro.com	Bid Notification
The J Paul Company	TX	Classification	2017-01-09 14:21:11	Lindsay@jpalco.com	Bid Notification
The Prophet Corporation	MN	Classification	2017-01-09 14:21:11	bids@gophersport.com	Bid Notification
West Plains Engineering, Inc.	SD	Classification	2017-01-09 14:21:11	mike.sigman@westplainsengineering.com	Bid Notification

Access Report

Agency **Cooperative Purchasing Connection**
 Bid Number **17.8**
 Bid Title **Athletic Surfaces: Tracks & Courts**

Vendor Name	Accessed First Time	Most Recent Access	Documents	Most Recent Response Date
Southern Minnesota Inspection	2017-01-18 10:25 AM CST	2017-01-23 12:21 PM CST	Form A - Vendor Information.pdf Form C - Pricing Schedule.xlsx	
Vendor Support Account	2017-01-20 07:57 AM CST	2017-01-20 07:57 AM CST		
Charter Communications	2017-01-10 12:47 AM CST	2017-01-10 12:47 AM CST		
Mtt Co.	2017-01-09 03:36 PM CST	2017-01-18 03:31 PM CST	Subcontractor Utilization Form.pdf Addendum Acknowledgement Form.pdf Form F - Assurance of Compliance Construction.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form C - Pricing Schedule.xlsx Form H - Proposal Checklist.pdf Form B - Questionnaire.docx Form A - Vendor Information.pdf Form G - Contract Offer & Award.pdf RFP 17.8 - Athletic Surfaces Tracks & Courts.pdf	
The Prophet Corporation	2017-01-09 04:07 PM CST	2017-01-09 04:07 PM CST	Form C - Pricing Schedule.xlsx	
Onvia	2017-01-09 06:33 PM CST	2017-01-09 06:33 PM CST	Subcontractor Utilization Form.pdf Addendum Acknowledgement Form.pdf Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf Form F - Assurance of Compliance Construction.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form C - Pricing Schedule.pdf Form B - Questionnaire.pdf Form A - Vendor Information.pdf RFP 17.8 - Athletic Surfaces Tracks & Courts.pdf	
Dodge Data & Analytics	2017-01-11 09:23 PM CST	2017-02-07 04:59 PM CST	Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf RFP 17.8 - Athletic Surfaces Tracks & Courts.pdf	
Hellas Construction, Inc.	2017-01-11 08:10 AM CST	2017-01-11 08:14 AM CST	RFP 17.8 - Athletic Surfaces Tracks & Courts.pdf	
2nd Wind Exercise Equipment Inc	2017-01-09 03:21 PM CST	2017-01-09 03:21 PM CST		
Practice Sports, Inc.	2017-01-09 04:59 PM CST	2017-01-09 04:59 PM CST		
Sam Anderson Pvt Ltd	2017-01-09 08:48 PM CST	2017-02-14 07:43 AM CST	Addendum Acknowledgement Form.pdf Form G - Contract Offer & Award.pdf Form E - Level of Support.pdf Form C - Pricing Schedule.xlsx Form A - Vendor Information.pdf Subcontractor Utilization Form.pdf Form H - Proposal Checklist.pdf Form F - Assurance of Compliance Construction.pdf Form D - References (3 - Generic).pdf Form B - Questionnaire.docx RFP 17.8 - Athletic Surfaces Tracks & Courts.pdf	
global soft inc	2017-01-09 04:05 PM CST	2017-02-06 04:59 PM CST		
JWood Sports Flooring	2017-02-07 05:09 PM CST	2017-02-13 08:51 AM CST	Form C - Pricing Schedule.xlsx RFP 17.8 - Athletic Surfaces Tracks & Courts.pdf	
North America Procurement Co	2017-01-09 09:23 PM CST	2017-01-29 10:06 PM CST	RFP 17.8 - Athletic Surfaces Tracks & Courts.pdf	
Royal Media Network	2017-01-09 03:21 PM CST	2017-01-09 03:21 PM CST		
PUSH PEDAL PULL	2017-01-09 03:36 PM CST	2017-01-09 03:36 PM CST	RFP 17.8 - Athletic Surfaces Tracks & Courts.pdf	
Fisher Tracks, Inc.	2017-01-09 03:28 PM CST	2017-02-13 01:28 PM CST	RFP 17.8 - Athletic Surfaces Tracks & Courts.pdf Subcontractor Utilization Form.pdf Addendum Acknowledgement Form.pdf Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf Form F - Assurance of Compliance Construction.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form C - Pricing Schedule.xlsx Form B - Questionnaire.docx Form A - Vendor Information.pdf	2017-02-07 10:42 AM CST

Beynon Sports	2017-01-11 12:41 PM CST	2017-01-11 12:46 PM CST	Subcontractor Utilization Form.pdf Addendum Acknowledgement Form.pdf Form G - Contract Offer & Award.pdf Form F - Assurance of Compliance Construction.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form C - Pricing Schedule.xlsx Form B - Questionnaire.docx Form A - Vendor Information.pdf Form H - Proposal Checklist.pdf RFP 17.8 - Athletic Surfaces Tracks & Courts.pdf	
The Blue Book Building & Const	2017-01-09 09:31 PM CST	2017-02-06 10:07 PM CST	RFP 17.8 - Athletic Surfaces Tracks & Courts.pdf	
Kiefer U.S.A.	2017-01-19 04:57 PM CST	2017-01-19 05:03 PM CST	RFP 17.8 - Athletic Surfaces Tracks & Courts.pdf	
FLR Sanders, Inc.	2017-01-10 12:54 PM CST	2017-01-10 12:58 PM CST	RFP 17.8 - Athletic Surfaces Tracks & Courts.pdf Form C - Pricing Schedule.xlsx	
SO	2017-01-27 07:15 PM CST	2017-02-12 11:13 PM CST	RFP 17.8 - Athletic Surfaces Tracks & Courts.pdf	
SwedeBro, Inc.	2017-01-10 08:03 AM CST	2017-01-10 08:04 AM CST		
Dynamic Sports Construction, In	2017-01-09 03:41 PM CST	2017-02-13 08:45 AM CST	Subcontractor Utilization Form.pdf Addendum Acknowledgement Form.pdf Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf Form F - Assurance of Compliance Construction.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form C - Pricing Schedule.xlsx Form B - Questionnaire.docx Form A - Vendor Information.pdf RFP 17.8 - Athletic Surfaces Tracks & Courts.pdf	2017-02-13 08:25 AM CST
Dynamic sports Construction, In	2017-01-11 08:26 AM CST	2017-02-10 04:11 PM CST	RFP 17.8 - Athletic Surfaces Tracks & Courts.pdf Form C - Pricing Schedule.xlsx Form B - Questionnaire.docx Form A - Vendor Information.pdf	

Opening Record

RFP 17.8 - Athletic Surfaces: Tracks & Courts

February 13, 2017

10:13 AM CT

Date

Time

Company Responding	Dynamic Sports Construction, Inc.	Fisher Tracks, Inc.
Form A - Vendor Information	Yes	Yes
Form B - Questionnaire	Yes	Yes
Form C - Pricing	Yes	Yes
Form D - References	Yes	Yes
Form E - Level of Support	Yes	Yes
Form F - Assurance of Compliance	Yes	Yes
Form G - Contract Offer & Award	Yes	Yes
Form H - Proposal Checklist	Yes	Yes
Addendum Acknowledgement Form	Yes	Yes
Subcontractor Utilization Form	Yes	Yes
Other:		
Notes:		
Qualified Respondent:	Yes	Yes

Cooperative Purchasing Connection

Tabulation Report RFP #17.8 - Athletic Surfaces: Tracks & Courts

Vendor: Dynamic Sports Construction, Inc.

General Comments: Thank you for the opportunity to bid. We found this process very easy to respond to and appreciate that. Have a nice day. Dynamic Sports Construction, Inc.

General Attachments: RFP 17.8 Athletic Surfaces Tracks and Courts - Addendum Acknowledgement Form 2-3-17.pdf
RFP 17.8 Athletic Surfaces Tracks and Courts - Form A - Vendor Information 1-31-17.pdf
RFP 17.8 Athletic Surfaces Tracks and Courts - Form B - Questionnaire 2-1-17.docx
RFP 17.8 Athletic Surfaces Tracks and Courts - Form C - Pricing Schedule 2-13-17 final.xlsx
RFP 17.8 Athletic Surfaces Tracks and Courts - Form D - References 2-3-17.pdf
RFP 17.8 Athletic Surfaces Tracks and Courts - Form E - Level of Support 3-2-17.pdf
RFP 17.8 Athletic Surfaces Tracks and Courts - Form F - Assurance of Compliance 2-3-17.pdf
RFP 17.8 Athletic Surfaces Tracks and Courts - Form G - Contract Offer and Award 2-3-17.pdf
RFP 17.8 Athletic Surfaces Tracks and Courts - Form H - Proposal Checklist 2-3-17.pdf
RFP 17.8 Athletic Surfaces Tracks and Courts - Subcontractor Utilization Form 2-3-17.pdf

Form A - Vendor Information

Company Information			
Company Name			
Address			
City/State/Zip			
Phone		Fax	
Toll Free Customer Number			

Company Contacts	
General Manager Name <ul style="list-style-type: none"> • Email • Phone 	
Sales Manager Name <ul style="list-style-type: none"> • Email • Phone 	
Customer Service Manager Name <ul style="list-style-type: none"> • Email • Phone 	
Account Manager(s) for the Cooperatives Name(s) <ul style="list-style-type: none"> • Email • Phone 	

Responsibilities	
CPC New Member Notification <ul style="list-style-type: none"> • Name • Email/Phone 	
CPC Member Customer Service <ul style="list-style-type: none"> • Name • Email/Phone 	
Submitting Sales Reports to CPC <ul style="list-style-type: none"> • Name • Email/Phone 	
Payment of Administrative Fees to CPC <ul style="list-style-type: none"> • Name • Email/Phone 	
Conducting Audits <ul style="list-style-type: none"> • Name • Email/Phone 	

Form B – Questionnaire

Instructions. Please complete the questionnaire below by placing your company’s answers in the correlating response column.

Responding Company’s Name:	Dynamic Sports Construction, Inc.
Question	Response
1. Provide a brief background of your organization, including the year it was founded (1-2 paragraph max.).	Since its founding on January 13, 2004, Dynamic Sports Construction, Inc. (“Dynamic”) has amassed an impressive list of beautiful, functional, and custom athletic surfaces which include basketball/volleyball courts, gymnasiums, cafeterias, weight/yoga/dance rooms, multipurpose rooms, indoor and outdoor running tracks, tennis courts and more. Dynamic has had the same owners since inception and uses full time employees on each job.
2. Provide a brief background of the products/services you provide and how you see a partnership being implemented with schools, higher education, cities, counties, and nonprofits (1-2 paragraphs max.).	Dynamic’s many satisfied clients consist of private schools, public schools, universities, city governments, churches, recreation centers, and nonprofits. We are excited about every custom installation because we know how green our products are and that they have passed stringent air quality tests. The use of our environmentally friendly products can assist in the attainment of a LEED certification for your projects. Dynamic is also proud to say our sports surfacing products are 100% Made in the USA in an ISO-9001:2000 certified facility. With this partnership, you can be assured you have a clean and healthy environment, the best price offered and great longevity for your athletic surface.
3. As you envision it, what is your company’s role in this partnership? Please include sales and marketing strategies.	If fortunate to be awarded this contract, Dynamic would continue to be your ethical and economical choice in this specialized market. Dynamic is not a distributor, but rather sells our own flooring and track products as part of our single step streamlined method of distribution.
4. Does your company market directly to potential customers? If so, how?	Yes, Dynamic markets directly to potential customers through the use of our comprehensive website, phone calls, emails and mail outs.
5. Does your company have a dedicated marketing person/team with which CPC can communicate and obtain marketing materials and images? If so, please include their contact information in your response.	Melissa Lowdermilk can provide marketing materials, brochures, samples, or any images needed. She can be reached at Melissa@dynamicssportsconstruction.com or at the main number 512-260-6722.
6. Is your company willing to provide printed copies of marketing materials to our regional CPC representatives?	Dynamic has a vast array of professional product brochures available for the DynaSport® line that may be shared with your regional CPC representatives. Some of our products include: DynaCourt®, DynaForce®, DynaTurf®, DynaFit™, DynaSelect™, DynaSteed™, DynaFlex®, DynaDeco™, and more. You may also visit our website at www.dynamicssportsconstruction.com for more information.
7. Does your company have the ability to participate in conference tradeshow in Minnesota, North Dakota and South Dakota? If so, how does your company plan to position the CPC contract at those tradeshow, if awarded? Please list any conference tradeshow that you’ve attended in those states within the last three years.	Dynamic has the ability to participate in conference tradeshow in Minnesota, North Dakota and South Dakota if desired. If fortunate to be awarded, Dynamic would display evidence of a partnership with CPC. Dynamic has not attended any conference trade shows in Minnesota, North Dakota and South Dakota during the last three years.
8. Is your company available for educational presentations at each of the regional service cooperatives?	Absolutely. One of our knowledgeable employees would be able to give educational presentations at each of the regional service cooperatives with advance notice.
9. Please list other contracts you have in place that could be accessed by our membership for your products (e.g. other consortiums) in Minnesota, North Dakota and South Dakota?	We are currently under contract with The Interlocal Purchasing System (TIPS).
10. Please list the agencies, if any, you would exempt from this contract.	None
11. Please describe how your company will position this contract to CPC’s participating agencies, if awarded.	If awarded this contract, Dynamic would proudly advise CPC’s participating agencies about our partnership agreement.
12. If awarded, how does your	If awarded the contract, Dynamic will ensure the necessary employees are fully trained in all

<p>company plan to inform and train your account managers, financial/reporting personnel, sales and customer service representatives on the details and promotion of the contract?</p>	<p>aspects of this partnership.</p>																																																																																
<p>13. Please list the percentage of your revenue that is derived from the following:</p> <ul style="list-style-type: none"> • Tracks • Courts • Services 	<p>The current revenue percentages for Dynamic Sports Construction are approximately:</p> <p>40% Tracks 55% Courts 5% Services</p>																																																																																
<p>14. Please provide your company's last three years total gross sales to agencies within CPC's service area.</p>	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">MINNESOTA</th> <th style="text-align: center;">2016</th> <th style="text-align: center;">2015</th> <th style="text-align: center;">2014</th> </tr> </thead> <tbody> <tr> <td>K-12</td> <td style="text-align: center;">360</td> <td style="text-align: center;">239,568</td> <td style="text-align: center;">78,157</td> </tr> <tr> <td>HIGHER ED</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>CITY/COUNTY</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>NONPROFITS</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>TOTALS</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td colspan="4"> </td> </tr> <tr> <th style="text-align: left;">NORTH DAKOTA</th> <th style="text-align: center;">2016</th> <th style="text-align: center;">2015</th> <th style="text-align: center;">2014</th> </tr> <tr> <td>K-12</td> <td style="text-align: center;">37,131</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>HIGHER ED</td> <td style="text-align: center;">0</td> <td style="text-align: center;">480</td> <td style="text-align: center;">0</td> </tr> <tr> <td>CITY/COUNTY</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>NONPROFITS</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>TOTALS</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td colspan="4"> </td> </tr> <tr> <th style="text-align: left;">SOUTH DAKOTA</th> <th style="text-align: center;">2016</th> <th style="text-align: center;">2015</th> <th style="text-align: center;">2014</th> </tr> <tr> <td>K-12</td> <td style="text-align: center;">360</td> <td style="text-align: center;">600</td> <td style="text-align: center;">0</td> </tr> <tr> <td>HIGHER ED</td> <td style="text-align: center;">4,171</td> <td style="text-align: center;">34,110</td> <td style="text-align: center;">72,397</td> </tr> <tr> <td>CITY/COUNTY</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>NONPROFITS</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>TOTALS</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> </tbody> </table>	MINNESOTA	2016	2015	2014	K-12	360	239,568	78,157	HIGHER ED	0	0	0	CITY/COUNTY	0	0	0	NONPROFITS	0	0	0	TOTALS	0	0	0					NORTH DAKOTA	2016	2015	2014	K-12	37,131	0	0	HIGHER ED	0	480	0	CITY/COUNTY	0	0	0	NONPROFITS	0	0	0	TOTALS	0	0	0					SOUTH DAKOTA	2016	2015	2014	K-12	360	600	0	HIGHER ED	4,171	34,110	72,397	CITY/COUNTY	0	0	0	NONPROFITS	0	0	0	TOTALS	0	0	0
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TOTALS	0	0	0																																																																														
<p>15. Provide evidence of what your organization is doing to remain viable and stable in the athletic surfaces (tracks and courts) market.</p>	<p>Dynamic is always striving to provide the latest technology and lowest cost to our customers. Dynamic does not engage in high dollar marketing, lavish trade show events or pay for high profile installations. These are costs that add nothing to the quality or value of our product, but rather, drive up the cost to an end user.</p>																																																																																
<p>16. Describe what generally differentiates your company from your key competitors as it pertains to athletic surfaces (tracks and courts) and installation services.</p>	<p>Dynamic's products are 100 percent environmentally friendly, safe, free from dangerous heavy metals, and have ultra-low VOC's. Dynamic is an ethically-run company with great Customer Service. In addition, our employees have solid expertise in their respective areas.</p>																																																																																
<p>17. Please describe your customer retention (e.g. customers who are served that continue to be repeat customers).</p>	<p>Dynamic ensures every customer is happy with their project, so it is not out of the ordinary to see them again. Our products are built to last though, so the repeat business may take 10+ years.</p>																																																																																
<p>18. How many clients/customers does your company, on average, provide material and/or material and installation services for each year.</p>	<p>On the average, Dynamic provides services, products or installations to over 150 customers per year all across the US.</p>																																																																																
<p>19. Using the map provided in the RFP (Appendix A), please identify the regions and/or states that your company is <u>not</u> able to service. Please designate why your company is <u>not</u> able to service a particular region and/or state.</p>	<p>The map in Appendix A does not list any states where Dynamic is restricted from servicing in terms of product sales or installations.</p>																																																																																
Project Personnel																																																																																	
<p>20. If awarded, how many staff members will be dedicated to working directly with CPC's participating agencies? How many staff members will be dedicated to sales, delivery, installation, training, maintenance and support? Of those mentioned, please include the average tenure in their job</p>	<p>Dynamic is able to manage and staff all projects successfully as it has the benefit of using full time employees not subcontractors. Dynamic can dedicate no less than 3 qualified employees to consult with on development and technical issues as well as assist with product selection. All installation teams have over 20 years of combined experience along with the President of the company.</p>																																																																																

duties.	
21. Please state the certification requirements required by the manufacturer to sell and install their products.	Dynamic supplies and installs all of our own products. Dynamic owns all the right to the DynaSport® product line. Dynamic is not a distributor of the products, but rather sells and installs them as part of a single step streamlined method of distribution.
22. Please explain the certifications and/or trainings your installers possess and adhere to.	All of Dynamic's installers can demonstrate a thorough knowledge of installation practices in this specialized field and are ready to serve the needs of the agencies at any time.
23. Subcontractors for Installation: will your company be using subcontractors to conduct any installations through the result of this solicitation? If so, how do you plan to educate the subcontractor(s) who will conduct the installation to ensure they will comply with the terms and conditions of the contract. <u>Whether using subcontractors or not, a respondent must complete and submit the Subcontractor Utilization Form in their response.</u>	Dynamic currently has no plans to use subcontractors for jobs located in your tri-state region except as noted on the Utilization Form.
24. At times there are issues with installation personnel adhering to the rules and regulations of the agency (e.g. no smoking on grounds, keeping grounds free of debris). Please describe what measures are taken to ensure all agencies' rules and regulations are followed. .	Dynamic's full time employees are trained to conduct themselves in a professional manner adhering to all of the rules and regulations set by the specific project in addition to our own stringent rules of conduct. Dynamic has an established Safety Program in place that all employees must adhere to. In addition, Dynamic has a Drug Free Policy in place that must be followed as well.
Assessment, Design & Layout	
25. Assessment, Design and Layout: Please describe how your company would work with a participating agency to assess and design the layout of a new running track and court? Of a track or court resurfacing? How do you match the needs of the agency? What factors are considered when working with an agency?	Dynamic works directly with project owners to understand and define their uses and needs in order to prepare the layout drawings and actual event marketing and stripings. Dynamic's process is the same for tracks and courts. Dynamic reviews the anticipated uses for a facility with the agency/owner to determine the necessary products to match their needs. A project owner's uses and long-term needs are considered.
26. Describe any assessment, design and layout services that your company offers.	Dynamic is able to provide initial to final design and layout services for track and court layout and marking.
27. Describe the sales process that your company would take with an educational agency (i.e. school)? Will this process differ from a city, county or nonprofit agency? If so, please describe both processes.	Dynamic will meet with an agency to discuss their needs, goals and budget in order to make product recommendations. The process is the same regardless of the prospective customer.
28. Describe your company's ordering process and what methods can be used by participating agencies to place or create orders?	Upon confirmation of an order and approval of project design layout, Dynamic has materials manufactured specifically for a project.
Delivery & Installation	
29. Inventory: where are your company's distribution hubs located? What is the service/fill rate of inventory from those locations?	Dynamic's inventory hubs are located in: Central Texas, with a 10% fill rate Pennsylvania, with a 25% fill rate St. Louis, Missouri, with a 15% fill rate

30. Briefly explain your delivery policy and the lead time required from a participating agency placing an order to receipt of delivery.	The entire project completion lead time is approximately 21 days. This includes order processing, material selection, site preparation, receipt of raw materials, completion of athletic surface and clean up/disposal.
31. At times there are issues with service and/or deliveries. Please describe your process for addressing issues with participating agencies.	Dynamic will make every effort to ensure an on-time delivery of the raw materials needed to complete the project in a timely manner. If a delay is anticipated, Dynamic will reach out to their contact at the agency and keep them informed.
32. Describe all delivery and installation services that your company offers.	Dynamic is able to supply and install all types of gym flooring, court surfacing, and running track surfaces.
33. Due to weather and climate restrictions, CPC's tri-state area may be limited to certain time periods for installation. Please describe how your company will provide a project timeline and how they will update/communicate changes to the timeline as installation approaches.	If the prearranged schedule were to change due to weather restrictions, the designated Dynamic representative would contact the agency representative to make alternate plans. Dynamic will make every possible effort to ensure the final delivery date is adhered to and met.
34. Describe the inspection, preparation, installation, post-construction, protection, clean up and restoration that your company provides as a turnkey athletic surface solution.	Dynamic's full time employees offer a full service, turnkey solution when providing a quality athletic surface. They handle all of the inspections, site preparation, installation, post-construction items, protection of the surrounding areas, clean up and restoration of the work site to a clean and usable site.
35. Installation Teams: Please describe the duties of your installation teams, project roles, and any applicable certifications your installers hold.	All Dynamic installation teams, including a project foreman, provide onsite project management and installation team supervision. Dynamic foremen possess at a minimum OSHA 10 or OSHA 30 certifications.
36. Please describe how a project's manager takes the lead and coordinates all the work on the project with any separate contractors or service providers to ensure a project is completed on time.	A Dynamic Project Manager is assigned to each project upon award. They manage contracts, submittals, scheduling, material procurement and delivery for the Project Foreman Supervisor.
37. Please describe how your company will handle the salvaging, recycling, and disposal of wastes from the project site.	To the extent there are items to be disposed of following the installation of a project, they are either recycled or disposed of in accordance with laws and regulations.
38. Please describe the manuals that will be submitted to the agency once the project has been completed (e.g. equipment, maintenance, warranty, systems, components).	Dynamic submits a close out manual which includes a Warranty and Care and Maintenance Manual.
39. Please describe your warranty process and/or any protection plans that your company may offer participating agencies. Please note, all extended warranty options (other than standard warranties) and protection plans must be noted in Form C - Pricing Schedule.	Warranties are managed from Dynamic's corporate office. Warranty claims are reviewed by a Dynamic Project Manager and coordinated through them.
Miscellaneous	
40. Please describe any other "value adds" and or services your company can bring to CPC's participating agencies.	As an added benefit, Dynamic will include a maintenance training session for each installation. In addition, as noted below, if the agency chooses to pay with a credit card, Dynamic will absorb the credit card processing fee.
41. What are your payment terms?	Net 30
42. Does your company accept payment by procurement card? If so, is the participating agency assessed a fee for purchasing with	Yes, Dynamic accepts credit and procurement cards for the payment of products and services. There is no fee passed on to the user. Dynamic absorbs the related fees for credit card processing.

a procurement card?	
43. Does your company offer any prompt payment discounts? If so, please describe.	Dynamic does not offer any prompt payment discounts at this time.
<p>44. Does your company currently work with a leasing/financing agency? If so, please describe your partnership and/or relationship.</p> <p>Is your company willing to partner with CPC's partnered vendor for leasing/financing options to present alternative pricing methods to participating agencies?</p>	Dynamic does not currently work with a leasing/financing agency.
45. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.	There are no additional stipulations and/or requirements Dynamic wishes to add at this time.
46. List any exceptions that your company is requesting to the terms set forth in the Instructions to Respondents and Technical Specifications.	None

Form C.1 - Base Pricing

*Please note this workbook has multiple tabs.

Instructions. The Technical Specifications refer to the type and quality of products and services being offered. Please complete the following form for all athletic surfaces: tracks and courts, equipment, services, supplies, and related items that are being solicited. The pricing entered on this form affirms that your organization has accepted the specifications to obtain, deliver, and provide the goods and services requested. Each respondent is encouraged to offer its complete product list and provide the best prices. Enter your company's standard list price in column E and enter the percent discount offered to CPC members in column F. Please note, column G will automatically calculate once numbers are entered in column E and F. **Respondent must identify how shipping charges are applied if they are not included in the offered base pricing.** In the tab marked C.2 - State Multiplier, enter the multiplier to be added, if any, to the base bid price to calculate that particular state's bid price. Please note this is a **required form**.

Responding Company's Name:

Dynamic Sports Construction, Inc.

REQUIRED FORM

Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
Cost Factors						
Performance and payment bond - bonding rate (percent of project)			Percent	2.90%	2%	\$ 0.03
Bonding capacity - total amount of capacity available			Dollar Amount	\$ 5,000,000.00		\$ 5,000,000.00
CPC discounts offered on individual manufacturer's published price			Percent	\$ 2.00		\$ 2.00
Alternative methods of costing - percent of overhead/markup to cost			Percent	17%	2%	\$ 0.17
Labor Class						
Engineering Services			Hourly Rate			\$ -
Design Services			Hourly Rate			\$ -
Project Manager			Hourly Rate	\$ 51.00	2%	\$ 49.98
On Site Superintendent			Hourly Rate	\$ 38.00	2%	\$ 37.24
Crew Supervisor			Hourly Rate	\$ 34.00	2%	\$ 33.32
Installer			Hourly Rate			\$ -
Laborer			Hourly Rate	\$ 19.00	2%	\$ 18.62
On Site Superintendent			Overtime Hourly Rate	\$ 57.00	2%	\$ 55.86
Crew Supervisor			Overtime Hourly Rate	\$ 51.00	2%	\$ 49.98
Installer			Overtime Hourly Rate			\$ -
Laborer			Overtime Hourly Rate	\$ 28.50	2%	\$ 27.93
						\$ -
						\$ -
Installation of New Running Track or Court Surface on a Concrete or Asphalt Base, Add more lines as needed for product and services not specified:						
6 Lane Track						
To install a 1/2" Black Latex running track include all material and labor	Dynamic Sports Const.	Black DynaFasTrack™	Sq. Ft.	\$ 2.16	2%	\$ 2.12
To install a 3/8" Black Latex running track include all material and labor	Dynamic Sports Const.	Black DynaFasTrack™	Sq. Ft.	\$ 1.75	2%	\$ 1.72
To install a 1/2" Red Latex running track include all material and labor	Dynamic Sports Const.	Red DynaFasTrack®	Sq. Ft.	\$ 3.18	2%	\$ 3.12
To install a 3/8" Red Latex running track include all material and labor	Dynamic Sports Const.	Red DynaFasTrack®	Sq. Ft.	\$ 2.70	2%	\$ 2.65
To install a permeable BLACK Polyurethane Track's Base Mat running track include all material and labor	Dynamic Sports Const.	DynaTrack-S1B™	Sq. Ft.	\$ 3.27	2%	\$ 3.20
To install a permeable RED Polyurethane Track's Base Mat running track include all material and labor	Dynamic Sports Const.	DynaTrack-S1E™	Sq. Ft.	\$ 5.74	2%	\$ 5.63
To install a permeable BLACK OR RED Polyurethane Track's Base Mat Structural running track include all material and labor	Dynamic Sports Const.	DynaTrack-S2™	Sq. Ft.	\$ 3.88	2%	\$ 3.80
To install a permeable GREEN, BLUE OR GREY Polyurethane Track's Base Mat Structural running track include all material and labor	Dynamic Sports Const.	DynaTrack-S2™	Sq. Ft.	\$ 4.33	2%	\$ 4.24
To install an impermeable BLACK OR RED Polyurethane Track's Base Mat Structural running track include all material and labor	Dynamic Sports Const.	DynaTrack-S3™	Sq. Ft.	\$ 4.69	2%	\$ 4.60
To install an impermeable GREEN, BLUE OR GREY Polyurethane Track's Base Mat Structural running track include all material and labor	Dynamic Sports Const.	DynaTrack-S3™	Sq. Ft.	\$ 5.13	2%	\$ 5.03
To install an impermeable BLACK Polyurethane Track's Base Mat Sandwich running track include all material and labor	Dynamic Sports Const.	DynaTrack-S4™	Sq. Ft.	\$ 5.87	2%	\$ 5.75
To install a RED impermeable Polyurethane Track's Base Mat Sandwich running track include all material and labor	Dynamic Sports Const.	DynaTrack-S4™	Sq. Ft.	\$ 6.55	2%	\$ 6.42
To install a GREY, BLUE OR GREEN impermeable Polyurethane Track's Base Mat Sandwich running track include all material and labor	Dynamic Sports Const.	DynaTrack-S4™	Sq. Ft.	\$ 7.23	2%	\$ 7.09
To install a BLACK Polyurethane Tracks' Full Pour (Impermeable) running track include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 6.68	2%	\$ 6.55
To install a RED Polyurethane Tracks' Full Pour (Impermeable) running track include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 7.33	2%	\$ 7.18
To install a GREY BLUE OR GREEN Polyurethane Tracks' Full Pour (Impermeable) running track include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 7.74	2%	\$ 7.59
To install a BLACK Polyurethane Tracks' Full Pour (Impermeable) running track with a micro-encapsulated finish include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 7.52	2%	\$ 7.37
To install a RED Polyurethane Tracks' Full Pour (Impermeable) running track micro-encapsulated finish include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 8.23	2%	\$ 8.07
To install a GREY BLUE OR GREEN Polyurethane Tracks' Full Pour (Impermeable) running track micro-encapsulated finish include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 8.72	2%	\$ 8.55
To install a Pre-manufactured Rubber Track include all material and labor			Sq. Ft.			\$ -
						\$ -
8 Lane Track						
To install a 1/2" Black Latex running track include all material and labor	Dynamic Sports Const.	Black DynaFasTrack™	Sq. Ft.	\$ 2.10	2%	\$ 2.06
To install a 3/8" Black Latex running track include all material and labor	Dynamic Sports Const.	Black DynaFasTrack™	Sq. Ft.	\$ 1.73	2%	\$ 1.70
To install a 1/2" Red Latex running track include all material and labor	Dynamic Sports Const.	Red DynaFasTrack®	Sq. Ft.	\$ 3.12	2%	\$ 3.06
To install a 3/8" Red Latex running track include all material and labor	Dynamic Sports Const.	Red DynaFasTrack®	Sq. Ft.	\$ 2.65	2%	\$ 2.60

Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
To install a permeable BLACK Polyurethane Track's Base Mat running track include all material and labor	Dynamic Sports Const.	DynaTrack-S1B™	Sq. Ft.	\$ 2.89	2%	\$ 2.83
To install a permeable RED Polyurethane Track's Base Mat running track include all material and labor	Dynamic Sports Const.	DynaTrack-S1E™	Sq. Ft.	\$ 5.39	2%	\$ 5.28
To install a permeable BLACK OR RED Polyurethane Track's Base Mat Structural running track include all material and labor	Dynamic Sports Const.	DynaTrack-S2™	Sq. Ft.	\$ 3.62	2%	\$ 3.55
To install a permeable GREEN, BLUE OR GREY Polyurethane Track's Base Mat Structural running track include all material and labor	Dynamic Sports Const.	DynaTrack-S2™	Sq. Ft.	\$ 4.06	2%	\$ 3.98
To install an impermeable BLACK OR RED Polyurethane Track's Base Mat Structural running track include all material and labor	Dynamic Sports Const.	DynaTrack-S3™	Sq. Ft.	\$ 4.35	2%	\$ 4.26
To install an impermeable GREEN, BLUE OR GREY Polyurethane Track's Base Mat Structural running track include all material and labor	Dynamic Sports Const.	DynaTrack-S3™	Sq. Ft.	\$ 4.73	2%	\$ 4.64
To install an impermeable BLACK Polyurethane Track's Base Mat Sandwich running track include all material and labor	Dynamic Sports Const.	DynaTrack-S4™	Sq. Ft.	\$ 5.51	2%	\$ 5.40
To install a RED impermeable Polyurethane Track's Base Mat Sandwich running track include all material and labor	Dynamic Sports Const.	DynaTrack-S4™	Sq. Ft.	\$ 6.22	2%	\$ 6.10
To install a GREY, BLUE OR GREEN impermeable Polyurethane Track's Base Mat Sandwich running track include all material and labor	Dynamic Sports Const.	DynaTrack-S4™	Sq. Ft.	\$ 6.84	2%	\$ 6.70
To install a BLACK Polyurethane Tracks' Full Pour (Impermeable) running track include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 6.39	2%	\$ 6.26
To install a RED Polyurethane Tracks' Full Pour (Impermeable) running track include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 7.05	2%	\$ 6.91
To install a GREY, BLUE OR GREEN Polyurethane Tracks' Full Pour (Impermeable) running track include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 7.42	2%	\$ 7.27
To install a BLACK Polyurethane Tracks' Full Pour (Impermeable) running track with a micro-encapsulated finish include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 7.08	2%	\$ 6.94
To install a RED Polyurethane Tracks' Full Pour (Impermeable) running track with a micro-encapsulated finish include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 7.78	2%	\$ 7.62
To install a GREY BLUE OR GREEN Polyurethane Tracks' Full Pour (Impermeable) running track with a micro-encapsulated finish include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 8.32	2%	\$ 8.15
Courts						
To install a 6mm Singles Tennis Court include all material and labor	Dynamic Sports Const.	6mm DynaForce®	Sq. Ft.	\$ 7.09	2%	\$ 6.95
To install a 9mm Singles Tennis Court include all material and labor	Dynamic Sports Const.	9mm DynaForce®	Sq. Ft.	\$ 7.55	2%	\$ 7.40
To install a 6mm Doubles Tennis Court include all material and labor	Dynamic Sports Const.	6mm DynaForce®	Sq. Ft.	\$ 6.31	2%	\$ 6.18
To install a 9mm Doubles Tennis Court include all material and labor	Dynamic Sports Const.	9mm DynaForce®	Sq. Ft.	\$ 6.77	2%	\$ 6.63
To install a 6mm Basketball Court include all material and labor	Dynamic Sports Const.	6mm DynaForce®	Sq. Ft.	\$ 6.51	2%	\$ 6.38
To install a 9mm Basketball Court include all material and labor	Dynamic Sports Const.	9mm DynaForce®	Sq. Ft.	\$ 6.88	2%	\$ 6.74
To install two 6mm Basketball Courts include all material and labor	Dynamic Sports Const.	6mm DynaForce®	Sq. Ft.	\$ 5.88	2%	\$ 5.76
To install two 9mm Basketball Courts include all material and labor	Dynamic Sports Const.	9mm DynaForce®	Sq. Ft.	\$ 6.34	2%	\$ 6.21
To install three or more 6mm Basketball Courts include all material and labor	Dynamic Sports Const.	6mm DynaForce®	Sq. Ft.	\$ 5.37	2%	\$ 5.26
To install three or more 9mm Basketball Courts include all material and labor	Dynamic Sports Const.	9mm DynaForce®	Sq. Ft.	\$ 5.79	2%	\$ 5.67
Installation of a Running Track or Court's Concrete or Asphalt Base. Add more lines as needed for product and services not specified:						
To install an asphalt base for 6 lane running track include all material and labor			Sq. Ft.			\$ -
To install an asphalt base for 8 lane running track include all material and labor			Sq. Ft.			\$ -
To install a concrete base for 6 lane running track include all material and labor			Sq. Ft.			\$ -
To install a concrete base for 8 lane running track include all material and labor			Sq. Ft.			\$ -
To install an asphalt base for tennis or basketball court include all material and labor			Sq. Ft.			\$ -
To install a concrete base for tennis or basketball court include all material and labor			Sq. Ft.			\$ -
To install a post-tension concrete base for tennis or basketball court include all material and labor			Sq. Ft.			\$ -
Preparation, cleaning of existing stable asphalt/concrete base, prior to installation of track or court surfacing			Sq. Ft.			\$ -
Patching existing stable asphalt/concrete base, prior to installation of track or court surfacing			Sq. Ft.			\$ -
						\$ -
						\$ -
Running Track and Event Striping - Add more lines as needed for product and services not specified						
Acrylic Paint Striping for All Weather Latex Running Tracks						
New striping of 1 lane			Lane			\$ -
New striping of 2 lane			2 Lanes			\$ -
New striping of 3 Lanes			3 Lanes			\$ -
New striping of 4 Lanes			4 Lanes			\$ -
New striping of 5 Lanes			5 Lanes			\$ -
New striping of 6 Lanes			6 Lanes			\$ -

Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
New striping of 7 Lanes			7 Lanes			\$ -
New striping of 8 Lanes			8 Lanes			\$ -
New striping of additional lane			Lane			\$ -
Acrylic Paint Striping adder for Polyurethane, Polyurethane Sandwich, Polyurethane Structural, Polyurethane Full Pour Pre Manufactured Rubber Track			Track			\$ -
						\$ -
						\$ -
Acrylic Paint Restriping for All Weather Latex Running Tracks						
Restriping of 1 lane			Lane			\$ -
Restriping of 2 Lanes			2 Lanes			\$ -
Restriping of 3 Lanes			3 Lanes			\$ -
Restriping of 4 Lanes			4 Lanes			\$ -
Restriping of 5 Lanes			5 Lanes			\$ -
Restriping of 6 Lanes			6 Lanes			\$ -
Restriping of 7 Lanes			7 Lanes			\$ -
Restriping of 8 Lanes			8 Lanes			\$ -
Restriping of Additional Lane						\$ -
Acrylic Paint Restriping adder for Polyurethane, Polyurethane Sandwich, Polyurethane Structural, Polyurethane Full Pour Pre Manufactured Rubber Track			Track			\$ -
						\$ -
						\$ -
Paint Play Lines for Tennis or Basketball Courts - Add more lines as needed for product and services not specified.						
Singles Tennis Court			Court			\$ -
Doubles Tennis Court			Court			\$ -
Basketball Court			Court			\$ -
Volleyball Court			Court			\$ -
Restriping Singles Tennis Court			Court			\$ -
Restriping Doubles Tennis Court			Court			\$ -
Restriping Basketball Court			Court			\$ -
Restriping Volleyball Court			Court			\$ -
						\$ -
						\$ -
Site Work - Add lines for product and services offered.						
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
Warranty - Add lines for warranty and maintenance agreements offered.						
all products include a 5 year warranty against defects in materials and labor						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
Surfacing Materials						
Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
Running Track/Tennis - Add more lines as needed for product and services not specified.						
SBR Latex Binder			Cost Per Gallon			\$ -
Latex Primer			Cost Per Gallon			\$ -
Acrylic Top Coat			Cost Per Gallon			\$ -
SBR Rubber Granules - Black 1-4 mm			Cost Per Lbs			\$ -
SBR Rubber Granules - Colored 1-4 mm			Cost Per Lbs			\$ -
EPDM Rubber Granules - Black 1-4 mm			Cost Per Lbs			\$ -
EPDM Rubber Granules - Colored 1-4 mm			Cost Per Lbs			\$ -
Polyurethane - Binder			Cost Per Gallon			\$ -
Polyurethane - Primer			Cost Per Gallon			\$ -
Aliphatic Binder or Top Coat			Cost Per Gallon			\$ -
Polyurethane - Top Coat			Cost Per Gallon			\$ -
Prefabricated Rubber Mat			Cost Per Sq. Ft.			\$ -
Prefabricated Vulcanized Rubber Mat			Cost Per Sq. Ft.			\$ -
Prefabricated Rubber Mat Adhesive			Cost Per Gallon			\$ -
Latex Track patching kit			Cost per Kit			\$ -
Polyurethane Track patching kit			Cost per Kit			\$ -
						\$ -
						\$ -
Items as a percentage off Manufacturer, Distributor, Supplier, or Contractor price list. Need to provide a copy of the price sheets that the discount will be based upon. Add more lines as needed for product and services not specified.						
Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
Pole Vault Pit			Percentage Discount			\$ -
Take-Off Boards			Percentage Discount			\$ -
Shot Put Toe Boards			Percentage Discount			\$ -
Shot Put Rings			Percentage Discount			\$ -

Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
Discus Rings			Percentage Discount			\$ -
Combination Hammer/Discus Cage and cage must meet IAAF rules			Percentage Discount			\$ -
Hammer/Discus Conversion Ring			Percentage Discount			\$ -
Water Jump Hurdle with sleeves			Percentage Discount			\$ -
Water Jump Cover			Percentage Discount			\$ -
Long Jump Sandpits and Traps.			Percentage Discount			\$ -
Sand for Sand Pits and Traps			Percentage Discount			\$ -
Tennis Net Posts and Sleeves Equipment			Percentage Discount			\$ -
Tennis Center Strap Anchor			Percentage Discount			\$ -
Tennis Nets			Percentage Discount			\$ -
Tennis Wind Screens			Percentage Discount			\$ -
Tennis Backdrop Curtains			Percentage Discount			\$ -
Tennis Court Dividers			Percentage Discount			\$ -
Basketball Goal Post			Percentage Discount			\$ -
Basketball Backboards			Percentage Discount			\$ -
Basketball Mesh nets			Percentage Discount			\$ -
Basketball Hoop rings 18"			Percentage Discount			\$ -
						\$ -
						\$ -
Track Resurfacing						
Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
6 Lane Track						
To resurface a Latex running track include all material and labor	Dynamic Sports Const.	DynaTrack™	Cost Sq. Ft.	\$ 1.56	2%	\$ 1.53
To resurface a Polyurethane Tracks Base Mat running track include all material and labor	Dynamic Sports Const.	DynaTrack™	Cost Sq. Ft.	\$ 1.90	2%	\$ 1.86
To resurface a Polyurethane Tracks Base Mat Structural running track include all material and labor	Dynamic Sports Const.	DynaTrack™	Cost Sq. Ft.	\$ 1.90	2%	\$ 1.86
To resurface a Polyurethane Tracks Base Mat Sandwich running track include all material and labor	Dynamic Sports Const.	DynaTrack™	Cost Sq. Ft.	\$ 4.38	2%	\$ 4.29
To resurface a Polyurethane Tracks Full Pour (Impermeable) running track include all material and labor	Dynamic Sports Const.	DynaTrack™	Cost Sq. Ft.	\$ 4.38	2%	\$ 4.29
To resurface a Pre-manufactured Rubber Tracks include all material and labor			Cost Sq. Ft.			\$ -
						\$ -
						\$ -
8 Lane Track						
To resurface a Latex running track include all material and labor	Dynamic Sports Const.	DynaTrack™	Cost Sq. Ft.	\$ 1.50	2%	\$ 1.47
To resurface a Polyurethane Tracks Base Mat running track include all material and labor	Dynamic Sports Const.	DynaTrack™	Cost Sq. Ft.	\$ 1.81	2%	\$ 1.77
To resurface a Polyurethane Tracks Base Mat Structural running track include all material and labor	Dynamic Sports Const.	DynaTrack™	Cost Sq. Ft.	\$ 1.81	2%	\$ 1.77
To resurface a Polyurethane Tracks Base Mat Sandwich running track include all material and labor	Dynamic Sports Const.	DynaTrack™	Cost Sq. Ft.	\$ 4.22	2%	\$ 4.14
To resurface a Polyurethane Tracks Full Pour (Impermeable) running track include all material and labor	Dynamic Sports Const.	DynaTrack™	Cost Sq. Ft.	\$ 4.22	2%	\$ 4.14
To resurface a Pre-manufactured Rubber Tracks include all material and labor			Cost Sq. Ft.			\$ -
						\$ -
						\$ -
Miscellaneous Materials - Add more lines as needed for product and services not specified.						
Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
Clean sand for sand pits			Cost Per Yard			\$ -
Silica sand (30, 60 or 70 mesh)			Cost Per Lbs			\$ -
Portland cement (90 lb. bag)			Cost Per Bag			\$ -
Latex crack filler			Cost Per Gallon			\$ -
Urethane caulking (tube)			Cost Per Tube			\$ -
Latex binder (various colors)			Cost Per Gallon			\$ -
White Line Paint			Cost Per Gallon			\$ -
Concrete Sealer			Cost Per Gallon			\$ -
Clear Top Coat			Cost Per Gallon			\$ -
Concrete Resin Compound			Cost Per Gallon			\$ -
						\$ -
						\$ -
						\$ -
Drainage - Add more lines as needed for product and services not specified.						
Track drainage			Cost per Linear Ft			\$ -
Court Drainage			Cost per Linear Ft			\$ -
						\$ -
						\$ -
Curbing - Add more lines as needed for product and services not specified.						
Removable Track Curbing			Cost per Linear Ft			\$ -
Concrete Curbing			Cost per Linear Ft			\$ -
Asphalt Curbing			Cost per Linear Ft			\$ -
						\$ -
						\$ -
Track Certifications - Add more lines as needed for product and services not specified.						
Class 5 ASBA Certifications			Per Track	\$ 2,850.00	2%	\$ 2,793.00
Class 4 ASBA Certification			Per Track	\$ 4,620.00	2%	\$ 4,527.60
Class 3 ASBA Certification			Per Track	\$ 7,015.00	2%	\$ 6,874.70
						\$ -
						\$ -
Miscellaneous Items - Add more lines as needed for product and services not specified.						
Plant New Grass or Sod			Cost Per Sq. Ft.			\$ -
Re-seed Grass			Cost Per Sq. Ft.			\$ -

Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
						\$ -
						\$ -
						\$ -

Form C.2 - State Multiplier

***Please note this workbook has multiple tabs.**

Instructions. For each of the states listed below, provide your multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product. For further clarification, please review the Standard Terms and Conditions found in the Technical Specifications of this RFP.

Responding Company's Name: Dynamic Sports Construction, Inc.

REQUIRED FORM

Project types	Minnesota Multiplier	North Dakota Multiplier	South Dakota Multiplier
Non-prevailing wage project:	0.00%	0.00%	0.00%
Prevailing wage project:	10.00%	10.00%	10.00%
Davis Bacon wage project:	12.00%	12.00%	12.00%

Form C.3 - Volume Discounts

***Please note this spreadsheet has multiple workbooks/tabs.**

Instructions. Please complete the form below if your company is offering additional discounts for a one time purchase OR a group of local agencies in a geographic area are combining requirements (estimate annual spend). This form has been formatted to print to one page width. Please note this is an **optional form**.

Responding Company's Name: Dynamic Sports Construction, Inc.

OPTIONAL FORM

Dollar Amount From	Dollar Amount To	Catalog	Additional Discount Offered

Form D – References

Instructions: Please provide three references in the spaces below. References should be from organizations that have purchased and/or used products and/or services that relate to the scope of this RFP.

Responding Company's Name:	
Reference #1 – Product/Service Used:	
Reference Name	
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	
Notes (for CPC use only):	

Reference #2 – Product/Service Used:	
Reference Name	
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	
Notes (for CPC use only):	

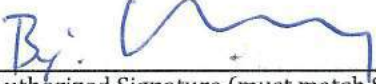
Reference #3 - Product/Service Used:	
Reference Name	
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	
Notes (for CPC use only):	

Form E – Level of Support

Instructions: Please indicate the level of support you will offer on this contract category. Check only one box in each section.

Prices are (check one box):	
<input checked="" type="checkbox"/>	No different from what we ordinarily offer to individual members.
<input type="checkbox"/>	Two percent (2%) lower than our best price to individual members.
<input type="checkbox"/>	Three percent (3%) lower than our best price individual members.
<input type="checkbox"/>	Four percent (4%) lower than our best price to individual members.
<input type="checkbox"/>	Five percent (5%) lower than our best price to individual members.
<input type="checkbox"/>	Ten percent (10%) lower than our best price to individual members.
<input type="checkbox"/>	Other, please explain

Prices are (check one box):	
<input checked="" type="checkbox"/>	No different from what we ordinarily offer to other consortiums.
<input type="checkbox"/>	Two percent (2%) lower than our best price to other consortiums.
<input type="checkbox"/>	Three percent (3%) lower than our best price other consortiums.
<input type="checkbox"/>	Four percent (4%) lower than our best price to other consortiums.
<input type="checkbox"/>	Five percent (5%) lower than our best price to other consortiums.
<input type="checkbox"/>	Ten percent (10%) lower than our best price to other consortiums.
<input type="checkbox"/>	Other, please explain

By:  President
 Authorized Signature (must match Signature on Form F)

2-3-17
 Date

Form F - Assurance of Compliance

The respondent has carefully checked the accuracy of all items including description, price per unit, and listed total price per item in this proposal. In addition, the respondent accepts the general provisions of the proposal, including delivery timelines, and all responsibilities of delivery as outlined.

The respondent is aware of any detailed and special conditions. This form establishes the minimum criteria that a "responsible contractor" must meet to be awarded a contract resulting from this solicitation, this criteria includes:

- Compliance with workers' compensation and unemployment compensation requirements, registration with the Department of Revenue and DEED, and has a valid federal tax identification number (or Social Security number, if an individual);
- Compliance with: minimum wages, overtime, prevailing wages, timely payment of wages to employees, no misrepresentation of employment relationship, Fair Labor Standards Act, and U.S. federal prevailing wage, all according to existing statutes, and the bill specifies when a violation occurs;
- Compliance with (an no violations in past three years) of 181.723 (independent contractors); and chapter 326B (construction codes and licensing);
- No current tax liens or tax delinquencies;
- Not currently debarred by the federal government, the state, or a municipality;
- Subcontractors or vendors the awarded vendor(s) intends to use have verified that they meet the clauses mentioned above.

CPC members are not obligated to verify any of the information in the contractor certification and have no liability if they reasonably rely on the certification statement in awarding the contract, or if they decline to award the contract based on a reasonable determination that the awarded vendor(s)/contractor failed to verify compliance.

In submitting this proposal, it is understood that the respondent is submitting a signed statement under oath verifying the respondent as a "responsible contractor". CPC reserves the right to reject any or all proposals, and it is agreed that this proposal may not be withdrawn during a period of one hundred-twenty (120) days from the time of the opening date.

Company Name: Dynamic Sports Construction, Inc.

Authorized Agent's Signature: Br. [Signature]

Agent's Name (printed): Robert M. Wolessensky, Jr., President

Address: 301 Sonny Drive

City/State/Zip: Leander, TX 78641

Telephone Number: 512-260-6722 Email: bobw@dynamicsportsconstruction.com

Form G - Contract Offer & Award

OFFER TO BE COMPLETED BY VENDOR

In compliance with the Request for Proposal, the undersigned warrants that I/we have examined the Instructions to Respondents and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance of this proposal.

The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the Cooperative Purchasing Connection as stated in the evaluation section, will be a consideration in making the award.

This contract offer and award binds said vendor to all terms and conditions stated in the proposal until a contract has been signed by both parties.

Company Name: Dynamic Sports Construction, Inc.

Address: 301 Sonny Drive

City: Leander State: TX Zip: 78641

Contract Contact Person: Melissa Lowdermilk

Authorized Signature: By: 

Printed Name: Robert M. Wolessensky, Jr., President

ACCEPTANCE OF OFFER AND CONTRACT AWARD TO BE COMPLETED ONLY BY THE COOPERATIVE PURCHASING CONNECTION

Contract Term: It is the Cooperative Purchasing Connection's intent to award a contract for Athletic Surfaces: Track and Courts. The contract term may be renewed annually, up to three (3) additional terms.

CPC Authorized Signature

17.8 - ATC
Contract Number

Awarded this _____ day of _____, 2017.

Form H – Proposal Checklist

The following items/submittals are required to be qualified as a respondent to the RFP. Respondents must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase (www.publicpurchase.com). Please take a moment to review the checklist provided and ensure all of the necessary documents have been uploaded with your response.

Your organization's uploaded proposal should include the following submitted and correctly labeled documents:

1. Form A – Vendor Information – Name of Company
i. Submit as a PDF, not scanned.
2. Form B – Questionnaire – Name of Company
i. Submit as a Word (.doc or .docx) document.
3. Form C – Pricing Schedule – Name of Company
i. Submit as an Excel (.xls or .xlsx) document.
4. Form D - References – Name of Company
i. Submit as a PDF, not scanned.
5. Form E – Level of Support – Name of Company
i. Printed, signed, and scanned, submit as PDF.
6. Form F – Assurance of Compliance – Name of Company
i. Printed, signed, and scanned, submit as PDF.
7. Form G – Contract Offer and Award – Name of Company
i. Printed, signed, and scanned, submit as PDF.
8. Form H – Proposal Checklist – Name of Company
i. Printed, signed, and scanned, submit as PDF.
9. Addendum Acknowledgement Form – Name of Company
i. Printed, signed, and scanned, submit as PDF.
10. Subcontractor Utilization Form – Name of Company
i. Submit as a PDF, not scanned.

IMPORTANT: Forms MUST be submitted electronically in the format indicated for the proposal to receive consideration. MS Word documents with inserted images of completed documents will not be accepted. Please double check your uploaded documents for completion prior to submission.

By:  President

Authorized Signature

2-3-17

Date

Addendum Acknowledgement Form

Instructions: Please acknowledge receipt of all addenda issues with this solicitation by completing this addendum acknowledgement form. Check the box next to each addendum received and sign below. If no addenda were issued, sign the bottom section to verify. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgement: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specifications, etc.

Addendum Numbers Received (check the box next to each addendum received):


- | | |
|---|---|
| <input type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 5 |
| <input type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 6 |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 8 |

I understand that failure to confirm receipt of addenda may cause for rejection of this response.

Authorized Signature

Date

Acknowledgement: I hereby acknowledge that no addenda were issued during this solicitation process. I understand that failure to confirm this acknowledgement may cause for rejection of this response.

By:  President

Authorized Signature

2-3-17

Date

Cooperative Purchasing Connection

PARTNERED VENDOR/SUBCONTRACTOR UTILIZATION

(This form must be completed and returned with your response)

RFP Name:

RFP Number:

Partnered Vendor Name:

If a subcontractor will not be used, check this box:

List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Company Name:

Street Address:

City, State, Zip:

Telephone:

Primary Contact:

Email Address of Contact:

Services to be provided:

Company Name:

Street Address:

City, State, Zip:

Telephone:

Primary Contact:

Email Address of Contact:

Services to be provided:

Company Name:

Street Address:

City, State, Zip:

Telephone:

Primary Contact:

Email Address of Contact:

Services to be provided:

Cooperative Purchasing Connection
Tabulation Report RFP #17.8 - Athletic Surfaces: Tracks
& Courts
Vendor: Fisher Tracks, Inc.

General Comments:

General Attachments: Addendum Acknowledgement Form - Fisher Tracks, Inc..pdf
Form A - Vendor Information - Fisher Tracks, Inc..pdf
Form B - Questionnaire - Fisher Tracks, Inc..docx
Form C (1) - Pricing Schedule - Fisher Tracks, Inc..xlsx
Form C (2) - Pricing Schedule - Fisher Tracks, Inc..xlsx
Form D - References - Fisher Tracks, Inc..pdf
Form E- Level of Support - Fisher Tracks, Inc..pdf
Form F- Assurance of Compliance - Fisher Tracks, Inc..pdf
Form G - Contract Offer and Award - Fisher Tracks, Inc..pdf
Form H - Proposal Checklist - Fisher Tracks, Inc..pdf
Subcontractor Utilization Form - Fisher Tracks, Inc..pdf

Form A – Vendor Information

Company Information			
Company Name			
Address			
City/State/Zip			
Phone		Fax	
Toll Free Customer Number			

Company Contacts	
General Manager Name <ul style="list-style-type: none"> • Email • Phone 	
Sales Manager Name <ul style="list-style-type: none"> • Email • Phone 	
Customer Service Manager Name <ul style="list-style-type: none"> • Email • Phone 	
Account Manager(s) for the Cooperatives Name(s) <ul style="list-style-type: none"> • Email • Phone 	

Responsibilities	
CPC New Member Notification <ul style="list-style-type: none"> • Name • Email/Phone 	
CPC Member Customer Service <ul style="list-style-type: none"> • Name • Email/Phone 	
Submitting Sales Reports to CPC <ul style="list-style-type: none"> • Name • Email/Phone 	
Payment of Administrative Fees to CPC <ul style="list-style-type: none"> • Name • Email/Phone 	
Conducting Audits <ul style="list-style-type: none"> • Name • Email/Phone 	

Form B – Questionnaire

Instructions. Please complete the questionnaire below by placing your company’s answers in the correlating response column.

Responding Company’s Name:	Fisher Tracks, Inc.
Question	Response
1. Provide a brief background of your organization, including the year it was founded (1-2 paragraph max.).	The Fisher family business was first incorporated in 1957. By 1977, the sole business was the construction and installation of tracks and tennis courts. Due to age and retirement of some family members, the company in 1999 (at the time known as Atlas Tracks) was split into two separate businesses. Atlas tracks retained the original name and work primarily on the West Coast and South America. Sam Fisher took over the Rocky Mountains East, Mexico, and the Caribbean and incorporated the new company under the name of Fisher Tracks in 1999.
2. Provide a brief background of the products/services you provide and how you see a partnership being implemented with schools, higher education, cities, counties, and nonprofits (1-2 paragraphs max.).	Sam Fisher has been involved in the construction of running tracks exclusively since 1982. He has been a Certified Track Builder since 1997 and Fisher Tracks currently is one of only two companies in the United States that has three Certified Track Builders on staff. This experience and background allows us to provide to owners a turnkey service meeting all competition requirements and construction guidelines for any of the various governing bodies for track and field.
3. As you envision it, what is your company’s role in this partnership? Please include sales and marketing strategies.	Because of our longevity, experience and track record, if you will, we receive a lot of inquiries as to how to best go about doing business with Fisher Tracks. Much of this is repeat business, as Superintendents move from district to district over time. The partnership with various cooperative purchasing agencies around the country allows the owner to be in the driver seat; as they should be.
4. Does your company market directly to potential customers? If so, how?	We attend over 40 state and national conferences each year around the country. Our display and literature places us as a strong proponent of cooperative purchasing. We reach out to all of our existing customers (which are in the thousands now due to the years of installation) and suggest cooperative purchasing as a tool for maintenance and replacement as well as refurbishment of their existing facilities.
5. Does your company have a dedicated marketing person/team with which CPC can communicate and obtain marketing materials and images? If so, please include their contact information in your response.	Darin Olofson is our dedicated CPC marketing person. His email address is dolofson@fishertracks.com , his office phone is 515-432-3191 x16, and his cell phone is 515-451-5419.
6. Is your company willing to provide printed copies of marketing materials to our regional CPC representatives?	Yes. We have in the past provided bundles of brochures and other information for various conferences, and will continue with such. These are typically small regional conferences within a state.
7. Does your company have the ability to participate in conference tradeshows in Minnesota, North Dakota and South Dakota? If so, how does your company plan to position the CPC contract at those tradeshows, if awarded? Please list any conference tradeshows that you’ve attended in those states within the last three years.	We participate in almost every statewide school board, Superintendent, business official, facilities, as well as athletic director’s conferences in Minnesota, North Dakota, and South Dakota. Our podium contains a standalone upright used for promoting cooperative purchasing. *See attached list of shows
8. Is your company available for educational presentations at each of the regional service cooperatives?	Our company is available for education presentations. We have done many such presentations at various conferences over time. Sam Fisher has presented nationally at the athletic director’s conference and many of us have presented regionally on a state-by-state basis at various conferences with respect to a tutorial on the subject of tracks themselves as well as lifecycle expectations and maintenance issues.
9. Please list other contracts you have in place that could be accessed by our membership for your products (e.g. other consortiums) in Minnesota, North Dakota and South Dakota?	Fisher Tracks is also a member of Buy Board as well as Tips-Taps. These are cooperative purchasing agencies that are very active in the Arkansas, Texas, Missouri, and Kansas areas.
10. Please list the agencies, if any, you would exempt from this contract.	No exclusions.

<p>11. Please describe how your company will position this contract to CPC's participating agencies, if awarded.</p>	<p>The construction of tracks and specifically track surfaces is a craft. Each one is different from the other. Tracks do not even have to be the same size or shape; they just simply need to be 400 meters on an imaginary path of travel called the measure line. CPC's frequently receive inquiries on building tracks and/or other track information and we work hand-in-hand with such as to supplying the requested information. Most often that inquiry is referred on to us which we are very prompt in responding to and answering any question or concerns.</p>																																																																								
<p>12. If awarded, how does your company plan to inform and train your account managers, financial/reporting personnel, sales and customer service representatives on the details and promotion of the contract?</p>	<p>As we have now been in cooperative purchasing for over 10 years, primarily through AEPA of which Minnesota was a part, we are well versed in the nuances of accounting, sales, and customer service for such.</p>																																																																								
<p>13. Please list the percentage of your revenue that is derived from the following:</p> <ul style="list-style-type: none"> • Tracks • Courts • Services 	<p>Due to the volume of our track installation business, we have now exclusively confined ourselves to the construction and installation of tracks only. Along with this, we have a service and repair arm of our company to take care of any needs of customers as they may arise.</p>																																																																								
<p>14. Please provide your company's last three years total gross sales to agencies within CPC's service area.</p>	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">MINNESOTA</th> <th style="text-align: right;">2016</th> <th style="text-align: right;">2015</th> <th style="text-align: right;">2014</th> </tr> </thead> <tbody> <tr> <td>K-12</td> <td></td> <td></td> <td></td> </tr> <tr> <td>HIGHER ED</td> <td></td> <td></td> <td></td> </tr> <tr> <td>CITY/COUNTY</td> <td></td> <td></td> <td></td> </tr> <tr> <td>NONPROFITS</td> <td></td> <td></td> <td></td> </tr> <tr> <td>TOTALS</td> <td style="text-align: right;">1,594,630.28</td> <td style="text-align: right;">1,046,807.73</td> <td style="text-align: right;">1,552,574.97</td> </tr> <tr> <th style="text-align: left;">NORTH DAKOTA</th> <th style="text-align: right;">2016</th> <th style="text-align: right;">2015</th> <th style="text-align: right;">2014</th> </tr> <tr> <td>K-12</td> <td></td> <td></td> <td></td> </tr> <tr> <td>HIGHER ED</td> <td></td> <td></td> <td></td> </tr> <tr> <td>CITY/COUNTY</td> <td></td> <td></td> <td></td> </tr> <tr> <td>NONPROFITS</td> <td></td> <td></td> <td></td> </tr> <tr> <td>TOTALS</td> <td style="text-align: right;">757,014.01</td> <td style="text-align: right;">373,202.50</td> <td style="text-align: right;">1,447,415.00</td> </tr> <tr> <th style="text-align: left;">SOUTH DAKOTA</th> <th style="text-align: right;">2016</th> <th style="text-align: right;">2015</th> <th style="text-align: right;">2014</th> </tr> <tr> <td>K-12</td> <td></td> <td></td> <td></td> </tr> <tr> <td>HIGHER ED</td> <td></td> <td></td> <td></td> </tr> <tr> <td>CITY/COUNTY</td> <td></td> <td></td> <td></td> </tr> <tr> <td>NONPROFITS</td> <td></td> <td></td> <td></td> </tr> <tr> <td>TOTALS</td> <td style="text-align: right;">1,596,846.00</td> <td style="text-align: right;">2,846,399.58</td> <td style="text-align: right;">881,531.80</td> </tr> </tbody> </table>	MINNESOTA	2016	2015	2014	K-12				HIGHER ED				CITY/COUNTY				NONPROFITS				TOTALS	1,594,630.28	1,046,807.73	1,552,574.97	NORTH DAKOTA	2016	2015	2014	K-12				HIGHER ED				CITY/COUNTY				NONPROFITS				TOTALS	757,014.01	373,202.50	1,447,415.00	SOUTH DAKOTA	2016	2015	2014	K-12				HIGHER ED				CITY/COUNTY				NONPROFITS				TOTALS	1,596,846.00	2,846,399.58	881,531.80
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<p>15. Provide evidence of what your organization is doing to remain viable and stable in the athletic surfaces (tracks and courts) market.</p>	<p>Fisher Tracks employs (3) Certified Track Builders as recognized by the American Sports Builders Association (ASBA). This is a three year designation. In order to maintain this certification a builder must not only demonstrate a proficiency in the knowledge of his or her craft but also obtain continuing education credits. Part of the continuing education credit involves attendance at the American Sports Builders Technical meetings. This keeps a builder up to date on the latest technologies, products, best construction practices, and any rule changes by the applicable governing bodies. At the present there are only 45 Certified Track Builders in the country.</p> <p>In addition to (3) Certified Track Builders on staff, Fisher Tracks plays an active role in the American Sports Builders Association. Sam Fisher has been the past Track Division President, Chairman of the Association, and been involved in the last five re-writes of the American Sports Builder Association's Track Construction Manual. Additionally, Sam Fisher has also provided numerous classes and sessions at the ASBA meetings towards the continuing education of members. Likewise, Darin Olofson and Jordan Fisher (both Certified Track Builders) are actively involved in the associations sub committees' and have authored association position papers.</p> <p>Fisher Tracks Industry involvement, certifications, and continuing education assures an owner the highest quality track surface available. We utilize the latest technology and modern construction practices as dictated by the applicable governing bodies.</p>																																																																								
<p>16. Describe what generally differentiates your company from your key competitors as it pertains to athletic surfaces (tracks and courts) and installation services.</p>	<p>Fisher Tracks employs (3) Certified Track Builders as recognized by the American Sports Builders Association (ASBA). This is a three year designation. In order to maintain this certification a builder must not only demonstrate a proficiency in the knowledge of his or her craft but also obtain continuing education credits. Part of the continuing education credit involves attendance at the American Sports Builders Technical meetings. This keeps a builder up to date on the latest technologies, products, best construction practices, and any</p>																																																																								

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17. Please describe your customer retention (e.g. customers who are served that continue to be repeat customers).	<p>A track surface is a 15-20 plus year investment for a school district. Depending upon the system, the track surface may only need maintenance once or twice during its life cycle. Therefore we communicate with owners about the history, lifecycle, and age of their facility in order that they may see the full return on their investment. By doing so we are able to maintain a majority of our original installations for our clients.</p> <p>Fisher Tracks does not employ any commissioned sales people. A quality installation, satisfied customer, and word of mouth are our best sales tools. With that being said, the average tenure of an administrator is only a few years. We have worked with multiple administrators over the years where we have been fortunate enough to install track surfaces for them at more than one school district.</p>
18. How many clients/customers does your company, on average, provide material and/or material and installation services for each year.	<p>We work with 400 to 600 different customers each year. For some, that is no more than minor repair issues or answering how-to questions with respect to certain issues that arise when dealing with an athletic facility. For others, it's all the way to the complete tear out and reconstruction of an entire athletic facility. We install over 100 full track and field surfaces annually.</p>
19. Using the map provided in the RFP (Appendix A), please identify the regions and/or states that your company is <u>not</u> able to service. Please designate why your company is <u>not</u> able to service a particular region and/or state.	<p>We are able to service and operate all regions and states as shown in Appendix A.</p> <p>Fisher Tracks corporate headquarters are located in Boone, IA. From there we service the greater Midwest region. We also have an office and warehouse in Texas to service the south central United States.</p> <p>We do not subcontract out the installation of the track surfacing.</p> <p>All installation is done by our own in house personnel. We have been blessed with an abundance of work relatively close to the central U.S. Typically we do not go much past I-25 in the west nor do we attempt to service the east coast. This allows us to most effectively service our existing clients and coordinate new installations closer to home.</p>
Project Personnel	
20. If awarded, how many staff members will be dedicated to working directly with CPC's participating agencies? How many staff members will be dedicated to sales, delivery, installation, training, maintenance and support? Of those mentioned, please include the average tenure in their job duties.	<p>There are seven of us that would primarily be involved with the CPC participating agencies. Our experience level of those seven ranges from 35 years of experience to the "least experienced" of seven years.</p>
21. Please state the certification requirements required by the manufacturer to sell and install their products.	<p>Fisher Tracks is the manufacturer as well as installer. Our installers, some of which have over 25 years' experience, all start out on an apprentice program. Everyone works their way through the various facets of track installation so that we have no weak links within an installation crew. Every Foreman is provided a detailed, job specific work order on every project. This is filled out in detail along with a project summary of the completed project.</p>
22. Please explain the certifications and/or trainings your installers possess and adhere to.	<p>Our installers, some of which have over 25 years' experience, all start out on an apprentice program. Everyone works their way through the various facets of track installation so that we have no weak links within an installation crew. Every Foreman is provided a detailed, job specific work order on every project. This is filled out in detail along with a project summary of the completed project.</p>
23. Subcontractors for Installation: will your company be using subcontractors to conduct any	<p>All installations are completed by in-house employees. The only exception to this is the track striping itself. There are just three or four very competent and knowledgeable track strippers</p>

<p>installations through the result of this solicitation? If so, how do you plan to educate the subcontractor(s) who will conduct the installation to ensure they will comply with the terms and conditions of the contract.</p> <p><u>Whether using subcontractors or not, a respondent must complete and submit the Subcontractor Utilization Form in their response.</u></p>	<p>across the country; of which we utilize all four to complete our projects. Track striping itself is a specialty and more of an art that it's really not possible to have such in house.</p>
<p>24. At times there are issues with installation personnel adhering to the rules and regulations of the agency (e.g. no smoking on grounds, keeping grounds free of debris). Please describe what measures are taken to ensure all agencies' rules and regulations are followed. .</p>	<p>Most of our employees have been with us for many years and they know what's expected of them and do a good job of policing themselves. In the event an owner or owner's agent ever has a question regarding adhesion to the rules, clean up, etc. it can be handled by a phone call to the office. Fisher Tracks can then address the situation with the foreman or supervisor to resolve the matter. Employees also know that any fine incurred for a willful infraction such as smoking/tobacco use will be paid by the individual who commits said offense. Severity or frequency of an offense can result in termination of employment.</p>
<p>Assessment, Design & Layout</p>	
<p>25. Assessment, Design and Layout: Please describe how your company would work with a participating agency to assess and design the layout of a new running track and court?</p> <p>Of a track or court resurfacing?</p> <p>How do you match the needs of the agency?</p> <p>What factors are considered when working with an agency?</p>	<p>Fisher Tracks works with all members of the design and construction team in order to help facilitate a first class facility. As Certified Track Builders we can assure accuracy of 400 meters, dimension, safety zones, design options for multisport facilities, review asphalt specifications, slope, tolerances, etc.</p> <p>When resurfacing an existing facility the first thing that we do is make a thorough evaluation of the site. This way the participating agency and Fisher Tracks are on the same page with regards to expectations and what may or may not be done during the resurfacing process.</p> <p>Often times the activities in the center of the field tend to dictate how a track should be laid out. Based on this we can then make recommendations accordingly.</p> <p>Again Fisher Tracks will work with any and all members of the design team in order to facilitate the best possible facility. Not all planning agencies have track construction experience. Track construction is really a specialty craft. As Certified Track Builders we can help guide a planning agency down the right path without having to re-invent the wheel.</p>
<p>26. Describe any assessment, design and layout services that your company offers.</p>	<p>After making an assessment of the site as well as the owner's needs, we design, layout, and specify the necessary steps to complete the proposed project. We provide specifications, solicit pricing from the various local subcontractors with respect to landscaping, drainage, asphalt, base rock, etc. We then bring a completed package back to the owner empowering them to make the appropriate decisions.</p>
<p>27. Describe the sales process that your company would take with an educational agency (i.e. school)? Will this process differ from a city, county or nonprofit agency? If so, please describe both processes.</p>	<p>Schools are almost exclusively the market for a full athletic running track. On a rare occasion a city or county parks and recs department may do a complete facility in a park. Other educational agencies may utilize a walking/jogging path or short sprint lanes as an exercise option.</p> <p>Regardless of the agency the sales process is generally the same: design/bid build or cooperative purchasing.</p>
<p>28. Describe your company's ordering process and what methods can be used by participating agencies to place or create orders?</p>	<p>Typically all an agency has to do to generate an order is to sign a Fisher Tracks furnished bid proposal, issue a purchase order or an AIA contract can be generated.</p>
<p>Delivery & Installation</p>	
<p>29. Inventory: where are your company's distribution hubs located? What is the service/fill rate of inventory from those locations?</p>	<p>Fisher Tracks maintains a large inventory in both our Texas and Iowa warehouses. Also due to our volume we receive priority attention and shipping from our various suppliers. This allows us to maintain a 100% fill rate.</p>
<p>30. Briefly explain your delivery policy and the lead time required from a participating agency placing an order to receipt of delivery.</p>	<p>Typically product is not delivered to the jobsite until our people are on site to accept such delivery. The owner is not at any time ever expected to accept delivery, offload, store, or protect the various components of a track installation. Once the surfacing installation has been scheduled the lead time with freight is approximately 10 business days.</p>
<p>31. At times there are issues with service and/or deliveries. Please</p>	<p>All deliveries and orders are scheduled and coordinated by Fisher Tracks. This minimizes any third party issues. In the event there are freight issues such as a breakdown we work</p>

describe your process for addressing issues with participating agencies.	directly with the carrier so that an owner experiences minimal if any disruption. That is the benefit of a single source of responsibility.
32. Describe all delivery and installation services that your company offers.	<p>All deliveries are scheduled such that Fisher Track's personnel are on site to accept delivery. The owner is not at any time expected to accept delivery, offload, store, or protect the various components of a track installation.</p> <p>All track surfacing is performed by Fisher Track's personnel. This includes cleaning, priming, layout, prep work, track surfacing, and striping.</p>
33. Due to weather and climate restrictions, CPC's tri-state area may be limited to certain time periods for installation. Please describe how your company will provide a project timeline and how they will update/communicate changes to the timeline as installation approaches.	Track construction from subbase, subbase compaction, asphalt installation, as well as the rubber installation is certainly weather sensitive. Temperatures are only one aspect; as rain and wind can affect any or all aspects of athletic construction. These weather parameters are laid out at the very beginning of the project for the owner to be aware of. Almost half of our surfacing installation takes place during the football season. We make every effort to avoid such. However, weather and cure times on the asphalt and concrete bases tend to dictate such due to the small window between the end of track season and the start of football. We keep the owner appraised throughout the various phases of the installation; be it a total project or just the rubberized surfacing. This minimizes any surprises at the very end. In the event a project is installed after the start of football we make every effort to try to schedule the installation during a varsity away game so as to minimize any disruption to the field.
34. Describe the inspection, preparation, installation, post-construction, protection, clean up and restoration that your company provides as a turnkey athletic surface solution.	<p>As Certified Track Builders, we have an obligation to the owner to see that everything is done to best practices. We inspect all sites prior to the arrival of any materials, as well of course as our installation crew. It is our intention to alert the owner at the earliest possible time of any detriment that could impact the longevity of their substantial investment.</p> <p>I think one of the things that we enjoy the biggest and best reputation for is our cleanup. We have had many schools tell us that we have left the site better than it was when we arrived. We allocate into each one of our jobs a significant amount of time for detail work upon completion of the project. This includes all disposal, sweeping, blowing, power washing, etc. that may be necessary to leave the facility user ready.</p>
35. Installation Teams: Please describe the duties of your installation teams, project roles, and any applicable certifications your installers hold.	<p>The duty of the installation crew is first and foremost to honor the owner's wishes and intentions and comply with all local rules and regulations. They are taught from day one that they need to be good citizens as we move from location to location and city to city. All of our installers start out on an apprentice program. Everyone works their way through the various facets of track installation so that we have no weak links within an installation crew.</p> <p>Each Foreman is given a detailed work order based on the notes and observations from the pre-surfacing site inspection by Fisher Tracks. The information in the work order dictates layout, edge of surfacing, etc. This information helps dictate the individual roles of the installation crew.</p> <p>We have a number of people that act as installation managers who oversee the individual installation Foreman on each crew. These sites and crew are visited frequently, often by one of three Certified Track Builders.</p>
36. Please describe how a project's manager takes the lead and coordinates all the work on the project with any separate contractors or service providers to ensure a project is completed on time.	Our project managers coordinate with the other trades on site at the very beginning of a project. Timelines and cure times and weather parameters are discussed up front so that there are no surprises on the expected completion date. As the project progresses, timelines are revised and updated as necessary and the owner or owner's representative is continually updated.
37. Please describe how your company will handle the salvaging, recycling, and disposal of wastes from the project site.	All waste material is disposed of in proper accordance with local city, state, and federal regulations. All materials arrive on pallets. The pallets can typically be recycled or are often requested for re-use by an owner or other contractors. The rubber is typically supplied in super sacks which are generally not able to be recycled. The binder comes in totes. Again, owners or other contractors often request the empty totes so that they may be repurposed. Otherwise, totes are cut up so that they take up the least amount of space and disposed of accordingly.
38. Please describe the manuals that will be submitted to the agency once the project has been completed (e.g. equipment, maintenance, warranty, systems, components).	We provide a full warranty on all of our track products, including materials and workmanship, which runs five years. Along with this warranty is a multipage user information packet about some of the do's and don'ts of taking care of a rubber surface, maintaining such, as well as products that can be purchased at a later time in the event of storm damage, vandalism, etc.
39. Please describe your warranty process and/or any protection plans that your company may offer	As stated above, the warranty is a standard five year industry warranty. This is an extended length of time for an outdoor project. There are no extended or additional warranty options.

<p>participating agencies. Please note, all extended warranty options (other than standard warranties) and protection plans must be noted in Form C - Pricing Schedule.</p>	
Miscellaneous	
<p>40. Please describe any other “value adds” and or services your company can bring to CPC’s participating agencies.</p>	<p>We make every effort to stay in contact with our existing customers. We send them reminders on resurfacing and those appropriate options when applicable. We see many of our customers at the various trade shows as well and stay in touch with them on their facility.</p> <p>As mentioned above, we do have a repair and maintenance arm of our company as well and can usually react fairly quickly in the event of storm damage or vandalism. This is especially important when something like this happens during the track season.</p>
<p>41. What are your payment terms?</p>	<p>Schools typically need a school board meeting to authorize payment and therefore we usually expect or receive payment within 30 to 45 days.</p>
<p>42. Does your company accept payment by procurement card? If so, is the participating agency assessed a fee for purchasing with a procurement card?</p>	<p>Obviously, due to the dollar size of our product, a procurement card is typically not applicable or appropriate.</p>
<p>43. Does your company offer any prompt payment discounts? If so, please describe.</p>	<p>This is not something that ever seems to come up with schools, as they are usually not in a position or able to pay within any type of timeline that would bring forth a discount. When those schools are in a position to do such, we have offered a 2% discount for payment within 10 days, for example. This can certainly vary from project to project depending upon the dollar size and the timeframe of payment.</p>
<p>44. Does your company currently work with a leasing/financing agency? If so, please describe your partnership and/or relationship.</p> <p>Is your company willing to partner with CPC’s partnered vendor for leasing/financing options to present alternative pricing methods to participating agencies?</p>	<p>We do not currently work with any leasing or financing agency. We have found that most schools, if they have any interest at all, do work or are working with someone within their state association. We have found a great number of schools though that do not, by board protocol, allow any leasing or financing for an athletic facility.</p> <p>We, Fisher Tracks, would partner with CPC.</p>
<p>45. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.</p>	<p>Please note that every track is different. They do not follow any type of uniform size, square yardage, number of events, etc. Many tracks are not even striped the same. It is therefore very difficult to put out one price for “a track”. There is a certain economy of scale between a 4-lane jogging oval and a 10-lane competition track with multiple event areas for each field event.</p>
<p>46. List any exceptions that your company is requesting to the terms set forth in the Instructions to Respondents and Technical Specifications.</p>	<p>No exceptions.</p>

Conference List for MN, ND, & SD

Minnesota Conventions

MSBA	Minnesota School Board Association	January
MN T&F Clinic	Minnesota Track & Field Clinic	January
MASA/MASE	Minnesota Association of School Administrators/ Minnesota Association for Special Education	March
MNIAAA	Minnesota Interscholastic Athletic Administrators Association	March
MASBO	Minnesota Association of School Business Officials	May
(No Acronym)	Summer Leadership Conference (THROUGH SWWC Purchasing)	June
MASMS FALL	Minnesota Educational Facilities Management Professionals	Sept
MASA FALL	Minnesota Association of School Administrators	Oct

North Dakota Conventions

NDIAAA	North Dakota Interscholastic Athletic Administrators	April
NDCEL	North Dakota Council of Educational Leaders	Oct
NDSBA	North Dakota School Board Association	Oct
NDHSCA	North Dakota High School Coaches Association (NO LONGER PARTICIPATE)	July

South Dakota Conventions

SDIAAA	South Dakota Interscholastic Athletic Administrators	March
ASBSD+SASD	South Dakota School Builders & South Dakota School Directors	August

Form C.1 - Base Pricing

*Please note this workbook has multiple tabs.

Instructions. The Technical Specifications refer to the type and quality of products and services being offered. Please complete the following form for all athletic surfaces: tracks and courts, equipment, services, supplies, and related items that are being solicited. The pricing entered on this form affirms that your organization has accepted the specifications to obtain, deliver, and provide the goods and services requested. Each respondent is encouraged to offer its complete product list and provide the best prices. Enter your company's standard list price in column E and enter the percent discount offered to CPC members in column F. Please note, column G will automatically calculate once numbers are entered in column E and F. **Respondent must identify how shipping charges are applied if they are not included in the offered base pricing.** In the tab marked C.2 - State Multiplier, enter the multiplier to be added, if any, to the base bid price to calculate that particular state's bid price. Please note this is a **required form**.

Responding Company's Name:

Fisher Tracks, Inc.

REQUIRED FORM

Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
Cost Factors						
Performance and payment bond - bonding rate (percent of project) Fisher Tracks, Inc.			Percent	1 percent		1 percent
Bonding capacity - total amount of capacity available Fisher Tracks, Inc.			Dollar Amount	\$ 10,000,000.00		\$ 10,000,000.00
CPC discounts offered on individual manufacturer's published price Fisher Tracks, Inc.			Percent	NA		NA
Alternative methods of costing - percent of overhead/markup to cost Fisher Tracks, Inc.			Percent	NA		NA
Labor Class						
Engineering Services	Fisher Tracks, Inc.	NA	Hourly Rate	NA		NA
Design Services	Fisher Tracks, Inc.	FT Design Services	Salaried	NA		NA
Project Manager	Fisher Tracks, Inc.	NA	Salaried	NA		NA
On Site Superintendent	Fisher Tracks, Inc.	NA	Salaried	NA		NA
Crew Supervisor	Fisher Tracks, Inc.	NA	Salaried	NA		NA
Installer	Fisher Tracks, Inc.	NA	Hourly Rate	\$ 85.00		\$ 85.00
Laborer	Fisher Tracks, Inc.	NA	Hourly Rate	\$ 45.00		\$ 45.00
On Site Superintendent	Fisher Tracks, Inc.	NA	Salaried	NA		NA
Crew Supervisor	Fisher Tracks, Inc.	NA	Salaried	NA		NA
Installer			Overtime Hourly Rate	\$ 127.50		\$ 127.50
Laborer			Overtime Hourly Rate	\$ 67.50		\$ 67.50
						\$ -
						\$ -
Installation of New Running Track or Court Surface on a Concrete or Asphalt Base, Add more lines as needed for product and services not specified:						
6 Lane Track						
To install a Latex running track include all material and labor	NA	NA	Sq. Ft.	NA		NA
To install a Polyurethane Track's Base Mat running track include all material and labor	Fisher Tracks, Inc.	FT 5K	Sq. Ft.	\$ 2.75	5%	\$ 2.61
To install a Polyurethane Track's Base Mat Structural running track include all material and labor	Fisher Tracks, Inc.	FT 10K	Sq. Ft.	\$ 4.10	5%	\$ 3.90
To install a Polyurethane Track's Base Mat Sandwich running track include all material and labor	Fisher Tracks, Inc.	FT 20K	Sq. Ft.	\$ 6.60	5%	\$ 6.27
To install a Polyurethane Tracks' Full Pour (Impermeable) running track include all material and labor	Fisher Tracks, Inc.	FT 25K	Sq. Ft.	\$ 8.10	5%	\$ 7.70
To install a Pre-manufactured Rubber Track include all material and labor	NA	NA	Sq. Ft.	NA		NA
						\$ -
8 Lane Track						
To install a Latex running track include all material and labor	NA	NA	Sq. Ft.	NA		NA
To install a Polyurethane Track's Base Mat running track include all material and labor	Fisher Tracks, Inc.	FT 5K	Sq. Ft.	\$ 2.57	5%	\$ 2.44
To install a Polyurethane Track's Base Mat Structural running track include all material and labor	Fisher Tracks, Inc.	FT 10K	Sq. Ft.	\$ 3.85	5%	\$ 3.66
To install a Polyurethane Track's Base Mat Sandwich running track include all material and labor	Fisher Tracks, Inc.	FT 20K	Sq. Ft.	\$ 6.33	5%	\$ 6.01
To install a Polyurethane Track's Full Pour (Impermeable) running track include all material and labor	Fisher Tracks, Inc.	FT 25K	Sq. Ft.	\$ 7.76	5%	\$ 7.37
To install a Pre-manufactured Rubber Track include all material and labor	NA	NA	Sq. Ft.			NA
						\$ -
Courts						
To install a Singles Tennis Court include all material and labor	NA	NA	Sq. Ft.			NA
To install a Doubles Tennis Court include all material and labor	NA	NA	Sq. Ft.			NA
To install a Basketball Court include all material and labor	NA	NA	Sq. Ft.			NA
						\$ -
						\$ -
Installation of a Running Track or Court's Concrete or Asphalt Base, Add more lines as needed for product and services not specified:						
To install an asphalt base for 6 lane running track include all material and labor	NA	NA	Sq. Ft.	NA		NA
To install an asphalt base for 8 lane running track include all material and labor	NA	NA	Sq. Ft.	NA		NA
To install a concrete base for 6 lane running track include all material and labor	NA	NA	Sq. Ft.	NA		NA
To install a concrete base for 8 lane running track include all material and labor	NA	NA	Sq. Ft.	NA		NA
To install an asphalt base for tennis or basketball court include all material and labor	NA	NA	Sq. Ft.	NA		NA
To install a concrete base for tennis or basketball court include all material and labor	NA	NA	Sq. Ft.	NA		NA
To install a post-tension concrete base for tennis or basketball court include all material and labor	NA	NA	Sq. Ft.	NA		NA
Preparation, cleaning of existing stable asphalt/concrete base, prior to installation of track or court surfacing	NA	NA	Sq. Ft.	NA		NA
Patching existing stable asphalt/concrete base, prior to installation of track or court surfacing	NA	NA	Sq. Ft.	NA		NA
						\$ -

Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
Running Track and Event Striping - Add more lines as needed for product and services not specified						
Acrylic Paint Striping for All Weather Latex Running Tracks						
New striping of 1 lane	Fisher Tracks, Inc.	FT Striping 1	Lane	\$ 3,000.00	5%	\$ 2,850.00
New striping of 2 lane	Fisher Tracks, Inc.	FT Striping 2	2 Lanes	\$ 3,000.00	5%	\$ 2,850.00
New striping of 3 Lanes	Fisher Tracks, Inc.	FT Striping 3	3 Lanes	\$ 3,000.00	5%	\$ 2,850.00
New striping of 4 Lanes	Fisher Tracks, Inc.	FT Striping 4	4 Lanes	\$ 7,300.00	5%	\$ 6,935.00
New striping of 5 Lanes	Fisher Tracks, Inc.	FT Striping 5	5 Lanes	\$ 7,300.00	5%	\$ 6,935.00
New striping of 6 Lanes	Fisher Tracks, Inc.	FT Striping 6	6 Lanes	\$ 7,300.00	5%	\$ 6,935.00
New striping of 7 Lanes	Fisher Tracks, Inc.	FT Striping 7	7 Lanes	\$ 7,300.00	5%	\$ 6,935.00
New striping of 8 Lanes	Fisher Tracks, Inc.	FT Striping 8	8 Lanes	\$ 7,300.00	5%	\$ 6,935.00
New striping of additional lane	Fisher Tracks, Inc.	FT Striping 8+1	Lane	\$ 1,500.00	5%	\$ 1,425.00
Acrylic Paint Striping adder for Polyurethane, Polyurethane Sandwich, Polyurethane Structural, Polyurethane Full Pour Pre Manufactured Rubber Track						\$ -
Polyurethane Base Mat and/or Base Mat Structural Spray	Fisher Tracks, Inc.	FT 5K, FT 10K	8 lanes or less	\$ 7,800.00	5%	\$ 7,410.00
Polyurethane Sandwich and/or Full Pour	Fisher Tracks, Inc.	FT 20K, FT 25K	8 lanes or less	\$ 8,500.00	5%	\$ 8,075.00
Acrylic Paint Restriping for All Weather Latex Running Tracks						
Restriping of 1 lane	Fisher Tracks, Inc.	FT Striping 1	Lane	\$ 3,000.00	5%	\$ 2,850.00
Restriping of 2 Lanes	Fisher Tracks, Inc.	FT Striping 2	2 Lanes	\$ 3,000.00	5%	\$ 2,850.00
Restriping of 3 Lanes	Fisher Tracks, Inc.	FT Striping 3	3 Lanes	\$ 3,000.00	5%	\$ 2,850.00
Restriping of 4 Lanes	Fisher Tracks, Inc.	FT Striping 4	4 Lanes	\$ 7,300.00	5%	\$ 6,935.00
Restriping of 5 Lanes	Fisher Tracks, Inc.	FT Striping 5	5 Lanes	\$ 7,300.00	5%	\$ 6,935.00
Restriping of 6 Lanes	Fisher Tracks, Inc.	FT Striping 6	6 Lanes	\$ 7,300.00	5%	\$ 6,935.00
Restriping of 7 Lanes	Fisher Tracks, Inc.	FT Striping 7	7 Lanes	\$ 7,300.00	5%	\$ 6,935.00
Restriping of 8 Lanes	Fisher Tracks, Inc.	FT Striping 8	8 Lanes	\$ 7,300.00	5%	\$ 6,935.00
Restriping of Additional Lane	Fisher Tracks, Inc.	FT Striping 8+1	Lane	\$ 1,500.00	5%	\$ 1,425.00
Acrylic Paint Restriping adder for Polyurethane, Polyurethane Sandwich, Polyurethane Structural, Polyurethane Full Pour Pre Manufactured Rubber Track			Track			\$ -
Polyurethane Base Mat and/or Base Mat Structural Spray	Fisher Tracks, Inc.	FT 5K, FT 10K	8 lanes or less	\$ 7,800.00	5%	\$ 7,410.00
Polyurethane Sandwich and/or Full Pour	Fisher Tracks, Inc.	FT 20K, FT 25K	8 lanes or less	\$ 8,500.00	5%	\$ 8,075.00
Paint Play Lines for Tennis or Basketball Courts - Add more lines as needed for product and services not specified.						
Singles Tennis Court	NA	NA	Court	NA		NA
Doubles Tennis Court	NA	NA	Court	NA		NA
Basketball Court	NA	NA	Court	NA		NA
Volleyball Court	NA	NA		NA		NA
Restriping Singles Tennis Court	NA	NA	Court	NA		NA
Restriping Doubles Tennis Court	NA	NA	Court	NA		NA
Restriping Basketball Court	NA	NA	Court	NA		NA
Restriping Volleyball Court	NA	NA	Court	NA		NA
						\$ -
						\$ -
Site Work - Add lines for product and services offered.						
	NA	NA		NA		NA
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
Warranty - Add lines for warranty and maintenance agreements offered.						
Fisher Tracks, Inc. guarantees the installation of the rubber athletic surface to be free from defects in material and workmanship for a period of (5) years from completion of installation. Should any defects occur, repairs would be made free of charge. This guarantee covers only the material and work performed by Fisher Tracks, Inc. This guarantee covers track and field use only, and shall not be interpreted as holding Fisher Tracks responsible for any deterioration of work due to normal use for the abuse fo the installation.						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
Surfacing Materials						
Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
Running Track/Tennis - Add moe lines as neede for product and services not specified.						
SBR Latex Binder	NA	NA	Cost Per Gallon	NA		NA
Latex Primer	NA	NA	Cost Per Gallon	NA		NA
Acrylic Top Coat	NA	NA	Cost Per Gallon	NA		NA
SBR Rubber Granules - Black 1-4 mm	NA	NA	Cost Per Lbs	NA		NA
SBR Rubber Granules - Colored 1-4 mm	NA	NA	Cost Per Lbs	NA		NA
EPDM Rubber Granules - Black 1-4 mm	NA	NA	Cost Per Lbs	NA		NA
EPDM Rubber Granules - Colored 1-4 mm	NA	NA	Cost Per Lbs	NA		NA
Polyurethane - Binder	NA	NA	Cost Per Gallon	NA		NA
Polyurethane - Primer	NA	NA	Cost Per Gallon	NA		NA
Aliphatic Binder or Top Coat	NA	NA	Cost Per Gallon	NA		NA

Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
Polyurethane - Top Coat	NA	NA	Cost Per Gallon	NA		NA
Prefabricated Rubber Mat	NA	NA	Cost Per Sq. Ft.	NA		NA
Prefabricated Vulcanized Rubber Mat	NA	NA	Cost Per Sq. Ft.	NA		NA
Prefabricated Rubber Mat Adhesive	NA	NA	Cost Per Gallon	NA		NA
Latex Track patching kit	NA	NA	Cost per Kit	NA		NA
Polyurethane Track patching kit	Fisher Tracks, Inc.	FT Patch Kit	Cost per Kit	\$ 185.00	5%	\$ 175.75
						\$ -
						\$ -
Items as a percentage off Manufacturer, Distributor, Supplier, or Contractor price list. Need to provide a copy of the price sheets that the discount will be based upon. Add more lines as needed for product and services not specified.						
Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
Pole Vault Pit	NA	NA	Percentage Discount	NA		NA
Take-Off Boards	NA	NA	Percentage Discount	NA		NA
Shot Put Toe Boards	NA	NA	Percentage Discount	NA		NA
Shot Put Rings	NA	NA	Percentage Discount	NA		NA
Discus Rings	NA	NA	Percentage Discount	NA		NA
Combination Hammer/Discus Cage and cage must meet IAAF rules	NA	NA	Percentage Discount	NA		NA
Hammer/Discus Conversion Ring	NA	NA	Percentage Discount	NA		NA
Water Jump Hurdle with sleeves	NA	NA	Percentage Discount	NA		NA
Water Jump Cover	NA	NA	Percentage Discount	NA		NA
Long Jump Sandpits and Traps.	NA	NA	Percentage Discount	NA		NA
Sand for Sand Pits and Traps	NA	NA	Percentage Discount	NA		NA
Tennis Net Posts and Sleeves Equipment	NA	NA	Percentage Discount	NA		NA
Tennis Center Strap Anchor	NA	NA	Percentage Discount	NA		NA
Tennis Nets	NA	NA	Percentage Discount	NA		NA
Tennis Wind Screens	NA	NA	Percentage Discount	NA		NA
Tennis Backdrop Curtains	NA	NA	Percentage Discount	NA		NA
Tennis Court Dividers	NA	NA	Percentage Discount	NA		NA
Basketball Goal Post	NA	NA	Percentage Discount	NA		NA
Basketball Backboards	NA	NA	Percentage Discount	NA		NA
Basketball Mesh nets	NA	NA	Percentage Discount	NA		NA
Basketball Hoop rings 18"	NA	NA	Percentage Discount	NA		NA
						\$ -
						\$ -
Track Resurfacing						
Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
6 Lane Track						
To resurface a Latex running track include all material and labor	NA	NA	Cost Sq. Ft.	NA		NA
To resurface a Polyurethane Tracks Base Mat running track include all material and labor	Fisher Tracks, Inc.	FT 5K	Cost Sq. Ft.	\$ 2.75	5%	\$ 2.61
To resurface a Polyurethane Tracks Base Mat Structural running track include all material and labor	Fisher Tracks, Inc.	FT 10K	Cost Sq. Ft.	\$ 4.10	5%	\$ 3.90
To resurface a Polyurethane Tracks Base Mat Sandwich running track include all material and labor	Fisher Tracks, Inc.	FT 20K	Cost Sq. Ft.	\$ 6.60	5%	\$ 6.27
To resurface a Polyurethane Tracks Full Pour (Impermeable) running track include all material and labor	Fisher Tracks, Inc.	FT 25K	Cost Sq. Ft.	\$ 8.10	5%	\$ 7.70
To resurface a Pre-manufactured Rubber Tracks include all material and labor	NA	NA	Cost Sq. Ft.	NA		NA
						\$ -
						\$ -
8 Lane Track						
To resurface a Latex running track include all material and labor	NA	NA	Cost Sq. Ft.	NA		NA
To resurface a Polyurethane Tracks Base Mat running track include all material and labor	Fisher Tracks, Inc.	FT 5K	Cost Sq. Ft.	\$ 2.57	5%	\$ 2.44
To resurface a Polyurethane Tracks Base Mat Structural running track include all material and labor	Fisher Tracks, Inc.	FT 10K	Cost Sq. Ft.	\$ 3.85	5%	\$ 3.66
To resurface a Polyurethane Tracks Base Mat Sandwich running track include all material and labor	Fisher Tracks, Inc.	FT 20K	Cost Sq. Ft.	\$ 6.33	5%	\$ 6.01
To resurface a Polyurethane Tracks Full Pour (Impermeable) running track include all material and labor	Fisher Tracks, Inc.	FT 25K	Cost Sq. Ft.	\$ 7.76	5%	\$ 7.37
To resurface a Pre-manufactured Rubber Tracks include all material and labor	NA	NA	Cost Sq. Ft.	NA		NA
						\$ -
						\$ -
Miscellaneous Materials - Add more lines as needed for product and services not specified.						
Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
Clean sand for sand pits	NA	NA	Cost Per Yard	NA		NA
Silica sand (30, 60 or 70 mesh)	NA	NA	Cost Per Lbs	NA		NA
Portland cement (90 lb. bag)	NA	NA	Cost Per Bag	NA		NA
Latex crack filler	NA	NA	Cost Per Gallon	NA		NA
Urethane caulking (tube)	NA	NA	Cost Per Tube	NA		NA
Latex binder (various colors)	NA	NA	Cost Per Gallon	NA		NA
White Line Paint	NA	NA	Cost Per Gallon	NA		NA
Concrete Sealer	NA	NA	Cost Per Gallon	NA		NA
Clear Top Coat	NA	NA	Cost Per Gallon	NA		NA
Concrete Resin Compound	NA	NA	Cost Per Gallon	NA		NA
						\$ -
						\$ -
Drainage - Add more lines as needed for product and services not specified.						
Track drainage	NA	NA	Cost per Linear Ft	NA		NA
Court Drainage	NA	NA	Cost per Linear Ft	NA		NA
						\$ -

Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
Curbing - Add more lines as needed for product and services not specified.						
Removable Track Curbing	NA	NA	Cost per Linear Ft	NA		NA
Concrete Curbing	NA	NA	Cost per Linear Ft	NA		NA
Asphalt Curbing	NA	NA	Cost per Linear Ft	NA		NA
						\$ -
						\$ -
Track Certifications - Add more lines as needed for product and services not specified.						
Class 5 ASBA Certifications	Fisher Tracks, Inc.	FT ASBA 5	Per Track	No Additional Charge		\$ -
Class 4 ASBA Certification	Fisher Tracks, Inc.	FT ASBA 4	Per Track	\$ 2,500.00	5%	\$ 2,375.00
Class 3 ASBA Certification	Fisher Tracks, Inc.	FT ASBA 3	Per Track	\$ 5,000.00	5%	\$ 4,750.00
						\$ -
						\$ -
Miscellaneous Items - Add more lines as needed for product and services not specified.						
Plant New Grass or Sod	NA	NA	Cost Per Sq. Ft.	NA		NA
Re-seed Grass	NA	NA	Cost Per Sq. Ft.	NA		NA
						\$ -
						\$ -
						\$ -

Form C.2 - State Multiplier

***Please note this workbook has multiple tabs.**

Instructions. For each of the states listed below, provide your multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product. For further clarification, please review the Standard Terms and Conditions found in the Technical Specifications of this RFP.

Responding Company's Name: **Fisher Tracks, Inc.**

REQUIRED FORM

Project types	Minnesota Multiplier	North Dakota Multiplier	South Dakota Multiplier
Non-prevailing wage project:	0.00%	0.00%	0.00%
Prevailing wage project:	105.00%	105.00%	105.00%
Davis Bacon wage project:	110.00%	110.00%	110.00%

Form C.3 - Volume Discounts

***Please note this spreadsheet has multiple workbooks/tabs.**

Instructions. Please complete the form below if your company is offering additional discounts for a one time purchase OR a group of local agencies in a geographic area are combining requirements (estimate annual spend). This form has been formatted to print to one page width. Please note this is an **optional form**.

Responding Company's Name: _____

OPTIONAL FORM

Dollar Amount From	Dollar Amount To	Catalog	Additional Discount Offered

Form D – References

Instructions: Please provide three references in the spaces below. References should be from organizations that have purchased and/or used products and/or services that relate to the scope of this RFP.

Responding Company's Name:	
-----------------------------------	--

Reference #1 – Product/Service Used:	
Reference Name	
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	
Notes (for CPC use only):	

Reference #2 – Product/Service Used:	
Reference Name	
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	
Notes (for CPC use only):	

Reference #3 - Product/Service Used:	
Reference Name	
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	
Notes (for CPC use only):	

Form E – Level of Support

Instructions: Please indicate the level of support you will offer on this contract category. Check only one box in each section.

Prices are (check one box):	
	No different from what we ordinarily offer to individual members.
	Two percent (2%) lower than our best price to individual members.
	Three percent (3%) lower than our best price individual members.
	Four percent (4%) lower than our best price to individual members.
	Five percent (5%) lower than our best price to individual members.
	Ten percent (10%) lower than our best price to individual members.
X	Other, please explain *Please see attachment

Prices are (check one box):	
X	No different from what we ordinarily offer to other consortiums.
	Two percent (2%) lower than our best price to other consortiums.
	Three percent (3%) lower than our best price other consortiums.
	Four percent (4%) lower than our best price to other consortiums.
	Five percent (5%) lower than our best price to other consortiums.
	Ten percent (10%) lower than our best price to other consortiums.
	Other, please explain



 Authorized Signature (must match Signature on Form F)

February 7, 2017

 Date

Form E – Level of Support

Attachment

Fisher Tracks offers a 5% discount to CPC Members as shown on form C pricing schedules. Track construction varies from project to project. Additionally, CPC members receive a cost savings by not rebidding work that has been bid through CPC. CPC members enjoy the benefit of the lowest most responsible bidder of the product and/or craft. Fisher Tracks offers drawings and engineering services at no additional charge to CPC members.

Form F – Assurance of Compliance

The respondent has carefully checked the accuracy of all items including description, price per unit, and listed total price per item in this proposal. In addition, the respondent accepts the general provisions of the proposal, including delivery timelines, and all responsibilities of delivery as outlined.

The respondent is aware of any detailed and special conditions. This form establishes the minimum criteria that a “responsible contractor” must meet to be awarded a contract resulting from this solicitation, this criteria includes:

- Compliance with workers’ compensation and unemployment compensation requirements, registration with the Department of Revenue and DEED, and has a valid federal tax identification number (or Social Security number, if an individual);
- Compliance with: minimum wages, overtime, prevailing wages, timely payment of wages to employees, no misrepresentation of employment relationship, Fair Labor Standards Act, and U.S. federal prevailing wage, all according to existing statutes, and the bill specifies when a violation occurs;
- Compliance with (an no violations in past three years) of 181.723 (independent contractors); and chapter 326B (construction codes and licensing);
- No current tax liens or tax delinquencies;
- Not currently debarred by the federal government, the state, or a municipality;
- Subcontractors or vendors the awarded vendor(s) intends to use have verified that they meet the clauses mentioned above.

CPC members are not obligated to verify any of the information in the contractor certification and have no liability if they reasonably rely on the certification statement in awarding the contract, or if they decline to award the contract based on a reasonable determination that the awarded vendor(s)/contractor failed to verify compliance.

In submitting this proposal, it is understood that the respondent is submitting a signed statement under oath verifying the respondent as a “responsible contractor”. CPC reserves the right to reject any or all proposals, and it is agreed that this proposal may not be withdrawn during a period of one hundred-twenty (120) days from the time of the opening date.

Company Name: Fisher Tracks, Inc.

Authorized Agent’s Signature: 

Agent’s Name (printed): Sam Fisher President

Address: 1192 235th Street

City/State/Zip: Boone, IA 50036

Telephone Number: 515-432-3191 Email: sfisher@fishertracks.com

Form G – Contract Offer & Award

OFFER TO BE COMPLETED BY VENDOR

In compliance with the Request for Proposal, the undersigned warrants that I/we have examined the Instructions to Respondents and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance of this proposal.

The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the Cooperative Purchasing Connection as stated in the evaluation section, will be a consideration in making the award.


This contract offer and award binds said vendor to all terms and conditions stated in the proposal until a contract has been signed by both parties.

Company Name: Fisher Tracks, Inc.

Address: 1192 235th Street

City: Boone State: IA Zip: 50036

Contract Contact Person: Sam Fisher President

Authorized Signature: 

Printed Name: Sam Fisher

ACCEPTANCE OF OFFER AND CONTRACT AWARD TO BE COMPLETED ONLY BY THE COOPERATIVE PURCHASING CONNECTION

Contract Term: It is the Cooperative Purchasing Connection's intent to award a contract for Athletic Surfaces: Track and Courts. The contract term may be renewed annually, up to three (3) additional terms.

CPC Authorized Signature

17.8 – ATC
Contract Number

Awarded this _____ day of _____, 2017.

Form H – Proposal Checklist

The following items/submittals are required to be qualified as a respondent to the RFP. Respondents must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase (www.publicpurchase.com). Please take a moment to review the checklist provided and ensure all of the necessary documents have been uploaded with your response.

Your organization's uploaded proposal should include the following submitted and correctly labeled documents:

1. Form A – Vendor Information – Name of Company
 - i. *Submit as a PDF, not scanned.*
2. Form B – Questionnaire – Name of Company
 - i. *Submit as a Word (.doc or .docx) document.*
3. Form C – Pricing Schedule – Name of Company
 - i. *Submit as an Excel (.xls or .xlsx) document.*
4. Form D - References – Name of Company
 - i. *Submit as a PDF, not scanned.*
5. Form E – Level of Support – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
6. Form F – Assurance of Compliance – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
7. Form G – Contract Offer and Award – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
8. Form H – Proposal Checklist – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
9. Addendum Acknowledgement Form – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
10. Subcontractor Utilization Form – Name of Company
 - i. *Submit as a PDF, not scanned.*

IMPORTANT: Forms MUST be submitted electronically in the format indicated for the proposal to receive consideration. MS Word documents with inserted images of completed documents will not be accepted. Please double check your uploaded documents for completion prior to submission.



Authorized Signature

February 7, 2017

Date

Addendum Acknowledgement Form

Instructions: Please acknowledge receipt of all addenda issues with this solicitation by completing this addendum acknowledgement form. Check the box next to each addendum received and sign below. If no addenda were issued, sign the bottom section to verify. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgement: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specifications, etc.

Addendum Numbers Received (check the box next to each addendum received):

Addendum No. 1

Addendum No. 2

Addendum No. 3

Addendum No. 4

Addendum No. 5

Addendum No. 6

Addendum No. 7

Addendum No. 8

I understand that failure to confirm receipt of addenda may cause for rejection of this response.

Authorized Signature

Date

Acknowledgement: I hereby acknowledge that no addenda were issued during this solicitation process. I understand that failure to confirm this acknowledgement may cause for rejection of this response.



Authorized Signature

February 7, 2017

Date

Cooperative Purchasing Connection

PARTNERED VENDOR/SUBCONTRACTOR UTILIZATION

(This form must be completed and returned with your response)

RFP Name:

RFP Number:

Partnered Vendor Name:

If a subcontractor will not be used, check this box:

List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Company Name:

Street Address:

City, State, Zip:

Telephone:

Primary Contact:

Email Address of Contact:

Services to be provided:

Company Name:

Street Address:

City, State, Zip:

Telephone:

Primary Contact:

Email Address of Contact:

Services to be provided:

Company Name:

Street Address:

City, State, Zip:

Telephone:

Primary Contact:

Email Address of Contact:

Services to be provided:



February 14, 2017

Ms. Lisa M. Truax
Via ltruax@lcsc.org
Bid & Contract Facilitator
Cooperative Purchasing Connection

RE: RFP 17.8 Responses to Follow-up Questions for Dynamic Sports Construction, Inc.

Dear Ms. Truax:

Thank you again for reaching out to Dynamic Sports for clarification on some of the submitted materials for the above mentioned RFP.

On Form B - Questionnaire, you asked us to please respond to the following questions:

- 1. Many track systems reach over the \$100,000 threshold in most states. Per the gross sales submitted on Form B – has Dynamic completed any new installations in the tri-state area in the last three years?**

Yes. Dynamic's installations include both indoor and outdoor courts and track surfaces. In 2014 Dynamic installed its indoor court system for the City of Redfield South Dakota. In 2015 Dynamic installed its indoor court and track system for Howard Lake-Waverly-Winsted School District in Minnesota and for the Coon Rapids School District in Minnesota. In 2016 Dynamic installed its track system in the Dakota Dome for the University of South Dakota. Dynamic has installed its outdoor track system in Minot for the Erik Ramstad Middle School (this was completed in late 2013, so just outside three years).

- 2. If maintained properly, according to manufacturer guidelines – how long does the typical Dynamic track system last?**

If maintained properly, according to manufacturer guidelines the typical Dynamic track system will last 10 years or longer.

- 3. Dynamic notes that they are not restricted from servicing the products sales or installation in the tri-state area. How could Dynamic be restricted?**

Due to the fact that Dynamic is (i) licensed and qualified to work in all of the tri-state area; (ii) only sells and installs our own products (we are not a dealer of a product who might be limited by territorial restrictions); and (iii) uses only our own full-time employee crews (we do not use subcontractors to install our sports surfaces). Realistically, there is nothing that would restrict Dynamic from selling and servicing its products and installations in the tri-state area.

- 4. Please confirm, is Dynamic the manufacturer and installer of all of the proposed systems (track and court)?**

Yes.

- 5. Please explain more thoroughly how your installers are trained on product and proper installation procedures.**

Dynamic's crews only install our court and track surfaces so they are well versed in our products and installation procedures. In the event a new to Dynamic employee is hired, they are placed on a crew that is led by a foreman who has been trained with respect to our products and installation procedures. If a new foreman is hired, they will be placed on a crew for the requisite period necessary to insure they have a proper understanding of our products and installation procedures.

- 6. Does your company provide or solicit pricing from contractors who may provide drainage services, landscaping, asphalt or base rock, etc.?**

Yes.

- 7. Who receives product when an order is placed? Is the agency required to receive shipment and store any of the delivered materials?**

The agency would not be required to receive shipments and store delivered materials. Materials are manufactured job specific and are delivered to coincide with our crew being on site. Materials are direct shipped to the job site for use by our crews.

On Form C – Pricing Schedule, Dynamic has provided various system products and service rates that may be needed by a participating agency:

- 1. Please explain the reasoning of the pricing differential from one color to the next all within the same track system.**

The pricing differential reflects the fact that there is a significant price differential between certain colors of track systems. While the vast majority of systems will be red or black, Dynamic felt it was proper and responsible to provide specific pricing for additional colors.

- 2. Please confirm if Dynamic Sports is not able to provide the concrete or asphalt base of a track or court.**

Dynamic is able to provide concrete or the asphalt base; however, Dynamic would solicit subcontract quotes on a job by job basis for such scope if a purchaser desired for that work to be part of Dynamic's contract.

- 3. Dynamic has offered pricing on various outdoor sport courts, however, no pricing was offered for event or game lines for those courts. Are the game lines included in the pricing of the court systems "all materials" included?**

Game lines were included in Dynamic's pricing for courts.

Ms. Truax, we hope you find these responses to be sufficient. You are, of course, welcome at any time to reach out and ask for more information if necessary.

Janis Vazquez on behalf of Robert M. Wolessenksy, Jr., President



February 15, 2017

Ms. Lisa M. Truax
Via ltruax@lcsc.org
Bid & Contract Facilitator
Cooperative Purchasing Connection

RE: RFP 17.8 Responses to Follow-up Questions for Dynamic Sports Construction, Inc.

Dear Ms. Truax:

I hope you are well today. Below please find the additional answers to your second round of questions:

Form B

1. Does Dynamic have any certified track builders on staff?

No, Dynamic has chosen not to have any of its staff become certified track builders. Dynamic's track foreman have over 100 years of combined experience and are led by Rick Hardin our Vice President of Outdoor Operations who alone has over 30 years of experience and has not only supervised projects from construction to surfacing but has personally installed projects of all types around the world. Dynamic is very, very confident the references and experience of our track installers will greatly exceed those of some people who have chosen to obtain the title of certified track builders.

2. From the previous follow up question pertaining to installations in the tri-state area, does a majority of Dynamic's installations occur to inside courts and tracks or outdoor courts and tracks?

Approximately 40% of Dynamic's installation revenue is derived from outdoor track installations and 60% from indoor sports surfacing installations.

Form C

1. Under resurfacing: for a 6 lane, base mat structural system, you've responded with a sq. ft. price of \$1.86 while a competitor has responded with \$3.90 per sq. ft. Please tell us how Dynamic differentiates this process and is able to keep costs low when resurfacing tracks?

Dynamic is not able to speak to a competitor's pricing but Dynamic's pricing (even for cooperative pricing) is consistent with what pricing is on jobs that are competitively bid.

2. Is track striping included in the pricing offered for each track system?

Yes.

3. Does Dynamic offer restriping services? If so, does Dynamic plan to provide pricing for those services to CPC agencies under a contract if awarded?

Dynamic does offer restriping services and would be able to if requested by a CPC agency.

Thank you again Ms. Truax for allowing us clarify more of your questions. As always, please reach out if you need further details. Have a nice day.

With kind regards,

Janis

Janis Vazquez
On behalf of Robert M. Wolesensky, Jr.
President

From: [Lisa Truax](#)
To: dolofson@fishertracks.com; [Jordan Fisher \(jfisher@fishertracks.com\)](mailto:jfisher@fishertracks.com)
Cc: [Lisa Truax](#)
Subject: RFP 17.8 - Follow Up Questions - Fisher Tracks
Date: Tuesday, February 14, 2017 8:14:40 AM
Attachments: [image001.png](#)

Good Morning,

Thank you for submitting a response to RFP 17.8. I have some follow up questions in regards to Fisher Tracks' response. Please review the questions below and respond **no later than Wednesday, February 15, 2017 at 10 a.m. CT** in order to continue in this process.

On Form B – Questionnaire, please respond to the following questions:

1. If maintained properly, according to manufacturer guidelines – how long does the typical Fisher Track system last?
2. How many new installations have occurred in the tri-state area in the last three years?
3. Fisher Tracks notes that there are only three to four track stripers in the country. Will the use of these subcontractors be used on every job requiring line striping?

On Form C – Pricing Schedule, Fisher has provided various system products and service rates that may be needed by a participating agency:

1. Is Fisher Tracks offering the same price on track systems, no matter the requested color (e.g. black, red, blue, green, etc)?
2. Please confirm that Fisher Tracks only offers polyurethane tracks, they do not offer latex track systems.
3. Please confirm if Fisher Tracks is not able to provide the concrete or asphalt base of a track.
4. Of the track systems quoted, is line striping included in the pricing or is that an additional line item charge a member will incur?



Lisa M. Truax | Bid & Contract Facilitator
Cooperative Purchasing Connection
218.737.6535 (direct) | 888.739.3289
www.purchasingconnection.org

February 15, 2017



Certified Track Builder on Staff

QUESTIONNAIRE

FORM B

ADDITIONAL RESPONSES

1. The polyurethane track systems in the northern region of the United States on average last 18-25 years, with the oldest at 32 years.
2. Fisher Tracks has installed a total of 58 track systems in MN, SD, and ND. These combined installations reflect the last three years and does not include D-zones and event areas that are done in conjunction with synthetic turf.
3. Currently, there are three to four quality track strippers that Fisher Tracks will use for track striping.

CORPORATE OFFICE

Fisher Tracks, Inc.
1192 235th Street • Boone, IA 50036
800-432-3191 • 515-432-3191 • FAX 515-432-3193
www.fishertracks.com



SOUTHERN OPERATIONS

Fisher Tracks, Inc.
Mansfield, Texas
800-432-3191 x 22 • 817-473-1194 • FAX 817-539-0418
www.fishertracks.com

February 15, 2017



Certified Track Builder on Staff

QUESTIONNAIRE

FORM C

ADDITIONAL RESPONSES

1. Form C, the pricing schedule, all dollar amounts listed in the Catalog/List/Retail column are for the standard black track system. All other colors will vary in price due to standard colors vs. custom colors. Each RAL rubber color and pigmented polyurethane has its own unique cost.
2. Fisher Tracks, Inc. offers polyurethane track systems exclusively.
3. Fisher Tracks doesn't subcontract any of the polyurethane installations. The installations are all done "In House". Fisher Tracks can and will offer any CPC member concrete and asphalt pricing that would be subcontracted and subject to current local market prices, availability, and hauling distances.
4. Please refer to Form C "TRACK CERTIFICATIONS" all polyurethane track systems listed include the standard Class 5 ASBA Certification striping at no additional charge.

ADDITIONAL RESPONSES

1. Resurfacing a 6-lane polyurethane base mat with a structural spray price of \$3.90 includes the striping, freight, mobilization, labor, and all material costs. In addition, Fisher Tracks included all cost for removal and disposal of an existing surface. The "Resurfacing" question was interpreted as a complete resurface, meaning removal and disposal of the existing track surface, and not just a maintenance procedure. When Fisher Tracks installs a base mat with a structural spray around an artificial turf football field, we mask the entire artificial field along with other structures to prevent overspray. Other companies mask only 10 feet of the field, this can cause permanent damages. The \$3.90 price includes all of the above costs and will not exceed this price. The \$1.86 per sq. ft. price doesn't cover the cost of the materials for the polyurethane base mat structural spray system per the specified question.

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Form B – Questionnaire Compilation

Responding Company Name:	Dynamic Sports Construction, Inc.	Fisher Tracks, Inc.
Question	Response	Response
1. Provide a brief background of your organization, including the year it was founded (1-2 paragraph max.).	Since its founding on January 13, 2004, Dynamic Sports Construction, Inc. ("Dynamic") has amassed an impressive list of beautiful, functional, and custom athletic surfaces which include basketball/volleyball courts, gymnasiums, cafeterias, weight/yoga/dance rooms, multipurpose rooms, indoor and outdoor running tracks, tennis courts and more. Dynamic has had the same owners since inception and uses full time employees on each job.	The Fisher family business was first incorporated in 1957. By 1977, the sole business was the construction and installation of tracks and tennis courts. Due to age and retirement of some family members, the company in 1999 (at the time known as Atlas Tracks) was split into two separate businesses. Atlas tracks retained the original name and work primarily on the West Coast and South America. Sam Fisher took over the Rocky Mountains East, Mexico, and the Caribbean and incorporated the new company under the name of Fisher Tracks in 1999.
2. Provide a brief background of the products/services you provide and how you see a partnership being implemented with schools, higher education, cities, counties, and nonprofits (1-2 paragraphs max.).	Dynamic's many satisfied clients consist of private schools, public schools, universities, city governments, churches, recreation centers, and nonprofits. We are excited about every custom installation because we know how green our products are and that they have passed stringent air quality tests. The use of our environmentally friendly products can assist in the attainment of a LEED certification for your projects. Dynamic is also proud to say our sports surfacing products are 100% Made in the USA in an ISO-9001:2000 certified facility. With this partnership, you can be assured you have a clean and healthy environment, the best price offered and great longevity for your athletic surface.	Sam Fisher has been involved in the construction of running tracks exclusively since 1982. He has been a Certified Track Builder since 1997 and Fisher Tracks currently is one of only two companies in the United States that has three Certified Track Builders on staff. This experience and background allows us to provide to owners a turnkey service meeting all competition requirements and construction guidelines for any of the various governing bodies for track and field.
3. As you envision it, what is your company's role in this partnership? Please include sales and marketing strategies.	If fortunate to be awarded this contract, Dynamic would continue to be your ethical and economical choice in this specialized market. Dynamic is not a distributor, but rather sells our own flooring and track products as part of our single step streamlined method of distribution.	Because of our longevity, experience and track record, if you will, we receive a lot of inquiries as to how to best go about doing business with Fisher Tracks. Much of this is repeat business, as Superintendents move from district to district over time. The partnership with various cooperative purchasing agencies around the country allows the owner to be in the driver seat; as they should be.
4. Does your company market directly to potential customers? If so, how?	Yes, Dynamic markets directly to potential customers through the use of our comprehensive website, phone calls, emails and mail outs.	We attend over 40 state and national conferences each year around the country. Our display and literature places us as a strong proponent of cooperative purchasing. We reach out to all of our existing customers (which are in the thousands now due to the years of installation) and suggest cooperative purchasing as a tool for maintenance and replacement as well as refurbishment of their existing facilities.
5. Does your company have a dedicated marketing person/team with which CPC can communicate and obtain marketing materials and images? If so, please include their contact information in your response.	Melissa Lowdermilk can provide marketing materials, brochures, samples, or any images needed. She can be reached at Melissa@dynamicssportsconstruction.com or at the main number 512-260-6722.	Darin Olofson is our dedicated CPC marketing person. His email address is dolofson@fishertracks.com , his office phone is 515-432-3191 x16, and his cell phone is 515-451-5419.
6. Is your company willing to provide printed copies of marketing materials to our regional CPC representatives?	Dynamic has a vast array of professional product brochures available for the DynaSport® line that may be shared with your regional CPC representatives. Some of our products include:	Yes. We have in the past provided bundles of brochures and other information for various conferences, and will continue with such. These are typically small regional conferences within a state.

	DynaCourt®, DynaForce®, DynaTurf®, DynaFit™, DynaSelect™, DynaSteed™, DynaFlex®, DynaDeco™, and more. You may also visit our website at www.dynamicsportsconstruction.com for more information.	
7. Does your company have the ability to participate in conference tradeshows in Minnesota, North Dakota and South Dakota? If so, how does your company plan to position the CPC contract at those tradeshows, if awarded? Please list any conference tradeshows that you've attended in those states within the last three years.	<p>Dynamic has the ability to participate in conference tradeshows in Minnesota, North Dakota and South Dakota if desired.</p> <p>If fortunate to be awarded, Dynamic would display evidence of a partnership with CPC.</p> <p>Dynamic has not attended any conference trade shows in Minnesota, North Dakota and South Dakota during the last three years.</p>	<p>We participate in almost every statewide school board, Superintendent, business official, facilities, as well as athletic director's conferences in Minnesota, North Dakota, and South Dakota. Our podium contains a standalone upright used for promoting cooperative purchasing.</p> <p>*See attached list of shows</p>
8. Is your company available for educational presentations at each of the regional service cooperatives?	Absolutely. One of our knowledgeable employees would be able to give educational presentations at each of the regional service cooperatives with advance notice.	Our company is available for education presentations. We have done many such presentations at various conferences over time. Sam Fisher has presented nationally at the athletic director's conference and many of us have presented regionally on a state-by-state basis at various conferences with respect to a tutorial on the subject of tracks themselves as well as lifecycle expectations and maintenance issues.
9. Please list other contracts you have in place that could be accessed by our membership for your products (e.g. other consortiums) in Minnesota, North Dakota and South Dakota?	We are currently under contract with The Interlocal Purchasing System (TIPS).	Fisher Tracks is also a member of Buy Board as well as Tips-Taps. These are cooperative purchasing agencies that are very active in the Arkansas, Texas, Missouri, and Kansas areas.
10. Please list the agencies, if any, you would exempt from this contract.	None	No exclusions.
11. Please describe how your company will position this contract to CPC's participating agencies, if awarded.	If awarded this contract, Dynamic would proudly advise CPC's participating agencies about our partnership agreement.	The construction of tracks and specifically track surfaces is a craft. Each one is different from the other. Tracks do not even have to be the same size or shape; they just simply need to be 400 meters on an imaginary path of travel called the measure line. CPC's frequently receive inquires on building tracks and/or other track information and we work hand-in-hand with such as to supplying the requested information. Most often that inquiry is referred on to us which we are very prompt in responding to and answering any question or concerns.
12. If awarded, how does your company plan to inform and train your account managers, financial/reporting personnel, sales and customer service representatives on the details and promotion of the contract?	If awarded the contract, Dynamic will ensure the necessary employees are fully trained in all aspects of this partnership.	As we have now been in cooperative purchasing for over 10 years, primarily through AEPA of which Minnesota was a part, we are well versed in the nuances of accounting, sales, and customer service for such.
13. Please list the percentage of your revenue that is derived from the following: <ul style="list-style-type: none"> • Tracks • Courts • Services 	<p>The current revenue percentages for Dynamic Sports Construction are approximately:</p> <p>40% Tracks 55% Courts 5% Services</p>	Due to the volume of our track installation business, we have now exclusively confined ourselves to the construction and installation of tracks only. Along with this, we have a service and repair arm of our company to take care of any needs of customers as they may arise.

<p>14. Please provide your company's last three years total gross sales to agencies within CPC's service area.</p>	<table border="1"> <thead> <tr> <th>MINNESOTA</th> <th>2016</th> <th>2015</th> <th>2014</th> </tr> </thead> <tbody> <tr> <td>K-12</td> <td>360</td> <td>239,568</td> <td>78,157</td> </tr> <tr> <td>HIGHER ED</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td>CITY/COUNTY</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td>NONPROFITS</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td>TOTALS</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <th>NORTH DAKOTA</th> <th>2016</th> <th>2015</th> <th>2014</th> </tr> <tr> <td>K-12</td> <td>37,131</td> <td>0</td> <td>0</td> </tr> <tr> <td>HIGHER ED</td> <td>0</td> <td>480</td> <td>0</td> </tr> <tr> <td>CITY/COUNTY</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td>NONPROFITS</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td>TOTALS</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <th>SOUTH DAKOTA</th> <th>2016</th> <th>2015</th> <th>2014</th> </tr> <tr> <td>K-12</td> <td>360</td> <td>600</td> <td>0</td> </tr> <tr> <td>HIGHER ED</td> <td>4,171</td> <td>34,110</td> <td>72,397</td> </tr> <tr> <td>CITY/COUNTY</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td>NONPROFITS</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td>TOTALS</td> <td>0</td> <td>0</td> <td>0</td> </tr> </tbody> </table>	MINNESOTA	2016	2015	2014	K-12	360	239,568	78,157	HIGHER ED	0	0	0	CITY/COUNTY	0	0	0	NONPROFITS	0	0	0	TOTALS	0	0	0	NORTH DAKOTA	2016	2015	2014	K-12	37,131	0	0	HIGHER ED	0	480	0	CITY/COUNTY	0	0	0	NONPROFITS	0	0	0	TOTALS	0	0	0	SOUTH DAKOTA	2016	2015	2014	K-12	360	600	0	HIGHER ED	4,171	34,110	72,397	CITY/COUNTY	0	0	0	NONPROFITS	0	0	0	TOTALS	0	0	0	<table border="1"> <thead> <tr> <th>MINNESOTA</th> <th>2016</th> <th>2015</th> <th>2014</th> </tr> </thead> <tbody> <tr> <td>K-12</td> <td></td> <td></td> <td></td> </tr> <tr> <td>HIGHER ED</td> <td></td> <td></td> <td></td> </tr> <tr> <td>CITY/COUNTY</td> <td></td> <td></td> <td></td> </tr> <tr> <td>NONPROFITS</td> <td></td> <td></td> <td></td> </tr> <tr> <td>TOTALS</td> <td>1,594,630.28</td> <td>1,046,807.73</td> <td>1,552,574.97</td> </tr> <tr> <th>NORTH DAKOTA</th> <th>2016</th> <th>2015</th> <th>2014</th> </tr> <tr> <td>K-12</td> <td></td> <td></td> <td></td> </tr> <tr> <td>HIGHER ED</td> <td></td> <td></td> <td></td> </tr> <tr> <td>CITY/COUNTY</td> <td></td> <td></td> <td></td> </tr> <tr> <td>NONPROFITS</td> <td></td> <td></td> <td></td> </tr> <tr> <td>TOTALS</td> <td>757,014.01</td> <td>373,202.50</td> <td>1,447,415.00</td> </tr> <tr> <th>SOUTH DAKOTA</th> <th>2016</th> <th>2015</th> <th>2014</th> </tr> <tr> <td>K-12</td> <td></td> <td></td> <td></td> </tr> <tr> <td>HIGHER ED</td> <td></td> <td></td> <td></td> </tr> <tr> <td>CITY/COUNTY</td> <td></td> <td></td> <td></td> </tr> <tr> <td>NONPROFITS</td> <td></td> <td></td> <td></td> </tr> <tr> <td>TOTALS</td> <td>1,596,846.00</td> <td>2,846,399.58</td> <td>881,531.80</td> </tr> </tbody> </table>	MINNESOTA	2016	2015	2014	K-12				HIGHER ED				CITY/COUNTY				NONPROFITS				TOTALS	1,594,630.28	1,046,807.73	1,552,574.97	NORTH DAKOTA	2016	2015	2014	K-12				HIGHER ED				CITY/COUNTY				NONPROFITS				TOTALS	757,014.01	373,202.50	1,447,415.00	SOUTH DAKOTA	2016	2015	2014	K-12				HIGHER ED				CITY/COUNTY				NONPROFITS				TOTALS	1,596,846.00	2,846,399.58	881,531.80
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<p>15. Provide evidence of what your organization is doing to remain viable and stable in the athletic surfaces (tracks and courts) market.</p>	<p>Dynamic is always striving to provide the latest technology and lowest cost to our customers. Dynamic does not engage in high dollar marketing, lavish trade show events or pay for high profile installations. These are costs that add nothing to the quality or value of our product, but rather, drive up the cost to an end user.</p>	<p>Fisher Tracks employs (3) Certified Track Builders as recognized by the American Sports Builders Association (ASBA). This is a three year designation. In order to maintain this certification a builder must not only demonstrate a proficiency in the knowledge of his or her craft but also obtain continuing education credits. Part of the continuing education credit involves attendance at the American Sports Builders Technical meetings. This keeps a builder up to date on the latest technologies, products, best construction practices, and any rule changes by the applicable governing bodies. At the present there are only 45 Certified Track Builders in the country.</p> <p>In addition to (3) Certified Track Builders on staff, Fisher Tracks plays an active role in the American Sports Builders Association. Sam Fisher has been the past Track Division President, Chairman of the Association, and been involved in the last five re-writes of the American Sports Builder Association's Track Construction Manual. Additionally, Sam Fisher has also provided numerous classes and sessions at the ASBA meetings towards the continuing education of members. Likewise, Darin Olofson and Jordan Fisher (both Certified Track Builders) are actively involved in the associations sub committees' and have authored association position papers.</p> <p>Fisher Tracks Industry involvement, certifications, and continuing education assures an owner the highest quality track surface available. We utilize the latest technology and modern</p>																																																																																																																																																

		<p>construction practices as dictated by the applicable governing bodies.</p>
<p>16. Describe what generally differentiates your company from your key competitors as it pertains to athletic surfaces (tracks and courts) and installation services.</p>	<p>Dynamic's products are 100 percent environmentally friendly, safe, free from dangerous heavy metals, and have ultra-low VOC's. Dynamic is an ethically-run company with great Customer Service. In addition, our employees have solid expertise in their respective areas.</p>	<p>Fisher Tracks employs (3) Certified Track Builders as recognized by the American Sports Builders Association (ASBA). This is a three year designation. In order to maintain this certification a builder must not only demonstrate a proficiency in the knowledge of his or her craft but also obtain continuing education credits. Part of the continuing education credit involves attendance at the American Sports Builders Technical meetings. This keeps a builder up to date on the latest technologies, products, best construction practices, and any rule changes by the applicable governing bodies. At the present there are only 45 Certified Track Builders in the country.</p> <p>In addition to (3) Certified Track Builders on staff, Fisher Tracks plays an active role in the American Sports Builders Association. Sam Fisher has been the past Track Division President, Chairman of the Association, and been involved in the last five re-writes of the American Sports Builder Association's Track Construction Manual. Additionally, Sam Fisher has also provided numerous classes and sessions at the ASBA meetings towards the continuing education of members. Likewise, Darin Olofson and Jordan Fisher (both Certified Track Builders) are actively involved in the associations sub committees' and have authored association position papers.</p> <p>Fisher Tracks Industry involvement, certifications, and continuing education assures an owner the highest quality track surface available. We utilize the latest technology and modern construction practices as dictated by the applicable governing bodies.</p>
<p>17. Please describe your customer retention (e.g. customers who are served that continue to be repeat customers).</p>	<p>Dynamic ensures every customer is happy with their project, so it is not out of the ordinary to see them again. Our products are built to last though, so the repeat business may take 10+ years.</p>	<p>A track surface is a 15-20 plus year investment for a school district. Depending upon the system, the track surface may only need maintenance once or twice during its life cycle. Therefore we communicate with owners about the history, lifecycle, and age of their facility in order that they may see the full return on their investment. By doing so we are able to maintain a majority of our original installations for our clients.</p> <p>Fisher Tracks does not employ any commissioned sales people. A quality installation, satisfied customer, and word of mouth are our best sales tools. With that being said, the average tenure of an administrator is only a few years. We have worked with multiple administrators over the years where we have been fortunate enough to install track surfaces for them at more than one school district.</p>
<p>18. How many clients/customers does your company, on average, provide</p>	<p>On the average, Dynamic provides services, products or installations to over 150 customers per year all across the US.</p>	<p>We work with 400 to 600 different customers each year. For some, that is no more than minor repair issues or answering how-to questions with respect to certain issues that arise when dealing</p>

<p>material and/or material and installation services for each year.</p>		<p>with an athletic facility. For others, it's all the way to the complete tear out and reconstruction of an entire athletic facility. We install over 100 full track and field surfaces annually.</p>
<p>19. Using the map provided in the RFP (Appendix A), please identify the regions and/or states that your company is <u>not</u> able to service. Please designate why your company is <u>not</u> able to service a particular region and/or state.</p>	<p>The map in Appendix A does not list any states where Dynamic is restricted from servicing in terms of product sales or installations.</p>	<p>We are able to service and operate all regions and states as shown in Appendix A.</p> <p>Fisher Tracks corporate headquarters are located in Boone, IA. From there we service the greater Midwest region. We also have an office and warehouse in Texas to service the south central United States.</p> <p>We do not subcontract out the installation of the track surfacing.</p> <p>All installation is done by our own in house personnel. We have been blessed with an abundance of work relatively close to the central U.S. Typically we do not go much past I-25 in the west nor do we attempt to service the east coast. This allows us to most effectively service our existing clients and coordinate new installations closer to home.</p>
<p>20. If awarded, how many staff members will be dedicated to working directly with CPC's participating agencies? How many staff members will be dedicated to sales, delivery, installation, training, maintenance and support? Of those mentioned, please include the average tenure in their job duties.</p>	<p>Dynamic is able to manage and staff all projects successfully as it has the benefit of using full time employees not subcontractors. Dynamic can dedicate no less than 3 qualified employees to consult with on development and technical issues as well as assist with product selection. All installation teams have over 20 years of combined experience along with the President of the company.</p>	<p>There are seven of us that would primarily be involved with the CPC participating agencies. Our experience level of those seven ranges from 35 years of experience to the "least experienced" of seven years.</p>
<p>21. Please state the certification requirements required by the manufacturer to sell and install their products.</p>	<p>Dynamic supplies and installs all of our own products. Dynamic owns all the right to the DynaSport® product line. Dynamic is not a distributor of the products, but rather sells and installs them as part of a single step streamlined method of distribution.</p>	<p>Fisher Tracks is the manufacturer as well as installer. Our installers, some of which have over 25 years' experience, all start out on an apprentice program. Everyone works their way through the various facets of track installation so that we have no weak links within an installation crew. Every Foreman is provided a detailed, job specific work order on every project. This is filled out in detail along with a project summary of the completed project.</p>
<p>22. Please explain the certifications and/or trainings your installers possess and adhere to.</p>	<p>All of Dynamic's installers can demonstrate a thorough knowledge of installation practices in this specialized field and are ready to serve the needs of the agencies at any time.</p>	<p>Our installers, some of which have over 25 years' experience, all start out on an apprentice program. Everyone works their way through the various facets of track installation so that we have no weak links within an installation crew. Every Foreman is provided a detailed, job specific work order on every project. This is filled out in detail along with a project summary of the completed project.</p>
<p>23. Subcontractors for Installation: will your company be using subcontractors to conduct any installations through the result of this solicitation? If so, how do you plan to educate the subcontractor(s) who will conduct the</p>	<p>Dynamic currently has no plans to use subcontractors for jobs located in your tri-state region except as noted on the Utilization Form.</p>	<p>All installations are completed by in-house employees. The only exception to this is the track striping itself. There are just three or four very competent and knowledgeable track stripers across the country; of which we utilize all four to complete our projects. Track striping itself is a specialty and more of an art that it's really not possible to have such in house.</p>

<p>installation to ensure they will comply with the terms and conditions of the contract.</p> <p><u>Whether using subcontractors or not, a respondent must complete and submit the Subcontractor Utilization Form in their response.</u></p>		
<p>24. At times there are issues with installation personnel adhering to the rules and regulations of the agency (e.g. no smoking on grounds, keeping grounds free of debris). Please describe what measures are taken to ensure all agencies' rules and regulations are followed. .</p>	<p>Dynamic's full time employees are trained to conduct themselves in a professional manner adhering to all of the rules and regulations set by the specific project in addition to our own stringent rules of conduct. Dynamic has an established Safety Program in place that all employees must adhere to. In addition, Dynamic has a Drug Free Policy in place that must be followed as well.</p>	<p>Most of our employees have been with us for many years and they know what's expected of them and do a good job of policing themselves. In the event an owner or owner's agent ever has a question regarding adhesion to the rules, clean up, etc. it can be handled by a phone call to the office. Fisher Tracks can then address the situation with the foreman or supervisor to resolve the matter. Employees also know that any fine incurred for a willful infraction such as smoking/tobacco use will be paid by the individual who commits said offense. Severity or frequency of an offense can result in termination of employment.</p>
<p>25. Assessment, Design and Layout: Please describe how your company would work with a participating agency to assess and design the layout of a new running track and court?</p> <p>Of a track or court resurfacing?</p> <p>How do you match the needs of the agency?</p> <p>What factors are considered when working with an agency?</p>	<p>Dynamic works directly with project owners to understand and define their uses and needs in order to prepare the layout drawings and actual event marketing and stripings. Dynamic's process is the same for tracks and courts.</p> <p>Dynamic reviews the anticipated uses for a facility with the agency/owner to determine the necessary products to match their needs. A project owner's uses and long-term needs are considered.</p>	<p>Fisher Tracks works with all members of the design and construction team in order to help facilitate a first class facility. As Certified Track Builders we can assure accuracy of 400 meters, dimension, safety zones, design options for multisport facilities, review asphalt specifications, slope, tolerances, etc.</p> <p>When resurfacing an existing facility the first thing that we do is make a thorough evaluation of the site. This way the participating agency and Fisher Tracks are on the same page with regards to expectations and what may or may not be done during the resurfacing process.</p> <p>Often times the activities in the center of the field tend to dictate how a track should be laid out. Based on this we can then make recommendations accordingly.</p> <p>Again Fisher Tracks will work with any and all members of the design team in order to facilitate the best possible facility. Not all planning agencies have track construction experience. Track construction is really a specialty craft. As Certified Track Builders we can help guide a planning agency down the right path without having to re-invent the wheel.</p>
<p>26. Describe any assessment, design and layout services that your company offers.</p>	<p>Dynamic is able to provide initial to final design and layout services for track and court layout and marking.</p>	<p>After making an assessment of the site as well as the owner's needs, we design, layout, and specify the necessary steps to complete the proposed project. We provide specifications, solicit pricing from the various local subcontractors with respect to landscaping, drainage, asphalt, base rock, etc. We then bring a completed package back to the owner empowering them to make the appropriate decisions.</p>

<p>27. Describe the sales process that your company would take with an educational agency (i.e. school)? Will this process differ from a city, county or nonprofit agency? If so, please describe both processes.</p>	<p>Dynamic will meet with an agency to discuss their needs, goals and budget in order to make product recommendations. The process is the same regardless of the prospective customer.</p>	<p>Schools are almost exclusively the market for a full athletic running track. On a rare occasion a city or county parks and recs department may do a complete facility in a park. Other educational agencies may utilize a walking/jogging path or short sprint lanes as an exercise option.</p> <p>Regardless of the agency the sales process is generally the same: design/bid build or cooperative purchasing.</p>
<p>28. Describe your company's ordering process and what methods can be used by participating agencies to place or create orders?</p>	<p>Upon confirmation of an order and approval of project design layout, Dynamic has materials manufactured specifically for a project.</p>	<p>Typically all an agency has to do to generate an order is to sign a Fisher Tracks furnished bid proposal, issue a purchase order or an AIA contract can be generated.</p>
<p>29. Inventory: where are your company's distribution hubs located? What is the service/fill rate of inventory from those locations?</p>	<p>Dynamic's inventory hubs are located in: Central Texas, with a 10% fill rate Pennsylvania, with a 25% fill rate St. Louis, Missouri, with a 15% fill rate</p>	<p>Fisher Tracks maintains a large inventory in both our Texas and Iowa warehouses. Also due to our volume we receive priority attention and shipping from our various suppliers. This allows us to maintain a 100% fill rate.</p>
<p>30. Briefly explain your delivery policy and the lead time required from a participating agency placing an order to receipt of delivery.</p>	<p>The entire project completion lead time is approximately 21 days. This includes order processing, material selection, site preparation, receipt of raw materials, completion of athletic surface and clean up/disposal.</p>	<p>Typically product is not delivered to the jobsite until our people are on site to accept such delivery. The owner is not at any time ever expected to accept delivery, offload, store, or protect the various components of a track installation. Once the surfacing installation has been scheduled the lead time with freight is approximately 10 business days.</p>
<p>31. At times there are issues with service and/or deliveries. Please describe your process for addressing issues with participating agencies.</p>	<p>Dynamic will make every effort to ensure an on-time delivery of the raw materials needed to complete the project in a timely manner. If a delay is anticipated, Dynamic will reach out to their contact at the agency and keep them informed.</p>	<p>All deliveries and orders are scheduled and coordinated by Fisher Tracks. This minimizes any third party issues. In the event there are freight issues such as a breakdown we work directly with the carrier so that an owner experiences minimal if any disruption. That is the benefit of a single source of responsibility.</p>
<p>32. Describe all delivery and installation services that your company offers.</p>	<p>Dynamic is able to supply and install all types of gym flooring, court surfacing, and running track surfaces.</p>	<p>All deliveries are scheduled such that Fisher Track's personnel are on site to accept delivery. The owner is not at any time expected to accept delivery, offload, store, or protect the various components of a track installation.</p> <p>All track surfacing is performed by Fisher Track's personnel. This includes cleaning, priming, layout, prep work, track surfacing, and striping.</p>
<p>33. Due to weather and climate restrictions, CPC's tri-state area may be limited to certain time periods for installation. Please describe how your company will provide a project timeline and how they will update/communicate changes to the timeline as installation approaches.</p>	<p>If the prearranged schedule were to change due to weather restrictions, the designated Dynamic representative would contact the agency representative to make alternate plans. Dynamic will make every possible effort to ensure the final delivery date is adhered to and met.</p>	<p>Track construction from subbase, subbase compaction, asphalt installation, as well as the rubber installation is certainly weather sensitive. Temperatures are only one aspect; as rain and wind can affect any or all aspects of athletic construction. These weather parameters are laid out at the very beginning of the project for the owner to be aware of. Almost half of our surfacing installation takes place during the football season. We make every effort to avoid such. However, weather and cure times on the asphalt and concrete bases tend to dictate such due to the small window between the end of track season and the start of football. We keep the owner apprised throughout the various phases of the installation; be it a total project or just the rubberized surfacing. This minimizes any surprises at the very end. In the event a project is installed after the start of football we make every effort</p>

		to try to schedule the installation during a varsity away game so as to minimize any disruption to the field.
34. Describe the inspection, preparation, installation, post-construction, protection, clean up and restoration that your company provides as a turnkey athletic surface solution.	Dynamic's full time employees offer a full service, turnkey solution when providing a quality athletic surface. They handle all of the inspections, site preparation, installation, post-construction items, protection of the surrounding areas, clean up and restoration of the work site to a clean and usable site.	As Certified Track Builders, we have an obligation to the owner to see that everything is done to best practices. We inspect all sites prior to the arrival of any materials, as well of course as our installation crew. It is our intention to alert the owner at the earliest possible time of any detriment that could impact the longevity of their substantial investment. I think one of the things that we enjoy the biggest and best reputation for is our cleanup. We have had many schools tell us that we have left the site better than it was when we arrived. We allocate into each one of our jobs a significant amount of time for detail work upon completion of the project. This includes all disposal, sweeping, blowing, power washing, etc. that may be necessary to leave the facility user ready.
35. Installation Teams: Please describe the duties of your installation teams, project roles, and any applicable certifications your installers hold.	All Dynamic installation teams, including a project foreman, provide onsite project management and installation team supervision. Dynamic foremen possess at a minimum OSHA 10 or OSHA 30 certifications.	The duty of the installation crew is first and foremost to honor the owner's wishes and intentions and comply with all local rules and regulations. They are taught from day one that they need to be good citizens as we move from location to location and city to city. All of our installers start out on an apprentice program. Everyone works their way through the various facets of track installation so that we have no weak links within an installation crew. Each Foreman is given a detailed work order based on the notes and observations from the pre-surfacing site inspection by Fisher Tracks. The information in the work order dictates layout, edge of surfacing, etc. This information helps dictate the individual roles of the installation crew. We have a number of people that act as installation managers who oversee the individual installation Foreman on each crew. These sites and crew are visited frequently, often by one of three Certified Track Builders.
36. Please describe how a project's manager takes the lead and coordinates all the work on the project with any separate contractors or service providers to ensure a project is completed on time.	A Dynamic Project Manager is assigned to each project upon award. They manage contracts, submittals, scheduling, material procurement and delivery for the Project Foreman Supervisor.	Our project managers coordinate with the other trades on site at the very beginning of a project. Timelines and cure times and weather parameters are discussed up front so that there are no surprises on the expected completion date. As the project progresses, timelines are revised and updated as necessary and the owner or owner's representative is continually updated.
37. Please describe how your company will handle the salvaging, recycling, and disposal of wastes from the project site.	To the extent there are items to be disposed of following the installation of a project, they are either recycled or disposed of in accordance with laws and regulations.	All waste material is disposed of in proper accordance with local city, state, and federal regulations. All materials arrive on pallets. The pallets can typically be recycled or are often requested for re-use by an owner or other contractors. The rubber is typically supplied in super sacks which are generally not able to be recycled. The binder comes in totes. Again, owners or other contractors often request the empty totes so that they may be repurposed. Otherwise, totes are cut up so that they take up the least amount of space and disposed of accordingly.

38. Please describe the manuals that will be submitted to the agency once the project has been completed (e.g. equipment, maintenance, warranty, systems, components).	Dynamic submits a close out manual which includes a Warranty and Care and Maintenance Manual.	We provide a full warranty on all of our track products, including materials and workmanship, which runs five years. Along with this warranty is a multipage user information packet about some of the do's and don'ts of taking care of a rubber surface, maintaining such, as well as products that can be purchased at a later time in the event of storm damage, vandalism, etc.
39. Please describe your warranty process and/or any protection plans that your company may offer participating agencies. Please note, all extended warranty options (other than standard warranties) and protection plans must be noted in Form C - Pricing Schedule.	Warranties are managed from Dynamic's corporate office. Warranty claims are reviewed by a Dynamic Project Manager and coordinated through them.	As stated above, the warranty is a standard five year industry warranty. This is an extended length of time for an outdoor project. There are no extended or additional warranty options.
40. Please describe any other "value adds" and or services your company can bring to CPC's participating agencies.	As an added benefit, Dynamic will include a maintenance training session for each installation. In addition, as noted below, if the agency choses to pay with a credit card, Dynamic will absorb the credit card processing fee.	<p>We make every effort to stay in contact with our existing customers. We send them reminders on resurfacing and those appropriate options when applicable. We see many of our customers at the various trade shows as well and stay in touch with them on their facility.</p> <p>As mentioned above, we do have a repair and maintenance arm of our company as well and can usually react fairly quickly in the event of storm damage or vandalism. This is especially important when something like this happens during the track season.</p>
41. What are your payment terms?	Net 30	Schools typically need a school board meeting to authorize payment and therefore we usually expect or receive payment within 30 to 45 days.
42. Does your company accept payment by procurement card? If so, is the participating agency assessed a fee for purchasing with a procurement card?	Yes, Dynamic accepts credit and procurement cards for the payment of products and services. There is no fee passed on to the user. Dynamic absorbs the related fees for credit card processing.	Obviously, due to the dollar size of our product, a procurement card is typically not applicable or appropriate.
43. Does your company offer any prompt payment discounts? If so, please describe.	Dynamic does not offer any prompt payment discounts at this time.	This is not something that ever seems to come up with schools, as they are usually not in a position or able to pay within any type of timeline that would bring forth a discount. When those schools are in a position to do such, we have offered a 2% discount for payment within 10 days, for example. This can certainly vary from project to project depending upon the dollar size and the timeframe of payment.
<p>44. Does your company currently work with a leasing/financing agency? If so, please describe your partnership and/or relationship.</p> <p>Is your company willing to partner with CPC's partnered vendor for leasing/financing options to present alternative pricing methods to participating agencies?</p>	Dynamic does not currently work with a leasing/financing agency.	<p>We do not currently work with any leasing or financing agency. We have found that most schools, if they have any interest at all, do work or are working with someone within their state association. We have hound a great number of schools though that do not, by board protocol, allow any leasing or financing for an athletic facility.</p> <p>We, Fisher Tracks, would partner with CPC.</p>

45. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.	There are no additional stipulations and/or requirements Dynamic wishes to add at this time.	Please note that every track is different. They do not follow any type of uniform size, square yardage, number of events, etc. Many tracks are not even striped the same. It is therefore very difficult to put out one price for "a track". There is a certain economy of scale between a 4-lane jogging oval and a 10-lane competition track with multiple event areas for each field event.
46. List any exceptions that your company is requesting to the terms set forth in the Instructions to Respondents and Technical Specifications.	None	No exceptions.

Conference List for MN, ND, & SD – Fisher Tracks, Inc.

Minnesota Conventions

MSBA Minnesota School Board Association January
 MN T&F Clinic Minnesota Track & Field Clinic January
 MASA/MASE Minnesota Association of School Administrators/ Minnesota Association for Special Education March
 MNIAAA Minnesota Interscholastic Athletic Administrators Association March
 MASBO Minnesota Association of School Business Officials May
 (No Acronym) Summer Leadership Conference (THROUGH SWWC Purchasing) June
 MASMS FALL Minnesota Educational Facilities Management Professionals Sept
 MASA FALL Minnesota Association of School Administrators Oct

North Dakota Conventions

NDIAAA North Dakota Interscholastic Athletic Administrators April
 NDCEL North Dakota Council of Educational Leaders Oct
 NDSBA North Dakota School Board Association Oct
 NDHSCA North Dakota High School Coaches Association (NO LONGER PARTICIPATE) July

South Dakota Conventions

SDIAAA South Dakota Interscholastic Athletic Administrators March
 ASBSD+SASD South Dakota School Builders & South Dakota School Directors August

Form C.1 - Base Pricing

*Please note this workbook has multiple tabs.

REQUIRED FORM

Product Description	Dynamic Sports Construction, Inc.						Fisher Tracks, Inc.					
	Manufacturer	Manufacturer Number	Unit of Measure	Catalog Price	Percent Discount	Net Price To Member	Manufacturer	Manufacturer Number	Unit of Measure	Catalog Price	Percent Discount	Net Price To Member
Cost Factors												
Performance and payment bond - bonding rate (percent of project)			Percent	2.90%	2%	\$ 0.03			Percent	1 percent		1 percent
Bonding capacity - total amount of capacity available			Dollar Amount	\$ 5,000,000.00		\$ 5,000,000.00			Dollar Amount	\$ 10,000,000.00		\$ 10,000,000.00
CPC discounts offered on individual manufacturer's published price			Percent	\$ 2.00		\$ 2.00			Percent	NA		NA
Alternative methods of costing - percent of overhead/markup to cost			Percent	17%	2%	\$ 0.17			Percent	NA		NA
Labor Class												
Engineering Services			Hourly Rate			\$ -	Fisher Tracks, Inc.	NA	Hourly Rate	NA		NA
Design Services			Hourly Rate			\$ -	Fisher Tracks, Inc.	FT Design Services	Hourly Rate	NA		NA
Project Manager			Hourly Rate	\$ 51.00	2%	\$ 49.98	Fisher Tracks, Inc.	NA	Hourly Rate	NA		NA
On Site Superintendent			Hourly Rate	\$ 38.00	2%	\$ 37.24	Fisher Tracks, Inc.	NA	Hourly Rate	NA		NA
Crew Supervisor			Hourly Rate	\$ 34.00	2%	\$ 33.32	Fisher Tracks, Inc.	NA	Hourly Rate	NA		NA
Installer			Hourly Rate			\$ -	Fisher Tracks, Inc.	NA	Hourly Rate	\$ 85.00		\$ 85.00
Laborer			Hourly Rate	\$ 19.00	2%	\$ 18.62	Fisher Tracks, Inc.	NA	Hourly Rate	\$ 45.00		\$ 45.00
On Site Superintendent			Overtime Hourly Rate	\$ 57.00	2%	\$ 55.86	Fisher Tracks, Inc.	NA	Hourly Rate	NA		NA
Crew Supervisor			Overtime Hourly Rate	\$ 51.00	2%	\$ 49.98	Fisher Tracks, Inc.	NA	Hourly Rate	NA		NA
Installer			Overtime Hourly Rate			\$ -			Overtime Hourly Rate	\$ 127.50		\$ 127.50
Laborer			Overtime Hourly Rate	\$ 28.50	2%	\$ 27.93			Overtime Hourly Rate	\$ 67.50		\$ 67.50
Installation of New Running Track or Court Surface on a Concrete or Asphalt Base, Add more lines as needed for product and services not specified.												
6 Lane Track												
To install a 1/2" Black Latex running track include all material and labor	Dynamic Sports Const.	Black DynaFasTrack™	Sq. Ft.	\$ 2.16	2%	\$ 2.12			Sq. Ft.			
To install a 3/8" Black Latex running track include all material and labor		Black DynaFasTrack™	Sq. Ft.	\$ 1.75	2%	\$ 1.72			Sq. Ft.			
To install a 1/2" Red Latex running track include all material and labor	Dynamic Sports Const.	Red DynaFasTrack®	Sq. Ft.	\$ 3.18	2%	\$ 3.12			Sq. Ft.			
To install a 3/8" Red Latex running track include all material and labor		Red DynaFasTrack®	Sq. Ft.	\$ 2.70	2%	\$ 2.65			Sq. Ft.			
To install a permeable BLACK Polyurethane Track's Base Mat running track include all material and labor	Dynamic Sports Const.	DynaTrack-S1B™	Sq. Ft.	\$ 3.27	2%	\$ 3.20	Fisher Tracks, Inc.	FT 5K	Sq. Ft.	\$ 2.57	5%	\$ 2.44
To install a permeable RED Polyurethane Track's Base Mat running track include all material and labor	Dynamic Sports Const.	DynaTrack-S1E™	Sq. Ft.	\$ 5.74	2%	\$ 5.63						
To install a permeable BLACK OR RED Polyurethane Track's Base Mat Structural running track include all material and labor	Dynamic Sports Const.	DynaTrack-S2™	Sq. Ft.	\$ 3.88	2%	\$ 3.80	Fisher Tracks, Inc.	FT 10K	Sq. Ft.	\$ 3.85	5%	\$ 3.66
To install a permeable GREEN, BLUE OR GREY Polyurethane Track's Base Mat Structural running track include all material and labor	Dynamic Sports Const.	DynaTrack-S2™	Sq. Ft.	\$ 4.33	2%	\$ 4.24						
To install an impermeable BLACK OR RED Polyurethane Track's Base Mat Structural running track include all material and labor	Dynamic Sports Const.	DynaTrack-S3™	Sq. Ft.	\$ 4.69	2%	\$ 4.60						
To install an impermeable GREEN, BLUE OR GREY Polyurethane Track's Base Mat Structural running track include all material and labor	Dynamic Sports Const.	DynaTrack-S3™	Sq. Ft.	\$ 5.13	2%	\$ 5.03						
To install an impermeable BLACK Polyurethane Track's Base Mat Sandwich running track include all material and labor	Dynamic Sports Const.	DynaTrack-S4™	Sq. Ft.	\$ 5.87	2%	\$ 5.75	Fisher Tracks, Inc.	FT 20K	Sq. Ft.	\$ 6.60	5%	\$ 6.27
To install a RED impermeable Polyurethane Track's Base Mat Sandwich running track include all material and labor	Dynamic Sports Const.	DynaTrack-S4™	Sq. Ft.	\$ 6.55	2%	\$ 6.42						
To install a GREY, BLUE OR GREEN impermeable Polyurethane Track's Base Mat Sandwich running track include all material and labor	Dynamic Sports Const.	DynaTrack-S4™	Sq. Ft.	\$ 7.23	2%	\$ 7.09						
To install a BLACK Polyurethane Tracks' Full Pour (Impermeable) running track include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 6.68	2%	\$ 6.55	Fisher Tracks, Inc.	FT 25K	Sq. Ft.	\$ 8.10	5%	\$ 7.70
To install a RED Polyurethane Tracks' Full Pour (Impermeable) running track include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 7.33	2%	\$ 7.18						
To install a GREY BLUE OR GREEN Polyurethane Tracks' Full Pour (Impermeable) running track include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 7.74	2%	\$ 7.59						
To install a BLACK Polyurethane Tracks' Full Pour (Impermeable) running track with a micro-encapsulated finish include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 7.52	2%	\$ 7.37						
To install a RED Polyurethane Tracks' Full Pour (Impermeable) running track micro-encapsulated finish include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 8.23	2%	\$ 8.07						
To install a GREY BLUE OR GREEN Polyurethane Tracks' Full Pour (Impermeable) running track micro-encapsulated finish include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 8.72	2%	\$ 8.55						
To install a Pre-manufactured Rubber Track include all material and labor			Sq. Ft.			\$ -	NA	NA	Sq. Ft.			NA
8 Lane Track												
To install a 1/2" Black Latex running track include all material and labor	Dynamic Sports Const.	Black DynaFasTrack™	Sq. Ft.	\$ 2.10	2%	\$ 2.06						
To install a 3/8" Black Latex running track include all material and labor	Dynamic Sports Const.	Black DynaFasTrack™	Sq. Ft.	\$ 1.73	2%	\$ 1.70						
To install a 1/2" Red Latex running track include all material and labor	Dynamic Sports Const.	Red DynaFasTrack®	Sq. Ft.	\$ 3.12	2%	\$ 3.06						
To install a 3/8" Red Latex running track include all material and labor	Dynamic Sports Const.	Red DynaFasTrack®	Sq. Ft.	\$ 2.65	2%	\$ 2.60						
To install a permeable BLACK Polyurethane Track's Base Mat running track include all material and labor	Dynamic Sports Const.	DynaTrack-S1B™	Sq. Ft.	\$ 2.89	2%	\$ 2.83	Fisher Tracks, Inc.	FT 5K	Sq. Ft.	\$ 2.57	5%	\$ 2.44
To install a permeable RED Polyurethane Track's Base Mat running track include all material and labor	Dynamic Sports Const.	DynaTrack-S1E™	Sq. Ft.	\$ 5.39	2%	\$ 5.28						
To install a permeable BLACK OR RED Polyurethane Track's Base Mat Structural running track include all material and labor	Dynamic Sports Const.	DynaTrack-S2™	Sq. Ft.	\$ 3.62	2%	\$ 3.55	Fisher Tracks, Inc.	FT 10K	Sq. Ft.	\$ 3.85	5%	\$ 3.66
To install a permeable GREEN, BLUE OR GREY Polyurethane Track's Base Mat Structural running track include all material and labor	Dynamic Sports Const.	DynaTrack-S2™	Sq. Ft.	\$ 4.06	2%	\$ 3.98						
To install an impermeable BLACK OR RED Polyurethane Track's Base Mat Structural running track include all material and labor	Dynamic Sports Const.	DynaTrack-S3™	Sq. Ft.	\$ 4.35	2%	\$ 4.26						
To install an impermeable GREEN, BLUE OR GREY Polyurethane Track's Base Mat Structural running track include all material and labor	Dynamic Sports Const.	DynaTrack-S3™	Sq. Ft.	\$ 4.73	2%	\$ 4.64						
To install an impermeable BLACK Polyurethane Track's Base Mat Sandwich running track include all material and labor	Dynamic Sports Const.	DynaTrack-S4™	Sq. Ft.	\$ 5.51	2%	\$ 5.40	Fisher Tracks, Inc.	FT 20K	Sq. Ft.	\$ 6.33	5%	\$ 6.01
To install a RED impermeable Polyurethane Track's Base Mat Sandwich running track include all material and labor	Dynamic Sports Const.	DynaTrack-S4™	Sq. Ft.	\$ 6.22	2%	\$ 6.10						
To install a GREY, BLUE OR GREEN impermeable Polyurethane Track's Base Mat Sandwich running track include all material and labor	Dynamic Sports Const.	DynaTrack-S4™	Sq. Ft.	\$ 6.84	2%	\$ 6.70						

Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog Price	Percent Discount	Net Price To Member	Manufacturer	Manufacturer Number	Unit of Measure	Catalog Price	Percent Discount	Net Price To Member
To install a BLACK Polyurethane Tracks' Full Pour (Impermeable) running track include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 6.39	2%	\$ 6.26	Fisher Tracks, Inc.	FT 25K	Sq. Ft.	\$ 7.76	5%	\$ 7.37
To install a RED Polyurethane Tracks' Full Pour (Impermeable) running track include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 7.05	2%	\$ 6.91						
To install a GREY, BLUE OR GREEN Polyurethane Tracks' Full Pour (Impermeable) running track include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 7.42	2%	\$ 7.27						
To install a BLACK Polyurethane Tracks' Full Pour (Impermeable) running track with a micro-encapsulated finish include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 7.08	2%	\$ 6.94						
To install a RED Polyurethane Tracks' Full Pour (Impermeable) running track with a micro-encapsulated finish include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 7.78	2%	\$ 7.62						
To install a GREY BLUE OR GREEN Polyurethane Tracks' Full Pour (Impermeable) running track with a micro-encapsulated finish include all material and labor	Dynamic Sports Const.	DynaTrack-FP™	Sq. Ft.	\$ 8.32	2%	\$ 8.15						
Courts												
To install a 6mm Singles Tennis Court include all material and labor	Dynamic Sports Const.	6mm DynaForce®	Sq. Ft.	\$ 7.09	2%	\$ 6.95						\$ -
To install a 9mm Singles Tennis Court include all material and labor	Dynamic Sports Const.	9mm DynaForce®	Sq. Ft.	\$ 7.55	2%	\$ 7.40						\$ -
To install a 6mm Doubles Tennis Court include all material and labor	Dynamic Sports Const.	6mm DynaForce®	Sq. Ft.	\$ 6.31	2%	\$ 6.18						\$ -
To install a 9mm Doubles Tennis Court include all material and labor	Dynamic Sports Const.	9mm DynaForce®	Sq. Ft.	\$ 6.77	2%	\$ 6.63						\$ -
To install a 6mm Basketball Court include all material and labor	Dynamic Sports Const.	6mm DynaForce®	Sq. Ft.	\$ 6.51	2%	\$ 6.38						\$ -
To install a 9mm Basketball Court include all material and labor	Dynamic Sports Const.	9mm DynaForce®	Sq. Ft.	\$ 6.88	2%	\$ 6.74						\$ -
To install two 6mm Basketball Courts include all material and labor	Dynamic Sports Const.	6mm DynaForce®	Sq. Ft.	\$ 5.88	2%	\$ 5.76						\$ -
To install two 9mm Basketball Courts include all material and labor	Dynamic Sports Const.	9mm DynaForce®	Sq. Ft.	\$ 6.34	2%	\$ 6.21						\$ -
To install three or more 6mm Basketball Courts include all material and labor	Dynamic Sports Const.	6mm DynaForce®	Sq. Ft.	\$ 5.37	2%	\$ 5.26						\$ -
To install three or more 9mm Basketball Courts include all material and labor	Dynamic Sports Const.	9mm DynaForce®	Sq. Ft.	\$ 5.79	2%	\$ 5.67						\$ -
Installation of a Running Track or Court's Concrete or Asphalt Base, Add more lines as needed for product and services not specified:												
To install an asphalt base for 6 lane running track include all material and labor			Sq. Ft.			\$ -			Sq. Ft.			\$ -
To install an asphalt base for 8 lane running track include all material and labor			Sq. Ft.			\$ -			Sq. Ft.			\$ -
To install a concrete base for 6 lane running track include all material and labor			Sq. Ft.			\$ -			Sq. Ft.			\$ -
To install a concrete base for 8 lane running track include all material and labor			Sq. Ft.			\$ -			Sq. Ft.			\$ -
To install an asphalt base for tennis or basketball court include all material and labor			Sq. Ft.			\$ -			Sq. Ft.			\$ -
To install a concrete base for tennis or basketball court include all material and labor			Sq. Ft.			\$ -			Sq. Ft.			\$ -
To install a post-tension concrete base for tennis or basketball court include all material and labor			Sq. Ft.			\$ -			Sq. Ft.			\$ -
Preparation, cleaning of existing stable asphalt/concrete base, prior to installation of track or court surfacing			Sq. Ft.			\$ -			Sq. Ft.			\$ -
Patching existing stable asphalt/concrete base, prior to installation of track or court surfacing			Sq. Ft.			\$ -			Sq. Ft.			\$ -
Running Track and Event Striping - Add more lines as needed for product and services not specified												
Acrylic Paint Striping for All Weather Latex Running Tracks												
New striping of 1 lane			Lane			\$ -	Fisher Tracks, Inc.	FT Striping 1	Lane	\$ 3,000.00	5%	\$ 2,850.00
New striping of 2 lane			2 Lanes			\$ -	Fisher Tracks, Inc.	FT Striping 2	2 Lanes	\$ 3,000.00	5%	\$ 2,850.00
New striping of 3 Lanes			3 Lanes			\$ -	Fisher Tracks, Inc.	FT Striping 3	3 Lanes	\$ 3,000.00	5%	\$ 2,850.00
New striping of 4 Lanes			4 Lanes			\$ -	Fisher Tracks, Inc.	FT Striping 4	4 Lanes	\$ 7,300.00	5%	\$ 6,935.00
New striping of 5 Lanes			5 Lanes			\$ -	Fisher Tracks, Inc.	FT Striping 5	5 Lanes	\$ 7,300.00	5%	\$ 6,935.00
New striping of 6 Lanes			6 Lanes			\$ -	Fisher Tracks, Inc.	FT Striping 6	6 Lanes	\$ 7,300.00	5%	\$ 6,935.00
New striping of 7 Lanes			7 Lanes			\$ -	Fisher Tracks, Inc.	FT Striping 7	7 Lanes	\$ 7,300.00	5%	\$ 6,935.00
New striping of 8 Lanes			8 Lanes			\$ -	Fisher Tracks, Inc.	FT Striping 8	8 Lanes	\$ 7,300.00	5%	\$ 6,935.00
New striping of additional lane			Lane			\$ -	Fisher Tracks, Inc.	FT Striping 8+1	Lane	\$ 1,500.00	5%	\$ 1,425.00
Acrylic Paint Striping adder for Polyurethane, Polyurethane Sandwich, Polyurethane Structural, Polyurethane Full Pour Pre-Manufactured Rubber Track			Track			\$ -						\$ -
Polyurethane Base Mat and/or Base Mat Structural Spray						\$ -	Fisher Tracks, Inc.	FT 5K, FT 10K	8 lanes or less	\$ 7,800.00	5%	\$ 7,410.00
Polyurethane Sandwich and/or Full Pour						\$ -	Fisher Tracks, Inc.	FT 20K, FT 25K	8 lanes or less	\$ 8,500.00	5%	\$ 8,075.00
Acrylic Paint Restriping for All Weather Latex Running Tracks												
Restriping of 1 lane			Lane			\$ -	Fisher Tracks, Inc.	FT Striping 1	Lane	\$ 3,000.00	5%	\$ 2,850.00
Restriping of 2 Lanes			2 Lanes			\$ -	Fisher Tracks, Inc.	FT Striping 2	2 Lanes	\$ 3,000.00	5%	\$ 2,850.00
Restriping of 3 Lanes			3 Lanes			\$ -	Fisher Tracks, Inc.	FT Striping 3	3 Lanes	\$ 3,000.00	5%	\$ 2,850.00
Restriping of 4 Lanes			4 Lanes			\$ -	Fisher Tracks, Inc.	FT Striping 4	4 Lanes	\$ 7,300.00	5%	\$ 6,935.00
Restriping of 5 Lanes			5 Lanes			\$ -	Fisher Tracks, Inc.	FT Striping 5	5 Lanes	\$ 7,300.00	5%	\$ 6,935.00
Restriping of 6 Lanes			6 Lanes			\$ -	Fisher Tracks, Inc.	FT Striping 6	6 Lanes	\$ 7,300.00	5%	\$ 6,935.00
Restriping of 7 Lanes			7 Lanes			\$ -	Fisher Tracks, Inc.	FT Striping 7	7 Lanes	\$ 7,300.00	5%	\$ 6,935.00
Restriping of 8 Lanes			8 Lanes			\$ -	Fisher Tracks, Inc.	FT Striping 8	8 Lanes	\$ 7,300.00	5%	\$ 6,935.00
Restriping of Additional Lane			Lane			\$ -	Fisher Tracks, Inc.	FT Striping 8+1	Lane	\$ 1,500.00	5%	\$ 1,425.00
Acrylic Paint Restriping adder for Polyurethane, Polyurethane Sandwich, Polyurethane Structural, Polyurethane Full Pour Pre-Manufactured Rubber Track			Track			\$ -						\$ -
Polyurethane Base Mat and/or Base Mat Structural Spray						\$ -	Fisher Tracks, Inc.	FT 5K, FT 10K	8 lanes or less	\$ 7,800.00	5%	\$ 7,410.00
Polyurethane Sandwich and/or Full Pour						\$ -	Fisher Tracks, Inc.	FT 20K, FT 25K	8 lanes or less	\$ 8,500.00	5%	\$ 8,075.00
Paint Play Lines for Tennis or Basketball Courts - Add more lines as needed for product and services not specified.												
Singles Tennis Court			Court			\$ -			Court			\$ -
Doubles Tennis Court			Court			\$ -			Court			\$ -
Basketball Court			Court			\$ -			Court			\$ -
Volleyball Court			Court			\$ -			Court			\$ -
Restriping Singles Tennis Court			Court			\$ -			Court			\$ -
Restriping Doubles Tennis Court			Court			\$ -			Court			\$ -
Restriping Basketball Court			Court			\$ -			Court			\$ -

Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog Price	Percent Discount	Net Price To Member	Manufacturer	Manufacturer Number	Unit of Measure	Catalog Price	Percent Discount	Net Price To Member
Restripping Volleyball Court			Court			\$ -			Court			\$ -
Site Work - Add lines for product and services offered.												
						\$ -						\$ -
						\$ -						\$ -
						\$ -						\$ -
Warranty - Add lines for warranty and maintenance agreements offered.												
all products include a 5 year warranty against defects in materials and labor												
Fisher Tracks, Inc. guarantees the installation of the rubber athletic surface to be free from defects in material and workmanship for a period of (5) years from completion of installation. Should any defects occur, repairs would be made free of charge. This guarantee covers only the material and work performed by Fisher Tracks, Inc. This guarantee covers track and field use only, and shall not be interpreted as holding Fisher Tracks responsible for any deterioration of work due to normal use for the abuse to the installation.												
Surfacing Materials												
Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
Running Track/Tennis - Add more lines as needed for product and services not specified.												
SBR Latex Binder			Cost Per Gallon			\$ -			Cost Per Gallon			NA
Latex Primer			Cost Per Gallon			\$ -			Cost Per Gallon			NA
Acrylic Top Coat			Cost Per Gallon			\$ -			Cost Per Gallon			NA
SBR Rubber Granules - Black 1-4 mm			Cost Per Lbs			\$ -			Cost Per Lbs			NA
SBR Rubber Granules - Colored 1-4 mm			Cost Per Lbs			\$ -			Cost Per Lbs			NA
EPDM Rubber Granules - Black 1-4 mm			Cost Per Lbs			\$ -			Cost Per Lbs			NA
EPDM Rubber Granules - Colored 1-4 mm			Cost Per Lbs			\$ -			Cost Per Lbs			NA
Polyurethane - Binder			Cost Per Gallon			\$ -			Cost Per Gallon			NA
Polyurethane - Primer			Cost Per Gallon			\$ -			Cost Per Gallon			NA
Aliphatic Binder or Top Coat			Cost Per Gallon			\$ -			Cost Per Gallon			NA
Polyurethane - Top Coat			Cost Per Gallon			\$ -			Cost Per Gallon			NA
Prefabricated Rubber Mat			Cost Per Sq. Ft.			\$ -			Cost Per Sq. Ft.			NA
Prefabricated Vulcanized Rubber Mat			Cost Per Sq. Ft.			\$ -			Cost Per Sq. Ft.			NA
Prefabricated Rubber Mat Adhesive			Cost Per Gallon			\$ -			Cost Per Gallon			NA
Latex Track patching kit			Cost per Kit			\$ -			Cost per Kit			NA
Polyurethane Track patching kit			Cost per Kit			\$ -	Fisher Tracks, Inc.	FT Patch Kit	Cost per Kit	\$ 185.00	5%	\$ 175.75
Items as a percentage of Manufacturer, Distributor, Supplier, or Contractor price list. Need to provide a copy of the price sheets that the discount will be based upon. Add more lines as needed for product and services not specified.												
Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
Pole Vault Pit			Percentage Discount			\$ -			Percentage Discount			NA
Take-Off Boards			Percentage Discount			\$ -			Percentage Discount			NA
Shot Put Toe Boards			Percentage Discount			\$ -			Percentage Discount			NA
Shot Put Rings			Percentage Discount			\$ -			Percentage Discount			NA
Discus Rings			Percentage Discount			\$ -			Percentage Discount			NA
Combination Hammer/Discus Cage and cage must meet IAAF rules			Percentage Discount			\$ -			Percentage Discount			NA
Hammer/Discus Conversion Ring			Percentage Discount			\$ -			Percentage Discount			NA
Water Jump Hurdle with sleeves			Percentage Discount			\$ -			Percentage Discount			NA
Water Jump Cover			Percentage Discount			\$ -			Percentage Discount			NA
Long Jump Sandpits and Traps			Percentage Discount			\$ -			Percentage Discount			NA
Sand for Sand Pits and Traps			Percentage Discount			\$ -			Percentage Discount			NA
Tennis Net Posts and Sleeves Equipment			Percentage Discount			\$ -			Percentage Discount			NA
Tennis Center Strap Anchor			Percentage Discount			\$ -			Percentage Discount			NA
Tennis Nets			Percentage Discount			\$ -			Percentage Discount			NA
Tennis Wind Screens			Percentage Discount			\$ -			Percentage Discount			NA
Tennis Backdrop Curtains			Percentage Discount			\$ -			Percentage Discount			NA
Tennis Court Dividers			Percentage Discount			\$ -			Percentage Discount			NA
Basketball Goal Post			Percentage Discount			\$ -			Percentage Discount			NA
Basketball Backboards			Percentage Discount			\$ -			Percentage Discount			NA
Basketball Mesh nets			Percentage Discount			\$ -			Percentage Discount			NA
Basketball Hoop rings 18"			Percentage Discount			\$ -			Percentage Discount			NA
Track Resurfacing												
Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
6 Lane Track												
To resurface a Latex running track include all material and labor	Dynamic Sports Const.	DynaTrack™	Cost Sq. Ft.	\$ 1.56	2%	\$ 1.53			Cost Sq. Ft.			NA
To resurface a Polyurethane Tracks Base Mat running track include all material and labor	Dynamic Sports Const.	DynaTrack™	Cost Sq. Ft.	\$ 1.90	2%	\$ 1.86	Fisher Tracks, Inc.	FT 5K	Cost Sq. Ft.	\$ 2.75	5%	\$ 2.61
To resurface a Polyurethane Tracks Base Mat Structural running track include all material and labor	Dynamic Sports Const.	DynaTrack™	Cost Sq. Ft.	\$ 1.90	2%	\$ 1.86	Fisher Tracks, Inc.	FT 10K	Cost Sq. Ft.	\$ 4.10	5%	\$ 3.90
To resurface a Polyurethane Tracks Base Mat Sandwich running track include all material and labor	Dynamic Sports Const.	DynaTrack™	Cost Sq. Ft.	\$ 4.38	2%	\$ 4.29	Fisher Tracks, Inc.	FT 20K	Cost Sq. Ft.	\$ 6.60	5%	\$ 6.27
To resurface a Polyurethane Tracks Full Pour (Impermeable) running track include all material and labor	Dynamic Sports Const.	DynaTrack™	Cost Sq. Ft.	\$ 4.38	2%	\$ 4.29	Fisher Tracks, Inc.	FT 25K	Cost Sq. Ft.	\$ 8.10	5%	\$ 7.70
To resurface a Pre-manufactured Rubber Tracks include all material and labor			Cost Sq. Ft.			\$ -			Cost Sq. Ft.			NA
8 Lane Tracks												
To resurface a Latex running track include all material and labor	Dynamic Sports Const.	DynaTrack™	Cost Sq. Ft.	\$ 1.50	2%	\$ 1.47			Cost Sq. Ft.			NA
To resurface a Polyurethane Tracks Base Mat running track include all material and labor	Dynamic Sports Const.	DynaTrack™	Cost Sq. Ft.	\$ 1.81	2%	\$ 1.77	Fisher Tracks, Inc.	FT 5K	Cost Sq. Ft.	\$ 2.57	5%	\$ 2.44
To resurface a Polyurethane Tracks Base Mat Structural running track include all material and labor	Dynamic Sports Const.	DynaTrack™	Cost Sq. Ft.	\$ 1.81	2%	\$ 1.77	Fisher Tracks, Inc.	FT 10K	Cost Sq. Ft.	\$ 3.85	5%	\$ 3.66
To resurface a Polyurethane Tracks Base Mat Sandwich running track include all material and labor	Dynamic Sports Const.	DynaTrack™	Cost Sq. Ft.	\$ 4.22	2%	\$ 4.14	Fisher Tracks, Inc.	FT 20K	Cost Sq. Ft.	\$ 6.33	5%	\$ 6.01
To resurface a Polyurethane Tracks Full Pour (Impermeable) running track include all material and labor	Dynamic Sports Const.	DynaTrack™	Cost Sq. Ft.	\$ 4.22	2%	\$ 4.14	Fisher Tracks, Inc.	FT 25K	Cost Sq. Ft.	\$ 7.76	5%	\$ 7.37
To resurface a Pre-manufactured Rubber Tracks include all material and labor			Cost Sq. Ft.			\$ -			Cost Sq. Ft.			NA
Miscellaneous Materials - Add more lines as needed for product and services not specified.												

Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog Price	Percent Discount	Net Price To Member	Manufacturer	Manufacturer Number	Unit of Measure	Catalog Price	Percent Discount	Net Price To Member
Product Description	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member	Manufacturer	Manufacturer Number	Unit of Measure	Catalog/List/Retail Price	Percent Discount	Net Price To Member
Clean sand for sand pits			Cost Per Yard			\$ -			Cost Per Yard			NA
Silica sand (30, 60 or 70 mesh)			Cost Per Lbs			\$ -			Cost Per Lbs			NA
Portland cement (90 lb. bag)			Cost Per Bag			\$ -			Cost Per Bag			NA
Latex crack filler			Cost Per Gallon			\$ -			Cost Per Gallon			NA
Urethane caulking (tube)			Cost Per Tube			\$ -			Cost Per Tube			NA
Latex binder (various colors)			Cost Per Gallon			\$ -			Cost Per Gallon			NA
White Line Paint			Cost Per Gallon			\$ -			Cost Per Gallon			NA
Concrete Sealer			Cost Per Gallon			\$ -			Cost Per Gallon			NA
Clear Top Coat			Cost Per Gallon			\$ -			Cost Per Gallon			NA
Concrete Resin Compound			Cost Per Gallon			\$ -			Cost Per Gallon			NA
Drainage - Add more lines as needed for product and services not specified.												
Track drainage			Cost per Linear Ft			\$ -			Cost per Linear Ft			NA
Court Drainage			Cost per Linear Ft			\$ -			Cost per Linear Ft			NA
Curbing - Add more lines as needed for product and services not specified.												
Removable Track Curbing			Cost per Linear Ft			\$ -			Cost per Linear Ft			NA
Concrete Curbing			Cost per Linear Ft			\$ -			Cost per Linear Ft			NA
Asphalt Curbing			Cost per Linear Ft			\$ -			Cost per Linear Ft			NA
Track Certifications - Add more lines as needed for product and services not specified.												
Class 5 ASBA Certifications			Per Track	\$ 2,850.00	2%	\$ 2,793.00	Fisher Tracks, Inc.	FT ASBA 5	Per Track	No Additional Charge		\$ -
Class 4 ASBA Certification			Per Track	\$ 4,620.00	2%	\$ 4,527.60	Fisher Tracks, Inc.	FT ASBA 4	Per Track	\$ 2,500.00	5%	\$ 2,375.00
Class 3 ASBA Certification			Per Track	\$ 7,015.00	2%	\$ 6,874.70	Fisher Tracks, Inc.	FT ASBA 3	Per Track	\$ 5,000.00	5%	\$ 4,750.00
Miscellaneous Items - Add more lines as needed for product and services not specified.												
Plant New Grass or Sod			Cost Per Sq. Ft.			\$ -			Cost Per Sq. Ft.			\$ -
Re-seed Grass			Cost Per Sq. Ft.			\$ -			Cost Per Sq. Ft.			\$ -

Form C.2 - State Multiplier

**Please note this workbook has multiple tabs.*

REQUIRED FORM

	Dynamic Sports Construction, Inc.		
Project types	Minnesota Multiplier	North Dakota Multiplier	South Dakota Multiplier
Non-prevailing wage project:	0.00%	0.00%	0.00%
Prevailing wage project:	10.00%	10.00%	10.00%
Davis Bacon wage project:	12.00%	12.00%	12.00%

	Fisher Tracks, Inc.		
Project types	Minnesota Multiplier	North Dakota Multiplier	South Dakota Multiplier
Non-prevailing wage project:	0.00%	0.00%	0.00%
Prevailing wage project:	105.00%	105.00%	105.00%
Davis Bacon wage project:	110.00%	110.00%	110.00%

February 23, 2017

Fisher Tracks, Inc.
Attn: Sam Fisher
1192 235th Street
Boone, IA 50036

Award Decision, RFP # 17.8 – Athletic Surfaces: Tracks & Courts

Dear Sam Fisher:

The Cooperative Purchasing Connection (CPC), using the weighted criteria outlined in the Request for Proposal (RFP), have completed their review of the proposals received. Evaluation criteria included qualifications and experience, quality and variety of product selection, pricing, services and support, and ease of ordering.

We are pleased to announce that your proposal received the recommendation for award. This decision is subject to approval of the Cooperative Purchasing Connection and the North Dakota Educators Service Cooperatives Boards of Directors and the successful negotiation of a mutually acceptable contract.

I will be contacting you in the near future to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; the Cooperative Purchasing Connection looks forward to working with Fisher Tracks, Inc.

Regards,



Lisa M. Truax | Bid & Contract Facilitator
Cooperative Purchasing Connection

Enclosure:
Performance Bond Requirements

CC: Jordan Fisher
Darin Olofson

February 23, 2017

Fisher Tracks, Inc.
Attn: Sam Fisher
1192 235th Street
Boone, IA 50036

Performance Bond Requirements, RFP #17.8 – Athletic Surfaces: Tracks & Courts

Dear Sam Fisher:

Congratulations on becoming an awarded vendor with the Cooperative Purchasing Connection (CPC). We're looking forward to working with you and you'll soon be receiving a contract for review. In addition, as you may know, CPC requires awarded vendors to post a \$1,000.00 performance bond at the time an agreement is met and the contract is signed by the awarded vendor. The performance bond may be in the form of a bond, certified or cashier's check, or money order payable to Lakes Country Service Cooperative. It may also be a bond naming Lakes Country Service Cooperative as obligee written by a corporate surety, satisfactory to CPC, pledging that the awarded vendor will abide by the terms stated in the RFP and in the vendor's proposal and pledges the faithful performance of the contract and the payment of all obligations arising thereunder.

With any partnership, some are not successful. Failure from an awarded vendor to comply with the proposal and contract agreement, the performance bond shall be forfeited to CPC as liquidated damages, not as a penalty. The loss of the performance bond may include, but is not limited to:

- Poor communication; multiple documented failures to correspond with CPC.
- Poor customer service; failure to respond on multiple occasions to CPC members within a timely manner.
- Poor quality of product and failure to replace/refund member purchase when appropriate.
- Delivery issues; consistent and documented failures to deliver product on time or in proper condition.
- Lack of on-time reporting and inaccurate quarterly reports.
- Lack of quarterly administrative fee payments.

Performance bonds will be returned in their full amount upon the successful completion of a bid cycle.

Please let me know if you have any questions.

Regards,



Lisa M. Truax | Bid & Contract Facilitator
Cooperative Purchasing Connection

CC: Jordan Fisher
Darin Olofson

February 23, 2017

Dynamic Sports Construction, Inc.
Attn: Robert Wolessensky Jr.
301 Sonny Drive
Leander, TX 78641

Award Decision, RFP #17.8 – Athletic Surfaces: Tracks & Courts

Dear Robert Wolessensky Jr:

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for Request for Proposal (RFP) 17.8 – Athletic Surfaces: Tracks & Courts.

The cooperative purchasing team, using the criteria outlined in the RFP documents, have completed their review of the proposals received. Evaluation criteria included qualifications and experience, quality and variety of product selection, pricing, services and support, and ease of ordering. The cooperative purchasing team has decided to reject your proposal.

We want to thank you for your proposal, taking the time to present in-person to our purchasing team and the interest in this RFP. CPC will look forward to your participation in future RFP's for similar engagements.

Should you have any questions about this matter, please feel free to contact me.

Regards,



Lisa M. Truax | Bid & Contract Facilitator
Cooperative Purchasing Connection

Form G – Contract Offer & Award

OFFER TO BE COMPLETED BY VENDOR

In compliance with the Request for Proposal, the undersigned warrants that I/we have examined the Instructions to Respondents and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance of this proposal.

The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the Cooperative Purchasing Connection as stated in the evaluation section, will be a consideration in making the award.


This contract offer and award binds said vendor to all terms and conditions stated in the proposal until a contract has been signed by both parties.

Company Name: Fisher Tracks, Inc.

Address: 1192 235th Street

City: Boone State: IA Zip: 50036

Contract Contact Person: Sam Fisher President

Authorized Signature: 

Printed Name: Sam Fisher

ACCEPTANCE OF OFFER AND CONTRACT AWARD TO BE COMPLETED ONLY BY THE COOPERATIVE PURCHASING CONNECTION

Contract Term: It is the Cooperative Purchasing Connection's intent to award a contract for Athletic Surfaces: Track and Courts. The contract term may be renewed annually, up to three (3) additional terms.


CPC Authorized Signature

17.8 - ATC
Contract Number

Awarded this 23rd day of February, 2017.