Docusign Envelope ID: 38EF7E8B-263D-8688-805A-A45872EEC769

MASTER AGREEMENT #072826
CATEGORY: Fencing Materials and Products with Related Services
SUPPLIER: Ocala Fence LLC

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Ocala Fence LLC, 311 NW 11th Place, Ocala, FL 34475 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

Article I: General Terms

The General Terms in this Article I control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article II), and between Supplier and Participating Entity (Article III), respectively. These Article I General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

A. **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.

B. **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.

C. **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction and respective funding source restrictions. Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing Sourcewell's Cooperative Purchasing Program Master Agreements.

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D. **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

E. **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on October 14. 2030, unless it is cancelled or extended as defined in this Agreement.

1. **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.

2. **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.

F. **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.

G. **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP#072826("RFP") to Participating Entities. In Scope solutions include:

1. Perimeter Fencing;
    1. Chain Link;
        a. Wood;
        b. Vinyl;
        c. Composite;
        d. Ornamental (steel, aluminum, wrought iron);
        e. Concrete/Masonry

2. Safety and Environmental Protection;
        a. Security fencing;
        b. Ballistic-rated fencing;
        c. Crash-rated fencing;
        d. Noise reduction or sound attenuation fencing.

3. Temporary Solutions;
        a. Portable fencing;
        b. Privacy panels;
        c. Rental fencing.

H. **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.

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I. **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.

J. **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.

K. **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.

L. **Open Market.** Supplier's open market pricing process is included within its Proposal.

M. **Supplier Representations:**

1. **Compliance**. Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.

2. **Licenses**. As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.

3. **Supplier Warrants**. Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.

N. **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.

O. **Debarment and Suspension.** 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 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 Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.

P. **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).**

1. Sourcewell issued the RFP for an indefinite quantity cooperative purchasing master agreement which is available for use by eligible public agency Participating Entities. Sourcewell did not issue the RFP or award any master agreement under a federal award. Participating Entities are

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responsible for ensuring awareness, implementation, and compliance with all applicable federal procurement standards or requirements.

2. Participating Entities that are Recipients or Subrecipients of United States federal grant or other federal funding to purchase solutions from this Agreement 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. The terms and conditions of Attachment 1 apply when a Participating Entity accesses Supplier's Included Solutions using FEMA funding sources and to other federal funding sources, as applicable. Participating Entities may have additional requirements based on specific funding source terms or conditions. Participating Entities will be responsible for notifying suppliers of any applicable requirements and compliance obligations (including any applicable domestic preference requirements) in resulting transaction documents.
    - All references to "recipient," "non-federal entity," or "subrecipient" should be interpreted to mean the Participating Entity accessing Included Solutions under this Agreement;
    - All references to "supplier" or "contractor" should be interpreted to mean the Supplier;
    - All references to "subcontractor" should be interpreted to mean subcontractors of Supplier offering the Included Solutions;
    - None of the references should be interpreted as reference to Sourcewell; and
    - None of the terms or conditions within this Section should be interpreted to obligate Sourcewell in any way.

Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing this Master Agreement.

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 comply with all applicable Davis-Bacon Act provisions.

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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, 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 Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

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 Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

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 Agreement it will comply with applicable requirements as referenced above.

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.

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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).

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.

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.

BUY AMERICAN PROVISIONS COMPLIANCE. Sourcewell issues solicitations for indefinite quantity cooperative purchasing master agreements which are made available to eligible public agencies. Sourcewell does not issue its solicitations or award its master agreements under any federal award, or specifically under any federal procurement standards related to Buy American or domestic preference. When utilizing federal funding, non-federal entities maintain responsibility for compliance with any specific requirements of the funding award including Buy American. Agencies should specifically verify whether the prospective purchasing implicates Buy American or other domestic preference requirements prior to executing any transaction document with suppliers. When domestic preference requirements are applicable, purchasing agencies must notify suppliers of requirements and either apply the appropriate preferences or secure an appropriate exemption and properly document the process prior to completing a purchase. 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.

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 Agreement 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.

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

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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.

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.

NO OBLIGATION BY FEDERAL GOVERNMENT. The U.S. federal government is not a party to this Agreement 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 Agreement or any purchase by an authorized user.

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 Agreement or any purchase by a Participating Entity.

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.

CONFLICTS OF INTEREST. The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement 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.

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.

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

DOMESTIC PREFERENCES FOR PROCUREMENTS. To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322. Participating Entities will be responsible for notifying suppliers of any applicable requirements and compliance obligations (including any applicable domestic preference requirements) in resulting transaction documents.

Article II:

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Sourcewell and Supplier Obligations

The Terms in this Article II relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

A. **Authorized Sellers**. Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.

B. **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
   - Identify the applicable Sourcewell Agreement number;
   - Clearly specify the requested change;
   - Provide sufficient detail to justify the requested change;
   - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
   - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions 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 Agreement and will be incorporated by reference.

C. **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcewell for this Agreement and must provide prompt notice to Sourcewell if that person is changed. The Authorized Representative will be responsible for:
   - Maintenance and management of this Agreement;
   - Timely response to all Sourcewell and Participating Entity inquiries; and
   - Participation in reviews with Sourcewell.

   Sourcewell's Authorized Representative is its Chief Procurement Officer.

D. **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.

E. **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.

F. **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting

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Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions 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;
- Sourcewell Participating Entity Account Number;
- Transaction Description;
- Transaction Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Transaction was invoiced/sale was recognized as revenue by Supplier.

If collected by Supplier, the Report may include the following fields as available:

- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;

G. **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.

H. **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.

I. **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.

J. **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.

K. **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to

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examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.

L. **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.

M. **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.

N. **Waiver.** Failure by Sourcewell to enforce any right under this Agreement 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.

O. **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.

P. **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.

Q. **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement 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 design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

R. **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

S. **Grant of License.**

1. **During the term of this Agreement:**

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a. **Supplier Promotion.** 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, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.

b. **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement 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, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section 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. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

4. **Termination.** Upon the termination of this Agreement 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.

T. **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.

U. **Severability.** If any provision of this Agreement 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 Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

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V. **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during **the** performance of this Agreement 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. **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 Agreement.
    - $1,500,000 each occurrence Bodily Injury and Property Damage
    - $1,500,000 Personal and Advertising Injury
    - $2,000,000 aggregate for products liability-completed operations
    - $2,000,000 general aggregate

2. **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. 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 provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.

3. **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its 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.

4. **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 Agreement 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.

5. **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

W. **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' **written** notice to the other Party. Termination pursuant to this section will not relieve

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the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

X. **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of **material** breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

Article III:
Supplier Obligations to Participating Entities

The Terms in this Article III relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article I General Terms control over any conflict with this Article III. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

A. **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.

B. **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs. Participating Entities are encouraged to establish flexibility delivery schedules whenever possible.

C. **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.

D. **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

E. **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually

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agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.

F. **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.

G. **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.

H. **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar **document** extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell	Ocala Fence LLC
Signed by: Jeremy Schwartz C0FD2A139D06489...	Signed by: Brandon Lower 7BC7EEEFDA32447...
By: _____	By: _____
Jeremy Schwartz	Brandon Lower
Title: Chief Procurement Officer	Title: President
Date: 10/14/2026 | 1:50 PM CDT	Date: 10/14/2026 | 1:19 PM EDT

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ATTACHMENT 1

PROVISIONS FOR PARTICIPATING ENTITIES' PROCUREMENTS UNDER UNITED STATES FEDERAL GRANT-FUNDED AWARDS AND FEMA AWARDS

Sourcewell's Cooperative Purchasing Program Master Agreements are available to Participating Entities. A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction and respective funding source restrictions. Participating Entities that are Recipients or Subrecipients of United States federal grant or other federal funding, including through the Federal Emergency Management Agency (FEMA), to purchase solutions from the Master Agreement 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. Accordingly, Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing the Master Agreement.

Within this Attachment:

- All references to "federal" should be interpreted to mean the United States federal government. All references to "recipient," "non-federal entity," or "subrecipient" should be interpreted to mean the Participating Entity accessing the Master Agreement;
- All references to "supplier" or "contractor" should be interpreted to mean the Supplier;
- All references to "subcontractor" should be interpreted to mean subcontractors of Supplier offering the solutions under the Master Agreement;
- None of the references should be interpreted as reference to Sourcewell; and
- None of the terms or conditions within this Attachment should be interpreted to obligate Sourcewell in any way.

The following terms and conditions apply when a Participating Entity accesses Supplier's solutions under the Master Agreement using United States federal funding sources.

A. **Davis-Bacon Act, As Amended (40 U.C.S. § 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, Suppliers 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, Suppliers 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

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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, "Suppliers 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 Supplier 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.

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

B. **Copeland "Anit-Kickback" Act.**

1. **Supplier**. The Supplier shall comply with 18 U.S.C. § 874, 40 U.S.C. § 3145, and the requirements of 29 C.F.R. Part 3 as may be applicable, which are incorporated by reference into this contract.

2. **Subcontracts**. The Supplier or subcontractor shall insert in any subcontracts the clause above and such other clauses as FEMA may by appropriate instructions require, and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime Supplier shall be responsible for the compliance by any subcontractor or lower tier subcontractor with all of these contract clauses.

3. **Breach**. A breach of the contract clauses above may be grounds for termination of the contract, and for debarment as a Supplier and subcontractor as provided in 29 C.F.R. § 5.12.

C. **Contract Work Hours And Safety Standards Act (40 U.S.C. § 3701-3708).**

1. **Overtime requirements.** No Supplier or subcontractor contracting for any part of the contract work which may require or involve the employment of laborers or mechanics shall require or permit any such laborer or mechanic in any workweek in which he or she is employed on such work to work in excess of forty hours in such workweek unless such laborer or mechanic receives compensation at a rate not less than one and one-half times the basic rate of pay for all hours worked in excess of forty hours in such workweek.

2. **Violation; liability for unpaid wages; liquidated damages**. In the event **of any violation of the** clause set forth in paragraph (b)(1) of this section (29 C.F.R. §5.5) the Supplier and any subcontractor responsible therefor shall be liable for the unpaid wages. In addition, such Supplier and subcontractor shall be liable to the United States (in the case of work done under contract for the District of Columbia or a territory, to such District or to such territory), for liquidated damages. Such liquidated damages shall be computed with respect to each

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individual laborer or mechanic, including watchmen and guards, employed in violation of the clause set forth in paragraph (b)(1) of this section (29 C.F.R. §5.5), in the sum of $27 for each calendar day on which such individual was required or permitted to work in excess of the standard workweek of forty hours without payment of the overtime wages required by the clause set forth in paragraph (b)(1) of this section (29 C.F.R. §5.5).

3. **Withholding for unpaid wages and liquidated damages**. The grant recipient or sub-recipient shall upon its own action or upon written request of an authorized representative of the Department of Labor withhold or cause to be withheld, from any moneys payable on account of work performed by the Supplier or subcontractor under any such contract or any other federal contract with the same prime Supplier, or any other federally-assisted contract subject to the Contract Work Hours and Safety Standards Act, which is held by the same prime Supplier, such sums as may be determined to be necessary to satisfy any liabilities of such Supplier or subcontractor for unpaid wages and liquidated damages as provided in the clause set forth in paragraph (b)(2) of this section (29 C.F.R. §5.5).

4. **Subcontracts**. The Supplier or subcontractor shall insert in any subcontracts the clauses set forth in paragraph (b)(1) through (4) of this section (29 C.F.R. §5.5) and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime Supplier shall be responsible for compliance by any subcontractor or lower tier subcontractor with the clauses set forth in paragraphs (b)(1) through (4) of this section (29 C.F.R. §5.5).
Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, 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 any Participating Entity contracts awarded under the Agreement, 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).

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Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must 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.

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

G. **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).**
Suppliers who apply or bid for an award of more than $100,000 shall file the required certification. Each tier certifies to the tier above that it will not and has not used federally 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. Each tier shall also 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 recipient who in turn will forward the certification(s) to the federal awarding agency.

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

If applicable, Suppliers must sign and submit the following certification to the NFE with each bid or offer exceeding $100,000:

"APPENDIX A, 44 C.F.R. PART 18 – CERTIFICATION REGARDING LOBBYING

Certification for Contracts, Grants, Loans, and Cooperative Agreements
The undersigned certifies, to the best of his or her knowledge and belief, that:

No federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any federal contract, the making of any federal grant, the making of any federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal,

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amendment, or modification of any federal contract, grant, loan, or cooperative agreement.

If any funds other than federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, Title 31, U.S.C. Any person who fails to file the required certification shall be subject to a civil penalty of not less than $10,000 and not more than $100,000 for each such failure.

The Supplier,_____, certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Supplier understands and agrees that the provisions of 31 U.S.C. Chap. 38, Administrative Remedies for False Claims and Statements, apply to this certification and disclosure, if any.

_____

Signature of Supplier's Authorized Official

_____

Name and Title of Supplier's Authorized Official

_____

Date

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

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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.**
Sourcewell issued the solicitation for an indefinite quantity cooperative purchasing master agreement which is available for use by eligible public agency Participating Entity. Sourcewell did not issue this solicitation or award any master agreement under a federal award. Responsibility for ensuring awareness, implementation, and compliance with all applicable federal procurement standards or requirements is that the Participating Entity. Compliance with all applicable federal, state, and local requirements, including those related to federal awards, is the responsibility of the Participating Entity.

Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote. 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. (For FEMA funded projects see paragraph X.)

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 Suppliers 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. (For FEMA funded projects see paragraph X.)

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.

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O. **Program Fraud and False or Fraudulent Statements or Related Acts.**
The Supplier 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** a**nd Video Surveillance Services** o**r 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. (For FEMA funded projects see paragraph X.)

T. **Domestic Preferences** f**or Procurements.**
To the extent applicable, Supplier certifies that during the term of this Contract, and any underlying contracts with Participating Entities, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

U. **Build America, Buy America Act (BABAA).**
Sourcewell issued the solicitation for an indefinite quantity cooperative purchasing master agreement which is available for use by eligible public agency Participating Entity. Sourcewell did not issue this solicitation or award any master agreement under a federal award. Responsibility for ensuring awareness, implementation, and compliance with all applicable federal procurement standards or requirements is that the Participating Entity. Compliance with all applicable federal, state, and local requirements, including those related to federal awards, is the responsibility of the Participating Entity.

Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote.

Contractors and their subcontractors who apply or bid for an award for an infrastructure project subject to the domestic preference requirement in the Build America, Buy America Act shall file the required certification to (insert name of recipient/subrecipient) with each bid or offer for an

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infrastructure project, unless a domestic preference requirement is waived by the federal awarding agency. Contractors and subcontractors certify that no federal financial assistance funding for infrastructure projects will be provided unless all the iron, steel, manufactured projects, and construction materials used in the project are produced in the United States. BABAA, Pub. L. No. 117-58, §§ 70901-52. Contractors and subcontractors shall also disclose any use of federal financial assistance for infrastructure projects that does not ensure compliance with BABAA domestic preference requirements. Such disclosures shall be forwarded to the recipient who, in turn, will forward the disclosures to the federal awarding agency; subrecipients will forward disclosures to the passthrough entity, who will, in turn, forward the disclosures to the federal awarding agency.

V. **Partnerships with Faith-Based and Neighborhood Organizations (Executive Order 14015, Feb. 14, 2021; Federal Register, Vol. 89, No. 43).**

A faith-based organization that participates in this program retains its independence from the Government and may continue to carry out its mission consistent with religious freedom and conscience protections in Federal law.

A faith-based organization may not use direct Federal financial assistance from Participating Entity and/or the federal government to support or engage in any explicitly religious activities except when consistent with the Establishment Clause and any other applicable requirements. An organization, business, non-profit organization, partnership, limited liability corporation or partnership, corporation, individual, or other entity receiving Federal financial assistance also may not, in providing services funded by Participating Entity and/or the federal government, or in their outreach activities related to such services, discriminate against a program beneficiary or prospective program beneficiary on the basis of religion, a religious belief, a refusal to hold a religious belief, or a refusal to attend or participate in a religious practice.

All organizations receiving federal money through Participating Entity to provide social services shall provide the following notice, in substance, to beneficiaries of the protections listed herein:

> "Name of Organization:
> Name of Program:
> Contact Information for Federal Grant Program Office (name, phone number, and email address, if appropriate):
>
> Because this program is supported in whole or in part by financial assistance from the Federal Government, we are required to let you know that:
>
> - We may not discriminate against you on the basis of religion, a religious belief, a refusal to hold a religious belief, or a refusal to attend or participate in a religious practice;
>
> - We may not require you to attend or participate in any explicitly religious activities (including activities that involve overt religious content such as worship, religious instruction, or proselytization) that may be offered by our organization, and any participation by you in such activities must be purely voluntary;

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- We must separate in time or location any privately funded explicitly religious activities (including activities that involve overt religious content such as worship, religious instruction, or proselytization) from activities supported with direct Federal financial assistance

- You may report violations of these protections, including any denials of services or benefits by an organization, by contacting or filing a written complaint with the grant program office using the contact information set forth above; and

- If you would like to seek information about whether there are any other federally funded organizations that provide these kinds of services in our area, please use the contact information set forth above.

This written notice must be given to you before you enroll in the program or receive services from the program, unless the nature of the service provided or exigent circumstances make it impracticable to provide the actual service. In such an instance, this notice must be given to you at the earliest available opportunity."

W. **Additional FEMA Recommended Provisions:**

1. Prohibition on Contracting for Covered Telecommunications Equipment or Services.

a. Definitions. As used in this clause, the terms backhaul; covered foreign country; covered telecommunications equipment or services; interconnection arrangements; roaming; substantial or essential component; and telecommunications equipment or services have the meaning as defined in FEMA Policy 405-143-1, Prohibitions on Expending FEMA Award Funds for Covered Telecommunications Equipment or Services (Interim), as used in this clause—

b. Prohibitions.

i. Section 889(b) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019, Pub. L. No. 115-232, and 2 C.F.R. § 200.216 prohibit the head of an executive agency on or after Aug.13, 2020, from obligating or expending grant, cooperative agreement, loan, or loan guarantee funds on certain telecommunications products or from certain entities for national security reasons.

ii. Unless an exception in paragraph (3) of this clause applies, the contractor and its **subcontractors** may not use grant, cooperative agreement, loan, or loan guarantee funds from the Federal Emergency Management Agency to:

(a) Procure or obtain any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology of any system;

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(b) Enter into, extend, or renew a contract to procure or obtain any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology of any system;

(c) Enter into, extend, or renew contracts with entities that use covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system; or

(d) Provide, as part of its performance of this contract, subcontract, or other contractual instrument, any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system.

c. Exceptions.

i. This clause does not prohibit Suppliers from providing—

(a) A service that connects to the facilities of a third-party, such as backhaul, roaming, or interconnection arrangements; or

(b) Telecommunications equipment that cannot route or redirect user data traffic or permit visibility into any user data or packets that such equipment transmits or otherwise handles.

ii. By necessary implication and regulation, the prohibitions also do not apply to:

(a) Covered telecommunications equipment or services that:

(1) Are not used as a substantial or essential component of any system; and

(2) Are not used as critical technology of any system.

(b) Other telecommunications equipment or services that are not considered covered telecommunications equipment or services.

d. Reporting requirement.

i. In the event the Supplier identifies covered telecommunications equipment or services used as a substantial or essential component of any system, or as critical technology as part of any system, during contract performance, or the Supplier is notified of such by a subcontractor at any tier or by any other source, the Supplier shall report the information in paragraph d.ii. of this clause to the recipient or subrecipient, unless elsewhere in this contract are established procedures for

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reporting the information.

ii. The **Supplier** shall report the following information pursuant to paragraph d.i of this clause:

(a) Within one business day from the date of such identification or notification: The contract number; the order number(s), if applicable; supplier name; supplier unique entity identifier (if known); supplier Commercial and Government Entity (CAGE) code (if known); brand; model number (original equipment manufacturer number, manufacturer part number, or wholesaler number); item description; and any readily available information about mitigation actions undertaken or recommended.

(b) Within 10 business days of submitting the information in paragraph d.ii.(b) of this clause: Any further available information about mitigation actions undertaken or recommended. In addition, the Supplier shall describe the efforts it undertook to prevent use or submission of covered telecommunications equipment or services, and any additional efforts that will be incorporated to prevent future use or submission of covered telecommunications equipment or services.

2. **Subcontracts.** The Supplier shall insert the substance of this clause, including this paragraph, in all subcontracts and other contractual instruments.

a. **Access to Records.** The Supplier agrees to provide (insert name of participating entity), (insert name of pass- through entity, if applicable), the FEMA Administrator, the Comptroller General of the United States, or any of their authorized representatives access to any books, documents, papers, and records of the Supplier which are directly pertinent to this contract for the purposes of making audits, examinations, excerpts, and transcriptions.

i. The Supplier agrees to permit any of the foregoing parties to reproduce by any means whatsoever or to copy excerpts and transcriptions as reasonably needed.

ii. The Supplier agrees to provide the FEMA Administrator or his authorized representatives access to construction or other work sites pertaining to the work being completed under the contract.

b. **DHS Seal, Logo, and Flags.** The Supplier shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre-approval. The Supplier shall include this provision in any subcontracts.

c. **Compliance with Federal Law, Regulations, And Executive Orders and Acknowledgement of Federal Funding.** This is an acknowledgement that FEMA financial assistance will be used to fund all or a portion of the contract. The Supplier will comply with all applicable federal law, regulations, executive orders, FEMA policies, procedures, and directives.

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d. **Copyright and Data Rights.**
License and Delivery of Works Subject to Copyright and Data Rights.

The Supplier grants to the (insert name of participating entity), a paid-up, royalty-free, nonexclusive, irrevocable, worldwide license in data first produced in the performance of this contract to reproduce, publish, or otherwise use, including prepare derivative works, distribute copies to the public, and perform publicly and display publicly such data. For data required by the contract but not first produced in the performance of this contract, the Supplier will identify such data and grant to the (insert name of participating entity) or acquires on its behalf a license of the same scope as for data first produced in the performance of this contract. Data, as used herein, shall include any work subject to copyright under 17 U.S.C. § 102, for example, any written reports or literary works, software and/or source code, music, choreography, pictures or images, graphics, sculptures, videos, motion pictures or other audiovisual works, sound and/or video recordings, and architectural works. Upon or before the completion of this contract, the Supplier will deliver to the (insert name of participating entity) data first produced in the performance of this contract and data required by the contract but not first produced in the performance of this contract in formats acceptable by the (insert name of participating entity).

e. **Build America, Buy America Act (BABAA) for Architectural and/or Engineering Contracts**
Build America, Buy America Act Preference.

Contractors and subcontractors agree to incorporate the Buy America Preference into planning and design when providing architectural and/or engineering professional services for infrastructure projects. Consistent with the Build America, Buy America Act (BABAA) Pub. L. 117- 58 §§ 70901-52, no federal financial assistance funding for infrastructure projects will be used unless all the iron, steel, manufactured projects, and construction materials used in the project are produced in the United States

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RFP 072826 - Fencing Materials and Products with Related Services

Vendor Details

Company Name:	OCALA FENCE LLC
Address:	311 NW 11TH PLACE OCALA, FL 34475
Contact:	Brandon Lower
Email:	brandon@ocalafence.com
Phone:	352-274-0823
HST#:	27-5050639

Submission Details

Created On:	Wednesday June 24, 2026 15:40:57
Submitted On:	Thursday July 23, 2026 09:38:24
Submitted By:	Brandon Lower
Email:	brandon@ocalafence.com
Transaction #:	ef17b7f1-26e5-48cb-bf5d-344d88752d23
Submitter's IP Address:	67.231.61.152

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Specifications

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Table 1: Proposer Identity & Authorized Representatives (Not Scored)

General Instructions (applies to all Tables) Provide a concise response to each question. Do not attach additional documents to your response without providing a substantive response within the Specification Tables; attachments should be SUPPLEMENTAL to your answers. Do not leave answers blank; respond “N/A” if the question does not apply to your organization and include an explanation why it does not apply.

Table 1 Specific Instructions. Sourcewell requires identification of all parties responsible for providing Solutions under a resulting master agreement(s) (Responsible Supplier). Proposers are strongly encouraged to include all potential Responsible Suppliers including any corporate affiliates, subsidiaries, DBA, and any other authorized entities within a singular proposal. All information required under this RFP must be included for each Responsible Supplier as instructed. Proposers with multiple Responsible Supplier options may choose to respond individually as distinct entities, however each response will be evaluated individually and only those proposals recommended for award may result in a master agreement. Entities that have not been awarded will not be added to an existing master agreement through the affiliation of the Proposer’s corporate organization.

#	Question	Response *	
1	Provide the legal entity name of the Proposer authorized to submit this Proposal.	Ocala Fence LLC	*
2	In the event of award, is the entity named in Line Item 1, the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, DBA, authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal.	Ocala Fence LLC	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	21FB3	*
5	Provide your NAICS code applicable to Solutions proposed.	238990	
6	Proposer Physical Address:	311 NW 11th Place Ocala, Florida 34475	*
7	Proposer website address (or addresses):	www.ocalafence.com	*
8	Identify the Proposer's Authorized Representative, include name, title, address, email address, and phone number. The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer.	Brandon Lower, President 311 NW 11th Place, Ocala FL 34475 brandon@ocalafence.com 352-274-0823	*
9	Identify the Proposer's primary contact for this proposal, include name, title, address, email address, and phone number:	Brandon Lower, President 311 NW 11th Place, Ocala FL 34475 brandon@ocalafence.com Office: 352-274-0823 Cell: 352-789-0269	*
10	Identify the Proposer’s other contacts for this proposal, if any, include name, title, address, email address, and phone number.	Johnny Palladino, Manager / General Manager 311 NW 11th Place, Ocala FL 34475 johnny@ocalafence.com Office: 352-274-0823 Cell: 352-817-7023	*

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Table 2A: Financial Viability and Marketplace Success (50 Points, applies to Table 2A and 2B)

#	Question	Response *	
11	Provide a brief history of your company and industry longevity related to the requested Solutions.	Ocala Fence, founded in 2011, is a family-owned fencing contractor with more than 25 years of industry experience providing perimeter security and fencing solutions for commercial, municipal, educational, and government clients. We specialize in chain-link, ornamental aluminum, vinyl, wood, custom gates, access control, and high-security fencing systems. We understand the unique requirements of public-sector projects, including safety compliance, project documentation, scheduling, and coordination with owners, engineers, and general contractors.	*
12	Describe what specific outcomes or deliverables your company anticipates upon receiving an award from Sourcewell.	Upon receiving a Sourcewell award, Ocala Fence will provide participating agencies with a streamlined, competitively priced procurement solution for high-quality fencing and perimeter security projects. We will deliver responsive customer service, timely project execution, transparent pricing, and consistent communication throughout every phase of the project. Our goal is to help public entities reduce procurement time, ensure compliance, and receive durable, code-compliant fencing solutions backed by experienced project management and dependable installation services.	*
13	Provide non-confidential indicators that demonstrate your organization's financial strength and long-term stability. Acceptable examples include such items as: • Annual revenue range (select a range—do not provide confidential statements) • Years in business • Publicly available SEC filings (if applicable) • Third party credit scores or ratings (e.g., D&B, bond ratings) • Letters of credit or financial backing from a banking institution Upload supporting documents (as applicable in the document upload section of your response). DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE	•Annualrevenuerange: $5-10 Million •Yearsinbusiness: 15 Years •Thirdpartycreditscoresorratings: •Lettersofcreditorfinancialbackingfromabanking institution: TD BANK 350K, WELLS FARGO 100K, COGENT BANK 500K	*

	INFORMATION. Refer to RFP Section VI. Subsection E. Disposition of Proposals.		
14	Describe your US market share for your proposed Solutions. OR Provide the number of US Education and Government entities you have served over the past three (3) years, along with the total number of states where you have made sales.	Over the past three years, Ocala Fence has served 37 government entities across Florida (1 state), completing 100+ public-sector projects	*
15	Describe your Canadian market share for your proposed Solutions. OR Provide the number of Canadian Education and Government entities you have served over the past three (3) years, along with the total number of provinces where you have made sales.	Ocala Fence does not currently conduct business in the Canadian market and has not provided products or services to Canadian education or government entities within the past three years.	*
16	Does your organization have any ongoing or completed bankruptcy proceedings, or have you been included as a possible Responsible Party within the past seven years? If yes, please explain. The proposer must provide notice in writing to Sourcewell if it enters bankruptcy proceedings at any time during the pendency of this RFP.	Ocala Fence has never filed for bankruptcy	*
17	Does your organization have any current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years? If so, please explain. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	No. Ocala Fence, its principals, and any proposed Responsible Parties have not been debarred or suspended from doing business with any federal, state, or local government agency within the past seven (7) years	*
18	Describe any relevant industry awards or achievements that your organization has received in the past three (3) years, including the year received.	Ocala Fence has won "The Best of 352" in both 2024 & 2025	*
19	What percentage of your sales were to the government sector in the past three (3) years? This and the following line should not exceed 100%.	30.92%	*
20	What percentage of your sales were to the education sector in the past three (3) years? This and the previous line should not exceed 100%.	21.36%	*
21	List all state and cooperative purchasing agreements that you hold. Include the sales volume for each of these agreements over the past three (3) years.	Ocala Fence does not currently hold any state or cooperative purchasing agreements and, therefore, has no associated sales volume to report for the past three (3) years.	*

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22	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. Include the sales volume for each of these contracts over the past three (3) years.	Ocala Fence does not currently hold any U.S. General Services Administration (GSA) contracts. Ocala Fence is pursuing a Sourcewell contract as its first national cooperative purchasing opportunity and is committed to providing public agencies with competitively awarded, high-quality fencing and perimeter security solutions supported by responsive service and dependable project execution.	*

Table 2B: References/Testimonials

Line Item 23. Supply reference information from three customers **who are eligible** to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
The AD Morgan	Tony Howard	813-785-1113	*
St. Lucie County	Curtis Chancey	772-834-1341	*
Allstate Construction	Joe Nealon	850-528-6196	*
Ocala International Airport	Michael Baker	352-572-0492	

Table 3: Ability to Sell and Deliver Solutions (150 Points)

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable.

#	Question	Response *	
24	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). 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? 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	B: Ocala Fence is best described as a full-service provider of fencing, gates, and perimeter security solutions. We also manufacture select products in-house and serve as an authorized dealer/reseller for leading fencing, gate operator, and access control manufacturers when required to provide complete customer solutions. Our sales, project management, installation, and service teams are direct employees of Ocala Fence and are responsible for delivering the products and services proposed in this RFP. We manage projects from design and procurement through installation, warranty, and ongoing service. When manufacturer support or specialized subcontractors are utilized, they work in coordination with our team, while Ocala Fence remains the customer's single point of contact and is fully accountable for project delivery and customer satisfaction.	

	party?		
25	Describe your sales force, their locations (e.g., regions, territories), number of direct employees (full-time equivalents) involved in each sector (GOV/EDU), and overlap between sales and service, as it relates to the requested Solutions.	Ocala Fence serves customers throughout Florida with dedicated Sales and Service teams. Sales Team: Our sales team consists of 4 sales associates supported by 6 office staff. This team is responsible for customer engagement, estimating, proposal development, contract administration, and project coordination. Dedicated commercial coordinators and project managers oversee each commercial project to ensure effective communication and execution.	*
26	Describe your network of Authorized Sellers who will deliver Solutions, including the number and locations of dealers, distributors, resellers, and other distribution methods, as it relates to the requested Solutions.	Ocala Fence delivers all proposed solutions through our in-house sales, project management, installation, and service teams, serving customers throughout Florida. We maintain established supplier relationships with Stephens Pipe & Steel, Fencing Supply Group, Catalyst Fence Solutions, Antebellum Manufacturing, Oldcastle, and Barrette Outdoor Living to ensure reliable access to quality materials and products. Ocala Fence remains the single point of responsibility for procurement, installation, warranty, and customer support.	*
27	Describe your service force, their locations (e.g., regions, territories), number of direct employees (full-time equivalents) involved in each sector (GOV/EDU), and overlap between sales and service, as it relates to the requested solutions.	Service Team: Our service team consists of 19 field employees supported by 6 warehouse staff. Field superintendents and installation crews are responsible for project scheduling, installation, quality control, warranty service, repairs, and ongoing maintenance, ensuring timely and professional project delivery.	*
28	Describe the ordering process from sales/consultation, how the order is placed, through project/order fulfillment. If orders are handled by distributors, dealers, or others, explain their roles and responsibilities in the ordering process.	Ocala Fence's ordering process begins with a customer consultation managed through JobNimbus, followed by site evaluation, digital estimating, and takeoffs completed in ArcSite. Once approved, QuickBooks is used to generate purchase orders and manage billing. Materials are purchased directly from our established suppliers, while Ocala Fence manages all project management, installation, quality control, warranty, and customer support using our in-house team. Ocala Fence remains the single point of contact from order through project completion.	*
29	Describe, in detail, the process and procedure of your customer service program. Include your response –times, escalation protocols, issue resolution timeframes, as well as any incentives that help your providers meet your stated service goals or promises.	Customer inquiries receive a same-day response, with urgent issues prioritized immediately. Service requests are handled by the project manager and escalated to senior management as needed. Most warranty and service issues are resolved within 3–5 business days, depending on the scope of work and material availability. Our project managers and field supervisors are accountable for delivering timely communication and quality customer service.	*

30	Describe your capability to provide the requested Solutions to Sourcewell participating entities in the United States.	Ocala Fence has the personnel, equipment, and supplier partnerships to provide turnkey fencing and perimeter security solutions to Sourcewell participating entities throughout Florida, South Georgia, and Alabama. Our in-house sales, project management, installation, and service teams deliver responsive project execution, warranty support, and ongoing customer service from start to finish.	*
31	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Ocala Fence does not currently provide installation or field services in Hawaii, Alaska, or U.S. Territories. Services under this contract are limited to Florida, South Georgia, and Alabama. Requests outside of our service area would be evaluated on a case-by-case basis and may be subject to additional transportation, mobilization, scheduling, or subcontracting requirements.	
32	Describe your capability to provide the requested Solutions to Sourcewell participating entities in Canada.	Ocala Fence does not currently provide installation or field services in Canada. Our Sourcewell offering is limited to Florida, South Georgia, and Alabama.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Ocala Fence will fully serve Sourcewell participating entities in Florida, South Georgia, and Alabama. Requests outside our stated service area may be reviewed on a case-by-case basis and may be subject to additional mobilization, travel, scheduling, or subcontracting requirements.	*
34	Identify any account type or Participating Entity type from the RFP that will not have full access to the requested Solutions if an agreement is awarded, along with the reason(s) why.	Ocala Fence does not restrict access by account type or Participating Entity type. Eligible Sourcewell participating entities, including government, education, nonprofit, and public sector customers, will have full access to the requested solutions within our stated service area of Florida, South Georgia, and Alabama. Any limitations would be based only on geographic service area, project scope, site conditions, or applicable permitting and regulatory requirements, not on the type of participating entity.	*
35	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes. Ocala Fence will extend the terms and pricing of any awarded Sourcewell Master Agreement to eligible nonprofit entities within our service area, consistent with the terms and conditions of the agreement.	*

Table 4: Marketing Plan (100 Points)

#	Question	Response *	
36	Describe your marketing strategy, including tactics/methods and timelines for promoting this opportunity to participating entities for the requested solutions.	Upon contract award, we will implement a targeted marketing strategy to promote our Sourcewell contract to eligible participating entities nationwide. Within the first 30 days, we will announce the contract through email campaigns to our existing government customers, update our website with a dedicated Sourcewell purchasing page, and train our sales representatives on the contract details and purchasing process. During the first 90 days, our sales team will conduct direct outreach to	*

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	Upload optional samples of your marketing materials.	municipalities, school districts, counties, and other eligible agencies while promoting the contract through social media and targeted digital advertising. On an ongoing basis, we will continue promoting the contract through regular email campaigns, website updates, social media, and sales outreach, while collaborating with Sourcewell by utilizing available supplier marketing resources and promotional opportunities to increase awareness and simplify the purchasing process for agencies seeking professional fencing solutions.	
37	Describe your use of technology and digital data (e.g., specific social media platforms, metadata usage) to enhance and/or optimize your marketing strategy described above.	We utilize a combination of digital marketing tools and data analytics to maximize the effectiveness of our marketing efforts. Our social media strategy includes platforms such as Facebook, LinkedIn, and Instagram to showcase completed projects, share industry updates, and promote our Sourcewell contract to public sector audiences. We use targeted digital advertising, website analytics, and campaign performance metrics to measure engagement, optimize content, and improve outreach. Email marketing platforms allow us to segment existing government and municipal contacts, monitor open and click-through rates, and refine future communications. Our website incorporates search engine optimization (SEO) and analytics to help participating entities easily find Sourcewell purchasing information and to evaluate the effectiveness of our marketing initiatives.	*
38	In your view, what is Sourcewell's role in promoting agreements resulting from this RFP?	We view Sourcewell as a valuable partner in promoting awarded contracts by providing a nationally recognized cooperative purchasing platform that connects participating entities with qualified suppliers. Sourcewell's role includes maintaining a searchable online contract directory, providing supplier marketing resources, promoting cooperative purchasing through its network, and creating opportunities for supplier visibility through events, webinars, and other outreach initiatives. While we recognize that Sourcewell plays an important role in increasing contract awareness, we believe the primary responsibility for marketing the contract rests with our company. We are committed to actively promoting our Sourcewell contract through targeted marketing, direct customer outreach, and ongoing collaboration with Sourcewell to maximize contract utilization and deliver value to participating entities.	*
39	Describe how your organization will integrate a Sourcewell awarded agreement (e.g., training, incentives) into your sales process.	Upon contract award, we will fully integrate the Sourcewell agreement into our sales process through employee training, standardized sales procedures, and ongoing communication. Our sales team will be trained on the benefits of cooperative purchasing through Sourcewell, contract pricing, eligibility requirements, and the purchasing process to ensure they can confidently assist participating entities. The Sourcewell contract will be incorporated into our CRM, proposals, marketing materials, and sales presentations so representatives can consistently identify and present the cooperative purchasing option when appropriate. Sales representatives will be encouraged to promote the Sourcewell contract as a streamlined, compliant procurement solution that helps public agencies save time and reduce administrative effort.	
40	Are your Solutions available through an e-Procurement or e-Commerce ordering process? If so, describe	While our fencing solutions are not sold through a traditional e-commerce platform due to the custom nature of each project, we utilize several digital systems to streamline the procurement and project management process. We use ArcSite to create accurate site layouts, measurements, and professional proposals, and JobNimbus to manage	*

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	your system(s) AND provide one (1) example of how governmental and educational customers have successfully utilized them.	customer communications, estimates, contracts, scheduling, and project documentation throughout the project lifecycle. When required by general contractors or public agencies, we also collaborate through Procore to manage project documentation, submittals, schedules, and communication. Governmental and educational customers have successfully utilized these systems by receiving electronic proposals, reviewing project layouts, executing contracts digitally, and tracking project documentation electronically, resulting in a more efficient, transparent, and organized procurement and project delivery process.	

Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

#	Question	Response *	
41	Describe any training programs related to your proposed Solution(s) available to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, delivery methods, and any costs that apply.	Ocala Fence provides standard project-specific training as part of each installation, including operation, safety, and basic maintenance for fencing, gates, and access control systems. Training is conducted by our project managers and installation team during project closeout and is included at no additional cost. Additional operator, maintenance, or system-specific training can be provided upon request for larger or more complex installations. Manufacturer-supported training and documentation are also available when applicable.	*
42	Describe any technological advances that your proposed Solutions offer.	Ocala Fence leverages advanced technology throughout the project lifecycle to improve accuracy, efficiency, and customer service. We use ArcSite for digital site measurements, estimating, and takeoffs; JobNimbus for customer relationship management and project tracking; and QuickBooks for purchasing and billing. For fabrication, we utilize FabCAD and Autodesk Fusion 360 to design and manufacture custom gates and precision-fabricated components. We also use Procore, ConstructConnect, BuildingConnected, PlanHub, SAM.gov, OpenGov, and other industry-leading bidding and project management platforms to efficiently identify opportunities, collaborate with project stakeholders, and manage commercial and public sector projects. These technologies enable Ocala Fence to deliver accurate estimates, streamlined project execution, and high-quality fencing and perimeter security solutions.	*
43	Describe any sustainability initiatives or certifications that relate to your organization and/or proposed Solutions. If applicable, describe the certification(s) for each initiative.	Ocala Fence is committed to sustainable business practices by minimizing material waste through accurate digital estimating and efficient fabrication processes. We collect vinyl fabrication scraps and return them to the manufacturer for regrinding and reuse. We also maintain dedicated steel and aluminum recycling dumpsters, with all scrap materials collected and sent to recycling facilities. While Ocala Fence does not currently maintain formal sustainability certifications, we continuously implement responsible recycling and waste reduction practices that improve resource efficiency and	*

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		support environmental stewardship.	
44	Describe any third-party issued, eco- labels, ratings, or certifications that your proposed solutions hold.	While Ocala Fence does not maintain its own third-party environmental certifications, several of the manufacturers whose products we supply hold recognized environmental certifications and sustainability credentials. For example, Barrette Outdoor Living and Catalyst Fence Solutions offer products that are supported by third-party environmental certifications, recycled content initiatives, and other sustainability programs, depending on the specific product line. Product-specific eco-labels, environmental documentation, and certification information are available from the manufacturer upon request.	*
45	What aspects of your company, solutions, or services are truly unique in the marketplace, and why are these unique advantages meaningful for Sourcewell participating entities?	Ocala Fence differentiates itself by providing a true turnkey approach to perimeter security. Unlike many contractors that rely heavily on subcontractors, we self-perform nearly every aspect of a project—including estimating, permitting, custom gate fabrication, project management, installation, automation, access control integration, warranty service, and ongoing maintenance. We also manage all project administration, including schedules of values (SOVs), pay applications, project documentation, and closeout packages. Our in-house fabrication capabilities, combined with advanced design and project management technology, allow us to deliver customized solutions with greater quality control, faster turnaround times, and consistent project execution. For Sourcewell participating entities, this means a single, accountable partner from design through closeout, with responsive local service, reduced project risk, streamlined administration, and reliable delivery of high-quality fencing and perimeter security solutions throughout our service area.	*

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Table 5B: Value-Added Attributes

Select any business certifications that your company or partners have obtained. Upload your confirming documentation.

Select all that apply below.

#	Certification	Offered	Comment	
46	Minority Business Enterprise (MBE)	○ Yes ◉ No	N/A	*
47	Women Business Enterprise (WBE)	○ Yes ◉ No	N/A	*
48	Disabled-Owned Business Enterprise (DOBE)	○ Yes ◉ No	N/A	*
49	Veteran-Owned Business Enterprise (VBE)	○ Yes ◉ No	N/A	*
50	Service-Disabled Veteran-Owned Business (SDVOB)	○ Yes ◉ No	N/A	*
51	Small Business Enterprise (SBE)	○ Yes ◉ No	N/A	*
52	Small Disadvantaged Business (SDB)	○ Yes ◉ No	N/A	*
53	Women-Owned Small Business (WOSB)	○ Yes ◉ No	N/A	*

Table 6A: Pricing (400 Points, applies to Table 6A and 6B)

Provide detailed pricing information in the questions that follow below.

#	Question	Response *	
54	Describe your payment terms.	Our standard payment terms are Net 30 from the date of invoice. For larger or phased projects, invoicing may be based on agreed-upon project milestones or completed work in accordance with the contract. We understand that certain governmental and educational projects may include retainage or other agency-specific payment requirements, and we are experienced in working within those contractual terms. We strive to maintain clear communication and timely invoicing to ensure an efficient payment process for all participating entities.	*
55	Describe your accepted payment methods. For credit card/procurement card (pCard), describe any fees	We accept payment by ACH/electronic funds transfer (EFT), check, wire transfer, and major credit cards, including procurement cards (pCards). Customers may also make secure online payments through our payment platform. Payments made by credit card or procurement card through our	

	associated with these methods.	online payment platform are subject to a 3% payment processing (platform) fee, which is automatically applied by the payment system at the time of payment. No additional fees apply to payments made by ACH/EFT, check, or wire transfer.	
56	Describe available leasing, financing, or as-a-service options, including key features and any third-party providers or financial partners used.	We offer financing options for qualified customers through Wells Fargo Outdoor Solutions. Qualified customers may take advantage of promotional financing, including 12 months of interest-free financing on eligible projects, subject to credit approval. Financing terms and eligibility are determined by the financing provider. We do not currently offer leasing or as-a-service options for our fencing solutions.	*
57	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	For projects performed under an awarded Sourcewell agreement, we utilize standardized transaction documents to ensure clear communication, consistent project execution, and customer approval. These documents typically include a detailed project proposal with itemized pricing, product specifications, site drawings, project scope, estimated installation schedule, and our standard terms and conditions. Our terms and conditions address payment terms, warranties, scheduling requirements, licensing and insurance, permitting responsibilities, utility locating, and other project-specific requirements. Documents are provided electronically for customer review and digital signature to streamline the procurement process. A sample proposal, site plan, and standard terms and conditions are included with this response as examples of the documents we use with our customers.	*
58	Describe your pricing model AND quantify the proposed discount(s) offered. If proposed pricing is Line-Item Pricing, Proposer must submit: A. For each Line, provide your list/MSRP, the offered discount(s), and the ”Master Agreement Price”. B. If proposed pricing is a Percentage Discount from Catalog or Category, one of the following MUST be submitted: (1) an active URL to a current published online catalog; OR (2) a complete price file with current pricing. Refer to RFP Section III. Pricing for additional guidance.	Ocala Fence's pricing is based on the attached Price Catalog, which provides unit pricing for fencing products and services on a linear-foot basis, along with pricing for related components and installation where applicable. Sourcewell participating entities will receive a 10% discount from the published catalog pricing for eligible products and services under the awarded Master Agreement. Project pricing will be developed using the catalog pricing, with adjustments only for project-specific factors such as permitting, engineering, unusual site conditions, or owner-requested changes that are outside the scope of the published catalog. Any such adjustments will be clearly identified in the proposal. A complete current Price Catalog is included with this proposal in accordance with the RFP requirements.	*
59	Provide details of any quantity	Ocala Fence does not offer rebate programs. In addition to the	*

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	or volume discounts, as well as any rebate programs that are available in addition to the proposed pricing structure discounts.	standard 10% discount from our published Price Catalog, we may offer additional volume discounts for large or multi-phase projects based on project size, material quantities, scheduling efficiencies, and overall scope of work. Any additional volume discount will be evaluated on a case-by-case basis and reflected in the project proposal when applicable.	
60	Describe your method of facilitating non-contracted products or related services and define the associated costs/fees.	When requested by a participating entity, Ocala Fence can provide non-contracted products or related services that are complementary to the awarded solutions, such as specialty hardware, access control components, site improvements, demolition, temporary fencing, or other project-specific requirements. These items are quoted separately and clearly identified as non-contract items. Pricing for non-contracted products and services is based on current material costs, labor, equipment, and project-specific requirements. No additional administrative or handling fees are assessed beyond the quoted price, and all non-contract items require customer approval prior to procurement or installation.	*
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.	Ocala Fence's proposals are intended to include all costs necessary to furnish and install the specified fencing solution. Items not included unless specifically identified in the proposal may include permit fees, engineering or signed and sealed drawings, surveys, utility relocations, special inspections, prevailing wage requirements, sales tax (where applicable), and unforeseen site conditions such as rock excavation, unsuitable soils, or underground obstructions. Any project-specific exclusions or additional costs will be clearly identified in the proposal prior to contract award. Ocala Fence does not charge separate administrative, handling, or processing fees.	*
62	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) in the contiguous United States.	Ocala Fence is a turnkey fencing contractor and service provider, not a retail or product distribution company. Our installation, delivery, and field services are limited to our established service area of Florida, South Georgia, and South Alabama. Freight, shipping, and delivery costs within our service area are project-specific and included in each proposal based on material requirements, supplier location, jobsite location, equipment needs, and mobilization. We do not maintain a separate nationwide freight or shipping program for the contiguous United States. Requests outside our service area may be evaluated on a case-by-case basis and may be subject to additional transportation, mobilization, or logistics costs if service is determined to be feasible.	*
63	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) for Alaska, Hawaii, Canada, or any offshore delivery.	Ocala Fence is a turnkey fencing contractor and service provider, not a retail or product distribution company. Our installation, delivery, and field services are limited to our established service area of Florida, South Georgia, and South Alabama. As a result, we do not maintain freight, shipping, or delivery programs for Alaska, Hawaii, Canada, or offshore locations. Requests outside our service area would be evaluated on a case-by-case basis and may be subject to additional transportation,	*

		mobilization, or logistics costs if service is determined to be feasible.	
64	Describe any unique distribution, delivery, or deployment methods offered in your proposal.	Ocala Fence provides a turnkey, self-performed delivery and deployment model that minimizes subcontracting and ensures consistent quality. Our in-house team manages every phase of the project, including estimating, permitting, CAD design, custom gate fabrication, procurement, project management, installation, inspections, closeout documentation, warranty service, and ongoing maintenance. Using ArcSite, JobNimbus, QuickBooks, FabCAD, and Autodesk Fusion 360, we streamline project planning, material management, fabrication, scheduling, and customer communication. This integrated approach provides Sourcewell participating entities with a single point of contact, improved quality control, faster project execution, and reliable delivery from project award through completion.	*
65	Describe any self-audit processes or programs that you will employ to verify that Sourcewell participating entities have obtained Agreement pricing and to verify compliance with the resulting Agreement.	Ocala Fence will use ArcSite, JobNimbus, QuickBooks, and project records to track all Sourcewell transactions and verify that participating entities receive the correct contract pricing. ArcSite is used to generate proposals, estimate material quantities, and track project margins, while JobNimbus manages customer and project records, and QuickBooks tracks purchase orders, invoicing, and billing. We will periodically review proposals, purchase orders, invoices, and completed projects to ensure compliance with the Master Agreement, pricing requirements, and reporting obligations. Any discrepancies identified during internal reviews will be promptly corrected, and management will oversee compliance and continuous process improvement throughout the term of the Agreement.	*
66	Provide a list of internal metrics that will be tracked to measure the success of a resulting Agreement.	Ocala Fence will track key performance metrics to measure the success of the Sourcewell Agreement, including contract sales volume, number of participating entities served, quote response time, project completion timelines, on-time delivery and installation, customer satisfaction, warranty and service response times, safety performance, project closeout completion, and repeat customer business. These metrics are reviewed internally to identify opportunities for continuous improvement and ensure consistent, high-quality service to Sourcewell participating entities.	*
67	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The	Ocala Fence proposes an Administrative Fee of 2.5% of all completed transactions under the awarded Sourcewell Master Agreement. The Administrative Fee will be calculated based on the total value of completed sales to participating entities during each reporting period and remitted to Sourcewell in accordance with the terms and conditions of the Master Agreement.	*

	Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.		

Table 6B: Pricing Offered

#	The Pricing for this Proposal is: *	Specify the basis for the pricing offered, include unique circumstances or justifications	
68	As good as or better than pricing typically offered through our existing cooperative contracts, state contracts, or agencies.	Ocala Fence's pricing is based on our standard commercial and public sector pricing structure and reflects competitive market pricing for turnkey fencing and perimeter security solutions. The proposed Sourcewell pricing includes a 10% discount from our published Price Catalog, with additional volume discounts available for qualifying projects. Our pricing is designed to be as good as or better than pricing typically offered through other procurement methods, while providing Sourcewell participating entities with the added benefits of cooperative purchasing, simplified procurement, and comprehensive turnkey services.	*

Table 7A: Depth and Breadth of Offered Solutions (200 Points, applies to Table 7A and 7B)

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

#	Category or Type	Offered *	Provide a detailed description of all solutions offered.	
69	Perimeter Fencing - Chain Link	(•) Yes ( ) No	Ocala Fence provides complete turnkey chain link fencing solutions for commercial, industrial, municipal, educational, utility, transportation, and government applications. Our capabilities include new installations, replacements, repairs, and custom perimeter security systems designed to meet project-specific performance, security, and aesthetic requirements. Our offerings include galvanized and vinyl-coated chain link fencing in a variety of heights, gauges, and mesh sizes, with standard and custom framework options. We install security enhancements such as barbed wire, razor wire, privacy screening, windscreen, anti-climb mesh, and crash-rated or high-security fencing where required. We also provide pedestrian and vehicular chain link gates, cantilever gates, slide gates, swing gates, gate operators, access control integration, and perimeter security accessories. Ocala Fence self-performs project management, permitting, fabrication, installation, quality control, warranty service, and ongoing maintenance.	*

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			Using advanced estimating, design, and fabrication technology, we deliver durable, code-compliant chain link fencing systems that meet the operational, security, and budget requirements of Sourcewell participating entities.	
70	Perimeter Fencing - Wood	(•) Yes ( ) No	Ocala Fence provides turnkey wood fencing solutions for commercial, municipal, educational, parks, recreational, and residential applications. We install new wood fencing, replacements, repairs, and custom-built fencing designed to meet project-specific security, privacy, and aesthetic requirements. Our capabilities include pressure-treated pine, cedar, and other wood fencing options in a variety of styles, including privacy, board-on-board, shadowbox, picket, ranch, split rail, and custom designs. We also fabricate and install custom wood gates with a variety of hardware and access solutions to meet operational needs. Ocala Fence self-performs estimating, permitting, project management, installation, quality control, warranty service, and ongoing maintenance. Our experienced team delivers durable, code-compliant wood fencing systems designed to provide long-term performance and value for Sourcewell participating entities.	*
71	Perimeter Fencing - Vinyl	(•) Yes ( ) No	Ocala Fence provides turnkey vinyl fencing solutions for commercial, municipal, educational, parks, recreational, and residential applications. We install new vinyl fencing, replacements, repairs, and custom fencing systems designed to provide long-lasting, low-maintenance perimeter security and privacy. Our offerings include privacy, semi-privacy, picket, ranch, and decorative vinyl fencing in a variety of colors, styles, and heights. We also install matching pedestrian and vehicular gates, reinforced gate systems utilizing structural aluminum extrusions, and custom vinyl solutions to meet project-specific requirements. Ocala Fence self-performs estimating, permitting, project management, installation, quality control, warranty service, and ongoing maintenance. Through partnerships with leading manufacturers, we deliver durable, UV-resistant, code-compliant vinyl fencing systems designed for long-term performance with minimal maintenance.	*
72	Perimeter Fencing - Composite	(•) Yes ( ) No	Ocala Fence provides turnkey composite fencing solutions for commercial, municipal, educational, parks, recreational, and residential applications. We install new composite fencing, replacements, repairs, and custom fencing systems that combine the appearance of wood with the durability and low-maintenance benefits of composite materials. Our offerings include privacy, decorative, and custom composite fencing in a variety of colors, textures, and styles, along with matching gates and hardware to meet project-specific security and aesthetic requirements. Ocala Fence self-performs estimating, permitting, project management, installation, quality control, warranty service, and ongoing maintenance. Through partnerships with leading manufacturers, we deliver durable,	*

			weather-resistant, low-maintenance composite fencing systems designed for long-term performance and value.	
73	Perimeter Fencing - Ornamental (steel, aluminum, wrought iron)	(•) Yes ( ) No	Ocala Fence provides turnkey ornamental fencing solutions for commercial, municipal, educational, parks, recreational, industrial, and government applications. We install new ornamental fencing, replacements, repairs, and custom perimeter security systems designed to provide both security and architectural appeal. Our offerings include ornamental steel, aluminum, and wrought iron fencing in a variety of heights, styles, colors, and finishes. We also provide custom fabrication, pedestrian and vehicular gates, cantilever and swing gates, gate automation, access control integration, and decorative and high-security enhancements to meet project-specific requirements. Ocala Fence self-performs estimating, permitting, project management, fabrication, installation, quality control, warranty service, and ongoing maintenance. Through partnerships with leading manufacturers and our in-house fabrication capabilities, we deliver durable, corrosion-resistant, code-compliant ornamental fencing systems designed for long-term performance and security.	*
74	Perimeter Fencing - Concrete/masonry	( ) Yes (•) No	Ocala Fence does not offer masonry fencing at this time	
75	Safety & Environmental Protection - Security Fencing	(•) Yes ( ) No	Ocala Fence provides turnkey security fencing solutions designed to protect people, property, and critical infrastructure for government, education, utility, transportation, industrial, and commercial facilities. Our solutions are tailored to meet site-specific security, safety, and environmental requirements while complying with applicable codes and project specifications. Our capabilities include high-security chain link, ornamental steel, anti-climb fencing, welded wire systems, crash-rated barriers, barbed wire, razor wire, security screening, controlled access gates, gate automation, and access control integration. We also provide custom gate fabrication and perimeter security enhancements to meet specialized operational and security needs. Ocala Fence self-performs estimating, permitting, project management, fabrication, installation, quality control, warranty service, and ongoing maintenance, delivering durable, code-compliant security fencing systems that provide long-term protection and reliability.	
76	Safety & Environmental Protection - Ballistic-rated fencing	(•) Yes ( ) No	While Ocala Fence has not yet installed ballistic-rated fencing systems, our team has the technical knowledge and project management expertise to successfully deliver these specialized solutions. Through partnerships with qualified manufacturers, we can procure and install ballistic-rated fencing systems that meet project specifications and applicable performance standards. Ocala Fence provides turnkey services including estimating, permitting, project management, installation, quality control, and warranty support,	

			ensuring all ballistic-rated systems are installed in accordance with manufacturer requirements and project specifications.	
77	Safety & Environmental Protection - Crash-related fencing	◉ Yes ○ No	Ocala Fence has experience installing crash-rated fencing, gates, and perimeter security systems for applications requiring enhanced vehicle mitigation and site protection. We work with leading manufacturers to provide crash-rated solutions that meet project-specific requirements and applicable performance standards. Our turnkey services include estimating, permitting, project management, installation, quality control, warranty support, and ongoing maintenance. Ocala Fence ensures all crash-rated systems are installed in accordance with manufacturer specifications and project requirements to provide reliable perimeter protection.	
78	Safety and Environmental Protection - Noise reduction or sound attenuation fencing	◉ Yes ○ No	Ocala Fence provides engineered noise reduction and sound attenuation fencing systems designed to minimize sound transmission from highways, roadways, rail corridors, industrial facilities, utilities, schools, parks, and commercial developments. These systems are constructed using specialized acoustical panels manufactured from composite, concrete, metal, or other sound-absorbing materials engineered to reduce noise levels while maintaining security, durability, and aesthetics. Our solutions are available in a variety of heights, finishes, colors, and architectural designs and can be integrated with security fencing, gates, and access control systems to meet site-specific requirements. We work with leading manufacturers to provide products that meet project specifications for acoustical performance, wind loads, and structural requirements.	
79	Temporary Solutions - Portable Fencing	◉ Yes ○ No	Ocala Fence provides portable fencing solutions for construction sites, public events, emergency response, utilities, municipalities, schools, parks, and other temporary security applications. Our portable fencing systems are designed for rapid deployment and relocation while providing secure, durable perimeter protection. Our offerings include freestanding chain link fence panels, driven-post temporary fencing, pedestrian and vehicle access gates, privacy screens, windscreen, barricades, and custom temporary enclosure solutions. Systems are available in a variety of heights and configurations to meet project-specific security, safety, and access requirements.	
80	Temporary Solutions - Privacy Panels	◉ Yes ○ No	Ocala Fence provides temporary privacy panel solutions for construction sites, public events, schools, utilities, municipalities, and other applications requiring visual screening and enhanced site security. Privacy panels help restrict visibility, reduce dust and debris migration, improve site appearance, and enhance public safety. Our offerings include privacy screens, windscreen, mesh panels, printed graphics, and opaque screening designed for installation on temporary chain link fencing and barricade systems. Panels are available in various colors, materials, and opacity levels to meet project-specific privacy, branding, and environmental requirements. Ocala Fence provides turnkey delivery, installation, maintenance,	

			relocation, and removal services, ensuring temporary privacy systems remain secure, functional, and professionally maintained throughout the project duration.	
81	Temporary Solutions - Rental Fencing	◉ Yes ○ No	Ocala Fence provides temporary rental fencing solutions for construction sites, special events, emergency response, utilities, municipalities, schools, parks, and commercial projects. Our rental inventory is designed to provide secure, flexible perimeter protection for both short-term and long-term applications. Our offerings include temporary chain link fence panels, driven-post fencing, pedestrian and vehicle gates, privacy screens, windscreen, barricades, and custom site access solutions. Rental systems are available in multiple heights and configurations to meet project-specific security, safety, and access requirements.	
82	Please describe other Solutions not specifically mentioned in this Table 7A, that are within the scope of this RFP.	◉ Yes ○ No	In addition to the solutions identified in Table 7A, Ocala Fence provides a full range of perimeter security and site access solutions, including gate automation, access control systems, custom gate fabrication, cantilever and slide gates, ornamental railings, bollards, security barriers, dumpster enclosures, sports and athletic fencing, dog parks, playground fencing, pedestrian barriers, handrails, guardrails, and custom welded fabrication. We also provide turnkey services including site evaluations, estimating, engineering coordination, permitting, project management, fabrication, installation, repairs, preventive maintenance, warranty service, and emergency fence and gate repairs. These solutions enable Ocala Fence to deliver complete perimeter security and access management systems tailored to the needs of Sourcewell participating entities.	*

Table 7B: Depth and Breadth of Offered Solutions - Industry Specific

#	Question	Response *	
83	Describe assembly and installation services offered including whether third parties are involved. Include if installers hold any certifications or specific training.	Ocala Fence provides turnkey assembly and installation services using our in-house installation team and does not routinely rely on third-party installers. Our crews perform all aspects of installation, including layout, excavation, concrete placement, fence installation, custom gate installation, gate automation, access control integration, and project closeout. Our team includes certified welders and forklift-certified operators, and we conduct weekly OSHA safety meetings to reinforce safe work practices and regulatory compliance. Employees also receive ongoing manufacturer and hands-on field training for fencing systems, gate operators, and access control equipment, ensuring consistent quality, safety, and workmanship on every project.	*
84	Describe safety features your fencing solutions offer such as anti-cut, anti-climb, or grounding protection for metal fencing etc.	Ocala Fence offers a wide range of safety and security features designed to meet the specific requirements of each project. Available options include anti-climb fencing, anti-cut welded wire and high-security mesh systems, barbed wire, razor wire, privacy screening, tamper-resistant hardware, reinforced gates, and controlled access systems with gate automation and access control integration. Additional safety features such as crash-rated barriers, pedestrian safety gates, self-closing and self-latching hardware, and custom security	*

		enhancements are available to meet the operational and security needs of Sourcewell participating entities.	
85	Describe any design or engineering services offered. Include whether design capabilities include ADA capabilities for fencing gates and other openings.	Ocala Fence provides in-house design services, including CAD drawings, site layouts, custom gate design, fabrication drawings, and project-specific detailing using FabCAD and Autodesk Fusion 360. We coordinate with owners, architects, engineers, and general contractors to develop fencing and perimeter security solutions that meet project requirements and applicable codes. Our design capabilities include ADA-compliant fencing, gates, and accessible openings where required. We also provide engineering coordination for projects requiring signed and sealed drawings, structural calculations, or specialty engineering, ensuring all systems meet applicable codes, specifications, and performance requirements.	*
86	Describe maintenance requirements and longevity features offered in your fencing solutions.	Ocala Fence designs and installs fencing systems for long-term durability with minimal maintenance. Depending on the fencing material, routine maintenance typically includes periodic cleaning, annual inspections of posts, gates, hinges, hardware, and latches, lubrication of moving components, adjustment of gate hardware, and prompt repair of any damaged components to maximize service life. Powder-coated aluminum, galvanized and vinyl-coated chain link, vinyl, and composite fencing are all designed to provide decades of reliable performance with routine maintenance. For automated gate systems, Ocala Fence offers preventive maintenance service agreements that include scheduled inspections, operational testing, lubrication, safety device verification, hardware adjustments, software updates (when applicable), and replacement of worn components before failures occur. These maintenance programs help maximize equipment life, reduce downtime, improve reliability, and ensure continued safe operation of automated gate and access control systems.	

Table 8: Exceptions to Terms, Conditions, or Specifications Form (Not Scored)

Line Item 87. **NOTICE**: To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) **via redline in the Master Agreement Template provided** in the “Bid Documents” section. Proposer must upload the redlined Master Agreement Template, in **Microsoft Word format** in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

Do you have exceptions or modifications to propose?	Response *
	No

Table 9: Selected Bid Pricing Line Items ****NOT SCORED****

Please fill out table as able. This table is not scored but will be used to prepare competitive solicitation documentation. If you do not offer these products, no pricing is required.

#	Product	ICE Low (Budget Min)	ICE Midpoint (Recommende	ICE High (Budget Ceiling)	Comment	
88	Standard Non-Wheeled Panel (5'x10') — per panel			Ice Low: $95 Ice Mid: $125	Temporary chain link panel only	*

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				Ice High: $175		
89	Premium Wheeled Panel (5'x10') — per panel			Ice Low: $225 Ice Mid: $295 Ice High: $375	Includes wheels and hardware	
90	Premium Wheeled Panel (6'x10') — per panel			Ice Low: $275 Ice Mid: $350 Ice High: $450	Heavy-duty mobile panel	
91	Security/Crowd Control Panel (10'x10') — per panel			Ice Low: $350 Ice Mid: $475 Ice High: $650	High-security temporary panel	
92	Ornamental Steel Fence Panel (Residential Grade, 8'W) — per panel			Ice Low: $140 Ice Mid: $190 Ice High: $260	Panel only	
93	Ornamental Steel Fence Panel (Commercial Grade, 8'W) — per panel			Ice Low: $220 Ice Mid: $295 Ice High: $390	Heavy-duty commercial grade panel only	
94	Double Wire 868 Welded Mesh Panel (8/6/8mm wire, 200×50mm mesh) — per panel			Ice Low: $180 Ice Mid: $245 Ice High: $325	Panel only	
95	Collapsible Defensive Barrier — approx. 4.5'H × 3.5'W × 32'L, geotextile-lined (or equivalent) — per unit			Ice Low: $900 Ice Mid: $1,250 Ice High: $1,700	Comparable to Hesco-style barrier	
96	Collapsible Defensive Barrier — approx. 7.25'H × 7'W × 90'L, geotextile-lined (or equivalent) — per unit			Ice Low: $4,200 Ice Mid: $5,800 Ice High: $7,800	Large military/security barrier	
97	Collapsible Defensive Barrier — approx. 7'H × 3.5'W × 108'L, geotextile-lined (or equivalent) — per unit			Ice Low: $5,000 Ice Mid: $6,800 Ice High: $9,200	Extended barrier unit	
98	Welded Wire Security Fence — per LF			Ice Low: $65 Ice Mid: $90 Ice High: $125	Installed pricing varies by height	
99	Crash-Rated Fence (K4/K8/K12, per ASTM F2656) — per LF			Ice Low: $950 Ice Mid: $1,500 Ice High: $2,400	Highly dependent on engineering, deadman's and certifications	
100	Ballistic-Rated Fence (Steel, UL 752 Level 10) — per LF			Ice Low: $1,300 Ice Mid: $2,100 Ice High: $3,200	Specialty engineered product	
101	Ballistic-Rated Wall (Concrete, UL 752 Level 10) — per LF			N/A	Ocala Fence does not offer concrete walls, available upon request from separate supplier	

Documents

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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 - Ocala Fence - Sourcewell Price Book.xlsx - Thursday July 23, 2026 09:11:09
- Financial Strength and Stability - FINANCIAL STRENGTH.pdf - Thursday July 09, 2026 12:55:56
- Marketing Plan/Samples - Ocala Fence - Sourcewell Marketing Plan.pdf - Thursday July 09, 2026 16:05:25
- WMBE/MBE/SBE or Related Certificates (optional)
- Standard Transaction Document Samples - Standard Transaction Documents.pdf - Thursday July 09, 2026 15:34:10
- Requested Exceptions (optional)
- Upload Additional Document - OSHA Certificate_29404797.pdf - Thursday July 09, 2026 16:07:02

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Addenda, Terms and Conditions

PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

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 award.

3. The Proposer certifies that:

(1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-

(i) Those prices;

(ii) The intention to submit an offer; or

(iii) The methods or factors used to calculate the prices offered.

(2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and

(3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.

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 is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.

5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.

6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.

7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.

8. 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, 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. - Brandon Lower, President, Ocala Fence LLC

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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 obligations contemplated in the solicitation proposal.

○ **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
There have not been any addenda issued for this bid.		