



## **Solicitation Number: RFP #031622**

### **CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and FieldTurf USA, Inc., 175 N. Industrial Blvd., N.E., Calhoun, GA 30701 (Supplier).

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to eligible federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for Artificial Turf and Tracks with Installation, Related Equipment, Materials, and Supplies from which Supplier was awarded a contract.

Supplier desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

#### **1. TERM OF CONTRACT**

- A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.
- B. **EXPIRATION DATE AND EXTENSION.** This Contract expires May 26, 2026, unless it is cancelled sooner pursuant to Article 22. This Contract may be extended one additional year upon the request of Sourcewell and written agreement by Supplier.
- C. **SURVIVAL OF TERMS.** Notwithstanding any expiration or termination of this Contract, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 11 through 14 survive the expiration or cancellation of this Contract. All other rights will cease upon expiration or termination of this Contract.

#### **2. EQUIPMENT, PRODUCTS, OR SERVICES**

- A. **EQUIPMENT, PRODUCTS, OR SERVICES.** Supplier will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above.

Supplier's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new and the current model. Supplier may offer close-out or refurbished Equipment or Products if they are clearly indicated in Supplier's product and pricing list. Unless agreed to by the Participating Entities in advance, Equipment or Products must be delivered as operational to the Participating Entity's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. **WARRANTY.** Supplier warrants that all Equipment, Products, and Services furnished are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Equipment, Products, and Services are suitable for and will perform in accordance with the ordinary use for which they are intended. Supplier's dealers and distributors must agree to assist the Participating Entity in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that extends beyond the expiration of the Supplier's warranty will be passed on to the Participating Entity.

C. **DEALERS, DISTRIBUTORS, AND/OR RESELLERS.** Upon Contract execution and throughout the Contract term, Supplier must provide to Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers relative to the Equipment, Products, and Services offered under this Contract, which will be incorporated into this Contract by reference. It is the Supplier's responsibility to ensure Sourcewell receives the most current information.

### **3. PRICING**

All Equipment, Products, or Services under this Contract will be priced at or below the price stated in Supplier's Proposal.

When providing pricing quotes to Participating Entities, all pricing quoted must reflect a Participating Entity's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Participating Entity's requested delivery location.

Regardless of the payment method chosen by the Participating Entity, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Participating Entity at the time of purchase.

A. **SHIPPING AND SHIPPING COSTS.** All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Supplier must permit the Equipment and Products to be

returned within a reasonable time at no cost to Sourcewell or its Participating Entities. Participating Entities reserve the right to inspect the Equipment and Products at a reasonable time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Supplier as soon as possible and the Supplier will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity.

Supplier must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

Sourcewell may declare the Supplier in breach of this Contract if the Supplier intentionally delivers substandard or inferior Equipment or Products.

B. SALES TAX. Each Participating Entity is responsible for supplying the Supplier with valid tax-exemption certification(s). When ordering, a Participating Entity must indicate if it is a tax-exempt entity.

C. HOT LIST PRICING. At any time during this Contract, Supplier may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Supplier determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

#### **4. PRODUCT AND PRICING CHANGE REQUESTS**

Supplier may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product Change Request Form to the assigned Sourcewell Supplier Development Administrator. This approved form is available from the assigned Sourcewell Supplier Development Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number;
- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;

- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Contract and will be incorporated by reference.

## **5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS**

A. PARTICIPATION. Sourcewell's cooperative contracts are available and open to public and nonprofit entities across the United States and Canada; such as federal, state/province, municipal, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Participating Entities that can legally access the Equipment, Products, or Services under this Contract. A Participating Entity's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access. Supplier understands that a Participating Entity's use of this Contract is at the Participating Entity's sole convenience and Participating Entities reserve the right to obtain like Equipment, Products, or Services from any other source.

Supplier is responsible for familiarizing its sales and service forces with Sourcewell contract use eligibility requirements and documentation and will encourage potential participating entities to join Sourcewell. Sourcewell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Supplier's employees may be required to perform work at government-owned facilities, including schools. Supplier's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Participating Entity policies and procedures, and all applicable laws.

## **6. PARTICIPATING ENTITY USE AND PURCHASING**

A. ORDERS AND PAYMENT. To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Supplier that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Supplier. Typically, a Participating Entity will issue an order directly to Supplier or its authorized subsidiary, distributor, dealer, or reseller. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell

contract number. All Participating Entity orders under this Contract must be issued prior to expiration or cancellation of this Contract; however, Supplier performance, Participating Entity payment obligations, and any applicable warranty periods or other Supplier or Participating Entity obligations may extend beyond the term of this Contract.

Supplier's acceptable forms of payment are included in its attached Proposal. Participating Entities will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

B. **ADDITIONAL TERMS AND CONDITIONS/PARTICIPATING ADDENDUM.** Additional terms and conditions to a purchase order, or other required transaction documentation, may be negotiated between a Participating Entity and Supplier, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entities may require the use of a Participating Addendum; the terms of which will be negotiated directly between the Participating Entity and the Supplier. Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract.

C. **SPECIALIZED SERVICE REQUIREMENTS.** In the event that the Participating Entity requires service or specialized performance requirements not addressed in this Contract (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements), the Participating Entity and the Supplier may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

D. **TERMINATION OF ORDERS.** Participating Entities may terminate an order, in whole or in part, immediately upon notice to Supplier in the event of any of the following:

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the equipment, products, or services to be purchased; or
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements.

E. **GOVERNING LAW AND VENUE.** The governing law and venue for any action related to a Participating Entity's order will be determined by the Participating Entity making the purchase.

## **7. CUSTOMER SERVICE**

A. **PRIMARY ACCOUNT REPRESENTATIVE.** Supplier will assign an Account Representative to Sourcewell for this Contract and must provide prompt notice to Sourcewell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcwell and Participating Entity inquiries; and
- Business reviews to Sourcwell and Participating Entities, if applicable.

B. BUSINESS REVIEWS. Supplier must perform a minimum of one business review with Sourcwell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, sales data reports, supply issues, customer issues, and any other necessary information.

## **8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT**

A. CONTRACT SALES ACTIVITY REPORT. Each calendar quarter, Supplier must provide a contract sales activity report (Report) to the Sourcwell Supplier Development Administrator assigned to this Contract. Reports are due no later than 45 days after the end of each calendar quarter. A Report must be provided regardless of the number or amount of sales during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;
- Sourcwell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcwell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Supplier.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcwell, the Supplier will pay an administrative fee to Sourcwell on all Equipment, Products, and Services provided to Participating Entities. The Administrative Fee must be included in, and not added to, the pricing. Supplier may not charge Participating Entities more than the contracted price to offset the Administrative Fee.

The Supplier will submit payment to Sourcwell for the percentage of administrative fee stated in the Proposal multiplied by the total sales of all Equipment, Products, and Services purchased

by Participating Entities under this Contract during each calendar quarter. Payments should note the Supplier's name and Sourcewell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

Supplier agrees to cooperate with Sourcewell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Supplier is delinquent in any undisputed administrative fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Supplier in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than 30 days from the cancellation date.

#### **9. AUTHORIZED REPRESENTATIVE**

Sourcewell's Authorized Representative is its Chief Procurement Officer.

Supplier's Authorized Representative is the person named in the Supplier's Proposal. If Supplier's Authorized Representative changes at any time during this Contract, Supplier must promptly notify Sourcewell in writing.

#### **10. AUDIT, ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE**

A. **AUDIT.** Pursuant to Minnesota Statutes Section 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell or the Minnesota State Auditor for a minimum of six years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

B. **ASSIGNMENT.** Neither party may assign or otherwise transfer its rights or obligations under this Contract without the prior written consent of the other party and a fully executed assignment agreement. Such consent will not be unreasonably withheld. Any prohibited assignment will be invalid.

C. **AMENDMENTS.** Any amendment to this Contract must be in writing and will not be effective until it has been duly executed by the parties.

D. **WAIVER.** Failure by either party to take action or assert any right under this Contract will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right. Any such waiver must be in writing and signed by the parties.

E. **CONTRACT COMPLETE.** This Contract represents the complete agreement between the parties. No other understanding regarding this Contract, whether written or oral, may be used to bind either party. For any conflict between the attached Proposal and the terms set out in Articles 1-22 of this Contract, the terms of Articles 1-22 will govern.

F. **RELATIONSHIP OF THE PARTIES.** The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

### **11. INDEMNITY AND HOLD HARMLESS**

Supplier must indemnify, defend, save, and hold Sourcewell and its Participating Entities, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell or its Participating Entities, arising out of any act or omission in the performance of this Contract by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

### **12. GOVERNMENT DATA PRACTICES**

Supplier and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, stored, used, maintained, or disseminated by the Supplier under this Contract.

### **13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT**

#### **A. INTELLECTUAL PROPERTY**

1. *Grant of License.* During the term of this Contract:
  - a. Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising and promotional materials for the purpose of marketing Sourcewell's relationship with Supplier.
  - b. Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising and promotional materials for the purpose of marketing Supplier's relationship with Sourcewell.
2. *Limited Right of Sublicense.* The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers,



resellers, marketing representatives, and agents (collectively “Permitted Sublicensees”) in advertising and promotional materials for the purpose of marketing the Parties’ relationship to Participating Entities. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this Article by any of their respective sublicensees.

*3. Use; Quality Control.*

- a. Neither party may alter the other party’s trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
- b. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party’s trademarks only in good faith and in a dignified manner consistent with such party’s use of the trademarks. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

4. As applicable, Supplier agrees to indemnify and hold harmless Sourcewell and its Participating Entities against any and all suits, claims, judgments, and costs instituted or recovered against Sourcewell or Participating Entities by any person on account of the use of any Equipment or Products by Sourcewell or its Participating Entities supplied by Supplier in violation of applicable patent or copyright laws.

*5. Termination.* Upon the termination of this Contract for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party’s name or logo (excepting Sourcewell’s pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell’s written directions.

**B. PUBLICITY.** Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Supplier individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

**C. MARKETING.** Any direct advertising, marketing, or offers with Participating Entities must be approved by Sourcewell. Send all approval requests to the Sourcewell Supplier Development Administrator assigned to this Contract.

**D. ENDORSEMENT.** The Supplier must not claim that Sourcewell endorses its Equipment, Products, or Services.

#### **14. GOVERNING LAW, JURISDICTION, AND VENUE**

The substantive and procedural laws of the State of Minnesota will govern this Contract. Venue for all legal proceedings arising out of this Contract, or its breach, must be in the appropriate state court in Todd County, Minnesota or federal court in Fergus Falls, Minnesota.

#### **15. FORCE MAJEURE**

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

#### **16. SEVERABILITY**

If any provision of this Contract is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Contract is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

#### **17. PERFORMANCE, DEFAULT, AND REMEDIES**

A. **PERFORMANCE.** During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Supplier will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Supplier may escalate the resolution of the issue to a higher level of management. The Supplier will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending.* Notwithstanding the existence of a dispute, the Supplier must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Supplier fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, the Supplier will bear any additional costs incurred by Sourcewell and/or its Participating Entities as a result of such failure to proceed.

B. **DEFAULT AND REMEDIES.** Either of the following constitutes cause to declare this Contract, or any Participating Entity order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

The party claiming default must provide written notice of the default, with 30 calendar days to cure the default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

## 18. INSURANCE

A. REQUIREMENTS. At its own expense, Supplier must maintain insurance policy(ies) in effect at all times during the performance of this Contract with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

1. *Workers' Compensation and Employer's Liability.*

Workers' Compensation: As required by any applicable law or regulation.

Employer's Liability Insurance: must be provided in amounts not less than listed below:

Minimum limits:

\$500,000 each accident for bodily injury by accident

\$500,000 policy limit for bodily injury by disease

\$500,000 each employee for bodily injury by disease

2. *Commercial General Liability Insurance.* Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Contract.

Minimum Limits:

\$1,000,000 each occurrence Bodily Injury and Property Damage

\$1,000,000 Personal and Advertising Injury

\$2,000,000 aggregate for Products-Completed operations

\$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Supplier will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms

no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Minimum Limits:

\$1,000,000 each accident, combined single limit

4. *Umbrella Insurance*. During the term of this Contract, Supplier will maintain umbrella coverage over Employer's Liability, Commercial General Liability, and Commercial Automobile.

Minimum Limits:

\$2,000,000

5. *Network Security and Privacy Liability Insurance*. During the term of this Contract, Supplier will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Supplier's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:

\$2,000,000 per occurrence

\$2,000,000 annual aggregate

Failure of Supplier to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcewell Supplier Development Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf.

Failure to request certificates of insurance by Sourcewell, or failure of Supplier to provide certificates of insurance, in no way limits or relieves Supplier of its duties and responsibilities in this Contract.

C. ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE. Supplier agrees to list Sourcewell and its Participating Entities, including their officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is

primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

D. **WAIVER OF SUBROGATION.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Contract or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

E. **UMBRELLA/EXCESS LIABILITY/SELF-INSURED RETENTION.** The limits required by this Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

## **19. COMPLIANCE**

A. **LAWS AND REGULATIONS.** All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

B. **LICENSES.** Supplier must maintain a valid and current status on all required federal, state/provincial, and local licenses, bonds, and permits required for the operation of the business that the Supplier conducts with Sourcewell and Participating Entities.

## **20. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION**

Supplier certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcewell related to bankruptcy actions. If at any time during this Contract Supplier declares bankruptcy, Supplier must immediately notify Sourcewell in writing.

Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Contract. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time.

## **21. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS**

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Article, all references to “federal” should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Supplier’s Equipment, Products, or Services with United States federal funds.

A. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all contracts that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. §60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.

B. **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must be in compliance with all applicable Davis-Bacon Act provisions.

C. CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708). Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Contract. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

D. RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT. If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

E. CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387). Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Contract will comply with applicable requirements as referenced above.

F. DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689). A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. §180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains the names

of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any 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. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

H. RECORD RETENTION REQUIREMENTS. To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

I. ENERGY POLICY AND CONSERVATION ACT COMPLIANCE. To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

J. BUY AMERICAN PROVISIONS COMPLIANCE. To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

K. ACCESS TO RECORDS (2 C.F.R. § 200.336). Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

L. PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322). A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation



and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

M. FEDERAL SEAL(S), LOGOS, AND FLAGS. The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

N. NO OBLIGATION BY FEDERAL GOVERNMENT. The U.S. federal government is not a party to this Contract or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Contract or any purchase by an authorized user.

O. PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS. The Contractor acknowledges that 31 U.S.C. 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Contract or any purchase by a Participating Entity.

P. FEDERAL DEBT. The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

Q. CONFLICTS OF INTEREST. The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

R. U.S. EXECUTIVE ORDER 13224. The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

S. PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT. To the extent applicable, Supplier certifies that during the term of this Contract it will comply with applicable requirements of 2 C.F.R. § 200.216.



# RFP 031622 - Artificial Turf and Tracks with Installation, Related Equipment, Materials, and Supplies

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## Vendor Details

Company Name: FieldTurf USA, Inc.  
Address: 175 N Industrial Blvd NE  
Calhoun, GA 30701  
Contact: Sarah Morehead  
Email: Sarah.Morehead@smartbuycooperative.com  
Phone: 503-267-0165  
Fax: 706-625-6534  
HST#:

## Submission Details

Created On: Monday January 31, 2022 10:20:34  
Submitted On: Friday March 11, 2022 13:28:09  
Submitted By: Sarah Morehead  
Email: Sarah.Morehead@smartbuycooperative.com  
Transaction #: 602df452-105e-4a24-801f-2c244a211fcf  
Submitter's IP Address: 136.226.57.88

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## Specifications

**Table 1: Proposer Identity & Authorized Representatives**

**General Instructions** (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond "N/A" if the question does not apply to you (preferably with an explanation).

Line Item	Question	Response *
1	Proposer Legal Name (one legal entity only): (In the event of award, will execute the resulting contract as "Supplier")	FieldTurf USA, Inc.
2	Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.	FieldTurf USA, Inc. Beynon Sports Surfaces Tarkett Sports
3	Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.	FieldTurf Tarkett Sports Beynon Renner
4	Provide your CAGE code or DUNS number:	DUNS: 131862364 CAGE code: 4BYK4
5	Proposer Physical Address:	175 N Industrial Blvd N.E. Calhoun Georgia 30701 United States
6	Proposer website address (or addresses):	www.fieldturf.com https://www.tarkettsportsindoor.com/ www.smartbuycooperative.com www.beynonssports.com
7	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer and, in the event of award, will be expected to execute the resulting contract):	Eric DALIERE President – Tarkett North America & Tarkett Sports Eric.Dalier@tarkett.com T: +1 440 903 4536 M: +1 917-783-3360 30000 Aurora Rd, Solon, OH 44139
8	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Sarah Morehead Director of Operations- SmartBuy  19600 SW 129th Avenue Tualatin OR 97062 United States Tel: +1 503 563 6390 Other: +1 888-209-0065 Mobile: +1 503-267-0165 Fax: +1 503-692-8659 Email: Sarah.Morehead@smartbuycooperative.com
9	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Eric Fisher Director of Sales- SmartBuy  19600 SW 129th Avenue Suite A Tualatin OR 97062 United States Tel: +1 503 563 6395 Other: +1 888-209-0065 Mobile: +1 503-708-6548 Fax: +1 503-692-8659 Email: Eric.Fisher@smartbuycooperative.com www.smartbuycooperative.com

**Table 2: Company Information and Financial Strength**

Line Item	Question	Response *
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10	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	<p>Date of incorporation: Nov 6, 1996 (FieldTurf International, Inc.)  Date of name change to FieldTurf USA, Inc.: Oct, 1 2004  FieldTurf USA, Inc/Beynon Sports Surfaces/and Tarkett Indoor Flooring are all part of the Tarkett Sports Company.  Headquartered in Montreal, Quebec, Canada - FieldTurf USA, Inc. comes from humble beginnings. Its debut in the sport surfacing industry was in 1988 with the introduction of a synthetic grass system for tennis courts and a synthetic grass surface used to minimize wear and tear around golf practice tees. The company then began developing synthetic turf surfaces for other sports installations including soccer, lacrosse, football and baseball. FieldTurf focused on perfecting a sports field system with a sand and rubber infill, which provided superior athlete safety, high performance and extreme durability. The infilled artificial turf industry was born when, in 1994, FieldTurf USA, Inc. installed its first full size indoor soccer field.  When it comes to artificial turf sports fields, FieldTurf is the most trusted brand in the industry. Whether it is football, soccer, baseball or any other sport, FieldTurf fields provide athletes with the safety and performance they need to perform at their best, while giving field owners the durability they want to maximize the value of their investment. Fieldturf is the world leader in artificial turf with over 20,000 installations worldwide.  Tarkett Sports:  Tarkett Sports is a world leader in athletic surfacing and is a division of Tarkett Group, which was established in 1886.  Tarkett Sports covers all types of sports surfaces. It boasts a dominant position on its market, a full product line and key expertise at every level of sports. Tarkett Sports is a sports subsidiary of the Tarkett Group. Both FieldTurf and Beynon are part of the Tarkett Sports Division.  The Tarkett Sports approach to indoor sports flooring is to be a knowledge resource for all sports facility stakeholders and provide the right flooring solutions for the needs and values of our customers. To accomplish this, we offer a wide range of gym flooring options, suitable for many different activities and level of competition. In addition, we strive to offer expertise and knowledge that will help make each project a success. Tarkett Sports also provides comprehensive environmental data for each of its gym flooring options, allowing each customer the opportunity to make informed decisions according to their values.  TARKETT:  From its humble, entrepreneurial beginnings in 1880, to becoming today's #1 global manufacturer of resilient floorcoverings, Tarkett has never wavered in its commitment of providing innovative, sustainable solutions for the built environment. Tarkett is a global leader in innovative and sustainable solutions for flooring and sports surfaces. With a wide range of products including vinyl, linoleum, carpet, rubber, wood &amp; laminate, synthetic turf and athletics track, the Group serves customers in more than 100 countries worldwide. With 11,000 employees and 30 production sites, Tarkett sells 1.3 million square meters of flooring every day, for hospitals, schools, housing, hotels, offices, stores and sports fields. Committed to sustainable development, the Group has implemented an eco-innovation strategy and promotes circular economy. Tarkett net sales of 2,739 billion euros in 2019 are balanced between Europe, North America and new economies.  Tarkett is listed on Euronext Paris (compartment A, ticker TKTT, ISIN: FR0004188670). Please go to the link below for additional financial results and documents or see the 2019 Results.  <a href="http://tarkett.com/en/content/financial-results">http://tarkett.com/en/content/financial-results</a>  FieldTurf has been operating continuously for over 15 years. Our history as the inventor of infilled artificial turf is well documented, but what's important is that we've spent the necessary investment in innovation to stay ahead of the competition.  FieldTurf is owned by Tarkett Group. To speak to our financial strength, our bonding capacity is over \$75 million and insurance coverage limit \$20 million. We are more than capable of handling a project of this magnitude.  During our time in business over 30 companies have entered and left the industry. This highlights the risk in dealing with some industry partners. In fact, there are over 500 fields installed currently in America that do not have any warranty protection. The solution? FieldTurf provides all of our clients with the best insured warranty in the business.  Years in Business: Tarkett 140 years  Years in Business: FieldTurf: 30 Years  Years in Business: Tarkett Sports: 10 years</p>
11	What are your company's expectations in the event of an award?	<p>FieldTurf expects to utilize the Sourcewell contract extensively. FieldTurf has held the turf and track Sourcewell contract for over 12 years with over \$240M worth of contract sales through NJPA/Sourcewell in over 36 states. FieldTurf and Tarkett Sports plan to continue to drive sales through Sourcewell over the next 4 years with our indoor sports surfacing products. We have continued to expand our cooperative purchasing product and service line to maximize Sourcewell sales opportunities.</p>

12	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response.</p>	<p>FieldTurf, Tarkett Sports, and Beynon Sports are part of the Tarkett Group. Tarkett is a global leader in innovative and sustainable solutions for flooring and sports surfaces. With a wide range of products including vinyl, linoleum, carpet, rubber, wood &amp; laminate, synthetic turf and athletics track, the Group serves customers in more than 100 countries worldwide. With 11,000 employees and 30 production sites, Tarkett sells 1.3 million square meters of flooring every day, for hospitals, schools, housing, hotels, offices, stores and sports fields. Committed to sustainable development, the Group has implemented an eco-innovation strategy and promotes circular economy. Tarkett net sales of 2,739 billion euros in 2019 are balanced between Europe, North America and new economies.</p> <p>Tarkett is listed on Euronext Paris (compartment A, ticker TKTT, ISIN: FR0004188670). Please go to the link below for additional financial results and documents or see the 2021 Results.  <a href="https://www.tarkett-group.com/app/uploads/2021/12/08141226/consolidated-financial-statements-june-2021.pdf">https://www.tarkett-group.com/app/uploads/2021/12/08141226/consolidated-financial-statements-june-2021.pdf</a></p> <p>FieldTurf has been operating continuously for over 30 years. Our history as the inventor of infilled artificial turf is well documented, but what's important is that we've spent the necessary investment in innovation to stay ahead of the competition.</p> <p>See Attached Letter of Credit from Bonding Company and 2021, 2020, 2019 Financial Statements</p>	*
13	<p>What is your US market share for the solutions that you are proposing?</p>	<p>TURF: 50%  TRACK/Court: 80%</p>	*
14	<p>What is your Canadian market share for the solutions that you are proposing?</p>	<p>TURF: 50%  TRACK/Court: 20% (estimated)</p>	*
15	<p>Has your business ever petitioned for bankruptcy protection? If so, explain in detail.</p>	<p>No.</p>	*
16	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization.</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Fieldturf manufactures each product it offers.  FieldTurf controls all aspects of the manufacturing value chain. From start to finish, we're in control of your field.</p> <p>FIBER PRODUCTION- Our fibers are produced at Tarkett's very own facility in Germany. The quality control process at the facility includes stringent testing of the yarn properties (tensile strength, uniformity, color, verification).</p> <p>TUFTING AND COATING- Once the fiber is produced, it is ready for tufting and coating which takes place at our 500,000 sq. foot facility in Calhoun, GA. The Calhoun facility employs over 40 employees, with hundreds of years of experience combined in the artificial turf industry.</p> <p>EXPERT INSTALLATION- FieldTurf has some of the most experienced and knowledgeable installation crews in the industry. The success of your field is heavily dependent on the quality of your installation crew. FieldTurf ensures that our customers receive a turf system that is designed, engineered, and manufactured for their needs.</p> <p>FieldTurf performs the following directly:</p> <ul style="list-style-type: none"> <li>• Manufacture, supply and installation of turf</li> <li>• Design and engineering</li> <li>• Design assist</li> <li>• On-site supervision</li> <li>• Maintenance</li> <li>• Recycling of infill</li> <li>• Removal/disposal services</li> <li>• Infilling</li> <li>• Sewing</li> <li>• Stitching</li> <li>• Gluing</li> <li>• Painting</li> <li>• Drafting</li> <li>• Logo Design, manufacture and installation</li> </ul> <p>In addition to these items, FieldTurf is one of the most vertically integrated companies in the industry with sales, manufacturing, project management, marketing and installation/ construction resources capable of supporting more than 500 fields per year.</p> <p>Whether the customer is interested in a football field, soccer field, baseball, softball, lacrosse, multipurpose fields, or landscaping options, FieldTurf can provide the right infill, fiber, underlayment, base construction, and design to custom fit the owner's specific needs</p> <p>FieldTurf is vertically integrated for complete control</p> <p>FieldTurf controls all aspects of the manufacturing value chain. From start to finish, we are in control of your field. FieldTurf has steered a high-growth industry in the</p>	*

proper direction with first-class manufacturing facilities, and a carefully engineered product. FieldTurf has brought “single source responsibility” and quality to the forefront with its manufacturing plant.

FieldTurf is the first company in the synthetic industry to own and operate its own manufacturing plant.

FieldTurf is the only artificial turf manufacturing operation in North America and Canada to have received three specific ISO certifications. ISO 9001, ISO 14001 and ISO 45001-2018 certified for leadership in quality, environment and safety management systems. Our Calhoun, GA facility represents one of the only artificial turf manufacturing operations in North America to have receive these ISO certifications.

FIBER PRODUCTION: FieldTurf fibers are produced at Tarkett’s very own facility in Germany. The quality control process at the facility includes stringent testing of the yarn properties (tensile strength, uniformity, color verification)

TUFTING AND COATING: Once the fiber is produced, it is ready for tufting and coating which takes place at our 500,000 square foot facility in Calhoun, Georgia. The Calhoun facility employs over 40 employees, with hundreds of years of experience combined in the artificial turf industry. Facility is over 11 years old.

· Annual production capacity that exceeds the worldwide yearly demand for artificial turf

- Rigorous quality control and inspection
- In-house fiber manufacturing
- In-house coating line
- In-house tufting operation

From tufting, to coating, to full QC inspections, right on to shipping and installation, the equipment and space available in the Calhoun plant work together to further ensure that FieldTurf is the market leader in quality product. The plant features 10 tufting machines with an annual production capacity of 630,000,000square feet of turf – enough to supply over 7800 football fields per year. The new coating line that is at the heart of the Calhoun plant allows FieldTurf to set a new standard for turf quality and durability. It is an innovative coating process that has been developed by the industry leader in order to continue to focus on quality control and customer satisfaction.

To ensure FieldTurf’s standards are unmatched, a rigorous quality control process (based on extensive testing and inspections) is undertaken with every field that is put into production. First, yarn testing is performed, which includes tensile strength, elongation, tenacity, denier, shrinkage, and twist (turns per inch). The primary backing is inspected and the “pick count” or yarn density in relation to the backing- is verified to ensure the right amount of face yarn per square inch. Each tufting operator verifies the pile weight and pile height of the yarn to make sure that quality requirements are met every step of the way. If the pile weight is off by even the slightest amount, then it does not meet FieldTurf’s stringent standards and the turf is reproduced to exact measurements. Testing continues throughout the entire tufting process until all rolls for a field are complete.

Once the rolls are complete, the fiber rows on the backing of each roll are carefully coated with polyurethane to complete Fieldturf’s patented finger-unit backing design for enhanced fiber strength and optimal drainage efficiency. FieldTurf has full-time experienced coating inspectors at their facility in Calhoun, GA to ensure that the coating is applied properly. Once small error and the roll is pulled from the line and reproduced. Once the coating process is complete, every component of the finished carpet undergoes final inspection before it is packaged and loaded onto the trucks for transportation to the job site. Each roll of carpet is numbered and positioned in the exact order that it will be loaded onto the transporters. Once on site, the rolls are unloaded and laid on the field in the specific order that was planned and designed by the head office engineering department. For every 5 rolls that are produced at the plant, a 2 ft by 15ft sample of turf is retained by the FieldTurf Research & Development department in Calhoun. These samples are carefully filed under the name of the corresponding field. This way the project can be verified through completion and beyond while the turf samples are analyzed on a regular basis. The state-of-the-art plan located in Calhoun is a big reason why FieldTurf is the number one choice of professional teams, high schools, colleges, and facility managers around the world. FieldTurf’s ability to ensure the quality of its raw materials and its manufacturing from start to finish is the reason why it enjoys the best record for on-time delivery of its projects.

BEYNON Manufacturing:

Beynon controls all aspects of the manufacturing chain, which allows us to create the right product, regardless of the facility. Because our founder’s name stands behind each track that we make, we take special care throughout the entire installation process. We do this by only using certified Beynon track installers, specialized equipment, and skilled craftsmen, which ensures impeccable results. Every Beynon track is manufactured in our ISO 9001 certified headquarters in Hunt Valley, Maryland, USA.

Beynon chemists create the world’s most refined running track surfaces. Quality

		<p>and attention to detail are the utmost importance. To Beynon Sports, that means overseeing every surface from raw material selection, to manufacturing the system for the specific needs of the coaches and student-athletes, all the way through installation. It also means having our track and field systems tested and certified according to IAAF and DIN standards to ensure that your athletes receive a superior product. We guarantee the finest raw materials, tireless research and development, and outstanding workmanship go into each system.</p> <p>FieldTurf and Beynon have an extensive sales force that covers the entire United States and Canada. Sales team are mostly employees of FieldTurf USA, Beynon Sports Surfaces, or Renner Sports Surfaces. There are some dealers/distributors who are approved to sell/distribute FieldTurf and Beynon products. See sales team representation below.</p> <p>See Sales Team Territory Spreadsheet Attachment</p>
17	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>FieldTurf and Beynon Sports hold a wide variety of licenses to operate in all states and Provinces. These construction and contracting licenses prove that FieldTurf/Beynon/Tarkett are qualified to handle the project in compliance with local building requirements.</p> <p>FieldTurf USA, Inc. holds the following licenses for the Tarkett Sports Group: Alabama: 51948- General Contractor Alabama: S-40652-Sub Contractor Alaska: CONE33631- General Contractor Arizona: 314411- Dual KA Arkansas- 172490416-DIR license California (Public Works License- DIR): 1000004625-DIR License California: 849044-C61/D12 A C27 Delaware: 2008203565- 331-Constrector Resident Florida: CGC1507328-General Contractor Georgia: GCCO005138- General Contractor Company Idaho (PWC): PWC-C-16674-AAA-4 [20790,02740, 02310] Idaho (Bureau of Occupational Licenses- non-public bids): RCE-38454 Illinois –Department of Human Rights: IDHR #120963-00 Indiana: 20220489- General Contractor Iowa: C106260- Registered Contractor Louisiana: CL.0045097 – artificial turf, specialty, recreation &amp; sports facilities and golf courses. Minnesota: IR714564- Contractor Registration Mississippi: 16435-SC [Asphalt, Excavating, Grading &amp; Drainage] Montana: 156033- Construction Contractor Nebraska: 44678-21-Contractor Registration Nevada: 68611- C10 Limited to turf only New Jersey: 631021- Public Works Contractor &amp; School Development Authority Prequal. New Mexico: 363013-GF05 North Carolina: 66648-General Contracting North Dakota: 49661- Class A Contractor Oregon: 181583: GC-Commercial and Residential Rhode Island: 40614-Class C Commercial South Carolina: G116980 – BD5 GD5 H15 BT5 MS5 RR 5 WL5 Tennessee: 57455- S-Athletic &amp; S-Running Utah: 7330453-5501 – E100, S310, S500 Virginia-2705106035- Class A Highway &amp; Rec Facility Washington: CC01 FieldU1955JH- Construction Contractor West Virginia: WV043760 – General Building Wyoming (Depends on City/County): 3564- General 3074-Excavation &amp; Grading 3075- Misc</p> <p>Beynon Sports Surfaces holds the following licenses for the Tarkett Sports Group: Alabama #37115- Recreation and running tracks Alaska #CONE37908-General Contractor w/o Registered Contractor Endorsement Arizona #23979-Class CR-5 Restricted by Registrar Arkansas #0168160521 – Floors and Sport &amp; Rec Surfaces California #883198- Class C-15 Flooring and Floor Covering Colorado (SC-9, 11) Division 2 – Site work Connecticut- Certificate of Authority- no specific other license number required Delaware (Non-Resident) #2002108228 – Contractor Non-Resident Florida: CGC1525782-Certificate of Competency-Painting Int &amp; Ext. Idaho: RCE-16165 Idaho: PWC-C-16549 Unlimited 4 –Public Works Contractor’s license Illinois: Registration No# 22483</p>



		<p>Indiana- Certificate of Authority- no specific other license number required                  Iowa: C101063                  Kansas: Certificate of Authority- no specific other license number required                  Kentucky: Certificate of Authority- no specific other license number required                  Louisiana (Specialty Contractors Lic) #39893- Gym Flooring &amp; Running Tracks                  Maine: Certificate of Authority- no specific other license number required                  Maryland: #3414768- Construction Firm                  Massachusetts (Certificate of Eligibility) #1537 – Floor Covering                  Michigan: Certificate of Authority- no specific other license number required                  Minnesota: Certificate of Authority- no specific other license number required                  Mississippi: #14821-SC                  Missouri: Certificate of Authority- no specific other license number required                  Montana: #155905                  Nebraska: #27310-19                  Nevada: #0068035- A-22 Running Tracks and Gym Floors                  New Jersey (Public Works Contractor Reg) #624443                  New Jersey (DPMC Classification Certif) C060 Athletic Field/Tracks/Courts                  New Hampshire: Certificate of Authority- no specific other license number required                  New Mexico: #373521 Classification #373531                  New York: Certificate of Authority- no specific other license number required                  North Carolina: Certificate of Authority- no specific other license number required                  North Dakota (Class A Contractors License) #37161                  Ohio: Certification of Payment) #20003579                  Oklahoma: Certificate of Authority- no specific other license number required                  Oregon #164916 Specialty Contractor                  Pennsylvania: Certificate of Authority- no specific other license number required                  Rhode Island: Certificate of Authority- no specific other license number required                  South Carolina: Certificate of Authority- no specific other license number required                  South Dakota: Certificate of Authority- no specific other license number required                  Tennessee (Contractor’s License) #00049508                  Texas: Certificate of Authority- no specific other license number required                  Utah: Contractor with LRF #7605416-5501                  Vermont: Certificate of Authority- no specific other license number required                  Virginia: Contractor’s License #2705 069637A Classification RFC                  Virginia: Fairfax County #2105260</p> <p>Washington: Contractor’s License #602 735 618                  West Virginia: #WV037122- Specialty Contractor                  Wisconsin: Certificate of Authority- no specific other license number required                  Wyoming: Certificate of Authority- no specific other license number required</p> <p>Canada Tarkett Licenses:                  British Columbia Alberta                  Vancouver City of Calgary</p> <p>Licenses List Attached</p>
18	Provide all “Suspension or Debarment” information that has applied to your organization during the past ten years.	None. <span style="float: right;">*</span>

**Table 3: Industry Recognition & Marketplace Success**

Line Item	Question	Response *
19	Describe any relevant industry awards or recognition that your company has received in the past five years	<p>2021 American Sports Builders Association                      Walsh University – Larry Staudt Field                      North Canton, OH                      Builder: Vasco Sports Contractors                      Participated in Project: SportsField Specialties, Inc., FieldTurf USA, Inc.</p> <p>University of Maryland - Jones-Hill House -                      Performance and Innovation Center                      College Park, MD                      Builder: SCG Fields, LLC                      Participated in Project: Sportsfield Specialties, Inc., Hunter Industries,                      SportsEdge, Fieldturf USA, Inc.</p> <p>Abessinio Stadium at Salesianum School                      Wilmington, DE                      Designer: Activitas Inc.                      Participated in Project: Clark Companies, American Athletic</p>

Track and Turf, The LandTek Group, Inc., Sportsfield Specialties, Inc., Brock USA, Musco Sports Lighting, Beynon Sports Surfaces, Inc., FieldTurf

Lowman-Walton Sports Complex (Sidney High School)  
Sidney, MT

Builder: Fisher Tracks, Inc.

Participated in Project: Renner Sports Surfaces, KWS Engineering, STOCKMEIER Urethanes USA, Inc., Liberty Tire Recycling, LLC, Ultimate RB, Inc.

2020

FieldTurf Genius won the 2020 Sports Turf Managers Association (STMA) Innovative Award

FieldTurf Genius was a finalist in the 2019 Yahoo Sports Technology Awards

2020 American Sports Builder Awards:

Danielle Kemp Memorial Field at Foran High School

Milford, CT

Builder: Milone & MacBroom, Inc.

Participated in Project: Sportsfield Specialties, Inc.; Fieldturf USA

Centenary University - Our Diamond of Dreams Baseball Complex  
Hackettstown, NJ

Design: Suburban Consulting Engineers, Inc.

Participated in Project: FieldTurf USA; Sportsfield Specialties, Inc.; The LandTek Group, Inc.

Orange Bowl Field at Glades Pioneer Park  
Belle Glade, FL

Builder: CSR Athletic Construction

Participated in Project: Fieldturf USA; Sportsfield Specialties, Inc.

Holy Trinity Competitive Sports Field  
Melbourne, FL

Builder: Nidy Sports Construction

Participated in Project: FieldTurf USA; Sportsfield Specialties, Inc.

New Jersey Institute of Technology (NJIT) – Wellness  
& Event Center Field  
Newark, NJ

Design: Suburban Consulting Engineers, Inc.

Participated in Project: Sportsfield Specialties, Inc.; Chenango Contracting; Fieldturf USA; Musco Sports Lighting

Haverhill High School  
Haverhill, MA

Design: Stantec's Sport Group

Participated in Project: Sportsfield Specialties, Inc.; Firefly Sports Testing; Fieldturf USA; Brock USA; Quirk Construction Corporation

Wyoming Public Schools Stadium  
Wyoming, MI

Design: GMB Architecture + Engineering

Participated in Project: Sprinturf, LLC; Byenon Sports Surfaces; Sportsfield Specialties, Inc.; Gill Athletics

Upper Darby High School Memorial Field  
Drexel Hill, PA

Builder: Miller Sports Construction

Participated in Project: Fieldturf USA; Mondo USA; The Landtek Group, Inc.; Sportsfield Specialties, Inc.

Flamingo West Park  
Cooper City, FL

Design: Stante's Sports Group

Participated in Project: Sportsfield Specialties, Inc.; Fieldturf Tarkett; Nidy Sports Construction Co., Inc.; Musco Sports Lighting

New Milford High School Athletic Facilities  
New Milford, NJ

Design: Suburban Consulting Engineers, Inc.

Participated in Project: Fieldturf Tarkett; Beynon Sports Surfaces, Inc.; Sportsfield Specialties, Inc.; Hunter Industries; The LandTek Group, Inc.

Kingsway Regional High School Track and Field  
Woolwich Township, NJ

Builder: American Athletic Courts, Inc.

Participated in Project: Beynon Sports Surfaces, Inc.; Sportsfield Specialties, Inc.; SportsEdge, FieldTurf USA

West Point High School Stadium  
Avondale, AZ

Builder: Elite Sports Builders  
Participated in Project: FieldTurf Tarkett; Stockmeier Urthanes USA, Inc.; Sportsfield Specialties, Inc.; SportsEdge  
2019 American Sports Builder Awards:  
Carver Middle High School  
Carver, MA

Design: Activitas, Inc.  
Participated in Project: Cape & Island Tennis & Track; Sportsfield Specialties, Inc.; Brock USA; Musco Sports Lighting; Act Global; Beynon Sports Surfaces, Inc.; Green Acres Landscape & Construction Co., Inc

Concord High School  
Concord, CA

Design: Verde Design, Inc.  
Participated in Project: FieldTurf; Beynon Sports Surfaces, Inc.; Brock USA; Sportsfield Specialties, Inc.

Tokay High School  
Lodi, CA

Design: Verde Design, Inc.  
Participated in Project: Brock USA; Sportsfield Specialties, Inc.; Musco Sports Lighting; FieldTurf; Beynon Sports Surfaces

Althoff Catholic High School  
Belleville, IL

Construction: Byrne & Jones Sports Construction  
Participated in Project: Sportsfield Specialties, Inc.; FieldTurf; Musco Sports Lighting

Bryant University - Beirne Stadium  
Smithfield, RI

Design: Milone & MacBroom, Inc.  
Participated in Project: R.A.D. Sports, Inc.; Fieldturf; Musco Sports Lighting; Sportsfield Specialties, Inc.; Advanced Drainage Systems, Inc.

Blockside Field  
Swampscott, MA

Design: Huntress Associates, Inc.  
Participated in Project: Quirk Construction Corporation; FieldTurf; Sportsfield Specialties, Inc.; Brock USA; Musco Sports Lighting

Chaminade College Preparatory Baseball Stadium  
St. Louis, MO

Construction: Byrne & Jones Sports Construction  
Participated in Project: Sportsfield Specialties, Inc.; SportsEdge; FieldTurf

Manasquan High School  
Manasquan, NJ

Design: Suburban Consulting Engineers, Inc.  
Participated in Project: The LandTek Group, Inc.; Sports Labs USA; FieldTurf; Sportsfield Specialties, Inc.; GT Grandstands, Inc.; Advanced Polymer Technology, Inc.

Point Pleasant High School  
Borough of Point Pleasant, NJ

Design: Suburban Consulting Engineers, Inc.  
Participated in Project: The LandTek Group, Inc.; American Athletic Courts, Inc.; FieldTurf; Beynon Sports Surfaces, Inc.; Sportsfield Specialties, Inc.; Advanced Drainage Systems, Inc.

UNC Kenan Stadium  
Chapel Hill, NC

Construction: Carolina Green Corp.  
Participated in Project: Advanced Drainage Systems, Inc.; FieldTurf; Liberty Tire Recycling, Inc.

Hopkinton High School/Middle School Athletic Complex  
Hopkinton, MA

Design: Gale Associates, Inc.

Participated in Project: Green Acres Landscaping and Construction, Inc.; Sportsfield Specialties, Inc.; Musco Sports Lighting; FieldTurf; GT Grandstands, Inc.; USGreentech; Brock USA

Mills Pond Park - Soccer & Lacrosse Complex  
Ft. Lauderdale, FL  
Construction: CSR Athletic Construction  
Participated in Project: FieldTurf; Sportsfield Specialties, Inc.; Musco Sports Lighting

Northeastern University - Carter Playground Athletic Fields  
Boston, MA  
Design: Stantec's Sport Group  
Participated in Project: FieldTurf; Chenango Contracting; Sportsfield Specialties, Inc.; Brock USA

2018 American Sports Builder Awards:  
Hayward High School  
Hayward, CA  
Design: Verde Design, Inc.  
Participated in Project: Robert A Bothman, Inc.; Beynon Sports Surfaces, Inc.; Field Turf; Brock USA; Sportsfield Specialties, Inc.

Saguaro High School Stadium  
Scottsdale, AZ  
Construction: Elite Sports Builders  
Participated in Project: Line Design, Inc.; FieldTurf; SportsEdge, Gill Athletics; Stockmeier Urethanes, USA, Inc.

Weston High School - Proctor Track and Field  
Weston, MA  
Design: Activitas, Inc.  
Participated in Project: R.A.D. Sports; Cape & Island Tennis and Track; Sportsfield Specialties, Inc.; Brock USA; Shaw Sports Turf; Beynon Sports Surfaces, Inc.

Benicia High School  
Benicia, CA  
Design: Verde Design, Inc.  
Participated in Project: Robert A. Bothman, Inc.; Sportsfield Specialties, Inc.; Fieldturf Tarkett; Beynon Sports Surfaces, Inc.

Warrior Stadium - Merrimack College  
North Andover, MA  
Design: Huntress Associates, Inc.  
Participated in Project: Quirk Construction Corporation; ATT Sports; Sportsfield Specialties, Inc.; Field Turf

Daytona Beach Municipal Stadium  
Daytona Beach, FL  
Construction: Nidy Sports Construction  
Participated in Project: FieldTurf; Advanced Drainage Systems, Inc.

Indian Creek School  
Crownsville, MD  
Design: Gale Associates, Inc.  
Participated in Project: FieldTurf; Brock USA; USGreentech; Sportsfield Specialties, Inc.

Paul Goode Field  
San Francisco, CA  
Design: Verde Design, Inc.  
Participated in Project: Robert A. Bothman, Inc.; FieldTurf; Beynon Sports Surfaces; Brock USA; Sportsfield Specialties, Inc.

2017 American Sports Builder Awards:  
Franklin & Marshall College ASFC Schnader Field House  
Lancaster, PA  
Design: Sasaki Associates, Inc.  
Participated in Project: Beynon Sports Surfaces, Inc.; Sportsfield Specialties, Inc.; Douglas Sports

MIT Running Track at Steinbrenner Stadium  
Cambridge, MA  
Construction: Cape and Island Tennis & Track  
Participated in Project: Sportsfield Specialties, Inc.; Beynon Sports Surfaces, Inc.; Gezolan AG

		<p>Dartmouth College Hanover, NH Design: Activitas, Inc. Participated in Project: Clark Companies, Inc.; Brock USA; Copeland Coating Company, Inc.; Chenango Contracting; FieldTurf; R.A.D. Sports, Inc.; Sportsfield Specialties, Inc.; Beynon Sports Surfaces, Inc</p> <p>Cornell University - Schoellkopf Field Ithaca, NY Design: Stantec Sport Group Participated in Project: Clark Companies, Inc.; Chenango Contracting; Fieldturf; Sportsfield Specialties, Inc.; Brock USA</p> <p>Boston College High School Athletic Facility Boston, MA Design: Activitas, Inc. Participated in Project: R.A.D. Sports; Cape and Island Tennis &amp; Track; Sportsfield Specialties, Inc.; Beynon Sports Surfaces, Inc.</p> <p>Sunset High School Athletic Fields Beaverton, OR Design: Cameron McCarthy Landscape Architecture &amp; Planning Participated in Project: FieldTurf USA, Inc.; Brock USA; Advanced Drainage Systems, Inc.</p>	
20	What percentage of your sales are to the governmental sector in the past three years	10% of turf and track sales to government sector.	*
21	What percentage of your sales are to the education sector in the past three years	80% of turf and track sales are to the education sector.	*
22	List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	<p>FieldTurf Sales through Coop Contracts over past 3 years:</p> <p>Sourcewell: 2021: \$34M 2020: \$35M 2019: \$56M</p> <p>CMAS 2021: \$21M 2020: \$34M 2019: \$20M</p> <p>GSA: 2021: \$223K 2020: \$408K 2019: \$338K</p> <p>AEPA 2021: \$67M 2020: \$51M 2019: \$48M</p> <p>KPN 2021: \$46M 2020: \$53M 2019: \$65M</p> <p>OMNIA: 2021: \$6M 2020: \$5M 2019: \$11M</p> <p>TIPS: 2021: \$147K 2020: \$85K 2019: \$740K</p> <p>COSTARS: 2021: \$5M 2020: \$4M 2019: \$423K</p> <p>NCPA: 2021: \$11M 2020: \$7M</p>	

		2019: \$3M  E&I: 2021: \$3M 2020: \$12M 2019: \$8M  BuyBoard: 2021: \$7M 2020: \$8M 2019: \$5M  Choice Partners: 2021: \$7M 2020: \$11M 2019: \$-  ESCNJ (New Jersey): 2021: \$9M 2020: \$6M 2019: \$8  Greenbush (KS): 2021: \$557K 2020: \$33K 2019: \$-  Kinetic GPO: 2021: \$44K 2020: \$- 2019: \$-  Utah MAS: 2021: \$3M 2020: \$1M 2019: \$-  1GPA: 2021: \$637K 2020: \$519K 2019: \$-  Equalis: 2021: \$581K 2020: \$- 2019: \$-	*
23	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	FieldTurf GSA Contract #GS-07F-9631S 2019 Sales: \$338,728.70 2020 Sales: \$408,655.09 2021 Sales: \$223,907.03	*

**Table 4: References/Testimonials**

**Line Item 24.** Supply reference information from three customers who are eligible to be Sourcwell participating entities.

Entity Name *	Contact Name *	Phone Number *	
ISD 196	Carol Hauschild	651-227-7773	*
Annoka-Hennepin School District No. 11	Jacob Morgan	763-506-1300	*
City of Conway Department of Parks and Recreation	Steve Ibbotson	501-450-6100	*
University of Florida	Aaron Hobson	352-273-2425	

**Table 5: Top Five Government or Education Customers**

**Line Item 25.** Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *
Hall County Schools	Education	Georgia - GA	<p>Install new fields at five high schools all including site work</p> <p>PRICE INCLUDES:</p> <ul style="list-style-type: none"> <li>a) Mobilization</li> <li>b) Survey &amp; Layout of our work</li> <li>c) Install erosion controls as required – construction entrance and track bridge</li> <li>d) Perform mass excavation to designed elevations</li> <li>e) Excavate storm drainage and install 18", 24" and 30" pipe with structure per plan</li> <li>f) Haul spoils offsite</li> <li>g) Laser grade and compact subgrade</li> <li>h) Provide header curb at d zone, interior curb and exterior curb</li> <li>i) Provide ACO 2000 channel drain inside lane 1 at d areas</li> <li>j) Provide ACO 4020 channel drain in straights</li> <li>k) Furnish &amp; install 2 x 4 nailer boards at concrete curbing</li> <li>l) Furnish &amp; install 12" perforated perimeter collector drain and tie into existing storm system</li> <li>m) Furnish &amp; install geotextile fabric full coverage on the turf limits of the field</li> </ul> <p>COOP PRICING PROPOSAL</p> <ul style="list-style-type: none"> <li>n) Furnish &amp; install 12" wide flat panel drains as designed</li> <li>o) Furnish &amp; install 12" nyloplast basins as designed</li> <li>p) Furnish &amp; install 6" dynamic stone base (#57 &amp; #89 stones)</li> <li>q) Laser grade and compact finish stone</li> <li>r) Furnish &amp; install (1) set of regulation Football Goal Posts including foundations- 30' uprights, 8' offset</li> <li>s) Supply &amp; install communication boxes and electrical conduits per plans</li> <li>t) Install ACO channel drain in front of bleachers</li> <li>u) Install concrete pad in front of bleachers</li> <li>v) Site restoration of all disturbed with sod</li> <li>w) Install 4' black vinyl fence with associated gates</li> <li>x) Strip track of existing track surface and haul to off-site location</li> <li>y) Fine grade high jump and paved d-zone area</li> <li>z) Install 6" GAB base at high jump and paved d-zone area</li> <li>aa) Install 1.5" 12.5mm asphalt binder and 1.5" of type II topping at high jump area and paved d zone area</li> <li>bb) Mill existing track to a depth of 1.25" and haul debris offsite</li> <li>cc) Clean track, apply tack coat, and install 1.25" 9.5 mm type II asphalt topping</li> <li>dd) Supply &amp; install (2 EA)</li> </ul>	\$6.9M	\$9.1M

			<p>aluminum vault box with lid                  ee) Sand pit form with aluminum pit covers, drainage, stone, and sand. 2 EA takeoff boards per runway                  ff) Shot put event with concrete pad, depressed ring, toe board and curbed landing area with screenings and drainage                  gg) Discus pad with cage                  hh) Install Beynon BSS 200 track surface on paved oval and chutes, d zone, high jump pad, and field events – RED or BLACK in color                  ii) One year warranty on all civil work                  jj) Supply and Installation of the artificial in-filled grass surface upon a suitable base.                  kk) Performance and Payment Bond fees.                  ll) All applicable taxes.                  mm) A TEN (10) year 3rd party pre-paid insured warranty on the FieldTurf artificial grass surface;                  nn) Inlaid Sports Markings: Football in white &amp; Soccer in yellow</p>		
Gwinnett County Board of Education	Education	Georgia - GA	<p>Install new fields at three high schools all including site work</p> <p>a) Civil scope of work per bid package                  b) One year warranty on all civil work                  c) Track surfacing scope of work per bid package                  d) Installation of the artificial in-filled grass surface with CoolPlay upon a suitable base;                  e) (1) Set of inlaid full Football markings                  f) (1) Set of inlaid full Soccer markings                  g) (1) Set of inlaid full Unified Lacrosse markings                  h) One (1) Inlaid 2 / 3 color Midfield logo maximum diameter 50'                  i) End Zone letters with border per bid package                  j) Maintenance Equipment: 1 GroomRight + 1 SweepRight                  k) All applicable taxes and bonds.                  l) An 10 year 3rd party pre-paid insured warranty on the FieldTurf artificial grass surface on all products</p>	\$3.3M	\$6.5M



Cypress Fairbanks Independent School District	Education	Texas - TX	<p>Install eight replacement baseball and softball fields with batting cages plus site work Demo 16 Dugouts</p> <p>Per Field—FieldTurf XT50 Turf system:</p> <ul style="list-style-type: none"> <li>o Infield &amp; Bullpens: <ul style="list-style-type: none"> <li>.6lbs Coolplay</li> <li>1.1lbs Ambient Rubber</li> <li>5.4lbs Silica Sand</li> </ul> </li> <li>o Outfield: <ul style="list-style-type: none"> <li>.6lbs Coolplay</li> <li>2.2lbs Ambient Rubber</li> <li>3.65lbs Silica Sand</li> </ul> </li> <li>o Per Field Markings</li> <li>o Inlaid Baseball/Softball Markings</li> <li>o Per Field Graphics</li> <li>o (2) Sideline logos "Cypress Fairbanks" District Logo</li> <li>o Softball Fields: <ul style="list-style-type: none"> <li>(1) 3 Colored 40' x 25' logo</li> </ul> </li> <li>o Baseball Fields: <ul style="list-style-type: none"> <li>(1) 3 colored 40 x 60' logo</li> </ul> </li> <li>o Per Field Turf Replacements: <ul style="list-style-type: none"> <li>o (1) Set of Velcro Replacements for Batters Box area &amp; Mound Landing Strip</li> <li>o (8) Sets of turf replacements for Bases, home plate areas, bullpen mounds, &amp; dugout entrances</li> </ul> </li> <li>o Per School Maintenance Equipment: <ul style="list-style-type: none"> <li>o FieldSweep</li> <li>o SMG Turfcare TCA 1400</li> <li>o Per School Allowance</li> </ul> </li> </ul>	\$7M	\$7M
Westmont Hilltop School District	Education	Pennsylvania - PA	<p>Stadium renovations</p> <ul style="list-style-type: none"> <li>o Survey, Engineering, and Design Services</li> <li>o Mobilization, Demolition, and Site Preparation</li> <li>o Earthwork \$ 342,900.00</li> <li>o Stormwater Management/Infiltration System</li> <li>o Storm Drainage/Storm Sewer System</li> <li>o Athletic Field/Track Drainage and Field Improvements</li> <li>o Running Track Improvements \$ 825,285.00</li> <li>o Entry Area Improvements/Site Improvements</li> <li>o Running Track Fencing and Track Perimeter Restoration</li> <li>o Synthetic Turf Drainage, Base, Misc. Field Construction</li> <li>o Synthetic Turf Carpet System</li> <li>o Grandstands and Press Box</li> <li>o Athletic Field Lighting and Electrical</li> </ul>	\$5.5M	\$5.5M

Fulton County Schools	Education	Georgia - GA	Install new stadium field plus site work  Mobilization b) Removal and disposal of existing turf and infill c) Box drag existing base d) Installation of the artificial in-filled grass surface upon a suitable base e) Installation of FieldTurf CoolPlay system. f) Center Logo "LH": 45' x 38'; 4 colors with border g) Non-bordered end zone letters : LANGSTON HUGHES & PANTHERS h) An 10 year 3rd party pre-paid insured warranty on the FieldTurf artificial grass surface; i) All applicable Taxes and Bond fees j) Inlaid Football Markings k) Inlaid Soccer Markings l) Inlaid Unified Lacrosse Markings	\$675K	\$4M
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**Table 6: Ability to Sell and Deliver Service**

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *																																																																																				
26	Sales force.	<p>FieldTurf is capable to meet the needs of Sourcewell participating entities across US and Canada. See the chart below for the locations of FieldTurf and Beynon Sales representatives, customer service representatives, and Regional Vice Presidents. Most of the representatives are direct employees of FieldTurf or Beynon. All states have local sales team representation. See Sales Team Territory Attachment</p> <table border="0"> <tr> <td>FieldTurf</td> <td>Indoor</td> <td>Beynon</td> <td>Playgrounds/Commercial/Small SQFT</td> </tr> <tr> <td colspan="2">Note: Always CC PM on Bid Specs</td> <td colspan="2">CC: Terri Ranelis &amp; Erwin</td> </tr> <tr> <td>Riveria</td> <td colspan="3">Note: Always CC Mitchell Truban</td> </tr> <tr> <td>State</td> <td>RVP</td> <td>RSM</td> <td>PM CS RSM RSM RSM</td> </tr> <tr> <td>Alabama (AL)</td> <td>Jamie MacDonald</td> <td>Craig Yancey</td> <td>Hadyn Fava Carole</td> </tr> <tr> <td>Martin</td> <td>Adam Winnicky</td> <td>Mike Smoak</td> <td>Rob Gloeckner, Mitchell Truban, Matt Henson</td> </tr> <tr> <td>Alaska (AK)</td> <td>Martin Olinger</td> <td>Donny Jones / Carly Neilson</td> <td>Patrick Dawson</td> </tr> <tr> <td>Erica</td> <td>Oesterreich</td> <td>Josh Brown</td> <td>Gary Logsdon Rob Gloeckner, Mitchell Truban, Matt Henson</td> </tr> <tr> <td>Arizona (AZ)</td> <td>Martin Olinger</td> <td>Donny Jones / Carly Neilson</td> <td>Patrick Dawson</td> </tr> <tr> <td>Dawson</td> <td>Erica Oesterreich</td> <td>Dave Rosenthal</td> <td>Greg Hull Rob Gloeckner, Mitchell Truban, Matt Henson</td> </tr> <tr> <td>Arkansas (AR)</td> <td>Jamie MacDonald</td> <td>David Ross</td> <td>Jack Price Jakob</td> </tr> <tr> <td>Dion</td> <td>Josh Brown</td> <td>Dennis Regan</td> <td>Rob Gloeckner, Mitchell Truban, Matt Henson</td> </tr> <tr> <td>California (CA)</td> <td>Martin Olinger</td> <td>Andrew Rowley / Steven Sosa (North of Fresno)</td> <td>Lindsay Agattas Tyler Fitzsimons Dave Rosenthal Mason</td> </tr> <tr> <td>Farnsworth</td> <td>Charles Colletti</td> <td>Tim Coury / Cal Waltson (South of Fresno)</td> <td>Susy Matos Jakob</td> </tr> <tr> <td>Dion</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Colorado (CO)</td> <td>Jed Easterbrook</td> <td>Jed Easterbrook</td> <td>Malek Nouwayri Jakob</td> </tr> <tr> <td>Dion</td> <td>Dave Rosenthal</td> <td>Greg Mckenna</td> <td>Rob Gloeckner, Mitchell Truban, Matt Henson</td> </tr> <tr> <td>Connecticut (CT)</td> <td>Andrew Dyjak</td> <td>Andrew Dyjak</td> <td>Sacha DeRubeis Dexter</td> </tr> <tr> <td>Linton</td> <td>Jeff Sackman</td> <td>Tom Mitchell</td> <td>Rob Gloeckner, Mitchell Truban, Matt Henson</td> </tr> <tr> <td>Delaware (DE)</td> <td>Jim Shanahan</td> <td>Bill Bamber (North Delaware)</td> <td>Michael</td> </tr> <tr> <td>Glorioso</td> <td>Shannon Darlow</td> <td>Adam Winnicky</td> <td>Mark Scrivano Rob</td> </tr> </table>	FieldTurf	Indoor	Beynon	Playgrounds/Commercial/Small SQFT	Note: Always CC PM on Bid Specs		CC: Terri Ranelis & Erwin		Riveria	Note: Always CC Mitchell Truban			State	RVP	RSM	PM CS RSM RSM RSM	Alabama (AL)	Jamie MacDonald	Craig Yancey	Hadyn Fava Carole	Martin	Adam Winnicky	Mike Smoak	Rob Gloeckner, Mitchell Truban, Matt Henson	Alaska (AK)	Martin Olinger	Donny Jones / Carly Neilson	Patrick Dawson	Erica	Oesterreich	Josh Brown	Gary Logsdon Rob Gloeckner, Mitchell Truban, Matt Henson	Arizona (AZ)	Martin Olinger	Donny Jones / Carly Neilson	Patrick Dawson	Dawson	Erica Oesterreich	Dave Rosenthal	Greg Hull Rob Gloeckner, Mitchell Truban, Matt Henson	Arkansas (AR)	Jamie MacDonald	David Ross	Jack Price Jakob	Dion	Josh Brown	Dennis Regan	Rob Gloeckner, Mitchell Truban, Matt Henson	California (CA)	Martin Olinger	Andrew Rowley / Steven Sosa (North of Fresno)	Lindsay Agattas Tyler Fitzsimons Dave Rosenthal Mason	Farnsworth	Charles Colletti	Tim Coury / Cal Waltson (South of Fresno)	Susy Matos Jakob	Dion				Colorado (CO)	Jed Easterbrook	Jed Easterbrook	Malek Nouwayri Jakob	Dion	Dave Rosenthal	Greg Mckenna	Rob Gloeckner, Mitchell Truban, Matt Henson	Connecticut (CT)	Andrew Dyjak	Andrew Dyjak	Sacha DeRubeis Dexter	Linton	Jeff Sackman	Tom Mitchell	Rob Gloeckner, Mitchell Truban, Matt Henson	Delaware (DE)	Jim Shanahan	Bill Bamber (North Delaware)	Michael	Glorioso	Shannon Darlow	Adam Winnicky	Mark Scrivano Rob
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Gloeckner, Mitchell Truban, Matt Henson  
 Will Johnson (Dover & South) Patrick Dawson  
 Florida (FL) Jamie MacDonald Chris Wedge (East of Talahasee/ Rest of  
 Florida) Kristie Cramer Carole Martin Adam Winnicky Mike Smoak  
 David Sheffer  
 Jamie MacDonald Craig Yancey (West of Talahasee) Kristie Cramer  
 Carole Martin Adam Winnicky Mike Smoak David Sheffer  
 Georgia (GA) Jamie MacDonald Josh Keown Kristie Cramer Carole  
 Martin Adam Winnicky Mike Smoak Rob Gloeckner, Mitchell Truban, Matt  
 Henson  
 Hawaii (HI) Martin Olinger Steve Coury Amanda Rennie Erica  
 Oesterreich Josh Brown Gary Logsdon Rob Gloeckner, Mitchell Truban,  
 Matt Henson  
 Idaho (ID) Martin Olinger Steve Coury Robin Erst Erica Oesterreich  
 Karl Michels James Traynor Rob Gloeckner, Mitchell Truban, Matt Henson  
 Reed McNeil  
 Illinois (IL) Jonathan Huard Brian Smykowski (Chicago) (\*Goes down until I-  
 75) Morgan Rey Chelsey Brooker Joe Cooper Bill Teten Rob  
 Gloeckner, Mitchell Truban, Matt Henson  
 Blake Centers (South IL) Morgan Rey  
 Indiana (IN) Jonathan Huard Blake Centers My Thanh Tran Chelsey  
 Brooker Joe Cooper Bill Teten Rob Gloeckner, Mitchell Truban, Matt Henson  
 Iowa (IA) Jonathan Huard Brian Kramer / MWFT2 Trey Sherrill Chelsey  
 Brooker Karl Michels Everett Bratsch Rob Gloeckner, Mitchell Truban, Matt  
 Henson  
 Kansas (KS) Jamie MacDonald David Ross Jack Price Jakob Dion  
 Dave Rosenthal Dennis Regan Charles Colletti  
 Kentucky (KY) Jonathan Huard JC Field Dino DiMauro Chelsey  
 Brooker Adam Winnicky Seth Sheridan Rob Gloeckner, Mitchell Truban,  
 Matt Henson  
 Louisiana (LA) Jamie MacDonald Chris Patton (North Alexandria) Malek  
 Nouwayri Carole Martin Dave Rosenthal Kevin Creeden Rob Gloeckner,  
 Mitchell Truban, Matt Henson  
 Bryan Cox (South Alexandria) Brenda Armendariz  
 Maine (ME) Andrew Dyjak Andrew Dyjak Sacha DeRubeis Dexter  
 Linton Jeff Sackman Tom Mitchell Rob Gloeckner, Mitchell Truban, Matt  
 Henson  
 Maryland (MD) Jim Shanahan Will Johnson Patrick Dawson Shannon  
 Darlow Adam Winnicky Mark Scrivano Rob Gloeckner, Mitchell Truban,  
 Matt Henson  
 John McShane Victoria Talay  
 Massachusetts (MA) Andrew Dyjak Andrew Dyjak Sacha DeRubeis  
 Dexter Linton Jeff Sackman Tom Mitchell Rob Gloeckner, Mitchell Truban,  
 Matt Henson  
 Michigan (MI) Jonathan Huard Blake Centers My Thanh Tran Chelsey  
 Brooker Joe Cooper Bill Teten Rob Gloeckner, Mitchell Truban, Matt Henson  
 Minnesota (MN) Jonathan Huard Brian Kramer / Matthew Cole Trey  
 Sherrill Chelsey Brooker Karl Michels Mark Scrivano Rob Gloeckner,  
 Mitchell Truban, Matt Henson  
 Mississippi (MS) Jamie MacDonald Craig Yancey Hadyn Fava Carole  
 Martin Dave Rosenthal Seth Sheridan Rob Gloeckner, Mitchell Truban, Matt  
 Henson  
 Missouri (MO) Jamie MacDonald David Ross Jack Price Chelsey  
 Brooker Dave Rosenthal Dennis Regan Charles Colletti  
 Montana (MT) Jed Easterbrook Jed Easterbrook Malek Nouwayri Jakob  
 Dion Karl Michels Gary Logsdon Rob Gloeckner, Mitchell Truban, Matt  
 Henson  
 Tim Andrew  
 Nebraska (NE) Jonathan Huard Brian Kramer / MWFT2 Trey Sherrill  
 Chelsey Brooker Karl Michels Everett Bratsch Rob Gloeckner, Mitchell  
 Truban, Matt Henson  
 Nevada (NV) Martin Olinger Andrew Rowley / Steven Sosa Lindsay  
 Agattas Tyler Fitzsimons Josh Brown Mason Farnsworth Rob Gloeckner,  
 Mitchell Truban, Matt Henson  
 Tim Coury / Cal Waltson Susy Matos Carole Martin  
 New Hampshire (NH) Andrew Dyjak Andrew Dyjak Sacha DeRubeis  
 Dexter Linton Jeff Sackman Mark Scrivano Rob Gloeckner, Mitchell Truban,  
 Matt Henson  
 New Jersey (NJ) Perry DiPiazza Perry DiPiazza Kamala Kanhoye Tracy  
 Gonsalves Jeff Sackman Tom Mitchell Rob Gloeckner, Mitchell Truban, Matt  
 Henson  
 New Mexico (NM) Jed Easterbrook Jed Easterbrook Malek Nouwayri  
 Jakob Dion Dave Rosenthal Greg Hull Rob Gloeckner, Mitchell Truban,  
 Matt Henson  
 New York (NY) Perry DiPiazza Chris White (Rest of NY) Janet Lamarche  
 Tracy Gonsalves Jeff Sackman Tom Mitchell Rob Gloeckner, Mitchell

Truban, Matt Henson  
 Jason Randall (New York City / Long Island) Janet  
 Lamarche  
 North Carolina (NC) Jim Shanahan Patrick Zeni Victoria Talay Carole  
 Martin Adam Winnicky Mark Scrivano Rob Gloeckner, Mitchell Truban, Matt  
 Henson  
 North Dakota (ND) Jonathan Huard Brian Kramer / Matthew Cole Trey  
 Sherrill Chelsey Brooker Karl Michels Everett Bratsch Rob Gloeckner,  
 Mitchell Truban, Matt Henson  
 Ohio (OH) Jonathan Huard JC Field Dino DiMauro Chelsey Brooker  
 Joe Cooper Bill Teten Rob Gloeckner, Mitchell Truban, Matt Henson  
 Oklahoma (OK) Jamie MacDonald Chris Patton Hadyn Fava Jakob  
 Dion Dave Rosenthal Dennis Regan Charles Colletti  
 Oregon (OR) Martin Olinger Steve Coury Robin Erst Erica  
 Oesterreich Karl Michels James Traynor Charles Colletti  
 Tim Andrew  
 Pennsylvania (PA) Jim Shanahan Bill Bamber (East PA) Michael  
 Glorioso Shannon Darlow Jeff Sackman Bryan Mitterling Rob Gloeckner,  
 Mitchell Truban, Matt Henson  
 Conner Schlegel (West PA) Michael Glorioso  
 Rhode Island (RI) Andrew Dyjak Andrew Dyjak Sacha DeRubeis Dexter  
 Linton Jeff Sackman Tom Mitchell Rob Gloeckner, Mitchell Truban, Matt  
 Henson  
 South Carolina (SC) Jim Shanahan Patrick Zeni Victoria Talay Shannon  
 Darlow Adam Winnicky Mike Smoak Rob Gloeckner, Mitchell Truban, Matt  
 Henson  
 South Dakota (SD) Jonathan Huard Brian Kramer / MWFT2 Trey Sherrill  
 Chelsey Brooker Karl Michels Everett Bratsch Rob Gloeckner, Mitchell  
 Truban, Matt Henson  
 Tennessee (TN) Jamie MacDonald Josh Keown (East of Nashville) Kristie  
 Cramer Carole Martin Adam Winnicky Seth Sheridan Charles Colletti  
 Craig Yancey (West of Nashville)  
 Neil O'Donnell (Nashville)  
 Texas (TX) Jamie MacDonald Chris Patton (See Zip Code) Hadyn  
 Fava Jakob Dion Dave Rosenthal Charles Colletti  
 Bryan Cox (See Zip Code) Brenda Armendariz  
 Eric Lutz (Austin / El Paso) Brenda Armendariz Doug  
 Wilson  
 Brandon Parrott (See Zip Code) Brenda Armendariz  
 Utah (UT) Jed Easterbrook Jed Easterbrook Malek Nouwayri Jakob  
 Dion Josh Brown Mason Farnsworth Rob Gloeckner, Mitchell Truban, Matt  
 Henson  
 Vermont (VT) Andrew Dyjak Andrew Dyjak Sacha DeRubeis Dexter  
 Linton Jeff Sackman Tom Mitchell Rob Gloeckner, Mitchell Truban, Matt  
 Henson  
 Virginia (VA) Jim Shanahan John McShane Victoria Talay Shannon  
 Darlow Adam Winnicky Mark Scrivano Rob Gloeckner, Mitchell Truban,  
 Matt Henson  
 Washington (WA) Donny Jones Donny Jones / Carly Neilson Patrick  
 Dawson Erica Oesterreich Karl Michels James Traynor Rob Gloeckner,  
 Mitchell Truban, Matt Henson  
 Reed McNeil  
 West Virginia (WV) Jim Shanahan Conner Schlegel Michael Glorioso  
 Shannon Darlow Adam Winnicky Bryan Mitterling Rob Gloeckner, Mitchell  
 Truban, Matt Henson  
 Wisconsin (WI) Jonathan Huard Blake Centers My Thanh Tran Chelsey  
 Brooker Joe Cooper Everett Bratsch Rob Gloeckner, Mitchell Truban, Matt  
 Henson  
 Wyoming (WY) Jed Easterbrook Jed Easterbrook Malek Nouwayri Jakob  
 Dion Karl Michels Greg Mckenna Rob Gloeckner, Mitchell Truban, Matt  
 Henson  
 Alberta (AB) Darren Gill Kevan Pipe Adilya Agaeva Tracy Gonsalves  
 Stephane Leudet Matt Auffrey Rob Gloeckner, Mitchell Truban, Matt Henson  
 British Columbia (BC) Darren Gill Chris Edwardson Adilya Agaeva Tracy  
 Gonsalves Stephane Leudet Matt Auffrey Rob Gloeckner, Mitchell Truban,  
 Matt Henson  
 Manitoba (MB) Darren Gill Kevan Pipe Adilya Agaeva Tracy  
 Gonsalves Stephane Leudet Matt Auffrey Rob Gloeckner, Mitchell Truban,  
 Matt Henson  
 New Brunswick (NB) Darren Gill Turf Masters (Alan Streach) Adilya  
 Agaeva Tracy Gonsalves Stephane Leudet Matt Auffrey Rob Gloeckner,  
 Mitchell Truban, Matt Henson  
 Newfoundland and Labrador (NL) Darren Gill Turf Masters (Alan Streach)  
 Adilya Agaeva Tracy Gonsalves Stephane Leudet Matt Auffrey Rob  
 Gloeckner, Mitchell Truban, Matt Henson  
 Nova Scotia (NS) Darren Gill Turf Masters (Alan Streach) Adilya

		<p>Agavea Tracy Gonsalves Stephane Leudet Matt Auffrey Rob Gloeckner, Mitchell Truban, Matt Henson</p> <p>Ontario (ON) Darren Gill Colin Doyle Adilya Agavea Tracy Gonsalves Stephane Leudet Matt Auffrey Rob Gloeckner, Mitchell Truban, Matt Henson</p> <p>Prince Edward Island (PEI) Darren Gill Turf Masters (Alan Streach) Adilya Agavea Tracy Gonsalves Stephane Leudet Matt Auffrey Rob Gloeckner, Mitchell Truban, Matt Henson</p> <p>Quebec (QC) Darren Gill LML Paysagiste (Frank Lapenna) Adilya Agavea Tracy Gonsalves Stephane Leudet Matt Auffrey Rob Gloeckner, Mitchell Truban, Matt Henson</p> <p>Saskatchewan (SK) Darren Gill Kevan Pipe Adilya Agavea Tracy Gonsalves Stephane Leudet Matt Auffrey Rob Gloeckner, Mitchell Truban, Matt Henson</p> <p>Northwest Territories (NWT) Darren Gill Kevan Pipe Adilya Agavea Tracy Gonsalves Stephane Leudet Matt Auffrey Rob Gloeckner, Mitchell Truban, Matt Henson</p> <p>Nunavut (NVT) Darren Gill Kevan Pipe Adilya Agavea Tracy Gonsalves Stephane Leudet Matt Auffrey Rob Gloeckner, Mitchell Truban, Matt Henson</p> <p>Yukon (YT) Darren Gill Kevan Pipe Adilya Agavea Tracy Gonsalves Stephane Leudet Matt Auffrey Rob Gloeckner, Mitchell Truban, Matt Henson</p>
27	Dealer network or other distribution methods.	<p>FieldTurf works with several subcontractors who supply and install FieldTurf/Beynon products or services related to sports construction and they promote the FieldTurf cooperative purchasing program: SmartBuy. These Subcontractors include but are not limited to: Beynon Sports Surfaces, Renner Sports Surfaces, American Athletic Court Inc. , Copeland Coating Company Inc., The Landtek Group, Clark Companies, Chenango Contracting, ELA Group, Inc.; Hinding Tennis, Halecon, FieldTurf Northwest, Deluxe Athletics, King Sports, Ace Tennis, Maser Consulting, O Sports, NIDY, Vasco, Shaker Flats, Cape and Island, Midwest Turf, Mountain West, RS Global, Desso Sports, Crafcoc, Mammoth Sports Construction.</p> <p>Customer contracts with FieldTurf USA, Inc and the FieldTurf issues a subcontract to the specific dealer or distributor for the specific project. Distributors must pass a certification process to become a FieldTurf/Beynon product distributor/dealer/Installer.</p> <p>FieldTurf Authorized Turf Distributors:</p> <p>FieldTurf USA, Inc. - Nationwide</p> <p>The Landtek Group, Inc.- NY, NJ, PA, VA, MA, RI, CT, MD, MA, Washington DC, DE, WV</p> <p>Chenango Contracting, Inc.- NY, NJ, PA, VA, MA, RI, CT, MD, MA, Washington DC, DE, WV</p> <p>MidWest FieldTurf- KS, NE, MO, IA</p> <p>Deluxe Athletics – AL, GA, FL, MS, IN, TN, NC,SC</p> <p>Mammoth Sports Construction- MN, KS, MO</p> <p>FieldTurf Northwest - WA, AK, AZ, ID,</p> <p>FieldTurf Authorized Subcontractors/Installers include but are not limited to:</p> <p>Beynon Sports Surfaces - Nationwide</p> <p>EasyTurf – Nationwide</p> <p>Sportsfield Specialties – Nationwide</p> <p>Brock Industries - Nationwide</p> <p>Renner Sports Surfaces- CO, TX, NM,</p> <p>American Athletic Court Inc., NY, NJ, PA, VA, MA, RI, CT, MD, MA, Washington DC, DE, WV</p> <p>Copeland Coating Company Inc., NY, NJ, PA, VA, MA, RI, CT, MD, MA, Washington DC, DE, WV</p> <p>The Landtek Group NY, NJ, PA, VA, MA, RI, CT, MD, MA, Washington DC, DE, WV</p> <p>Clark Companies NY, NJ, PA, VA, MA, RI, CT, MD, MA, Washington DC, DE, WV</p> <p>Chenango Contracting NY, NJ, PA, VA, MA, RI, CT</p> <p>ELA Group, Inc.; NY, NJ, PA, VA, MA, RI, CT, MD, MA, Washington DC, DE, WV</p> <p>Hinding Tennis, NY, NJ, PA, VA, MA, RI, CT, MD, MA, Washington DC, DE, WV</p> <p>Halecon, - NJ, NY</p> <p>FieldTurf Northwest - WA, AK, AZ, ID,</p> <p>Deluxe Athletics- AL, GA, FL, MS, IN, TN, NC,SC</p> <p>King Sports- NY, NJ, PA, VA, MA, RI, CT, MD, MA, Washington DC, DE, WV</p> <p>Ace Tennis- PA, MD, Washington DC, DE, WV, VA</p> <p>Maser Consulting – NJ, NY</p> <p>O Sports, OH, IN</p> <p>NIDY- FL</p> <p>Vasco- OH, FL</p> <p>Shaker Flats- NY</p> <p>Cape and Island - MA, NY, CT</p> <p>Midwest FieldTurf- KS, NE, MO, IA</p> <p>Mountain West- CO</p> <p>RS Global, TX, CO, NM</p> <p>Beyond the Turf- Maine, VT, NH, CT</p> <p>Kerr Athletics KS, MO, CO</p>

FieldTurf uses a sub installation team, the criteria for selection and approval is as follows:

1. Each installer must complete a minimum of 2 supervised projects, in which an internal FieldTurf installer will work with the crew for the entirety of the project. If after 2 projects, FieldTurf feels the quality meets the standard we have set forth, these installers will be utilized for additional projects with supervision via periodic site visits and stop ins.
2. FieldTurf install partners such as LandTek, RSG, Beyond the Turf, Kerr Athletics and ISS have all been installing for FieldTurf exclusively for a minimum of the past 5 years.
3. Other FieldTurf install partners such as Vasco, STS and Condor have been working exclusively with FieldTurf between 1-3 years.
4. FieldTurf selects between employed installers by using designated territories.  
Turf Installers by State:

Alabama - RS Global  
 Alaska - Beyond The Turf  
 Arizona - RS Global  
 Arkansas - RS Global  
 California - FieldTurf Construction  
 Colorado - RS Global  
 Connecticut - Beyond The Turf  
 Delaware - LandTek  
 Florida - RS Global  
 Georgia - Turf Dogs  
 Hawaii - FieldTurf Construction  
 Idaho - FieldTurf Construction  
 Illinois -ISS (International Sports Surfaces)  
 Indiana - Beyond The Turf  
 Iowa - MidWest FieldTurf  
 Kansas - Kerr Athletics  
 Kansas - Mammoth Turf  
 Kentucky - RS Global  
 Louisiana - RS Global  
 Maine - Beyond The Turf  
 Maryland -Beyond The Turf  
 Massachusetts - Beyond The Turf  
 Michigan - Beyond The Turf  
 Minnesota - FT Install Group  
 Mississippi - RS Global  
 Missouri - Kerr Athletics  
 Montana - RS Global  
 Nebraska - MidWest FieldTurf  
 Nevada - FieldTurf Construction  
 New Hampshire - Northeast Turf  
 New Jersey - LandTek  
 New Mexico - RS Global  
 New York - LandTek/Chenango  
 North Carolina -Turf Dogs  
 North Dakota - RS Global  
 Ohio - Northeast Turf  
 Oklahoma -RS Global  
 Oregon - FieldTurf Construction  
 Pennsylvania - LandTek  
 Rhode Island - Northeast Turf  
 South Carolina - Turf Dogs  
 South Dakota - MidWest FieldTurf  
 Tennessee - RS Global  
 Texas - RS Global  
 Utah - RS Global  
 Vermont -Beyond The Turf  
 Virginia - Beyond The Turf  
 Washington -FieldTurf Construction  
 West Virginia - Northeast Turf  
 Wisconsin - FT Install Group  
 Wyoming -RS Global

28	Service force.	<p>FIRST-CLASS SERVICE – for your FieldTurf Experience. FieldTurf does not sever its customer relations once the contract has been signed. We take the time to follow up with each and every one of our customers in order to ensure complete and consistent customer satisfaction. Customer satisfaction remains FieldTurf's number one priority.</p> <p>Providing a high quality product and outstanding customer service has been a part of FieldTurf's successful business model since day One. Our customers are our number one priority, which is why we have taken the time to assemble an experienced and dedicated customer service department. We proactively follow up with each and every one of our customers to ensure complete and continuous satisfaction</p> <p>There are not any geographic regions of the US that FieldTurf cannot provide a certified technician to perform warranty work .Please see our Customer Service Representative Region map below to see that the entire US is covered.</p> <p>FieldTurf: Maintenance &amp; Commitment to Service Hrs. of Operation: 24 hours/ 7 days a week</p> <p>We respond to customers within 24 hours. Should something be an emergency, we do try to get on site asap - weather and crew availability permitting.</p> <p>At FieldTurf, if a customer comes to us with a concern, we try to handle it as quickly as possible. We will evaluate the nature of the complaint and see how we can assist or fix the issue. If there is an unresolved complaint that we cannot resolve, we would direct the customer to the appropriate department/manager.</p> <p>Both FieldTurf and Beynon have dedicated Customer Service divisions with more than 10 fulltime employees that cover the entire US to address any questions regarding an owner's sports surface questions. In addition, FieldTurf &amp; Beynon have about 10-15 customer service teams across the nation and regionally. Thomas Mullins Vice President of Installations and Customer Service</p> <p>175 N Industrial Blvd NE Calhoun Georgia 30701 United States Email: Thomas.Mullins@tarkettsports.com</p> <p>In addition to our constant commitment to exceptional customer care, our customer service department has assembled a comprehensive manual that covers all field care issues. Each FieldTurf customer receives a maintenance guideline that covers everything from field grooming to gum removal, and field protection. The guidelines also come with a complete maintenance video – the perfect tool to educate field managers and groundskeepers.</p> <p>See CS Territory Map Attachment</p>
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>Orders are processed through FieldTurf USA, Inc. so customers have one sole source of responsibility- FieldTurf. Purchase Orders and contracts and with FieldTurf. Client/ owner/ owner's representative connect with SmartBuy, FieldTurf/Beynon or Tarkett Regional Sales Managers through marketing or standard sales relationships.</p> <ul style="list-style-type: none"> <li>• FieldTurf/Beynon/Tarkett or distributor sales team sets up a facility site visit.</li> <li>• FieldTurf/Beynon/Tarkett or distributor sales team provides scope of work and price to SmartBuy/FieldTurf.</li> <li>• Project Manager generates a Sourcewell FieldTurf proposal for review by the client/owner/owner's representative based on scope of work and Sourcewell Contract compliance. SmartBuy reviews all Sourcewell proposals for contract compliance.</li> <li>• Once the proposal is approved by the owner, the client/ owner/ owner's representative issues FieldTurf a purchase order, sales agreement, or AIA contract or other contract. Ultimately it is the owner's choice if they want a contract at all or if they only want to issue a PO. The contract is between FieldTurf USA, Inc. and the owner. Subcontract will be issued to distributor.</li> <li>• Once PO or Fully executed contract is in place, materials are ordered and construction/installation begins.</li> </ul>
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>FIRST-CLASS SERVICE – for your FieldTurf Experience. FieldTurf does not sever its customer relations once the contract has been signed. We take the time to follow up with each and every one of our customers in order to ensure complete and consistent customer satisfaction. Customer satisfaction remains FieldTurf's number one priority.</p> <p>Providing a high quality product and outstanding customer service has been a part of FieldTurf's successful business model since day One. Our customers are our number one priority, which is why we have taken the time to assemble an experienced and</p>

dedicated customer service department. We proactively follow up with each and every one of our customers to ensure complete and continuous satisfaction

There are not any geographic regions of the US that FieldTurf cannot provide a certified technician to perform warranty work .Please see our Customer Service Representative Region map below to see that the entire US is covered.

FieldTurf: Maintenance & Commitment to Service  
Hrs. of Operation: 24 hours/ 7 days a week

We respond to customers within 24 hours. Should something be an emergency, we do try to get on site asap - weather and crew availability permitting.

At FieldTurf, if a customer comes to us with a concern, we try to handle it as quickly as possible.

We will evaluate the nature of the complaint and see how we can assist or fix the issue.

If there is an unresolved complaint that we cannot resolve, we would direct the customer to the appropriate department/manager.

Both FieldTurf and Beynon have dedicated Customer Service divisions with more than 10 fulltime employees that cover the entire US to address any questions regarding an owner's sports surface questions. In addition, FieldTurf & Beynon have about 10-15 customer service teams across the nation and regionally.

Thomas Mullins  
Vice President of Installations and Customer Service

175 N Industrial Blvd NE  
Calhoun Georgia 30701  
United States  
Email: Thomas.Mullins@tarkettsports.com

In addition to our constant commitment to exceptional customer care, our customer service department has assembled a comprehensive manual that covers all field care issues. Each FieldTurf customer receives a maintenance guideline that covers everything from field grooming to gum removal, and field protection. The guidelines also come with a complete maintenance video – the perfect tool to educate field managers and groundskeepers.

**MAINTENANCE INSTRUCTIONS:** FieldTurf has supplied Owner with a copy of the Maintenance Manual containing written instructions for the care and maintenance of the Surface.

Owner acknowledges receipt of said Maintenance Manual and agrees to comply with and carry out the instructions contained in it as a condition of this Warranty. The terms of the Maintenance Manual are incorporated in this Warranty by reference.

**CLAIMS:** All claims by Owner under this Warranty must be made in writing to the following address within thirty calendar days after Owner learns of any defect giving rise to the claim:  
FieldTurf USA, Inc., Indoor Division, 175 N Industrial Blvd N.E., Calhoun, Georgia 30269.

**INSPECTIONS AND TESTS:** FieldTurf shall be allowed to inspect the Surface during reasonable business hours regarding any claim, which Owner makes under this Warranty; to be present at and to analyze the results of all tests conducted by Owner or others; and to conduct such tests as FieldTurf in its discretion may deem advisable. Owner shall promptly furnish FieldTurf with a copy of all written reports of any tests performed by Owner or on Owner's behalf. FieldTurf shall not be responsible for any costs or expenses incurred by Owner or others with respect to such tests, except that FieldTurf shall pay for the costs of all tests and analyses conducted or directed by FieldTurf representatives.

See CS Territory Map Attachment



31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	FieldTurf is 100% capable and willing to provide our products, services, and installation in all of the United States and Canada. As you can see from our sales and service force, we have representation covering all areas. FieldTurf and Beynon have already been operating in all of the areas for many years. FieldTurf and Beynon have also been servicing Sourcewell or NJPA clients and contracts for over 12 years.  See Sales Representation/Project Manger Territory Spreadsheet	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Very willing and already set up to operate in Canada. FieldTurf and Beynon have representation in Canada and are 100% already operating there.  See Sales Representation/Project Manger Territory Spreadsheet	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	None, FieldTurf USA, Inc, Beynon Sports and Tarkett Sports services all of the United States and Canada.	*
34	Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?	None. FieldTurf USA, Inc. will be fully serving all Sourcewell participating entity sectors in all of the US and Canada.	*
35	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Shipping costs are included in our customer proposals. Shipping to Alaska or Hawaii can cause the shipping price to rise as noted on our pricing notes. See Canada specific price spreadsheet. Shipping and Freight to Canada, Hawaii, Alaska or other areas outside of the continental US is not included in standard Primary pricing and will be an additional cost based on site location. Additional shipping costs will be based on the cost to transport equipment and materials from the closest US port to the job site. Additional costs may also be added for crew transportation and accommodations to any site outside of the continental US.	*

Table 7: Marketing Plan

Line Item	Question	Response *
36	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Below are the marketing strategies that FieldTurf/Tarkett Sports/SmartBuy will continue to implement to market the SOURCEWELL contract:</p> <ul style="list-style-type: none"> <li>• Corporate Top Down Instruction to incorporate SOURCEWELL to Tarkett Sports sales presentations.</li> <li>• Continued Education for the sales teams and regional Sales Management Team and Distributors.</li> <li>• SmartBuy-Dedicated Team to Market and Manage SOURCEWELL Contract</li> <li>• Promoting SOURCEWELL Contract to Municipalities across the US and Canada</li> <li>• Print Advertising</li> <li>• Trade Show List</li> <li>• Electronic and Web site advertising</li> <li>• Distribute Sourcewell FieldTurf Flyer</li> </ul> <p>FieldTurf is aware that the marketing success depends on communicating the contract's value, knowing the contract thoroughly, and communicating the proper use of contracted products and services to end user. FieldTurf and Tarkett Sports sales teams/distributors currently have a very high knowledge level and commitment to market the SOURCEWELL contract and the commitment would continue upon a new contract award.</p> <p>FieldTurf also has the dedicated SmartBuy staff to quickly provide prospective customers Sourcewell contract link, state statute information, and answer questions regarding how to use the Sourcewell contract to purchase their indoor flooring system. Over the past 17 years, FieldTurf has generated over \$212M of contract value sales through our Sourcewell/NJPA turf and track contracts.</p> <p><a href="https://www.sourcewell-mn.gov/cooperative-purchasing/060518-ftu">https://www.sourcewell-mn.gov/cooperative-purchasing/060518-ftu</a>  <a href="https://www.tarkettsportsindoor.com/">https://www.tarkettsportsindoor.com/</a>  <a href="http://www.fieldturf.com">www.fieldturf.com</a>  <a href="http://www.smartbuycooperative.com">www.smartbuycooperative.com</a></p> <p>In addition, FieldTurf's marketing activities can be broken up in the following categories:</p> <p>Print Advertising</p> <p>FieldTurf advertises in all major industry publications including:</p> <p>American Football Monthly</p>

Athletics Administration  
Athletic Business  
Athletic Management  
Coach & Athletic Director  
Coaching Management  
Collegiate Directories  
Government Recreation & Fitness  
Park & Recreation Business  
Recreation Management  
Sportsfield Management

In addition to these nationwide publications, FieldTurf advertises in over 30 state/regional publications. Our typical advertising budget exceeds \$120,000 annually.

#### E-Marketing

FieldTurf's E-Marketing efforts are broken up into two categories:

#### Website

The FieldTurf family of websites is made up of the following:

[www.fieldturf.com](http://www.fieldturf.com)  
[www.beynonsports.com](http://www.beynonsports.com)

FieldTurf has developed a customized webpage for the SOURCEWELL/SmartBuy program:  
[www.smartbuycooperative.com](http://www.smartbuycooperative.com)

Potential customers are directed to specific pages like:  
<http://www.fieldturf.com/smartbuy-purchasing-program/>

FieldTurf's websites average over 35,000 unique visitors per month.

#### Direct Mailing

FieldTurf has a lead database with over 20,000 potential customers. Frequent messages are sent to various customer groups – most of which contain messaging pertaining to the SmartBuy program.

#### Trade Shows

FieldTurf attends well over 200 trade shows per year nationwide. At each of these shows FieldTurf makes our best efforts to educate potential clients about the benefits of using SOURCEWELL. Our SOURCEWELL program managers personally attend a large number of the shows as well.

Alabama Athletics Directors (AHSAA)  
Mississippi Coaches Ass. (MACA)  
Florida Educational Facility Planners Ass. (FEFPA)  
Arizona Park and Rec (AZPRA)  
Florida Recs and Park Ass. (FRPA)  
Texas Ass of School Administrators & Boards  
American School Business Officials (ASBO)  
NFHS - National HS ADs  
NSBA - National School Boards Show  
NABC - Basketball Coaches  
NIRSA - Intramural & Recreation  
NACDA - National AD Show  
NACO - National Association of Counties  
NIGP - National Govt Purchasing  
ICMA - International County Mgmt  
ASLA - American Society of Landscape Architects  
NRPA - National Park & Rec  
ABKA - Pet Care Services  
ASBO - American School Business Officials  
NLC - National League of Cities  
TES - Education Show  
Greenbuild  
Athletic Business  
Home Builders Show  
Golf Industry Show  
AASA - American School Administrators  
VASBO - Virginia School Business Officials  
ECAC - Eastern Collegiate Athletic Conference  
WADA - Wisconsin AD Show

National Soccer Coaches Association of America  
 Home Builders Show  
 NATIONAL INTRAMURAL-RECREATIONAL  
 SPORTS ASSOCIATION  
 Stadia Expo  
 NJCM - New Jersey Conference of Mayors  
 CADA - Colorado Athletic Directors Association  
 IADA - Illinois Athletic Director's Association  
 Boys & Girls Club  
 Virginia Association of School Business Officials  
 National High School Athletic Coaches Association  
 San Angelo Football Clinic  
 Facilities Operators Conference  
 MD/DC ASBO  
 Council of Educational Facility Planners Intl.  
 NJSLM - NJ State League of Municipalities  
 TPSCA - Texas Private School Coaches Association  
 FAC - FLORIDA ASSOCIATION OF COUNTIES  
 OSBA - OHIO SCHOOL BOARD ASSOCIATION  
 CCM - CONNECTICUT CONFERENCE OF  
 MUNICIPALITIES  
 Texas High School Coaches Association  
 Arkansas High School Coaches Association  
 KANSAS ASSOCIATION OF SCHOOL BOARDS  
 All-Star Sports Week  
 GRPA - Georgia Recreation & Park Association  
 OCA - Oklahoma Coaches Association  
 PSBA - Pennsylvania School Boards Association  
 CRPA - Connecticut Recreation & Parks Association  
 SBE - School Building Expo  
 PRPS - Pennsylvania Recreation & Park Society  
 NACO - National Association of Counties  
 WASB - Wisconsin State Education Convention  
 IASB - Illinois Association of School Boards  
 PRPS - Pennsylvania Recreation & Park Society  
 National Institute of Governmental Purchasing  
 Home Builder's Show  
 Pet Care Services Association Convention & Expo  
 Greenbuilders 2010  
 ASLA - American Society of Landscape Architects  
 Directors of Athletic Directors of New Jersey  
 NJRPA - New Jersey Park and Rec  
 NJASLA - NJ Landscape Architects  
 IIAAA - Indiana ADs  
 MIAAA - Missouri Athletic Directors  
 NMAA - New Mexico Activities Association  
 ASBO MD/DC Maryland  
 Eastern Collegiate Athletic Conference (ECAC)  
 International County Management (ICM)  
 National Parks & Rec (NRPA)  
 Florida Ass. of School Business Officials (FASBO)  
 Alberta Recreation and Park Association  
 Louisiana AD (LHSAA)  
 Wisconsin State Education Convention  
 National HS AD Show (NFHS/NIAAA0  
 Colorado Association of School Boards (CASB)  
 United States Speciality Sports Association (USSSA)  
 International Homebuilders Show (NAHB)  
 National Soccer Coaches Convention (NSCAA)  
 NJ Landscape Architects (NJASLA)  
 Golden Triangle Coaches Clinic  
 Kansas Park and Rec (KRPA)  
 Minnesota AD (MIAAA)  
 Kansas Athletic Administrators (KIAAA)  
 Texas HS AD (THSADA)  
 Texas Ass of School Bus Off (TASBO)  
 Pennsylvania School Bus Off (PASBO)  
 Virginia AD  
 Indiana AD  
 Michigan AD (MIAAA)  
 South Dakota AD (SDIAAA)  
 Iowa HS AD (IHSAA)  
 Georgia Athletic Directors Ass (GADA)  
 New Jersey AD (DAANJ)  
 New Jersey Park and Rec (NJRPA)  
 California Park and Rec (CRPS)

New York State ADA (NYSAAA)  
 Minnesota Football Coaches Clinic (MN FCC)  
 California Foundation of Community Colleges  
 NJ School Building & Grounds Ass. (NJSBGA)  
 Utah Interscholastic AD Ass (UIAAA)  
 Maryland Park and Rec (MRPA)  
 Missouri AD (MIAAA)  
 National Intramural Rec Show (NIRSA)  
 Tennessee Athletic Directors Conference (TIAAA)  
 California Ass. of School Business Officials  
 California Parks and Recreation (CARPD)  
 New Jersey Conference of Mayors (NJCM)  
 Michigan School Business Officials (MSBO)  
 Colorado Athletic Director (CADA)  
 Maryland School Business Officials (MASBO)  
 Illinois Athletic Directors (IADA)  
 Florida Athletic Directors (FIAAA)  
 Alberta School Business Officials (ASBOA)  
 Virginia Ass. of School Business officials (VASBO)  
 Federation of Canadian Municipalities (FCM)  
 National AD Show (NACDA)  
 Georgia Athletic Coaches Ass. (GACA)  
 Florida Association of Counties (FAC)  
 Idaho Ass. of School Adm (ISSA)  
 Idaho Ass. of School Principals (IASPP)  
 Idaho AD Ass (IDAAA)  
 Washington Secondary School AD Ass (WSSAAA)  
 Oregon Athletic Directors Ass (OADA)  
 Washington Ass of School Bus Officials (WASBO)  
 Oregon Ass of School Bus Off (OASBO)  
 Montana Coaches Ass. (MCA)  
 Oregon Schools Facilities Management (OSFMA)  
 NW All Sports Clinic (NWASC)  
 Oklahoma Coaches Association (OCA)  
 National Ass. of Counties (NACO)  
 Wyoming Coaches Association (WCA)  
 CAAD - Connecticut Athletic Directors  
 SDIAAA - South Dakota Athletic Directors  
 VIAAA - Virginia Athletic Directors  
 KIAAA - Kansas Athletic Directors  
 PRO - Ontario Park & Rec  
 National School Plant Managers Association  
 OASBO - Ontario School Business Officials  
 CAIS - Connecticut Independent Schools  
 WFX - Worship Facilities Expo  
 OCAA - Ontario Colleges Athletic Association  
 MASBO - Missouri School Business Officials  
 AEMA - Athletic Equipment Managers  
 GACA - Georgia Athletic Coaches Association  
 ASBA - Arkansas School Boards  
 AHSADCA - Alabama HS Athletic Directors  
 NACBA - National Church Business  
 OCA - Oklahoma Coaches Association  
 STA - Sports Turf Association  
 AQLM - Quebec Municipalities  
 PASBO - Pennsylvania School Business Officials  
 CCM - Connecticut Municipalities  
 NJSBA  
 GRPA - Georgia Recreation & Parks  
 NLC - National League of Cities  
 NJSLM - New Jersey Municipalities  
 CASB - Colorado School Boards  
 KASB - Kansas School Boards  
 ABCA - American Baseball Coaches Association  
 Training Show  
 MSBO - Michigan School Business Officials  
 Ontario Association of School Business Officials  
 MSBA - Missouri School Boards' Association  
 Ohio Interscholastic Athletic Administrators  
 Arizona Interscholastic Athletics Administrator's  
 Association  
 INDIANA SCHOOL BOARDS ASSOCIATION  
 WADA - Wisconsin Athletic Directors Association  
 APRA - Arizona Parks and Recreation Association  
 WFCA - Wisconsin Football Coaches Association  
 OSSBA - Oklahoma State School Boards Association

Kentucky High School Athletic Association  
 NJSBA - New Jersey School Board Association  
 IAPD - Illinois Association of Park Districts  
 TASA - Texas Association of School Administrators  
 VRPS - Virginia Recreation & Park Society  
 Georgia Association of School Facility  
 Administrators  
 Association of School Business Officials Intl.  
 Illinois Parks and Rec (IPRA/IAPD)  
 American Baseball Coaches Ass. (ABCA)  
 Sports Turfs Managers Ass. (STMA)  
 US Youth Soccer Workshop (USYSA)  
 Park and Rec Ontario (PRO)  
 Soccer Champions Coaches Clinic  
 New England Football Coaches Clinic (NEFCC)  
 Coalition for adequate School Housing (CASH)  
 Pennsylvania State AD (PSADA)  
 Connecticut Athletic Directors (CAAD)  
 National High School Athletic Coaches Ass.  
 IIAAA - Indiana Athletic Directors  
 Missouri Association of School Administrators  
 National Gov't Purchasing (NIGP)  
 MIAAA - Minnesota Athletic Directors  
 NABC - National Association of Basketball Coaches  
 MIAAA - Missouri Athletic Directors  
 Ohio Association of School Business Officials  
 FIAAA - Florida Athletic Directors  
 BGCA - Boys & Girls Club  
 NATA - National Athletic Trainers Association  
 NHSACA - National HS Athletic Coaches  
 TPSCA - Texas Private School Coaches  
 ASLA - American Landscape Architects  
 San Angelo Football Clinic  
 WFX Fall - Worship Facilities Expo  
 OSBA - Ohio School Boards  
 Greenbuild  
 CPRA - Connecticut Parks & Recreation  
 IHRSA  
 AUSA - Association of U.S. Army Exposition  
 NABC- Indianapolis  
 Florida Interscholastic Athletic Administrators  
 SBE - School Building Expo  
 Stadium Managers Association  
 MIAAA - Michigan Athletic Directors  
 MRPA - Maryland Park & Rec  
 CADA - Colorado Athletic Directors  
 Council of Educational Facility Planners Intl.  
 MSBO - Michigan School Business Officials  
 AIA - American Institute of Architects  
 IADA - Illinois Athletic Directors  
 BCPRA - BC Parks & Recreation  
 SBE - School Building Expo  
 NACO - National Association of Counties  
 NIGP - National Government Purchasing  
 Athletic Business  
 K-12 Summit  
 MSBA - Missouri School Boards  
 IASB - Illinois School Boards  
 IPRA - Illinois Park & Rec  
 FCM - Federation of Canadian Municipalities  
 BC Park and Rec (BCPRA)  
 California AD show (CSADA)  
 Texas High School Coaches Ass. (THSCA)  
 PSADA - Pennsylvania State Athletic Directors  
 ICMA - Intl County Management  
 National School Board Ass (NSBA)  
 National Intramural Recreation & Sports Association  
 PGA Merchandise Show  
 TASA - Texas Superintendents  
 NSBA - National School Boards  
 AIA - American Institute of Architects  
 NRPA - National Recreation & Park  
 NACDA - National AD Show  
 Home Builders Show  
 NACDA - National Athletic Directors Association  
 ASBO - American School Business Officials

		<p>AFCA - American Football Coaches                  THSCA - Texas HS Coaches Association                  NFHS - National High School Athletic Directors                  American Football Coaches Association                  NSBA - National School Boards Association</p> <p>See Attached FieldTurf/Sourcwell Marketing flyer</p>	
37	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>We utilize social media platforms such as Facebook, LinkedIn and YouTube on a weekly basis.</p> <p>Video customer testimonials are created throughout the year and are shared on all social media platforms, company websites and email blasts.</p> <p>Digital email announcements are constantly being created throughout the year and are sent out to verified, opt-in accounts.</p> <p>Articles and press releases managed and released on company websites, eblasts, and digital newswires.</p> <p><a href="https://www.sourcwell-mn.gov/cooperative-purchasing/060518-ftu">https://www.sourcwell-mn.gov/cooperative-purchasing/060518-ftu</a>  <a href="https://www.tarkettsportsindoor.com/">https://www.tarkettsportsindoor.com/</a>  <a href="http://www.fieldturf.com">www.fieldturf.com</a>  <a href="http://www.smartbuycooperative.com">www.smartbuycooperative.com</a></p>	*
38	In your view, what is Sourcwell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcwell-awarded contract into your sales process?	<p>FieldTurf's expectation of Sourcwell is to continue to educate municipalities throughout the US and Canada (via Canoe) regarding their extensive cooperative purchasing contracts. Sometimes we need a Sourcwell representative to join a call with a customer to provide confirmation of RFP process and viability. Finally, Sourcwell's website is a critical piece to FieldTurf's success of promoting Sourcwell. The ease to locate our contract and due diligence documents along with the State Statutes is imperative to our success.</p> <p>In turn, FieldTurf and Tarkett Sports sales representatives/distributors, when presenting to a municipality, will provide the Sourcwell Cooperative Purchasing contract information in their sales presentation. SmartBuy will also distribute the Sourcwell flyer, link, and provide the Sourcwell logo on our websites, marketing materials, and proposals.</p>	*
39	Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	Due to the nature of our product, no e-procurement ordering is available since each site has specific scope of work that will require a site evaluation and Sourcwell proposal to be generated.	*

**Table 8: Value-Added Attributes**

Line Item	Question	Response *	
40	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcwell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>FieldTurf will provide turf/track maintenance training and grooming equipment training for municipal maintenance crew- this is a standard process and there is no additional charge. Usually the crew supervisor provides the training with sales providing ongoing turf/track maintenance information over the lifetime of the installation.</p> <p>Certificate of Completion</p> <p>The certificate of completion is a document issued by the manufacturer and presented to the customer as soon as the installation of the field is complete. It is the responsibility of the customer to insert all the information required on the document including his or her signature in order to validate the warranty. By signing the document the customer acknowledges that all the work performed has been completed to their standards. Once the certificate is received by either the distributor, sales rep or manufacturer the official warranty will be sent to the customer for their records.</p> <p>MAINTENANCE INSTRUCTIONS: FieldTurf has supplied Owner with a copy of the Maintenance Manual containing written instructions for the care and maintenance of the Surface.</p> <p>Owner acknowledges receipt of said Maintenance Manual and agrees to comply with and carry out the instructions contained in it as a condition of this Warranty. The terms of the Maintenance Manual are incorporated in this Warranty by reference.</p>	*
41	Describe any technological advances that your proposed products or services offer.	<p>Technology Advancement:</p> <p>FIEDLTURF Field Visualizer Tool:</p> <p>I'm excited to introduce our NEW FieldTurf Field Visualizer tool. You and our customers can now create their dream field and explore different sport line combinations, colors, logos and more.</p> <p>This has tremendous potential to excite and impress clients in the early stage of the selling process. Please take note, this is to create a sketch of the field design, and is intended for illustrative purposes only.</p> <p>You / Customers will have the capability to download their drawing for future sharing, as the project advances. The download feature is gated for lead generation purposes.</p>	

Visit the tool: <https://fieldturf.com/en/field-visualizer/>

#### GENIUS

The future has arrived! Introducing FieldTurf Genius, powered by Intelligent Play. This game-changing technology is designed to help maximize the longevity, playability, and safety of your sports field. As well as allow you to track maintenance, plan more efficiently and monitor usage.

Imagine a sports field that could automatically track the number of athletes playing, hours of use, and send maintenance alerts when needed. Imagine that it could then deliver in depth reporting on executed maintenance and usage, allowing you to optimize scheduling, utilization, and care.

**HOW DOES IT WORK?** Two sensors are mounted to the facility lights or stadium press box and automatically process and convert the recordings into anonymous data for analysis. Through advanced computer vision and deep learning algorithms, live field participation is translated into tangible data.

#### FIELDCLEANSE SANITIZATION PROGRAM

The FieldCleanse Program, part of FieldTurf's multi-pronged service platform, is designed to increase safety measures for our clients and their athletes. FieldTurf, which for over 25 years has been recognized as the leader in artificial turf and player safety is proud to introduce the FieldCleanse program designed to elevate the cleanliness standards of our fields and to meet the new health and safety challenges presented by the current CORONAVIRUS (COVID-19) pandemic environment. This multi-faceted approach includes our standard guidance for Brushing, Aerating, Raking and Sweeping along with new options for those who want to sanitize their turf fields.

#### EPA APPROVED CORONAVIRUS (COVID-19) SANITIZER

FieldTurf's NEW FieldCleanse program will help deep clean your surface to combat COVID-19. Utilizing an EPA approved coronavirus sanitizer: mPerial™, by MPact™ Environmental Solutions, LLC, which confirms results that demonstrates the ability of the mPact™ technology to prevent and protect against the spread of the COVID-19 Virus.

#### MPERIAL PRODUCT DETAILS:

- EPA registered, FDA compliant
- EPA Registration #: 10324-59-83129

It's no secret that FieldTurf pioneered what is now commonly accepted as "artificial turf." What started with our invention of long pile, infilled artificial turf has continued with numerous industry-changing innovations. Fieldturf has introduced the engineered products that are tailor made for each segment of the business and owns numerous patents that protect the company's product offering for sporting and non-sporting applications.

All of Fieldturf's systems are tested using the latest equipment in the FieldTurf Innovation and Performance Center (FIPC). Located at the company's headquarters the center ensures that any and all of FieldTurf's existing and new systems set superior standards for performance in their respective classes.

The state-of-the art facility is one of, if not the most advanced research laboratories in the industry. FieldTurf's development focuses on delivering safe, durable, and high performance turf systems with great value. The FIPC helps ensure that these objectives are being met.

#### Penn State Center for Sports Surface Research

In July 2009, FieldTurf and Penn State joined forces to mark a historic industry-first related to sports surface safety and development- the creation of Penn State's Sport Surface Research Center (SSRC). Today, the SSRC is the longest standing University based research center in America and is regarded as one of the foremost experts in the field of agricultural sciences and has developed a strong reputation for their efforts in synthetic turf research.

#### WHAT Makes FieldTurf stand apart from the competition:

1. FieldTurf has a patented infill system for the highest performance that layers silica sand with cryogenic rubber. The rubber and sand particles are a similar size to stay in suspension. Total infill exceeds 9 lbs. per sq. foot on a typical FieldTurf field. The FieldTurf infill allow for optimal safety and playability. Testing proves that all rubber fields like our competitors tend to migrate easily in the rain creating divots and changes in the infill levels. This infill variation that can be found in our competitor's all rubber infill fields impacts the safety of the turf system.

2. **PROVEN SAFETY:** FieldTurf's focus on Safety has led to numerous injury reducing innovations and improvements. The main reason FieldTurf continues to outperform all other turf companies in reducing injury is our patented san/rubber layered infill system. The findings of long-term testing programs show that FieldTurf is safer than any other synthetic turf system and equal to – if not better than- natural grass in most critical areas of player safety. No other company can make this claim

		<p>3. FieldTurf fiber innovation also stands out from our competitors. Our fibers are produced at our very own facility in Germany. This state of the art facility was opened in 2010 and as a result has turned FieldTurf into one of the most vertically integrated companies in the world. The quality control process at the facility includes stringent testing of the yarn properties (tensile strength, uniformity, color verification.)</p> <p>4. SURELOCK COATING- for maximum drainage. FieldTurf's patented backing offers drainage performance unequaled by any artificial turf product in the industry. A FieldTurf field is designed for all weather playability. Unlike the rest of the industry, the innovators at FieldTurf came up with a superior drainage solution for its Elite system. It's call SureLock coating. This patented system coats only the rows of fiber, leaving the rest of the carpet untouched and naturally porous.</p> <p>5. MULTI-SPORT SOLUTIONS – for all sports and all levels. FieldTurf has long been the #1 choice for all sports and all levels. FieldTurf's safety, performance, and durability levels are far superior to any other system. As the world's largest synthetic turf company, you will find FieldTurf in many major stadiums, colleges, and high schools. Over 7500 fields installed.</p> <p>6. SINGLE SOURCE RESPONSIBILITY- for customer security and satisfaction. FieldTurf has brought "single source responsibility" and quality to the forefront with its own manufacturing plants and quality control standards. Integrated, vertical manufacturing has paved the road toward true innovative and customer security, with fiber manufacturing, turfing, coating and testing all done in house in FieldTurf plants.</p> <p>FieldTurf is the only artificial turf company on the market to meet the most rigorous and comprehensive quality control standards:</p> <ul style="list-style-type: none"> <li>• ISO Certified manufacturing Plants</li> <li>• In-house fiber manufacturing</li> <li>• In-house coating of all turf products</li> <li>• In-house testing of each turf roll and its tuft bind</li> <li>• Testing of infill and the verification of its grade</li> <li>• Installation by FieldTurf certified installation crews.</li> </ul> <p>7. INSURED WARRANTY- for complete peace of mind. FieldTurf was the first company in the industry to offer a third-party insured warranty. And while you'll probably never need to use it, you can rest easy knowing that you are protected by the industry's best warranty. It's peace of mind that sets FieldTurf apart from the competition.</p> <p>8. INSTALLATION METHOD – for a stronger field. FieldTurf does not cut corners when it comes to installation of artificial turf fields. In order to lower their prices, many competing companies will cut corners on important installation procedures. This severely compromises the durability of the entire field.</p> <ul style="list-style-type: none"> <li>• FieldTurf has Sewn seams not glued like our competitors.</li> <li>• FieldTurf meticulously shears the fiber for inlaid sports markings- competitors cut the turf backing.</li> <li>• Precision infill layering = a safe surface</li> <li>• Experienced installation crews = quality assurance.</li> </ul> <p>9. PROVEN DURABILITY- for a better investment. Since its inception, FieldTurf has proven to be the most durable and longest –lasting synthetic turf system in the marketplace having installed more fields that are currently 8 years or older than all other competitor installations combined.</p> <p>10. FIRST-CLASS SERVICE – for your FieldTurf Experience. FieldTurf does not sever its customer relations once the contract has been signed. We take the time to follow up with each and every one of our customers in order to ensure complete and consistent customer satisfaction. Customer satisfaction remains FieldTurf's number one priority.</p> <p>See Attached Safe Field Build and Safe Field Studies Documents</p>
42	Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.	<p>FieldTurf's GREEN Initiatives</p> <p>Leadership in Energy and Environmental Design</p> <p>The Leadership in Energy and Environmental Design (LEED®) Green Building Rating System™ represents the U.S. Green Building Council's effort to provide a national standard for what constitutes a "green building." It is utilized as a design guideline and certification tool for architects and designers seeking to develop high-performance, sustainable buildings. The ability to be flexible allows LEED to evolve, taking advantage of new technologies and advancements in building science while prioritizing energy efficiency and CO2 emissions reductions</p> <p>The rating system defines the requirements, by category, to achieve each prerequisite and</p>



voluntary point. Projects earn one or more points toward certification by meeting or exceeding each credit's technical requirements. Points compute to a final score that relates to various levels of certification.

Our synthetic turf systems for athletic fields are designed to meet stringent criteria required to earn points under numerous categories of LEED v3. Based on the USGBC criteria, our products can assist architects and designers in obtaining important credits toward LEED certification.

[Click here to access the USGBC website](#)

#### LEED 2009 for New Construction and Major Renovations

##### Water Efficiency

- WE Credit 1: Water Efficient Landscaping (2 – 4 points)

##### Materials & Resources

- MR Credit 2: Construction Waste Management (1 – 2 points)
- MR Credit 3: Materials Reuse (1 – 2 points)
- MR Credit 4: Recycled Content (1 – 2 points)
- MR Credit 5: Regional Materials (1 – 2 points)

#### LEED 2009 Existing Buildings: Operations & Maintenance

##### Water Efficiency

- WE Credit 3: Water Efficient Landscaping (1 – 5 points)

FieldTurf USA, Inc. and Beynon Sports Surfaces are industry leaders in LEED certifications and environmental initiatives. FieldTurf has recycled many fields using the raw materials to create many other products including school bags, coasters and even T-shirts. The "green machine" is a patented device that physically separates the needed raw materials for re-processing and eventual integration into new products.

#### How FieldTurf is good for the Environment

Believe it or not, it is easy being green. Reducing your shower time by just one minute can save 365 gallons of water a year. Not hosing down your patio or driveway can save 960. And filling your bath tub up halfway can save 3,650. Just imagine how much water installing a FieldTurf artificial grass or synthetic turf system can save.

Actually, you don't have to imagine. Installing a FieldTurf artificial grass system for home landscaping alone can save a whopping 56,000 gallons of water per year. And on an average-sized sports field, that number skyrockets to millions of gallons per year.

When it comes to carbon footprints, there's simply no comparison between natural grass and FieldTurf artificial grass and synthetic turf systems. FieldTurf is lead free and 100% recyclable. We are a proud member of the U.S. Green Building Council and the Environmental Protection Agency's 'Greenscapes' program in addition to continuously setting new environmental standards throughout the synthetic turf industry.

#### Even Greener than it looks

By choosing FieldTurf artificial turf, you're becoming part of an environmental movement that not only saves clean drinking water, but also:

- Eliminates impact on water resources
- Eliminates the use of billions of pounds of harmful pesticides, fertilizers, fungicides and herbicides, used on natural grass, that can run off into ground water
- Significantly lowers the use of natural gas and other fossil fuels needed to produce lawn care chemicals
- Eliminates fuel-powered mowing, aerating, and re-seeding. Gas-powered lawn mowers alone can cause as much pollution in one hour as 10 cars. FieldTurf systems save millions of gallons of gas a year.
- Eliminates grass clippings that are among the biggest landfill contributors to the greenhouse effect. During the summer months, clippings alone can account for nearly half of a community's waste.
- Drastically lowers the use of paper and plastic products that support maintenance
- Removes millions of tires from landfill sites each year
- Can contribute toward numerous Leadership in Energy and Environmental Design (LEED) credits
- Is less likely to provoke asthma or allergy attacks
- Is not a breeding ground for the MRSA (staph) bacteria

#### We Even Recycle...

When a FieldTurf installation finally comes to the end of its long life – it continues to help our planet. FieldTurf is 100% recyclable, and we were the first company in the industry to remove entire systems and recycle them. FieldTurf systems have become "new" materials for:

- School bags
- Batting cages
- Barn mats
- Top dressing for natural grass
- Lining for highway barrels and backing for road bases
- Tote bags
- T-shirts

#### Proven Safe for the Environment

The environmental benefits of artificial grass have been well documented for years.

Hundreds of studies have been completed to discover the truth about any potential risks of

artificial turf. Government health ministries and environmental bodies around the world have commissioned extensive research. So have world health organizations, leading universities and independent scientific committees. Elected officials have reacted to the concerns of their constituents by commissioning studies to get the facts – and each time artificial turf has been found to be safe.

Occasionally, groups opposed to artificial turf systems will use creative tactics to make it seem like it they are unsafe or untested – this simply is not true. There has been extensive testing, and ample research is available. You can read what the experts have to say in independent testing, studies and reports on the potential health and environmental impact of artificial turf by downloading this collection of the actual research and conclusions.

How Beynon is good for the Environment

Beynon Sports Surfaces is committed to not only living up to environmental standards, but exceeding them. We lead the industry in research and development to bring our clients the most environmentally friendly products available by using natural polyols and renewable resources as well as removing hazardous materials.

Every product designed and manufactured and every athletic surfacing and running track system installed by Beynon Sports Surfaces contains no heavy metals, by design. This means that every product formulated by Beynon Sports Surfaces is zero-mercury or mercury free.

Our eco-components and research and development initiatives include:

- 100% SOLIDS PRIMER - A two-component primer formulated for use on concrete substrates. Zero solvents are added. The primer is based on a new technology utilizing cashew oil.
- ALIPHATIC COATINGS - Beynon Sports Surfaces manufactured and supplied coatings exceed all federal and state regulations for volatile organic compounds (VOC).
- 100% SOLIDS 1-C SPRAY - Beynon Sports Surfaces is the only manufacturer to supply a 100% solids structural spray, thus eliminating exposure to solvents.
- WATER-BASED 1-C SPRAY - A superb polyurethane spray coating for use in the application of texturing layers with no free isocyanate. Made without harmful chemicals, it's ideal for use around turf fields and enclosed areas BEYPUR 160. The best way to improve times and the environment.
- BEYPUR 250 - 2-C urethane utilizing natural-based polyols for bio-based polyurethane formulations.
- WATER-BASED 2-C INDOOR COATING - Odorless and solvent-free indoor coating for gymnasium and fieldhouse systems.
- 2-C URETHANES - Formulated without heavy metals to create an eco-friendly and non-hazardous system.
- POLYTURF PAD AND POUR LEED® CERTIFIED SYSTEM - LEED is a rating system developed by the U.S. Green Building Council to set a benchmark for the design, construction, and operation of high-performance green facilities. PolyTurf Pad and Pour was designed specifically for this market.

Environmental Partners

Beynon Sports Surfaces maintains its awareness in the green market place by being actively involved with organizations such as:

- USGBC (US Green Building Council)
- ASTM (American Standard testing Methods)
- FSCT (Federal Society of Coatings Technology)
- ACS (American Chemical Society)
- SPE (Society of Plastic Engineers)

It's time for...

FieldTurf TotalCare

With over 7,000 fields in the ground customers can benefit from FieldTurf's unmatched expertise and advanced technology to find the most economical method to replace their existing turf system. Let our experts evaluate your field and give you economic options you can live with.

FieldCare is the complete package. Our comprehensive program helps you save money and ensure maximum performance on your field replacement.

Here's how it works:

Field Removal

Our objective is simple - remove the maximum amount of infill at the lowest cost to you.

Base Remediation

Our team of experts will help determine if any base remediation is necessary.

Field Replacement

Only the best materials go back in to the field. Our assessment will help determine how much of the existing infill can be reused and how much, if any, cleaning of the infill is necessary. To find out more about this program, check out the FieldTurf Infill Renewal guidelines.

Comprehensive Maintenance

The TotalCare program includes an 8-year service plan of 2 visits per year from our FieldCare team. This maintenance includes deep grooming and field rejuvenation

		See Attached Sustainability Brochure
43	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>FieldTurf's GREEN Initiatives</p> <p>Leadership in Energy and Environmental Design The Leadership in Energy and Environmental Design (LEED®) Green Building Rating System™ represents the U.S. Green Building Council's effort to provide a national standard for what constitutes a "green building." It is utilized as a design guideline and certification tool for architects and designers seeking to develop high-performance, sustainable buildings. The ability to be flexible allows LEED to evolve, taking advantage of new technologies and advancements in building science while prioritizing energy efficiency and CO2 emissions reductions</p> <p>The rating system defines the requirements, by category, to achieve each prerequisite and voluntary point. Projects earn one or more points toward certification by meeting or exceeding each credit's technical requirements. Points compute to a final score that relates to various levels of certification.</p> <p>Our synthetic turf systems for athletic fields are designed to meet stringent criteria required to earn points under numerous categories of LEED v3. Based on the USGBC criteria, our products can assist architects and designers in obtaining important credits toward LEED certification.</p> <p><a href="#">Click here to access the USGBC website</a></p> <p>LEED 2009 for New Construction and Major Renovations Water Efficiency</p> <ul style="list-style-type: none"> <li>• WE Credit 1: Water Efficient Landscaping (2 – 4 points)</li> </ul> <p>Materials &amp; Resources</p> <ul style="list-style-type: none"> <li>• MR Credit 2: Construction Waste Management (1 – 2 points)</li> <li>• MR Credit 3: Materials Reuse (1 – 2 points)</li> <li>• MR Credit 4: Recycled Content (1 – 2 points)</li> <li>• MR Credit 5: Regional Materials (1 – 2 points)</li> </ul> <p>LEED 2009 Existing Buildings: Operations &amp; Maintenance Water Efficiency</p> <ul style="list-style-type: none"> <li>• WE Credit 3: Water Efficient Landscaping (1 – 5 points)</li> </ul> <p>FieldTurf USA, Inc. and Beynon Sports Surfaces are industry leaders in LEED certifications and environmental initiatives. 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- ACS (American Chemical Society)
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#### FieldTurf TotalCare

With over 7,000 fields in the ground customers can benefit from FieldTurf's unmatched expertise and advanced technology to find the most economical method to replace their existing turf system. Let our experts evaluate your field and give you economic options you can live with.

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Our objective is simple - remove the maximum amount of infill at the lowest cost to you.

**Base Remediation**

Our team of experts will help determine if any base remediation is necessary.

**Field Replacement**

Only the best materials go back in to the field. Our assessment will help determine how much of the existing infill can be reused and how much, if any, cleaning of the infill is necessary. To find out more about this program, check out the FieldTurf Infill Renewal guidelines.

**Comprehensive Maintenance**

The TotalCare program includes an 8-year service plan of 2 visits per year from our FieldCare team. This maintenance includes deep grooming and field rejuvenation

See 3rd Party Eco Labels Attachment

<p>44</p>	<p>Describe any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.</p>	<p>Although FieldTurf nor Tarkett Sports specifically hold any WMBE or other Minority based certifications, we do make it a point to work with many subcontractors who do. Please see the attached FieldTurf Subcontract marketing plan that provides a breakdown of these categories that many of our subcontractors are associated with. FieldTurf USA, Inc. provides the following separate dollar and percentage goals, which are a percentage of the total subcontracting dollars for each business category:</p> <p>1. Estimated TOTAL dollars planned to be subcontracted to all types of concerns (generally for both commercial and government business, in support of commercial items sold during company fiscal year): Annual Commercial Purchases/Spend: \$185,000,000___ = 100% subcontracted</p> <p>2. Total dollars planned to be subcontracted to those classified as Other Than Small Business concerns: Annual Commercial Purchases/Spend: \$_99,000,000_ = 53.5% of Total</p> <p>3. Total dollars planned to be subcontracted to all Small business concerns (including ANCs and Indian tribes), VOSB, SDVOSB, HUBZone, SDB (including ANCs and Indian tribes), and WOSB small business concerns: Annual Commercial Purchases/Spend: \$86,000,000__ = 46.5% of Total</p> <p>REMEMBER: COMPUTE THE PERCENTAGE FOR THE FOLLOWING BY USING THE TOTAL DOLLARS LISTED IN #1 ABOVE:</p> <p>4. Total dollars planned to be subcontracted to veteran-owned small business concerns (including service-disabled veteran-owned small businesses): Annual Commercial Purchases/Spend: \$_5,550,000___ = 3% of Total</p> <p>5. Total dollars planned to be subcontracted to service-disabled veteran-owned small business concerns (subset of VOSB above and cannot be higher than #4 above): Annual Commercial Purchases/Spend: \$_5,550,000 = 3% of Total</p> <p>6. Total dollars planned to be subcontracted to HUBZone small business concerns: Annual Commercial Purchases/Spend: \$_5,550,000 = 3 % of Total</p> <p>7. Total dollars planned to be subcontracted to small disadvantaged business concerns (including ANCs and Indian tribes): Annual Commercial Purchases/Spend: \$_9,250,000 = 5% of Total</p> <p>8. Total dollars planned to be subcontracted to women-owned small business concerns: Annual Commercial Purchases/Spend: \$_9,250,000 = 5% of Total</p> <p>. DESCRIPTION OF METHOD USED TO DEVELOP SUBCONTRACTING GOALS: FAR 19.704(a)(4) and the clause at 52.219-9(d)(4) require a description of the method used to develop the subcontracting goals. Explain or state the basis for establishing your proposed goals (i.e. based on historical data and experience, market research, etc.). FieldTurf USA, Inc. used the following method to develop the subcontracting goals:</p> <ul style="list-style-type: none"> <li>• Use historical data and company experience to forecast</li> <li>o Evaluate accounting \$ history in order to help project realistic future goals</li> <li>• Contact current suppliers to properly identify their business size and minority status, if applicable.</li> <li>o New process has been set up as of Oct. 2015 to obtain the Size Self Certification Form from each FieldTurf subcontractor. This system has been integrated into the accounting system so all subcontractors can be properly classified. In 2020 FieldTurf obtained over 40 more Size Self Certification forms and will continue to obtain more in 2021.</li> <li>• Contact businesses that we know are located in HubZones and encourage them to apply.</li> <li>• Continue the use of SBA.gov to help discover veteran-owned small business and SDVOSB.</li> <li>• Keep records of all subcontracting companies (both direct and indirect).</li> <li>o File all size-certification forms</li> <li>• Award and administer contracts for goods and services in a non-discriminatory manner.</li> </ul> <p>See FieldTurf and Beynon Subcontractors that meet Small Business Attachment See FieldTurf SubK Plan attachment</p>
<p>45</p>	<p>What unique attributes does your company, your products, or your</p>	<p>FIELDTURF'S QUALITY CONTROL IN MANUFACTURING a FieldTurf owns and operates its own manufacturing plant in North America. Both tufting</p>

services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?

of the field fibers into the backing materials and coating of the turf system are be done in-house. Outsourcing of either is unacceptable.

FieldTurf has full-time certified in-house inspectors at our manufacturing plant that are experts with industry standards.

b FieldTurf's full-time in-house certified inspectors shall perform pre-tufting fiber testing on tensile strength, elongation, tenacity, denier, shrinkage, and twist i.e., turns per inch, upon receipt of fiber spools from fiber manufacturer.

c Primary backing shall be inspected by the FieldTurf's full-time certified in-house inspectors before tufting begins.

d FieldTurf's in-house certified inspectors shall verify "pick count", yarn density in relation to the backing, to ensure the accurate amount of face yarn per square inch.

e FieldTurf's full-time, in-house, certified inspectors shall perform turf inspections at all levels of production including during the tufting process and at the final stages before the turf is loaded onto the truck for delivery.

f FieldTurf shall have its own, in-house laboratory where samples of turf are retained and analyzed, based on standard industry tests, performed by full-time, in-house, certified inspectors.

g FieldTurf has ISO 9001, ISO 14001, and ISO 45001-2018 certifications demonstrating its manufacturing efficiency with regards to quality, environment and safety management systems.

FieldTurf is the only artificial turf company on the market to meet Q6, the most rigorous and comprehensive of quality control standards. The Q6 standard encompasses the six essential elements of quality control in relation to artificial turf; the ownership and management of a manufacturing plant, the testing of each roll fiber, the testing and grade of the infill, the success of certified in-house installation crews, the issuing of a 3rd Party insured warranty, and the accessibility and responsiveness of the customer service department. By conforming to Q6 standards, FieldTurf is able to ensure the success, safety and durability of every one of its FieldTurf fields.

FieldTurf is vertically integrated for complete control

FieldTurf is the only artificial turf manufacturing operation in North America and Canada to have received three specific ISO certifications. ISO 9001, ISO 14001 and ISO 45001-2018 certified for leadership in quality, environment and safety management systems. Our Calhoun, GA facility represents one of the only artificial turf manufacturing operations in North America to have receive these ISO certifications.

FIBER PRODUCTION: FieldTurf fibers are produced at Tarkett's very own facility in Germany. The quality control process at the facility includes stringent testing of the yarn properties (tensile strength, uniformity, color verification)

To ensure FieldTurf's standards are unmatched, a rigorous quality control process (based on extensive testing and inspections) is undertaken with every field that is put into production. First, yarn testing is performed, which includes tensile strength, elongation, tenacity, denier, shrinkage, and twist (turns per inch). The primary backing is inspected and the "pick count" or yarn density in relation to the backing- is verified to ensure the right amount of face yarn per square inch. Each tufting operator verifies the pile weight and pile height of the yarn to make sure that quality requirements are met every step of the way. If the pile weight is off by even the slightest amount, then it does not meet FieldTurf's stringent standards and the turf is reproduced to exact measurements. Testing continues throughout the entire tufting process until all rolls for a field are complete.

Once the rolls are complete, the fiber rows on the backing of each roll are carefully coated with polyurethane to complete Fieldturf's patented finger-unit backing design for enhanced fiber strength and optimal drainage efficiency. FieldTurf has full-time experienced coating inspectors at their facility in Calhoun, GA to ensure that the coating is applied properly. Once small error and the roll is pulled from the line and reproduced. Once the coating process is complete, every component of the finished carpet undergoes final inspection before it is packaged and loaded onto the trucks for transportation to the job site. Each roll of carpet is numbered and positioned in the exact order that it will be loaded onto the transporters. Once on site, the rolls are unloaded and laid on the field in the specific order that was planned and designed by the head office engineering department. For every 5 rolls that are produced at the plant, a 2 ft by 15ft sample of turf is retained by the FieldTurf Research & Development department in Calhoun. These samples are carefully filed under the name of the corresponding field. This way the project can be verified through completion and beyond while the turf samples are analyzed on a regular basis. The state-of-the-art plan located in Calhoun is a big reason why FieldTurf is the number one choice of professional teams, high schools, colleges, and facility managers around the world. FieldTurf's ability to ensure the quality of its raw materials and its manufacturing from start to finish is the reason why it enjoys the best record for on-time delivery of its projects.

FieldTurf Removal and disposal of existing turf unique process:

FieldTurf's process to removal turf in most cases is to use state of the art laser equipment allowing us to work efficiently in tight areas as well as wide-open fields. FieldTurf systematically cuts up and rolls up the field then trucks it away.

		<p>Fields are removed in wide strips with minimal disruption to the base, and infill is removed and separated. Both can be repurposed or recycled keeping turf and infill out of landfills. Current turf or infill recycle programs:</p> <p>RECYCLING OLD INFILL INTO new clean INFILL.          ECOMAX infill- the infill system utilized extruded composite pellets made up of recycled post-industrial turf and thermoplastic elastomer that offers a green solution without sacrificing performance and durability.          FINDING NEW HOMES: Many aged sports fields have been repurposed for landscape or recreational use. The system might no longer be right for competitive activities but still has a lot of life for other settings. We encourage and help organizations donate their aged surface to local communities.          GREENBOARD- The innovative technology combines “non-recyclable” plastics and post-consumer turf to make a durable and 100% recycled fiber- reinforced composite board with zero wood content.          In the future: When it comes to waste, FieldTurf has a simple mission: create a future where none of our products ever makes it to a landfill. Getting there isn’t just a journey; it’s a quest. It’s why we’ve devoted our research and development efforts to tackle the complexity require to recycle old turf. It’s why we repurpose key materials from end-of-life installations to create the advanced components of future products.</p> <p>The first stage in the construction and installation of a new artificial turf field is to prepare the site by removing the existing surface. The existing surface might be an old artificial turf field or paved asphalt, but in most cases it will be a sod field or another organic layer.</p> <p>Dealing with clay soils presents another construction challenge as it becomes extremely hard when dry and develops a slippery, gummy texture when wet. Clay soils are also subject to freeze thaw action which means that it must be removed or remediated to a suitable depth in order to create a stable base. Remediation can include creating separation from the base with the use of a liner, stabilizing them with cement or fly ash or a combination of all of these. For a complete list of options be sure to discuss this with your soils engineer. With most artificial turf field construction projects measuring 80,000 square feet a significant amount of topsoil should be temporarily removed from the site and set aside for reintroduction at a later point in time. This naturally occurring topsoil can in some instances take over 1000 years to evolve, making it a resource worth preserving. Often, laws are put in place that require the approval of a soil and erosion control plan before the start of any construction in order to ensure proper preservation.</p> <p>In some cases, before construction can begin the sterilization of the site might be required. The surrounding areas to the site can be used as an indication into the potential need for treatment. By monitoring nearby sidewalks, parking lots or any other pavement area for signs of weed growth, heaving, bulging, dips or cracking, you will be able to determine the need for sterilization. Should sterilization be needed, only an experienced professional sterilization service should be used in order to achieve the best results. The 1st stage of construction is to implement proper erosion and sediment controls as necessary to local standards. This usually involves a stone construction entrance and silt fence.</p> <p>NEW FieldTurf Field Visualizer tool. You and our customers can now create their dream field and explore different sport line combinations, colors, logos and more. This has tremendous potential to excite and impress clients in the early stage of the selling process. Please take note, this is to create a sketch of the field design, and is intended for illustrative purposes only.</p> <p>You / Customers will have the capability to download their drawing for future sharing, as the project advances. The download feature is gated for lead generation purposes. Visit the tool: <a href="https://fieldturf.com/en/field-visualizer/">https://fieldturf.com/en/field-visualizer/</a></p>
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**Table 9: Warranty**

**Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response in addition to responding to the questions below.**

Line Item	Question	Response *
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46	Do your warranties cover all products, parts, and labor?	<p>- Yes, FieldTurf's warranty is one of the best in the business and cover all products, parts, and labor. We're not scared to back up what we preach. You'll probably never need to use our premier warranty, but if you do, you can rest easy knowing you're protected. We were the first company in the industry to offer a third-party insured warranty, and we continue to lead the way. Don't jeopardize your energy, time, and investment; protect it:</p> <ul style="list-style-type: none"> <li>o PREPAID FOR 8-YEARS</li> <li>o You should never have to pay for a warranty. Make sure yours doesn't have a buy-in cost.</li> <li>o NO DEDUCTIBLE, \$0 OUT OF YOUR POCKET</li> <li>o Because if there is an issue, you shouldn't have to pay.</li> <li>o PER CLAIM &amp; AGGREGATE LIMIT OF \$33,000,000</li> <li>o What's a warranty good for if there are no funds remaining when you need it. Make sure you're actually covered.</li> </ul> <p>EXCLUSIVE 10-YEAR WARRANTY ON OUR CORE SYSTEM</p>	*
47	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	FieldTurf's standard warranty has a limit of 3,000 hours	*
48	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	Yes, it does. Our customers are not billed for anything when warranty repairs are performed.	*
49	Are there any geographic regions of the United States or Canada (as applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell participating entities in these regions be provided service for warranty repair?	No geographical limitations. FieldTurf has a leading warranty with unmatched coverage in the United States and Canada. FieldTurf is one of only a few companies with in-house maintenance teams as well as a host of external partners.	*
50	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?	<p>The FieldTurf warranty is all inclusive and covers any items that are part of our proposal, specifically any items that are part of the artificial turf system. Moreover, we're in control from start to finish. We manage all aspects of the manufacturing value chain, which allows us to deliver products with proven leading quality. A supplier that doesn't have full control over manufacturing has to purchase elements or outsource aspects of the process, increasing the chance of issues or finger-pointing and potentially leaving customers out in the cold.</p> <p>Note: From time to time FieldTurf's proposals include non-turf items (lighting, construction) and any warranties provided by those suppliers would be passed on to the customer.</p>	*
51	What are your proposed exchange and return programs and policies?	Due to the nature of our product there is not an exchange or return policy or program in place.	*
52	Describe any service contract options for the items included in your proposal.	<p>Field Maintenance Options:  Service contract options for the items included in FieldTurf's proposal:  FieldTurf FieldCare 1, 5, 8 year options:  2 Visits per Year (Continental US only, excludes Alaska and Hawaii).  FieldCare is a national maintenance program geared towards making FieldTurf synthetic turf field systems perform at their optimal level for even longer. FieldTurf's FieldCare Maintenance Program will support years of consistent, high performance to your field and let you maximize your investment. Consult with your FieldCare Service Manager to find the FieldCare program that's right for you. (Additional charges may apply for alternate infill fields)  FieldTurf PureCare: 1, 5, 8 year options:  3 Visits per year. Field Assessment summary, infill depth measurements, select warranted seam and inlay repairs (not to exceed 8), perimeter debris cleaning, Cork infill replenishment (max 1 supersack of cork at 1500lbs per year across the 3 visits) if necessary for infill topdressing material, field infill decompaction (only if needed), field magnet sweeping for metal debris, surface temperature reading, static brush in multiple directions to redistribute infill, application of Anti-static spray during and after maintenance service (5 bottles per session). G-Max testing: one per year to be performed right after 2nd maintenance visit.</p> <p>It's time for...  FieldTurf TotalCare  With over 7,000 fields in the ground customers can benefit from FieldTurf's unmatched expertise and advanced technology to find the most economical method to replace their existing turf system. Let our experts evaluate your field and give you economic options you can live with.  FieldCare is the complete package. Our comprehensive program helps you save money and ensure maximum performance on your field replacement. Here's how it works:  Field Removal  Our objective is simple - remove the maximum amount of infill at the lowest</p>	*

cost to you.

**Base Remediation**  
 Our team of experts will help determine if any base remediation is necessary.

**Field Replacement**  
 Only the best materials go back in to the field. Our assessment will help determine how much of the existing infill can be reused and how much, if any, cleaning of the infill is necessary. To find out more about this program, check out the FieldTurf Infill Renewal guidelines.

**Beynon Sports Surfaces Maintenance Options:**  
 Beynon service contract options can be customized to fit each individual customers needs. Beynon Sports is committed to providing customers the highest level of workmanship and customer service. Beynon stands behind our products and the experience of working with Beynon Sports. It is our goal that each client that utilizes a sports surface or athletic surfacing component designed and manufactured by Beynon Sports be 100% satisfied. Any deficiencies in providing the highest level of service will be addressed immediately.

Beynon Sports employees are committed to diligently executing each of our duties thoroughly and conscientiously. Our highly skilled professionals design, engineer, manage and service each project, and we carefully ensure that our products meet your unique specifications from beginning to end.

- **Track Re-Striping:** Track striping to bring your track's lines back to life. Six, eight or nine lane tracks ranging from non-competition tracks, middle and high school level competition facilities and College and Universities. Matching of all associated line striping for your facility includes lane lines, event markings and lettering.
- **Track Cleaning (FastTrack):** Cleaning your track free of dirt and debris to protect your track surface from abrasive materials and aesthetically enhancing it. Sweepers and blowers are used to clean topical debris and water can be used (Owners choice) for deeper cleaning.
- **Track surface removal and Disposal work** involves the removal and disposal of an existing synthetic track surface up to 13mm in thickness. This work can be performed in preparation for the installation of a new FieldTurf or Beynon Track surface. Price applies to projects that are 3500 sy or more.
- **FAST TRACK 1:** One (1) time track maintenance visit to wash and restripe the synthetic running track. Inspection site report included.
- **FAST TRACK 3:** Three (3) year track maintenance program. Services include annual site visits to maintain the synthetic running track and include three (3) track washings and one (1) line restripe to the synthetic running track. Inspection site report included per visit.
- **FAST TRACK 5:** Five (5) year track maintenance program. Services include annual site visits to maintain the synthetic running track and include five (5) track washings and one (1) line restripe to the synthetic running track. Inspection site report included per visit.
- **FAST TRACK 8:** Eight (8) year track maintenance program. Services include annual site visits to maintain the synthetic running track and include eight (8) track washings and one (1) line restripe to the synthetic running track. Inspection site report included per visit.

**Table 10: Payment Terms and Financing Options**

Line Item	Question	Response *
53	Describe your payment terms and accepted payment methods.	<p>Standard Turf and Track Sales Agreement Payment Schedule:                      The purchase price for the Product- shall be [ENTER PURCHASE PRICE] DOLLARS AND 00/100 (\$XXX,XXX.00) (the "Purchase Price") plus any other applicable taxes and/or any bonding costs.                      The Price is subject to increase if affected by a tax increase, new taxes, levies or any new legally binding imposition affecting the transaction, and any such increase shall be subject to the approval of the Customer, such approval not to be unreasonably withheld, delayed or denied.</p> <p>The Purchase Price shall be payable to Supplier by way of wire</p>

transfer or banker's check in accordance with the following payment schedule:

- i. Fifty percent (50%) of the Purchase Price due upon Customer's execution of this Agreement;
- ii. Forty percent (40%) of the Purchase Price upon shipment of the Product from Supplier's manufacturing facility;
- iii. Remaining balance ten percent (10%) upon substantial completion of the field, which shall be achieved when Customer is able to use the field for its intended purpose, even if punchlist items remain and the Certificate of Completion has not been executed by Customer.

Supplier will issue an invoice to Customer upon the occurrence of each of the events listed above, and payment of each invoice is due within 10 days following the date to the applicable invoice.

Supplier shall be entitled to recover all costs and expenses, including attorney fees, associated with collection procedures in the event that Supplier pursues collection of payment of any past due invoice.

Any unpaid balance bears interest at a rate of ten percent (10%) per year.

Standard Sales Agreement Payment language for CONTRACT with SITE WORK:

The purchase price for the Product fully installed, shall be [write out dollar amount here] (the "Purchase Price") plus any other applicable taxes and/or any bonding costs. The Price is subject to increase if affected by a tax increase, new taxes, levies or any new legally binding imposition affecting the transaction.

The Purchase Price shall be payable to Supplier by way of wire transfer or banker's check in accordance with the following payment schedule:

- 1.1 Thirty-five percent (35%) of the Purchase Price due upon Customer's execution of this Agreement;
- 1.2 Twenty percent (20%) of the Purchase Price due upon completion of the base and/or civil related work;
- 1.3 Thirty-five percent (35%) of the Purchase Price upon shipment of the synthetic turf materials from Supplier's manufacturing facility;
- 1.4 Remaining balance of ten percent (10%) upon substantial completion of the field, which shall be achieved when Customer is able to use the field for its intended purpose, even if punchlist items remain and the Certificate of Completion has not been executed by Customer.

Supplier will issue an invoice to Customer upon the occurrence of each of the events listed above, and payment of each invoice is due within ten (10) days following the date to the applicable invoice.

If this project is located in a state in which release of final payment and/or retainage is governed by statute or other applicable law, Customer shall use its best efforts to undertake all appropriate measures, including without limitation the recording of a notice of completion, so that final payment hereunder, including retainage, if any, shall be released to Supplier without delay. In all cases, Supplier shall be entitled to receive final payment, including retainage, if any, no later than the earliest eligible date according to applicable statute or law. If the lawful payment or release is delayed through no fault of Supplier, Owner shall pay Supplier interest thereon at the rate indicated below, as of the date when payment or release first became due by law.

Supplier shall be entitled to recover all costs and expenses, including attorney fees, associated with collection procedures in the event that Supplier pursues collection of payment of any past due invoice.

Any unpaid balance bears interest at a rate of ten percent (10%)

		<p>per year or at the legal rate to the extent required by applicable law or statute.</p> <p>FieldTurf accepts PO, AIA Contract, FieldTurf Sales Agreement or customer's preferred contract (upon FieldTurf review and acceptance).</p> <p>Forms of payment include check or wire/HCA (no credit card). SEE ATTACHED SALES AGREEMENT Examples</p>	
54	Describe any leasing or financing options available for use by educational or governmental entities.	<p>Yes, FieldTurf Financial is the financing division for FieldTurf and Tarkett Sports. Details depend on individual educational or governmental entity.</p> <ul style="list-style-type: none"> <li>- Make the most of your budget with total project solutions, including complete field design, construction and integration costs.</li> <li>- Ease the costs of your turf project with monthly, quarterly or annual payments that match the timing of fiscal budgets.</li> <li>- Costs are aligned to FieldTurf's useful life, allowing the playing surface to pay for itself over time.</li> <li>- Generally compatible with municipal financing annual budget appropriation requirements.</li> <li>- Helps hedge inflation by budgeting today's costs to current revenues and tomorrow's costs to future revenues.</li> <li>- Efficient payment solution allocated over multiple budget periods.</li> </ul> <p>Municipalities and Education: FieldTurf's Municipal and Education and Payment Program is tailored to meet the needs and requirements of municipalities, public and private school systems, allowing flexible and efficient operations.</p> <p>Key Benefits Include:</p> <ul style="list-style-type: none"> <li>- 100% Financing</li> <li>- Fast, easy application process</li> <li>- 24 to 96 month terms</li> <li>- Superior systems and support for efficient billing and collecting.</li> <li>- Ability to cancel in the event of non-appropriation of budget funds.</li> <li>- Interest may be exempt from federal and state income tax.</li> <li>- Generally not subject to state bid laws.</li> </ul>	*
55	Describe any standard transaction documents that you propose to use in connection with an awarded contract (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response.	<p>FieldTurf will generate a proposal and once customer approves the proposal they can issue a purchase order or enter into a variety of sales agreements. See the standard FieldTurf Sales agreement. We allow for AIA contracts or the customer's specific contract of choice (must be reviewed by FieldTurf legal team).</p> <p>See Attached Sourewell Price Breakdown example See Attached full Sourewell proposal example See Attached Sales Agreements.</p>	*
56	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourewell participating entities for using this process?	No- at this time FieldTurf cannot accept the P-Card Procurement and Payment process.	*

**Table 11: Pricing and Delivery**

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourewell Price and Product Change Request Form.

Line Item	Question	Response *
57	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourewell discounted price) on all of the items that you want Sourewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	<p>FieldTurf's pricing model is line-item product pricing with discounts. Note that pricing is set as a Not-to-exceed- so individual project proposals may provide a price that is less than the Proposed Sourewell Contract price.</p> <p>FieldTurf offers a 9% discount for Sourewell customers off of our commercial price list/MSRP.</p> <p>Volume discounts are also available based on project specific sq. footage or multiple field, track, court surfacing purchases.</p> <p>SEE attached Price Spreadsheet for details and pricing on all products</p>

58	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	FieldTurf will offer a 9% discount to Sourcewell customers off of MSRP/Commercial list price.	*
59	Describe any quantity or volume discounts or rebate programs that you offer.	Quantity or volume discounts are available but vary based on the magnitude of the scope of work, the amount of sq. footage being purchased, and other project specific variables. Discounts provided on a case-by-case basis. It is the overall goal to provide customers the best price option and to retain customers. Volume Discounts are available on supply and installation of turf surfacing and related site work on a case-by-case basis and will be discussed with owner and SOURCEWELL to determine an acceptable discount based on the applicable volume.	*
60	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	For any products/services that are necessary to the project but are not listed on the FieldTurf Price/Product list, FieldTurf uses either RS MEANS/Gordian Unit Book Pricing or Alternative Costing Method (for custom specific items). If site work is required: Alternative Method of Costing covers any product and/or service not covered by catalog pricing, published price list, line-item price list, automated system for pricing, or is a product and /or service due to the projects or applications specifications, conditions and /or requirements that need to be custom designed, developed, manufactured and /or produced to meet the requirements of an individual project or sole source. If site work is required: Unit Price Book via RS MEANS estimate will be obtained for projects with site work line items not included in FieldTurf SOURCEWELL product pricing spreadsheet. RS MEANS is self-contained and consists of a turn-key solution that includes a complete line-item listing of all the products, supplies, material, equipment, services, accessories and options with their description, specification, terms, conditions and associated pricing for each item, sub-assemblies and/or assemblies. FieldTurf reserves the right to offer a discount to the RS MEANS calculation to account for volume discounts or to stay within standard market pricing.	*
61	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	FieldTurf unit price spreadsheet includes shipping, installation, mandatory training, and initial inspection for all of the continental USA. Hawaii, Alaska, and some remote areas of Canada may be subject to additional shipping, mobilization, per diem, and miscellaneous charges. Additional time and project schedule adjustments for shipping and installation outside of the continental US may also be necessary. Additional charges for projects outside of the continental US are project specific based on scope of work.	*
62	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	FieldTurf unit price spreadsheet includes shipping, installation, mandatory training, and initial inspection for all of the continental USA. Hawaii, Alaska, and some remote areas of Canada may be subject to additional shipping, mobilization, per diem, and miscellaneous charges. Additional time and project schedule adjustments for shipping and installation outside of the continental US may also be necessary. Additional charges are project specific based on scope of work.	*
63	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	FieldTurf unit price spreadsheet includes shipping, installation, mandatory training, and initial inspection for all of the continental USA. Hawaii, Alaska, and some remote areas of Canada may be subject to additional shipping, mobilization, per diem, and miscellaneous charges. Additional time and project schedule adjustments for shipping and installation outside of the continental US may also be necessary. Additional charges are project specific based on scope of work.	*
64	Describe any unique distribution and/or delivery methods or options offered in your proposal.	FieldTurf does not have unique delivery methods	*

Table 12: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
65	b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	

**Table 13: Audit and Administrative Fee**

Line Item	Question	Response *
66	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell. Provide sufficient detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template.	<p>Any SOURCEWELL related proposals that are generated will be reviewed by a FieldTurf SmartBuy representative who approves the proposal for SOURCEWELL pricing compliance. Furthermore, a SOURCEWELL breakdown can also be provided that proves to the customer which product line and price are shown on the proposal for audit and full transparency purposes. The breakdown document is the link between Sourcewell approved price schedule and the FieldTurf proposal. This document is used often to satisfy audit, compliance, and price justification requirements.</p> <p>All distributors, internal project managers, sales teams, etc know that SOURCEWELL proposals must go through SmartBuy –the FieldTurf cooperative purchasing division for a rigorous evaluation process to confirm compliance with SOURCEWELL Master Agreement pricing.</p> <p>Attached is a sample FieldTurf SOURCEWELL breakdown.</p>
67	If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.	<p>SmartBuy is the FieldTurf cooperative purchasing division. SmartBuy is responsible for tracking the success of our Sourcewell contract. In the FieldTurf internal accounting system, SysPro, the Project Managers are able to make a designation for Sourcewell so any proposals that are generated can be continuously tracked until they are awarded. SmartBuy also keeps a master job list. Over the past 17 years, FieldTurf has had over \$200M in contract value sales through NJPA/Sourcewell in over 36 states. We also plan to have continued communication with our Sourcewell team.</p> <p>See attached Sourcewell/NJPA Project List</p>
68	Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)	<p>FieldTurf is prepared to pay Sourcewell 1.25% on the total contract value of our projects that are purchased and through the Sourcewell contract. On a case-by-case basis, there may be times when FieldTurf requests a lower fee to be paid due to unique circumstances. A lower fee will only be paid when agreed upon by both parties. FieldTurf will remit the fee to Sourcewell once the project is complete and the customer has paid in full.</p>

**Table 14A: Depth and Breadth of Offered Equipment Products and Services**

Line Item	Question	Response *
69	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	<p>FieldTurf Product Offering – See pricing sheet for descriptions, details, and prices</p> <p>Turf Products:</p> <p>FieldTurf Synthetic Turf Systems  FieldTurf CORE 2.5"/2.25"/2.0"  FieldTurf Revolution 360 2.5"/2.25"/2.0"  FieldTurf Classic HD 2.5"/2.25"/2.0"  FieldTurf XM7 2.5"/2.25"/2.0"  Fieldturf XT 2.5"/2.25"/2.0"  FieldTurf Vertex Prime 2.5"/2.25"/2.0"  FieldTurf Vertex Prime CORE 2.5"/2.25"/2"  FieldTurf Vertex 2.5"/2.25"/2.0"  FieldTurf Hockey Speed  FieldTurf Hockey Gold  FieldTurf EasyField – Removable Tray System  FieldTurf DoublePlay Speed Baseball Infield/Outfield  Fieldturf Double Play Natural Baseball Infield/Outfield  FieldTurf TripleThreat Speed Softball Infield/Outfield  FieldTurf TripleThreat Natural Softball Infield/Outfield  FieldTurf Recover – Replacement Overlay  FieldTurf Removable Batter/Umpire Area Baseball System  FieldTurf Pitching Mound and Home Plate System</p>

Turf Inlaid Markings and Ancillary Items  
FieldTurf Inlaid Football Numbers/Arrows  
FieldTurf Inlaid Hash marks  
FieldTurf Inlaid Soccer Markings  
FieldTurf Logo  
FieldTurf – Endzone Letters  
FieldTurf - Field Hockey Lines  
FieldTurf - Lacrosse Lines  
FieldTurf - Baseball Lines  
FieldTurf – Flag Football Lines  
FieldTurf - Softball Lines  
FieldTurf – Football Restraining Lines  
FieldTurf – Lacrosse Tick Marks

Testing/Field Monitoring/Misc Services:  
FieldTurf – GMAX  
FieldTurf Preshipment Testing  
FieldTurf Genius  
Turf removal/Disposal  
Supply and Installation of Natural Grass

FieldTurf Underlayment Options  
Beynon E-Layer  
PDS Drain Tiles  
Proplay – Proplay  
PowerBase Pro  
ThermaGreen 23mm  
ThermaGreen V  
Brock Powerbase  
Brock SP 14  
Beynon Shock Base 19mm-26mm  
Versatile

FieldTurf Alternate Turf Infill Options:  
FieldTurf CoolPlay  
EPDM  
EASY Fill – Coated Sand  
EnviroFill  
ECO-GRIND  
ECO-GREEN  
ECO-MAX  
PUREFILL – Cork  
PURESELECT – Olive Pits  
PURE GEO- Coconut  
TrueBlend

FieldTurf Turf Grooming and Maintenance Options  
FieldTurf GroomRight  
FieldTurf SweepRight  
FieldTurf SweepRight Pro  
FieldTurf Groomright Wings  
FieldTurf Tow Behind Magnet  
FieldTurf Static Brush  
FieldTurf Sweep  
FieldCare Maintenance Packages: 1, 5, 8  
PureCare Maintenance Packages 1, 5, 8  
SaniSport  
FieldTurf Cleanse Complete

FieldTurf Landscaping and Golf Options –EASYTURF  
FieldTurf Command CORE  
FieldTurf Command Performance  
FieldTurf Command Play Nutmeg  
FieldTurf Command Play Olive  
FieldTurf Command Duo  
FieldTurf Power Play Fit Turf  
FieldTurf EasyPlay  
FieldTurf EasyPlay Color  
FieldTurf Classic HD Sports Turf  
FieldTurf Classic HD Sports Turf color  
FieldTurf Tru-Roll Putting Green  
FieldTurf EasyTurf Signature Pro Tee Turf  
FieldTurf EasyTurf Signature Pro Driving Range Turf  
FieldTurf Playground Pad 12”  
FieldTurf Playground Pad 5”

EasyTurf Putting Green Pad 1/4"

Running Track Surfacing Solutions

Latex and Beynon Urethane Track Surfaces

L-2000

Black or Red Polyresin (13mm)

Poly-4000

Beynon - BSS 50

Beynon- BSS-100

Beynon-BSS-200

Beynon-BSS-300

Beynon- BSS-1000 10mm

Beynon- BSS-1000 13mm

Beynon-BSS-1000 ML

Beynon-BSS-2000 13mm

Resurfacing on an Existing Rubber Running Track

Top-Coat (latex track)

Black or Red Polyresin Resurfacing

Beynon BSS-50RE

Beynon-BSS -100RE

Beynon-BSS-200RE

Beynon-BSS-300RE

Beynon-BSS-2000 RE 5mm

Beynon-BSS-2000 RE 7mm

Beynon WaterBased Spray WBSS

Beynon Hobart Coating

Track Misc. items

Beynon- In-situ-Base

Track Restriping

Track Cleaning

Fast Track 1

Fast Track 3

Fast Track 5

Fast Track 8

Field/Track/Court Equipment and Accessories

Pole Vault Pit

Take off Boards

Shot Put Toe Boards

Shot Put Rings

Discus Rings

Combination Hammer/Discus Cage

Hammer/Discus Conversion Ring

Water Jump Hurdle with Sleeves

Water Jump Cover

Removable Track Curbing

Long jump Sand pits and traps

Sand for Sand Pits and Traps

Football Goal Posts-Set

Access Frame Kit with Infill retainer System for Adjust Right Football Goal Posts Set

Soccer Goals-Set

Soccer Goal Wheel Kit

Batting Cages

Outdoor Court Options

Outdoor Court Surfacing – Plexipave

Court Crack Repair

Site Work:

Site Work includes but is not limited to any construction necessary to build base for Turf, Track, or Court surfaces to be placed on.

New Construction – Sq. foot/yard pricing is for supply and installation of sports surfacing only. FieldTurf is prepared to offer turn-key solutions for the construction of the base of running tracks, courts, indoor flooring projects and fields through use of RS Means. The best value pricing for base or civil work is obtained through this costing method.

Site work or new construction may include but is not limited to: removal and disposal of existing sports surface, lighting, demolition, excavation, rock base aggregate, top rock, asphalt, concrete, sidewalks, turf shock absorption underlayment such as e-layer or padding, tie in to existing drainage, drainage systems, conduits, fencing, crack repair, asphalt repair, etc. which can be purchased through RS MEANS.



		<p>RS MEANS is self-contained and consists of a turn-key solution that includes a complete line-item listing of all the products, supplies, material, equipment, services, accessories and options with their description, specification, terms, conditions and associated pricing for each item, sub-assemblies and/or assemblies. FieldTurf reserves the right to offer a discount or "adjustment down" to the RS MEANS calculation to account for volume discounts or to stay within standard market pricing.</p> <p>Professional Services for any site work project</p> <ol style="list-style-type: none"> <li>1. Project design, development or consultant/construction management.</li> <li>2. Professional engineering services.</li> <li>3. Installer/admin (tradesman) (not related to turf, track, or court installation. Project Administrator costs for site work</li> </ol> <p>See Attached Product Specifications</p>
70	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>Track Misc. items                  Beynon- In-situ-Base                  Track Restriping                  Track Cleaning                  Fast Track 1                  Fast Track 3                  Fast Track 5                  Fast Track 8</p> <p>Field/Track/Court Equipment and Accessories                  Pole Vault Pit                  Take off Boards                  Shot Put Toe Boards                  Shot Put Rings                  Discus Rings                  Combination Hammer/Discus Cage                  Hammer/Discus Conversion Ring                  Water Jump Hurdle with Sleeves                  Water Jump Cover                  Removable Track Curbing                  Long jump Sand pits and traps                  Sand for Sand Pits and Traps                  Football Goal Posts-Set                  Access Frame Kit with Infill retainer System for Adjust Right Football Goal Posts Set                  Soccer Goals-Set                  Soccer Goal Wheel Kit                  Batting Cages</p> <p>Site Work:                  Site Work includes but is not limited to any construction necessary to build base for Turf, Track, or Court surfaces to be placed on.                  New Construction – Sq. foot/yard pricing is for supply and installation of sports surfacing only. FieldTurf is prepared to offer turn-key solutions for the construction of the base of running tracks, courts, indoor flooring projects and fields through use of RS Means. The best value pricing for base or civil work is obtained through this costing method.                  Site work or new construction may include but is not limited to: removal and disposal of existing sports surface, lighting, demolition, excavation, rock base aggregate, top rock, asphalt, concrete, sidewalks, turf shock absorption underlayment such as e-layer or padding, tie in to existing drainage, drainage systems, conduits, fencing, crack repair, asphalt repair, etc. which can be purchased through RS MEANS.</p> <p>RS MEANS is self-contained and consists of a turn-key solution that includes a complete line-item listing of all the products, supplies, material, equipment, services, accessories and options with their description, specification, terms, conditions and associated pricing for each item, sub-assemblies and/or assemblies. FieldTurf reserves the right to offer a discount or "adjustment down" to the RS MEANS calculation to account for volume discounts or to stay within standard market pricing.</p> <p>Professional Services for any site work project</p> <ol style="list-style-type: none"> <li>1. Project design, development or consultant/construction management.</li> <li>2. Professional engineering services.</li> <li>3. Installer/admin (tradesman) (not related to turf, track, or court installation. Project Administrator costs for site work</li> </ol> <p>Omnisports- Compact- Sheet Vinyl Single Color                  Omnisports- Speed-- Sheet Vinyl Single Color                  Omnisports –Multi Use-- Sheet Vinyl Single Color                  Omnisports-Active + - Sheet Vinyl Single Color</p>

		<p>Omnisports-PurePlay- Sheet Vinyl Single Color                  Omnisports-Extreme- Sheet Vinyl Single Color                  Omnisports-Dancefloor- Sheet Vinyl Single Color                  Omnisports-HPL 7mm with Compact- Sheet Vinyl Single Color                  Omnisports-HPL 9mm with Compact- Sheet Vinyl Single Color                  Omnisports-Tarkolay-Underlayment                  Omnisports-Weld Rod 5mm-Weld Rod                  Adhesive: Multi-Set –Adhesive                  Adhesive: Multi-Proxy-Adhesive                  Adhesive-Tarkotape-Adhesive                  Game Line Paint: Gen-U-Line –Game Line Paint                  Game Line Paint Primer: Gen-U-Line-Game Lane Paint Primer                  Linosport: 2.5mm- Linoleum Single Color                  PolyTurf Plus Pad and Pour: Restart- Polyurethane Single Color                  PolyTurf Plus Pad and Pour: 4+2- Polyurethane Single Color                  PolyTurf Plus Pad and Pour: 7+2- Polyurethane Single Color                  PolyTurf Plus Pad and Pour: 9+2- Polyurethane Single Color                  PolyTurf Plus Pad and Pour: 12+4- Polyurethane Single Color                  Adhesive: BeyBond 50 – Adhesive                  Dancefloor: Dancefloor 3.5mm- Sheet Vinyl                  Dancefloor: Inspiration with Dancefloor- Combination                  Dancefloor: Inspiration Pro with Dancefloor- Combination                  Lumaflex: Classic with Omnisports Compact- Combination                  Lumaflex: Classic with Linosport 2.5mm- Combination                  Lumaflex: Elite with Omnisports Compact- Combination                  Lumaflex: Elite with Linosport 2.5mm- Combination                  Lumaflex: Fit with Omnisports Compact-Combination                  ClutchCourt: Performance- Wood 2nd and Better Maple                  ClutchCourt: Performance Anchor- Wood 2nd and Better Maple                  ClutchCourt: FlexLock- Wood 2nd and Better Maple                  ClutchCourt: Trainer 3- Wood 2nd and Better Maple                  ClutchCourt: Trainer 2- Wood 2nd and Better Maple                  Dropzone: Speckle 8mm Rolls – Rubber Up to 30 EPDM Color                  Dropzone: Speckle 8mm Interlocking Tiles – Rubber Up to 30 EPDM Color                  Dropzone: Comfort 10.5 mm- Rubber Single Color                  Dropzone: Comfort 14.5 mm- Rubber Single Color                  Dropzone: Elite - Rubber                  Dropzone: Power- Rubber                  Dropzone: Flex- Rubber                  Dropzone: Impact- Rubber                  Dropzone: Droptile - Rubber Up to 30 EPDM Color                  Dropzone: Droptile Max - Rubber Up to 30 EPDM Color                  Dropzone: DropTurf – Indoor Artificial Turf                  Dropzone: DropTurf Inlay-Turf Lines and Logos                  EasyCourt: EasyCourt – Portable Flooring                  EasyCourt: EasyField – Portable Flooring                  ADA Transition: EasyCourt/EasyField ADA Transitions- Accessory 1.75" x 22" x 36" Black Only                  Transition: EasyCourt/EasyField Non-ADA Transitions- Accessory Transition                  Game Line Painting: Basketball Game Line Painting- Painting Labor                  Game Line Painting: Volleyball Game Line Painting- Painting Labor                  Game Line Painting: Pickleball Game Line Painting- Painting Labor                  Game Line Painting: Badminton Game Line Painting- Painting Labor                  Game Line Painting: Tennis Game Line Painting- Painting Labor                  Game Line Painting: Table Tennis Game Line Painting- Painting Labor                  Game Line Painting: Logos- Painting Labor                  Cover Base 4": Resilient Base Standard Colors- Resilient Base 4" with Toe                  Vented Coved Base: Vented Coved Base Standard Colors- Vented Resilient Base</p>
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**Table 14B: Depth and Breadth of Offered Equipment Products and Services**

Indicate below if the listed types or classes of equipment, products, and services are offered within your proposal. Provide additional comments in the text box provided, as necessary.

Line Item	Category or Type	Offered *	Comments
71	Indoor and outdoor athletic and recreational artificial turf and running track surfaces and sub-surfaces	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Turf Products:  FieldTurf Synthetic Turf Systems FieldTurf CORE 2.5"/2.25"/2.0" FieldTurf Revolution 360 2.5"/2.25"/2.0" FieldTurf Classic HD 2.5"/2.25"/2.0" FieldTurf XM7 2.5"/2.25"/2.0"

FieldTurf XT 2.5"/2.25"/2.0"  
 FieldTurf Vertex Prime 2.5"/2.25"/2.0"  
 FieldTurf Vertex Prime CORE 2.5"/2.25"/2"  
 FieldTurf Vertex 2.5"/2.25"/2.0"  
 FieldTurf Hockey Speed  
 FieldTurf Hockey Gold  
 FieldTurf EasyField – Removable Tray System  
 FieldTurf DoublePlay Speed Baseball Infield/Outfield  
 FieldTurf Double Play Natural Baseball Infield/Outfield  
 FieldTurf TripleThreat Speed Softball Infield/Outfield  
 FieldTurf TripleThreat Natural Softball Infield/Outfield  
 FieldTurf Recover – Replacement Overlay  
 FieldTurf Removable Batter/Umpire Area Baseball System  
 FieldTurf Pitching Mound and Home Plate System

Turf Inlaid Markings and Ancillary Items  
 FieldTurf Inlaid Football Numbers/Arrows  
 FieldTurf Inlaid Hash marks  
 FieldTurf Inlaid Soccer Markings  
 FieldTurf Logo  
 FieldTurf – Endzone Letters  
 FieldTurf - Field Hockey Lines  
 FieldTurf - Lacrosse Lines  
 FieldTurf - Baseball Lines  
 FieldTurf – Flag Football Lines  
 FieldTurf - Softball Lines  
 FieldTurf – Football Restraining Lines  
 FieldTurf – Lacrosse Tick Marks

Testing/Field Monitoring/Misc Services:  
 FieldTurf – GMAX  
 FieldTurf Preshipment Testing  
 FieldTurf Genius  
 Turf removal/Disposal  
 Supply and Installation of Natural Grass

FieldTurf Underlayment Options  
 Beynon E-Layer  
 PDS Drain Tiles  
 Proplay – Proplay  
 PowerBase Pro  
 ThernaGreen 23mm  
 ThernaGreen V  
 Brock Powerbase  
 Brock SP 14  
 Beynon Shock Base 19mm-26mm  
 Versatile

FieldTurf Alternate Turf Infill Options:  
 FieldTurf CoolPlay  
 EPDM  
 EASY Fill – Coated Sand  
 EnviroFill  
 ECO-GRIND  
 ECO-GREEN  
 ECO-MAX  
 PUREFILL – Cork  
 PURESELECT – Olive Pits  
 PURE GEO- Coconut  
 TrueBlend

FieldTurf Turf Grooming and Maintenance Options  
 FieldTurf GroomRight  
 FieldTurf SweepRight  
 FieldTurf SweepRight Pro  
 FieldTurf Groomright Wings  
 FieldTurf Tow Behind Magnet  
 FieldTurf Static Brush  
 FieldTurf Sweep  
 FieldCare Maintenance Packages: 1, 5, 8  
 PureCare Maintenance Packages 1, 5, 8  
 SaniSport  
 FieldTurf Cleanse Complete

FieldTurf Landscaping and Golf Options –EASYTURF

FieldTurf Command CORE  
FieldTurf Command Performance  
FieldTurf Command Play Nutmeg  
FieldTurf Command Play Olive  
FieldTurf Command Duo  
FieldTurf Power Play Fit Turf  
FieldTurf EasyPlay  
FieldTurf EasyPlay Color  
FieldTurf Classic HD Sports Turf  
FieldTurf Classic HD Sports Turf color  
FieldTurf Tru-Roll Putting Green  
FieldTurf EasyTurf Signature Pro Tee Turf  
FieldTurf EasyTurf Signature Pro Driving Range Turf  
FieldTurf Playground Pad 12"  
FieldTurf Playground Pad 5"  
EasyTurf Putting Green Pad 1/4"

Running Track Surfacing Solutions

Latex and Beynon Urethane Track Surfaces  
L-2000  
Black or Red Polyresin (13mm)  
Poly-4000  
Beynon - BSS 50  
Beynon- BSS-100  
Beynon-BSS-200  
Beynon-BSS-300  
Beynon- BSS-1000 10mm  
Beynon- BSS-1000 13mm  
Beynon-BSS-1000 ML  
Beynon-BSS-2000 13mm

Resurfacing on an Existing Rubber Running Track  
Top-Coat (latex track)  
Black or Red Polyresin Resurfacing  
Beynon BSS-50RE  
Beynon-BSS -100RE  
Beynon-BSS-200RE  
Beynon-BSS-300RE  
Beynon-BSS-2000 RE 5mm  
Beynon-BSS-2000 RE 7mm  
Beynon WaterBased Spray WBSS  
Beynon Hobart Coating

Track Misc. items  
Beynon- In-situ-Base  
Track Restriping  
Track Cleaning  
Fast Track 1  
Fast Track 3  
Fast Track 5  
Fast Track 8

Field/Track/Court Equipment and Accessories  
Pole Vault Pit  
Take off Boards  
Shot Put Toe Boards  
Shot Put Rings  
Discus Rings  
Combination Hammer/Discus Cage  
Hammer/Discus Conversion Ring  
Water Jump Hurdle with Sleeves  
Water Jump Cover  
Removable Track Curbing  
Long jump Sand pits and traps  
Sand for Sand Pits and Traps  
Football Goal Posts-Set  
Access Frame Kit with Infill retainer System for Adjust Right  
Football Goal Posts Set  
Soccer Goals-Set  
Soccer Goal Wheel Kit  
Batting Cages

Indoor/Outdoor Court Options  
Outdoor Court Surfacing – Plexipave

## Court Crack Repair

## Tarkett Indoor Court Systems:

Omnisports- Compact- Sheet Vinyl Single Color  
 Omnisports- Speed-- Sheet Vinyl Single Color  
 Omnisports -Multi Use-- Sheet Vinyl Single Color  
 Omnisports-Active + - Sheet Vinyl Single Color  
 Omnisports-PurePlay- Sheet Vinyl Single Color  
 Omnisports-Extreme- Sheet Vinyl Single Color  
 Omnisports-Dancefloor- Sheet Vinyl Single Color  
 Omnisports-HPL 7mm with Compact- Sheet Vinyl Single Color  
 Omnisports-HPL 9mm with Compact- Sheet Vinyl Single Color  
 Omnisports-Tarkolay-Underlayment  
 Omnisports-Weld Rod 5mm-Weld Rod  
 Adhesive: Multi-Set -Adhesive  
 Adhesive: Mutli-Proxy-Adhesive  
 Adhesive-Tarkotape-Adhesive  
 Game Line Paint: Gen-U-Line -Game Line Paint  
 Game Line Paint Primer: Gen-U-Line-Game Lane Paint  
 Primer  
 Linosport: 2.5mm- Linoleum Single Color  
 PolyTurf Plus Pad and Pour: Restart- Polyurethane Single  
 Color  
 PolyTurf Plus Pad and Pour: 4+2- Polyurethane Single Color  
 PolyTurf Plus Pad and Pour: 7+2- Polyurethane Single Color  
 PolyTurf Plus Pad and Pour: 9+2- Polyurethane Single Color  
 PolyTurf Plus Pad and Pour: 12+4- Polyurethane Single  
 Color  
 Adhesive: BeyBond 50 - Adhesive  
 Dancefloor: Dancefloor 3.5mm- Sheet Vinyl  
 Dancefloor: Inspiration with Dancefloor- Combination  
 Dancefloor: Inspiration Pro with Dancefloor- Combination  
 Lumaflex: Classic with Omnisports Compact- Combination  
 Lumaflex: Classic with Linosport 2.5mm- Combination  
 Lumaflex: Elite with Omnisports Compact- Combination  
 Lumaflex: Elite with Linosport 2.5mm- Combination  
 Lumaflex: Fit with Omnisports Compact-Combination  
 ClutchCourt: Performance- Wood 2nd and Better Maple  
 ClutchCourt: Performance Anchor- Wood 2nd and Better  
 Maple  
 ClutchCourt: FlexLock- Wood 2nd and Better Maple  
 ClutchCourt: Trainer 3- Wood 2nd and Better Maple  
 ClutchCourt: Trainer 2- Wood 2nd and Better Maple  
 Dropzone: Speckle 8mm Rolls - Rubber Up to 30 EPDM  
 Color  
 Dropzone: Speckle 8mm Interlocking Tiles - Rubber Up to  
 30 EPDM Color  
 Dropzone: Comfort 10.5 mm- Rubber Single Color  
 Dropzone: Comfort 14.5 mm- Rubber Single Color  
 Dropzone: Elite - Rubber  
 Dropzone: Power- Rubber  
 Dropzone: Flex- Rubber  
 Dropzone: Impact- Rubber  
 Dropzone: Droptile - Rubber Up to 30 EPDM Color  
 Dropzone: Droptile Max - Rubber Up to 30 EPDM Color  
 Dropzone: DropTurf - Indoor Artificial Turf  
 Dropzone: DropTurf Inlay-Turf Lines and Logos  
 EasyCourt: EasyCourt - Portable Flooring  
 EasyCourt: EasyField - Portable Flooring  
 ADA Transition: EasyCourt/EasyField ADA Transitions-  
 Accessory 1.75" x 22" x 36" Black Only  
 Transition: EasyCourt/EasyField Non-ADA Transitions-  
 Accessory Transition  
 Game Line Painting: Basketball Game Line Painting-  
 Painting Labor  
 Game Line Painting: Volleyball Game Line Painting-  
 Painting Labor  
 Game Line Painting: Pickleball Game Line Painting-  
 Painting Labor  
 Game Line Painting: Badminton Game Line Painting-  
 Painting Labor  
 Game Line Painting: Tennis Game Line Painting- Painting  
 Labor  
 Game Line Painting: Table Tennis Game Line Painting-  
 Painting Labor

			<p>Game Line Painting: Logos- Painting Labor                  Cover Base 4": Resilient Base Standard Colors- Resilient Base 4" with Toe                  Vented Coved Base: Vented Coved Base Standard Colors- Vented Resilient Base                  Site Work:                  Site Work includes but is not limited to any construction necessary to build base for Turf, Track, or Court surfaces to be placed on.                  New Construction – Sq. foot/yard pricing is for supply and installation of sports surfacing only. FieldTurf is prepared to offer turn-key solutions for the construction of the base of running tracks, courts, indoor flooring projects and fields through use of RS Means. The best value pricing for base or civil work is obtained through this costing method.</p> <p>Site work or new construction may include but is not limited to: removal and disposal of existing sports surface, lighting, demolition, excavation, rock base aggregate, top rock, asphalt, concrete, sidewalks, turf shock absorption underlayment such as e-layer or padding, tie in to existing drainage, drainage systems, conduits, fencing, crack repair, asphalt repair, etc. which can be purchased through RS MEANS.</p> <p>RS MEANS is self-contained and consists of a turn-key solution that includes a complete line-item listing of all the products, supplies, material, equipment, services, accessories and options with their description, specification, terms, conditions and associated pricing for each item, sub-assemblies and/or assemblies. FieldTurf reserves the right to offer a discount or "adjustment down" to the RS MEANS calculation to account for volume discounts or to stay within standard market pricing.</p> <p>Professional Services for any site work project                  1. Project design, development or consultant/construction management.                  2. Professional engineering services.                  3. Installer/admin (tradesman) (not related to turf, track, or court installation. Project Administrator costs for site work</p>
72	Equipment, options, accessories, technology, materials, and supplies complementary or incidental to the purchase of a turnkey or complete solution of the types described in Line 71 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>For any products/services that are necessary to the project but are not listed on the FieldTurf Price/Product list, FieldTurf uses either RS MEANS/Gordian Unit Book Pricing or Alternative Costing Method (for custom specific items).                  If site work is required: Alternative Method of Costing covers any product and/or service not covered by catalog pricing, published price list, line-item price list, automated system for pricing, or is a product and /or service due to the projects or applications specifications, conditions and /or requirements that need to be custom designed, developed, manufactured and /or produced to meet the requirements of an individual project or sole source.                  If site work is required: Unit Price Book via RS MEANS estimate will be obtained for projects with site work line items not included in FieldTurf SOURCEWELL product pricing spreadsheet. RS MEANS is self contained and consists of a turn-key solution that includes a complete line-item listing of all the products, supplies, material, equipment, services, accessories and options with their description, specification, terms, conditions and associated pricing for each item, sub-assemblies and/or assemblies. FieldTurf reserves the right to offer a discount to the RS MEANS calculation to account for volume discounts or to stay within standard market pricing.</p>

73	Services related to the offering of the solutions described in Lines 71 and 72 above, including installation, removal, disposal, refurbishment, inspection, repair, maintenance, training, and support	<input checked="" type="radio"/> Yes <input type="radio"/> No	For any products/services that are necessary to the project but are not listed on the FieldTurf Price/Product list, FieldTurf uses either RS MEANS/Gordian Unit Book Pricing or Alternative Costing Method (for custom specific items). If site work is required: Alternative Method of Costing covers any product and/or service not covered by catalog pricing, published price list, line-item price list, automated system for pricing, or is a product and /or service due to the projects or applications specifications, conditions and /or requirements that need to be custom designed, developed, manufactured and /or produced to meet the requirements of an individual project or sole source. If site work is required: Unit Price Book via RS MEANS estimate will be obtained for projects with site work line items not included in FieldTurf SOURCEWELL product pricing spreadsheet. RS MEANS is self contained and consists of a turn-key solution that includes a complete line-item listing of all the products, supplies, material, equipment, services, accessories and options with their description, specification, terms, conditions and associated pricing for each item, sub-assemblies and/or assemblies. FieldTurf reserves the right to offer a discount to the RS MEANS calculation to account for volume discounts or to stay within standard market pricing.
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**Table 15: Industry Specific Questions**

Line Item	Question	Response *
74	Describe any unique advantage your product offers in relation to design, manufacturing, performance, maintenance, and product longevity.	<p>WHAT Makes FieldTurf stand apart from the competition:</p> <p>FieldTurf has a patented infill system for the highest performance that layers silica sand with cryogenic rubber. The rubber and sand particles are a similar size to stay in suspension. Total infill exceeds 9 lbs. per sq. foot on a typical FieldTurf field. The FieldTurf infill allow for optimal safety and playability. Testing proves that all rubber fields like our competitors tend to migrate easily in the rain creating divots and changes in the infill levels. This infill variation that can be found in our competitor’s all rubber infill fields impacts the safety of the turf system.</p> <p>PROVEN SAFETY: FieldTurf’s focus on Safety has led to numerous injury reducing innovations and improvements. The main reason FieldTurf continues to outperform all other turf companies in reducing injury is our patented san/rubber layered infill system. The findings of long-term testing programs show that FieldTurf is safer than any other synthetic turf system and equal to – if not better than- natural grass in most critical areas of player safety. No other company can make this claim</p> <p>FieldTurf fiber innovation also stands out from our competitors. Our fibers are produced at our very own facility in Germany. This state of the art facility was opened in 2010 and as a result has turned FieldTurf into one of the most vertically integrated companies in the world. The quality control process at the facility includes stringent testing of the yarn properties (tensile strength, uniformity, color verification.)</p> <p>SURELOCK COATING- for maximum drainage. FieldTurf’s patented backing offers drainage performance unequalled by any artificial turf product in the industry. A FieldTurf field is designed for all weather playability. Unlike the rest of the industry, the innovators at FieldTurf came up with a superior drainage solution for its Elite system. It’s call SureLock coating. This patented system coats only the rows of fiber, leaving the rest of the carpet untouched and naturally porous.</p> <p>MULTI-SPORT SOLUTIONS – for all sports and all levels. FieldTurf has long been the #1 choice for all sports and all levels. FieldTurf’s safety, performance, and durability levels are far superior to any other system. As the world’s largest synthetic turf company, you will find FieldTurf in many major stadiums, colleges, and high schools. Over 7500 fields installed.</p> <p>SINGLE SOURCE RESPONSIBILITY- for customer security and satisfaction. FieldTurf has brought “single source responsibility” and quality</p>

to the forefront with its own manufacturing plants and quality control standards. Integrated, vertical manufacturing has paved the road toward true innovative and customer security, with fiber manufacturing, turfing, coating and testing all done in house in FieldTurf plants.

FieldTurf is the only artificial turf company on the market to meet the most rigorous and comprehensive quality control standards:

- ISO Certified manufacturing Plants
- In-house fiber manufacturing
- In-house coating of all turf products
- In-house testing of each turf roll and its tuft bind
- Testing of infill and the verification of its grade
- Installation by FieldTurf certified installation crews.

**INSURED WARRANTY-** for complete peace of mind. FieldTurf was the first company in the industry to offer a third-party insured warranty. And while you'll probably never need to use it, you can rest easy knowing that you are protected by the industry's best warranty. It's peace of mind that sets FieldTurf apart from the competition.

**INSTALLATION METHOD –** for a stronger field. FieldTurf does not cut corners when it comes to installation of artificial turf fields. In order to lower their prices, many competing companies will cut corners on important installation procedures. This severely compromises the durability of the entire field.

- FieldTurf has Sewn seams not glued like our competitors.
- FieldTurf meticulously shears the fiber for inlaid sports markings-competitors cut the turf backing.
- Precision infill layering = a safe surface
- Experienced installation crews = quality assurance.

**PROVEN DURABILITY-** for a better investment. Since its inception, FieldTurf has proven to be the most durable and longest –lasting synthetic turf system in the marketplace having installed more fields that are currently 8 years or older than all other competitor installations combined.

**FIRST-CLASS SERVICE –** for your FieldTurf Experience. FieldTurf does not sever its customer relations once the contract has been signed. We take the time to follow up with each and every one of our customers in order to ensure complete and consistent customer satisfaction. Customer satisfaction remains FieldTurf's number one priority.

75 Describe any sustainability design features your product offers.

Building for tomorrow. It's our sustainability commitment. That means our innovation isn't limited to product specs. Our promise to keep players safe on our turf has naturally evolved into an obsession — one with a singular focus to completely eliminate its potential to harm not just people but the environment too. Now in everything we do, we strive for the lowest impact on people and the planet — from Cradle to Cradle™ manufacturing, to circular design, to the utmost care for those who play on and handle our products.

**WE CONSERVE WATER**  
Water is essential to life and a human right, and its stewardship is core to our sustainability strategy. From manufacturing to installation, our products address water efficiency, scarcity and quality.

**WE BUILD FOR THE FUTURE**  
We focus on efficient production, reducing the environmental impact of our own operations, and achieving the highest quality manufacturing certifications (ISO 9001, ISO 14001, ISO 45001).

**WE USE SUSTAINABLE MATERIALS**  
We innovate our choice of product



components and materials using closed-loop design thinking that respects workers and the planet, resulting in a more sustainable product, and the only artificial turf product to obtain Cradle to Cradle™ Bronze certification.

#### WE NURTURE HUMAN POTENTIAL

People are central to what we do. We make unlocking their innate talents a focus, ensuring they have the agency to take action and fulfill their potential, and we motivate them through transparency and open communication.

#### WE SAFEGUARD ATHLETES

We were founded with the promise to make athletes safer during the game — and now we extend that promise to all the lives we touch through rigorous safety testing, product performance, and respect for the wellbeing of our people and our communities.

#### TIME LINE:

1995

FieldTurf is founded by two athletes who believe in a better game for all — they promise to Change The Game for athletes with a surface that offers improved performance and safety.

1997

The first 3rd-generation infill turf, a revolutionary playing surface, is installed at Ringgold High School in Pennsylvania.

2009

Introduce the “Green Machine”, the only unit able to remove both rolls of artificial turf and infill unharmed.

2010

The first field to be completely recycled.

2010

Flagship manufacturing facility in Calhoun, GA opens, allowing for continued investment and focus into quality and excellence.

2014

The first infill recycling center in the Pacific Northwest is launched, enabling infill to be recycled from aged fields to avoid landfills.

2016

Fieldturf makes a major investment to our US manufacturing facility to limit waste.

2016

EcoMax — the first synthetic turf infill made partially of recycled materials — is introduced.

2016

Safety study supported by FieldTurf wins AOSSM's STOP Sports Injuries Award, which recognizes top research leading toward significant awareness and change in the prevention of traumatic and overuse injuries in youth sports.

2019

ThermaGreen is added to the FieldTurf family, an innovative shock pad made of post-industrial cross-linked polyethylene

#### DRIVING THE FIELD TO ZERO

When it comes to waste, we have a simple mission: create a future where none of our products ever makes it to a landfill. Getting there isn't just a journey; it's a quest. It's why we've devoted our research and development efforts to tackle the complexity required to recycle old turf. It's why we repurpose key materials from end-of-life installations to create the advanced components of future products.

		<p>And it's why we continue to be the forefront of developing technology to expand end-of-life turf applications — transforming would-be waste and dispersed materials into useful new products with renewed value.</p> <p>While we may not have an exact date, and don't want to throw out an obscure year in the future, our dedication of DRIVING THE FIELD TO ZERO is very much alive. Follow our journey.</p> <p>FieldTurf has a new Carbon Offsetting Program: Our Journey to Carbon Neutrality will take a two-pronged approach:</p> <ol style="list-style-type: none"> <li>1. Reduce Emissions for Tomorrow</li> <li>2. Offset what we can't reduce today</li> </ol> <p>See Attached Carbon Offset Brochure See Attached Sustainability Brochure</p>
76	Describe the installation process and how it is managed from product order to completion.	<p>Once Customer has approved field or track layout drawings and issued a PO or there is a fully executed contract in place then FieldTurf starts the manufacturing process, ships, and prepares for the turf installation stage. FieldTurf has some of the most experienced and knowledgeable installation crews in the industry. The success of your fields is heavily dependent on the quality of your installation crew.</p> <p>What makes FieldTurf stand out from our competition...we sew our turf panels instead of gluing them.</p> <p><b>TURF INSTALLATION –</b> Installing the playing surface and amenities</p> <p>Once the base and drainage are completed, the events that follow will be determined by your preferences. The installation of fencing, lighting, bleachers, scoreboards, and/or track surfaces can happen before or after the installation of the artificial turf. The installation of the surface will include rolling out the large turf rolls across the field and seaming the rolls together. For optimal performance and longevity, the seams should be sewn together in order to prevent unwanted costs and hazards related to future seam failure.</p> <p><b>Placement of turf rolls on the field</b> Every component of the finished carpet should undergo numerous rounds of inspection before it is packaged and loaded onto the trucks for transportation to the job site from the turf company's manufacturing facility. Each roll of carpet is numbered and positioned in the exact order that it will be loaded onto the transporters. Once on site, the rolls are unloaded and laid on the field in the specific order that was planned and designated by the turf company's engineering department.</p> <p><b>Sewing the turf panels</b> FieldTurf's sewn seam method is proven in use on hundreds of fields in every locale possible. The key advantage of FieldTurf's sewn seams technique is that the thread does not go through the pile fibers; rather an extra flap of backing material called the selvedge edging acts as the sewing medium. FieldTurf's seams are actually hidden under the pile fabric. The number one maintenance problem associated with synthetic fields is that of loose unglued turf seams. Although glued seams are less expensive and easier, requiring no special equipment or expertise, sewing seams is the only way to assure a trouble-free seam and a long lasting, safe field.</p> <p><b>Installation of Field Markings and Decorative Markings</b> In order to keep prices down, many turf companies use a cut-out method to install lines, hash marks and logos. Once the turf has been laid out, the installation crew will outline the logo or hash mark and quickly cut it out from the turf's original backing. A turf's backing essentially forms the foundation for the field. As a whole, the foundation remains strong and sturdy, however, with each chunk removed that foundation grows increasingly unstable and brittle. This method should be avoided at all costs. FieldTurf's experienced installation crews take the time to shear the necessary fibers without compromising the durability of the turf backing. Once the fibers have been carefully sheared, an ultra-adhesive mixture is applied along the entire surface area of the logos and hash marks before being carefully installed.</p> <p><b>Installing the Infill</b> When the lines, numbers, markings and/or logos are completed, the turf is now ready for infilling. The infill is the athlete's source for cutting, planting, shock absorption and energy restitution. While the majority of the competition uses a loose and spongy all ambient rubber system, FieldTurf only incorporates a patented layered infill system that is comprised of silica sand and premium cryogenic rubber. The patented infill layering begins with several layers of clean, washed silica sand. This stabilizes and supports the entire system. This is followed by mixed infill layers. A mix of cryogenic rubber and silica sand is layered into the system. The rubber</p>

and sand particles are a similar size to stay in suspension, neither segregating nor compacting. Up to twenty one passes of the cryogenic rubber and silica sand mix are carefully added. Over 720,000 lbs of infill is layered into a typical, full size sports field. Larger sized cryogenic rubber top layers ensure that the rubber remains on top, providing a safe, forgiving surface.

#### Test the Field

The most common test performed in the industry to measure shock attenuation is Gmax and should be performed by a certified testing laboratory. It is imperative that your field be tested right after the installation is complete and another 2-3 times throughout the life of the field. FieldTurf fields will record a Gmax value of less than 200 over the life of the field. Like most issues relating to filled turf systems, the issue of Gmax is not simple.

Generic rubber filled systems are too loose and unstable - and the fill too easily displaced in high use areas - to allow for American football play without a shock pad. FieldTurf, on the other hand, due to its heavier and more stable fill, is more than suitable for such applications without a separate shock pad. FieldTurf systems are well below the ASTM threshold of 200 g's. Moreover, 200 g's is considered the level above which the risk of fatal head injury is "non-zero" - i.e, the level at which fatalities can occur, and thus 200 g's is the threshold at which providers of sports surfacing and playground systems have attempted to stay under for obvious reasons.

#### Certificate of Completion

The certificate of completion is a document issued by the manufacturer and presented to the customer as soon as the installation of the field is complete. It is the responsibility of the customer to insert all the information required on the document including his or her signature in order to validate the warranty. By signing the document the customer acknowledges that all the work performed has been completed to their standards. Once the certificate is received by either the distributor, sales rep or manufacturer the official warranty will be sent to the customer for their records.

Below are a few examples of documents a client might receive depending on the project and scope of work however deliverables are not limited to the below items.

1. Submittals
2. building plans and work schedule
3. testing
4. Warranty
5. maintenance information
6. Maintenance manual x
7. Permit responsibility
8. Payment Schedule

Below is a general description of installation and what a client can expect to received on-site and post installation. Testing usually occurs during the installation process however if any additional testing is requested FieldTurf will follow-up accordingly.

#### Base Construction Process (3-6 weeks)

- Site Investigation & Permitting
- Install Construction Entrance/Track Protection Along with Erosion and Sediment Controls (if necessary)
- Field Excavation to Subgrade
- Install Perimeter Concrete Curb/Nailer
- Install Geotextile Fabric and Field Underdrain System (per site specifications)
- Install Free Draining Base Stone and Finish Stone

#### Turf Installation Process (3 weeks)

- Off Load Turf Rolls and Place Turf
- Sew Turf Panels
- Install Field Markings and Decorative Markings
- Install Infill
- Remove Construction Entrance/Clean Up/Demobilize/Test Field

#### POST-INSTALLATION FOLLOW UP (2 weeks)

- Certificate of Completion
- Warranty
- Maintenance Training/Equipment
- Payment Schedule

#### Running Track Construction and Installation:

- The Synthetic Track Surfacing System shall be laid on an approved subbase. The General Contractor shall provide compaction test results of

92-96% for the installed subbase and asphalt surface.

- For NCAA certification the following criteria must be followed. The track surface, i.e. asphalt substrate, shall not vary from planned cross slope by more than +/- 0.2%, with a maximum lateral slope outside to inside of 1%, and a maximum slope of 0.1% in any running direction. The finished asphalt shall not vary under a 10' straight edge more than 1/8".
- It should be the responsibility of the asphalt-paving contractor to flood the surface immediately after the asphalt is capable of handling traffic. If, after 20 minutes of drying time, there are birdbath evident, it shall be the responsibility of the architect, in conjunction with the surfacing contractor, to determine the method of correction. No cold tar patching, skin patching or sand mix patching will be acceptable.
- The construction of the subbase should be built so it may support, without deformation or failure, the traffic of all the necessary equipment in the construction of the sports facility. The subbase compaction should be clearly identified in the project specifications to a minimum of 95% Proctor.
- The subbase construction should manage all the designated loads on the athletic surface from not only the athletes, but all required facility maintenance equipment as well, with no risk of sub-surface deviations telegraphing through to the surface. The Owner/CM should provide test results & proof rolls verifying that the subbase meets specification requirements.
- The building platform needs to be effective in providing safekeeping of the synthetic surface in order to shield it from everything including the impact of water from the ground, any ground movement in the subsoil, as well as uplifting from water-saturated soil in addition to surface depositing due to expansion on freezing.
- Assurance that liquids consisting of water to include but not limited to rainwater and natural groundwater for example, will need to be capable of evacuating without restriction, either into subsoil, or into a drainage structure. Owner/CM to provide all required surface & subsurface drainage facilities prior to acceptance of subbase.
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- Assurance that liquids consisting of water to include but not limited to rainwater and natural groundwater for example, will need to be capable of evacuating without restriction, either into subsoil, or into a drainage structure. Owner/CM to provide all required surface & subsurface drainage facilities prior to acceptance of subbase.
- Your sub base should cure for 28 days before pouring the surface. The curing time is NECESSARY FOR THE OILS IN THE ASPHALT AND THE WATER IN THE CEMENT TO BAKE OUT OR EVAPORATE. This is especially true for non-permeable surfaces where the oils or water are

essentially trapped in once the surface is completed. RUSHING THE CURING TIME CAN LEAD TO DELAMINATION AND BUBBLING ISSUES

- Step 1. Prime the track. A special primer is applied using a hand wand. Four 55-gal. drums of primer are applied from a Ford 350 outfitted with tanks.
- Step 2. After the primer dries, typically the next day, crews apply rubber granules and a binder. Rubber granules are 1-3 mm in size and made of ground up recycled tires supplied by Liberty Tires Inc. The rubber granules come in 50-lb. plastic bags which are delivered on site. The bags are loaded into the hopper on the Ford 350, and the truck broadcasts the rubber granules evenly across the track as it circles the oval. Once granules have been spread a truck follows using a hand wand to spray apply binder on top of the granules. The binder application requires two passes. Installation of rubber granules and two passes of binder takes about six hours, and then it's allowed to dry overnight. That process (except for the binder) is repeated five times to build up a 3/8-in.-thick rubberized running surface.
- Step 3. A final ultraviolet protective coating is applied in a sixth application once the rubberized surface is constructed
- Installation will vary depending on the type of product Beynon is installing. For more specific installation requirements please refer back to the Beynon track specs

#### A. Base Course

The SBR granules and BEYPUR 300 shall be mixed together on site to regulate the ratio/quantity of SBR, not to exceed 82% in the base mat portion of the system. The BEYPUR 300 shall be mixed with the SBR rubber so that a minimum of 20%, by weight, exists in the final mixture. This mixture is then mechanically installed using the paver.

#### B. Seal Coat

The two BEYPUR 200 components are mixed at the prescribed ratio homogeneously with a suitable mixing device. The coating is squeegee applied to the base mat, making it impermeable.

#### C. Wearing Course

The 1 to 3mm EPDM granules shall be integrated into the BEYPUR to achieve the full depth of the 5 mm wearing course. The resilient embedded textured finish shall be a dense matrix of exposed EPDM granules. The homogeneous wearing course shall be applied in situ with the base course.

- Installation will vary depending on the type of product Beynon is installing. For more specific installation requirements please refer back to the Beynon track specs
- We have Beynon installation teams as well as subcontractor installation teams in place nationwide. There 24 Beynon teams.
- Below are a few examples of documents a client might receive depending on the project and scope of work however deliverables are not limited to the below items.
  1. Submittals
  2. building plans and work schedule
  3. testing
  4. Warranty
  5. maintenance information
  6. Maintenance manual
  7. Permit responsibility
  8. Payment Schedule

**Table 16: Exceptions to Terms, Conditions, or Specifications Form**

**Line Item 77. NOTICE:** To identify any exception, or to request any modification, to the Sourcewell template Contract terms, conditions, or specifications, a Proposer must submit the exception or requested modification on the **Exceptions to Terms, Conditions, or Specifications Form** immediately below. The contract section, the specific text addressed by the exception or requested modification, and the proposed modification must be identified in detail. Proposer's exceptions and proposed modifications are subject to review and approval of Sourcewell and will not automatically be included in the contract.

Contract Section	Term, Condition, or Specification	Exception or Proposed Modification
	FieldTurf takes no exceptions	

**Documents****Ensure your submission document(s) conforms to the following:**

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
  - [Pricing](#) - Sourcewell 2022 RFP 031622 Price Schedule.xlsx - Monday February 21, 2022 16:59:36
  - [Financial Strength and Stability](#) - Combined Financial Statements and Letter of Credit.pdf - Friday February 18, 2022 18:06:09
  - [Marketing Plan/Samples](#) - Marketing Samples.pdf - Monday February 28, 2022 13:35:46
  - [WMBE/MBE/SBE or Related Certificates](#) - Table 8 Question 44 - SubK Plan.pdf - Tuesday February 22, 2022 17:57:52
  - [Warranty Information](#) - Combined Warranty Samples.pdf - Friday February 18, 2022 15:57:56
  - [Standard Transaction Document Samples](#) - Standard Transaction Documents.zip - Tuesday February 22, 2022 17:59:03
  - [Upload Additional Document](#) - Additional Documents.zip - Monday February 28, 2022 14:14:10

## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for contract award.
3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.
5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.
6. If awarded a contract, the Proposer will provide to Sourcewell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.
7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.
8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
10. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
11. Proposer its employees, agents, and subcontractors are not:
  1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
  2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
  3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated

by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Eric Dalieri, President - Tarkett North America & Tarkett Sports, FieldTurf USA, Inc.

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the contractual obligations contemplated in the bid.

Yes  No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_1_Artificial_Turf_RFP_031622 Tue March 8 2022 04:36 PM	<input checked="" type="checkbox"/>	2