



MASTER AGREEMENT # 090425
CATEGORY: Skatepark, Bike Park, Pump Track, and BMX Track Solutions
with Related Equipment, Accessories and Services
SUPPLIER: California Skateparks

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and California Skateparks, 273 N. Benson Ave., Upland, CA 91786 (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 1:
General Terms

The General Terms in this Article 1 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 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 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.

- 1) **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.
- 2) **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.
- 3) **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.
- 4) **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.

- 5) **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 20, 2029, unless it is cancelled or extended as defined in this Agreement.
 - a) **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.
 - b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **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.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #090425 to Participating Entities. In Scope solutions include the following made with made with concrete, asphalt, metal, wood, synthetic, composite, or organic materials, including, but not limited to: pre-cast, poured, cast-in-place, and hybrid solutions:
 - a) Skatepark;
 - b) Bike Park;
 - c) Pump Track;
 - d) BMX Track – sanctioned and non-sanctioned; and
 - e) Equipment, Accessories, and Services related to the offering of the solutions described in Sections 1. a. – d. above, including design-build services, site assessment, site preparation, installation, maintenance or repair, and warranty programs.
- 8) **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.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **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.
- 11) **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.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.
- 13) **Supplier Representations:**

- i) **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.
 - ii) **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.
 - iii) **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.
- 14) **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.
- 15) **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.
- 16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use 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. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.
- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

ii) **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.

iii) **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.

iv) **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.

v) **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.

vi) **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.

vii) **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).

viii) **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.

ix) **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.

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

- xi) **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.
- xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.
- xiii) **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.
- xiv) **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.
- xv) **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.
- xvi) **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.
- xvii) **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.
- xviii) **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.

xix) **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.

xx) **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.

Article 2: Sourcewell and Supplier Obligations

The Terms in this Article 2 relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

- 1) **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.
- 2) **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.

- 3) **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.

- 4) **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.

- 5) **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.
- 6) **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 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;

- 7) **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.
- 8) **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.
- 9) **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.

- 10) **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.
- 11) **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 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.
- 12) **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.
- 13) **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.
- 14) **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.
- 15) **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.
- 16) **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.
- 17) **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.

18) **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.

19) **Grant of License.**

a) **During the term of this Agreement:**

i) **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.

ii) **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.

b) **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.

c) **Use; Quality Control.**

i) 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.

ii) 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.

d) **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.

20) **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.

- 21) **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.
- 22) **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:
- a) **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
 - b) **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.
 - c) **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.
 - d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this 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.

- e) **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.
- 23) **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 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.
- 24) **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 3: Supplier Obligations to Participating Entities

The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. 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.
- 2) **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.
- 3) **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.
- 4) **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.

- 5) **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 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.

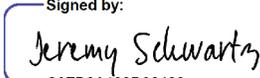
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating 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.

- 7) **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.

- 8) **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

California Skateparks

Signed by:

C0FD2A139D06489...
 By: _____
 Jeremy Schwartz
 Title: Chief Procurement Officer
 Date: 10/19/2025 | 11:26 AM CDT

Signed by:

C98C04B68E7F449...
 By: _____
 Joseph M. Ciaglia Jr.
 Title: President
 Date: 10/17/2025 | 3:34 PM CDT

RFP 090425 - Skatepark, Bike Park, Pump Track and BMX Track Solutions with related Equipment, Accessories, and Services

Vendor Details

Company Name: California Skateparks
273 Benson Ave
Address: Upland, California 91786
Contact: Joe Ciaglia
Email: info@californiaskateparks.com
Phone: 909-949-6101
Fax: 909-981-9368
HST#: # 27-0118247

Submission Details

Created On: Tuesday August 26, 2025 12:50:48
Submitted On: Thursday September 04, 2025 16:26:28
Submitted By: Joe Ciaglia
Email: info@californiaskateparks.com
Transaction #: 40ebbaea-857e-41c4-80cb-a8dc6cef728a
Submitter's IP Address: 147.243.145.111

Specifications

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

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

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, D.B.A., 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 award. Unawarded entities will not be permitted to later be added to an existing master agreement through operation of Proposer’s corporate organization affiliation.

Line Item	Question	Response *
1	Provide the legal name of the Proposer authorized to submit this Proposal.	California Skateparks
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	None, no entities other than California Skateparks will be responsible for offering or performing the delivery of solutions.
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Unique Entity ID: QAD7KMB28RM2
5	Provide your NAICS code applicable to Solutions proposed.	2379 Other Heavy and Civil Engineering Construction / 2389 Other Specialty Trade Contractors
6	Proposer Physical Address:	273 N. Benson Ave. Upland, CA 91786, USA
7	Proposer website address (or addresses):	www.caskateparks.com
8	Proposer’s Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer):	Joseph M. Ciaglia Jr.; President; 273 N. Benson Ave Upland, CA 91786; info@caskateparks.com (909) 721-7642
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Joseph M. Ciaglia Jr.; President; 273 N. Benson Ave Upland, CA 91786; info@caskateparks.com (909) 721-7642
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Bill Minadeo; Vice-President; 273 N. Benson Ave Upland, CA 91786; bill@caskateparks.com (614) 314-2061

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

Line Item	Question	Response *
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<p>11</p>	<p>Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.</p>	<p>California Skateparks (CSP) is a full-service design/build corporation based in Upland, California, specializing in the development of public and private skateparks, bike parks, pump tracks, and other action sports environments throughout the United States and Canada. CSP was founded by Joe Ciaglia in 1998, the same year he completed his first skatepark. Joe began with a small carpet business, then grew into landscaping and landscape construction before ultimately establishing CSP as a skatepark design and construction firm. Since its inception, CSP has completed more than 400 projects worldwide, including the Olympic courses in Tokyo and Paris. Our completed projects include the design and construction of skatepark, bike park, pump track, and BMX track solutions. Our primary focus is to increase access and acceptance of skateboarding and wheeled sports by creating high-quality, inclusive facilities that strengthen communities.</p> <p>CSP is a fully licensed, bonded, and insured contractor. What sets us apart from other providers is our impeccable attention to aesthetics and details combined with our deep understanding of skateboarding and the action sports industry. We have adapted traditional construction standards and practices to skatepark construction and developed many of the industry's standard details, giving us a real-world understanding of skatepark development and enabling us to consistently meet the expectations of athletes and clients.</p> <p>Through experience and selective recruiting, CSP has built a disciplined team of over 145 professionals, including licensed landscape architects, engineers, contractors, designers, builders, and professional athletes. This award-winning group ensures project success and client satisfaction. Together, we are the most experienced and respected skatepark design/build firm worldwide, with more than 3.5 million square feet of construction completed in the last decade.</p> <p>Our core values are Reliability, Consistency, Commitment, Open-mindedness, Efficiency, Creativity, and Responsiveness. These values guide our approach to every project, ensuring honest communication, clear planning, and reliable execution.</p> <p>Our philosophy is simple: provide the best quality services and facilities at an affordable cost, while advancing skateboarding and all wheeled sports. Our design team continuously searches for new ways to bring uniqueness and creativity to every proposal, and our experienced construction team works hand-in-hand with designers to deliver the client's vision. At each stage, we are fully committed to client satisfaction. By combining design innovation, disciplined project management, and unmatched construction expertise, CSP delivers spaces that support recreation, foster community, and stand the test of time.</p>
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<p>12</p>	<p>What are your company's expectations in the event of an award?</p>	<p>California Skateparks' expectations in the event of an award can be summarized in four key areas:</p> <p>Continue Promoting Sourcewell as the Preferred Contracting Method</p> <p>1.Our first expectation is to continue positioning Sourcewell as our preferred contracting and procurement method. This means actively educating three groups:</p> <ul style="list-style-type: none"> a. Existing clients already in our design pipeline, moving them into a design-build program under Sourcewell. b. New clients who are unfamiliar with Sourcewell, explaining its benefits, speed, and transparency. c. All marketplace clients, reinforcing why Sourcewell is the most efficient and effective path to project completion. <p>2.Serve Our Existing Sourcewell Clients</p> <p>California Skateparks is already delivering projects through Sourcewell contracts. We currently have over \$4 million in active contracted projects with Sourcewell members, and our expectation is to continue servicing these clients to the highest standard—ensuring successful completion, strong relationships, and visible proof of Sourcewell's value in action.</p> <p>3.Advance Our Current Pipeline of Sourcewell Clients</p> <p>In addition to our active work, we are actively developing a pipeline of up to a dozen Sourcewell projects with clients we have been cultivating for the past three to five years. These opportunities are expected to close within the next six to eight months and represent more than \$5 million in additional Sourcewell contracts. An award will allow us to continue this work and bring these projects forward under the Sourcewell framework.</p> <p>4.Educate New and Incoming Clients on Sourcewell's Full Benefits</p> <p>Finally, our expectation is to use each award as an opportunity to educate new and incoming clients on how Sourcewell streamlines the entire project lifecycle. This includes public input, programming, budgeting, design, construction, and final opening. By integrating design and transparent unit pricing through our proprietary design tools, clients can see real-time cost impacts of design decisions, make informed choices, and move more quickly from concept to construction. Sourcewell also provides efficiency during construction, where any necessary adjustments can be handled easily through established unit pricing, avoiding lengthy change-order negotiations.</p> <p>Together, these four expectations—promotion, service of existing clients, advancement of our pipeline, and education of new clients—underscore our commitment to making Sourcewell the premier procurement methodology for community and event skateparks. Through this partnership, we deliver speed, transparency, accountability, and confidence for every Sourcewell member.</p>
<p>13</p>	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p>	<p>For more than 25 years, California Skateparks has successfully completed over 400 projects, generating an average of \$12 million in annual sales, and delivering some of the most notable, world-class skatepark facilities in the industry. In just the past three years, we have averaged 35 projects annually, with an average project value of approximately \$350,000.</p> <p>Our growth and sustained success over the past two decades are a direct result of the expertise of our professional team and the strong relationships we have built with clients, suppliers, subconsultants, insurance providers, surety partners, and financial institutions. This network of trusted partnerships continues to support our ability to deliver projects of the highest quality, on time and within budget.</p> <p>California Skateparks' financial stability is evidenced by our long-standing relationship with our surety provider, who has supported us for more than 15 years. A letter of recommendation from our bondsman, included herein, affirms their ongoing commitment to our company and confidence in our future endeavors.</p> <p>We also maintain long-term relationships with numerous municipalities and private clients, many of whom have provided recommendation letters attesting to the strength of our partnerships and the success of our completed projects. In addition, our financial strength is reinforced by our strong relationship with Citizens Business Bank, as further supported by their attached letter of recommendation.</p> <p>Our company culture emphasizes loyalty, professionalism, and stability. We are proud to have a low employee turnover rate, with several senior staff members having been with California Skateparks for more than 15 years, ensuring consistency, institutional knowledge, and continuity of service for every project.</p>

14	What is your US market share for the Solutions that you are proposing?	<p>California Skateparks is a leading provider of municipal concrete skateparks, bike parks, and pump tracks across the United States. Based on project counts, square footage delivered, and national totals reported by The Skatepark Project, our estimated U.S. market share is:</p> <ul style="list-style-type: none"> • Permanent concrete Event skateparks – ~90% • Custom Concrete Skateparks – ~30% • Custom Concrete Bike Parks – ~20% • Custom Hard Surface Pump Tracks – ~25% <p>CSP has completed more than 400 projects throughout the U.S., totaling 4 million square feet of rideable terrain. Our focus on permanent, poured-in-place facilities positions us as one of the largest contributors to this segment of the market. Unlike competitors focused on modular or prefabricated systems, CSP specializes in permanent, poured-in-place concrete facilities built to Olympic and professional standards. We are the market leader in advancing skatepark architecture, introducing innovative features that progress the sport and set new benchmarks for design and construction.</p>
15	What is your Canadian market share for the Solutions that you are proposing?	<p>California Skateparks has an established presence in Canada (Montreal) and is committed to expanding our footprint further. Based on project counts and square footage delivered, our estimated Canadian market share is:</p> <ul style="list-style-type: none"> • Permanent concrete Event skateparks – ~90% • Municipal concrete skateparks – ~30% • Bike parks – ~20% • Pump tracks (permanent concrete) – ~25% <p>CSP has delivered projects in multiple Canadian provinces and maintains partnerships with local contractors to ensure compliance with provincial regulations. Our team is equipped to serve clients in both English and French. Unlike competitors that focus on modular or prefabricated products, CSP specializes in permanent, poured-in-place concrete facilities that meet Olympic and professional standards, bringing market-leading innovation and sport-progressing design to Canadian communities.</p>
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	N/A. California Skateparks has never petitioned for bankruptcy protection.

<p>17</p>	<p>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).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>California Skateparks is best described as a service provider, dedicated to delivering the highest level of service to every client, from small communities to major cities. Our role goes far beyond design and construction—we guide clients through the entire journey of bringing a skatepark to life.</p> <p>Often, this process begins years before construction. We assist with community outreach, education, and early engagement, helping city staff, councils, and residents understand both the process and the benefits of a skatepark. Many of our professionals have walked this path with clients for years—sometimes up to five years before a project is approved—providing support without fees to ensure projects are set up for success.</p> <p>We view ourselves as educators and facilitators. We engage with end users, local residents, city departments, and other stakeholders to ensure every project reflects the unique needs of its community. Our goal is to create parks that communities are proud to call their own, not just facilities we build.</p> <p>From there, we guide clients through concept design, refinement, permitting, and pre-construction, making sure the project everyone is excited about becomes a reality. During construction, we handle every step—grading, drainage, walls, shotcrete, metals, flatwork, and finishing touches such as art, color, and paint. Finally, we assist with grand openings and celebrations, delivering a park that reflects the hard work of the city and the passion of its users.</p> <p>While our core identity is that of a service provider, California Skateparks also incorporates elements of a manufacturer and innovator. Through our dedicated research and development program, we design and produce proprietary skatepark components such as custom pool coping, metal edge treatments, grind rails, and ledge features. These products are manufactured for use in our own parks—enhancing durability, safety, and ride quality—and are also available to outside vendors and builders. This combination of in-house manufacturing and R&D ensures that every California Skateparks project benefits from cutting-edge components not found elsewhere in the industry.</p> <p>In short, California Skateparks is a service provider first, strengthened by unique in-house manufacturing and research capabilities that elevate the quality and performance of every park we deliver.</p> <p>California Skateparks is best described as a service provider with a fully integrated, in-house team. We do not rely on third-party dealer networks. Instead, our sales force, project managers, estimators, designers, and construction teams all work directly together under one roof to deliver each project.</p> <p>Our sales team members are full-time employees, not third-party representatives. They work hand-in-hand with our project managers and estimators to ensure that the scope of work sold to a client aligns precisely with the design and construction program that follows. Throughout the process, sales remains periodically involved to confirm that the project stays consistent with the client’s goals and the commitments originally made. This involvement continues all the way through the grand opening, where design, construction, and sales staff join together with the client to celebrate the new facility.</p> <p>On the technical side, California Skateparks performs the vast majority of project scope internally. Our design department includes licensed architects, landscape architects, civil engineers, and specialized skatepark designers who provide stamped drawings as required by local jurisdictions. Our construction team is equally comprehensive, including superintendents with decades of skatepark experience, certified welders, ACI-certified nozzle men, master carpenters, professional riders, and dedicated labor crews across North America.</p> <p>This self-performing, integrated model eliminates delays, reduces change orders, and ensures precision from the earliest sales conversations through final delivery. By keeping every role in-house, we maintain direct accountability, seamless communication, and the highest level of quality—without added cost or compromise.</p>
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18	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>California Skateparks is a licensed, bonded, and insured General Contractor with the ability to perform work in every U.S. state and jurisdiction. We maintain all required licenses, insurance, and bonding qualifications to meet or exceed federal, state, and local requirements. Where a specific city or municipal license is required, we have the capacity and proven process to obtain it quickly and efficiently.</p> <p>We also have a dedicated team that expedites applications, renewals, and registrations in any jurisdiction, ensuring projects proceed without delay and remain fully compliant with all applicable laws and regulations.</p> <p>Our professional staff includes ACI-certified shotcrete nozzlelemen, licensed equipment operators, and OSHA-trained crews. Our design team includes licensed landscape architects and engineers registered across multiple states. We require all subcontractors, such as electrical and civil engineers, to maintain valid state and local licenses for their scope of work.</p> <p>CSP is equally able to operate in Canada, where we maintain registrations and partnerships that ensure compliance with CSA standards and provincial construction regulations.</p> <p>CSP is actively involved in professional organizations, including:</p> <ul style="list-style-type: none"> • American Society of Landscape Architects (ASLA) • American Concrete Institute (ACI) • American Shotcrete Association (ASA) • ASTM International • National Recreation and Park Association (NRPA) • U.S. Green Building Council (USGBC) • City Parks Alliance • World Skate • Street League Skateboarding (SLS) • Vans Pro Series <p>This combination of nationwide licensing capability, dedicated compliance support, professional certifications, and industry affiliations ensures CSP delivers projects that meet the highest standards of safety, compliance, and quality across the U.S. and Canada.</p>	*
19	<p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>California Skateparks has never been the subject of a Suspension or Debarment.</p>	*
20	<p>Describe any relevant industry awards or recognition that your company has received in the past five years.</p>	<p>California Skateparks is widely regarded as an industry leader in the design and construction of world-class skateparks. We serve as the official skatepark designer and builder for many of the most prestigious action sports events around the globe. Our reputation is further strengthened by a portfolio that includes some of the most iconic and highly recognized skatepark projects—delivered in collaboration with influential brands, private clients, and leading municipalities across North America and beyond.</p> <p>The attached recommendation letters are a non-exhaustive sample of some of our Client’s experiences with us and our projects.</p>	*
21	<p>What percentage of your sales are to the governmental sector in the past three years?</p>	<p>Over the past three years, approximately 70% of California Skateparks’ sales have been to the public sector, including notable clients such as the City of Los Angeles, the City of Oxnard, the City of Powder Springs GA, the City of Des Moines IA, the Municipality of Maui, the City of Jacksonville FL, and the City of New York.</p>	*

22	What percentage of your sales are to the education sector in the past three years?	<p>Over the past three years, direct sales to the education sector (school districts, colleges, and universities) represent less than 1% of CSP's total sales.</p> <p>CSP also supports education through charter school and independent study programs that integrate skateboarding and cycling into accredited curricula:</p> <p>*KTR (Kids That Rip) is an Arizona Empowerment Scholarship Account (ESA) approved vendor, allowing charter school students to apply ESA funds toward physical education at KTR facilities.</p> <p>*CSP has hosted and actively participated in ESA programs at our California Training Facility in Vista, providing charter students with access to structured action sports instruction for academic credit.</p> <p>These connections show that while direct education-sector contracts are limited, CSP's facilities and partnerships already contribute to academic credit, physical education, and youth development. Through Sourcewell, we are prepared to expand this sector by making it easy for schools and universities to access turnkey skateparks, bike parks, and pump tracks.</p> <p>In addition, CSP has completed projects for nonprofit organizations and global brands that promote youth participation in action sports. While these clients are outside the formal education sector, their programs play an important role in advancing access and supporting youth development.</p>	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	<p>Currently, we do not hold any active cooperative purchasing contracts outside of Sourcewell. The highly customized nature of our services makes it difficult for many procurement systems to define or accommodate our full scope within standard cooperative models.</p> <p>We do participate in municipal procurement systems that establish qualification-based shortlists. For example, CSP is pre-qualified to bid on skatepark and bike park projects for the City of Los Angeles and several other municipalities across North America. These are qualification-based programs, not cooperative purchasing contracts.</p> <p>We have chosen to consolidate all cooperative procurement under Sourcewell, ensuring consistent pricing, reduced administrative overhead, and a streamlined purchasing pathway for public agencies. Annual contract sales through Sourcewell have averaged approximately \$1 million. Currently, we have over \$4 million worth of Sourcewell contracted work and another \$5 million of pending Sourcewell projects in our sales pipeline.</p>	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	<p>Currently, we do not have any GSA Contracts or provide services through SOSA contracts. The highly customized nature of our industry has made it difficult for many procurement departments to accommodate the scope of services we provide within their standardized contracting systems.</p> <p>We do participate in municipal procurement systems that define qualification-based criteria for eligible vendors, though these would not be considered GSA or SOSA contracts. For example, we are currently pre-qualified as a designer and builder for skatepark and bike park projects for the City of Los Angeles and several other municipalities across North America.</p>	*

Table 2B: References/Testimonials

Line Item 25. Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
City of Columbus, OH	Kelly Messer	614-893-4527	*
City of Skate, MN	Paul Forsline	612-240-4400	*
The Skatepark Project (Non Profit)	Alec Beck	908-873-6436	*
City of Jacksonville, FL	Jill Enz	(904) 255-7907	
Vans (Private Sector)	Steve Van Doren	(562) 201-0444	

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. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *
26	Sales force.	<p>California Skateparks maintains a sales force spread across all North American (US and Canada) time zones, including the East, Central, and Pacific regions. This coverage ensures responsive support for Sourcewell members regardless of location. All team members are trained in Sourcewell practices and are familiar with the benefits Sourcewell provides to participating entities.</p> <p>Our sales function is supported by a broad group of in-house professionals. In addition to our dedicated sales staff, our 12 designers, landscape architects, estimators, contract managers, and project managers all contribute to sales, bids, and proposals. This integrated structure allows us to respond to opportunities quickly and provide technical detail and accurate pricing at the earliest stages of engagement.</p> <p>We recently expanded our outreach by attending trade shows and joining a nonprofit national parks organization to reach a wider audience and promote our Sourcewell affiliation. We have also begun participating in industry conferences to build relationships and further advocate for Sourcewell as a procurement solution.</p> <p>By combining regional coverage, Sourcewell-trained staff, and technical expertise from our entire team, California Skateparks ensures that Sourcewell members receive the highest level of support from the first conversation through project delivery.</p>
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>California Skateparks does not rely on a dealer or distributor network. All Sourcewell projects are contracted and delivered directly by our team, ensuring accountability and consistent quality.</p> <p>We maintain relationships with grassroots organizations throughout the United States and Canada, along with several nonprofit groups focused on skateparks, bike parks, pump tracks, and other action sports projects, as described in the RFP. These organizations help us connect with local communities and promote Sourcewell as a procurement solution.</p> <p>We also have long-standing relationships with major municipalities and industry leaders. These partnerships reinforce our experience and credibility, while also helping us spread awareness of Sourcewell and its benefits.</p> <p>Our regional offices across the U.S. are equipped with labor, equipment, specialized tools, and materials, giving us the ability to mobilize quickly and support projects nationwide. In addition, we have established relationships with nationwide and local suppliers, vendors, and consultants throughout the U.S. and Canada, ensuring reliable sourcing and efficient delivery for every project.</p> <p>This integrated, direct-to-client model allows us to provide the highest level of service while maintaining full control over project outcomes for Sourcewell members.</p>
28	Service force.	<p>California Skateparks maintains crews strategically located throughout North America, enabling us to mobilize personnel to any project site within one week of notice. Supported by our network of warehouse facilities, we can also deliver equipment, specialized tools, and materials within the same timeframe, ensuring efficient project startup and continuity.</p> <p>The team includes landscape architects, certified nozzlemen, certified ironworkers, carpenters, welders, equipment operators, and experienced skatepark project managers with decades of specialized expertise. With a total crew of approximately 50 field staff, supported by another 20 design, estimating, and project management professionals, we have the capacity to execute full-scale design and construction projects, upgrades, and expansions anywhere in the U.S., Canada, and worldwide.</p> <p>In addition to executing projects, our crews provide:</p> <ul style="list-style-type: none"> • Warranty inspections and repairs • Preventative and corrective maintenance • Emergency response for safety-related issues • Replacement or repair of coping, rails, ramps, and site amenities • Concrete and shotcrete repairs, resurfacing, and sealing <p>We also maintain strong relationships with vendors, suppliers, and consultants throughout the U.S. and Canada. These partnerships allow us to deliver projects in a timely and cost-effective manner while maintaining the level of quality for which California Skateparks is recognized.</p>

<p>29</p>	<p>Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.</p>	<p>California Skateparks uses a centralized administrative system to manage all services delivered under the Sourcwell contract. This system tracks each project from lead generation through project completion, ensuring consistency, compliance, and accurate reporting.</p> <p>CSP actively identifies opportunities by conducting outreach, monitoring Sourcwell-published projects, and presenting Sourcwell as a procurement option to clients and potential clients. Once a lead is established or a client is engaged, we maintain direct communication and work together to develop a project-specific scope of work. From this scope we prepare pricing and discounts in line with Sourcwell terms, which leads to the client issuing an order under the contract.</p> <p>At that point, our project management team enters the order into our system and follows the process and documentation outlined in Question 62.</p> <p>As a specialized turn-key provider, California Skateparks performs the full range of services in-house, supported by our network, staffing, and locations nationwide. These services include design initiation and programming, concept design with stakeholder engagement, detailed construction documentation, and complete construction of the skatepark, bike park, pump track, or BMX facility.</p> <p>Because we provide these services directly, the client works with a single point of contact. Subcontractors are used only when specific trades or materials are required, and they operate under our direction and quality standards. This ensures every order is delivered efficiently, meets Sourcwell contract requirements, and is properly documented for quarterly reporting and annual business reviews.</p>
<p>30</p>	<p>Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.</p>	<p>Customer Commitment At California Skateparks, our top priority is delivering exceptional customer service and ensuring complete satisfaction. We are committed to meeting the needs of every client with dedication, responsiveness, and pride in our work.</p> <p>Tailored Solutions for Every Request Whether it's a private client envisioning a backyard snake run or a municipality seeking to create a community park, we treat every project as unique. Our team carefully listens to each request and approaches it with the singular goal of achieving the highest level of customer satisfaction.</p> <p>Every Customer Matters Skateboarding is more than business—it is a passion that unites millions of riders worldwide. That passion fuels our commitment to serving all customers, regardless of the project's size or stage. Through our community outreach efforts, we remain closely connected to individuals and organizations who share a vision for advancing skateboarding and action sports in their communities.</p> <p>From Vision to Reality We welcome anyone with a dream of building a skatepark. Even if the project lacks funding or land today, we explore every possible path to bring that vision to life—whether in the near future or years down the road.</p> <p>A Clear, Transparent Process We believe that the foundation of a successful project is a well-defined scope and controlled budget. Our process begins with understanding all stakeholder expectations, then tailoring a project plan that ensures alignment from design through delivery. By asking the right questions, utilizing proven tools such as our custom questionnaires, and staying adaptable to evolving needs, we minimize surprises and maximize customer satisfaction.</p> <p>Expertise Across Disciplines With over 20 years of experience, California Skateparks has delivered design and build services for a wide variety of clients. Our team includes specialists in concrete, wood, metal fabrication, landscaping, temporary and legacy construction, and more. When a project requires expertise beyond our in-house capabilities, we collaborate with trusted partners to ensure the best possible outcome.</p> <p>Efficient Communication and Responsiveness Our clients can expect timely responses and clear communication at every stage. We respond to inquiries within 24 hours and schedule an initial project meeting within five business days. From there, we maintain consistent updates through weekly or bi-weekly meetings, keeping clients informed and engaged throughout the process.</p>

31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>Sourcewell members will benefit from California Skateparks' services, backed by over a decade of leadership in the design and construction of skate and bike parks. During this time, we have not only set the benchmark for construction excellence but have also pioneered many of the techniques and standards that are now widely adopted throughout the industry.</p> <p>Our design team has been instrumental in advancing skate and bike park design beyond simple modifications, focusing instead on creating unique, inclusive spaces that serve participants, engage spectators, and enrich the broader community. In doing so, we transform each park into a vibrant and positive community hub.</p> <p>We bring the same level of design and construction expertise to every project, regardless of size, ensuring each client benefits from consistent, high-quality service and our extensive industry knowledge.</p>	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>Sourcewell members will benefit from California Skateparks' services, backed by over a decade of leadership in the design and construction of skate and bike parks. During this time, we have not only set the benchmark for construction excellence but have also pioneered many of the techniques and standards that are now widely adopted throughout the industry.</p> <p>Our design team has been instrumental in advancing skate and bike park design beyond simple modifications, focusing instead on creating unique, inclusive spaces that serve participants, engage spectators, and enrich the broader community. In doing so, we transform each park into a vibrant and positive community hub.</p> <p>We bring the same level of design and construction expertise to every project, regardless of size, ensuring each client benefits from consistent, high-quality service and our extensive industry knowledge.</p>	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	California Skateparks is fully equipped to serve all regions across the United States and Canada, including the 48 contiguous states, Hawaii, Alaska, and Puerto Rico. Our extensive reach ensures consistent, reliable service and support across North America.	*
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	California Skateparks is fully capable of serving all Sourcewell participating entities, providing comprehensive design and construction services tailored to meet the unique needs of each member organization.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>California Skateparks does not have any contract restrictions that limit our ability to serve Sourcewell members in Hawaii, Alaska, or U.S. Territories.</p> <p>We have completed projects in these regions and continue to support clients in all U.S. jurisdictions. Freight and delivery costs vary by location and are quoted on a per-project basis at the proposal stage.</p> <p>Where a specific city or municipal license is required, we have the capacity and proven process to obtain it quickly and efficiently. We also have a dedicated team that expedites applications, renewals, and registrations in any jurisdiction, ensuring projects proceed without delay and remain fully compliant with all applicable laws and regulations.</p>	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes. California Skateparks is committed to supporting community-focused initiatives and will gladly extend the terms of any awarded master agreement to nonprofit entities. We have a longstanding history of working with nonprofit organizations such as the Boys and Girls Clubs of America and the Skatepark Project and understand their unique needs and goals.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
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<p>37</p>	<p>Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.</p>	<p>California Skateparks employs a comprehensive, multi-faceted marketing strategy that blends proactive outreach, industry leadership, community education, and strategic partnerships. Our goal is not only to promote new opportunities but also to continually strengthen our reputation as the premier design–build provider for skateparks, bike parks, pumtracks, and event courses.</p> <p>At the core of our strategy is direct outreach to municipalities, nonprofits, and private organizations. Our sales and project management teams actively engage potential clients, educating them on the benefits of skateparks and on procurement options such as Sourcwell. We also serve as advisors, often introducing clients to funding mechanisms or innovative solutions they may not have been aware of. Current outreach efforts include projects underway in Chattanooga, TN; Cleveland Heights, OH; Pasco County, FL; Farmington, MN; and Rochester, MN.</p> <p>Another critical component is managing inbound opportunities. A significant portion of our work comes through referrals, website inquiries, and social media channels. Because the action sports industry is a close-knit community, word-of-mouth recommendations play a vital role, with satisfied clients regularly connecting us to new opportunities. Our website, which includes a dedicated Sourcwell page showcasing projects such as Hermiston, OR; Chattanooga, TN; and Lake Oswego, OR, is both a marketing tool and an educational resource for new clients.</p> <p>A unique aspect of our strategy is the way we use events as a marketing platform. California Skateparks is the only firm in our industry that designs, builds, and operates large-scale temporary event parks for professional competitions featuring the world's top athletes. These events attract significant audiences and media attention. We use them as catalysts to engage surrounding communities—often within a 50–100 mile radius—by inviting municipal leaders, stakeholders, and community groups to the event. Through tours, meetings, and demonstrations, we show firsthand how skateboarding and BMX can positively impact a community. While the parks themselves are temporary, the events serve as powerful marketing tools for permanent skatepark development.</p> <p>We are also pioneering initiatives that set us apart in the marketplace, such as our All-Access Skatepark Program. Beyond meeting ADA requirements, this program is informed by extensive consultation with adaptive athletes, including visually impaired riders and amputees. We are modifying designs to create facilities that are inclusive and usable by everyone, ensuring equitable access to action sports. Moving forward, our marketing strategy includes not only promoting all-access features in new parks, but also partnering with cities to retrofit existing parks to current accessibility standards. This positions California Skateparks as the leader in inclusive skatepark design, a message we are actively bringing to the market.</p> <p>Another initiative in our marketing strategy is our maintenance and renovation program. Many parks built more than ten years ago are now showing wear. We actively reach out to these communities with “touch-up” and upgrade programs, helping cities restore concrete surfaces, update features, and bring older facilities up to current standards. We currently have three renovation projects in the pipeline, demonstrating the demand for this service and the value of marketing lifecycle solutions to clients.</p> <p>To amplify these efforts, California Skateparks maintains an active social media presence, showcasing new projects, behind-the-scenes construction, athlete engagement, and community events. Social media drives awareness, reinforces our leadership position, and attracts inbound inquiries from municipalities and organizations around the world.</p> <p>We also participate in industry conferences and trade shows such as NRPA and ASLA, where we network with city officials, parks directors, and design professionals. These venues provide opportunities to educate potential clients on skatepark development and procurement, while positioning California Skateparks as a trusted national resource.</p> <p>Finally, we leverage strategic partnerships with nationally recognized design and construction firms, including Kimley-Horn, Port Architecture, AECOM, and Custom Builders. These firms actively promote skateparks within their own projects and bring us in as specialized partners, extending our marketing reach far beyond our internal network.</p> <p>In support of this strategy, our proposal and marketing packages are consistent and effective. Each package combines a clear narrative of community benefits with high-quality visual renderings, tailored design concepts, and supporting documentation on health, safety, and engagement impacts. Together, these materials ensure our marketing is not only professional but also directly aligned with the needs of each community.</p> <p>Through this integrated approach—outreach, inbound referrals, events, inclusive design initiatives, renovation programs, social media, trade shows, and partnerships—California Skateparks continues to lead the industry. Our marketing strategy not only generates new opportunities but also builds trust, strengthens relationships, and ensures long-term success for our clients and their communities.</p>
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<p>38</p>	<p>Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.</p>	<p>California Skateparks leverages a combination of digital platforms, media partnerships, and online engagement to enhance the effectiveness of our marketing strategy. We maintain an active presence on Facebook and Instagram, where we share updates on design presentations, public meetings, construction progress, and completed facilities. These posts highlight both the technical aspects of our work and the community impact of each project, allowing us to reach a wide and engaged audience.</p> <p>Our visibility is further strengthened through endorsements from professional skateboarders, BMX riders, and influencers who regularly highlight our facilities. This peer-to-peer credibility amplifies our reach across the action sports community, positioning our work in front of both end users and decision-makers. With a broad international portfolio, our following spans a global audience, and many project inquiries originate directly from messages received through social media or referrals generated by online content.</p> <p>While we do not currently employ advanced metadata tracking on social platforms, California Skateparks integrates digital data collection directly into our design process. For nearly every project, we create a dedicated project website or public input portal where communities can view design options, provide feedback, and vote on features. Through these sites, we track demographic data such as participant age, location, and preferences for specific skate elements (e.g., street vs. park terrain, features A, B, or C). This information is shared transparently with city staff and used to justify design decisions, ensuring that the final park reflects the community's needs. In some cases, these websites are turned over to the city after the project is complete, providing an ongoing resource for communication and documentation.</p> <p>This community-driven data tracking not only strengthens each individual project but also gives California Skateparks valuable insight across multiple projects, informing future designs and making our marketing and outreach efforts more effective over time. It demonstrates to potential clients that we deliver more than just a skatepark—we deliver a process that captures, measures, and responds to real community input in real time.</p> <p>In addition, we supplement our digital engagement with visual marketing tools such as high-quality renderings, fly-through videos, and project signage with QR code integration. We also participate in targeted email outreach and industry trade shows to reinforce our digital presence with direct professional engagement.</p> <p>Looking ahead, we plan to expand our use of digital analytics and audience data to further refine our marketing strategy, using insights from both our social platforms and our design engagement tools to identify emerging trends, target specific markets, and continue delivering the most relevant, community-focused facilities possible.</p>
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39	<p>In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?</p>	<p>California Skateparks views Sourcewell as a trusted professional partner in connecting municipalities, schools, and community organizations with our specialized design-build services. Sourcewell plays a critical role in promoting cooperative procurement agreements by educating its members, building awareness of available contracts, and creating confidence in the pre-qualified vendors it selects. For participating entities, this simplifies what is often a complex and time-consuming procurement process and provides a direct path to high-quality outcomes.</p> <p>We see Sourcewell's role as not only making agreements visible to its members, but also as a multiplier for outreach and credibility. By leveraging Sourcewell's communication channels, reputation, and membership network, California Skateparks is able to reach decision-makers who may not otherwise know that a streamlined pathway to building a world-class skatepark already exists.</p> <p>As an existing Sourcewell contract holder for the past five years, California Skateparks has successfully completed—and is actively completing—millions of dollars' worth of contracts through this program. Through that experience, we have learned valuable lessons about how best to market, support, and deliver projects under the Sourcewell framework. With this renewal, we see an opportunity to make the partnership even stronger by applying the insights we've gained to enhance outreach, align more closely with Sourcewell's initiatives, and expand our ability to sell and promote Sourcewell as the premier procurement pathway for skatepark development.</p> <p>Once awarded, California Skateparks will seamlessly integrate the Sourcewell agreement into our sales and marketing process. Our current efforts already include:</p> <p>A dedicated Sourcewell page on our website, highlighting completed projects through Sourcewell such as Hermiston, OR; Powder Springs, GA; and Lake Oswego, OR.</p> <p>Proposal packages and marketing materials that explain the Sourcewell procurement process, benefits, and member-specific incentives (extended warranties, value-add programs, repeat client discounts).</p> <p>Sales team training to ensure all staff understand how to present Sourcewell as the preferred procurement option during outreach, client meetings, and proposal development.</p> <p>Client education sessions, where we introduce Sourcewell to new communities in our pipeline and help them understand how cooperative purchasing can accelerate project delivery.</p> <p>Moving forward, we are committed to leveraging our five years of experience to make Sourcewell an even more integral part of our business model. We will expand co-branded marketing efforts, increase training for our staff on Sourcewell tools, and actively promote Sourcewell as our preferred procurement method in every new client engagement.</p> <p>In short, California Skateparks relies on Sourcewell to promote, validate, and expand the reach of awarded agreements, while we integrate those agreements into our marketing, sales, and proposal processes. With our proven record of successful Sourcewell projects and our renewed focus on leveraging that experience, we believe the next contract cycle will bring an even stronger partnership—delivering greater value, efficiency, and impact to Sourcewell members.</p>	*
40	<p>Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.</p>	<p>California Skateparks offers highly customized design/build services that are typically not suited for standardized e-commerce-style procurement catalogs. However, we actively participate in e-procurement and digital procurement systems where feasible.</p> <p>We currently provide and advertise services through government procurement portals such as those used by the City of Los Angeles, City of San Diego, County of Maui, New York City, and SAM.gov. We also support Sourcewell members by delivering remote design, virtual consultation, and online community engagement services, including public input meetings, design reviews, and coordination calls conducted entirely online.</p> <p>While our services are not "purchased" via an online cart, our delivery model already aligns with the goals of e-procurement: streamlined access, transparent communication, and fast response using digital tools. As government platforms expand support for service-based offerings, we are prepared to increase our presence on these systems and work with clients to ensure compliant, efficient procurement.</p>	*

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

Line Item	Question	Response *
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<p>41</p>	<p>Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.</p>	<p>California Skateparks provides Sourcewell participating entities with a comprehensive program of training, warranty coverage, and long-term maintenance support designed to ensure the success and sustainability of every facility.</p> <p>On the design and construction side, our staff maintains OSHA certifications and participates in specialized training, including ACI nozzleman certification, welding certifications, and project management programs. This ongoing professional development guarantees that projects are executed safely, efficiently, and to the highest industry standards.</p> <p>For Sourcewell members, we extend these same principles of training and quality directly to clients through the following programs:</p> <p>Extended Warranty Coverage: While our standard limited warranty is one year, all projects contracted through Sourcewell receive an additional year of warranty coverage at no extra cost. This two-year warranty provides added peace of mind and demonstrates our confidence in the durability of our work.</p> <p>Custom Maintenance Manuals: At the conclusion of each project, we deliver a project-specific maintenance manual. This includes a detailed plan view of the skatepark identifying every element, along with notes on where wear and tear typically occurs (such as pool coping, rails, ledges, or high-impact transition areas). The manual also specifies recommended repair products, paints, and caulking materials so city maintenance staff are fully equipped to handle standard upkeep.</p> <p>Onsite Training for Maintenance Staff: Our team provides one day of no-cost onsite training at project close-out. During this session, our superintendents walk city staff through typical repairs such as caulking, patching spalled concrete, and applying touch-up paint. We also cover routine maintenance tasks such as sweeping, leaf blowing, and visual inspections, and adjust guidance based on park-specific needs (e.g., additional checks for pool coping). This ensures the local staff can confidently manage day-to-day and monthly upkeep.</p> <p>Optional Ongoing Service Visits: Beyond the initial warranty and training, California Skateparks offers semi-annual or annual professional maintenance reviews. During these visits, our team inspects the facility, identifies emerging issues, and provides recommendations for repairs or upgrades. This service is optional and available at a quoted cost, giving Sourcewell members flexibility to match their budgets and needs.</p> <p>Together, these programs provide Sourcewell entities with more than just a skatepark—they provide the tools, knowledge, and long-term support to ensure that each facility remains safe, functional, and community-serving for decades to come.</p>
<p>42</p>	<p>Describe any technological advances that your proposed Solutions offer.</p>	<p>Technology continues to play a significant role in California Skateparks development and client satisfaction. California Skateparks utilizes a variety of online meeting platforms to effectively communicate with clients, stakeholders, and on-site superintendents. These tools are used for daily check-ins, monthly progress meetings, and real-time resolution of field issues or design clarifications. By leveraging virtual communication, we minimize costs and ensure that our clients remain actively engaged throughout the design and construction process. Additionally, we employ advanced computer-aided drafting (CAD) and 3D modeling software to provide clients with clear, accurate visualizations of project elements, enabling a comprehensive understanding of design intent and spatial layout.</p> <p>California Skateparks brings exceptional value through a highly skilled team of managers and designers who leverage advanced software and technology to optimize every stage of the project. We utilize AutoCAD for precise construction documentation and SketchUp for detailed modeling, animation, slope analysis, volume calculations, quantity surveys, cut-and-fill balancing, coordinate geometry, and comprehensive reporting. This technical expertise reduces errors, streamlines construction, and ensures superior outcomes—delivering added value to every client.</p> <p>California Skateparks utilizes advanced project management software to oversee each phase of a project—from initial stakeholder meetings through to final ribbon-cutting. This platform enables us to set and monitor milestones, track tasks, and proactively identify any schedule or budget deviations in real time. By allowing for immediate course correction, we ensure projects remain on time and within budget. Additionally, the software generates detailed progress reports on demand, providing transparency and valuable insights for both our clients and Sourcewell.</p> <p>On the construction side, California Skateparks continues to lead through innovation by utilizing 3D technologies and state-of-the-art production equipment at our dedicated research and development facility in Upland, California. Through the use of CNC technology, we produce precise templates and custom forms in-house, eliminating the need for third-party fabrication and ensuring accuracy, efficiency, and quality control throughout the construction process.</p>

<p>43</p>	<p>Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.</p>	<p>California Skateparks recognizes that sustainable practices are essential to building resilient and thriving communities. We are committed to integrating environmental, social, and economic sustainability into every aspect of our work. By designing and constructing parks that minimize environmental impact, foster inclusive community engagement, and optimize cost-efficiency, we ensure our projects deliver long-term value to clients and communities alike. These three pillars of sustainability guide our efforts to reduce our carbon footprint and strengthen the social fabric of the action sports community.</p> <p>To minimize transportation costs and environmental impact, California Skateparks prioritizes the use of local suppliers for heavy machinery, concrete, metal, and wood materials. When appropriate, we partner with local subcontractors to perform earthwork and foundational concrete work prior to the arrival of our specialized crew. Additionally, whenever possible, our construction teams salvage and repurpose excess materials, reinforcing our commitment to sustainability and resource efficiency.</p> <p>To achieve environmental sustainability, California Skateparks complies with all environmental regulations, limits water / material usage, manages water / air quality, utilizes local resources, constructs with green technology methods, and reduces impact to surrounding natural features. A perfect example of a California Skateparks eco-friendly project is The Gathering Place in Tulsa, Oklahoma. This project utilizes a variety of green technologies and design techniques, including a water retention / bio-infiltration area that cuts through the middle of the park and a native plant palette that is integrated throughout the entire project. In addition, the park was built with a variety eco-friendly materials and methods that are conducive to other world class, sustainable projects. Since its opening in 2018, The Gathering Place Skatepark has quickly become known as one of the most sustainable and progressive skateparks in the world. In addition to the many sustainable methods used for the Tulsa project, California Skateparks is also constantly looking for new eco-friendly materials and sustainable practices to incorporate into our future projects. The following list showcases a variety of strategies that California Skateparks utilizes to ensure environmental sustainability:</p> <p>Pollution Control; Utilize Local Resources; On-Site Renewable Energy; Recycled Materials; Reduce Greenhouse Gas Emissions; Fly Ash Concrete; Alternative Transportation; FSC Certified Wood; Water Efficiency; Site Protection and Restoration; Drought Tolerant Landscape; Limit Tree Removal; Stormwater Management; Light Pollution Reduction; Integrated Bioswales; LED / Solar Lighting; Construction Waste Management; Heat Island Effect Reduction; Waste & Recycling Management.</p>
<p>44</p>	<p>Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.</p>	<p>California Skateparks has delivered numerous projects that align with the sustainability principles outlined by LEED and SITES certification programs, including the Gathering Place Skatepark, Linda Vista Skatepark, Etnies Skatepark, and La Colonia Skatepark. While these projects met key sustainability criteria, final certification was not obtained due to factors outside our scope, such as surrounding landscape elements and site amenities not developed by our team. Despite common challenges such as budget constraints, site conditions, and varying client priorities, California Skateparks remains committed to sustainable practices. We consistently incorporate LEED and SITES guidelines into our design and construction processes to ensure each project reflects environmental responsibility and long-term community value.</p>

<p>45</p>	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>California Skateparks offers Sourcewell participating entities a value proposition unmatched in the action sports industry. As the official designer and builder for the world’s most prestigious events—including the Olympic Games, the Olympic Qualifying Series, World Skate competitions, Street League Skateboarding, X Games, Vans Worldwide Pop-Up Parks, the Rockstar Energy Open, and the Jackalope Series in both the U.S. and Canada—our team is trusted to deliver elite-level facilities under the highest performance standards. Through Sourcewell, participating entities gain direct access to Olympic-quality design and construction without the delays of a traditional procurement process.</p> <p>A core differentiator is our dedicated research and development training facility, where we test new ideas, materials, and construction techniques in collaboration with the world’s top professional athletes. This unique feedback loop ensures that Sourcewell members receive facilities designed not only to meet today’s standards but to set the benchmarks of tomorrow. For example, when Powder Springs, Georgia, requested a park capable of hosting Olympic-level events, California Skateparks was uniquely qualified to deliver. With the 2028 Los Angeles Olympics approaching, the demand for parks that can serve as both community recreation hubs and high-performance competition venues will only grow—providing Sourcewell members with facilities that double as civic assets and economic drivers.</p> <p>In addition to our services, California Skateparks also manufactures and provides proprietary products that elevate the quality and performance of our projects. Working with professional skateboarders, we developed a concrete pool coping product specifically engineered for skateboarding. This coping is used in all of our competition parks, installed in Sourcewell projects, and sold in the marketplace to other contractors and competitors. Beyond coping, we also produce a range of custom metal and concrete edge treatments for banks, ledges, and quarter pipes, as well as custom-designed concrete stamps for clients seeking unique branding or artistic finishes. These innovations are exclusive to California Skateparks and represent an additional layer of value for Sourcewell members.</p> <p>We also lead the industry in inclusive design through our All-Access Skatepark Program. This initiative goes beyond ADA compliance by incorporating insights from adaptive athletes, including visually impaired riders and amputees, directly into the design process. The result is a facility that is equitable, community-driven, and future-ready. Importantly, this program is available not only for new parks but also for retrofits of existing facilities, allowing Sourcewell members to expand access to everyone.</p> <p>Finally, our integrated in-house design–build delivery model guarantees efficiency, accountability, and consistency. Coupled with Sourcewell’s streamlined procurement framework, participating entities gain speed to market, cost transparency, and the assurance that their skatepark will be delivered to world-class standards.</p> <p>In summary, California Skateparks’ unique attributes—Olympic-level expertise, our R&D training facility, proprietary products, the All-Access Program, and a forward-looking approach to innovation—position us as the only firm capable of delivering both community parks and elite competition facilities through Sourcewell.</p>
<p>46</p>	<p>Describe your process in building a sanctioned BMX course and how you meet the USA BMX or Union Cycliste Internationale (UCI) requirements</p>	<p>California Skateparks follows a meticulous process in designing and building sanctioned BMX courses that meet all USA BMX and Union Cycliste Internationale (UCI) requirements. Our team collaborates closely with governing bodies, athletes, and event organizers to ensure each course meets precise specifications for safety, flow, and performance. We use advanced 3D modeling and construction documentation to develop layouts that adhere to UCI standards for dimensions, surface materials, and obstacle design. Every build undergoes rigorous quality control, from site preparation to final inspection, ensuring it meets international competition standards and delivers a world-class riding experience.</p>

<p>47</p>	<p>Describe the methods or techniques that impact the durability or longevity of your product.</p>	<p>Skateparks are intentionally designed to endure high-impact, repetitive use. At California Skateparks, we understand these structural demands firsthand—as both experienced builders and lifelong skateboarders—and we have developed specialized methods and proprietary products to ensure exceptional durability and longevity.</p> <p>We manufacture our own concrete pool coping specifically formulated for skateboarding. Unlike standard concrete, this coping is engineered with higher abrasion resistance and PSI strength, allowing it to withstand years of repeated grinds and slides without premature wear. This proprietary coping is installed in all of our competition parks and has been adopted across the industry as a benchmark product.</p> <p>In addition, we have created custom edge treatments for banks, ledges, and quarter pipes. These edge profiles are fabricated with enhanced abrasion resistance and strategically integrated into our designs at high-wear zones. By anticipating where heavy grinding and impact will occur, we not only increase the immediate durability of these features but also design them to be replaceable. This approach ensures that when an edge eventually reaches the end of its service life, it can be swapped out with minimal disruption and no significant damage to the surrounding concrete structure.</p> <p>Beyond proprietary products, our construction methods also contribute significantly to longevity. We use the highest-grade concrete available, expertly mixed for optimal strength and consistency. Shotcrete and flatwork are reinforced with angle iron, steel coping, or embedded metals at critical impact zones to prevent chipping, erosion, and long-term wear. Subsurface conditions are stabilized with engineered fill compacted to 95–99%, and comprehensive drainage systems are incorporated into every design to eliminate standing water and mitigate freeze–thaw damage. Together, these practices preserve surface quality and structural integrity long after the park opens.</p> <p>Through this combination of proprietary materials, precision construction methods, and replaceable wear elements, California Skateparks builds facilities that are not only designed to perform at the highest level but also to withstand decades of use, evolving with the community while maintaining their safety, functionality, and performance.</p>
<p>48</p>	<p>Describe any unique advancements offered by your firm, including examples related to product safety, product longevity and life cycle costs.</p>	<p>California Skateparks is recognized as the industry leader in advancing both the design and construction of skateparks. Our approach combines proprietary product development, international safety standards, and continuous research to ensure the highest levels of safety, durability, and long-term value for Sourcewell members.</p> <p>Through our dedicated research and development training facility, we continually test and refine new construction techniques, concrete admixtures, and materials. This hands-on R&D process—supported by direct feedback from professional athletes—allows us to extend product lifespan, reduce maintenance needs, and lower lifecycle costs. For example, our proprietary concrete pool coping is specifically engineered for skateboarding with higher abrasion resistance and compressive strength than standard mixes. Similarly, our custom edge treatments for banks and quarter pipes are designed for both durability and replaceability, giving communities high-wear elements that can be swapped out without damaging surrounding structures.</p> <p>On the safety side, California Skateparks strictly adheres to the European skatepark safety code—the most comprehensive skatepark safety standard worldwide, and the one recognized by World Skate, the International Federation of Skateboarding. This code governs critical aspects such as spacing between elements, access, guardrail heights, and safe clearances. Since no equivalent code yet exists in the United States, we voluntarily adopt this internationally recognized framework to ensure every facility meets the highest possible safety standards.</p> <p>Our focus on safety-driven design and durability-focused construction is matched by careful material sourcing. We select pool coping, tiles, and specialty materials on a park-by-park basis, hand-installing and finishing them for longevity. Custom ornamental metals are fabricated from high-grade steel, treated against rust, and painted for extended life.</p> <p>Together, these advancements mean that Sourcewell members receive more than just a skatepark—they receive a future-proofed facility designed for maximum safety, reduced maintenance costs, and extended lifespan. By combining R&D, proprietary materials, and adherence to global safety codes, California Skateparks ensures that every project delivers unmatched value over its lifecycle.</p>

<p>49</p>	<p>Describe how your offering addresses the needs of user's safety, well-being, and range or level of accessibility?</p>	<p>Creating a safe, inclusive, and supportive environment begins with thoughtful design. At California Skateparks, we carefully organize every layout to promote safety, reduce conflicts, and accommodate users of all skill levels and abilities. Advanced obstacles are concentrated in designated zones, while beginner and intermediate areas are positioned separately, allowing less experienced users to practice comfortably without risk of collisions. Beginner zones often include flat ground areas, seating, and designated viewing spaces for parents or guardians, ensuring that the facility serves both participants and the wider community.</p> <p>Through our industry-leading All-Access Skateparks Program, we also ensure that adaptive athletes are fully included. Having consulted with dozens of top adaptive athletes, we design spaces that support skaters who use wheelchairs, crutches, canes, or other mobility devices. Our approach ensures that a single facility can both challenge elite professionals and provide meaningful access and enjoyment for individuals with disabilities. Beyond ADA compliance, we design elements to be skatable and usable by everyone, making these parks true community assets.</p> <p>To further enhance user safety and well-being, California Skateparks follows the European skatepark safety code—the most comprehensive standard worldwide and one recognized by World Skate, the International Federation of Skateboarding. This code governs critical factors such as spacing between elements, guardrail requirements, and safe clearances. By adhering to this framework, we provide Sourcewell members with facilities that meet globally recognized standards even in the absence of a formal U.S. code.</p> <p>Finally, we support responsible park use through environmental and operational features such as clear safety signage, posted rules, protective gear reminders, ADA-accessible pathways, shade and rest areas, and inclusive viewing zones. Together, these elements address not only physical safety but also the broader well-being and accessibility of all users—making every Sourcewell project a safe, inclusive, and welcoming environment for the entire community.</p>
<p>50</p>	<p>Describe any unique advantage that your product offers in relation to design-build, manufacturing, climate variations, and community aesthetics.</p>	<p>California Skateparks' greatest advantage lies in our ability to create facilities that are as meaningful to the community as they are functional for skaters. Our multidisciplinary team—including professional skateboarders, seasoned designers, and skilled builders—works collaboratively to ensure that every park reflects the needs, culture, and identity of the community it serves.</p> <p>From the earliest design stages, we place heavy emphasis on community aesthetics and input. This may include incorporating local landmarks or skate spots into the park design, partnering with local artists to create murals or integrated art features, or reflecting a city's logo, branding, or color scheme in the finishes. The result is a facility that feels distinctly local—instantly recognizable in photographs, identifiable as belonging to that city, and celebrated as a community landmark.</p> <p>Our goal is not just to deliver a functional skatepark, but to create iconic gathering spaces. In many cases, these parks become tourist attractions—much like our project in Jacksonville, which has become an “Instagram-famous” destination because of its artistic qualities and unique design. But more importantly, when designed properly, skateparks become hubs of new community life. They bring together users of all ages, backgrounds, and abilities—skateboarders, scooter riders, and BMX riders—united by the shared experience of wheeled sports. These spaces foster creativity, artistic expression, and inclusivity, while also providing areas for parents, spectators, and community members to gather, watch, and enjoy.</p> <p>While aesthetics and community identity are central, durability remains a core advantage. We utilize the highest-grade concrete mixes and integrate long-lasting details such as embedded metals, edge treatments, and drainage systems designed for local climate conditions. In addition, we manufacture proprietary products such as custom pool coping and edge treatments engineered specifically for skateboarding, ensuring that high-wear areas perform better and last longer than conventional materials.</p> <p>This holistic approach—combining functionality, artistry, inclusivity, durability, and community identity—means that Sourcewell members receive far more than a skatepark. They receive a multi-purpose civic hub that reflects their community's values, encourages healthy activity, sparks creativity, and becomes a landmark gathering place for decades to come.</p>

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
51	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	California Skateparks is not a Women or Minority Business Entity, Small Business Entity, or veteran owned business. However, we have established relationships with minority or women businesses and continue to utilize these businesses whenever possible. California Skateparks complies with the outreach to minority owned businesses requested by the cities and document our outreach data.
52		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	California Skateparks is not a MBE. However, we have established relationships with MBE businesses and continue to utilize these businesses whenever possible. California Skateparks complies with the outreach to MBEs requested by the cities and document our outreach data.
53		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	California Skateparks is not a WBE. However, we have established relationships with WBEs and continue to utilize these businesses whenever possible. California Skateparks complies with the outreach to WBEs requested by the cities and document our outreach data.
54		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	California Skateparks is DOBE. However, we have established relationships with DOBEs and continue to utilize these businesses whenever possible. California Skateparks complies with the outreach to DOBEs requested by the cities and document our outreach data.
55		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	California Skateparks is not a veteran owned business. However, we have established relationships with VBEs and continue to utilize these businesses whenever possible. California Skateparks complies with the outreach to VBEs requested by the cities and document our outreach data.
56		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	California Skateparks is not a SDVOB. However, we have established relationships with SDVOBs and continue to utilize these businesses whenever possible. California Skateparks complies with the outreach to SDVOBs requested by the cities and document our outreach data.
57		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	California Skateparks is not a SBE. However, we have established relationships with SBEs and continue to utilize these businesses whenever possible. California Skateparks complies with the outreach to SBEs requested by the cities and document our outreach data.
58		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	California Skateparks is not a SDB. However, we have established relationships with SDBs and continue to utilize these businesses whenever possible. California Skateparks complies with the outreach to SDBs requested by the cities and document our outreach data.
59		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	California Skateparks is not a WOSB. However, we have established relationships with WOSBs and continue to utilize these businesses whenever possible. California Skateparks complies with the outreach to WOSBs requested by the cities and document our outreach data.

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
60	Describe your payment terms and accepted payment methods.	California Skateparks generally has Net 30-day terms; however, we are flexible and willing to comply with any required terms from the Sourcewell participating entities.

61	Describe any leasing or financing options available for use by educational or governmental entities.	California Skateparks has partnered with Citizens Business Bank to offer Clients a complete suite of financing solutions.	*
62	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.	<p>California Skateparks uses standardized transaction documents that ensure clear terms, consistent pricing, and compliance with Sourcwell requirements. Typical documents include:</p> <p>Scope of Work – Developed jointly with the client to define services, deliverables, and schedule. California Skateparks produces a detailed scope describing each phase of the project, supported by a transparent pricing breakdown with discounts applied per Sourcwell.</p> <p>Bids/Quotes – Prepared by CSP, referencing the Sourcwell contract and including all pricing and discounts established under Sourcwell terms. Additionally a Cost Quantity Breakdown (CQB) that visually describes the components ensuring transparency and an understanding of the project.</p> <p>Purchase Orders – Issued by the Participating Entity to authorize the project.</p> <p>Agreement (Standard Terms and Conditions) – Serves as the baseline contract, covering scope, payment terms, warranties, and insurance.</p> <p>Change Orders – Used when scope, schedule, or cost adjustments are required.</p> <p>Schedule of Values & Billing – Pay applications with detailed breakdown, progressive billing amounts, releases, invoicing, and CPR (if required).</p> <p>Warranty - Documentation on the proper maintenance and product specifications that can help with maintenance along with drawings and instructions to identify areas and components of the park.</p> <p>Scope of Work (Combined Summary): Design and Planning: Meeting/Site-Visit Minutes, concept layouts, surveys, public meetings, final concept plans. Construction Documentation: Horizontal control, grading, drainage, and detailed construction drawings at 60% and 100% submission levels. Construction: Progress Reports, safety documentation, submittals, schedules, and shop drawings.</p> <p>Sourcwell pricing discounts and administrative fees are built into the Bid/Quote process. During project execution and progress billing, these amounts are calculated and accounted for. At project completion, all sales data and associated administrative fees are reconciled and reported to Sourcwell in accordance with quarterly reporting requirements.</p>	*
63	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	<p>California Skateparks accepts P-Card payments and applies a 0% processing fee when they are used. In practice, P-Cards are rarely used for projects of this scale, which typically range from tens of thousands to hundreds of thousands of dollars. Most Sourcwell participating entities choose purchase orders, ACH, or check payments for projects of this size.</p> <p>We are prepared to accommodate P-Card transactions if required, but recommend traditional payment methods for efficiency and cost effectiveness. Our systems are set up to process all standard procurement methods, ensuring compliance with Sourcwell procedures and providing flexibility to meet client needs.</p>	*

64	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	California Skateparks plans to move forward using a standardized process for each project from Sourcewell participating entities. First, California Skateparks will create a conceptual design which will be then used as a base for our Cost Quantity Breakdown (CQB). This CQB will help us quantify items and materials in our cost estimate, which will already include item unit pricing. As we move further along the design, any changes made during the process will be passed through the CQB, and therefore will modify the cost estimate. In this way, we can ensure consistency in our figures, and avoid confusion due to updates or changes. Each individual component will be listed using line item pricing. Quantities for each line item will come from our CQB. We are also offering an additional 7% discount off of our standard unit pricing, giving Sourcewell members access to pricing lower than any other pricing in the market, published or un-published. Individual SKU's are associated with each line item on the Sourcewell pricelist.	*
65	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	As mentioned, California Skateparks does all sales through in-house salespeople therefore there is no mark-up by a third-party. The pricing is then discounted an additional 7% to Sourcewell members, meaning Sourcewell members are receiving the best possible price for our products and services.	*
66	Describe any quantity or volume discounts or rebate programs that you offer.	California Skateparks values long-term partnerships with Sourcewell members. To recognize and reward repeat clients, we extend an additional 1% discount (rebate) on top of our standard 7% Sourcewell discount. This means returning clients receive an 8% total discount, creating tangible savings for municipalities and organizations that continue to work with us on multiple projects. This incentive reflects our commitment to building lasting relationships and ensuring that Sourcewell members benefit not only from our world-class expertise but also from meaningful cost advantages when choosing California Skateparks for future projects.	*
67	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	Our objective in this RFP response is to deliver a comprehensive, turn-key solution that encompasses every aspect of a skatepark, bike park, or pump track project. This includes design, engineering, materials procurement, and complete installation services. We aim to streamline the process for participating entities by offering specialized components—such as structural foam, custom materials, and unique features—on a cost-plus-percentage basis, ensuring both transparency and value throughout the project lifecycle.	*
68	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Our response covers all scope items typically associated with our projects. There are no additional acquisition costs.	*
69	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Once the final product package is confirmed, our logistics team secures competitive freight rates through our trusted shipping partners. With multiple operational hubs across North America and a high volume of freight activity, we are able to offer our clients highly cost-effective and efficient shipping solutions.	*
70	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	For shipments to Hawaii and Alaska, products are transported to the designated port and delivered via ocean freight. Shipping to most regions of Canada follows the same procedures as domestic U.S. shipments. All logistics and coordination are handled entirely by our team—no responsibility is placed on the customer. These types of shipments are routine for us and managed with efficiency and care.	*
71	Describe any unique distribution and/or delivery methods or options offered in your proposal.	We do not offer any specifically unique distribution or delivery methods.	*

72	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	<p>When California Skateparks receives an order, the Contract Manager conducts a thorough review to ensure all information has been accurately captured. This process often identifies any potential issues or misunderstandings early, allowing for prompt resolution before the order progresses further.</p> <p>Once verified and approved, the order is entered into our standardized tracking system, which records all essential details, including project scope, contract value, customer information, and order date. The Contract Manager also maintains separate reports for each purchasing program to ensure clear organization and accountability.</p> <p>In addition, we maintain a comprehensive master spreadsheet tracking all leads, active sales, ongoing projects, and completed projects. This centralized system supports the preparation of quarterly and annual reports for Sourcewell, which can be segmented into detailed summaries for each project phase. Our completed project reports also include key performance data, which is used to calculate and verify our Sourcewell administrative fees.</p>	*
73	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	<p>We generate internal weekly progress reports to monitor the performance and success of each project at every stage of its lifecycle. These reports track both progress and financial metrics, with each scheduled item reviewed in an estimated-versus-actual format to ensure alignment with the project plan. Key parameters we evaluate include, but are not limited to, the following:</p> <ul style="list-style-type: none"> - Follow up on progress: Are we on time compared to announced schedule? - Resources: Are we mobilizing enough resources to respect the schedule? Are we mobilizing too many? - Customer satisfaction: How is the Customer's relationship? Are we satisfying all their needs? - Schedule of values: Does our level of expenses match the provisions? <p>We conduct reporting on a weekly basis, regardless of project duration, to maintain strict oversight of progress, timelines, and budget adherence. This consistent monitoring of key performance indicators enables us to ensure each project remains aligned with client expectations. By identifying potential delays or scope changes early, we are able to proactively adjust timelines, resources, and workflows as needed to ensure successful project delivery.</p>	*
74	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 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.	California Skateparks proposed a 2% Administrative fee based on gross sales to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract.	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
75	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	Yes. The pricing offered through this Sourcewell contract is better than the pricing we typically provide under other cooperative or state contracts. California Skateparks uses a transparent unit-pricing model based on industry-standard costs, and for all Sourcewell members we apply an across-the-board 7% discount from those prices. In addition, Sourcewell projects include an extended two-year warranty at no additional cost (compared to our standard one-year warranty offered elsewhere). Together, this structure ensures that Sourcewell members receive both discounted upfront pricing and added long-term value beyond what we provide under any other procurement mechanism.

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

Line Item	Question	Response *
76	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>California Skateparks provides a full suite of design–build solutions for both permanent community facilities and temporary or event-based skateparks. Our approach is built around turnkey services, proven construction methods, and a strong commitment to sustainability and quality assurance. This allows us to deliver world-class skateparks that not only meet the technical requirements of each site but also reflect the unique needs of the communities and clients we serve.</p> <p>For permanent skateparks, our process begins with community engagement, outreach, and education—helping cities, stakeholders, and residents understand the benefits of a skatepark and the steps required to bring one to life. We assist with funding pathways, council approvals, and early programming sessions to ensure that the facility reflects the desires of both end users and the surrounding neighborhood. Once the vision is established, our design team develops conceptual and schematic plans, refining them through community feedback and municipal review. Final construction drawings are prepared and stamped by licensed architects, engineers, or landscape architects as required by local jurisdictions. To maintain transparency and cost control, we use our proprietary CQB (Cost Quantity Breakdown) tool, which links design features directly to unit pricing so that clients can see the budget impact of design decisions in real time.</p> <p>Construction of permanent parks is handled entirely in-house by our experienced team of superintendents, ACI-certified nozzle men, certified welders, carpenters, and skilled crews. We manage every phase of the build, including demolition, grading, drainage systems, walls, ledges, shotcrete elements, flatwork, metals, and finishing. Our world-class skateable concrete surfaces are recognized globally for their precision and rideability, and we apply the same level of detail to edges, transitions, and finishing as we do to large structural elements.</p> <p>Quality assurance is central to our process. Each stage of construction follows a standardized inspection and checklist system designed to verify compliance with specifications and industry standards. Soil and compaction are tested by third-party inspectors, while concrete and shotcrete undergo on-site slump and air tests as well as independent laboratory testing at seven, fourteen, and twenty-eight days. Rebar and reinforcement are inspected before placement, and formwork and elevations are checked against approved drawings to guarantee accuracy. During finishing, multiple inspections ensure consistency and smoothness across the skateable surfaces. Before final turnover, we conduct a comprehensive punch list and walkthrough with the</p>

		<p>client to confirm that every detail meets expectations.</p> <p>While permanent skateparks are always built new and site-specific, California Skateparks emphasizes sustainability wherever possible. A significant portion of our formwork materials—including timbers, posts, and supports—are reused across multiple projects. By repurposing these materials, we reduce waste and minimize cost without compromising structural integrity or quality. Although the final facility itself cannot be relocated or reused, our internal recycling practices ensure that the construction process remains efficient and environmentally responsible.</p> <p>Our temporary and event skatepark solutions are designed with modularity, reusability, and speed in mind. These facilities are ideal for competitions, pop-up events, and brand activations, offering the same high standards of performance and safety as permanent parks while being engineered for rapid assembly and disassembly. We build these parks on our proprietary modular base system, which incorporates scaffolding, ledger walls, and custom transition clips. Riding surfaces are constructed from a reusable timber decking system covered with SkateLite Pro, the industry's premier weatherproof surface. Each course is designed uniquely for its event but uses components that can be fully dismantled, stored, and reused. Concrete toppings, when used, contain no rebar and are recycled into aggregate base after each event. Metals, rails, and coping are unscrewed and saved for future projects, sometimes repurposed into permanent community parks. Once dismantled, all materials are palletized or crated and returned to one of our multiple warehouses on the East Coast, West Coast, or in Central U.S. locations.</p> <p>As with our permanent projects, quality assurance is embedded into every temporary build. Structural scaffolding and surface systems are inspected throughout the build process, while SkateLite panels and fasteners are checked for proper alignment, fastening, and smoothness. Prior to the event, our team conducts a walk-through with clients and athletes to confirm rideability, safety, and flow. During the event, our staff remains on-site to monitor conditions and make adjustments as needed, ensuring optimal performance and safety at all times.</p> <p>Temporary parks also embody our strongest recycling and reuse practices, with more than 90 percent of all materials carried forward into future projects. The structural scaffolding, timbers, decking, SkateLite panels, and metals are all saved and stored, while the concrete is recycled. This model not only provides significant cost efficiency for clients but also reflects our commitment to minimizing waste and maximizing the life cycle of our materials.</p> <p>In summary, California Skateparks offers clients a turnkey, transparent, and sustainable solution for both permanent and temporary skatepark projects. Through our integrated design-build model, rigorous quality assurance program, and strong focus on reuse and recycling, we deliver facilities that meet client goals, excite end users, and serve their communities for years to come.</p>
77	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>California Skateparks offers a comprehensive range of design-build services for both permanent and temporary skatepark projects. To best describe our products and services, we have organized them into the following subcategories. Each reflects a core aspect of our expertise, supported by detailed solutions that ensure a complete, turnkey delivery.</p> <ol style="list-style-type: none"> 1. Community Engagement & Outreach Solutions <ul style="list-style-type: none"> City council and stakeholder outreach Public workshops and user-group sessions Educational presentations on skatepark benefits Consensus building between municipalities, residents, and end users Assistance with funding applications and grant support 2. Feasibility Studies & Master Planning Solutions (new) <ul style="list-style-type: none"> City- or county-wide skatepark master plans Needs assessment and gap analysis for underserved areas Site evaluation, selection, and prioritization Long-term phased planning for multiple parks Feasibility studies including site constraints, budget ranges, and projected usage 3. Design & Engineering Solutions <ul style="list-style-type: none"> Conceptual and schematic design development 3D modeling and visualization for community review Stamped drawings by licensed architects, engineers, and landscape architects Grading, drainage, and civil engineering design ADA accessibility planning and compliance integration Proprietary CQB (Cost Quantity Breakdown) tool for real-time cost transparency Permit support and coordination

4. Permanent Skatepark Construction Solutions

Site preparation: demolition, site clearing, grading, and compaction
 Drainage installation: subsurface systems, bioswales, and storm sewer tie-ins
 Structural elements: rebar placement, formwork, embedded metals, shop drawings
 Concrete & shotcrete: placement, finishing, edging, curing, saw cutting, sealing
 Proprietary features: California Skateparks' custom pool coping, edge treatments, and stamps
 Specialty work: artistic sculpting, custom features, landscaping, and amenities
 Finalization: caulking, sealing, painting, and grand opening support

5. Temporary & Event Skatepark Solutions

Proprietary modular scaffolding base system with custom clips
 Reusable 4x4 timber plywood decking surfaced with SkateLite Pro
 Modular rails, coping, and transition features
 Event-specific customization (branding, graphics, broadcast integration)
 Concrete toppings without rebar, fully recycled post-event
 Assembly, teardown, palletizing, and warehouse storage (East, West, Central U.S.)
 Athlete testing, course adjustments, and on-site event support

6. Fabrication & Specialty Component Solutions

Custom rail and grind feature fabrication
 Coping and ledge metal fabrication (steel, stainless, aluminum)
 Transition clips and modular connectors
 Artistic sculptures and integrated art features
 Prefabricated components for hybrid builds
 Protective coatings and finishes

7. Quality Assurance & Safety Solutions

Pre-construction QA planning and checklists
 Soil and compaction testing with third-party verification
 Concrete and shotcrete testing (slump, air, cylinder breaks at 7/14/28 days)
 Reinforcement and formwork inspections prior to pours
 Welding and embedded metal inspections
 Finish inspections for smoothness, transitions, and rideability
 Final punch lists, walkthroughs, and QA documentation
 Strict adherence to the European Skatepark Safety Code and World Skate standards

8. Sustainability & Recycling Solutions

Reuse of formwork lumber and supports across projects
 Recycling of event concrete into aggregate base
 Reuse of modular decking, SkateLite, and scaffolding systems
 Repurposing metals into permanent community parks
 Environmentally responsible disposal of materials
 Integration of green infrastructure (bioswales, rain gardens) into site design

9. Project Delivery & Lifecycle Support

Project management from concept through completion
 Coordination with municipalities, consultants, and stakeholders
 Scheduling, budgeting, and reporting
 Change order management and transparent client communication
 Grand opening event support and community celebration
 Delivery of maintenance manuals and operational training
 Long-term consultation for upgrades, retrofits, and expansions

10. Research & Development Solutions

Dedicated R&D training facility for testing new materials and construction techniques
 Weekly feedback from professional athletes on design performance
 Continuous improvement of coping, edging, and finishing methods
 Development of proprietary products (e.g., pool coping, edge treatments, custom stamps)
 Application of real-world event testing to permanent facility design

11. Inclusive & All-Access Solutions

All designs meet ADA standards and go beyond compliance through our All-Access Program
 Input from adaptive athletes (visually impaired riders, amputees, wheelchair skaters) directly informs design choices
 Modified elements to ensure accessibility without compromising performance

		<p>Options to retrofit existing parks for inclusivity and equity</p> <p>12. Training & Maintenance Support Solutions</p> <p>Standard one-year warranty extended to two years for Sourcewell projects Park-specific maintenance manuals with element-specific wear-and-tear guides Onsite training of municipal maintenance staff at project turnover Semi-annual or annual inspection services available Repeat client discount incentives (extended value-add program)</p> <p>13. Skatepark Maintenance Solutions</p> <p>Crack repair and concrete patching Re-caulking of joints and perimeter edges Pool coping repair or replacement Metal coping repair and repainting Concrete and shotcrete sealing and resurfacing Touch-up painting and protective coatings Demo, removal, and replacement of damaged concrete or shotcrete sections</p> <p>14. Skatepark Renovation Solutions</p> <p>Addition of new elements (rails, ledges, walls, transitions) Upgrades for ADA accessibility including adaptive-friendly features Expansion of flatwork, plazas, and transitional zones Integration of new proprietary edge systems for durability and performance Incorporation of public art, murals, or sculptural features Retrofitting of existing skateparks to meet modern safety or design standards</p> <p>15. Upgrades & Retrofit Solutions</p> <p>Replacement of outdated edging with proprietary pool coping or metal treatments Conversion of older features into modern, rideable elements Resurfacing or sealing for extended lifecycle Retrofitting older parks for ADA compliance Integration of new sustainability features (bioswales, stormwater upgrades)</p> <p>16. Grand Openings & Event Programming Solutions</p> <p>Organizing grand opening events for community celebration Professional athlete demonstrations and meet-and-greets Vendor and sponsor coordination for food, beverage, and merchandising Community lessons, clinics, and beginner-friendly workshops Small-scale neighborhood showcases to large-scale event production Broadcast-ready setups for high-profile events.</p>
78	Describe your installation methods and if your company installs or if the entity finds their own installer.	<p>Section 1: Site-Specific Philosophy</p> <p>At California Skateparks, no two sites are the same. Every project we build must respond to its unique soils, climate, drainage patterns, access conditions, and community goals. Our installation methods are therefore tailored job by job—always based on the final design and engineering prepared for that specific location. For example, a project in the Pacific Northwest may require robust subsurface drainage to manage rainfall, while a project in Minnesota will demand deep foundations to frost depth to prevent heave. In Arizona or the Middle East, we often schedule concrete placement at night to protect curing from extreme heat. In subtropical climates such as Costa Rica or Brazil, soils are stabilized and finishes are detailed for humidity and vegetation control. Although the construction detailing varies according to these local factors, our overall process is consistent, proven, and repeatable across every project.</p> <p>Section 2: Our Step-by-Step Installation Process</p> <p>Site Preparation Selective demolition and clearing; salvage vegetation where possible. Survey verification and utility locates completed.</p> <p>Drainage Systems Install subsurface collection and conveyance systems. Integrate retention basins, bioswales, or storm sewer tie-ins.</p> <p>Rough Grading & Compaction Shape subgrade to match design. Import engineered fill as required; compact to 95–99% and third-party tested.</p> <p>Structural Elements (Walls & Ledges) Layout, excavation, rebar cages, formwork, and concrete placement.</p>

Strip forms; backfill and compact to eliminate soft spots.

Custom Proprietary Elements

Install proprietary metals and edge treatments for grinding, sliding, and impact resistance.

Designed for long-term performance but replaceable for lifecycle value.

Shotcrete Elements

Fine grading with engineered aggregate; reinforcement with No. 3/No. 4 rebar @ 12" O.C.; dowels tied to adjoining slabs.

5,000 psi shotcrete placed by ACI-certified nozzlemen; samples tested at 7, 14, and 28 days.

Surfaces shaped with cutters, floated multiple passes, then troweled 3–5 passes for smooth, consistent finish with proper "tooth."

Custom 1/8" edging to compress aggregate and prevent chipping.

Custom Pool Coping & Proprietary Edging

Install California Skateparks' proprietary pool coping

Proprietary edge treatments for quarter pipes, banks, and high-wear areas.

Designed to be swapped out when worn without damaging adjacent work.

Flatwork Concrete

Place 4–6" engineered aggregate base per geotechnical recommendations.

Install 6" slabs reinforced with No. 3 rebar @ 12–18" O.C., doweled into adjacent elements.

12" thickened edges at perimeters and transitions.

Cure & seal; saw-cut joints within 24 hours.

Final Protection & Finishing

Seal joints with elastomeric caulking (Sika 1A/1B/1C).

Clean/paint metals; complete site cleanup and landscaping.

Deliver a custom maintenance manual with weekly, monthly, and annual care guidelines.

Section 3: Local Contractor Role & Oversight

While California Skateparks self-performs all critical scopes—including walls, ledges, embedded metals, shotcrete placement and finishing, flatwork finishing, and installation of proprietary coping and edge systems—we also strategically engage local contractors for non-critical scopes such as:

Demolition and haul-off

Rough grading and earthwork

Survey and staking

Rebar installation (as appropriate)

Landscaping, irrigation, fencing, utilities, lighting

This approach creates a dual benefit:

It channels construction dollars directly into the local economy, supporting regional contractors and suppliers.

It gives local stakeholders a tangible role in the project, fostering greater community pride and ownership.

All local subcontracted work is performed under the direct oversight of our project managers and superintendents, integrated into our QA/QC system, and signed off before advancing to the next phase.

Conclusion

In short, our installation methods are:

Tailored to the site (soils, climate, drainage, access, and design-specific factors).
Consistent in process (a proven, repeatable step-by-step framework from site prep through finishing).

Reinforced by local partnerships (engaging the community while maintaining California Skateparks' full oversight).

Backed by rigorous QA/QC (ensuring every phase is inspected, tested, and documented).

The result is a facility that is durable, safe, and iconic—a skatepark built to serve the community for decades.

Below is a step by step outline of our QA/QC Program

Pre-Construction QA/QC

		<p>Multidisciplinary design reviews by licensed architects and engineers. Geotechnical reports verified prior to mobilization. Pre-install meetings confirm scope, tolerances, testing plan, and sequencing.</p> <p>Construction QA/QC</p> <p>Daily inspections by superintendents covering grading, formwork, reinforcement, and drainage. Third-party testing: compaction verified (95–99% Proctor), concrete/shotcrete cylinders and panels tested at 7, 14, and 28 days. Tolerance checks: laser levels and templates confirm millimeter accuracy for dimensions and radii. Checklists: each major scope (drainage, walls, shotcrete, flatwork, proprietary features) signed off by superintendent and PM before advancing. Proprietary items: coping and edge systems tested for flushness, anchoring, and abrasion resistance.</p> <p>Post-Construction QA/QC Expansion and saw-cut joints sealed to prevent moisture intrusion and freeze–thaw damage. Final walk-through with the client and stakeholders. Punch lists resolved before close-out. Onsite maintenance training (no cost) provided to local staff; custom manual delivered.</p> <p>Ongoing QA/QC</p> <p>Extended warranty: Sourcewell projects receive two years of warranty (vs. standard one year). Optional inspections: semi-annual or annual reviews available with documented maintenance recommendations.</p>
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Table 7B: Depth and Breadth of Offered Solutions

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.

Line Item	Category or Type	Offered *	Comments *
79	Skatepark	<input checked="" type="radio"/> Yes <input type="radio"/> No	California Skateparks designs and constructs skateparks of every scale, from neighborhood skate spots to Olympic-qualifying venues. We employ a full range of construction materials and methods to ensure each park is tailored to its community, site, and long-term performance needs.

80	If yes to 79: Skatepark-material including, but not limited to: concrete, asphalt, metal, wood, synthetic, composite, or organic materials, including, but not limited to: pre-cast, poured, cast-in-place, and hybrid solutions	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>"California Skateparks builds skateparks using virtually all available materials and methods. Our expertise includes:</p> <p>Concrete: Cast-in-place, shotcrete, precast elements, and hybrid systems.</p> <p>Asphalt: Used for flatwork, pump tracks or integration into larger hybrid park designs.</p> <p>Metals: Custom-fabricated coping, rails, ledges, and proprietary edge treatments.</p> <p>Wood & Composites: Timber framing, SkateLite Pro surfacing, and modular decking for bike parks and temporary and event parks.</p> <p>Synthetic & Organic Materials: Integration of composites, recycled materials, and natural landscaping features.</p> <p>Material selection is always driven by project goals, site conditions, performance requirements, and durability expectations. In addition, our Research & Development program is continually testing and refining new materials, mixes, and construction techniques to push skatepark building toward greater sustainability and longer lifespans. We fully expect that in the coming years, our projects will incorporate innovative materials not yet widely used in the industry, further extending the performance and value of Sourcewell projects."</p>
81	Bike Park	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>California Skateparks designs and constructs bike parks of all scales, from neighborhood pump tracks to large-scale mountain bike trail systems. Each project is tailored to its specific terrain, climate, and user needs, with materials chosen for durability, performance, and safety.</p>

82	If yes to 81: Bike Park-including but not limited to: concrete, asphalt, metal, wood, synthetic, composite, or organic materials, including, but not limited to: pre-cast, poured, cast-in-place, and hybrid solutions	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>"California Skateparks utilizes a wide range of materials and methods in bike park construction, including:</p> <p>Dirt & Earthwork: Selection of specific soils for jumps and pump tracks, compacted and shaped for rideability and long-term stability.</p> <p>Concrete & Asphalt: Applied in pump tracks, berms, and integrated hybrid features to provide year-round durability and weather resistance.</p> <p>Wood: Rough timber and finished wood for mountain bike trails, ramps, wall rides, bridges, and technical features.</p> <p>Metals: Custom-fabricated rails, coping, and structural supports for jump park and hybrid features.</p> <p>Synthetic & Composites: Surfacing options for modular or temporary features, and weatherproof systems for extended lifespan.</p> <p>Organic Materials: Integration of natural landscaping, rocks, logs, and other elements for authenticity and environmental balance.</p> <p>As with skateparks, material selection for bike parks is driven by project goals, user needs, and environmental conditions. Our Research & Development program also extends to bike park design, continually testing new mixes, finishes, and feature materials to increase sustainability and longevity. In addition, we anticipate incorporating next-generation materials not yet common in the industry to further enhance durability and reduce lifecycle costs."</p>
83	Pump Track	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>California Skateparks designs and builds pump tracks of every scale, from community-level installations to competition-ready facilities. Pump tracks are among the most versatile recreation amenities we deliver, serving bikes, skateboards, scooters, and inline skates in one inclusive environment.</p>

<p>84</p>	<p>If yes to 83: Pump Track-including but not limited to: concrete, asphalt, metal, wood, synthetic, composite, or organic materials, including, but not limited to: pre-cast, poured, cast-in-place, and hybrid solutions</p>	<p><input checked="" type="radio"/> Yes <input type="radio"/> No</p>	<p>"California Skateparks employs a variety of materials and methods in pump track construction, with selection based on budget, performance requirements, and long-term goals:</p> <p>Concrete: Our preferred material for premium pump tracks. Concrete provides unmatched durability, low maintenance, and year-round usability across bikes, skateboards, and scooters.</p> <p>Asphalt: A widely used solution for pump tracks where budget considerations drive material choice. Asphalt provides smoother surfaces than dirt, with reduced maintenance needs and multi-sport functionality.</p> <p>Dirt & Earthwork: Used for entry-level or budget-limited pump tracks. Dirt tracks allow for rapid installation and reshaping but require ongoing maintenance and are more susceptible to weather impacts.</p> <p>Metals & Other Materials: Used sparingly in pump track construction, typically for edging, structural reinforcement, or integration of hybrid features.</p> <p>As with skateparks and bike parks, our Research & Development program evaluates new surfacing materials, asphalt mixes, and concrete finishes to push pump track construction toward greater longevity and sustainability. We anticipate integrating next-generation composites and surface treatments into future pump tracks to further reduce lifecycle costs and expand accessibility."</p>
<p>85</p>	<p>BMX Track</p>	<p><input checked="" type="radio"/> Yes <input type="radio"/> No</p>	<p>California Skateparks works directly with the Union Cycliste Internationale (UCI), the world governing body for cycling, to ensure every BMX track we design and build aligns with international standards and supports the progression of the sport. This collaboration ensures our tracks meet the technical, safety, and performance requirements necessary for both community riders and elite competition.</p>

<p>86</p>	<p>If yes to 85: BMX Track-including but not limited to: concrete, asphalt, metal, wood, synthetic, composite, or organic materials, including, but not limited to: pre-cast, poured, cast-in-place, and hybrid solutions</p>	<p><input checked="" type="radio"/> Yes <input type="radio"/> No</p>	<p>"California Skateparks utilizes a range of materials and methods specific to BMX track construction:</p> <p>Asphalt: The primary surfacing material for straights, berms, and rhythm sections, offering durability, smoothness, and consistent performance in all weather conditions.</p> <p>Dirt & Earthwork: Extensive use for shaping jumps, rollers, and berms, compacted to precise specifications to maximize safety and rideability.</p> <p>Concrete: Commonly used at the start hill and start gate area to provide long-term structural stability.</p> <p>Metals: Required for start gates, operating mechanisms, and reinforcement systems.</p> <p>Hybrid Solutions: Many BMX tracks employ a mix of dirt shaping and asphalt surfacing, balancing cost efficiency with high performance and durability.</p> <p>Our construction process ensures that BMX tracks are not only compliant with UCI standards but also tailored to the needs of local riders and communities. As with skateparks and pump tracks, our Research & Development program continually evaluates surfacing mixes, compaction methods, and feature construction techniques to extend the lifecycle of BMX tracks while reducing long-term maintenance."</p>
<p>87</p>	<p>Equipment, Accessories, and Services related to the offering of the solutions described above, including design-build services, site assessment, site preparation, installation, maintenance or repair, and warranty programs.</p>	<p><input checked="" type="radio"/> Yes <input type="radio"/> No</p>	<p>"California Skateparks provides a complete suite of equipment, accessories, and services to support every phase of skatepark, bike park, pump track, and BMX track development. Our offerings extend far beyond design and construction to ensure long-term success and durability for every facility.</p> <p>Site Assessment & Feasibility: We provide site evaluations, feasibility studies, geotechnical assessments, and master planning to ensure each project is positioned for long-term success.</p> <p>Design & Build Services: From conceptual design through stamped engineering drawings, our in-house team delivers fully integrated design-build solutions. Proprietary tools like our Cost Quantity Breakdown (CQB) ensure transparent pricing and real-time cost impacts of design decisions.</p> <p>Site Preparation & Installation: We self-perform critical scopes such as grading, drainage, formwork, shotcrete, and flatwork, while engaging local contractors under our supervision for non-critical scopes. Installation includes our proprietary pool coping, edge treatments, and specialty metals developed through</p>

		<p>our R&D program.</p> <p>Accessories & Custom Features: We fabricate and install custom rails, coping, grind features, sculptural elements, and branded components, allowing each park to reflect its community identity and withstand long-term use.</p> <p>Maintenance & Repair: Every project is delivered with a tailored maintenance manual identifying typical wear areas and recommended repairs. We provide on-site training for municipal staff at turnover, and offer optional semi-annual or annual inspection and service programs. Services include crack repair, caulking, coping repair, repainting, sealing, resurfacing, and replacement of concrete or shotcrete sections.</p> <p>Warranty Programs: All projects come with a standard one-year limited warranty, which is extended to two years for Sourcewell members. This additional coverage reflects our commitment to the long-term performance of Sourcewell projects.</p> <p>Lifecycle Support: Beyond initial delivery, we offer park renovations, expansions, ADA retrofits, and upgrade programs to extend the relevance and usability of facilities for decades.</p> <p>In short, California Skateparks delivers not just world-class facilities but also the equipment, expertise, and lifecycle services that ensure each project continues to serve its community safely, sustainably, and at the highest level of performance."</p>
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Table 8: Exceptions to Terms, Conditions, or Specifications Form

Line Item 88. 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 redline 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?	Acknowledgement *
	<input type="radio"/> Yes <input checked="" type="radio"/> No

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.

4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- [Pricing](#) - 01 - Pricing.pdf - Thursday September 04, 2025 16:09:26
- [Financial Strength and Stability](#) - 02 - Stability.pdf - Thursday September 04, 2025 15:48:58
- [Marketing Plan/Samples](#) - 03 - Marketing Plan & Examples.pdf - Thursday September 04, 2025 15:49:38
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - 05 - Standard Document Samples.pdf - Thursday September 04, 2025 16:22:34
- Requested Exceptions (optional)
- Upload Additional Document (optional)

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. - Joseph Ciaglia, President, California Skateparks

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
Addendum 1 Skatepark Bike Park Pump Track RFP 090425 Tue August 26 2025 11:48 AM	<input checked="" type="checkbox"/>	1
Amendment 1 Skatepark Bike Park Pump Track RFP 090425 Wed July 23 2025 07:22 AM	<input checked="" type="checkbox"/>	1