



MASTER AGREEMENT #092525

CATEGORY: Boats and Watercraft Solutions with Related Equipment and Services

SUPPLIER: NW Bend Boats, LLC dba North River Boats

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 NW Bend Boats, LLC dba North River Boats, 1750 Green Siding Road, Roseburg, OR 97471 (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 January 28, 2030, 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 #092525 to Participating Entities. In Scope solutions include:
 1. Sourcewell is seeking proposals for Boats and Watercraft Solutions with Related Equipment and Services, such as:
 - a. Rescue Boats;
 - b. Response/Patrol Boats;
 - c. Fireboats;
 - d. Research and Environmental Boats;
 - e. Work and Utility Boats;
 - f. Transportation and Public Service Boats; and,
 - g. Complementary solutions directly related to the offering of 1. a. - f. above, including but not limited to: personal watercraft; purpose-built watercraft trailers and associated hardware, and related equipment, electronics, accessories, parts, and services.
- 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:**

- a) **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.
- b) **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.
- c) **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.

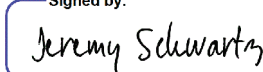
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating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

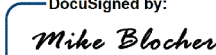
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the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

NW Bend Boats, LLC dba North River Boats

Signed by:

C0FD2A139D06489...
By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 1/28/2026 | 12:03 PM CST

DocuSigned by:

7CB525AC6FFF45C...
By: _____
Mike Blocher
Title: Director of Sales
Date: 1/28/2026 | 9:40 AM EST

RFP 092525 - Boats and Watercraft Solutions with Related Equipment and Services

Vendor Details

Company Name: NW Bend Boats, LLC
Does your company conduct business under any other name? If yes, please state: North River Boats
Address: 1750 Green Siding Road
Roseburg, Oregon 97471
Contact: Amanda Burwell
Email: amandab@northriverboats.com
Phone: 541-673-2438 133
Fax: 541-679-2818
HST#: 90-0873560

Submission Details

Created On: Thursday August 28, 2025 10:52:17
Submitted On: Thursday September 25, 2025 12:44:21
Submitted By: Mike Blocher
Email: mikeb@northriverboats.com
Transaction #: b6ab290b-0be6-4ad9-b432-5d0ff791adfe
Submitter's IP Address: 147.243.245.232

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.	NW Bend Boats, LLC
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y
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).	D.B.A. North River Boats
4	Provide your CAGE code or Unique Entity Identifier (SAM):	6K0S8
5	Provide your NAICS code applicable to Solutions proposed.	336612
6	Proposer Physical Address:	1750 Green Siding Rd Roseburg, OR 97471
7	Proposer website address (or addresses):	https://www.northriverboats.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):	Mike Blocher, Director of Sales, 1750 Green Siding Rd Roseburg, OR 97471, mikeb@northriverboats.com, 541-391-0103
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Jesse Faunce, Commercial Sales, 1750 Green Siding Rd Roseburg, OR 97471, jesseb@northriverboats.com, 541-671-0945
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Amanda Burwell, Administrative Support Specialist, 1750 Green Siding Rd Roseburg, OR 97471, amandab@northriverboats.com, 541-673-2438 Sara Lynn, Cost & Process Analyst, 1750 Green Siding Rd Roseburg, OR 97471, saral@northriverboats.com, 541-530-7525

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>History</p> <ul style="list-style-type: none"> • Founding: North River Boats was founded in 1974 in Roseburg, Oregon. Our original focus was building jet boats for river fishermen operating in the wild rivers of southern Oregon. • Expansion via Acquisition: In 2001, North River acquired Almar Boats, which expanded its abilities into commercial and military/government sectors. This opened up a new line of heavier workboats, pilot boats, etc. • Leadership & Ownership: In 2012, current leadership (Brent Hutchings & his wife Chrys) took over and formally acquiring the company by 2014. They then established an Employee Stock Ownership Plan (ESOP). As of 2016, qualifying North River employees have ownership stakes. • Diversification: Over the years, North River has diversified its customer base: recreational boats; commercial (fishing, charter, pilot boats, etc.); military, first responders, government agencies. This diversification helped us weather market fluctuations (for example during the Great Recession). • Facilities: Our company runs out of a substantial facility in Roseburg, Oregon: ~125,000 square feet over 10 acres. We've invested in modern manufacturing — CAD design (Rhino), CNC router tables, state of the art welding equipment, specialized paint booths, large outfitting and quality-inspection bays. • Recent Merger / Parent Company: In late 2023, North River joined forces with Willie Boats, Inc. under a newly formed parent company, 44° North Marine. Both companies retain their brands; the merger furthers their capacity and market reach. All told, North River Boats has earned a reputation for toughness, high build quality, ride performance, and customization. Our evolution from small jet river boats to also serving government, military, pilot, rescue, and commercial boat sectors, plus our strong internal culture (especially employee ownership), help distinguish us in the heavy gauge boat industry. Our boats are often more "built for heavy use" than many recreational-only aluminum boats, and choice of materials, structural design, and finish reflect that. <p>North River Boats – Core Values</p> <p>Uncompromising Quality</p> <ul style="list-style-type: none"> o Every boat is built with heavy-gauge, high-strength aluminum and precision welding. Durability, safety, and performance come first, no matter the application. <p>Craftsmanship & Pride in Work</p> <ul style="list-style-type: none"> o As an employee-owned company, each person takes ownership of their work. Pride in craftsmanship shows in every weld, finish, and detail. <p>Innovation & Continuous Improvement</p> <ul style="list-style-type: none"> o From CAD design to advanced outfitting, North River pushes for better materials, smarter engineering, and improved ride and handling across recreational, commercial, and government vessels. <p>Customer Trust & Long-Term Relationships</p> <ul style="list-style-type: none"> o Boats are built for real-world use in tough environments. Reliability, safety, and support create lifelong trust with customers. <p>Versatility & Customization</p> <ul style="list-style-type: none"> o No two missions are alike. Whether it's a family fishing trip, a pilot boat, or a military craft, North River builds to fit the customer's exact needs. <p>Teamwork & Ownership Culture</p> <ul style="list-style-type: none"> o As an ESOP company, employees are not just workers, they are owners. Collaboration, accountability, and shared success are central to how the company operates. <p>Resilience & Legacy</p> <ul style="list-style-type: none"> o Since 1974, North River has endured market shifts by diversifying, adapting, and staying true to its promise: building tough, reliable boats that last.
<p>12</p>	<p>What are your company's expectations in the event of an award?</p>	<p>Expanded Market Access</p> <ul style="list-style-type: none"> • This contract would immediately open doors to municipalities, law enforcement, fire & rescue, state agencies, tribal governments, and universities/ school districts. • These buyers often prefer cooperative contracts because they skip the lengthy bid process — meaning faster purchasing decisions and more volume. <p>Order Volume</p> <ul style="list-style-type: none"> • North River Boats is already established in government/commercial markets, this could reasonably mean dozens of boats per year beyond existing orders (fire/rescue boats, patrol boats, pilot vessels). <p>Competitive Advantage</p> <ul style="list-style-type: none"> • North River's ESOP ownership, heavy-gauge aluminum, and proven government track record would resonate strongly with procurement officers. • Few aluminum builders can offer both recreational and specialized government craft under the same umbrella, which makes North River Boats the "go-to" for standardized fleet needs.

13	<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>Reference attached letters and financial statements.</p>
14	<p>What is your US market share for the Solutions that you are proposing?</p>	<p>North River builds approximately 40 commercial workboat / government vessels per year where most of them stay in the US market. This equates to about 15% of our total production per year. North River is a strong competitor in the heavy gauge aluminum workboat / government market. There is no traditional reporting for this, so it is hard to tell where you stand in comparison to other manufacturers. We would be in the top 5 companies for the size range of vessels we build. Recreationally, there is a tracking metric based on registration data by state. North River Boats is ranked #2 for both 2024 and year-to-date 2025. Total market share in 2025 is currently 9.14%. Reference attached 12 months rolling table.</p>
15	<p>What is your Canadian market share for the Solutions that you are proposing?</p>	<p>Our Canadian market share is very small. We typically do not build many commercial work boats or government boats for Canada due to the Transport Canada requirements necessary for compliance. We anticipate an increase in Canada market share with this contract and its outreach to that market. We should note that all pricing to the Canadian market is still in US Dollars. Recreationally, we sell around 30 vessels per year into the Canadian market which equates to about 12% of our annual production.</p>
16	<p>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.</p>	<p>None.</p>
17	<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). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>North River Boats is a manufacturer of high-quality heavy gauge aluminum boats. We have two boat building companies, North River Boats located in Roseburg, Oregon and Willie Boats located in Central Point, Oregon. North River has 130 employees, and Willie Boats has 20 employees. North River builds both recreational boats sold through a dealer network and commercial / government boats sold directly through the factory via factory employee sales force. Willie Boats builds recreational boats sold both through a dealer network and through factory employee sales force. North River has 18 dealers, and Willie Boats has 5 dealers. These are all independent dealers. North River has one commercial dealer, Siddons-Martin Emergency Group. They are responsible for first responder sales in Texas, Louisiana, Arkansas, Tennessee, Nevada, New Mexico, and Utah. All dealers are required to have ABYC certified service providers and installers at their locations. Each dealer has one or two outboard motor lines that they carry as well as other types of product lines, i.e. trailers, etc. North River has a dedicated service and repair facility with a Master Yamaha mechanic on staff. All products delivered through this Sourcewell RFP will be sold via North River Boats factory direct and will be delivered by North River directly except for Siddons-Martin Emergency Group first responder type boats in their territory (Fire boats, police boats, ambulance, boats, SAR boats, etc.). No other dealers will be involved. If a warranty item is required to be taken care of, we may enlist one of our dealers closest to the customer to take care of the warrantable item. Outside of that, we would not utilize our dealers for this contract.</p>
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>Business Licenses: California Idaho Alaska Hawaii Washington Oregon</p> <p>City of Los Angeles – Tax Registration Certificate City of Detroit – Business Clearance</p>

19	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 Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	None.									
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>Lean Manufacturing Improvements with OMEP</p> <ul style="list-style-type: none"> North River Boats has been profiled by Oregon Manufacturing Extension Partnership (OMEP) in a “success story” for our work implementing lean practices. As a result of these practices, the NRB gained: <ul style="list-style-type: none"> \$3 million in new sales directly attributed to the lean improvements 20 new jobs created More than doubled capacity in their small boat line. <p>Employee Stock Ownership Plan (ESOP)</p> <ul style="list-style-type: none"> In 2016, North River Boats established an ESOP. This is an internal recognition of employees’ role and ownership in the company’s success. The ESOP is widely noted in articles as something distinguishing and valued in our culture and reputation. <p>Certifications and Standards for Specific Vessels</p> <ul style="list-style-type: none"> North River Boats has built fire boats that meet NFPA 1925 standards, with fire suppression systems that are UL Certified. E.g., the delivery of a 30-ft by 10-ft fire boat built to NFPA 1925 standards, with UL Certified fire suppression system. All North River Boats are constructed to USCG, ABYC and AWS compliance and have constructed many commercial boats to USCG Sub Chapter – T standards as well as ABS high speed craft. <p>Reputation & Clientele as Recognition</p> <ul style="list-style-type: none"> Our mission, facility, and operational excellence are recognized in industry publications (e.g. Manufacturing Today and WorkBoat Magazine) as being one of the largest heavy-gauge aluminum boat manufacturers in the U.S., serving government (including U.S. Navy, U.S. Coast Guard), commercial, and recreational markets. We are featured/recognized for regular product development and expansion. For example, Manufacturing Today notes they’ve released new recreational and commercial products consistently. <p>Participation in Workforce & Economic Initiatives</p> <ul style="list-style-type: none"> North River Boats are part of Future Ready Oregon, a workforce initiative to train students, providing internships etc. This adds to our reputation in community impact and recognizing us as a valuable employer and regional economic contributor. 									
21	What percentage of your sales are to the governmental sector in the past three years?	<table border="1"> <tr> <td>2022</td> <td>19.00%</td> <td>\$8,264,667</td> </tr> <tr> <td>2023</td> <td>21.20%</td> <td>\$9,759,434</td> </tr> <tr> <td>2024</td> <td>21.65%</td> <td>\$8,935,520</td> </tr> </table>	2022	19.00%	\$8,264,667	2023	21.20%	\$9,759,434	2024	21.65%	\$8,935,520
2022	19.00%	\$8,264,667									
2023	21.20%	\$9,759,434									
2024	21.65%	\$8,935,520									
22	What percentage of your sales are to the education sector in the past three years?	Less than 1%. We generally build one boat every other year for the education sector. We recently completed a dive boat for the Oregon Marine Institute of Biology from the University of Oregon.									
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>HGAC – Contract ID #11642</p> <p>No sales have been made yet for this HGAC contract.</p> <p>We have a dealer agreement with Siddons-Martin Emergency Group, who also has an HGAC contract. They sell our product through their HGAC contract. Over the past two years we have sold 7 boats totaling approximately \$1.9M.</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>GSA Contract Number: 47QSWA22D0051</p> <p>Expires April 27, 2027</p> <table border="1"> <tr> <td>2022</td> <td>- \$1,578,930.48</td> </tr> <tr> <td>2023</td> <td>- \$1,067,034.28</td> </tr> <tr> <td>2024</td> <td>- \$1,043,474.17</td> </tr> <tr> <td>2025</td> <td>TD- \$193,299.41</td> </tr> </table>	2022	- \$1,578,930.48	2023	- \$1,067,034.28	2024	- \$1,043,474.17	2025	TD- \$193,299.41	
2022	- \$1,578,930.48										
2023	- \$1,067,034.28										
2024	- \$1,043,474.17										
2025	TD- \$193,299.41										

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 *
Washington Department of Fish and Wildlife	Captain Dan Chadwick	360-581-3337
Austin Police Department	Sergeant Richard Mitchell	737-228-9046
Austin Fire Department	Bob Vickery	512-563-8798

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>North River Boats operates with a dedicated, in-house direct sales team based at our headquarters in Roseburg, Oregon. This team consists of three full-time commercial sales professionals, collectively offering over 60 years of experience in specifying, quoting, and delivering custom aluminum vessels across a wide range of mission profiles.</p> <ul style="list-style-type: none"> • The Sales Team is deeply familiar with our full commercial portfolio and works closely with customers to align vessel configurations with operational needs and budget. • Team members regularly attend trade shows, expos, and industry conferences throughout the United States to engage with customers, showcase our capabilities, and stay current with industry trends. <p>Additionally, North River has a dealer agreement with Siddons-Martin Emergency Group based in Houston, TX with a territory for all first responder boats in the states of Texas, Louisiana, Nevada, Tennessee, New Mexico, Utah, and Arkansas. This extends North Rivers effective sales team by an additional 55 sales personnel in those states. North River provides Siddons-Martin with training on all vessels and assists with all sales and deliveries throughout the process.</p> <p>North River’s Manufacturing Workforce</p> <p>North River Boats is proud to be a U.S.-based manufacturer, employing approximately 150 skilled personnel across multiple departments:</p> <ul style="list-style-type: none"> • Fabrication • Paint and Coatings • Outfitting and Upholstery • Drafting, Design, and Administration <p>Our integrated team allows us to maintain control over quality, scheduling, and customization. Every vessel is built in-house with close coordination between the production floor and our sales and project coordination teams—ensuring consistency and accountability from contract to delivery.</p>
27	Describe the network of Authorized Sellers who will deliver solutions, including dealers, distributors, resellers, and other distribution methods.	<p>Direct Sales for Commercial / Government / Custom Builds</p> <p>North River has a factory based, Direct Sales team which sells to commercial, government, or large/custom/one off vessels, North River deals directly with the buyer (rather than via a recreational dealer).</p> <p>In addition, North River has a team of Project Coordinators who are responsible for each sale. The Project Coordinator is the liaison between the North River and the customer and will closely monitor the production and quality control for the vessel through the entire construction process to completion. Once completed, the customer is contacted and a sea trial will be conducted, to ensure the final project meets the customer’s expectations.</p> <p>Upon final delivery, when agreed upon by the customer, North River will send a manufacturer representative to complete re-activation and familiarization training on-site with the customer and spend between one and four days completing training depending on the complexity of the vessel. This is true for all factory direct sales and for sales through our commercial dealer, Siddons-Martin.</p>

<p>28</p>	<p>Service force.</p>	<p>North River Boats maintains a dedicated in-house service department at our manufacturing facility in Roseburg, Oregon, staffed by:</p> <ul style="list-style-type: none"> • Two full-time factory-trained mechanics, and • One full-time Service Manager who oversees scheduling, quality control, and customer communication. <p>This team is responsible for all factory-based service work, supporting both new builds and existing customer vessels. Services range from routine preventive maintenance, such as oil changes and system checks, to complex refits, retrofits, and upgrades of in-service boats.</p> <p>Onsite & Mobile Service Support</p> <p>In addition to in-factory work, North River has the capability to deploy a service technician into the field to perform onsite repairs or diagnostics. This field service option helps minimize downtime for our customers and supports long-term operational readiness—especially for mission-critical commercial or government vessels.</p> <p>Our commitment to post-delivery support reflects the long-term relationships we aim to build with each customer, ensuring their vessels remain reliable and mission-ready throughout their lifecycle.</p> <p>As described above, every commercial project is assigned a project coordinator. This PC is the point of contact during the entire build process, but is also now the point of contact for any warranty or after delivery questions, service, repair, etc. It could be 10 years down the road and if the customer has a question on that boat, they still have direct cell phone access to their original project coordinator. We believe in birth to retirement support for our vessels and provide that level of access to every one of our customers.</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>North River Boats handles all Commercial and Government sales directly through its factory sales team, based in Roseburg, Oregon. This direct-sales model ensures that customers receive high-touch support, technical guidance, and project coordination throughout the entire lifecycle of the vessel — from concept through commissioning.</p> <p>Step 1: Initial Contact Commercial or government customers begin by reaching out to North River's Commercial Sales team:</p> <ul style="list-style-type: none"> • By phone: Toll-free customer service number (800) 413 6351 • Online: Submit an inquiry via the Commercial Inquiry Contact Form Direct contact to our sales team - Many customers are return contacts <p>Step 2: Needs Assessment & Consultation North River's direct commercial sales representative will:</p> <ul style="list-style-type: none"> • Consult with the customer to fully understand: <ul style="list-style-type: none"> o Mission requirements (e.g., patrol, rescue, fire response, crew transfer) o Operational environment (e.g., coastal, riverine, offshore) o Budgetary constraints o Timeline requirements • Recommend the most suitable platform model and size based on use case • Discuss optional configurations, compliance requirements (e.g., USCG, ABS), and any agency-specific standards <p>This collaborative process ensures the solution is fully tailored to the end-user's operational demands.</p> <p>Step 3: Proposal & Configuration Once mission requirements are defined:</p> <ul style="list-style-type: none"> • The salesperson prepares a line-item, detailed price proposal • Each feature, accessory, and system are itemized for clarity • A preliminary set of line drawings may be provided upon request <ul style="list-style-type: none"> o These illustrate the vessel's general layout and configuration • This allows the customer to review and refine the design prior to contract stage <p>Step 4: Contract & Order Placement If the customer accepts the proposal:</p> <ul style="list-style-type: none"> • A formal Purchase Order (PO) or contract is executed • North River Boats will: <ul style="list-style-type: none"> o Assign the project to the production schedule o Provide the customer with estimated build start and completion dates <p>This formalizes the relationship and transitions the project into active build status.</p>

		<p>Step 5: Engineering & Build Phase Once scheduled:</p> <ul style="list-style-type: none"> • A dedicated Project Coordinator (PC) is assigned to the build • The PC is responsible for internal execution and acts as the customer's primary point of contact • The PC will: <ul style="list-style-type: none"> Create a comprehensive internal work order Coordinate workflow through the: <ul style="list-style-type: none"> Fabrication Department Paint Department Outfitting Department • The PC ensures alignment with specifications, timelines, and customer expectations throughout the build. <p>Step 6: Testing & Delivery Upon build completion:</p> <ul style="list-style-type: none"> • The PC conducts a final Quality Control (QC) inspection • The boat is launched and water-tested at a local facility <ul style="list-style-type: none"> o All onboard systems (mechanical, electrical, navigation, safety) are tested for functionality • Upon successful testing: <ul style="list-style-type: none"> o The vessel is prepared for final delivery o Delivery may include transportation coordination, handoffs at customer site, or factory pick-up <p>For some projects, especially government or high complexity builds, on-site commissioning or reactivation may be offered.</p> <p>Note: The same process above is true for going through our dealer, Siddons-Martin. The process just flows through them as the intermediary.</p>
30	<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>Mission and Quality Commitments</p> <p>One of the North River Mission Statements is "relentlessly improving the quality and customer service through operational excellence." Once a boat is delivered to the customer, the relationship does not end, it begins.</p> <p>The North River Project Manager (PC) sees the build through from concept to delivery and reactivation. This means for direct or commercial customers, there is a dedicated point of contact, oversight through all stages including post-delivery.</p> <p>Contact and Support Channels</p> <p>Once the customer takes delivery of their North River vessel, they will have direct contact information for both the PC and the salesperson as well as a toll free and local number that can be called for customer service if needed. North River also employs a full time, service manager that can be contacted in the event the PC or salesman cannot be reached.</p> <p>Response time</p> <p>The typical time-frame for a response can be within 24 hours.</p>
31	<p>Describe your ability and willingness to provide your products and services to Sourcewell participating entities.</p>	<p>North River Boats is committed to responsible growth and building long-term relationships with government and commercial clients. Our experienced and knowledgeable Commercial / Direct Sales Team is available to assist Sourcewell participating entities throughout every phase of the procurement process.</p> <p>Whether the mission requires a patrol vessel, fire/rescue platform, crew transfer boat, or multipurpose workboat, our team works closely with agencies to:</p> <ul style="list-style-type: none"> • Understand mission needs and operational environments • Align vessel specifications with budget constraints • Simplify procurement through streamlined cooperative purchasing <p>Our goal is to help agencies identify the right vessel for the job—on time, within budget, and built to last.</p>

32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>North River Boats has established experience delivering vessels across the U.S.-Canada border.</p> <ul style="list-style-type: none"> • The company currently works with three authorized recreational boat dealerships in Canada, all of whom are familiar with Canadian importation requirements, including: <ul style="list-style-type: none"> o Transport Canada compliance o Customs documentation o Duty and tax considerations o Trailer and VIN registration o Provincial regulations where applicable • In addition, the North River Boats Commercial / Direct Sales Team has experience managing direct sales and deliveries to Canadian governmental, municipal, and commercial entities. <ul style="list-style-type: none"> o This includes coordination of international logistics, regulatory compliance, and cross-border documentation. <p>As a result, Canadian buyers—both recreational and commercial—can confidently purchase boats from North River, with full support for the legal and logistical requirements involved in importing U.S.-built vessels into Canada.</p>	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	NRB is capable of supporting all 50 US states and all Canadian providences.	*
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.	All Sourcewell participating members will have full access to North River Boats products submitted within this proposal.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	North River Boats conducts business in both Alaska and Hawaii frequently. We do not currently foresee any specific requirements or restrictions that would apply to these entities.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	All Sourcewell approved members have access to North River Boats master agreement and product line submitted with this proposal.	*

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>North River Boats' marketing strategy for promoting the Sourcewell cooperative purchasing opportunity is rooted in outreach, education, and visibility across the government and public-sector markets we serve. Our priority is to ensure that agencies clearly understand the benefits of purchasing through this program and know exactly how to access it.</p> <ol style="list-style-type: none"> 1. Sales Personnel Training North River Boats employs a three-person direct government/commercial sales team dedicated to educating and informing prospects about the new Sourcewell contract. This team will proactively promote the opportunity through direct outreach and consultation. 2. Dealer Sales Training We will collaborate with our key dealer, Siddons-Martin Emergency Group, to ensure they are fully informed of the Sourcewell contract's availability and advantages. This training will help extend our reach and ensure a consistent message across all customer touchpoints. 3. Customer Service Training Our customer service staff will be trained to clearly understand the Sourcewell program, ensuring they are prepared to answer inquiries and guide customers effectively through the cooperative purchasing process. 4. Sales Force Deployment The new Sourcewell contract will be promoted through a variety of outreach efforts, including: <ul style="list-style-type: none"> • Social media marketing • Blog posts • Attendance at trade shows • Targeted email marketing campaigns • Other relevant digital and print channels 5. Educational Outreach We will develop and distribute comprehensive marketing materials tailored to municipalities, schools, fire departments, and law enforcement agencies. These materials will explain how to use the Sourcewell program to simplify and streamline the purchasing process. 6. Digital Marketing Our website will be updated to prominently feature the Sourcewell contract, supported by: <ul style="list-style-type: none"> • Informative blog posts • Educational videos • Customer success stories • Email campaigns that highlight program benefits and step-by-step usage guides 7. Trade Shows & Industry Events We will promote the Sourcewell program at key industry shows and conferences through: <ul style="list-style-type: none"> • Printed literature • Booth signage • Multimedia presentations <p>These events provide an excellent opportunity to engage with decision-makers and reinforce the advantages of cooperative purchasing.</p> 8. Targeted Communication We will conduct direct outreach and email campaigns to ensure that procurement officers, department heads, and other decision-makers understand how to engage with North River Boats through the Sourcewell contract.
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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>At North River, we utilize a combination of digital platforms and data-driven strategies to enhance our connection with our audience and expand our reach. Our approach combines authentic storytelling with targeted campaigns and continuous analytics to ensure our message resonates with the right people at the right time.</p> <ul style="list-style-type: none"> • Social Media: We actively manage and publish content across Instagram, Facebook, LinkedIn, and TikTok, tailoring each post to reflect North River's brand voice and values. By boosting reels and posts, we expand awareness and engagement beyond our core following, bringing more people into the North River community. • Paid Advertising: Through Facebook and Google Ads, we run highly targeted campaigns that focus on key demographics and regions most relevant to North River. We utilize data insights, including engagement trends, search behavior, and keyword performance, to refine campaigns and maximize return on investment. • Content Marketing: We publish regular blog posts that highlight North River's expertise, values, and stories, strengthening search visibility and establishing North River as a trusted brand in the industry. In addition, we produce engaging video content for YouTube, using both long-form storytelling and short-form highlights to bring the North River story to life and connect with a broader audience. • Email Marketing: Bi-weekly email campaigns keep North River's stakeholders, partners, and community informed and engaged. We track performance metrics such as open rates, click-throughs, and conversions to guide ongoing improvements and deliver content that matters most to our audience. • Data & Analytics: Across all channels, we review metadata and campaign performance to better understand audience behavior. This allows us to optimize timing, creative direction, and messaging so that North River's outreach continues to grow stronger and more effective over time.
<p>39</p>	<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>Sourcewell would play a vital role in promoting agreements arising out of this contract. As a fully vetted and executed cooperative purchasing agreement, Sourcewell would be able to offer this contract to its members on our behalf.</p> <p>Sourcewell serves as a trusted intermediary between vendors (North River Boats) and its vast network of public-sector members – government agencies. Its role could include:</p> <ul style="list-style-type: none"> • Establishing contract credibility and compliance. • Marketing and Promotion • Faster and easier Procurement <p>Winning a Sourcewell contract would be strategically integrated into our sales process through the following steps:</p> <ul style="list-style-type: none"> • Internal training and Enablement <ul style="list-style-type: none"> o Our sales teams will be trained on the specifics of the Sourcewell contract – eligible boat models, pricing, terms, and how members can purchase them. o Develop internal FAQs and quick-reference guides to streamline quoting and proposal processes. • Targeted Outreach to Sourcewell Members <ul style="list-style-type: none"> o Leverage Sourcewell's member directory and resources to identify and prioritize outreach to agencies most likely to benefit from our solutions. o Tailor marketing campaigns specifically to Sourcewell members, highlighting the ease and compliance of purchasing through the cooperative. • Sales tools and Collateral <ul style="list-style-type: none"> o Develop dedicated sales collateral referencing the Sourcewell contract number, eligible offerings, and purchasing instructions. • Bid Avoidance and Procurement Support <ul style="list-style-type: none"> o Proactively present the Sourcewell contract as a bid-alternative when engaging with public-sector clients, especially those with tight timelines or limited procurement resources. o Offer support to procurement teams in understanding how to purchase through Sourcewell, including template documentation and onboarding assistance. • Partnership with Sourcewell <ul style="list-style-type: none"> o Work collaboratively with Sourcewell's marketing and member engagement teams when attending trade shows, and help create awareness campaigns. o Regularly report performance metrics and success stories to Sourcewell to strengthen the relationship and demonstrate contract value. <p>Sourcewell serves as a powerful channel for expanding public-sector sales by simplifying procurement, enhancing credibility and opening access to a large, pre-qualified audience. By integrating the Sourcewell agreement into our sales process, we can accelerate growth, shorten sales cycle, and deliver greater value to public agencies in our marketplace.</p>

40	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.	NRB does not currently have an e-procurement system in place. Due to the highly custom nature of our product and vast amount of possible configurations. We prefer to work directly with the customer through phone conversations or emails to configure our solution to meet their exact needs.
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Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

Line Item	Question	Response *
41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcwell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>At no charge to the customer, North River will provide complete virtual reactivation and maintenance training with the customer. This includes familiarization with all equipment. Starting and stopping procedures will be reviewed. Major equipment procedures will be reviewed. Basic operations will be fully discussed.</p> <p>For a fee, North River offers on-site 3-day complete familiarization and operations training to the end user. This is a train-the-trainer type approach. This includes meeting the boat on delivery and fully reactivating and performing the initial start-up all the way through to full operations training and maintenance training on site. Cost is dependent on training location.</p>
42	Describe any technological advances that your proposed Solutions offer.	<p>North River Boats is a recognized leader in the design and construction of highly customized, technologically advanced marine response vessels. Our reputation for excellence has made us a preferred partner for vendors seeking to test and implement cutting-edge equipment prior to market release.</p> <p>Our vessels are equipped with advanced systems designed to enhance safety, stability, and operator comfort. These innovations provide a smoother ride, reduce operator fatigue, and deliver superior navigational control—many utilizing augmented reality and integrated smart systems.</p> <p>Next-Generation Comfort and Control</p> <p>We incorporate the latest advancements in battery and electrical distribution systems, alongside premium air conditioning and heating systems, to offer unmatched cabin comfort and operational reliability.</p> <p>Examples of Integrated Advanced Systems Include:</p> <ul style="list-style-type: none"> • Stabilization & Ride Control • Seakeeper Gyrostabilizer • Seakeeper Ride • Zipwake Dynamic Trim Control Systems • Situational Awareness & Navigation • FLIR Thermal Imaging Cameras • Integrated Navigation Electronics: Raymarine, Garmin, Furuno, Simrad, Lowrance • NMEA 2000 Networking Systems • Power & Energy Management • Victron Energy Battery Distribution & Inverter Systems • Marine Diesel Generators • Propulsion & Maneuverability • Outboard Motor Packages from Yamaha, Mercury, Honda, and Suzuki – with Joystick Maneuvering Systems • Imtra Side-Power Bow Thrusters – Integrated with Joystick Controls • Digital Control & Switching • C-Zone Digital Switching Systems • Firefighting Systems • Darley Fire Pumps (250–1,500 GPM) with Remote Monitors and Multiple Control Stations • Additional Integrated Systems • A wide range of complex and interconnected marine technologies tailored to mission-specific needs
43	Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>North River Boats' Solar Energy Initiative</p> <p>In 2019, North River Boats took a significant step toward environmental sustainability by installing solar panels—provided and installed by SolarEdge—on both our new 33,750-square-foot manufacturing facility and our existing 80,000-square-foot facility.</p> <p>Since the installation, we have successfully offset over 6.2 million pounds of CO₂ emissions—specifically, 6,206,705 lbs—demonstrating our long-term commitment to reducing our carbon footprint and supporting renewable energy solutions.</p>

<p>44</p>	<p>Describe how your proposed solutions comply with U.S. Coast Guard and Safety of Life at Sea (SOLAS) certifications. and all applicable Transport Canada regulations and standards.</p>	<p>North River Boats – Compliance & Standards Overview</p> <p>General Construction Standards:</p> <ul style="list-style-type: none"> • All vessels comply with U.S. Coast Guard (USCG) and American Boat & Yacht Council (ABYC) standards at a minimum. <p>Structural Standards:</p> <ul style="list-style-type: none"> • Built to ISO 12215 (hull structure) or ISO 12217 (stability) unless otherwise specified. • Some vessels also require compliance with: <ul style="list-style-type: none"> o ABS High Speed Craft o 46 CFR Subchapter T (passenger vessels) <p>SOLAS Compliance:</p> <ul style="list-style-type: none"> • SOLAS (International Convention for the Safety of Life at Sea) standards typically apply only to purchased components (e.g., life rafts). • Documentation and certifications for such components are provided upon delivery. <p>Canadian Regulatory Compliance:</p> <ul style="list-style-type: none"> • Vessels shipped to Canada comply with all Transport Canada regulations. • Vessels under 5 gross tons follow simplified compliance rules. • Vessels over 5 gross tons undergo extensive stability calculations performed by Boksa Marine Design, including P.E. engineer-stamped documentation. <p>Welding & Materials Standards:</p> <ul style="list-style-type: none"> • Welders are AWS-certified and maintain all necessary qualifications and ongoing certification requirements. • All aluminum materials are ABS certified, ensuring traceability and contract compliance. <p>Government Contracts:</p> <ul style="list-style-type: none"> • Builds for USCG, U.S. Navy, and U.S. Army Corps of Engineers adhere to stringent regulatory controls. • All vessels, regardless of client, are constructed to these high standards.
<p>45</p>	<p>Describe warranties offered and how they will be administered, including if they cover all products, parts, labor, technician travel, and geographic regions covered.</p>	<p>North River Boats offers a standard Commercial and Government limited 2-year hull warranty. We provide information on vendor warranties with the support package upon delivery. All major component items will be registered by North River for all applicable warranty's. Minor component items will be the responsibility of the end user to register for warranty. North River will provide this documentation to be completed.</p> <p>North River works hard to mitigate problems, but these do occur at times. It is imperative that any issues are addressed promptly, documented and reported to North River to ensure a swift, equitable resolution.</p> <p>Returns are not allowed. All orders are considered specialty builds and are built to order.</p> <p>The following major equipment warranties will be in effect upon delivery of all North River boats. All other equipment will be warranted through the OEM, minimum one year. North River Boats will assist with all warranties as needed. A detailed list of all OEM warranties can be provided upon request.</p> <p>North River Boats – Hull Warranty - 2 years Yamaha Outboard Motors Warranty - 3 year Government warranty North River Boats – Fuel Tank Warranty - 2 years Trailer Warranty - 1 year trailer/components, 5 year axle Wing Inflatables Fender Warranty - 2 year warranty Electronics warranty - As per each OEM warranty statement Darley Fire Pump Apparatus - 3 years or 3,000 hours Task Force Tips Equipment - 5 years most products, per OEM warranty statement</p>

<p>46</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>At North River Boats, we take pride in our ability to collaborate directly with customers to design and build vessels tailored to meet their exact needs. Our goal is simple: to deliver the right tool so our customers can do their job effectively—no compromises.</p> <p>Our Mission</p> <p>Our mission is to enhance the lives of our customers, employees and the community by building the best aluminum boats in the industry, and by relentlessly improving quality and customer service through operational excellence.</p> <p>Our Four Pillars</p> <p>Our company values are built on four foundational pillars that define who we are and what we stand for:</p> <p>The Ride</p> <p>North River boats are renowned for their superior ride—an experience defined by expert craftsmanship, top-tier materials, and precision components. One trip aboard a North River is all it takes to feel the difference.</p> <p>Superior Quality</p> <p>Every detail matters. From precision welds to resilient upholstery and flawless paint finishes, our boats are built to last. This commitment to quality ensures that your investment delivers value for years to come.</p> <p>Vastly Customizable</p> <p>Whether you're a first responder, Navy SEAL, commercial operator, or Alaskan salmon fisherman, we empower you to design the vessel that perfectly fits your mission. No two boats need to be the same—because no two customers are.</p> <p>Our People</p> <p>As proud employee-owners, our team is deeply invested in the success of every project. Our people bring unmatched dedication, expertise, and care to each build. That same commitment inspires loyalty from our customers, who become part of the growing North River family.</p> <p>Virtually Unlimited Possibilities</p> <p>With over 20 different boat models and hundreds of length, beam, and cabin configurations, North River Boats offers one of the most extensive customization capabilities in the industry. Whatever the challenge, we can build the vessel to match.</p>
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Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
47	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 checked="" type="radio"/> Yes <input type="radio"/> No	North River Boats is an SBA-certified HubZone Firm. We have provided a copy of our SAM.gov print out showing the HubZone certification listed as well as you can find our name listed at SBA-Dynamic Small Business Search. http://dsbs.sba.gov/
48		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NO
49		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NO
50		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NO
51		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NO
52		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NO
53		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NO
54		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NO
55		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NO

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 *
56	Describe your payment terms and accepted payment methods.	North River Boats has two different payment terms depending on the type and value of the contract. Payment terms: Standard (Includes Government Purchase Order with Interim Payments) Payment terms: Government Purchase Order (No Interim Payments - Net 30 days) Reference attached Payment terms
57	Describe any leasing or financing options available for use by educational or governmental entities.	NRB does not offer any leasing or financing options directly through our business. The buyer must have secured funding prior to purchasing through this program. North River does work with banks who offer government funding options but these are on a referral basis only and would be the responsibility of the customer to arrange funding with the referred bank directly.

58	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>North River Boats will be using the following forms and documents in the process of providing proposals, contract agreements, change orders, delivery forms, training documents, drawings and quality control documentation.</p> <ul style="list-style-type: none"> • Commercial Sales Template (to include terms and conditions) • Progress – Final Payment Invoice Template • Sample PDIT Water Test • Charge Voltage PDI • Change Order Template • Sample drawing package • North River Training Agreement • CG1261 Builders Certification • Boat Information Book EXAMPLE • NRB, Limited 2 Year Hull Warranty • Darley Pump Standard 3 Year Limited Warranty • Warranties – Major components • Yamaha factory OB <p>Reference attached Payment terms.</p>																								
59	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	<p>North River Boats does accept the P-card procurement and payment process. There will be a 3% credit card fee on any amount above \$5,000.00. This fee is purely to cover the fees that North River incurs charged by our bank when processing the charge. We do our best to address this prior to contract award and make sure that we list the credit card fee in the terms and conditions and on the invoice so that it is clearly defined.</p>																								
60	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.	<p>North River Boats — Sourcewell Member Pricing Overview Discount Structure:</p> <table border="0"> <tr> <td>Item Category</td> <td>Discount / Pricing</td> </tr> <tr> <td>Boats & Standard Options</td> <td>30% off MSRP</td> </tr> <tr> <td>Outboard Motors</td> <td>15% off North River MSRP</td> </tr> <tr> <td>Price List</td> <td></td> </tr> <tr> <td>Vessel Trailers</td> <td>30% off North River MSRP</td> </tr> <tr> <td>Price List</td> <td></td> </tr> <tr> <td>Custom Options</td> <td>Net price (available upon request)</td> </tr> <tr> <td>Delivery</td> <td>FOB Origin –</td> </tr> <tr> <td>Shipping</td> <td>charged at actual cost at time of shipping</td> </tr> <tr> <td>Training</td> <td>Priced as optional</td> </tr> <tr> <td>feature (net pricing)</td> <td></td> </tr> <tr> <td>Spares Package</td> <td>Priced as optional feature (net pricing)</td> </tr> </table> <p>Additional Materials Provided:</p> <ol style="list-style-type: none"> 0. Payment terms 1. Sourcewell_North River Boats Base_Price_List_Form 2. 2026MY YAMAHA NR-WB RETAIL DEALER NET 07.01.2025 3. 2026MY MERCURY NR-WB RETAIL & DEALER NET v.07.11.2025 4. 2026MY HONDA NR-WB RETAIL DEALER NET 07.12.2025 5. 2026MY Yamaha, Honda, Mercury - Rigging 07.01.2025 6. SOUNDER Sourcewell - V6 6a. North River Sounder Fire Boat GA Dwg 7. LIBERTY Sourcewell - V7 7a. North_River-Liberty 7b. North_River Liberty Fire Boat GA Dwg 8. FREEDOM Sourcewell- V6 8a. Freedom 8b. North River Freedom Fire Boat GA Dwg 9. North_River-Fire 10. NRB_FireVessel_ForWpDownload_FullRez 	Item Category	Discount / Pricing	Boats & Standard Options	30% off MSRP	Outboard Motors	15% off North River MSRP	Price List		Vessel Trailers	30% off North River MSRP	Price List		Custom Options	Net price (available upon request)	Delivery	FOB Origin –	Shipping	charged at actual cost at time of shipping	Training	Priced as optional	feature (net pricing)		Spares Package	Priced as optional feature (net pricing)
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61	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.	<p>North River Boats — Sourcewell Member Pricing Overview</p> <p>Discount Structure:</p> <table border="0"> <tr> <td>Item Category</td> <td>Discount / Pricing</td> </tr> <tr> <td>Boats & Standard Options</td> <td>30% off MSRP</td> </tr> <tr> <td>Outboard Motors</td> <td>15% off North River MSRP</td> </tr> <tr> <td>Price List</td> <td></td> </tr> <tr> <td>Vessel Trailers</td> <td>30% off North River MSRP</td> </tr> <tr> <td>Price List</td> <td></td> </tr> <tr> <td>Custom Options</td> <td>Net price (available upon request)</td> </tr> <tr> <td>Delivery</td> <td>FOB Origin –</td> </tr> <tr> <td>Shipping</td> <td>charged at actual cost at time of shipping</td> </tr> <tr> <td>Training</td> <td>Priced as optional feature (net pricing)</td> </tr> <tr> <td>Spares Package</td> <td>Priced as optional feature (net pricing)</td> </tr> </table>	Item Category	Discount / Pricing	Boats & Standard Options	30% off MSRP	Outboard Motors	15% off North River MSRP	Price List		Vessel Trailers	30% off North River MSRP	Price List		Custom Options	Net price (available upon request)	Delivery	FOB Origin –	Shipping	charged at actual cost at time of shipping	Training	Priced as optional feature (net pricing)	Spares Package	Priced as optional feature (net pricing)
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Spares Package	Priced as optional feature (net pricing)																							
62	Describe any quantity or volume discounts or rebate programs that you offer.	<p>North River Boats – Quantity Volume Discount Terms</p> <p>North River Boats will extend the same basic quantity volume discount terms found in our GSA Contract, based on our standard 30% discount model. These terms apply only to boats and standard options.</p> <p>Important: To qualify for volume discounts, all boats and standard options must be identical with no changes or variations between units.</p> <p>Discount Schedule (Boats and Standard Options Only):</p> <table border="0"> <tr> <td>Quantity</td> <td>Discount</td> </tr> <tr> <td>1 – 2 Boats</td> <td>30.0%</td> </tr> <tr> <td>3 Boats</td> <td>30.5%</td> </tr> <tr> <td>4 Boats</td> <td>31.0%</td> </tr> <tr> <td>5 Boats</td> <td>31.5%</td> </tr> <tr> <td>6 – 10 Boats</td> <td>32.0%</td> </tr> <tr> <td>11 – 20 Boats</td> <td>32.25%</td> </tr> <tr> <td>Over 20 Boats</td> <td>32.5%</td> </tr> </table> <p>Exclusions:</p> <p>No quantity discounts are offered on:</p> <ul style="list-style-type: none"> • Outboard motors • Custom options • Shipping • Training • Other non-standard options 	Quantity	Discount	1 – 2 Boats	30.0%	3 Boats	30.5%	4 Boats	31.0%	5 Boats	31.5%	6 – 10 Boats	32.0%	11 – 20 Boats	32.25%	Over 20 Boats	32.5%						
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11 – 20 Boats	32.25%																							
Over 20 Boats	32.5%																							

<p>63</p>	<p>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.</p>	<p>Proposed Method: "Cost-Plus Percentage with Pre-Approval" Model This model offers a balanced approach that ensures pricing transparency, operational efficiency, and customer trust while maintaining supplier flexibility and sustainability.</p> <p>1. Sourcing Model: "At Cost Plus Fixed Percentage"</p> <ul style="list-style-type: none"> • Pricing Structure: <ul style="list-style-type: none"> o Items are sourced from suppliers at the actual procurement cost, and the buyer is charged cost + a fixed percentage markup. o This markup covers administrative, handling, and logistics costs. o Labor to be added at agreed upon labor rate based on approved contract. Currently government labor rate is \$140.00 per hour. • Markup Example: <ul style="list-style-type: none"> o 15 - 30% depending on item category, volume, urgency, or difficulty in sourcing. Markup to be agreed upon prior to approval of invoice. • Advantages: <ul style="list-style-type: none"> o Transparent pricing o Streamlined procurement without constant back-and-forth o Predictable margin for North River <p>2. Quote Threshold:</p> <ul style="list-style-type: none"> • For low-value items (e.g., <\$5,000), apply the standard cost-plus rate automatically. • For high-value or complex items (>\$5,000) <ul style="list-style-type: none"> o Provide a custom quote for approval before proceeding. o Quote includes: <ul style="list-style-type: none"> Item description Vendor/supplier name Lead time Cost breakdown Markup Labor <p>3. Customer Pre-Approval Process:</p> <ul style="list-style-type: none"> • The customer must pre-approve all non-contracted purchases either: <ul style="list-style-type: none"> o In writing (email via change order or contract modification) o Through a procurement platform/workflow (if applicable) • Once approved, procurement proceeds with sourcing and fulfillment. <p>4. Documentation and Invoicing:</p> <ul style="list-style-type: none"> • All invoices for non-contracted items must include: <ul style="list-style-type: none"> o Supplier invoice copy or item cost proof o Clear indication of the markup applied o Total price charged to the customer • Ensures full auditability and customer confidence. • May be separate invoice or change order added to final invoice clearly identified.
<p>64</p>	<p>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.</p>	<p>North River Boats provides a detailed description of what is included with our boat models and total pricing structure. We have an extensive options list to choose from. Items that are not included in the total cost of acquisition would be as follows:</p> <ul style="list-style-type: none"> • Customer on-site factory visits • Training at Destination unless provided as an option cost • Engineering calculations unless provided as an option cost • Boat Information Book unless provided as an option cost • Technical Data Package documentation unless provided as an option cost • Set up and installation of customer supplied parts if not identified in the original contract Any applicable sales or local taxes

65	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	<p>Shipping is not included with standard base pricing. Shipping is billed at actual cost at the time of shipping.</p> <p>North River uses sub-contract shipping companies to transport boats to the end user's location. Adequate insurance coverage per shipment is provided and all shipping companies are fully vetted prior to using them.</p> <p>A complete pre-delivery inspection is performed by North River prior to shipping, including testing all systems. Documentation is maintained on all systems and updated to as-built information. North River's preference is for the customer to come for customer trials prior to shipping to inspect the vessel and its equipment prior to shipping. This is not always an option. We work hard to ensure smooth delivery and re-activation and provide assistance to the customer to support this.</p> <p>Photo documentation is provided prior to final shipping. The boat is cleaned and prepared for shipping. Shrink wrapping is available as an option. North River offers complete on-site reactivation and training that can be included during the purchase.</p> <p>Once final receipt has been made, the purchaser is responsible for final inspection. A receipt of inspection and notice of any damage must be made within 48 hours of receipt.</p>	*
66	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>North River Boats has a well-established customer base in Alaska, Hawaii, and Canada, and brings extensive experience in managing the complex logistics associated with shipping vessels to these locations.</p> <p>To support these customers, North River employs a dedicated logistics specialist with years of hands-on experience coordinating shipments to remote and international destinations. This team member:</p> <ul style="list-style-type: none"> • Leverages multiple carriers, freight brokers, and transport methods (including overland, sea, and intermodal options) • Secures the most cost-effective and reliable shipping rates • Manages all customs documentation and compliance for Canadian deliveries • Ensures vessels are transported safely, efficiently, and in accordance with all applicable regulations <p>This expertise allows North River to deliver vessels on time and in excellent condition—no matter how remote or complex the destination.</p>	*
67	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>North River Boats employs a full-time logistics coordinator responsible for managing the transportation and delivery of all vessels. This dedicated team member works closely with a network of trusted trucking brokers and freight partners to:</p> <ul style="list-style-type: none"> • Source the most efficient and cost-effective delivery solutions • Ensure all deliveries meet project timelines and budget constraints • Coordinate specialized transport for oversized or sensitive shipments • Manage routing, permits, and communication between the factory and delivery site <p>By centralizing logistics coordination in-house, North River ensures greater control over delivery quality, scheduling, and customer satisfaction—from the factory floor to the final destination.</p>	*
68	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>North River Boats is fully committed to complying with all Sourcewell terms and conditions. Our Direct Sales Team will be fully trained to ensure a thorough understanding of Sourcewell-specific requirements, including:</p> <ul style="list-style-type: none"> • Contract usage procedures • Pricing structure compliance • Procurement and eligibility verification for participating entities <p>When working with a Sourcewell-affiliated agency, North River will utilize a separate proposal template specifically tailored to meet Sourcewell guidelines. This ensures clarity, consistency, and compliance with all cooperative purchasing expectations.</p> <p>Our goal is to make the procurement process seamless and efficient for all Sourcewell participants while maintaining transparency and contract integrity.</p>	*

69	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>North River Boats currently holds an active contract with the Defense Logistics Agency (DLA) and maintains internal tracking of all DLA-related sales activity using a dedicated spreadsheet-based system. This process allows us to monitor and report on sales volume, contract compliance, and customer activity with precision and accountability.</p> <p>We would apply the same methodology for tracking all sales made through the Sourcewell cooperative purchasing contract using a dedicated cloud-based spreadsheet-based system called Smartsheet, and backed up by a secondary Excel based program</p> <ul style="list-style-type: none"> • Log all Sourcewell-related purchase orders and sales transactions • Track sales volume by agency, date, product type, and value • Ensure clear separation from other sales channels or contract vehicles <p>This simple but effective tracking system ensures transparency and accurate reporting throughout the life of the contract.</p>	*
70	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.	<p>North River Boats proposes an Administration Fee payable to Sourcewell of 1.5% of total invoice on all completed transactions utilizing this Master Agreement as defined in the agreement.</p>	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
71	The pricing offered is consistent with standard market pricing typically offered to individual municipalities, universities, or school districts.	NRB offers the same discounted pricing structure throughout all its contracted purchasing programs.

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

Line Item	Question	Response *
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72	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>North River Boats specializes in custom-built, mission-ready aluminum workboats, meaning we don't just sell a standard model — we partner with the customer to design a vessel around the exact requirements of the job. Here's how we approach providing a custom solution:</p> <ol style="list-style-type: none"> 1. Collaborative Design Process <ul style="list-style-type: none"> • Needs Assessment – We begin by working directly with the client to understand mission requirements: crew size, payload, waters of operation, speed, endurance, and safety needs. • Engineering Support – Our in-house design team uses CAD and Rhino 3D modeling to create detailed plans and visualize the finished product before construction. • Classification & Standards – We build to applicable standards (ABYC, USCG, SOLAS, NFPA for fireboats, etc.) depending on the customer's operational environment. 2. Hulls & Platforms to Match the Mission <ul style="list-style-type: none"> • Hull options include mono-hull, cathedral hull, or deep-V depending on whether stability, load-carrying capacity, or rough-water performance is the priority. • Boats are available from 21 ft up to 60 ft with beam widths, freeboard heights, and deck layouts tailored to task. • Options for shallow-draft jet boats, offshore-capable deep-V hulls, or wide-bodied survey/utility platforms. • Boat models that will be available on this Sourcwell contract include: <ul style="list-style-type: none"> o Sounder o Valor o Liberty o Pilot o Crew Transport o R.A.I.V. o Fire Boat o Landing Craft o Cathedral o Seahawk Patrol o Freedom o Seahawk Outboard o Seahawk Inboard o Seahawk Fastback o Seahawk Hardtop o Commander o Osprey o Scout o Offshore (S, SXL, WXL, SXL WA, WXL WA, VXL) o Endurance 3. Power & Propulsion Choices <ul style="list-style-type: none"> • Multiple configurations: inboard jet, diesel inboard, sterndrive, or single/twin/triple/quad outboard rigs. • Clients choose based on environment: jets for rivers/shallow water, diesels for endurance, outboards for serviceability and speed. • Fuel capacity can be sized for short-range or extended offshore duty. 4. Mission-Specific Outfitting <p>North River customizes workboats with specialized equipment, such as:</p> <ul style="list-style-type: none"> • Law enforcement / patrol: gun mounts, reinforced rub rails, LE lights, sirens. • Fire & rescue: fire pumps, deck cannons/monitors, dive doors, patient transport areas. • Survey & research: davits, A-frames, hydrographic equipment integration, generator power. • Transport / pilot / crew boats: seating layouts, climate-controlled cabins, fendering systems for ship boarding. • Commercial fishing / charter: insulated fish holds, bait tanks, extended range fuel, gear storage. 5. Proven Durability & Safety <ul style="list-style-type: none"> • Heavy-gauge aluminum construction (often 5086 alloy) for ruggedness in demanding conditions. • Reinforced welds and framing for long service life. • Self-bailing decks, flotation, and redundant systems for safety at sea. 6. Lifecycle Support <ul style="list-style-type: none"> • North River provides documentation, drawings, and as-built manuals with each custom build. • We offer post-delivery support, service connections, and modification capability if missions evolve. <p>North River builds more than boats. We craft purpose-built platforms designed to match your operating environment, mission needs, and long-term durability goals. North River Boats does not offer any used vessels for sale. All our vessel solutions are new and custom-built to the customer's exacting specifications.</p>
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73	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>North River Boats – Subcategories Overview</p> <p>North River Boats subcategories represent optional features and ancillary items that are available in addition to the standard boat models and features. These are organized into three major subcategory types:</p> <p>1. Outboard Motors</p> <p>Outboard motors offered by North River Boats include leading manufacturers. These motors can be selected based on performance, brand preference, or specific operational requirements.</p> <ul style="list-style-type: none"> • Yamaha • Mercury • Honda • Suzuki <p>2. Standard Options</p> <p>These are predefined options available for various boat models. Each standard option includes a specific SKU number, detailed description, and associated pricing.</p> <ul style="list-style-type: none"> • Refer to the internal pricing and options list for complete details. • These options may include accessories, fixtures, and minor layout modifications pre-engineered into standard packages. <p>3. Customization Options</p> <p>Customization options cover non-standard modifications or specialized configurations. These are typically quoted separately and often require engineering evaluation or customer consultation. The scope of work is defined more broadly by category, with detailed descriptions used to define specific deliverables during the quoting phase.</p> <p>Customization Categories:</p> <table border="1"> <thead> <tr> <th>Code</th> <th>Category Name</th> <th>Description</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Electronics Customizations</td> <td>Custom integration of navigation, communication, and surveillance electronics.</td> </tr> <tr> <td>2</td> <td>Electrical Systems Customizations</td> <td>Non-standard wiring, power distribution, lighting, and electrical component upgrades.</td> </tr> <tr> <td>3</td> <td>Fire Pump Apparatus Customizations</td> <td>Integration of fire pump systems and related firefighting apparatus.</td> </tr> <tr> <td>4</td> <td>Foam Tank Customizations</td> <td>Installation of foam tanks for firefighting or hazmat applications.</td> </tr> <tr> <td>5</td> <td>Dive / SAR Equipment and Accommodations</td> <td>Custom fittings for dive gear storage, deployment systems, and Search and Rescue accommodations.</td> </tr> <tr> <td>6</td> <td>Cabin Interior Features Customizations</td> <td>Interior layout changes, custom cabinetry, seating, or fixtures.</td> </tr> <tr> <td>7</td> <td>Cabin Exterior Features Customizations</td> <td>Modifications to windows, doors, roof access, or cabin layout.</td> </tr> <tr> <td>8</td> <td>Hull Side Protection / Fendering Customizations</td> <td>Addition or modification of rub rails, D-fenders, hybrid or solid foam fender, or other protective elements.</td> </tr> <tr> <td>9</td> <td>Aft Deck Features Customizations</td> <td>Customizations to the aft working deck such as davits, tie-downs, generator housings, or additional storage.</td> </tr> <tr> <td>10</td> <td>Paint Customizations</td> <td>Custom paint schemes, non-standard colors, or specialty coatings, bottom paint.</td> </tr> <tr> <td>11</td> <td>Trailer Customizations</td> <td>Tailored trailer solutions including size adjustments, axle configurations, gooseneck, or storage.</td> </tr> <tr> <td>12</td> <td>CBRNE Customizations</td> <td>Outfitting for Chemical, Biological, Radiological, Nuclear, and Explosive detection and positive pressure cabin operations.</td> </tr> <tr> <td>13</td> <td>Engineering Customizations</td> <td>Structural, stability, or mechanical changes requiring engineering involvement.</td> </tr> <tr> <td>14</td> <td>On-site Training Customizations</td> <td>Customer-specific training packages provided on-site.</td> </tr> <tr> <td>15</td> <td>Shipping Customizations</td> <td>Special shipping arrangements including shrink wrapping, crating, ground shipment, or delivery logistics.</td> </tr> </tbody> </table>	Code	Category Name	Description	1	Electronics Customizations	Custom integration of navigation, communication, and surveillance electronics.	2	Electrical Systems Customizations	Non-standard wiring, power distribution, lighting, and electrical component upgrades.	3	Fire Pump Apparatus Customizations	Integration of fire pump systems and related firefighting apparatus.	4	Foam Tank Customizations	Installation of foam tanks for firefighting or hazmat applications.	5	Dive / SAR Equipment and Accommodations	Custom fittings for dive gear storage, deployment systems, and Search and Rescue accommodations.	6	Cabin Interior Features Customizations	Interior layout changes, custom cabinetry, seating, or fixtures.	7	Cabin Exterior Features Customizations	Modifications to windows, doors, roof access, or cabin layout.	8	Hull Side Protection / Fendering Customizations	Addition or modification of rub rails, D-fenders, hybrid or solid foam fender, or other protective elements.	9	Aft Deck Features Customizations	Customizations to the aft working deck such as davits, tie-downs, generator housings, or additional storage.	10	Paint Customizations	Custom paint schemes, non-standard colors, or specialty coatings, bottom paint.	11	Trailer Customizations	Tailored trailer solutions including size adjustments, axle configurations, gooseneck, or storage.	12	CBRNE Customizations	Outfitting for Chemical, Biological, Radiological, Nuclear, and Explosive detection and positive pressure cabin operations.	13	Engineering Customizations	Structural, stability, or mechanical changes requiring engineering involvement.	14	On-site Training Customizations	Customer-specific training packages provided on-site.	15	Shipping Customizations	Special shipping arrangements including shrink wrapping, crating, ground shipment, or delivery logistics.
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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
74	Rescue Boats	<input checked="" type="radio"/> Yes <input type="radio"/> No	Multiple all aluminum hull options, cabin/console configurations from 21'-60' long and beam widths from 8'6" to 16' wide. See price list submitted with Section 6A.
75	Response/Patrol Boats	<input checked="" type="radio"/> Yes <input type="radio"/> No	Multiple all aluminum hull options, cabin/console configurations from 21'-60' long and beam widths from 8'6" to 16' wide. See price list submitted with Section 6A.

76	Fireboats	<input checked="" type="radio"/> Yes <input type="radio"/> No	Multiple all aluminum hull options, cabin/console configurations from 21'-60' long and beam widths from 8'6" to 16' wide. See price list submitted with Section 6A.	*
77	Research and Environmental Boats	<input checked="" type="radio"/> Yes <input type="radio"/> No	Multiple all aluminum hull options, cabin/console configurations from 21'-60' long and beam widths from 8'6" to 16' wide. See price list submitted with Section 6A.	*
78	Work and Utility Boats	<input checked="" type="radio"/> Yes <input type="radio"/> No	Multiple all aluminum hull options, cabin/console configurations from 21'-60' long and beam widths from 8'6" to 16' wide. See price list submitted with Section 6A.	*
79	Transportation and Public Service Boats	<input checked="" type="radio"/> Yes <input type="radio"/> No	Multiple all aluminum hull options, cabin/console configurations from 21'-60' long and beam widths from 8'6" to 16' wide. See price list submitted with Section 6A.	*

80	Complementary solutions directly related to the offering of 74 - 79 above, including but not limited to: personal watercraft; purpose-built watercraft trailers and associated hardware, and related equipment, electronics, accessories, parts, and services.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>North River offers a multitude of complementary solutions for our vessels to provide a "Turn-key solution" for the buyer. See attached price list for each of the associated categories. Some of these solutions include:</p> <ul style="list-style-type: none"> • Purpose-built commercial grade trailers are available for our most common boat size ranges. • Fully inclusive electronics package installations including chartplotters , radar, transducers, VHF / Agency radios, thermal cameras, live view cameras, Starlink wireless systems. • Law enforcement packages including lightbars, remote strobe lights, siren and hailer horn, PA / siren and light control systems and gun locks • Lettering and Graphics packages including: full custom vinyl wraps on hull, agency lettering and decal installation • Auxiliary lighting including perimeter deck lighting, remote controlled spot lights, safety lighting, COLREGS specialty lighting. • Hydrographic survey appurtenances including multibeam side mount sonar deployment systems, server racks, surveyor stations, in-hull single beam transducer mounting. • Auxiliary power systems including gasoline or diesel powered generators typically ranging from 3.5kW to 16kW, Pure sine inverter systems generally ranging from 1000w to 3000w and oversize 12v DC battery banks for added reserve capacity. • Plumbing systems including raw water wash down systems, marine flushing toilets and black water holding tanks, Fresh water holding tanks with options for sinks, showers and washdown systems, hot water systems including hydronic heaters. • HVAC systems including 120v rooftop mounted air conditioners, diesel fired heater systems, 12v heating and AC. • Vessel stabilization systems including Seakeeper gyro stabilization system, Seakeeper ride vessel control system and Zipwake vessel control system. • Vessel maneuverability packages including "fly by wire controls", full maneuverability joystick controls with station keeping and bow thruster systems. • Please see price list and custom options categories submitted with section 6A. 	*
81	Describe any service contract options or extended warranties being offered with your proposal.	<input type="radio"/> Yes <input checked="" type="radio"/> No	There will be no service contracts or extended warranties offered with this proposal	*

Table 8: Exceptions to Terms, Conditions, or Specifications Form

Line Item 82. NOTICE: To identify any exception, or to request any modification, to Sourcwell 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 Sourcwell 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 Sourcwell 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 Sourcwell.
3. Sourcwell may reject any response where any document(s) cannot be opened and viewed by Sourcwell.
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](#) - Pricing.zip - Thursday September 25, 2025 11:17:40
 - [Financial Strength and Stability](#) - Financial Strength and Stability .zip - Wednesday September 24, 2025 10:06:16
 - [Marketing Plan/Samples](#) - Marketing plan and Marketing Materials.zip - Thursday September 25, 2025 11:24:22
 - [WMBE/MBE/SBE or Related Certificates](#) - recert 8-5-2024 GC MED - HUBZone - Application Guide to the HUBZone Program.pdf - Wednesday September 24, 2025 13:09:35
 - [Standard Transaction Document Samples](#) - Standard Transaction Document Samples.zip - Thursday September 25, 2025 10:59:23
 - Requested Exceptions (optional)
 - [Upload Additional Document](#) - 12 Months rolling table.pdf - Wednesday September 24, 2025 10:16:53

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. - Michael Blocher, Director of Sales, NW Bend Boats, LLC DBA North River Boats

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

Yes No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
There have not been any addenda issued for this bid.		