

**MASTER AGREEMENT #081425****CATEGORY: Ice Rink and Arena Equipment with Related Supplies and Services****SUPPLIER: All-American Ice, LLC dba All-American Arena Products**

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 All-American Ice, LLC dba All-American Arena Products, 1414 S. 4th Avenue, Albert Lea, MN 56007 (Supplier).

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

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

**Article 1:
General Terms**

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.
- 4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on October 13, 2029, unless it is cancelled or extended as defined in this Agreement.
- a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
- b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #081425 to Participating Entities. In Scope solutions include:
- a. Ice resurfacers and edgers including fuel, electric or other power source;
 - b. Dasher boards and rink dividers;
 - c. Ice rink and arena equipment and supplies;
 - d. Ice rink and arena structural or mechanical equipment and systems, such as refrigeration, ice water treatment, floors, dehumidification, and HVAC; and,
 - e. Services related to the solutions described in subsections 1.a. – d. above, including design-build services, site assessment, site preparation, installation, maintenance or repair, and warranty programs. However, this solicitation should NOT be construed to include “service-only” solutions. Proposers may include related services to the extent that these solutions are complementary to the offering of the equipment and products being proposed.
- 8) **Included Solutions.** Supplier’s Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier’s Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier’s Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier’s open market pricing process is included within its Proposal.

13) Supplier Representations:

- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
 - ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
 - iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.
- 14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
- 15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.
- 16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.
- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

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

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

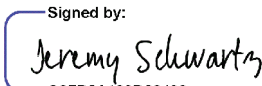
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

All-American Ice, LLC
dba All-American Arena Products

Signed by:

C0FD2A139D06489...
By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 10/8/2025 | 5:39 PM CDT _____

DocuSigned by:

8140E587DD9B466...
By: _____
Sean Passingham
Title: President
Date: 10/8/2025 | 3:35 PM PDT _____

RFP 081425 - Ice Rink and Arena Equipment with Related Supplies and Services

Vendor Details

Company Name: All-American Ice, LLC

Does your company conduct business under any other name? If yes, please state: All-American Arena Products

Address: 1414 South 4th Avenue
Albert Lea, MN 56007

Contact: Sean Passingham

Email: sean@allamericanarena.com

Phone: 844-231-2227

HST#: 47-1860571

Submission Details

Created On: Monday July 21, 2025 11:17:46

Submitted On: Monday August 11, 2025 23:27:40

Submitted By: Sean Passingham

Email: sean@allamericanarena.com

Transaction #: ebd7b6c5-c177-47e3-b5ae-46bdf3dbd0e0

Submitter's IP Address: 147.243.168.48

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.	All American Ice L.L.C.	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	D.B.A. All-American Arena Products	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	UEI: SE2NSL1JTDW8	*
5	Provide your NAICS code applicable to Solutions proposed.	423910 / Sporting and Recreational Goods and Supplies Merchant Wholesalers 238330 / Flooring Contractors 236220 / Ice rink, indoor, construction 237990 / Ice rink (except indoor) construction 238220 / Refrigeration system (e.g., commercial, industrial, scientific) installation 811310 / Refrigeration equipment repair and maintenance services, industrial and commercial-type	*
6	Proposer Physical Address:	1414 S. 4th Avenue Albert Lea, MN 56007	*
7	Proposer website address (or addresses):	www.allamericanarena.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):	Sean Passingham, President 1414 S. 4th Avenue Albert Lea, MN 56007 sean@allamericanarena.com 507-318-0730 cell 844-231-2227 toll free	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Sean Passingham, President 1414 S. 4th Avenue Albert Lea, MN 56007 sean@allamericanarena.com 507-318-0730 cell 844-231-2227 toll free	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Stephanie Passingham, Vice President 1414 S. 4th Avenue Albert Lea, MN 56007 stephanie@allamericanarena.com 507-402-9748 cell 844-231-2227 toll free	*

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

Line Item	Question	Response *
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11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>At its core, All-American Arena Products cares about customers and seeks to serve the needs they encounter in the daily operation of their ice arenas. Founded in 2013, with incorporation as All American Ice L.L.C. in 2014, our philosophy is that we don't sell to our customers...we listen, we propose solutions, and we follow through with products and services which best serve our customers.</p> <p>All-American was founded by Sean Passingham. One person, one vision, one goal... to provide the best customer service in an industry that held great personal meaning as a former player, parent, coach, and fan. Since then, Sean has built a team that echoes his commitment to customers. All-American employs a team of salespeople, installers, administration, and fulfillment personnel, while partnering with our dealer network and vendor industry leaders to provide the solutions customers seek. The growth experienced by All-American since its inception (2,833% from FY2013 to FY2025) is a testament to the satisfaction of customers. Our goal was never to be the biggest, but rather the BEST through offering quality products, fair prices, and excellent customer service. Based on our experience, that's exactly what ice arena operators want, too.</p> <p>Specifically, All-American Arena Products provides a full range of products and services to the ice arena industry including, but not limited to: dasherboards, rink refrigeration, skate flooring, locker room equipment, rink dividers, netting, goal frames, seating, shielding, ice painting, resurfacing, and other accessories. All-American will post in excess of \$15m in revenues in FY 2025.</p> <p>All-American's customer base consists of private multi-sheet complexes, NHL practice rinks, NHL farm team rinks, university facilities, community rinks, private back-yard rinks, and more. Our customer relationships are not just transactional, but rather partnerships to achieve a common goal. Not only do we leverage our knowledge and connections in the industry to find the solution that best meets our customers' requirements for products and services, we also engage with the industry. We volunteer our time and financial resources on the ground where it counts, through team sponsorships, participation in charity events, service on the US Ice Rink Association board of directors, and hosting networking and educational events for customers.</p> <p>Mission Statement: All-American Arena Products will create and maintain lasting relationships with our customers by providing exceptional customer service, high quality products, and fair pricing.</p> <p>Values Statement: All-American Arena Products and its employees value:</p> <ol style="list-style-type: none"> 1. Family, 2. Reputation (achieved by great customer service and high-quality products), and 3. Relationships. <p>Vision Statement: All-American Arena Products is positioned as the premiere company recognized as a solution-oriented partner which excels at customer satisfaction in the ice arena industry.</p>
12	What are your company's expectations in the event of an award?	<p>All-American Arena Products' expectation upon the award of a contract is a smooth continuation of the existing vibrant relationship with Sourcewell. Since the award of Contract #120320-ALL in 2020, we have developed an exemplary working relationship with Sourcewell and registered entities.</p> <p>It will be our pleasure to publicize the award through various media and industry channels. We will continue to participate in Sourcewell-led training and networking opportunities, quarterly review meetings with our supplier development executive (currently Julieyn Holder), and utilize the Sourcewell Supplier Portal for education, sales resources, and compliance.</p> <p>All-American anticipates sustained growth in the participation of the contract by Sourcewell entities. We will continue to educate existing and future customers of the benefits of the Sourcewell contract, as well as publicize the contract at trade shows and marketing efforts throughout the United States and Canada. We will initiate streamlined, convenient, and transparent relationships with Sourcewell agencies.</p> <p>The Canadian market is an area of growth we project to have greater potential moving forward with our Ontario-based dealer Riley Sports and the current tariff environment fueling the 'Buy Canada' sentiment. In Ontario alone, there are an estimated 400 ice rinks within 100 miles of Riley's Woodstock, ON headquarters.</p>

13	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>Since our first Sourcewell contract award (#120320), All-American Arena Products has experienced year over year growth of 176%, 44%, 177%, and 232% for FY 2021-2025YTD respectively. All-American will post in excess of \$15m in revenues in FY 2025. Supporting documentation includes income statements, bank reference, vendor/supplier letters of reference, and bonding letter of reference. With the consultation of our professional advisers, we continually work to improve our financial metrics, providing a strong business model on which our customers and employees can depend.</p> <p>Supporting documentation Financial Strength and Stability zipped folder: P & L Reports – 2022 – 2025YTD AAAP Capabilities Statement Arcadian Bank Ref Letter AAI 8.7.25 Pate Bonding Reference Ltr Dealer_CIAS Reference Ltr Dealer_Riley Sports Reference Ltr Dealer_Rink-Tec_Reference Ltr Vendor Reference Ltr_American Athletic Shoe Vendor Reference Ltr_Curbell Vendor Reference Ltr_Dillmeier Vendor Reference Ltr_Douglas Sports Vendor Reference Ltr_Kaiser Vendor Reference Ltr_Kiefer USA Vendor Reference Ltr_nora</p>
14	What is your US market share for the Solutions that you are proposing?	<p>All-American Arena Products provides ice arena products and services to all 50 states. Market share has increased four-fold since 2020 as measured by number of customers and revenue growth. According to U.S. Ice Rink Association, there are an estimated 1,547 rinks. Since its inception, All-American has served 1,349 rinks representing 87.20% of the market. It is our goal to continue expanding our market share across the industry as well as capturing 100% of our customers' purchases in this category. We are the largest, non-investor-owned supplier of a complete line-up of ice arena products and services in the United States. And yet, we are real people with consistent leadership. We are grateful for the confidence customers have placed in our company.</p>
15	What is your Canadian market share for the Solutions that you are proposing?	<p>All-American's Canadian dealer, Riley Sports, based in Woodstock, Ontario uniquely positions us to serve the Canadian market. Riley Sports' in-country expertise provides an advantage for us to further expand service to meet the needs of Canadian customers.</p> <p>Between our direct sales and our dealer Riley Sports, we have served rinks in all provinces. Hockey Canada estimates there are 1,847 ice rink facilities in Canada. In Ontario alone, there are an estimated 400 ice rinks within 100 miles of Riley's Woodstock, ON headquarters. We project significant growth in this area.</p>
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	NONE

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).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>We are both a) and b). All-American Arena Products is a solutions-oriented provider of products and services. We meet customer needs through manufacturing products in-house, sourcing items from qualified vendors, and providing installation and service as required.</p> <p>Regardless of whether an order requires our manufacturing, wholesale, or service capabilities, our sales force and mission remain consistent. Arena Services Reps (sales force) coordinate with our shop employees, vendor reps, and service/installer technicians directly. This ensures a single source of accountability for maintaining quality customer service. Arena Service Reps are employed directly by All-American Arena Products.</p> <p>Just as we value the relationship with our customers, we also seek out vendors and manufacturers who care about our customers - vendors who can bring quality, fairly priced products to the table. We seek reliability and attention to detail so we can ensure a smooth chain of command from start to finish. We are proud to have long-standing relationships with quality vendors in the ice arena industry.</p> <p>Regarding service, All-American Arena Products employs a team of experienced personnel for dasher demo, installation and service, flooring demo and installation, spectator netting demo and installation, and much more. We also have at our disposal experienced flooring installation sub-contractors.</p> <p>Specifically for customers in Canada, All-American's dealership with Riley Sports, based in Woodstock, Ontario, provides an additional layer of expertise and accessibility to complement our resources.</p> <p>Supporting documentation Financial Strength and Stability zipped folder: Dealer_CIAS Reference Ltr Dealer_Riley Sports Reference Ltr Dealer_Rink-Tec_Reference Ltr Reseller cert_Blademaster Reseller cert_Humane_SurfaceCo Reseller cert_Jackson_Ultima Reseller cert_Kiefer Reseller cert_Olympia Reseller cert_Riley Sports Reseller cert_Rink Blaster</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>Licensing and certification for work in the ice arena industry varies considerably by location and project scope. When All-American Arena Products is on-site for a construction-related project, we comply with regulations by securing state contractor license/registration, city contractor license/registration, proper insurance requirements, state foreign entity business registration, permits, bonds, and any other documentation as required by our role on the job site.</p> <p>Regarding the purchase and sale of tangible goods to various customers, All-American Arena Products files the necessary ST3 forms (or equivalent), and/or registers for sales tax collection where required. We also register with various government entities to comply with customer's individual processes.</p> <p>Sean Passingham received his CIT (Certified Ice Technician) professional designation in 2012, which is recognized by the National Hockey League (NHL), and is the most highly regarded professional designation for ice rink operations professionals.</p>	*
19	<p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	NONE	*
20	<p>Describe any relevant industry awards or recognition that your company has received in the past five years.</p>	<ul style="list-style-type: none"> Friends of Northeast Ice Skating Managers Association (NEISMA) Award - Awarded to an individual or group or organization that has demonstrated meritorious contributions benefiting NEISMA or its programs. Minnesota Ice Arena Managers Association (MIAMA) 20 Years of Service Recognition Award 	*
21	<p>What percentage of your sales are to the governmental sector in the past three years?</p>	59.74%	*
22	<p>What percentage of your sales are to the education sector in the past three years?</p>	7.28%	*

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?	North Dakota Participating Addendum to Sourcwell contract - signed 12/23/24. 2025 YTD: \$225,400 Sourcwell Contract #120320-ALL 2022: \$2,805,658 2023: \$1,978,580 2024: \$7,644,254 2025 YTD: \$5,050,611	*
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?	Exclusive supply agreements with: City of Amhurst, NY 2022: \$3,936 2023: \$5,061 2024: \$15,451 Fairfax County, VA (signed 3/29/25) 2025 YTD: \$119,958	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
Northeastern University Supporting documentation Additional Documents zipped folder Customer Service folder Customer reference_Northeastern University	Craig Lee	(603) 397-2149	*
Town of Gander, NL Supporting documentation Additional Documents zipped folder Customer Service folder Customer reference_Town of Gander NL	Mike Harris	(709) 424-9009	*
Grand Forks Park District Supporting documentation Additional Documents zipped folder Customer Service folder Customer reference_Grand Forks Park District	Wes Colborn	(701) 787-2808	*

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

Describe your company’s capability to meet the needs of Sourcwell 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 *	
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26	Sales force.	<p>All-American Arena Products has an experienced team of sales professionals, including All-American employees and dealer partners serving the United States and Canada. Our knowledgeable sales team also has specific expertise in consulting, engineering, design, installation, and service, making them exceptionally qualified to find the right solution for our customers. All-American makes it a priority to hire sales team members who have personal experience in the industry – as a player, coach, parent, or facility personnel – no ‘widget’ salespeople. We expect our people to have first-hand knowledge of what happens at a rink.</p> <p>All-American's sales team conducts personal visits to rinks, reaches out via phone/text/email, and attends regional and national trades shows. We supplement our personal efforts with a direct mailing of our catalog and calendar, and constant contact campaigns throughout the year. All-American also hosts a number of social and educational events for customers.</p> <p>Sean Passingham, President/Owner - International</p> <ul style="list-style-type: none"> • 23 years in the industry providing solutions to rinks. • U. S. Ice Rink Association Board Member (2008-2011 and 2019 – 2022) • Certified Ice Technician (CIT) (2012) – professional designation recognized by the National Hockey League (NHL) which is the most highly regarded professional designation for ice rink operations professionals. This course is taught and certified by U.S. Ice Rink Association. <p>To achieve the CIT, an individual must complete three operations courses and pass the exams in the areas of Basic Refrigeration, Ice Making and Painting Technologies, and Ice Maintenance and Equipment Operation.</p> <ul style="list-style-type: none"> • Former high school and collegiate (D3) player, player parent, youth development coach, volunteer, donor, and fan. • Sean's primary role is strategic planning and coordination of company operations including sales, service, and installation. Sean conducts direct sales and consulting daily as working personally with customers has always been his 'why' of All-American Arena Products. • Sean attended multiple Sourcewell H2O conferences to further his knowledge of our previously awarded contract. <p>Adam Royce, Director of Arena Services – United States</p> <ul style="list-style-type: none"> • 7 years in the industry providing solutions to rinks. • Former high school (Captain) and junior (NAHL) player, assistant HS coach, and youth program volunteer. • Adam's primary role is sales and customer service and the supervision of the sales team (Arena Services Reps). Adam also leads installation and demo crews for dasherboards, flooring, netting, and locker room projects providing valuable experience from which customers can draw. • Adam attended Sourcewell's H2O conference to further his knowledge of our previously awarded contract. <p>Johnny McInnis, Arena Services Rep – New England</p> <ul style="list-style-type: none"> • 5 years in the industry providing solutions to rinks. • U.S. Ice Rink Association Board Member (2025-present). • Former high school, junior (AJHL), collegiate (D1, Captain) and professional (ECHL, Alt. Captain) player, coach at the U20, NA3HL, PHF and ECHL levels, as well as NAHL, USHL and New England scout, along with volunteer positions in various youth development programs. • Certified rink rat, having grown up in the industry himself (father operates MA rink) – Johnny knew how to drive a Zamboni before a car. Parent of future player. • Johnny's primary role is sales and customer service for the New England region. He represents All-American at the Northeast Ice Skating Managers Association (NEISMA). Johnny also leads the demo and installation crews serving the New England area. • Johnny attended Sourcewell's H2O conference and Sourcewell University-Boston to further his knowledge of our previously awarded contract. <p>Drew Passingham, Arena Services Rep – West</p> <ul style="list-style-type: none"> • 5 years in the industry providing solutions to rinks. • Former youth player, volunteer, and player parent, Drew has also worked at a municipal rink along with park and recreation outdoor winter programming. He is also an avid Blackhawks' fan, much to his father's dismay. • Drew's primary sales and customer service role is for arenas in the western United States. He represents All-American at the Rocky Mountain Rink Association (RMRA). Drew is also responsible for shipping and inventory management and is intimately familiar with the equipment required by rinks. Drew participates on installation and demo crews increasing his practical knowledge of rink operations.
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27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>Through strategic partnerships, All-American can quickly supply goods and services nationwide and throughout Canada. Our Canadian market is led by our dealer Riley Sports with headquarters in Woodstock, Ontario. The U.S. market is served directly from All-American's headquarters in Albert Lea, Minnesota and by dealer relationships with Rink-Tec International, Inc. (Vadnais Heights, MN) and Complete Ice Arena Services (Cresson, TX).</p> <p>Sean Riley, President/CEO – Riley Sports – International For more than four decades, Riley Sports has been providing top-quality sports equipment for community and professional arenas. An industry leader in safety design, Riley Sports holds multiple design patents.</p> <ul style="list-style-type: none"> • Certified Tool & Die Maker, Certified AutoCAD Designer. • Canada-based innovative dasherboard designer and manufacturer. • International distribution serving Canada and the United States. • Three pillars of leadership: Innovation & Safety, Operational Excellence, and Customer-Centric Growth. • Former player, player parent, volunteer, coach, trainer, team sponsor, and fan, Sean Riley has been immersed in the industry his entire life. <p>Kyle Gillespie, President/CEO – Rink-Tec International, Inc. – International Rink-Tec International has been designing and building ice rink refrigeration systems since 1979. With more than 37 years of dedicated experience within the industry, Rink-Tec is proud to be an industry expert sought out from coast to coast and in many countries throughout the world.</p> <ul style="list-style-type: none"> • Rink-Tec systems are custom engineered to meet usage needs and climate requirements. • Experienced project managers apply cutting edge technology resulting in lower initial cost and lower operating expenses without sacrificing quality. • Kyle leads by example and has extensive hands-on experience, starting in the industry as a field laborer on floor system installations. • United States and Canadian offices. • Player parent and fan. <p>Brandon Klement, President/Owner – Complete Ice Arena Services – United States With decades of experience under his belt, Brandon and Complete Ice Arena Services is the leading provider of sales for Olympia Ice Resurfacers in the southern and western United States.</p> <ul style="list-style-type: none"> • Certified Ice Technician (CIT), Safe Ice Resurfer Operator, Five STAR Operator, Certified Ice Rink Manager (CIRM), and Certified Rink Administrator (CRA). • 22 years of rink operation experience. • U.S. Ice Rink Association program instructor (21 years and counting). • Author for trade publications regarding ice rink management. • Assistant to Chief Ice Maker, Winter Olympics – PyeongChang, South Korea. • Chief Ice Maker, Hockey Day Minnesota. • Former player.
28	Service force.	<p>All-American Arena Products employs and contracts with skilled professionals to meet the requirements of the task at hand. We provide the right team for the job. All service is coordinated through All-American Arena Products' headquarters in Minnesota. Team members have extensive experience in a full range of ice arena needs.</p> <ul style="list-style-type: none"> • Sean Riley, Riley Sports – International <ul style="list-style-type: none"> o Sean Riley, President/CEO o Provides oversight for project installations o 42 years of dasherboard design and precision manufacturing experience o Multiple patents awarded <p>Dasherboards</p> <ul style="list-style-type: none"> • FlushMount - US patent # 8,858,348 B2 • FlexPost - US patent # 9,283,469 B2 <ul style="list-style-type: none"> • Craig Pike, Riley Sports – International <ul style="list-style-type: none"> o More than 14 years of experience installing, maintaining, and repairing high-performance dasherboard systems for arenas, rinks, and sports facilities. o Expert in project execution from site preparation through final installation, ensuring precise alignment, structural integrity, and compliance with all specifications. o Proficient in interpreting technical drawings and blueprints, coordinating with contractors, engineers, and clients to deliver on time and within budget. o Strong leadership skills, effectively managing installation crews, training new team members, and maintaining high safety and quality standards. o Proven track record of successful installations across multiple project types, including NHL-level rinks, community arenas, and custom outdoor systems. • Kyle Gillespie, Rink-Tec International – International <ul style="list-style-type: none"> o Kyle Gillespie, President/CEO o 37 years of rink refrigeration system experience

- o Extensive knowledge of sand and concrete flooring requirements along with corresponding mechanical room
- o Meticulous attention to detail, and a support crew to execute with the same level of precision
- Charlie, Dahlheimer, Lakes Flooring – International
 - o Charlie Dahlheimer, Owner
 - o Largest installer of ice arena rubber flooring in the United States (1.4 million+ sf)
 - o 19 years of ice arena experience
 - o 30 years of flooring installation experience
- Brandon Klement, Complete Ice Arena Services - United States
 - o Certified Ice Technician (CIT), Safe Ice Resurfacer Operator, Five STAR Operator, Certified Ice Rink Manager (CIRM), and Certified Rink Administrator (CRA)
 - o 22 years of rink operation experience
 - o Experienced dasherboard installer
 - o Ice resurfacer mechanic
 - o Experienced ice painter
 - o Olympia resurfacer dealer
- Sean Passingham, All-American Arena Products – International
 - o President/Owner
 - o Certified Ice Technician (CIT)
 - o 23 years of ice rink experience
 - o Provides pre-construction and site development consulting
 - o Experienced dasherboard installer and troubleshooter, experienced flooring and netting installer, and experienced locker room installer. Sean has worked hands-on building his company.
- Adam Royce
 - o Project manager
 - o 6 years of ice rink experience
 - o Experienced dasherboard installer and troubleshooter
 - o Experienced flooring installer
 - o Experience locker room benching installer
 - o Experienced netting installer
- Austin Dulitz
 - o Dasherboard demo and installation, spectator netting installation, flooring demo, locker room benching installation, and shielding installation. Austin is particularly gifted in dasherboard gate modifications and repair.
 - o 5 years of experience.
 - o Crew leader
- Gage Undahl
 - o Dasherboard demo and installation, spectator netting installation, flooring demo, locker room benching installation, and shielding installation; Gage excels in netting installation.
 - o 5 years of experience
- Drew Passingham
 - o Dasherboard demo and installation, spectator netting installation, flooring demo, locker room benching installation, and shielding installation
 - o 5 years of experience
- Steve McInnis
 - o Dasherboard demo and installation, spectator netting installation, flooring demo, locker room benching installation, and shielding installation
 - o 30+ years of experience as a carpenter. Custom construction for player boxes is right up Steve's alley.
- Sean Reidy
 - o Dasherboard demo and installation, spectator netting installation, flooring demo, locker room benching installation, and shielding installation
 - o 3 years of experience
- Kole Smith
 - o Dasherboard demo and installation, spectator netting installation, flooring demo, and shielding installation
 - o 1 year of experience
 - o Kole is new to our organization, but has demonstrated a quick understanding of the process, a heart for customer service, and is a valuable member of the team.

29	<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>All-American Arena Products manages the order process from start to finish regardless of the origin of the order, or distribution method. Salespeople (Arena Services Reps) are assigned a geographic territory for customers. Customers reach out to their designated rep directly or through our toll-free number, website, or general email inbox to begin the order process. If an order comes in through a dealer/distributor, an All-American salesperson is assigned to manage the process through completion.</p> <p>Customers who have indicated they wish to purchase exclusively from the Sourcewell contract are tagged in their QuickBooks profile. The salesperson serving their facility is notified, as is the bookkeeping personnel to ensure proper pricing and invoicing. Customers who choose to use the contract at their discretion are tagged as Sourcewell agencies and the use of the contract is clarified at the time of the order by the salesperson.</p> <p>The ordering process varies depending on the needs of the customers. For straightforward accessory orders, customers are provided with quotes, which, when approved, are converted to sales orders. Product that is in stock or manufactured in-house is shipped directly to customers. For product that is not located at All-American's facility in Minnesota, purchase orders are issued to dealers/distributors/vendors for drop-shipping. Once an order is shipped, customers are provided with tracking information and an invoice.</p> <p>Online orders through our website can also access Sourcewell pricing as long as the customer enters their Sourcewell agency number in their account profile. Delivery is coordinated as above.</p> <p>For orders that involve longer timelines, installation, custom manufacturing, or other detailed conditions, All-American's assigned salesperson manages the process ensuring good communication and customer service as the order moves forward. Paperwork may also include pay apps as required by the project.</p> <p>All-American manages the chain of custody and all associated paperwork providing a single point of contract to customers. All invoices are paid to All-American allowing us to track sales for Sourcewell members without needing to rely on any other billing systems. Reporting is a straightforward calculation based on a QB report filtered for the sales class selected and the dates of the reporting period. Reports are pulled on a cash basis to trigger payment of the administrative fee at the correct time.</p> <p>Our customer database is maintained to include name, address, contact, email, telephone number, etc. as required in Section 6 of the sample Master Agreement.</p>
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30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>Exceptional customer service is the bedrock of All-American Arena Products. We are not a volume-centric company, we are a quality-focused company. Whether a contact is with a first-time inquiry or a seasoned customer, we take the time to understand the need, then bring resources to bear that provide the appropriate solution. This approach has served our customers very well, and as a result, has spurred strong growth for All-American and its reputation.</p> <p>Exceptional customer service relies on clear, thorough communication. In addition to email and our toll-free phone number, customers also have access to our cell phone numbers allowing them to contact us any time – and they do! We also prioritize providing specifics such as shipping delivery times, tracking numbers, and other details that help make their jobs easier when managing their rink.</p> <p>Exceptional customer service requires accurate record-keeping. We utilize QB software to track customer orders from estimate to final invoice, as well as manage a paper trail back-up. This allows us to respond quickly and efficiently to requests such as “send me what I ordered last time” (which just happened again as I was editing this document). QuickBooks is also backed up off-site to ensure customer data preservation and integrity.</p> <p>Exceptional customer service involves going the extra mile. From updating rink designs with on-the-spot modifications to accommodate a private home rink owner's changing vision (St. Louis), quickly coming to the aid of a general contractor on a project for which we weren't originally subcontracted, but we had the appropriate solution (Newark), immediately sourcing material for a customer who experienced an unexpected upcharge by their original supplier (Atlanta), to helping a rink replace dasherboards from 1972 encased in ice since 1986 (like unearthing a mammoth from a glacier!) (Massachusetts); these are just a few examples of how we step in and get the job done – not just for our rink customers, but for other operators in the industry as well. We are creative, resourceful, and dependable.</p> <p>Just as we navigated the uncertainties of COVID, we respond quickly and clearly with solutions to today's challenges such as tariff volatility impacting product pricing and availability.</p> <p>Exceptional customer service insists we identify partners (dealers/distributors/ vendors) for whom customer service is a core value. We do not provide incentives for good service. Either our partners are on board with our vision, or they are not our partner – we are not a ‘pay to play’ company requiring incentives to complete work. We care about relationships, companies with heart, and aligned values.</p> <p>Response time capabilities include same day shipping for in stock items ordered by 3 p.m., expedited parcel/freight/sprinter shipping options as needed, and rush manufacturing for custom work with select vendors. Throughout the order process, we provide information regarding manufacturing, delivery, and installation timelines to ensure that customers have clear expectations and are able to plan their schedules accordingly.</p> <p>Other protocols are outlined in our attached customer service standards.</p> <p>Supporting documentation Additional Documents zipped folder Customer Service folder: AAP_Customer Service Standards Customer testimonials Customer reference_Grand Forks Park District Customer reference_Northeastern University Customer reference_Town of Gander NL</p>	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>All-American Arena Products is fully capable and willing to serve all Sourcewell participating entities, as demonstrated by our successful execution of the previously awarded Sourcewell contract (#120320-ALL) in this category. No exclusions.</p> <p>We employ a qualified sales and service team focused on exceptional customer service as detailed in responses #23-25. We work with our dealers, distributors, and vendors located throughout the country providing timely responses to customer needs. Our company is financially sound and continues to grow robustly in response to our past success serving our customers.</p>	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>All-American Arena Products is fully capable and willing to serve all Sourcewell (Canoe) participating entities in Canada. No exclusions.</p> <p>We have successfully utilized the previously awarded contract to serve customers in Canada and have the advantage of one of our major dealers, Riley Sports, located in Ontario (as credentialed in questions 27 & 28). This is particularly critical as we navigate changing tariff regulations.</p>	*

33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	There are no exclusions to our sales or service territory in the United States or Canada.	*
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.	We are able to fully serve all participating entity sectors of the Sourcewell contract.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Based on our experience, orders from entities in Hawaii, Alaska, and U.S. Territories include additional costs due to travel of personnel and shipping of material, however those items are calculated and included in estimates/quotes provided. Extended shipping times impact orders, which are also discussed with customers. As with any customer, delivery sites must be accessible by parcel or freight carriers with adequate loading/unloading infrastructure or equipment. We serve several customers in Alaska and have not found this to be an issue.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes. All-American will honor contract terms to all Sourcewell registered agencies.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *	
37	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>All-American Arena Products successfully marketed the previously awarded contract to our existing and new customers. Starting from scratch, All-American onboarded 42 entities to the Sourcewell contract over the past three years resulting in \$15+ million worth of revenue.</p> <p>Moving forward, we will continue to present Sourcewell options to eligible entities utilizing the strategies below.</p> <p>An initial direct mail, email, and social media marketing campaign will announce the awarded contract across the United States and Canada. [proposed postcard attached]</p> <p>Trade shows: We attend and display at regional, national, and international industry trade shows each year. These shows are very well attended and give us an opportunity to promote our Sourcewell contract readiness, display Sourcewell branding material, and explain registration benefits. [samples attached – flyer and backdrop]</p> <ul style="list-style-type: none"> • Wisconsin Arena Manager Association (WIAMA) • Northeast Ice Skating Managers Association (NEISMA) • North American Rink Conference and Expo (NARCE) • Minnesota Ice Arena Manager Association (MIAMA) • Ice Sports Industry (ISI) • Ontario Recreation Facilities Association (ORFA) <p>Email marketing: We have the ability to reach more than 2,300 decision makers in an instant and have found great success utilizing the platform. As our reputation in the industry has grown, we have increased campaign open rates to 60% in 2025, 35 points higher than the industry average.</p> <p>We carefully time our email campaigns to coincide with customer needs and natural breaks in the ice arena operational calendar. We don't bombard customers; we simply remind them that we're here if they need us. We are respectful of the contact information they have provided to us. Sourcewell branding has been and will continue to be featured in our email marketing campaigns [samples attached].</p> <p>All-American produces an annual calendar featuring our customers' projects along with products and services. The calendar is distributed to our top 300 customers. Sourcewell is featured prominently throughout. [documents attached] 2022 – pages 5, 7, 8, 11, 13, 15, 17, 21, 23, 25, and 27 2023 – pages 5, 7, 8, 9, 11, 13, 14, 15, 17, 19, 21, 23, 24, 25, and 27 2024 – pages 3, 8, 12, and 18 2025 – pages 3, 6, 12, and 24</p> <p>All-American advertises in Rink Magazine, the definitive business publication for professionals in the ice rink industry. Published six times a year, All-American ads promote our status as a Sourcewell-awarded contract recipient, as well as promoting the benefits of the contract [samples attached]</p> <p>Rink Rat Magazine is a publication for NEISMA members in which we advertise, including Sourcewell branding [sample attached].</p> <p>As a US Ice Rink Association member, we also use the opportunity to promote ourselves and our status as a Sourcewell contract recipient with a flyer to all new members who join the association. [sample attached]</p>	*

All-American is active on Facebook, which is conducive to informative and fun discussions with and between our customers. We also use the platform to promote our products and services, along with the Sourcewell contract.

<https://www.facebook.com/allamericanarenaproducts> [samples attached]

All-American's online presence also includes our website with e-commerce capabilities. Sourcewell agencies (or prospective agencies) can learn more about the contract here: <https://allamericanarena.com/sourcewell/> Sourcewell agencies can also access Sourcewell pricing by entering their Sourcewell number, which is verified by All-American staff. [screen shot attached]

Sourcewell is also featured in our Buyer's Guide, displayed on team business cards, and in conversations with customers as we work to help them find solutions to their rink's needs. [sample attached]

As customers ask, "What are we buying?" and "How are we buying it?", All-American clearly and effectively markets the Sourcewell contract and our ability to fulfill it as intended: compliant, competitive, convenient.

Marketing the Sourcewell contract is a continuous process for All-American Arena Products. Through our training at Sourcewell H2O and Sourcewell University, we have increased our understanding of how best to share information about the contract and expect that sales in this category will continue to grow.

Supporting documentation

Marketing zipped folder:

AAAP-Sourcewell postcard_proposed

All-American Arena dealer flyer

Tradeshow backdrop

BC_Sean Passingham

AAAP-brochure

aaap-flyer-NARCE-2025-vF

aaap-flyer-goal-frames-2024-vF

NARCE 2025 Booth Display

CC_Refrigeration 20220105

CC_Rubber Flooring 20210513

CC_West 20240612

aaap-calendar-2022-vF-lo

aaap-calendar-2023-vF-lo

aaap-calendar-2024-vF-lo

aaap-calendar-2025-vF-lo

AAAP-RinkMag-Sourcewell_Sept_Oct 21

AAAP-RinkMag-MotorScrubber-July Aug 22

AAAP-RinkMag-Serving-Jan_Feb 2025

Rink Rat aaap-ad-NE

USIRA new member packet aaap

All-American social media samples

All-American website_Sourcewell

All-American Buyers Guide_Sourcewell

AAAP Marketing Plan_Sourcewell RFP 081425

38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>While we do utilize digital data from Facebook, we are more inclined to monitor the type of engagement we receive rather than specific FB-generated metrics. We actually read who comments on and likes our posts. Are our customers engaging with our posts? Are we posting often enough to be connected, but not so often people ignore our posts or unfollow? As with our business model, we want to be the best, not the biggest, which in the social media space translates to our goal of being a place where customers can learn a little and laugh a little.</p> <p>From a metrics perspective, our follower numbers have increased 16.4% in the last three years, and we have more views from non-followers (61.1%) than we do followers (38.9%). Google AI describes this metric as follows: "If more non-followers than followers visit your Facebook page, it generally indicates that Facebook's algorithm is successfully recommending your content to users who haven't previously engaged with your page. This is a positive sign, suggesting that your content is reaching a wider audience and potentially attracting new followers." This is telling us that even if they don't follow our page officially, we are getting our message out to the broader industry. Metrics are also used to monitor the effectiveness of specific posts or levels of interest in topics of discussion in the industry, or product and services we offer. [graphic attached]</p> <p>In addition, we also utilize traffic monitoring software on our website to analyze who is visiting allamericanarena.com. Since January 2021, 32.37% of the traffic on our website comes from education or government entities. [graphic attached]</p> <p>We have also found that engagement in social media and on our website is greatly enhanced by photos and videos. As part of their regular checklist, our installation crews take photos throughout the process allowing us to highlight our customers and team as projects are completed. Our video platform on Vimeo is integrated with our FB page and website and is primarily used for educational topics such as net tying, product demonstrations, and customer project timelapse videos.</p> <p>Supporting documentation Marketing zipped folder FB followers metric All-American website traffic</p>
39	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>In our view, Sourcewell's role is to:</p> <ul style="list-style-type: none"> • provide accurate information about All-American Arena Products to agencies regarding awarded contract • include All-American in any communication to agencies regarding the Ice Rink and Arena Equipment with Related Supplies and Services market segment • provide referrals to All-American for inquiries made by agencies in the contract segment • provide current and complete contact information for Sourcewell agencies • conduct on-going training in which All-American team members can participate regarding the use and best practices of the Sourcewell contract • continue to make Sourcewell staff available in an advisory capacity for questions and collaboration <p>All-American has integrated the Sourcewell agreement thoroughly into our sales process by identifying Sourcewell-eligible agencies and projects, providing information about Sourcewell registration and the use of the contract, and following up with reporting requirements.</p> <p>As outlined in Questions 26 through 38, All-American has an experienced team with outstanding credentials and a demonstrated track record of success with the previous Sourcewell-awarded contract. We will continue to:</p> <ul style="list-style-type: none"> • introduce eligible new customers to Sourcewell procurement options • participate in Sourcewell-sponsored events • integrate Sourcewell branding into All-American marketing efforts
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.	<p>All-American has a proprietary e-procurement system offered through our website, www.allamericanarena.com. Sourcewell customers can purchase items online at their convenience. By registering their Sourcewell agency number (verified by All-American staff), customers can access Sourcewell pricing.</p> <p>Since its launch in 2021, our e-commerce platform has experienced steady growth. Year over year growth in 2024 was 81% in revenue, 26% in number of orders, and 395% in number of products sold telling us that users are increasing in confidence using the platform for more and larger orders. WordPress metrics do not break out Sourcewell users from other customers. Anecdotally, Sourcewell contract users tend to purchase larger dollar, custom items such as dashboards, rink refrigeration, flooring, and locker room equipment, which are represented on the website, but require individual quotes. Encouraging and educating Sourcewell customers how to utilize the website for their 'every-day' items is an area of growth for the future.</p> <p>All-American also complies with e-procurement systems established by our customers, either proprietary or third party sourced. As a vendor, we verify our credentials as required on platforms such as Jaggaer/Intelli Buy, iSupplier/Oracle, Paymerang, and Payment Works, which are used primarily by our university customers.</p>

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 Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>All-American wants customers to be satisfied with their purchases on the date of delivery as well as into the future, which is why proper care and maintenance of products is essential. Understanding the operation of equipment is also essential for product life and safety.</p> <p>All-American provides:</p> <ul style="list-style-type: none"> owner's manuals, maintenance guides and instructions with every installation (standard) turnover walk-through and instructions on new equipment (standard) high quality, in depth and professional "how-to" videos are available on our website. (standard) ice maintenance services on a weekly, bi-weekly, or as needed basis (a unique service offered by All-American; optional) <p>We have experience teaching classes related to:</p> <ul style="list-style-type: none"> ice making ice painting goal frame net tying safe ice resurfacer operation ice maintenance dasherboard maintenance and installation rubber flooring maintenance <p>Any of the above services that are not listed as standard can be quoted on a per event basis. Training is provided by All-American Arena Products' employees and members of our dealer network.</p>
42	Describe any technological advances that your proposed Solutions offer.	<p>In 2024, All-American installed a set of dasherboards at Augustana University. This set of dasherboards was our first step toward certification by the National Hockey League (NHL) as an approved supplier. This state-of-the-art rink incorporated advanced safety features. We are installing a similar system at Grossinger Motors (utilizing the Sourcewell contract), which is home to the ECHL team affiliated with the NHL New York Rangers. Both systems meet or exceed the NHL safety specifications.</p> <p>These systems, in addition to their safety features, are eminently compatible with high volume venues. Arenas who offer ice time, can easily change over to concert or trade show formats, and back again, allowing facilities to maximize their space and revenue.</p> <p>The following items, which are incorporated into Riley Sports dasherboard systems, have been patented, studied, and tested by an independent engineering firm.</p> <p>FlushMount: (US patent # 8,858,348 B2)</p> <ul style="list-style-type: none"> Shielding system that provides greater player safety by virtually eliminating the dangerous ledge at the top of dasherboards. <p>FlexPost: (US patent # 9,283,469 B2)</p> <ul style="list-style-type: none"> Innovative shielding post system that provides greater player safety by allowing the glass to flex away from the impact zone. The FlexPost design is beneficial for impact force reduction to players. Testing indicates that this system flexes 100% more than traditional shielding systems [data attached]. Player safety shouldn't be something that is financially out of reach for the community rink and exclusive to NHL and high-profile venues only. We're bringing player safety to every rink! <p>Supporting documentation</p> <p>Additional Documents zipped folder</p> <p>Product Details folder</p> <p>Final Report Riley 2014 - FlushMount FlexPost by Dr David Pearsall et al.</p> <p>FlexPost - FlushMount - Standard Test Report</p> <p>FlexPost - Specifications</p> <p>Paveck URC 2014 rev DJP</p>

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>In 2023, supplier Curbell, Inc. and all subsidiaries earned a Silver rating in the survey conducted by EcoVadis, placing us in the top 25% of companies assessed by them. EcoVadis is an international organization that evaluates corporate environmental, social, and governance measures. Curbell is a long-time member of The International Association of Plastics Distribution (IAPD) and an active participant and leader on their Environmental Committee.</p> <p>Supplier Kaiser Manufacturing documents sustainability efforts in recycling, energy efficiency (Xcel Energy’s Saver Switch program member), donation of unused materials and paperless documentation.</p> <p>Supplier Plastic Recycling of Iowa Falls is a recommended recycler for the Iowa Grocery Industry Association Build with Bags program. Plastic Recycling of Iowa Falls will use approximately 10,000,000 pounds of material annually. In addition to plastic bags, there are approximately 7 milk jugs to a pound of finished product and approximately 4 two-liter soda bottles to a pound of finished product.</p> <p>LEED/ GreenGuard/UL Environment certified rubber flooring</p> <ul style="list-style-type: none"> • Mondo • Regupol • Nora/Interface • Humane Mfg • Pliteq (also a U.S. Green Building Council Member) <p>GreenCircle Certified recycled plastic lumber</p> <ul style="list-style-type: none"> • Tangent Technologies <p>We offer credit for trade-ins on used equipment and help source used materials and equipment to meet Sourcewell client budgets. This reduces waste and increases longevity for manufactured materials.</p> <p>When disposing of old rinks with tempered glass, we utilize Watson Recycling to reduce waste and extend the life cycle of the glass.</p> <p>As an organization we actively recycle our wooden pallets, paper, steel, aluminum, glass, and plastic. We utilize high efficiency lighting in our office and maintain facility temperatures to conserve energy.</p> <p>Supporting documentation Additional Documents zipped folder Product Details folder Curbell Environmental and Sustainable Journey Kaiser Sustainability Mondo Greenguard-Gold_Sport-Impact Regupol Green EPD - Product Specific nora_PDS_norament_992_grano_tile_0424 Humane leed-humane-rubber-mats Pliteq LEED Accreditation Guide V2.7 – Summary Pliteq TakeBack Program Tangent GreenCircle Certified</p>
44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>Regupol flooring products:</p> <ul style="list-style-type: none"> • GreenCircle CERTIFIED (sustainable manufacturing) • are produced domestically, which eliminates the environmental impact of overseas transportation <p>Mondo flooring products:</p> <ul style="list-style-type: none"> • are compliant with California Indoor Air Quality (IAQ) requirement section 01350 • Mondo adhesives meet South Coast Air Quality Management District Rule 1168 requirements for V.O.C. limits. <p>Supplier Curbell Plastics has received numerous awards for their environmental stewardship. (detailed on pages 46-48 in attached “Curbell Environmental and Sustainable Journey”)</p> <p>TK Products – VOC compliant ice rink white pigmented concrete sealer (also U.S. Green Building Council Member)</p> <p>Supporting documentation Additional Documents zipped folder Product Details folder In addition to the items noted in Q.43... TK-2121-1 Ice Rink Seal White</p>

45	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>All-American Arena Products is unique in the industry because we have the resources and scope to serve the largest projects while also maintaining our personal touch that ensures customers and their needs are the focus.</p> <p>At one time, we were the little guy just starting out. Now we are an industry leader who has maintained our customer-centric priorities. Our success is a result of our leadership, our focus, and our customers, and they have paid us the highest compliment with their business and repeat business over the years.</p> <p>Our team is experienced with first-hand, personal knowledge of ice arena operations, product knowledge, and in-the-field installation. We have experience serving Sourcewell entities and understand budgets, billing processes, and compliance protocols which guide government, education and non-profit organizations. We are problem solvers. We are relationship builders. We are committed to doing our best.</p> <p>All-American has developed a large dealer and vendor network which can bring the right solution to the table without the baggage of imbedded overhead. Every Sourcewell entity has its own set of wants, needs, limitations, and challenges. All-American seeks to understand each customer's situation in order to provide a solution that meets those particular needs. No other entity in the industry does what we do.</p> <p>In short, All-American offers:</p> <ul style="list-style-type: none"> • the broadest scope of products and services, allowing customers to find what they need with one phone call or email • quality materials, fair pricing, and billing that supports Sourcewell entity systems • sales and installation teams with unmatched experience and dedication • an unwavering commitment to customer service
46	Describe how your proposed equipment, products, or services impact the indoor air quality of an ice rink or arena.	<p>The electrification of resurfacing equipment is a major driver in improved air quality at rinks. All-American offers options to meet those goals with Thomsen electric ice edgers and Olympia ice resurfacers and edgers. For rinks still operating with fuel-powered equipment, we offer maintenance services to keep them operating in good condition, reducing air quality issues.</p> <p>With our extensive network in the industry, we can also refer customers to qualified contractors who specialize in air quality issues.</p>
47	Describe how your proposed equipment, products, or services comply with any applicable environmental regulations.	<p>Mondo flooring products:</p> <ul style="list-style-type: none"> • are easy to recycle or dispose of because they are free of halogen, CFCs, plasticizers, chlorine, heavy metals, and asbestos • are inherently antibacterial, so they do not require the addition of toxic synthetic components that are harmful to the environment • are low maintenance and do not require the use of permanent waxes, stripping chemicals and harsh cleaners • feature an extended life cycle that conserves resources, reduces waste and minimizes environmental impact <p>Rink refrigeration – the phase out of R-22 refrigerant continues in the industry with final compliance due by 2030. Through our dealer partnership with Rink-Tec International, the leading ice arena refrigeration company, we offer rinks service options to mitigate the impact of any issues for rinks still operating with R-22. More importantly, Rink-Tec has the expertise to retrofit or install new systems which eliminate the use of R-22 and bring rinks into compliance with EPA regulations.</p> <p>Supporting documentation as noted in Q.43</p>

48	Describe your product attributes and advancements regarding product safety, longevity and lifecycle costs.	<p>Supplier Mondo flooring products feature an extended life cycle that conserves resources, reduces waste and minimizes environmental impact</p> <p>Riley Sports dashboards are manufactured to quality standards that increase the lifespan of the boards, reducing the need for early replacement.</p> <p>Supplier Pliteq offers a Take Back program. Customers can return their end-of-life products to Pliteq for proper recycling and disposal. This policy applies to all Pliteq products sold, regardless of the date of purchase.</p> <p>Supplier E & T Plastics offers Ecogreen a 100% recycled and recyclable acrylic for off-ice applications.</p> <p>Supplier Curbell Plastics offers a take-back program where they help recycle plastic scraps. In addition, they work with their suppliers on ways they can return scrap or unused materials to be made into new products. They also encourage customers to send their products back for service and/or refurbishing. In a disposable world, this practice cuts customer costs and lengthens the service life of the product.</p> <p>As with all products supplied by All-American, we are conscious of the quality of materials and craftsmanship. We are not the cheapest in the industry; we supply quality materials at fair prices resulting in less need for premature replacement.</p> <p>Supporting documentation as noted in Q.43</p>
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Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
49	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	See comments below.
50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	All-American Rink Products is owned equally by Sean and Stephanie Passingham. WBE requires 51% women ownership for their certification. Stephanie serves as the Vice President of the company and is a fully engaged member of the team with decision-making authority in her areas of expertise.
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a
55		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Minnesota small business certifications (MNUCP, OSP, CERT) and SBA certifications (SBE) include a disadvantaged status component [https://sbcp.mn.gov/]. While located in a HUB-Zone eligible county, All-American is a healthy business and is not economically disadvantaged. According to the SBA Table of Size Standards [www.sba.gov/document/support-table-size-standards], All-American qualifies as a small business under each of our NAICS codes.
56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a
57		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	All-American Rink Products is owned equally by Sean and Stephanie Passingham. WOSB requires 51% women ownership for their certification. Stephanie serves as the Vice President of the company and is a fully engaged member of the team with decision-making authority in her areas of expertise.

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 *
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58	Describe your payment terms and accepted payment methods.	Net 30 terms are extended to public entities (township, city, county, state, and public universities). Net 30 terms are offered to private schools and non-profit organizations following the successful review of a credit application. Payment in advance is available for entities who do not meet credit approval. For larger projects, downpayments or performance-based installments may be required and will be detailed in the contract. Accepted payment methods are check, ACH, wire, and credit card. Credit card payments of \$2500 or more incur a 3.5% fee.	*
59	Describe any leasing or financing options available for use by educational or governmental entities.	All-American Arena Products does not directly offer leasing or financing options. Sourcewell has members who offer this service, and we are happy to recommend them to customers as needed.	*
60	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.	All-American utilizes QuickBooks' formatted estimate, sales order and invoice forms, AIA (or equivalent) Application and Certificate for Payment forms, and proprietary proposal/contract documents with terms and conditions Supporting documentation Transaction Documents zipped folder All-American contract template_w terms INV_SO_EST forms Pay App sample	*
61	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?	Yes. P-cards are subject to the 3.5% credit card fee for orders of \$2500 or more.	*
62	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.	All-American Arena Products offers line-item discounts for a full range of products and services for the ice arena industry. Supporting documentation Transaction Documents zipped folder All-American Arena Products_Sourcewell PRICE LIST- RFP 081425	*
63	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.	Sourcewell member pricing includes discounts from List Price ranging from 3 – 10%. The most frequent price discount is 5%.	*
64	Describe any quantity or volume discounts or rebate programs that you offer.	Volume discounts are evaluated on a case-by-case basis. Sales team members are authorized to offer greater savings to Sourcewell entities for volume purchases. These offers will vary based on the product (i.e. fasteners vs. board facing vs. rubber flooring) and typically involve careful review of the needs of the customer. All-American does not offer rebate programs as they inconvenience customers costing them time and unnecessary paperwork. We are not Menards. We offer fair prices and feel our customer service will engender repeat business rather than complex rebate systems.	*
65	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.	All-American is a problem solver organization. If an item is not currently on the Sourcewell pricelist, we possess appropriate industry connections to find it or an equivalent option. Pricing for sourced products and services will be cost plus 20% and shipping.	*

66	<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>All-American's Sourcewell pricing is transparent as noted on our submitted documents. Aside from freight/shipping, items such as installation, floor prep, demo, trip charges, and wage scales are disclosed on the price sheet. Contract proposals for in-depth projects such as flooring renovation, new dashboards, rink refrigeration, or locker rooms include detailed parameters of what is or is not included. For major construction projects, sales tax, permits, and bonding are typically not included in the price, but will be detailed in the contract. Contract terms will also specify who is responsible for providing equipment such as scissors lifts, forklifts, or other specialized items.</p> <p>Estimates for any product or service not listed on our Sourcewell price list will be quoted per customer specifications. Items noted above (pre-delivery inspection, mandatory training) can be quoted at the customer's request (we do not sell anything that requires mandatory training). Initial inspection of delivered products is the responsibility of the recipient.</p> <p>Pricing submitted for this proposal is based on currently known tariff fees for product moving between the United States and Canada. We continue to monitor this changing environment and will communicate with Sourcewell and Sourcewell agencies if any policy changes by the U.S. or Canadian governments require a pricing change to our submitted list.</p> <p>Note: Installation structure does not support prevailing wage in excess of \$40/ hour - additional labor charges may apply. Installation structure does not support Union requirements. Dasherboard pricing is based on the purchase of an entire system.</p> <p>Individual components (panels, gates, etc.) are not available for individual purchase at the Sourcewell 'whole rink' pricing structure on Tab 2 of submitted Price List document. Replacement parts such as gate casters, hinges, etc. are provided as line items in the complete price list. Individual item not on the price list will be quoted upon request.</p>	*
67	<p>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>	<p>Unless otherwise noted on the estimate or contract, freight/shipping is an additional charge. All-American utilizes a competitive screening process across multiple platforms for each shipment and works to minimize shipping costs to the customer, while contracting with reputable freight companies. Freight accessories available include call-before, appointment, lift gate/hand unload, residential service (often applies to rinks in neighborhoods), exhibition site service, and inside delivery.</p> <p>Freight is FOB origin-freight prepaid. Delivery locations need to be accessible for a 53-foot trailer. Customers are entitled to a shipping quote prior to placing an order if requested. Shipping quotes are valid for 5 days. For customers who have contracts directly with freight providers, we are happy to coordinate with them to facilitate transport of goods.</p> <p>Freight is either drop-shipped from the manufacturer or from All-American's location, whichever best serves the customer.</p> <p>For package delivery of parcel items, we ship via UPS, unless requested otherwise by the customer.</p> <p>In some instances, local delivery may be provided by All-American personnel.</p> <p>Customers are notified of tracking numbers so they can anticipate delivery and flag any issues if product arrives late or damaged. Any and all damage must be noted on the signed delivery receipt in order for All-American to advocate for remediation on the customer's behalf. Customers are responsible for disclosing to All-American any issues that may interfere with delivery (staff absences, limited delivery window hours, need for any accessory services). Delays by the consignee which result in detention under power or re-delivery fees will be invoiced to the customer.</p>	*

68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	In addition to the process detailed in Question #67 which applies to Over the Road (OTR) service to Alaska and Canada, All-American also works with freight forwarders to utilize maritime transport for freight to Alaska from the Port of Seattle/Tacoma and OTR into Mexico. We also partner with our suppliers who have the capabilities for maritime transport (specifically Nora) for our projects in Newfoundland.	*
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Items that are in stock and eligible for UPS services will ship same day if ordered by 3 p.m. CST M-F. Orders received after 3 p.m. will ship the next day. All-American also reaches out to customers prior to trade shows and sales trips to provide the opportunity for customers to receive product when we're in their area to save on shipping fees. Our installation teams will also drop off products when traveling to and from job sites.	*
70	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.	Sourcewell agencies not already tagged through our execution of the previously awarded contract (#120320-ALL) will be identified through our discovery process when onboarding new customers. Sales team members will inquire about customer's knowledge of and/or participation in Sourcewell's program. Our QuickBooks software allows us to note Sourcewell-registered agencies and assign the Sourcewell classification to orders, which appears on Estimates, Sales Orders, and Invoices throughout the sales process. In addition, for projects with timelines spanning weeks or months, paper folders are maintained, also noting the project's status as a Sourcewell project. Sales and bookkeeping work closely together to ensure proper invoicing. As part of our team monitoring, monthly Sales by Rep reports allow us to review each team member's transactions for the previous month for each class category. Monthly P & L reports also are filtered by class to review the productivity of each class category. These reports help guide our team training and marketing initiatives. Reporting Sourcewell sales is a straightforward calculation based on a QB report filtered for the class of sale and the dates of the reporting period. Reports are pulled on a cash basis to trigger payment of the administrative fee at the correct time. Per contract requirements, Sourcewell admin fees are remitted quarterly utilizing the Sourcewell-provided form.	*
71	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.	All-American will track the following metrics: <ul style="list-style-type: none"> • sales by class with year-over-year comparisons • sales by rep within the Sourcewell class with year-over-year comparisons • customer feedback, solicited and organic, on Sourcewell projects • identification of repeat sales of Sourcewell agencies indicating satisfaction by customer Staff meetings are held weekly, which give us an opportunity to discuss issues that are happening in our industry, with our customers, and internally. We have often used this time to discuss how we best optimize the Sourcewell contract. While this is a rather soft metric, it is a signature of our continuous process of self-improvement.	*
72	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.	2% of sales on paid invoices from Sourcewell agencies.	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments	
73	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	Supporting documentation Transaction Documents zipped folder All-American Arena Products_Sourcewell PRICE LIST- RFP 081425	*

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

Line Item	Question	Response *	
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74	<p>Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.</p>	<p>All-American Arena Products provides a full range of products and services to the ice arena industry. With All-American, customers will experience a straight-forward, streamlined procurement process with excellent customer service.</p> <p>Operational products such as (including, but not limited to):</p> <ul style="list-style-type: none"> • On-ice <ul style="list-style-type: none"> o Dasherboard systems <ul style="list-style-type: none"> - featuring Riley Sports custom designed and manufactured (new) - aluminum or steel framing; HDPE or fiberglass facing - permanent or portable; indoor or outdoor - demountable for easy conversion in multi-purpose facilities - supported or seamless systems available; tempered glass or acrylic shielding - featuring FLEXPOST for player safety (US patent #9,283,469 B2) - retrofit for sled hockey and used systems also available - dasherboard and shielding replacement components and hardware o Rink refrigeration systems <ul style="list-style-type: none"> - featuring Rink-Tec, Intl. custom designed and installed systems - sand or concrete floor - individual components including chiller, condenser pumps, dehumidification units, and refrigerant o Resurfacers <ul style="list-style-type: none"> - Olympia ice resurfacers (new and used in the United States) - alternate branded used resurfacers, - Thomsen ice edgers - resurfacer and edger replacement parts (blades, towels, impellers, brushes) o Accessories <ul style="list-style-type: none"> - spectator safety netting - hockey goal frames (multiple sizes), goal frame netting, goal pads, goal pegs, goal mules, water bottle holders, Edge ProTech, - dasherboard advertising panel covers - ice paint, line markings, ice logos, hose/reel, floor sealer, curling kits, ice painting system - foam dividers and aluminum hard rink dividers - rental skates - ice maintenance equipment (choppers, shovels, squeegees, RinkBlaster) - pucks, shooter tutors, skate trainers, rink cling diagrams - corner pads - glass carts, glass handling suction cups • Off-ice <ul style="list-style-type: none"> o Flooring <ul style="list-style-type: none"> - rubber skate flooring (tiles, rolls, mats) – recycled and virgin products available o Cleaning supplies <ul style="list-style-type: none"> - Biscuit Juice, Puck-Off, sponges, Flexx stop o Lobbies and locker rooms: <ul style="list-style-type: none"> - fixed stadia seating (recycled plastic lumber) - lobby benches (free standing or wall-mounted) - locker room benching (wall-mounted or pedestal design) - locker room equipment/coat hooks, shelving systems, stick rack - rental skate storage systems; rental skate sharpening systems - shooting room components (netting, boards, synthetic flooring, rubber flooring) <p>Scoring and time-keeping equipment: specifically excluded from this RFP because of overlap with contract under RFP#030223.</p> <p>Services and installations such as (including but not limited to):</p> <ul style="list-style-type: none"> • Design-build services: site assessment and preparation, maintenance, repair, and warranty of products provided. • On-ice: dasherboard removal and installation, spectator safety netting installation, goal netting installation, dasherboard maintenance, ice resurfacer maintenance, ice edger maintenance, and ice painting/ice marking • Off-ice: rubber skate flooring removal and installation, fixed stadia seating (recycled plastic lumber) installation, and shooting room installation. • Lobbies and locker rooms: benching installation for locker rooms and lobbies, and rental skate storage system installation. <p>All-American will source individual items not on the Sourcwell price list and will quote upon request.</p> <p>Scoring and time-keeping equipment installation and service: specifically excluded from this RFP because of overlap with contract under RFP#030223</p> <p>Supporting documentation Additional Documents zipped folder-Product Details folder and Marketing zipped folder aaap-buyers-guide-2024-compressed</p>
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75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Dasherboards Rink Refrigeration Shielding Flooring Accessories Ice maintenance Demo and installation of all the above	*
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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	
76	Ice resurfacers and edgers including fuel, electric or other power source	<input checked="" type="radio"/> Yes <input type="radio"/> No	Olympia resurfacers and edgers (new and used, electric & gas), Thomsen edgers (electric & gas), alternate branded used resurfacers.	*
77	Dasher boards and rink dividers	<input checked="" type="radio"/> Yes <input type="radio"/> No	State-of-the-art safety-focused design, precision manufactured dasherboards by Riley Sports. Installed by All-American's in-house expert teams – no outsourcing or subcontractors – ensuring consistency and quality. All-American also offers ADM-recommended (American Developmental Model – USA Hockey) full-height aluminum rink dividers, along with foam dividers in multiple configurations.	*
78	Ice rink and arena equipment and supplies	<input checked="" type="radio"/> Yes <input type="radio"/> No	Complete selection from whole rink new construction to replacement screws. All-American's team and our partners provide products and services across the spectrum of ice rink and arena needs as detailed in Question 74.	*
79	Ice rink and arena structural or mechanical equipment and systems, such as refrigeration, ice water treatment, floors, dehumidification, and HVAC	<input checked="" type="radio"/> Yes <input type="radio"/> No	Our dealer partnership with Rink-Tec, International, the leading rink refrigeration contractor (details in answers to Questions 27, 28, 47 and 74), provides Sourcewell agencies with a complete selection of rink refrigeration products and services, along with expertise in design/build construction. In addition, All-American has relationships with architects, engineers, builders, general contractors and other building trade professionals who can bring their expertise to the table for Sourcewell agencies.	*
80	Services related to the solutions described in subsections 1.a. – d. above, including design-build services, site assessment, site preparation, installation, maintenance or repair, and warranty programs.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>All-American is a full-service company. Along with our dealer network, we offer design assistance and product advice for our entire offering under this RFP.</p> <p>Site assessment and preparation are particularly important for rink refrigeration, dasherboard, and flooring projects to ensure the appropriate foundation for installed materials. Demo and installation work by our team and expert partners provide customers with a fully operational high-quality product.</p> <p>Once installed, All-American provides care and maintenance instruction for products. Repair services for existing rink infrastructure are also available.</p>	

		<p>We will warrant all products that we manufacture for defects for a period not to exceed two years from the date of delivery. These products include:</p> <ul style="list-style-type: none"> • dashboards • locker room and lobby benching • locker room equipment/coat hooks • fixed stadia seating <p>We will warrant our installation work for a period not to exceed 1 year from substantial completion.</p> <p>For rink refrigeration, each concrete rink floor and sand rink floor system comes with a standard five-year warranty. All refrigeration equipment comes with a one-year warranty on parts and labor.</p> <p>If a customer is not 100% satisfied with a rink accessory purchase, it can be returned for a full refund or exchanged for an alternate product. Customers can return or exchange purchases for up to 30 days from the purchase date.</p> <ul style="list-style-type: none"> • Customer pays the difference if new purchase is of a greater price. • All-American Arena Product will refund the difference if new purchase is of a lesser price. • Customer pays return shipping. • Custom and special-order items are excluded from this return policy. • A re-stocking fee of 15% may apply. • Returned or exchanged products must be in the condition received and in the original box and/or packaging. <p>Any damage must be documented with the delivering carrier at the time of delivery. All-American Arena Products freight is shipped FOB origin—freight prepaid or parcels by UPS and is not responsible for items damaged in transit. All-American works closely with reputable carriers and will assist customers in seeking recompense from said carrier for any damage incurred, provided that the damage was noted on the signed delivery receipt at the time of delivery.</p> <p>Maintenance contracts, training (safety, operation, maintenance), and ice painting are also available.</p> <p>All-American Arena Products offers a full complement of experienced personnel who can provide expert advice and service from start to finish.</p> <p>Supporting documentation Product Detail zipped folder AAAP_Return Policy nora_PDS_norament_992_grano_tile_04 24 Warranty_Humane Warranty_Mondo Warranty_Regupol AKTIV Warranty_Riley Sports 2 Year Warranty_Tangent</p>
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Table 8: Exceptions to Terms, Conditions, or Specifications Form

Line Item 81. NOTICE: To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

Do you have exceptions or modifications to propose?	Acknowledgement *
	<input type="radio"/> Yes <input checked="" type="radio"/> No

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”
 - [Pricing](#) - All-American Arena Products_Sourcewell PRICE LIST- RFP 081425.xlsx - Monday August 11, 2025 22:54:15
 - [Financial Strength and Stability](#) - Financial Strength and Stability.zip - Monday August 11, 2025 22:56:12
 - [Marketing Plan/Samples](#) - Marketing.zip - Monday August 11, 2025 22:56:58
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Standard Transaction Document Samples](#) - Transaction Documents.zip - Monday August 11, 2025 22:58:36
 - Requested Exceptions (optional)
 - [Upload Additional Document](#) - Additional Documents.zip - Monday August 11, 2025 23:01:57

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. - Sean Passingham, President, All American, L.L.C.

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
Addenda #1 Ice Rink and Arena Equipment with Related Supplies and Services Tue July 1 2025 08:23 AM	<input checked="" type="checkbox"/>	1