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MASTER AGREEMENT # 081126
CATEGORY: Swimming Pool Renovation and Repair with Related Equipment, Supplies and Services
SUPPLIER: Mid America Pool Renovations, Inc.

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Mid America Pool Renovations, Inc., 5929 E. 154th Terrace, Grandview, MO 64030 (Supplier).

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

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

Article I: General Terms

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

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

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

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

D. **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the

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Participating Entity's sole convenience. Supplier will educate its sales and service forces about Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

E. **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on October 26, 2030, unless it is cancelled or extended as defined in this Agreement.

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

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

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

G. **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #081126 ("RFP") to Participating Entities. In Scope solutions include:

i. Services for the renovation, repair, restoration, reconfiguration, modernization, or resurfacing of:
   a. Indoor and outdoor swimming pools or water-based recreational facilities and aquatic features or amenities;
   b. Directly related equipment, furnishings, amenities, accessibility elements, features, mechanicals, and maintenance.

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

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

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

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

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

M. **Supplier Representations:**

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

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

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

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

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

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

1. Sourcewell issued the RFP for an indefinite quantity cooperative purchasing master agreement which is available for use by eligible public agency Participating Entities. Sourcewell did not issue the RFP or award any master agreement under a federal award. Participating Entities are responsible for ensuring awareness, implementation, and compliance with all applicable federal procurement standards or requirements.

2. Participating Entities that are Recipients or Subrecipients of United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. The terms and conditions of Attachment 1 apply when a Participating Entity accesses Supplier's Included Solutions using FEMA funding sources and to other federal funding sources, as applicable. Participating Entities may have additional requirements based on specific funding source terms or conditions. Participating Entities will be responsible for notifying suppliers of any applicable requirements and compliance obligations (including any applicable domestic preference requirements) in resulting transaction documents.
    - All references to "recipient," "non-federal entity," or "subrecipient" should be interpreted to mean the Participating Entity accessing Included Solutions under this Agreement;

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- All references to "supplier" or "contractor" should be interpreted to mean the Supplier;
- All references to "subcontractor" should be interpreted to mean subcontractors of Supplier offering the Included Solutions;
- None of the references should be interpreted as reference to Sourcewell; and
- None of the terms or conditions within this Section should be interpreted to obligate Sourcewell in any way.

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

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

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

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

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

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

DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689). A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

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

RECORD RETENTION REQUIREMENTS. To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. **The Supplier further certifies** that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or

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subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

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

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

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

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

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

NO OBLIGATION BY FEDERAL GOVERNMENT. The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or

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liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.

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

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

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

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

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

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

Article II:
Sourcewell and Supplier Obligations

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

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

B. **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:

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- Identify the applicable Sourcewell Agreement number;
- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;
- Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

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

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

   Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

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

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

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- Transaction Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Transaction was invoiced/sale was recognized as revenue by Supplier.

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

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

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

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

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

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

K. **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.

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

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documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.

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

N. **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.

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

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

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

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

S. **Grant of License.**

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

   a. **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.

   b. **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.

2. **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in

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advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.

3. **Use; Quality Control.**

   a. Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

   b. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

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

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

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

V. **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

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

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- $1,500,000 each occurrence Bodily Injury and Property Damage
- $1,500,000 Personal and Advertising Injury
- $2,000,000 aggregate for products liability-completed operations
- $2,000,000 general aggregate

2. **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.

3. **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

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

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

W. **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' **written** notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

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

Article III:

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Supplier Obligations to Participating Entities

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

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

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

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

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

E. **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.

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

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

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

Sourcewell	Mid America Pool Renovations, Inc.
Signed by: Jeremy Schwartz C0FD2A139D06489...	DocuSigned by: Austin Kateusz A40581B60B38449...
By: _____	By: _____
Jeremy Schwartz	Austin Kateusz
Title: Chief Procurement Officer	Title: Company President
Date: 11/3/2026 | 11:49 AM CST	Date: 11/3/2026 | 11:48 AM CST

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ATTACHMENT 1

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

Sourcewell's Cooperative Purchasing Program Master Agreements are available to Participating Entities. A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction and respective funding source restrictions. Participating Entities that are Recipients or Subrecipients of United States federal grant or other federal funding, including through the Federal Emergency Management Agency (FEMA), to purchase solutions from the Master Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200.

Participating Entities may have additional requirements based on specific funding source terms or conditions. Accordingly, Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing the Master Agreement.

Within this Attachment:

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

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

A. **Davis-Bacon Act, As Amended (40 U.C.S. § 3141-3148).**
When required by federal program legislation, all prime construction contracts in excess of $2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, Suppliers must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, Suppliers must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage

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determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, "Suppliers and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each Supplier or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must be in compliance with all applicable Davis-Bacon Act provisions.

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

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

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

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

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

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

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

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

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

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

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

D. **Rights To Inventions Made Under a Contract or Agreement.**
If the federal award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

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

E. **Clean Air Act (42 U.S.C. § 7401-7671q.) And The Federal Water Pollution Control Act (33 U.S.C. § 1251-1387).**
Contracts and subgrants of amounts in excess of $150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

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

F. **Debarment And Suspension (Executive Orders 12549 And 12689).**
A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. §180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

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

G. **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).**
Suppliers who apply or bid for an award of more than $100,000 shall file the required certification. Each tier certifies to the tier above that it will not and has not used federally appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, officer or employee of Congress, or an employee of a Member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Each tier shall also disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the recipient who in turn will forward the certification(s) to the federal awarding agency.

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

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

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

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

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

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

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

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

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

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

_____

Signature of Supplier's Authorized Official

_____

Name and Title of Supplier's Authorized Official

_____

Date

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

I. **Energy Policy And Conservation Act Compliance.**
To the extent applicable, Supplier must comply with the mandatory standards and policies relating to

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energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

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

Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote. To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

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

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

M. **Federal Seal(s), Logos, And Flags.**
The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval. (For FEMA funded projects see paragraph X.)

N. **No Obligation** by **Federal Government.**
The U.S. federal government is not a party to this Contract or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Contract or any purchase by an authorized user.

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O. **Program Fraud and False or Fraudulent Statements or Related Acts.**
The Supplier acknowledges that 31 U.S.C. 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Contract or any purchase by a Participating Entity.

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

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

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

S. **Prohibition On Certain Telecommunications** a**nd Video Surveillance Services** o**r Equipment.**
To the extent applicable, Supplier certifies that during the term of this Contract it will comply with applicable requirements of 2 C.F.R. § 200.216. (For FEMA funded projects see paragraph X.)

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

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

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

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

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

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

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

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

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

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

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

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

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

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

W. **Additional FEMA Recommended Provisions:**

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

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

b. Prohibitions.

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

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

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

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

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

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

c. Exceptions.

i. This clause does not prohibit Suppliers from providing—

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

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

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

(a) Covered telecommunications equipment or services that:

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

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

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

d. Reporting requirement.

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

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reporting the information.

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

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

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

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

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

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

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

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

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

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

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

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

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

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RFP 081126 - Swimming Pool Renovation and Repair with Related Equipment, Supplies, and Services

Vendor Details

Company Name:	Mid America Pool Renovation, Inc-
Address:	5929 E 154th Terrace Grandview, MO 64030
Contact:	Melissa Kateusz
Email:	melissa@poolrenovation.com
Phone:	816-994-3300 129
Fax:	816-994-3301
HST#:	43-1752819

Submission Details

Created On:	Tuesday June 23, 2026 09:37:39
Submitted On:	Tuesday August 11, 2026 10:43:26
Submitted By:	Melissa Kateusz
Email:	melissa@poolrenovation.com
Transaction #:	cbc324ef-4466-491d-89aa-962652743097
Submitter's IP Address:	216.21.166.44

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Specifications

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

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

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

#	Question	Response *	
1	Provide the legal entity name of the Proposer authorized to submit this Proposal.	Mid-America Pool Renovations, Inc.	*
2	In the event of award, is the entity named in Line Item 1, the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes	*
3	Identify all subsidiaries, DBA, authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal.	Mid-America Pool Renovations, Inc. is the Responsible Supplier under this proposal. The company also operates under the registered DBA Mid-America Pool Renovation, Inc. Both names refer to the same legal organization and are used in connection with MAPR's swimming pool renovation business. MAPR does not operate through subsidiaries, affiliated contracting entities, independent dealers, distributors, franchisees or authorized reseller networks. Participating entities contract directly with Mid-America Pool Renovations, Inc., which retains full responsibility for project management, contract administration, quality assurance, customer communication, warranty administration and overall contract performance. When specialized trades are required for limited portions of a project, MAPR may engage qualified subcontractors as appropriate. These subcontractors perform work under MAPR’s direction and do not contract independently with the participating entity. Mid-America Pool Renovations, Inc. remains fully responsible for contract performance and all obligations under the resulting Sourcewell Master Agreement.	*
4	Provide your CAGE code or Unique	CAGE Code: 54SF4	*

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	Entity Identifier (SAM):	SAM:UEI: N7AMMPB8JS78	
5	Provide your NAICS code applicable to Solutions proposed.	NAICS code: 561790	
6	Proposer Physical Address:	5929 E. 154th Terrace Grandview, MO 64030	*
7	Proposer website address (or addresses):	www.poolrenovation.com	*
8	Identify the Proposer's Authorized Representative, include name, title, address, email address, and phone number. The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer.	Austin Kateusz Company President 5929 E 154th Terrace Grandview, MO 64030 austin@poolrenovation.com 816-994-3300 ext. 121	*
9	Identify the Proposer's primary contact for this proposal, include name, title, address, email address, and phone number:	Melissa Kateusz Business Operations Director & Corporate Secretary 5929 E 154th Terrace Grandview, MO 64030 melissa@poolrenovation.com 816-994-3300 ext. 129	*
10	Identify the Proposer’s other contacts for this proposal, if any, include name, title, address, email address, and phone number.	Joe Totta Senior Project Manager 5929 E 154th Terrace Grandview, MO 64030 joe@poolrenovation.com 816-994-3300 ext. 123 Ryan Thompson Project Manager 5929 E 154th Terrace Grandview, MO 64030 ryan@poolrenovation.com 816-994-3300 ext. 131	*

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

#	Question	Response *	
11	Provide a brief history of your company and industry longevity related to the requested Solutions.	Founded in 1987, Mid-America Pool Renovations, Inc. is a family-owned contractor dedicated exclusively to extending the life, performance, and value of existing swimming pools and aquatic facilities. For nearly 40 years, MAPR has developed specialized expertise in interior resurfacing, structural repair, tile and coping replacement, deck resurfacing, plumbing and circulation system improvements, accessibility upgrades, and other specialized renovation solutions that preserve, restore, and modernize aging aquatic facilities.	*

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		MAPR has completed thousands of renovation projects for municipalities, parks and recreation departments, K–12 school districts, colleges and universities, military installations, YMCAs, hospitality organizations, HOAs, country clubs, and other facility owners. Our project history extends across 36 states, including Alaska and Hawaii, as well as Guam. Approximately one-third of MAPR's work is performed for government and education entities, giving our team substantial experience with public procurement, stakeholder coordination, seasonal scheduling, prevailing-wage requirements, and the operational needs of public aquatic facilities. Throughout its history, MAPR has continued investing in employee development, specialized equipment, technology, operational systems, and customer experience while remaining committed to the principles established by its founders: specialization, integrity, continuous improvement, and accountability for the finished work.	
12	Describe what specific outcomes or deliverables your company anticipates upon receiving an award from Sourcewell.	If awarded a Sourcewell Master Agreement, Mid-America Pool Renovations, Inc. will immediately begin implementing a structured launch plan designed to support participating entities, integrate the contract into our daily operations, and make swimming pool renovation services readily accessible through the Sourcewell cooperative purchasing program. Anticipated outcomes include: *Expanded awareness and utilization of the Sourcewell contract among eligible public, educational, tribal, military, and nonprofit entities. *A clear, compliant, and transparent procurement pathway for specialized swimming pool renovation projects. *Greater access to experienced aquatic renovation planning, project management, and field execution. *Long-term customer relationships supported by responsive service, technical guidance, and successful project outcomes. Implementation will begin immediately following contract award. Initial deliverables will include: *A dedicated Sourcewell webpage featuring contract information, eligible services, procurement guidance, and educational resources. *Sourcewell-integrated estimating, proposal, CRM, contract administration, and reporting workflows. *Training for sales, project management, customer service, and administrative personnel. *A coordinated launch campaign utilizing press releases, industry publications, email marketing, social media, trade shows, website content, and direct outreach. *Ongoing educational resources to help participating entities better understand cooperative purchasing, renovation options, budgeting, and long-term aquatic facility planning.	*

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		MAPR will measure success through participating entities served, projects completed, customer satisfaction, repeat contract utilization, geographic reach, and the number of eligible organizations introduced to Sourcewell through our outreach efforts. Our objective is not simply to receive a contract award, but to implement it successfully, increase contract utilization, and become a trusted long-term resource for Sourcewell participating entities.	
13	Provide non-confidential indicators that demonstrate your organization's financial strength and long-term stability. Acceptable examples include such items as: • Annual revenue range (select a range—do not provide confidential statements) • Years in business • Publicly available SEC filings (if applicable) • Third party credit scores or ratings (e.g., D&B, bond ratings) • Letters of credit or financial backing from a banking institution Upload supporting documents (as applicable in the document upload section of your response). DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION. Refer to RFP Section VI. Subsection E. Disposition of Proposals.	Mid-America Pool Renovations, Inc. has maintained a strong financial foundation through nearly 40 years of continuous operation. As a family-owned business, our growth has been driven by disciplined financial management, steady organic expansion, and consistent reinvestment in our employees, specialized equipment, facilities, technology, and operational systems. Rather than pursuing rapid growth at the expense of long-term stability, MAPR has intentionally built an organization capable of supporting customers for decades. This disciplined approach has enabled us to successfully navigate changing economic conditions, industry cycles, and evolving customer needs while continuing to invest in the people, equipment, technology, and infrastructure necessary to consistently deliver high-quality swimming pool renovation projects. The following non-confidential indicators demonstrate MAPR's financial strength and long-term stability: *Nearly 40 years of continuous operation since 1987. *Annual revenue within the $12 million to $15 million range. *No history of bankruptcy, insolvency, or financial restructuring. *Conservative long-term debt profile supporting continued financial stability and sustainable growth. *Excellent Dun & Bradstreet payment history demonstrating consistent on-time payment to vendors. *Established commercial banking and bonding relationships supporting ongoing operations and public-sector renovation projects. *Financial capacity to manage multiple concurrent renovation projects while maintaining the personnel, equipment, materials, and working capital necessary for successful project delivery. *Continued reinvestment in specialized equipment, proprietary manufacturing capabilities, employee development, technology, safety, and operational improvements that support sustainable long-term growth. To provide independent verification of our financial strength and operational capacity, MAPR has included supporting letters from our Certified Public Accountant, commercial banking institution, and bonding company. These independent references provide third-party verification of MAPR's financial stability, creditworthiness, and capacity to successfully perform projects of varying size and complexity under a national cooperative purchasing agreement.	*

		For Sourcewell participating entities, MAPR's financial stability means partnering with an organization that has the financial resources, experienced personnel, specialized equipment, and operational discipline necessary to complete projects as promised, stand behind its warranty commitments, and provide dependable support long after construction is complete.	
14	Describe your US market share for your proposed Solutions. OR Provide the number of US Education and Government entities you have served over the past three (3) years, along with the total number of states where you have made sales.	During the past three years, Mid-America Pool Renovations, Inc. has served 64 U.S. government and education entities and completed projects in 33 states. These customers include municipalities, parks and recreation departments, K–12 school districts, colleges and universities, military installations, YMCAs, and other public organizations responsible for operating aquatic facilities. MAPR’s recent performance reflects a much broader history in the marketplace. Since 1987, the company has completed swimming pool renovation projects in 36 states, including Alaska and Hawaii, as well as Guam. Approximately one-third of MAPR’s work is performed for government and education customers, providing substantial experience with public procurement requirements, stakeholder coordination, phased renovation planning, seasonal scheduling, and the operational needs of public aquatic facilities. Because reliable national market-share data is not available for the highly fragmented swimming pool renovation industry, MAPR has provided measurable customer and geographic data that demonstrates its established market presence, broad reach, and proven ability to serve Sourcewell participating entities throughout the United States.	*
15	Describe your Canadian market share for your proposed Solutions. OR Provide the number of Canadian Education and Government entities you have served over the past three (3) years, along with the total number of provinces where you have made sales.	Mid-America Pool Renovations, Inc. does not currently maintain operations or perform projects in Canada. Our primary market consists of swimming pool renovation projects throughout the United States, where we have completed work in 36 states, including Alaska and Hawaii, as well as Guam. Should future opportunities arise that align with our expertise and operational capabilities, MAPR would evaluate Canadian projects on a case-by-case basis, including all applicable licensing, customs, tax, labor, insurance, and regulatory requirements. At this time, however, our focus remains on providing exceptional service to customers throughout the United States.	*
16	Does your organization have any ongoing or completed bankruptcy proceedings, or have you been included as a possible Responsible Party within the past seven years? If yes, please explain. The	No. Mid-America Pool Renovations, Inc. has not been involved in any ongoing or completed bankruptcy proceedings and has not been included as a possible Responsible Party in any bankruptcy proceeding within the past seven (7) years. Should any such circumstance arise during the evaluation period, MAPR will promptly notify Sourcewell in accordance with the requirements of this RFP.	*

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	proposer must provide notice in writing to Sourcewell if it enters bankruptcy proceedings at any time during the pendency of this RFP.		
17	Does your organization have any current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years? If so, please explain. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	No. Mid-America Pool Renovations, Inc. has not been subject to any current or past debarments or suspensions, and no included Responsible Party has been debarred or suspended within the past seven (7) years. Should any such circumstance arise during the evaluation period, MAPR will promptly notify Sourcewell in accordance with the requirements of this RFP.	*
18	Describe any relevant industry awards or achievements that your organization has received in the past three (3) years, including the year received.	Mid-America Pool Renovations, Inc. has not pursued or applied for formal industry awards during the past three years, as we are not aware of an award program that directly aligns with our specialized swimming pool renovation work. Instead, we measure our success through project performance, customer relationships, and continued growth.	*
19	What percentage of your sales were to the government sector in the past three (3) years? This and the following line should not exceed 100%.	30% in government sector	*
20	What percentage of your sales were to the education sector in the past three (3) years? This and the previous line should not exceed 100%.	5% in education sector	*
21	List all state and cooperative purchasing agreements that you hold. Include the sales volume for each of these agreements over the past three (3) years.	None. Mid-America Pool Renovations, Inc. does not currently hold any state or cooperative purchasing agreements. Accordingly, there was no sales volume under such agreements during the past three years.	*
22	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. Include the sales volume for each of these contracts over the past three (3) years.	None. Mid-America Pool Renovations, Inc. does not currently hold any GSA contracts or Standing Offers and Supply Arrangements (SOSA). Accordingly, there was no sales volume under such contracts or arrangements during the past three years.	*

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Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
City of Savannah Missouri 1215 W. Chestnut Street Savannah, MO 64485	Diane Gould President at City of Savannah MO Community Pool	816-721-7701	*
Davis Family YMCA 45 McClurg Road Youngstown, OH 44512	Tom Grantonic VP Facility Operations at Davis Family YMCA	330-720-9355	*
University of Colorado-Colorado Springs 1420 Austin Bluffs Parkway Colorado Springs, CO 80918	David Fehring Operations Manager at University of Colorado Colorado Springs	719-255-7519	*

Table 3: Ability to Sell and Deliver Solutions (125 Points)

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

#	Question	Response *	
24	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a	Mid-America Pool Renovations, Inc. is a specialized swimming pool renovation service provider that also manufactures its proprietary INTER-GLASS® composite pool finish system, which is installed exclusively by MAPR employees. Unlike organizations that deliver projects through dealer, distributor, franchise, or authorized installer networks, MAPR performs all sales, estimating, project management, and the vast majority of renovation services with its own employees. This direct-delivery model provides participating entities with a single accountable organization responsible for project planning, communication, quality, safety, warranty support, and overall project success. Our Project Managers remain actively involved throughout the entire project lifecycle, from the initial consultation and site evaluation through estimating, project planning, renovation coordination, project closeout, and warranty support. This continuity provides participating entities with a knowledgeable single point of contact who understands both the technical and administrative aspects of the project, ensuring consistent communication, proactive coordination, and accountability from start to finish. When specialty trades are required for limited portions of a project, MAPR engages qualified subcontractors as appropriate. These subcontractors perform work under MAPR's direction and quality standards, while MAPR remains fully responsible for project management, customer communication, contract performance, and warranty administration.	

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	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?		
25	Describe your sales force, their locations (e.g., regions, territories), number of direct employees (full-time equivalents) involved in each sector (GOV/EDU), and overlap between sales and service, as it relates to the requested Solutions.	Mid-America Pool Renovations, Inc. utilizes a direct sales and project management organization staffed entirely by MAPR employees. Headquartered in Grandview, Missouri, our sales and project management team supports customers nationwide from our Kansas City headquarters. Rather than assigning permanent geographic territories, customer assignments are based on existing relationships, project requirements, workload balancing, and responsiveness to provide participating entities with the team best suited for each project. Sales, estimating, proposal development, and project management functions are supported by six dedicated employees, including four Project Managers and two sales and estimating professionals. Unlike organizations that separate sales from project execution, MAPR's Project Managers remain actively involved throughout the project lifecycle, from the initial consultation and site evaluation through estimating, project planning, renovation coordination, project closeout, and warranty support. This continuity provides customers with a knowledgeable point of contact who understands both the technical and administrative aspects of the project while ensuring consistent communication and accountability from start to finish. Our sales and project management personnel work closely with executive leadership, field operations, and administrative staff to coordinate estimating, scheduling, procurement, customer communication, and project execution. This integrated approach allows customers to work with professionals who understand both the technical requirements of swimming pool renovation and the procurement, scheduling, and communication necessary for successful project delivery. Because MAPR utilizes an integrated service model rather than maintaining separate government and education sales divisions, these same six professionals support both sectors. Resources are assigned according to customer needs, project complexity, and workload rather than by dedicated geographic territories or market segments.	*
26	Describe your network of Authorized Sellers who will deliver	Mid-America Pool Renovations, Inc. does not utilize authorized sellers, independent dealers, distributors, resellers, franchisees, or other third-party sales networks to market or deliver the Solutions proposed under this RFP. Under the proposed Sourcewell Master Agreement, participating entities will	*

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	Solutions, including the number and locations of dealers, distributors, resellers, and other distribution methods, as it relates to the requested Solutions.	contract directly with Mid-America Pool Renovations, Inc., providing a single accountable organization responsible for project delivery and ongoing support. All sales, estimating, project management, contract administration, customer communication, and the vast majority of renovation services are performed directly by MAPR employees. This direct-delivery model provides participating entities with one accountable organization responsible for every phase of the project, from the initial consultation and estimating process through project execution, project closeout, and warranty support. When specialized materials or equipment are required, MAPR procures them directly from qualified manufacturers and suppliers. If a project requires specialty trades outside our core expertise or where licensing requirements apply, MAPR may engage qualified subcontractors while retaining full responsibility for project management, coordination, quality assurance, scheduling, customer communication, and warranty administration. This structure gives participating entities direct access to the organization responsible for project planning, execution, quality and warranty administration.	
27	Describe your service force, their locations (e.g., regions, territories), number of direct employees (full-time equivalents) involved in each sector (GOV/EDU), and overlap between sales and service, as it relates to the requested solutions.	Mid-America Pool Renovations, Inc. maintains a fully integrated service organization staffed entirely by MAPR employees. Headquartered in Grandview, Missouri, our team supports customers throughout the United States from our Kansas City metropolitan headquarters. Rather than assigning permanent geographic territories, personnel are deployed based on project requirements, technical expertise, workload balancing, and responsiveness, allowing us to provide each participating entity with the team best suited for its project. MAPR currently employs 41 professionals dedicated to swimming pool renovation and support services. Our organization consists of two executive leadership and contract support personnel, four Project Managers, two sales and estimating professionals, thirty field operations personnel, and three administrative and customer support personnel working together throughout every phase of project delivery. Our field operations are supported by nine designated Master Craftsmen, including our President and our Director of Field Excellence, who provide technical leadership, mentor field personnel, establish workmanship standards, assist with complex renovation challenges, and help drive continuous improvement across the organization. By distributing technical leadership throughout the company rather than relying on a single individual, MAPR strengthens quality control, preserves institutional knowledge, and promotes consistent workmanship across every project. Because MAPR utilizes an integrated service model rather than maintaining separate government and education divisions, these same personnel support both sectors based on customer needs, project requirements, workload, and technical expertise. Government Sector: 41 direct full-time employees available to support	*

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		government projects. Education Sector: 41 direct full-time employees available to support education projects. Overlap: These figures represent the same personnel supporting both sectors and should not be interpreted as cumulative headcount. Resources are assigned according to project requirements rather than sector-specific organizational divisions. Unlike organizations that separate sales, project management, and field operations, MAPR's Project Managers remain actively involved throughout the project lifecycle, from project planning and scheduling through project execution, closeout, and warranty support. They work closely with executive leadership, sales and estimating, warehouse operations, field personnel, and administrative staff to coordinate procurement, scheduling, logistics, customer communication, quality assurance, and project execution. This integrated organizational structure provides customers with a knowledgeable point of contact backed by the experience and resources of the entire MAPR organization. Rather than handing projects from department to department, our leadership, project management, field operations, and administrative teams work collaboratively throughout every phase of the renovation. This approach improves communication, accelerates decision-making, strengthens accountability, and delivers a consistent customer experience from initial planning through warranty support.	
28	Describe the ordering process from sales/consultation, how the order is placed, through project/order fulfillment. If orders are handled by distributors, dealers, or others, explain their roles and responsibilities in the ordering process.	Mid-America Pool Renovations, Inc. provides participating entities with a straightforward, fully managed project delivery process. Because MAPR does not utilize dealers, distributors, resellers, or franchise partners, customers work directly with MAPR employees from the initial consultation through project completion and warranty support. This direct-delivery model provides one accountable organization responsible for every phase of the project. Our typical project delivery process includes: 1. Initial Consultation A participating entity contacts MAPR to discuss the facility, renovation objectives, project priorities, scheduling considerations, and budget expectations. Existing plans, photographs, measurements, inspection reports, or previous project documentation may be reviewed to develop an initial understanding of the project. 2. Site Evaluation (When Appropriate) Many projects can be evaluated using customer-provided information. When additional assessment is beneficial, a Project Manager conducts a site visit to verify existing conditions, confirm project requirements, identify potential challenges, and gather information necessary to prepare an accurate proposal. 3. Proposal Development MAPR prepares a detailed project proposal utilizing the awarded Sourcewell	*

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		pricing structure. The proposal clearly defines the scope of work, pricing, assumptions, alternates, schedule considerations, and any project-specific recommendations so customers can make informed purchasing decisions. 4. Purchase Authorization Once the proposal is accepted and the participating entity issues the required purchase order, contract, or other procurement documentation, MAPR assigns a Project Manager to coordinate the project from planning through completion. 5. Project Planning & Scheduling The Project Manager coordinates material procurement, staffing, logistics, equipment, scheduling, subcontractors (when required), and customer communication. Customers receive ongoing updates regarding scheduling, project expectations, and mobilization activities prior to renovation. 6. Project Execution & Closeout During the renovation the Project Manager and Crew Chief coordinate directly with the participating entity to provide progress updates, answer questions, manage field activities, and address project needs. Upon completion, MAPR conducts a final walkthrough, provides applicable warranty documentation and Care & Maintenance Instructions, and remains available for ongoing warranty support. MAPR procures and coordinates all materials, equipment, and specialty subcontractors required for each project. Participating entities are never required to coordinate separately with multiple vendors, distributors, or installers. Throughout the process, MAPR retains complete responsibility for project management, communication, quality assurance, scheduling, and warranty performance, providing customers with a seamless procurement and project delivery experience.	
29	Describe, in detail, the process and procedure of your customer service program. Include your response –times, escalation protocols, issue resolution timeframes, as well as any incentives that help your providers meet your stated service goals or promises.	Mid-America Pool Renovations, Inc. believes exceptional customer service extends well beyond project completion. Every participating entity is assigned a dedicated Project Manager who serves as the primary point of contact throughout the project lifecycle, from the initial consultation and contract execution through project completion and warranty support. This single-point-of-contact approach provides continuity, accountability, and clear communication while minimizing unnecessary handoffs. Response Standards MAPR acknowledges routine customer inquiries and concerns within one business day, with urgent field issues addressed immediately upon notification. Once sufficient information is available, MAPR provides an initial assessment and proposed course of action within two business days. Minor administrative or communication issues are typically resolved within one to three business days. Matters requiring site inspections, specialty materials, manufacturer involvement, additional investigation, weather-dependent activities, or customer approvals may require additional time. When extended resolution time is necessary, MAPR communicates the anticipated schedule promptly and provides regular progress updates until the issue is resolved.	*

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		Proactive Communication MAPR believes the best customer service is preventing surprises before they occur. Every renovation begins with an on-site kickoff meeting to review the project scope, schedule, site logistics, communication expectations, and any known project considerations with the participating entity. Throughout the renovation, project schedules are reviewed weekly by MAPR's leadership team to proactively identify weather impacts, resource needs, and scheduling adjustments. When project conditions or schedules change, participating entities are informed as early as possible so they can plan accordingly. If previously concealed conditions are discovered during demolition or hydroblasting, such as additional structural deterioration, unforeseen paint layers, or other conditions affecting the scope of work, MAPR promptly meets with the participating entity to review the findings, discuss available options, explain any cost or schedule implications, and collaboratively determine the most appropriate path forward before additional work proceeds. Likewise, if worn drain covers, fittings, or other components are identified that could improve the long-term performance or safety of the facility, those recommendations are communicated so the participating entity can make informed decisions while the renovation is underway. Issue Resolution & Escalation Customer concerns are documented, assigned to the appropriate personnel, tracked through resolution, and verified as complete before being closed. Most issues are resolved directly by the assigned Project Manager in coordination with field leadership. When additional authority or technical expertise is required, matters are escalated to executive leadership to ensure timely decision-making and appropriate resource allocation. Because MAPR self-performs the vast majority of its renovation work, most field decisions can be made quickly without waiting for approval from dealer networks or multiple subcontracting organizations. This allows issues to be resolved efficiently while maintaining clear accountability for project outcomes. Accountability & Continuous Improvement MAPR views every customer interaction as an opportunity to strengthen long-term relationships. Customer feedback, warranty requests, and lessons learned from completed renovations are reviewed by leadership and incorporated into ongoing improvements in communication, project management, training, and operational processes. This customer service program provides participating entities with responsive communication, defined service standards, proactive project management, documented escalation procedures, transparent issue resolution, and consistent support from initial planning through warranty service.	
30	Describe your capability to provide the requested	Mid-America Pool Renovations, Inc. (MAPR) possesses the specialized workforce, organizational capacity, and proven operational systems necessary to successfully deliver swimming pool renovation projects for	*

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	Solutions to Sourcewell participating entities in the United States.	Sourcewell participating entities throughout the United States. For nearly 40 years, MAPR has focused exclusively on swimming pool renovation, developing the technical expertise, project management practices, and field leadership required to consistently deliver complex aquatic renovation projects for municipalities, parks and recreation departments, school districts, colleges and universities, military installations, YMCAs, and other public and private aquatic facilities. Headquartered in Grandview, Missouri, MAPR deploys experienced crews nationwide wherever specialized aquatic renovation expertise is needed. Our deployment model allows customers to receive the same experienced personnel, standardized installation methods, quality standards, and customer experience regardless of project location. MAPR has successfully completed projects in 36 states, including Alaska, Hawaii, and Guam, demonstrating our ability to coordinate travel, mobilization, logistics, scheduling, and project execution across a broad geographic service area. MAPR performs the vast majority of renovation work with its own employees, including project management, surface preparation, hydroblasting, plaster installation, tile replacement, coping replacement, and other specialized renovation services. By self-performing the core work that defines our business, customers benefit from greater quality control, consistent workmanship, fewer communication handoffs, and one accountable organization responsible for project planning, execution, and warranty support. Our organization is supported by experienced Project Managers, field leadership, self-performing crews, warehouse operations, and administrative personnel who work collaboratively to coordinate estimating, procurement, scheduling, customer communication, quality assurance, and project execution. This integrated structure enables MAPR to manage multiple projects simultaneously while maintaining the responsiveness, flexibility, and personal service expected by public agencies. MAPR also has extensive experience working within the unique requirements of public-sector renovations, including budget development, prevailing wage compliance, phased renovation schedules, occupied facilities, seasonal renovation windows, safety compliance, and coordination with facility staff. We understand the operational and procurement challenges public agencies face and plan projects to minimize disruption while maintaining clear communication, safe operations, and reliable project delivery. When specialized trades outside our core expertise or licensing requirements are required, MAPR partners with carefully selected, qualified subcontractors while retaining full responsibility for project management, coordination, quality assurance, customer communication, and warranty obligations. Customers continue working with a single accountable organization throughout the life of the project. Beyond the renovation itself, MAPR supports participating entities through responsive project management, warranty administration, care and maintenance resources, and ongoing technical support. Our objective is to	

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		help facility owners maximize the service life, performance, and long-term value of their aquatic facilities through knowledgeable guidance before, during, and after every renovation. With nationwide project experience, self-performing crews, disciplined project management and proven operational systems, MAPR is positioned to deliver the requested solutions wherever Sourcewell participating entities require specialized aquatic renovation expertise.	
31	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Mid-America Pool Renovations, Inc. is willing to provide services to participating entities located in Alaska, Hawaii, and U.S. Territories. We have successfully completed projects in both Alaska and Hawaii and understand the planning, logistics, and coordination required to successfully perform specialized swimming pool renovation projects in geographically remote locations. While projects in these locations require additional planning and coordination, these considerations do not prevent MAPR from successfully serving participating entities. Instead, they help ensure each project is properly planned, priced, and executed to achieve successful outcomes. Because swimming pool renovation is a project-based service, each project is planned individually to address material procurement, freight, equipment transportation, crew mobilization, lodging, permitting, scheduling, licensing requirements, and other project-specific logistical requirements. MAPR has experience coordinating these activities to help ensure projects are delivered efficiently while maintaining the same project management practices, quality standards, and customer experience provided throughout the contiguous United States. Project-specific considerations such as freight costs, extended material lead times, mobilization expenses, permitting requirements, applicable licensing or regulatory requirements, and unique scheduling constraints vary by location and scope of work. Any additional costs or scheduling considerations will be identified during the proposal process so participating entities have a clear understanding of project requirements before work begins. MAPR will obtain any required state or local licenses, registrations, or permits applicable to the project location prior to commencing work. Where local regulations require specialty trades to be performed by locally licensed contractors, MAPR will coordinate with qualified local partners while maintaining overall project management and quality oversight. Rather than applying blanket restrictions to Alaska, Hawaii, or U.S. Territories, Mid-America Pool Renovations, Inc. evaluates each opportunity through a project-specific planning process to ensure we can successfully deliver the project while meeting customer expectations, maintaining consistent quality, and providing the level of service that defines our organization.	
32	Describe your capability to provide the requested	Mid-America Pool Renovations, Inc. (MAPR) does not currently maintain an established business presence in Canada. Because our work is project-based rather than dependent upon permanent branch offices, Canadian	*

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	Solutions to Sourcewell participating entities in Canada.	opportunities may be evaluated on a project-specific basis. Should an opportunity arise through the Sourcewell contract, MAPR would complete all required business registrations, tax requirements, insurance, licensing, and applicable regulatory compliance before entering into a contract or performing work. Because swimming pool renovation is a highly specialized, project-based service, every project is planned individually to address material procurement, equipment mobilization, crew logistics, permitting, scheduling, and other project-specific requirements. This same disciplined planning process would be applied to projects in Canada, with any additional cross-border logistics, customs requirements, importation procedures, provincial regulations, and other location-specific considerations identified and incorporated into the project plan before work begins. The same centralized project management, procurement, scheduling, quality control, and customer communication processes that support MAPR's projects throughout the United States would also support any Canadian projects we elect to pursue. This approach helps ensure customers receive the same organized project delivery and consistent customer experience regardless of project location. Any project-specific costs associated with freight, mobilization, customs, permitting, or other location-specific requirements would be identified during the proposal process so customers have a clear understanding of project scope, pricing, and scheduling before contract execution. Should MAPR pursue a Canadian project, our commitment would remain the same: transparent communication, disciplined planning, responsive project management, and clear accountability throughout every phase of the renovation. By applying the same proven operational systems used throughout the United States, we can evaluate Canadian opportunities carefully and pursue only those projects where we can confidently meet the participating entity's expectations.	
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Mid-America Pool Renovations, Inc. (MAPR) does not maintain blanket geographic exclusions within the United States. We have successfully completed swimming pool renovation projects in 36 states, including Alaska, Hawaii, and Guam, demonstrating our ability to mobilize experienced crews and coordinate projects across a broad geographic area. Because swimming pool renovation is a highly specialized, project-based service, each opportunity is evaluated individually based on project scope, scheduling, mobilization requirements, logistics, applicable licensing and regulatory requirements, and our ability to successfully meet the participating entity's expectations. Rather than pursuing every geographic opportunity, MAPR focuses on projects where we can confidently deliver the project management, technical expertise, communication, and customer service our clients expect. Accordingly, while MAPR does not identify any blanket geographic exclusions within the United States, we reserve the right to decline individual opportunities when licensing requirements, regulatory obligations, logistical	*

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		considerations, or other project-specific factors would prevent us from delivering our expected standard of performance. At this time, MAPR does not maintain an active operating presence in Canada and therefore cannot commit to providing the same level of service available throughout the United States under this agreement. Canadian opportunities may be evaluated on a project-specific basis, taking into consideration logistics, customs requirements, labor regulations, project size, scheduling, licensing requirements, travel, mobilization, and overall project feasibility. Because these factors vary significantly, project pricing, schedules, and service capabilities would be evaluated individually to determine whether MAPR can successfully meet the participating entity's requirements.	
34	Identify any account type or Participating Entity type from the RFP that will not have full access to the requested Solutions if an agreement is awarded, along with the reason(s) why.	Mid-America Pool Renovations, Inc. (MAPR) does not restrict access to its proposed solutions based on the type of Participating Entity. Any eligible Sourcewell Participating Entity with an aquatic facility requiring renovation, repair, resurfacing, restoration, or related improvements may utilize the proposed contract. Our services are well suited to a diverse range of eligible organizations, including municipalities, parks and recreation departments, K–12 schools, colleges and universities, military installations, tribal governments, nonprofit organizations, healthcare organizations, correctional institutions, and other qualifying public entities with aquatic facilities. Because our work is project-based, the applicability of our services depends on the needs of the facility and proposed project—not the type of organization requesting the work. Project feasibility may vary based on facility condition, project scope, scheduling, regulatory and licensing requirements, site logistics, budget, and other project-specific considerations. These factors affect the individual project and MAPR's ability to perform a particular scope; they do not create a categorical restriction based on Participating Entity type. Accordingly, MAPR does not identify any Participating Entity type described in this RFP that would be excluded from full access to our proposed solutions.	*
35	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes. Mid-America Pool Renovations, Inc. will extend the terms of any awarded Sourcewell Master Agreement to eligible nonprofit participating entities in accordance with Sourcewell’s eligibility requirements. Eligible nonprofit entities will receive the same contract pricing, service standards, project management, customer support and applicable warranty coverage available to other participating entities.	*

Table 4: Marketing Plan (100 Points)

#	Question	Response *	
36	Describe your marketing strategy, including	Mid-America Pool Renovations, Inc. (MAPR) views marketing as a contract-utilization strategy rather than simply a promotional activity. Our objective is to educate eligible organizations about the Sourcewell cooperative purchasing	*

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	tactics/methods and timelines for promoting this opportunity to participating entities for the requested solutions. Upload optional samples of your marketing materials.	program, promote MAPR's specialized swimming pool renovation services, and help participating entities confidently utilize the awarded contract. Successful contract utilization—not marketing activity alone—will be the primary measure of success. Rather than creating a short-term campaign solely for Sourcewell, MAPR will integrate the awarded contract into its existing year-round marketing, sales, customer education, and business development efforts. This approach will provide consistent visibility throughout the contract term rather than concentrating promotion only around the initial award. Phase 1 — Contract Activation & Internal Readiness Award through Day 30 Immediately following contract award, MAPR will prepare its team and customer-facing resources so employees understand the Sourcewell program and can confidently communicate its value to participating entities. Initial implementation activities will include: *Training sales, project management, customer service, and administrative personnel on the Sourcewell cooperative purchasing process. *Updating proposal templates, email signatures, sales presentations, and customer materials with Sourcewell contract information. *Launching a dedicated Sourcewell section on the MAPR website. *Integrating Sourcewell messaging and contract information into HubSpot CRM to support consistent customer communication and follow-up. *Equipping the sales team with educational materials explaining how cooperative purchasing can simplify procurement. *Developing standardized Sourcewell messaging and resources to ensure consistent communication across customer touchpoints. Phase 2 — Market Awareness & Education Days 31–90 Following internal implementation, MAPR will actively introduce the contract to existing customers, prospective participating entities, and organizations that may not yet be familiar with Sourcewell. Marketing activities will include: *Issuing a press release announcing the contract award. *Publishing educational blog articles about cooperative purchasing, renovation planning, budgeting, and long-term aquatic facility management. *Submitting educational and thought-leadership articles to publications serving parks and recreation, municipal, educational, aquatic, and facility-management audiences. *Announcing the contract through LinkedIn, Facebook, Instagram, and Google Business Profile. *Conducting email campaigns introducing the contract to existing customers and prospective participating entities. *Featuring Sourcewell purchasing advantages and eligible MAPR solutions on the company website.	

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		*Incorporating Sourcewell information, project examples, and success stories into customer newsletters. *Presenting Sourcewell contract information during industry conferences, trade shows, association meetings, and other customer-engagement opportunities. Phase 3 — Long-Term Contract Utilization Month 4 through the Contract Term MAPR recognizes that successful cooperative purchasing contracts require ongoing education and promotion rather than a single announcement. Throughout the contract term, Sourcewell will remain integrated into MAPR's regular marketing, customer engagement, and business development activities. Educational Content & Resources *Publishing educational blog content twice each month. *Distributing monthly customer newsletters. *Sharing resources that help facility owners understand renovation options, budgeting considerations, procurement pathways, and long-term asset planning. Customer Outreach & Engagement *Conducting targeted budget-season email campaigns to assist organizations planning future capital improvements. *Using HubSpot CRM to deliver relevant communications based on customer interests, facility type, project lifecycle, and prior engagement. *Coordinating outreach around public-agency budgeting cycles so organizations receive planning information before procurement deadlines. *Continuing direct outreach to eligible public agencies, educational institutions, military installations, YMCAs, nonprofit organizations, and other qualifying facility owners. Industry Visibility & Project Promotion *Developing project spotlights, case studies, and before-and-after renovation stories. *Promoting completed projects that demonstrate the value of specialized renovation and cooperative purchasing. *Participating in state and national parks and recreation conferences, aquatic-industry events, association meetings, and other public-sector networking opportunities. *Continuing contributed articles and educational presentations focused on aquatic facility preservation, renovation planning, and long-term asset management. Measurement & Continuous Improvement MAPR will monitor contract-related leads, participating entities served, proposals issued, projects awarded, customer engagement, campaign performance, website activity, and repeat contract use. These results will be reviewed to identify which messages, audiences, and channels are producing the strongest engagement and contract utilization.	

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		This phased strategy is designed to create immediate internal readiness, build market awareness during the first 90 days, and sustain education and contract utilization throughout the life of the Master Agreement. MAPR's objective is not simply to announce the contract, but to make Sourcewell a visible, practical, and consistently supported procurement option for eligible organizations planning swimming pool renovation projects.	
37	Describe your use of technology and digital data (e.g., specific social media platforms, metadata usage) to enhance and/or optimize your marketing strategy described above.	Mid-America Pool Renovations, Inc utilizes an integrated marketing technology ecosystem that combines customer relationship management (CRM), digital marketing, artificial intelligence (AI), website optimization, analytics, and marketing automation to educate participating entities, strengthen customer relationships, and maximize utilization of a Sourcewell contract. MAPR views marketing technology as more than a promotional tool. It is a customer service platform that enables us to deliver relevant educational resources, provide timely project planning information, strengthen long-term relationships, and continuously measure the effectiveness of our outreach. Our objective is not simply to increase visibility, but to ensure participating entities receive meaningful information that helps them make informed decisions and confidently utilize the Sourcewell cooperative purchasing program. Customer Relationship Management (CRM) MAPR utilizes HubSpot as its centralized CRM platform to manage customer relationships throughout the entire customer lifecycle. The CRM is used to: *Segment customers by facility type, geographic location, project history, and market sector. *Deliver targeted email campaigns specific to municipalities, schools, universities, YMCAs, military installations, hospitality properties, HOAs, and other participating entity types. *Track customer engagement with marketing materials and educational resources. *Automate follow-up communications and long-term relationship management. Coordinate sales, marketing, and customer service activities within a single platform. This allows customers to receive information that is timely, relevant, and tailored to their facility type and renovation needs rather than generic marketing communications. Artificial Intelligence & Marketing Automation MAPR integrates AI-assisted content development and marketing automation into its communication strategy to improve efficiency, consistency, and responsiveness. AI-assisted tools support drafting, research organization and communication efficiency. MAPR personnel review and approve customer-facing content for technical accuracy, relevance and consistency with the company's standards before publication. Marketing automation further enhances the customer experience through scheduled email campaigns, automated follow-up workflows, customer segmentation, lead nurturing, and communication triggers that deliver relevant	*

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		information throughout the project planning process. Digital Marketing & Social Media MAPR maintains an active presence across multiple digital platforms, including: *LinkedIn *Facebook *Instagram *YouTube *Google Business Profile These platforms are used to share completed projects, educational content, renovation best practices, maintenance guidance, company updates, and Sourcewell purchasing information while reinforcing MAPR's position as a specialized leader in swimming pool renovation. Website Optimization & Metadata MAPR continuously optimizes its website using search engine optimization (SEO) best practices, structured metadata, keyword research, page optimization, and ongoing content development to improve visibility among public agencies and facility owners researching aquatic renovation projects. Upon award, MAPR will maintain a dedicated Sourcewell webpage featuring: *Contract information *Cooperative purchasing guidance *Project examples *Frequently asked questions *Educational resources *Downloadable reference materials *Direct contact information The website will also include a growing Resource Center containing planning guides, care sheets, technical articles, project case studies, and other materials designed to help customers better understand aquatic renovation and the benefits of cooperative purchasing. Analytics & Performance Measurement MAPR utilizes Google Analytics, Google Search Console, HubSpot reporting dashboards, campaign analytics, and CRM performance metrics to evaluate marketing effectiveness and continually improve outreach efforts. Performance indicators include website traffic, search performance, content engagement, email effectiveness, inquiry sources, conversion activity, and customer interaction trends. These performance metrics are reviewed regularly by MAPR leadership to identify emerging trends, refine messaging, improve customer engagement, and continuously optimize Sourcewell contract utilization. This disciplined approach ensures that marketing decisions are driven by measurable results rather than assumptions.	

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		Continuous Digital Improvement Technology is implemented only when it creates measurable value for customers by improving communication, simplifying access to information, increasing transparency, or enhancing the overall customer experience. At MAPR, technology is not viewed as an end in itself. Its purpose is to educate participating entities, simplify procurement, support informed capital planning, strengthen long-term customer relationships, and maximize utilization of a Sourcewell contract. By combining modern digital marketing technologies with specialized aquatic renovation expertise, MAPR is prepared to deliver a highly responsive, measurable, and continually improving marketing program throughout the term of a Sourcewell Master Agreement.	
38	In your view, what is Sourcewell's role in promoting agreements resulting from this RFP?	Mid-America Pool Renovations, Inc. views Sourcewell as more than a cooperative purchasing organization. We view Sourcewell as a trusted procurement partner that connects participating entities with competitively solicited, highly qualified suppliers while simplifying procurement and providing confidence that awarded contracts have been thoroughly evaluated for value, capability, financial stability, and long-term performance. Sourcewell's role is to establish and maintain a trusted cooperative purchasing framework, promote the availability of awarded contracts, provide participating entities with procurement resources, and preserve the integrity of the competitive solicitation process. By reducing procurement complexity and administrative burden, Sourcewell enables public agencies to focus more of their time and resources on serving their communities. MAPR believes successful contract utilization is a shared responsibility. Sourcewell creates procurement access. Awarded suppliers create contract utilization . Awarded suppliers are responsible for transforming that access into meaningful contract utilization through education, responsive service, and exceptional project delivery. While Sourcewell provides the cooperative purchasing platform and promotes the availability of awarded agreements, suppliers have the responsibility to build awareness, educate participating entities, and consistently deliver project experiences that strengthen confidence in both the supplier and the Sourcewell program. MAPR recognizes that the greatest value of a Sourcewell contract is realized only when participating entities understand it, trust it, and confidently use it. We believe awarded suppliers reinforce Sourcewell's reputation by consistently delivering the professionalism, communication, technical expertise, and project outcomes that participating entities expect from a trusted cooperative purchasing partner. If awarded, MAPR will actively support Sourcewell by: *Helping participating entities understand and confidently utilize the cooperative purchasing process. *Providing educational resources related to aquatic facility planning, renovation, budgeting, and procurement. *Delivering responsive customer service and predictable renovation outcomes	*

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		that reflect positively on the Sourcewell program. *Serving as a knowledgeable resource for participating entities throughout every phase of the procurement and renovation process. *Sharing successful project outcomes that demonstrate the value of cooperative purchasing. Ultimately, we believe the greatest promotion of any Sourcewell agreement is a successful renovation. Every successfully completed renovation delivered with professionalism, responsive communication, technical expertise, and dependable execution strengthens confidence in both MAPR and the Sourcewell cooperative purchasing program. Our goal is not simply to utilize a Sourcewell contract. We intend to be a trusted ambassador for the program by helping participating entities understand its value while delivering renovation projects that reflect positively on the Sourcewell brand.	
39	Describe how your organization will integrate a Sourcewell awarded agreement (e.g., training, incentives) into your sales process.	Implementation will begin immediately following contract award with company-wide training for employees who interact with customers, including Project Managers, estimators, sales personnel, customer service representatives, and administrative staff. Training will include: *Sourcewell cooperative purchasing fundamentals. *Participating entity eligibility and contract access. *Contract scope and pricing. *Procurement procedures and required documentation. *Customer communication best practices. *Internal workflows supporting Sourcewell projects. Leadership will reinforce this integration through ongoing coaching, process reviews, and regular communication to ensure Sourcewell remains embedded in our daily operations rather than becoming a one-time training initiative. Employees hired after contract award whose responsibilities include customer interaction will receive Sourcewell training as part of their onboarding process to maintain consistency throughout the life of the agreement. Because MAPR utilizes a dedicated Project Manager model, the same individual who develops the renovation plan typically remains involved throughout procurement, renovation, project completion, and warranty support. This continuity provides customers with a knowledgeable point of contact throughout every phase of the project while ensuring Sourcewell purchasing procedures are seamlessly incorporated into the overall customer experience. To support consistent execution, Sourcewell will be integrated into our day-to-day business operations through: *HubSpot CRM identification, tracking, and reporting of Sourcewell opportunities. *Customer qualification procedures that identify eligible participating entities early in the sales process. *Proposal templates and estimating procedures that incorporate Sourcewell pricing and contract references. *Website content, educational resources, and marketing materials.	

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		*Sales presentations, customer meetings, and capital planning discussions. *Email communications, newsletters, and digital marketing campaigns. *Internal reference materials, standardized documentation, and ongoing employee education. Whenever MAPR identifies an organization that may be eligible to participate in Sourcewell, our team will proactively introduce the cooperative purchasing option and explain how it can simplify procurement while providing access to competitively solicited pricing and specialized aquatic renovation expertise. Because many public agencies may be unfamiliar with cooperative purchasing or uncertain how it fits within their procurement process, we approach these conversations from an educational perspective rather than a sales perspective. Our goal is to help customers understand their procurement options so they can make informed purchasing decisions with confidence. MAPR does not rely on commission-based incentives tied specifically to Sourcewell utilization. Instead, we believe long-term success is achieved by building organizational understanding, standardizing internal processes, and making Sourcewell a natural part of every conversation with eligible customers. Our culture emphasizes solving customer challenges, simplifying procurement, and building lasting relationships rather than promoting one purchasing method over another. Success will be measured through HubSpot CRM reporting, contract utilization, proposal activity, customer feedback, and regular internal performance reviews. These metrics help ensure our team consistently identifies eligible participating entities, effectively communicates the value of cooperative purchasing, and continuously improves our support of Sourcewell members.	
40	Are your Solutions available through an e-Procurement or e-Commerce ordering process? If so, describe your system(s) AND provide one (1) example of how governmental and educational customers have successfully utilized them.	Because swimming pool renovation projects are customized capital improvements rather than standardized products, Mid-America Pool Renovations, Inc. (MAPR) does not utilize a traditional e-commerce or electronic catalog ordering platform. Every renovation requires project-specific evaluation, measured quantities, scope development, and a detailed proposal based on the participating entity's facility, objectives, and budget rather than selection from a standardized online catalog. Although our services are not purchased through a traditional e-commerce platform, MAPR has digitized nearly every administrative, procurement, and project management function surrounding the customer experience. Participating entities may submit project information electronically, receive proposals and supporting documentation by email, issue purchase orders electronically, execute agreements and change documentation digitally when permitted, and receive electronic invoices, photographs, schedules, closeout documents, care instructions, and warranty information. Government and educational customers routinely utilize these electronic workflows to exchange project documentation, review and authorize proposals, submit purchase orders, administer progress billing, document project changes, and complete project closeout. These digital processes improve transparency, reduce administrative effort, accelerate document exchange, and provide participating entities with efficient access to project information throughout the	*

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		renovation lifecycle. For example, a municipal parks and recreation department may electronically submit project information and facility photographs, receive a detailed proposal and supporting documentation by email, issue a purchase order electronically, approve project change documentation digitally, receive progress invoices electronically, and complete the project with digital closeout documentation, care instructions, and warranty information. This electronic workflow streamlines procurement while maintaining the project-specific planning required for complex aquatic facility renovations. If awarded, MAPR will further enhance the customer experience through a dedicated Sourcewell webpage featuring contract information, procurement guidance, educational resources, renovation planning tools, and capital planning resources. These digital workflows improve transparency, reduce administrative effort, accelerate document exchange, and provide participating entities with timely access to project information throughout every phase of the renovation.	

Table 5A: Value-Added Attributes (150 Points, applies to Table 5A and 5B)

#	Question	Response *	
41	Describe any training programs related to your proposed Solution(s) available to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, delivery methods, and any costs that apply.	Mid-America Pool Renovations, Inc. believes education and knowledge transfer are among the most valuable services we provide, not optional add-on services. Our objective is not simply to renovate aquatic facilities, but to equip participating entities with the knowledge and resources needed to maximize the performance, longevity, and value of their investment. Because every facility, renovation, and operating environment is unique, the education provided is tailored to each participating entity's project, operational needs, staff responsibilities, and long-term maintenance objectives. Project-related education and training are included as part of MAPR's standard project delivery process unless otherwise identified in the project scope. Training is typically provided at no additional cost by the assigned Project Manager, Crew Chief, other experienced MAPR personnel with expertise relevant to the project, and, when appropriate, equipment manufacturers or their authorized representatives. Topics may include: *Project planning and pre-renovation coordination *Renovation scope review and project expectations *Renovation sequencing and facility preparation *Operational coordination during the project *New surface startup procedures *Water chemistry recommendations, curing requirements, troubleshooting guidance, and long-term surface preservation practices *Routine care and maintenance best practices *Warranty requirements and long-term asset protection *Product-specific guidance for specialized materials or manufacturer-supported systems	*

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		Education and training may be delivered through a combination of methods based on the participating entity's operational needs, including: *Project kickoff meetings *On-site meetings and demonstrations *Hands-on instruction during project closeout *Printed care and maintenance guides *Digital reference materials and documentation *Telephone and email support following project completion, as questions arise. Throughout every project, the assigned Project Manager serves as the participating entity's primary point of contact, ensuring questions are answered promptly and facility personnel understand the recommended operating, maintenance, and warranty requirements before the renovated facility is returned to service. If awarded a Sourcewell Master Agreement, MAPR will also provide participating entities with access to educational resources through our dedicated Sourcewell webpage. These resources are prepared for immediate deployment and will include renovation planning guidance, cooperative purchasing information, maintenance recommendations, care guides, warranty information, educational articles, and the MAPR Sourcewell Capital Planning Tool to assist facility owners before, during, and after renovation projects. When manufacturer-specific products or specialty systems are incorporated into a project, MAPR will coordinate additional product-specific instruction from qualified manufacturer representatives whenever appropriate to ensure facility personnel receive the guidance necessary for proper operation and long-term performance. Most project-related education and training are included within MAPR's standard project delivery process. If a participating entity requests specialized services beyond the normal scope of the project, such as additional on-site training sessions, customized educational programs, or extended operational consulting, those services are available upon request and would be quoted separately only when additional costs apply.	
42	Describe any technological advances that your proposed Solutions offer.	Mid-America Pool Renovations, Inc. views technology as a means to deliver better renovation outcomes, not simply newer equipment or products. Every technology, material, installation method, and digital system we implement must improve quality, extend service life, reduce project risk, increase efficiency, or provide greater long-term value for participating entities. As a company specializing exclusively in swimming pool renovation, MAPR continually evaluates and invests in innovations that deliver measurable results. Proprietary INTER-GLASS® Composite Interior Finish One of MAPR's most significant technological advances is INTER-GLASS®, our proprietary composite interior finish system. In addition to conventional plaster finishes, MAPR offers INTER-GLASS® for facilities where structural cracking, substrate conditions, or long-term lifecycle objectives indicate a more advanced interior finish solution is appropriate.	*

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		As the exclusive owner of the registered INTER-GLASS® trademark and sole installer of the system, MAPR provides participating entities with a unique level of accountability through a single organization responsible for product development, installation, and long-term warranty support. INTER-GLASS® is designed to help improve crack resistance, extend renovation intervals, reduce lifecycle costs, minimize facility downtime, and better protect long-term capital investments. The system is backed by MAPR's 25-Year Manufacturer’s Limited Warranty, providing material and labor coverage subject to its stated terms, conditions, limitations, and exclusions. Advanced Surface Preparation & Structural Repair MAPR utilizes advanced 40,000 PSI hydroblasting technology to remove deteriorated interior finishes while preserving sound underlying concrete whenever appropriate for the project. This process creates an exceptionally clean bonding surface, reduces unnecessary structural impact, improves adhesion, and supports longer-lasting renovation performance. (See Attachment: SGM Hydroblasting Letter.) For facilities experiencing structural movement or recurring cracking, MAPR also utilizes engineered structural crack repair systems and, when appropriate, proprietary INTER-GLASS® composite interior finish systems designed to address underlying conditions rather than simply repairing visible symptoms. By matching repair methods and interior finish systems to each facility's condition, we help improve long-term structural performance and protect the owner's investment. Digital Project Management Technology also enhances how MAPR plans and manages projects through integrated digital systems supporting: *Digital estimating and proposal development *Electronic project documentation *Integrated scheduling and material planning *Digital photo documentation *Electronic contract and warranty administration These systems improve communication, increase transparency, reduce administrative effort, and provide customers with accurate project documentation from planning through warranty support. Continuous Improvement Because aquatic renovation technology continues to evolve, MAPR regularly evaluates new materials, equipment, installation methods, and manufacturer innovations. New technologies are adopted only after they have demonstrated measurable improvements in quality, durability, safety, efficiency, or long-term value. Whether developing proprietary solutions like INTER-GL ASS®, utilizing advanced hydroblasting technology, implementing engineered structural repair systems, or investing in modern digital project management tools, MAPR adopts innovation only when it produces measurable benefits for	

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		our customers. Our commitment is not to pursue technology for its own sake, but to continually invest in solutions that improve quality, extend facility life, reduce lifecycle costs, and deliver better long-term renovation outcomes for Sourcewell participating entities.	
43	Describe any sustainability initiatives or certifications that relate to your organization and/or proposed Solutions. If applicable, describe the certification(s) for each initiative.	Mid-America Pool Renovations, Inc. believes the most sustainable aquatic facility is often the one that can be successfully preserved. Because MAPR specializes exclusively in swimming pool renovation, rather than new pool construction, our business is centered on restoring, modernizing, and extending the service life of existing facilities. This lifecycle approach helps participating entities maximize the value of their original capital investment while reducing the environmental and financial impacts associated with complete facility replacement. By renovating existing aquatic facilities, MAPR helps participating entities: *Extend the useful life of existing public infrastructure. *Reduce demolition waste and landfill disposal. *Preserve sound structural concrete whenever feasible. *Reduce demand for new materials. *Delay or eliminate the need for complete facility replacement. *Lower the long-term environmental and financial costs associated with rebuilding aquatic facilities. In addition to preserving existing infrastructure, MAPR incorporates environmentally responsible practices into project execution whenever practical and appropriate, including: *Recycling removed metals through approved recycling facilities. *Diverting concrete demolition debris for recycling or beneficial reuse when local facilities are available. *Utilizing lower-VOC products where appropriate, particularly in deck resurfacing applications. *Managing 40,000 PSI hydroblasting wastewater through approved containment, filtration, dewatering, and disposal methods, where required, to protect stormwater systems and comply with applicable environmental regulations. *Properly handling and disposing of project materials in accordance with applicable federal, state, and local environmental requirements. Sustainability is also reflected in the durability of the renovation systems MAPR provides. When project conditions warrant, MAPR's proprietary INTER-GLASS® composite interior finish offers a long-term solution designed to extend renovation intervals and maximize the useful life of existing aquatic facilities. By reducing the frequency of future renovations, INTER-GLASS® can help lower long-term material consumption, construction activity, facility downtime, and lifecycle costs. The system is backed by MAPR's 25-Year Manufacturer’s Limited Warranty, subject to its stated terms, conditions, limitations, and exclusions. MAPR also supports sustainable asset management by helping participating entities make informed long-term decisions regarding renovation timing, phased capital improvements, budgeting, and lifecycle planning. Through project	*

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		evaluations and collaborative planning, we help facility owners maximize the value of existing assets before replacement becomes necessary. At this time, Mid-America Pool Renovations, Inc. does not maintain third-party sustainability certifications specific to our organization or proposed solutions. However, we remain committed to responsible environmental stewardship, regulatory compliance, and continuous improvement in our business practices. We also work collaboratively with customers to incorporate manufacturer products, project-specific sustainability objectives, or other environmental requirements whenever requested. At MAPR, sustainability is measured not only by how projects are completed, but by how long they continue serving the communities that depend on them. By preserving existing aquatic facilities, extending service life, reducing unnecessary material consumption, and delivering durable renovation solutions, MAPR helps customers achieve both their environmental goals and their long-term capital planning objectives.	
44	Describe any third-party issued, eco- labels, ratings, or certifications that your proposed solutions hold.	Mid-America Pool Renovations, Inc. does not currently offer swimming pool renovation services or proprietary systems that carry third-party-issued eco-labels, environmental ratings, or sustainability certifications such as ENERGY STAR®, Cradle to Cradle Certified®, Green Seal®, or similar product-specific environmental designations. Because MAPR provides customized aquatic renovation services rather than manufacturing standardized building products, these certification programs are generally not applicable to the services proposed under this RFP. When specified by a participating entity, architect, engineer, or project design professional, MAPR routinely incorporates manufacturer products that carry applicable third-party environmental certifications, recycled-content documentation, low-VOC compliance information, or other sustainability-related product documentation, provided they are appropriate for the project requirements and design specifications. Although our proposed solutions do not currently hold third-party eco-label certifications, MAPR remains committed to responsible environmental stewardship, regulatory compliance, and the use of durable renovation systems that extend the service life of existing aquatic facilities. By helping customers preserve and modernize existing infrastructure rather than replace it, MAPR supports long-term environmental sustainability while maximizing the value of public investments.	*
45	What aspects of your company, solutions, or services are truly unique in the marketplace, and why are these unique advantages meaningful for Sourcewell	What makes Mid-America Pool Renovations, Inc. unique is not a single product or service, but the way every part of our organization works together. Four decades of specialization have allowed MAPR to refine the people, processes, equipment and technical expertise required for complex aquatic renovation projects. Our experienced workforce, proprietary innovation, direct-delivery model and long-term partnership approach reinforce one another, creating an organization purpose-built to help Sourcewell participating entities preserve, modernize and extend the useful life of their aquatic facilities. 1. A Singular Focus	*

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	participating entities?	For nearly four decades, MAPR has done one thing exceptionally well: swimming pool renovation. Unlike contractors that divide their resources among new construction, routine service, or multiple trades, MAPR's people, equipment, training, and operational processes are dedicated specifically to renovating existing aquatic facilities. That singular focus has shaped every investment we have made, from the employees we hire and develop to the specialized equipment we own and the processes we continually refine. Our capabilities include resurfacing, structural repairs, waterproofing, 40,000 PSI hydroblasting, tile and coping replacement, deck renovations, and comprehensive aquatic facility modernization. For Sourcewell participating entities, this means working with a contractor whose entire organization is built around the complexities of aquatic renovation rather than treating renovation as one of many service offerings. 2. People Who Preserve the Craft At MAPR, the long-term success of a renovation is ultimately determined by the people performing the work. Our Project Managers, Crew Chiefs, Master Craftsmen, and field personnel bring decades of combined aquatic renovation experience to every project. Supported by a leadership team with nearly 40 years of specialized swimming pool renovation experience and numerous employees who have been with MAPR for more than a decade, our teams provide the continuity, technical expertise, and institutional knowledge necessary to consistently deliver high-quality renovation projects. Many organizations rely on one or two highly knowledgeable individuals. MAPR has intentionally developed a different model by distributing technical leadership throughout the company so knowledge is shared, strengthened, and passed to the next generation of craftsmen. Our technical leadership structure is centered around nine designated Master Craftsmen, the highest level of field expertise within MAPR. This designation is reserved for individuals who have demonstrated exceptional craftsmanship, technical knowledge, leadership, and a commitment to mentoring others. These Master Craftsmen also serve as Subject Matter Experts across the disciplines that define swimming pool renovation, including plaster systems, tile installation, INTER-GLASS®, concrete restoration, field quality, and comprehensive renovation practices. They establish installation standards, mentor employees, provide training, support quality assurance, assist with complex technical challenges, and continuously improve MAPR's methods and workmanship. This structure reduces dependence on any single individual, strengthens quality control, accelerates employee development, preserves institutional knowledge, and helps deliver consistent workmanship regardless of which crew performs the renovation. Exceptional craftsmanship is built through experience, mentorship,	

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		accountability, and continuous learning, not by chance. 3. One Accountable Partner MAPR self-performs the specialized renovation work that defines our business using experienced in-house employees supported by dedicated Project Managers and Crew Chiefs. Rather than relying on dealers, franchisees, or independent installation networks, participating entities work directly with MAPR throughout the renovation process. This provides: *One accountable partner from planning through warranty. *Consistent installation and quality standards. *Fewer communication handoffs. *Greater continuity between estimating and project execution. *Warranty support from the same company that performed the renovation. For customers, this integrated delivery model reduces coordination risk, simplifies communication, and provides confidence that one organization is responsible for every stage of the project and its long-term performance. 4. Innovation We Stand Behind Not every swimming pool is a good candidate for a conventional plaster finish. Facilities experiencing significant structural cracking, recurring movement, or deteriorated substrate conditions often require a more robust interior finish system designed to address those challenges rather than simply covering them. To meet those conditions, MAPR developed INTER-GLASS®, our proprietary composite interior finish system. INTER-GLASS® is specifically designed for pools where structural cracking, substrate movement, or deteriorated shell conditions make traditional plaster systems a less desirable long-term solution. By combining composite reinforcement with specialized cementitious materials, the system helps improve crack resistance, extend renovation intervals, reduce lifecycle costs, minimize facility downtime, and better protect long-term capital investments. Unlike many specialty products that are manufactured by one company, installed by another, and warranted by yet another, INTER-GLASS® is developed, installed, and warranted by MAPR. As the exclusive owner of the registered INTER-GLASS® trademark and the sole installer of the system, MAPR provides customers with a unique level of accountability through a single organization responsible for the product, installation, and long-term performance. INTER-GLASS® is backed by MAPR's 25-Year Manufacturer’s Limited Warranty, providing long-term material and labor coverage subject to the warranty's terms, conditions, limitations, and exclusions. This warranty reflects our confidence in the system and our commitment to standing behind the solutions we provide. 5. A Long-Term Partnership Approach	

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		MAPR measures success by more than completing a renovation. We strive to become a long-term resource for the organizations we serve by helping facility owners make informed decisions before, during, and after a project. Through condition assessments, planning assistance, transparent pricing, educational resources, lifecycle guidance, clear communication, and responsive warranty support, we help participating entities evaluate alternatives and make decisions that support the long-term needs of their facilities, not simply the immediate project at hand. Ultimately, what makes MAPR unique is not simply the work we perform, but the way we approach it. Every renovation is an opportunity to extend the life of a valuable community asset, strengthen the trust placed in us by our customers, and build relationships that continue long after the project is complete. Together, these advantages give Sourcewell participating entities specialized expertise, direct accountability, consistent workmanship and long-term support from one organization built specifically for aquatic renovation.	

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Table 5B: Value-Added Attributes

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

Select all that apply below.

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

Table 6A: Pricing (325 Points, applies to Table 6A and 6B)

Provide detailed pricing information in the questions that follow below.

#	Question	Response *	
55	Describe your payment terms.	Mid-America Pool Renovations, Inc. structures payment terms to align with the size, duration, and contractual requirements of each renovation project while remaining flexible to accommodate participating entity procurement and accounting procedures. MAPR invoices customers upon completion of defined project phases or milestones in accordance with the executed project agreement. Progress billing is utilized on larger projects to align invoicing with completed work, while smaller projects may be invoiced upon project completion. MAPR recognizes that public agencies process payments according to	*

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		established government accounting procedures. We routinely accommodate Net 30 payment terms and will generally honor payment requirements established in the participating entity's solicitation, purchase order, or executed agreement, including alternative payment terms such as Net 45 or Net 60 when applicable. MAPR does not require upfront deposits for government or education projects performed under the Sourcewell contract. When applicable, progress payment applications may be submitted using AIA billing documents or other owner-required forms. Retainage, if required by the participating entity, will be administered in accordance with the project contract and applicable procurement requirements. Project closeout documentation, including warranties, operation and maintenance information, care instructions, and other required closeout documents, will be provided as specified in the contract. While warranty documentation may be included within the closeout package to facilitate final payment and retainage release, MAPR's warranties become effective only upon receipt of payment in full. MAPR accepts payment by check, ACH, electronic funds transfer (EFT), and other mutually acceptable payment methods. MAPR does not charge interest or late-payment fees unless specifically negotiated as part of an individual project agreement. This flexible payment approach reflects MAPR's commitment to being an easy partner to do business with by adapting to customers' established procurement and financial processes while maintaining transparent billing, consistent communication, and professional project administration.	
56	Describe your accepted payment methods. For credit card/procurement card (pCard), describe any fees associated with these methods.	Mid-America Pool Renovations, Inc. (MAPR) offers flexible payment options designed to accommodate the procurement and accounting requirements of Sourcewell participating entities. MAPR accepts the following payment methods: *ACH (Automated Clearing House) *Check *Wire transfer *Electronic funds transfer (EFT) *Procurement card (P-Card) *Credit card *Other mutually agreed-upon electronic payment methods, when appropriate MAPR accepts procurement card and credit-card payments for individual transactions up to $99,999. MAPR does not charge an additional convenience fee or processing fee for card payments within this transaction limit. Payments exceeding $99,999 must be made by ACH, check, wire transfer, EFT, or another mutually agreed-upon payment method. This limitation allows MAPR to continue offering card-payment flexibility for qualifying transactions without adding card-processing costs to larger renovation projects.	

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		MAPR also routinely accommodates purchase orders, owner-specific invoicing requirements, electronic accounts-payable systems, and established payment workflows. Our administrative team works with each participating entity to ensure invoices, supporting documentation, and payment procedures align with its internal financial and procurement requirements.	
57	Describe available leasing, financing, or as-a-service options, including key features and any third-party providers or financial partners used.	Mid-America Pool Renovations, Inc. (MAPR) does not directly offer leasing, financing, subscription, or "as-a-service" programs for swimming pool renovation projects, nor do we partner with third-party financing providers under this agreement. Because aquatic renovation projects are capital improvements rather than equipment purchases, participating entities typically fund projects through capital improvement programs, annual operating budgets, bond proceeds, grants, reserve funds, or other established public funding sources. Although MAPR does not provide financing, we regularly assist participating entities in planning projects that align with available funding and long-term capital improvement objectives. Our team works collaboratively with facility owners to develop practical renovation strategies that maximize available resources while addressing the most critical facility needs. To further support long-term planning, MAPR is developing a Sourcewell Capital Planning Tool that will help participating entities establish preliminary renovation budgets, evaluate project priorities, and begin planning future capital improvements before initiating the formal procurement process. This resource is intended to simplify early project planning and help facility owners make informed capital investment decisions. MAPR routinely provides: *Conceptual budget estimates to support capital improvement planning. *Budgetary pricing for planning purposes, grant applications, and funding requests. *Phased renovation strategies that allow improvements to be completed over multiple budget cycles. *Scope development that prioritizes critical repairs when funding is limited. *Technical guidance to help evaluate renovation alternatives and maximize the long-term value of available funding. Having completed projects for municipalities, parks and recreation departments, school districts, colleges and universities, military installations, YMCAs, hospitality organizations, HOAs, and other institutional facility owners, MAPR understands the budget planning and funding challenges these organizations often face. Our experience allows us to develop realistic renovation plans that align with operational priorities, procurement requirements, and available funding. Rather than encouraging financing, MAPR focuses on helping participating entities make informed long-term investment decisions. By emphasizing lifecycle planning, phased implementation when appropriate, and thoughtful project development, we help facility owners preserve existing aquatic infrastructure, extend the useful life of their facilities, and maximize the long-term value of every capital improvement dollar invested.	*

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58	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	Mid-America Pool Renovations, Inc. (MAPR) utilizes standard project documents that clearly define project scope, pricing, responsibilities, scheduling, and project administration. These documents promote transparency, establish mutual expectations, and support efficient project delivery while complementing, not replacing, the terms and conditions of the Sourcewell Master Agreement and each Participating Entity's procurement requirements. Depending on the project and the Participating Entity's procurement process, MAPR may utilize the following standard transaction documents: *Proposal outlining the project scope, pricing, assumptions, alternates, and project-specific details. *Construction Agreement executed prior to the start of work, when applicable. *Purchase Order issued by the Participating Entity, when required. *Change Orders documenting approved modifications to project scope, pricing, or schedule. *Progress Billing Documentation, including AIA payment applications, schedules of values, or owner-specific payment forms when requested. *Final Project Closeout Documentation, including the final invoice, warranty documentation, Care & Maintenance Instructions, lien waivers (when required), and any other owner-required closeout documents. MAPR regularly works with municipalities, parks and recreation departments, school districts, colleges and universities, military installations, YMCAs, hospitality organizations, HOAs, and other public and institutional facility owners that maintain their own procurement procedures, contract forms, and administrative requirements. We recognize that many Participating Entities utilize agency-specific agreements, supplemental contract provisions, insurance requirements, and legal documents as part of their procurement process. Our team routinely works within these established requirements and adapts our documentation as needed while maintaining clear communication, efficient project administration, and compliance with both the Sourcewell Master Agreement and each Participating Entity's project requirements. Supporting documentation is an important part of the overall customer experience. Our goal is to provide organized, accurate, and timely project documentation that simplifies contract administration, supports efficient project execution, and facilitates a smooth transition from project award through final closeout and warranty. Sample transaction documents, including our Proposal, Construction Agreement, warranty documents, Care & Maintenance Instructions, and other standard project forms, have been included with this proposal as requested. These documents illustrate our typical project administration process and are intended to complement the Sourcewell Master Agreement and each Participating Entity's procurement requirements.	*
59	Describe your pricing model AND quantify the proposed discount(s) offered.	Mid-America Pool Renovations, Inc. (MAPR) utilizes a standardized, unit-price estimating methodology developed specifically for swimming pool renovation projects. Our pricing model is designed to provide participating entities with transparent, equitable, and repeatable pricing while recognizing that every aquatic facility has unique conditions, quantities, and renovation requirements.	*

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	If proposed pricing is Line-Item Pricing, Proposer must submit: A. For each Line, provide your list/MSRP, the offered discount(s), and the ”Master Agreement Price”. B. If proposed pricing is a Percentage Discount from Catalog or Category, one of the following MUST be submitted: (1) an active URL to a current published online catalog; OR (2) a complete price file with current pricing. Refer to RFP Section III. Pricing for additional guidance.	The accompanying Sourcewell Price Schedule establishes published Master Agreement Not-to-Exceed (NTE) pricing for the products and services offered under this contract. Project pricing is developed by applying the applicable published unit prices to the measured quantities required for each project. Any project-specific conditions, alternates, allowances, prevailing wage requirements, travel, or optional work are clearly identified and itemized separately, providing complete pricing transparency. Each published unit price incorporates the typical labor, materials, equipment, supervision, project management, and overhead necessary to perform the specified work. This standardized methodology promotes consistency across all participating entities while allowing projects of varying size, complexity, and geographic location to be priced using the same objective approach. MAPR's published Master Agreement pricing represents Not-to-Exceed (NTE) pricing. Whenever project-specific efficiencies, favorable site conditions, economies of scale, or other cost-saving opportunities are identified, participating entities may receive pricing below the published Master Agreement rates. This approach establishes predictable maximum pricing while allowing customers to benefit from project-specific savings whenever practical. As part of this proposal, MAPR provides: *Published Master Agreement Not-to-Exceed (NTE) unit pricing for the products and services offered under this contract. *A 2% Sourcewell Administrative Fee, paid by MAPR. *A 3% Participating Entity Discount, reflected within the pricing submitted with this proposal. MAPR believes this pricing methodology delivers meaningful value by providing: *Transparent, measurable, and consistent pricing. *A standardized pricing methodology that promotes fairness across participating entities. *Simplified budgeting and long-term capital improvement planning. *Flexibility to accommodate project-specific conditions without changing the underlying pricing structure. *Opportunities for participating entities to realize additional savings when project-specific efficiencies are identified. Our pricing philosophy reflects the same principles that guide our project delivery: transparency, accountability, consistency, and long-term value. By combining standardized unit pricing with clearly defined scopes of work and published Not-to-Exceed pricing, MAPR provides participating entities with a pricing model that is easy to understand, simple to administer, and designed to support confident procurement decisions. The complete Sourcewell Price Schedule, including published Master Agreement pricing, unit-price methodology, pricing categories, and applicable discounts, has been submitted with this proposal in accordance with the requirements of the RFP.	

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60	Provide details of any quantity or volume discounts, as well as any rebate programs that are available in addition to the proposed pricing structure discounts.	Mid-America Pool Renovations, Inc. (MAPR) does not offer standardized quantity discounts, volume discount schedules, or rebate programs beyond the pricing structure submitted with this proposal. Because swimming pool renovation projects are highly customized and vary significantly in size, condition, scope, location, and technical requirements, predetermined volume discounts are generally not practical or equitable across all participating entities. Instead, MAPR utilizes published Master Agreement Not-to-Exceed (NTE) pricing, providing participating entities with transparent maximum pricing while allowing flexibility to recognize project-specific efficiencies whenever they occur. Whenever multiple projects, favorable scheduling, reduced mobilization, geographic proximity, economies of scale, or other project-specific efficiencies create measurable cost savings, MAPR passes those savings directly to participating entities through project-specific pricing below the published Master Agreement Not-to-Exceed (NTE) rates. This approach allows participating entities to benefit from legitimate project efficiencies while maintaining transparent, equitable, and predictable pricing. MAPR does not utilize rebate programs. Rather than relying on post-project rebates or incentive structures, our pricing philosophy is to provide competitive, transparent pricing at the time of project proposal so participating entities understand their project costs before work begins. This approach provides several important benefits: *Transparent and predictable pricing. *Published Not-to-Exceed (NTE) pricing that establishes clear maximum costs. *Opportunities to realize project-specific savings when efficiencies are identified. *No reliance on rebate programs or delayed financial incentives. *Consistent and equitable pricing across all participating entities. MAPR believes this approach best supports public procurement by emphasizing transparency, fairness, stewardship of public funds, and long-term value while allowing participating entities to benefit from legitimate project-specific cost savings whenever practical.	*
61	Explain how you develop a project-specific price when the final scope may vary by customer need. Include the major cost drivers; some components to consider may include labor, materials, equipment, design	Mid-America Pool Renovations, Inc. (MAPR) develops project-specific pricing using a disciplined, standardized estimating methodology developed exclusively for swimming pool renovation projects. Every estimate is based on measurable quantities, published unit pricing, and clearly defined scopes of work, providing participating entities with pricing that is transparent, consistent, equitable, and fully traceable from project scope to final price. Every estimate is prepared by experienced MAPR estimators with specialized knowledge of swimming pool renovation, ensuring that pricing reflects both standardized estimating practices and the unique conditions of each aquatic	

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	complexity, site conditions, permitting, and overhead. Are there formulas used in creating the quote to share? How does the Sourcewell discount apply?	facility. Because MAPR specializes exclusively in swimming pool renovation, our estimators prepare project-specific proposals every day, not across dozens of unrelated construction trades. This specialization allows us to identify project risks early, develop more accurate scopes of work, and reduce the likelihood of unexpected pricing changes during the project. For interior finish systems, the primary basis for pricing is the pool's total square footage, including both the floor and wall surfaces. Following evaluation of the facility, MAPR recommends the interior finish system best suited to the project's existing conditions, performance objectives, and long-term lifecycle goals, whether a conventional plaster, quartz or exposed aggregate finish, or our proprietary INTER-GLASS® composite interior finish system. Pricing is offered for all options, allowing participating entities to decide based on available budget. Additional renovation components are measured and priced using standardized units appropriate to the work being performed. For example: *Tile, coping, and expansion joint caulking are priced by linear foot. *Main drains, return fittings, lights, skimmers, and other specialty components are priced per unit. *Concrete repairs, deck renovations, structural repairs, and similar work are priced using the applicable unit of measure established within the Sourcewell Price Sheet submitted with this proposal. While every renovation project is unique, MAPR's estimating methodology follows a consistent process: Project Price = Measured Quantities × Published Unit Pricing + Standard Mobilization + Project-Specific Requirements Published unit pricing is derived from the Sourcewell Price Sheet submitted with this proposal, allowing participating entities to clearly understand how project costs are developed. Once project quantities have been established, the applicable Master Agreement unit prices are applied to develop the project estimate. Project-specific requirements that cannot be captured through standard unit pricing, such as prevailing wage requirements, unusual site conditions, specialized access, owner-requested phasing, or project-specific travel requirements, are clearly identified and incorporated into the estimate. MAPR believes customers should understand exactly how project costs are developed rather than having variable costs embedded within generalized unit pricing. The primary factors influencing project pricing include: Facility Characteristics *Total pool square footage (floor and wall surfaces). *Linear footage of tile, coping, and expansion joints. *Selected interior finish system. *Quantity of specialty components and accessories.	

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		*Pool configuration, depth, and overall complexity. Existing Conditions *Existing surface and substrate condition. *Extent of demolition or material removal required. *Structural repairs or concrete restoration. *Conditions identified during project evaluation. Project Requirements *Labor requirements and crew size. *Materials and specialty products. *Equipment requirements. *Site access and logistics. *Standard project mobilization. MAPR includes a standard mobilization line item on every proposal representing the deployment of personnel, specialized equipment, tools, and project resources required to perform the work. *Project-specific travel. Travel is evaluated separately based on project location and may include lodging, meals, transportation, and other logistical costs associated with performing work outside our normal operating area. Projects involving remote or difficult-to-access locations may require additional travel costs due to increased logistical requirements. Any such adjustments are clearly communicated during the proposal process so participating entities understand all project costs before work begins. *Prevailing wage requirements, when applicable. *Project phasing, schedule constraints, or accelerated completion requirements. *Permitting, inspections, and owner-specific administrative requirements. *Project management, supervision, and overhead. MAPR distinguishes between mobilization, travel, and freight when developing project pricing. Mobilization represents the deployment of personnel, specialized equipment, tools, and project resources necessary to mobilize and perform the renovation. Travel includes employee lodging, meals, transportation, and other costs associated with performing work outside our normal operating area. Freight, when applicable, represents the transportation of materials or specialized equipment required for a specific project and is identified separately when appropriate. Each category is evaluated independently and identified transparently whenever applicable. Each estimate is prepared specifically for the participating entity and reflects the actual scope of work required to achieve the owner's renovation objectives. When site conditions, facility priorities, or long-term asset management goals require a customized approach, MAPR incorporates those adjustments using the same standardized estimating methodology. Alternates, allowances, exclusions, and optional work are clearly identified so participating entities understand exactly how the final project price was developed. The 3% Sourcewell Participating Entity Discount is incorporated directly into the pricing submitted with this proposal and is reflected in the published Master Agreement Not-to-Exceed (NTE) pricing. Participating entities	

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		therefore receive the benefit of Sourcewell pricing automatically without requiring separate discount calculations after the estimate is prepared. In addition, whenever multiple projects, favorable scheduling, reduced mobilization, geographic proximity, economies of scale, or other project-specific efficiencies create measurable cost savings, MAPR passes those savings directly to participating entities through project-specific pricing below the published Master Agreement Not-to-Exceed (NTE) rates. MAPR believes pricing should be as transparent as the renovation process itself. By combining measurable quantities, standardized unit pricing, clearly identified mobilization, project-specific travel when applicable, clearly defined scopes of work, and published Master Agreement Not-to-Exceed pricing, participating entities can clearly understand how each project price is developed and have confidence that pricing is fair, consistent, and fully supported by the project's actual requirements.	
62	Describe your method of facilitating non-contracted products or related services and define the associated costs/fees.	Most swimming pool renovation projects performed under a Sourcewell Master Agreement will be completed using products and services provided directly by Mid-America Pool Renovations, Inc. (MAPR). Occasionally, however, a project may require specialized products, equipment, or services that fall outside the scope of the contract or are most appropriately performed by qualified specialty firms. When this occurs, MAPR works closely with the participating entity to coordinate these services while maintaining clear communication, project continuity, and a single point of project management whenever practical. Examples may include specialized inspections or testing, leak detection, certain electrical work, select mechanical system upgrades, manufacturer-supported equipment installations, structural engineering, or other specialty services required to successfully complete the renovation. When facilitating non-contracted products or related services, MAPR follows a consistent process: *Evaluate whether the required product or service is available through an existing Sourcewell-awarded supplier or service provider. *Whenever practical, incorporate the work into a single, coordinated project to simplify administration and reduce procurement complexity. *Clearly identify all non-contracted products and specialty services within the project proposal so participating entities understand which items are included under the Sourcewell Master Agreement and which fall outside its scope. *Coordinate scheduling and communication among all parties to maintain project continuity and minimize disruption. *Maintain overall project oversight to help ensure quality, schedule adherence, effective coordination, and a seamless customer experience. Whenever practical, MAPR seeks to utilize Sourcewell-awarded suppliers or service providers to maximize the participating entity's cooperative purchasing benefits. When a Sourcewell-awarded provider is not available, or when another qualified specialty provider is the most appropriate resource for the project, MAPR works collaboratively with the participating entity to identify the best solution.	*

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		Non-contracted products and specialty services are quoted separately and clearly identified within the project proposal. MAPR does not assess a separate administrative fee solely for coordinating these services. Pricing is developed on a project-specific basis using supplier pricing, competitive quotations, or subcontractor proposals, with only applicable contractor overhead and project management costs included when appropriate. All associated costs are fully disclosed and incorporated into the project proposal only after review and approval by the participating entity.	
63	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.	Mid-America Pool Renovations, Inc. (MAPR) develops project-specific pricing intended to represent the total cost of performing the defined scope of work using our standardized unit-price estimating methodology. Our objective is to provide participating entities with comprehensive, transparent pricing that minimizes unexpected costs and clearly identifies project-specific requirements before work begins. Because every swimming pool renovation project is unique, certain costs are not included unless they are known, applicable to the project, or specifically requested by the participating entity. Examples may include: *Permit, inspection, or agency fees when MAPR is responsible for obtaining permits. *Engineering, architectural, or design services provided by others. *Plans, specifications, or drawings prepared by third-party design professionals. *Owner-requested scope additions, alternates, or modifications. *Specialty products or services outside the scope of the Sourcewell Master Agreement. *Other project-specific requirements that cannot reasonably be identified until the project scope is fully defined. Whenever practical, MAPR performs site evaluations and reviews available plans, specifications, and existing facility information before preparing a project-specific proposal. This process improves pricing accuracy, identifies project-specific requirements early, and helps reduce the potential for unforeseen conditions. Although uncommon, renovation projects may occasionally reveal concealed conditions that could not reasonably be identified until existing finishes or deteriorated materials are removed. When this occurs, MAPR promptly communicates the findings with the participating entity and, when appropriate, the project engineer or design professional to evaluate the condition and determine the most appropriate course of action. Any work or costs outside the originally defined scope are clearly identified, documented, and priced transparently. MAPR does not proceed with additional work until the participating entity has reviewed and authorized the revised scope and associated costs. Whenever practical, project-specific costs are incorporated into the project proposal or the applicable Sourcewell Price Schedule line items before work begins so participating entities have a clear understanding of the total cost of acquisition.	*
64	Describe and define the costs/fees	Mid-America Pool Renovations, Inc. (MAPR) manages the procurement, freight, and delivery of materials, equipment, and supplies required to perform	*

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	associated with your freight, shipping, and delivery program(s) in the contiguous United States.	contracted work throughout the contiguous United States. Depending on project location, schedule, and material requirements, MAPR may use company-owned vehicles or commercial freight carriers to transport materials and equipment. The method of transportation is determined by MAPR based on the specific needs of each project and does not affect the participating entity's pricing. MAPR does not assess separate freight, shipping, or delivery fees for standard project execution within the contiguous United States. Standard freight, shipping, and delivery costs associated with normal project execution are incorporated into MAPR's pricing methodology. As part of MAPR's standardized estimating process, every proposal includes a separate standard mobilization line item. Mobilization is a consistent component of MAPR's pricing structure and represents the cost of deploying personnel, specialized equipment, tools, and project resources necessary to perform the work. Mobilization is independent of project travel expenses. Only unusual project-specific freight or delivery requirements that fall outside normal project execution, such as owner-requested expedited shipping, specialized transportation requested by the participating entity, or other extraordinary logistical requirements, would be identified separately, discussed in advance, and included only with the participating entity's approval. Project travel is evaluated separately from freight and mobilization and may include lodging, meals, transportation, and other logistical costs associated with performing work outside MAPR's normal operating area. Projects involving remote or difficult-to-access locations may require additional travel costs due to increased logistical requirements. Any such adjustments are communicated clearly during the proposal process so participating entities understand all project costs before work begins. This approach allows MAPR to manage project logistics efficiently while providing participating entities with transparent, predictable pricing. By separately identifying standard mobilization while incorporating standard freight and delivery costs into our pricing methodology, MAPR clearly communicates how project costs are developed and eliminates unexpected freight or delivery charges during normal project execution within the contiguous United States. Accordingly, MAPR does not assess separate freight, shipping or delivery fees for standard project execution within the contiguous United States. Standard freight and delivery are incorporated into MAPR’s pricing methodology, while mobilization and any applicable project-specific travel are identified separately in the project proposal. Extraordinary delivery requirements are quoted only when applicable and approved in advance by the participating entity.	
65	Describe and define the costs/fees associated with your freight, shipping, and	Mid-America Pool Renovations, Inc. (MAPR) has successfully completed swimming pool renovation projects in Alaska, Hawaii, and Guam and understands the unique logistical planning required for projects outside the contiguous United States. Because freight, travel, mobilization, material procurement, and project logistics vary significantly by location, these	*

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	delivery program(s) for Alaska, Hawaii, Canada, or any offshore delivery.	requirements are evaluated on a project-specific basis for each opportunity. Depending on the project, materials may be supplied by the participating entity, procured locally, or purchased and transported by MAPR. Likewise, equipment, tools, and field personnel are mobilized using the most practical, reliable, and cost-effective approach based on the project's location, schedule, and logistical requirements. Because these costs vary considerably by destination and available transportation options, MAPR does not publish standardized freight, shipping, or mobilization fees for Alaska, Hawaii, Canada, or offshore locations. Instead, project-specific transportation and mobilization costs are developed during the estimating process and presented transparently within the project proposal before award. Whenever practical, MAPR evaluates opportunities to reduce transportation costs through local material procurement, coordinated shipments, efficient crew scheduling, and other project-specific logistical efficiencies. Any project-specific freight, shipping, delivery, or mobilization costs are clearly identified and included only when necessary to successfully complete the project. MAPR does not publish standardized freight, shipping, delivery, travel or mobilization fees for Alaska, Hawaii, Canada or offshore locations. These costs are developed for each project based on the destination, scope, transportation method and logistical requirements, and are clearly identified in the project proposal before award. MAPR also evaluates local procurement, coordinated shipments and other logistical efficiencies to reduce these costs whenever practical.	
66	Describe any unique distribution, delivery, or deployment methods offered in your proposal.	Mid-America Pool Renovations, Inc. (MAPR) utilizes a centralized, self-performing deployment model specifically designed for the complexities of swimming pool renovation. Unlike organizations that rely on dealer networks, franchise locations, or independent installers, MAPR deploys its own experienced personnel, standardized processes, and project management systems to every project, providing participating entities with a consistent customer experience regardless of project location. This operating model was intentionally developed because swimming pool renovation is a specialized discipline where project success depends on experienced craftsmen, standardized installation methods, disciplined project management, and consistent quality oversight. Rather than decentralizing these responsibilities across multiple organizations, MAPR maintains centralized operational control so participating entities receive one coordinated team, one accountable organization, and one consistent standard of performance throughout every phase of the renovation. Every renovation project is assigned a dedicated MAPR Project Manager who serves as the participating entity's primary point of contact from project planning through project closeout. The Project Manager coordinates scheduling, procurement, material delivery, crew assignments, customer communication, quality oversight, and project closeout, providing a single accountable resource throughout the renovation.	*

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		Because every renovation project is unique, MAPR procures, stages, and deploys materials, equipment, and personnel specifically for each project based on the approved scope of work. This project-specific deployment model improves coordination, reduces unnecessary material handling, and helps ensure the right materials, equipment, and craftsmen are available when and where they are needed. This approach also allows MAPR to adapt resources to the specific needs of each project rather than requiring participating entities to conform to a standardized delivery model. MAPR deploys experienced field crews, Project Managers, equipment, and specialized resources to project locations throughout the United States, allowing participating entities to receive the same disciplined project management, standardized installation practices, and consistent customer experience regardless of location. When specialized expertise or licensed trades are required, MAPR coordinates those resources while maintaining complete responsibility for project planning, scheduling, quality oversight, customer communication, and warranty support. This deployment model provides participating entities with several important advantages: *Direct accountability from project planning through warranty support. *One standardized approach to quality, communication, and project management. *Experienced MAPR craftsmen, not independent dealers or franchise installers. *Consistent project execution regardless of project location. *Simplified coordination with fewer handoffs and clearer accountability. *A predictable customer experience from procurement through project closeout. At MAPR, we believe consistency is one of the greatest contributors to successful project delivery. By deploying experienced people, standardized processes, and disciplined project management to every renovation, participating entities receive a project experience that is predictable, accountable, and consistent from planning through warranty support. Our goal is to simplify project delivery, reduce administrative complexity, and provide participating entities with a renovation partner they can trust throughout the life of the project.	
67	Describe any self-audit processes or programs that you will employ to verify that Sourcewell participating entities have obtained Agreement pricing and to verify compliance with the resulting Agreement.	Mid-America Pool Renovations, Inc. (MAPR) recognizes that maintaining a Sourcewell Master Agreement requires disciplined contract oversight, organizational accountability, and a commitment to continuous improvement. If awarded a Sourcewell Master Agreement, MAPR will conduct ongoing internal self-audits to verify pricing accuracy, ensure compliance with agreement requirements, confirm accurate contract administration and reporting, and identify opportunities to strengthen our internal processes throughout the agreement term. Our self-audit process is designed to support compliance with the pricing, reporting, administrative, marketing, and performance requirements of the Sourcewell Master Agreement. As part of our regular contract administration activities, MAPR leadership will periodically review Sourcewell projects to	*

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		verify that: *Eligible participating entities received the appropriate contract pricing and applicable discounts. *Proposal templates, estimating practices, and pricing calculations remain consistent with the awarded Master Agreement. *Marketing materials, website content, proposals, and customer communications accurately represent the Sourcewell contract. *Administrative fee calculations, sales reporting, and supporting documentation are accurate, complete, and submitted in accordance with agreement requirements. *Internal procedures continue to align with the requirements of the Sourcewell Master Agreement. To support this process, Sourcewell opportunities will be identified and tracked within our HubSpot CRM, allowing leadership to monitor contract activity, verify pricing consistency, maintain accurate reporting records, document Sourcewell contract activity, and identify trends requiring management attention throughout the contract term. Beyond contract compliance, MAPR reviews project documentation, customer feedback, warranty activity, internal performance metrics, and project outcomes to identify trends and opportunities for continuous improvement. Feedback from participating entities, Project Managers, field personnel, and office staff is incorporated through project debriefs, leadership meetings, and our weekly MAPR Monday continuous improvement process. When opportunities for improvement are identified, MAPR updates procedures, employee training, documentation, and communication practices to strengthen future performance. In addition to these ongoing reviews, MAPR leadership will conduct a formal annual evaluation of the Sourcewell agreement to assess contract performance, review utilization trends, verify continued operational alignment, evaluate compliance with agreement requirements, and identify opportunities to further improve contract administration and customer support. This self-audit process reflects MAPR's commitment to accuracy, accountability, and continuous improvement. We view contract compliance not as a periodic administrative task, but as an ongoing responsibility that protects participating entities and strengthens the integrity of the Sourcewell Master Agreement. Our objective is to verify compliance, identify opportunities for continuous improvement, and ensure the agreement is administered accurately, consistently, and transparently throughout its entire term.	
68	Provide a list of internal metrics that will be tracked to measure the success of a resulting Agreement.	Mid-America Pool Renovations, Inc. (MAPR) tracks performance using measurable operational, customer, financial, and contract administration metrics. These key performance indicators help leadership evaluate the effectiveness of the Sourcewell Agreement, identify opportunities for continuous improvement, and ensure participating entities consistently receive the pricing, service, and agreement compliance promised under the Master Agreement. Our responsibility extends beyond completing individual renovation projects. We measure success by how effectively we help participating entities plan,	*

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		procure, renovate, preserve, and maximize the long-term value of their aquatic facilities. To evaluate these objectives, MAPR utilizes HubSpot CRM and internal operational reporting to monitor performance across the following categories. Contract Utilization These metrics measure the growth and effectiveness of the Sourcewell Agreement. *Number of Sourcewell inquiries received. *Number of Sourcewell proposals issued. *Number of Sourcewell projects awarded. *Total Sourcewell contract sales. *Number of participating entities served. *Geographic distribution of participating entities. *Repeat utilization by participating entities. Customer Relationships & Stewardship We believe every completed project is the beginning of a long-term relationship rather than the conclusion of a transaction. These metrics help evaluate the strength of those relationships. *Repeat projects from participating entities. *Customer referrals. *Customer satisfaction, feedback, and post-project follow-up. *Proposal response time. *Customer communication responsiveness. *Warranty response and resolution time. *Engagement with educational resources, newsletters, and ongoing communications. Operational Excellence These metrics help ensure every renovation reflects MAPR's standard of Quality, Craftsmanship, and Care. *Schedule adherence. *Safety performance. *Quality inspections. *Punch list completion. *Project closeout timelines. *Internal project debriefs, lessons learned, and continuous improvement narratives. Education & Contract Awareness MAPR believes part of our responsibility is helping public agencies understand both swimming pool renovation and the advantages of cooperative purchasing. We will evaluate the effectiveness of our educational efforts through:	

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		*Website traffic to Sourcewell resources. *Downloads of educational materials. *Email campaign engagement. *Educational presentations and outreach activities. *Trade show participation. *Public agencies introduced to cooperative purchasing through MAPR's outreach efforts. Agreement Administration These metrics help ensure the Sourcewell Agreement is administered accurately, consistently, and in accordance with Master Agreement requirements. *Pricing compliance verification. *Administrative fee reporting accuracy and timeliness. *Internal self-audit findings and corrective actions. *Contract documentation accuracy and completeness. *Sourcewell reporting compliance. *Continuous improvement actions resulting from annual agreement reviews. MAPR leadership reviews these metrics on a regular basis to identify trends, evaluate performance, strengthen internal processes, and ensure the Agreement continues to deliver meaningful value to both Sourcewell and participating entities. Insights gained through this process are incorporated into strategic planning, sales initiatives, operational improvements, employee training, customer communications, and educational programming. Ultimately, MAPR measures the success of a Sourcewell Agreement by more than contract utilization alone. Success is reflected in satisfied participating entities, repeat contract use, strong customer relationships, accurate agreement administration, and continuous operational improvement. These metrics help ensure the Agreement continues to deliver meaningful value to participating entities while supporting Sourcewell's mission throughout the life of the contract.	
69	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	Mid-America Pool Renovations, Inc. (MAPR) proposes a 2% Administrative Fee payable to Sourcewell on all eligible completed sales to participating entities utilizing the resulting Master Agreement. The Administrative Fee will be calculated as 2% of the net sales amount for eligible completed transactions and will be reported and remitted to Sourcewell in accordance with the terms and reporting requirements of the Master Agreement. MAPR has incorporated the proposed Administrative Fee into its pricing strategy and does not assess it as a separate charge to participating entities. This approach provides transparent, predictable pricing while supporting the valuable procurement, contract administration, marketing, and participating entity services provided by Sourcewell. MAPR values the partnership Sourcewell creates between suppliers and public agencies and is committed to supporting the long-term success of the	*

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	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.	resulting Master Agreement through accurate reporting, timely fee remittance, and continued investment in contract utilization and participating entity support.	

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Table 6B: Pricing Offered

#	The Pricing for this Proposal is: *	Specify the basis for the pricing offered, include unique circumstances or justifications	
70	As good as or better than pricing typically offered through our existing cooperative contracts, state contracts, or agencies.	Standardized, unit-based pricing with project-specific adjustments where applicable. Mid-America Pool Renovations, Inc. (MAPR) utilizes a standardized, unit-based pricing methodology designed to provide participating entities with transparent, consistent, and predictable pricing that supports effective budgeting and long-term capital planning. Our approach allows facility owners to clearly understand how project costs are developed while promoting fairness, consistency, and confidence throughout the procurement process. Pricing is developed using measurable quantities, including square footage, linear footage, unit pricing, labor, materials, equipment, and other project-specific conditions associated with each renovation. Published pricing is intended to serve as a reliable basis for budgeting, project planning, and the majority of renovation projects while providing the flexibility to address each participating entity's unique facility, scope of work, and project requirements. When applicable, project-specific items such as mobilization, prevailing wage requirements, permits, payment and performance bonds, specialized access, travel, or other owner-specific requirements are identified during the estimating process and incorporated into the project proposal. This pricing methodology enables MAPR to provide consistent pricing across a wide range of renovation projects while accommodating the unique conditions commonly encountered in aquatic facility renovations. Because no two aquatic facilities are identical, our approach combines standardized unit pricing with project-specific planning to develop pricing that is both equitable and reflective of the actual work required. MAPR's objective is to provide accurate, transparent pricing that supports responsible stewardship of public funds, minimizes unforeseen costs, and enables participating entities to make informed purchasing decisions with confidence. We believe participating entities should never have to choose between flexibility and simplicity. By combining standardized unit pricing with project-specific adjustments, we provide a pricing structure that is predictable enough for budgeting, flexible enough for real-world renovation conditions, and simple enough to support efficient cooperative procurement.	*

Table 7A: Depth and Breadth of Offered Solutions (250 Points, applies to Table 7A and 7B)

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

#	Category or	Offered *	Provide a detailed description of all solutions offered.	

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	Type			
71	Services for the renovation, repair, restoration, reconfiguration, modernization, or resurfacing of: Indoor and outdoor swimming pools or water-based recreational facilities and aquatic features or amenities	◉ Yes ○ No	Mid-America Pool Renovations, Inc. (MAPR) specializes exclusively in the renovation, repair, restoration, modernization, reconfiguration, and resurfacing of indoor and outdoor swimming pools, aquatic facilities, and water-based recreational amenities throughout the United States. Our solutions are designed to extend the useful life of aquatic assets, improve safety and functionality, enhance aesthetics, and help participating entities maximize the value of their capital investments. Rather than offering isolated renovation services, MAPR provides complete project delivery, from initial facility assessments and budget development through project planning, renovation, project closeout, and warranty support. Solutions are tailored to each facility's unique conditions and may range from targeted repairs and resurfacing projects to complex, multi-component swimming pool renovations. Solutions available under the proposed Sourcewell Agreement include, but are not limited to, the following: Assessment, Planning & Project Development *Vessel condition assessments *Budget development and project estimating *Capital planning assistance *Cooperative purchasing guidance *Scope development assistance *Phased renovation planning *Coordination of specialty trades *Project management from project planning through project closeout *Warranty support and post-project service Pool Interior Renovation & Surface Restoration *Plaster, quartz, exposed aggregate, polished finishes, and INTER-GLASS® interior finishes *Surface preparation, including hydroblasting, paint removal, and full interior removal *Surface repairs and substrate preparation *Structural crack evaluation and repair *Expansion joint replacement and sealant installation Tile, Coping & Architectural Enhancements *Waterline tile replacement *Competition and recreational lane markings, lane targets, and depth markers *Custom logos, school mascots, municipal seals, mosaics, and decorative tile features *Coping replacement and repairs *Decorative tile and specialty finishes *Step, bench, tanning ledge, and entry renovations	*

			Deck & Concrete Restoration *Pool deck resurfacing *Decorative acrylic deck coatings *Slip-resistant walking surfaces *Deck repairs associated with pool renovation *Concrete restoration related to aquatic facilities Pool Plumbing & Accessibility Improvements *Skimmer replacement *Main drain replacement and modifications *Return fittings and inlets *Plumbing repairs and modifications associated with renovation projects *Accessibility improvements and ADA enhancements Our experience spans a diverse range of aquatic facilities, allowing us to tailor renovation solutions to each owner's operational requirements, funding strategies, and long-term objectives. MAPR performs work for municipalities, parks and recreation departments, K-12 schools, universities, military installations, YMCAs, hotels, apartment communities, country clubs, homeowners' associations, and other public and private facility owners throughout the United States. Because every aquatic facility has unique operational goals, budgets, and renovation priorities, MAPR develops project-specific solutions that align with each participating entity's needs. Whether the objective is extending the life of an existing pool, modernizing an aging aquatic facility, improving accessibility, enhancing the user experience, or completing a comprehensive renovation, MAPR provides the specialized expertise, project management, and skilled craftsmanship required to successfully deliver the project. By combining specialized expertise, transparent communication, and one accountable team dedicated to Quality, Craftsmanship, and Care, we help participating entities confidently plan, procure, and execute successful aquatic facility renovations. Our goal is to simplify planning, procurement, and project delivery so participating entities can confidently invest in aquatic facilities that will serve their communities for decades to come.	
72	Directly related equipment, furnishings, amenities, accessibility elements, features, mechanicals, and maintenance.	(•) Yes ( ) No	Mid-America Pool Renovations, Inc. (MAPR) furnishes, installs, and coordinates directly related components, accessibility elements, fittings, and facility features commonly incorporated into swimming pool renovation projects. These solutions complement MAPR's primary renovation services and are generally provided as part of a project-specific renovation scope rather than as standalone product or equipment sales. Pool Plumbing, Circulation Components & Fittings *Skimmer replacement *Main drain plumbing replacement and modifications *Main drain dual sump replacement *Drain covers and fittings	*

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			*Return fittings and inlets *Stainless steel gutter conversion and associated plumbing *Renovation-related pool piping and circulation modifications Accessibility Elements & Pool Features *ADA-compliant pool lifts, including supply and installation *Handrails, including deck-to-deck and deck-to-floor configurations *Accessibility components incorporated into pool renovation projects *Related fittings and features necessary to support renovated pool entries, steps, sun shelves, and zero-depth entries Gutters, Pool Covers & Related Components *Gutter grate replacement *Stainless steel gutter conversion and associated components *Pool covers and related components *Deck drains and related drainage components *Other directly related components incorporated into the renovation scope MAPR's primary expertise is swimming pool renovation. As part of those projects, MAPR performs pool-related plumbing and mechanical work that is directly associated with the renovation scope, including work involving skimmers, main drains, circulation fittings, gutter systems, and related piping modifications. This allows MAPR to address the components necessary for a complete and properly integrated pool renovation without positioning the company as a standalone mechanical equipment provider. Major mechanical room modernization, extensive equipment replacement, and specialty mechanical systems are not a primary focus of MAPR's offering. When specialized work or specific trade licensing is required within an otherwise MAPR-led renovation project, MAPR may coordinate qualified specialty contractors as appropriate while maintaining responsibility for the overall renovation scope, project management, scheduling, quality control, and customer communication. This approach allows participating entities to incorporate related equipment, accessibility elements, plumbing and circulation components, and facility features into a coordinated swimming pool renovation while maintaining a single point of project accountability.	
73	Please describe other Solutions not specifically mentioned in this Table 7A, that are within the scope of this RFP.	(•) Yes ( ) No	In addition to the renovation services, equipment, and related products described throughout this proposal, Mid-America Pool Renovations, Inc. (MAPR) provides a variety of professional services that help participating entities evaluate, plan, procure, and successfully execute aquatic facility renovation projects. These services are intended to support informed decision-making, reduce project risk, simplify procurement, and maximize the long-term value of public investments. Examples include: Facility Assessments & Asset Evaluation	*

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			*Existing condition assessments *Renovation feasibility evaluations *Existing surface and substrate evaluations *Identification of deferred maintenance priorities *Remaining service life observations Budgeting & Capital Planning *Preliminary budget development *Capital improvement planning assistance *Multi-phase renovation planning *Scope refinement to align project priorities with available budgets Procurement & Project Support *Cooperative purchasing guidance *Scope development assistance *Pre-construction planning meetings *Coordination with architects, engineers, consultants, and owner representatives *Project scheduling and phasing recommendations to minimize facility disruption Owner Education & Technical Resources *Water chemistry guidance *Startup and curing recommendations *Long-term maintenance best practices *Care guides and educational resources *Warranty orientation and post-project support Because every aquatic facility presents unique operational, financial, and scheduling considerations, MAPR tailors these professional services to each participating entity's specific needs. By combining technical expertise, project planning, and renovation execution under one contract, MAPR helps participating entities simplify procurement, reduce administrative burden, make informed capital planning decisions, and maximize the long-term performance of their aquatic facilities.	

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

#	Question	Answer *	
74	Describe warranties offered and how they will be administered, including if they cover all products, parts, labor, technician travel, and	Mid-America Pool Renovations, Inc. (MAPR) believes a warranty is more than a written document, it is an extension of our commitment to stand behind our work. We provide clear, written warranties appropriate to each solution offered, giving participating entities confidence that warranty coverage, administration, and long-term support will remain available after project completion. Warranty terms are communicated before project commencement and provided again upon project completion so participating entities clearly understand the applicable coverage, warranty period, technician travel, geographic availability, warranty conditions, owner responsibilities, and claims process.	*

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	geographic regions covered.	Because MAPR provides a wide range of specialized swimming pool renovation services and systems, warranty coverage varies based on the products and services included within each project. Not every warranty applies to every project; participating entities receive written warranty documentation specific to the products and services included within their renovation. MAPR offers multiple written warranty programs based on the products and services included within each project. Primary warranty programs include: INTER-GLASS® Interior Finish System Coverage: Material and labor. Warranty Period: Twenty-five (25) years. Technician Travel: Covered. Technician travel associated with approved warranty claims is included in accordance with the applicable written warranty. Geographic Coverage: Available throughout MAPR's accepted Sourcewell service area. Terms: Subject to the warranty's stated conditions, limitations, exclusions, and owner responsibilities. Cement-Based Surface Systems Coverage: Labor and materials for newly placed cement-based surface systems. Warranty Period: Seven (7) years. Technician Travel: Covered. Technician travel associated with approved warranty claims is included in accordance with the applicable written warranty. Geographic Coverage: Available throughout MAPR's accepted Sourcewell service area. Terms: Subject to applicable warranty conditions, limitations, exclusions, water chemistry requirements, and owner maintenance responsibilities. TEXTURE-DEK® Deck Coating System Coverage: Material and labor. Warranty Period: Five (5) years. Technician Travel: Covered. Technician travel associated with approved warranty claims is included in accordance with the applicable written warranty. Geographic Coverage: Available throughout MAPR's accepted Sourcewell service area. Terms: Subject to applicable warranty conditions, limitations, and exclusions. Tile & Coping Installation Coverage: Labor and materials for newly installed pool tile, coping stone, and concrete coping. Warranty Period: Three (3) years. Technician Travel: Covered. Technician travel associated with approved warranty claims is included in accordance with the applicable written warranty. Geographic Coverage: Available throughout MAPR's accepted Sourcewell service area. Terms: Subject to applicable warranty conditions, limitations, exclusions, water chemistry requirements where applicable, and owner maintenance responsibilities. Additional Product-Specific Warranties	

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		Additional written warranties are provided whenever applicable based on the products, materials, and services included within each project. Depending on the scope of work, this may include warranties for specialty renovation components, repairs, and other project-specific improvements. Applicable warranty coverage is clearly identified in the project proposal, contract, and final warranty documentation. Third-Party Manufacturer Warranties Manufacturer-supplied equipment, components, and accessories are covered by the applicable manufacturer's written warranty. Coverage, duration, labor, technician travel, and geographic availability vary by manufacturer. MAPR assists participating entities in coordinating manufacturer warranty claims whenever practical but does not modify or extend a manufacturer's written warranty unless expressly stated in the project proposal or contract. Warranty service for MAPR-warranted work is available throughout the geographic service area accepted under the resulting Sourcewell Master Agreement. Technician travel associated with approved MAPR warranty claims is covered throughout that service area. Any geographic limitations associated with third-party manufacturer warranties will be communicated before installation whenever applicable. Organizations may initiate warranty service by contacting their assigned Project Manager or MAPR's office by phone or email. Warranty requests are documented, evaluated promptly, communicated to the participating entity, and coordinated to determine the appropriate corrective action. Whenever practical, warranty concerns are addressed by the same Project Manager and field personnel familiar with the original renovation, providing continuity, efficient communication, and consistent workmanship. MAPR's objective is to provide participating entities with responsive support, clear communication, and confidence that the organization performing the renovation will continue to stand behind its work long after project completion. Through clearly documented warranty coverage, experienced in-house personnel, responsive warranty administration, and long-term customer support, MAPR provides participating entities with dependable service throughout the life of their renovated aquatic facility.	
75	Describe your installation process and if its included in the price or a separate line item.	Mid-America Pool Renovations, Inc. (MAPR) includes installation of the contracted renovation scope within its published pricing unless specifically identified otherwise in the proposal. Installation is not quoted as a separate line item. Our pricing is designed to provide facility owners with a complete renovation solution, with installation fully incorporated into the contracted scope of work. If project-specific conditions require work outside the scope of the Master Agreement, such as unforeseen concealed conditions, owner-requested changes, or specialty work not originally included, those items are clearly identified, discussed with the participating entity, and approved before any additional work is performed. MAPR follows a standardized renovation delivery process designed to provide consistent quality, clear communication, and predictable project execution from	*

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		pre-renovation planning through project closeout. Unlike general contractors that perform pool renovations as one of many service offerings, MAPR's installation process has been developed specifically for swimming pool renovation projects and refined through nearly forty years of exclusive swimming pool renovation experience. Our standardized approach emphasizes consistent workmanship, proactive communication, quality control, and accountability throughout every phase of the renovation. Our typical installation process includes: *Pre-renovation planning and project coordination *Material procurement and logistics *Project kickoff with the participating entity *Site preparation and protection *Demolition and surface preparation, including hydroblasting when required *Installation of specified renovation systems and components *Ongoing quality control inspections throughout the renovation *Final walkthrough with the participating entity *Project closeout, care and maintenance documentation, and warranty issuance Each project is assigned a dedicated Project Manager who serves as the primary point of contact throughout the renovation. On-site work is led by an experienced Crew Chief supported by MAPR's specialized, self-performing craftsmen. This structure provides consistent communication, efficient coordination, and direct accountability from project planning through project closeout. Throughout the renovation, the Project Manager and Crew Chief maintain ongoing communication, documented quality checkpoints, and regular coordination with the participating entity. Each project concludes with a documented final walkthrough, care and maintenance documentation, and warranty support to help ensure a successful long-term outcome. Installation costs associated with the contracted scope are included within MAPR's published pricing. Any project-specific requirements outside the contract scope are identified separately, discussed with the participating entity, and approved before proceeding. This transparent approach helps eliminate unexpected costs while allowing flexibility to address unique project conditions. This structure gives participating entities a complete installed renovation solution, one accountable Project Manager, experienced MAPR field leadership and documented quality control from kickoff through closeout.	
76	Describe how your company’s website presents the full range of solutions you offer. Include relevant webpage links and explain how public	Mid-America Pool Renovations, Inc. (MAPR) maintains a comprehensive website designed to educate, inform, and support organizations and individuals responsible for the planning, renovation, operation, and long-term stewardship of aquatic facilities. Beyond presenting our renovation services, the website serves as an integrated planning and educational resource where visitors can research renovation options, explore completed projects, develop preliminary budgets, access technical guidance, review product and warranty information, and utilize practical resources before, during, and long after a renovation project.	*

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	agencies can use the site to understand your products/services, solution categories, capabilities, and any value-added resources or tools.	The website is organized to help visitors answer practical questions throughout the renovation process, from understanding available solutions and evaluating completed projects to planning budgets, researching technical topics, accessing maintenance guidance, and requesting project-specific assistance. Dedicated Sourcewell resources further assist participating entities by providing procurement guidance, contract information, and educational resources specific to cooperative purchasing. Sourcewell Procurement Resource Center www.poolrenovation.com/sourcewell MAPR has developed a dedicated Sourcewell Procurement Resource Center to demonstrate how participating entities will access contract information, educational resources, planning tools, and procurement guidance under a Sourcewell Master Agreement. The page is currently available for evaluation purposes and illustrates the planned organization of contract information, procurement guidance, representative project examples, educational materials, planning resources, warranty information, care and maintenance guides, and other tools intended to simplify project planning and procurement. Following contract award, this section will continue evolving as an ongoing resource for participating entities. Solutions & Capabilities www.poolrenovation.com/products-services This section serves as a comprehensive solution library describing MAPR's renovation capabilities, including complete pool renovations, interior resurfacing systems, INTER-GLASS® composite pool finishes, plaster and cement-based finishes, tile replacement, coping replacement, pool deck resurfacing, hydroblasting and surface preparation, accessibility improvements, mechanical equipment modernization, and specialty aquatic renovations. Each solution includes detailed descriptions, project photography, and supporting information that helps visitors evaluate renovation options based on their facility's specific needs. Budget Planning Tool https://www.poolrenovation.com/pool-resource-center/budget-planning-guide/ MAPR's Budget Planning Tool is designed to help facility owners move from "Where do we begin?" to a practical renovation plan. In addition to providing preliminary budget ranges based on facility characteristics and renovation priorities, the page explains the factors that influence renovation costs, outlines the information needed to prepare a proposal, answers common planning questions, and helps organizations understand how renovation projects can be phased over multiple budget cycles. By combining budgeting guidance with practical educational content, the Budget Planning Tool helps facility owners prepare for productive conversations, develop realistic capital improvement plans, and make more informed renovation decisions before requesting a project-specific proposal.	

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Project Histories & Reference Library

www.poolrenovation.com/references

MAPR's website includes a comprehensive library of project histories and customer reference information organized to help facility owners evaluate experience relevant to their own aquatic facilities. Visitors can explore completed projects by renovation type, including INTER-GLASS® installations, plaster renovations, tile, coping and deck renovations, full renovations, and representative projects organized by state. This organization allows facility owners to quickly identify projects similar to their own, understand comparable renovation approaches, and evaluate MAPR's experience with projects of similar scope and complexity. Customer testimonials featured throughout the website provide additional insight into MAPR's communication, workmanship, professionalism, and long-term customer relationships.

Educational Resource Center

www.poolrenovation.com/blog

MAPR's educational resources are evolving beyond a traditional blog into a comprehensive Educational Resource Center designed to support aquatic facility owners, managers, and decision-makers throughout the lifecycle of their facilities. While the blog continues to provide articles on renovation planning, maintenance, seasonal best practices, and project spotlights, it is being expanded with a growing library of dedicated educational pages covering topics such as water chemistry, leak evaluation, pool surface conditions, renovation planning, lifecycle budgeting, and other common challenges faced by aquatic facility owners.

Complementing these educational pages is an expanding library of frequently asked questions organized by topic, including renovation planning, maintenance, INTER-GLASS® surfaces, cement-based finishes, warranties, and other operational questions. Together, these resources provide practical, experience-based guidance that helps organizations understand renovation options, care requirements, warranty coverage, and long-term facility stewardship while reducing uncertainty throughout the decision-making process.

Our objective is to build an educational resource that supports organizations long before a renovation begins and continues providing value long after project completion by helping facility owners make informed decisions throughout every stage of aquatic facility ownership.

Technical Resource Center

www.poolrenovation.com/resources

The Technical Resource Center provides downloadable planning resources and reference materials that support facility planning, project execution, and long-term asset management. Resources include care and maintenance guides, warranty information, tile catalogs, finish information, technical reference materials, and other downloadable planning resources that organizations can

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		access before, during, and after project completion. This section will continue expanding as additional planning guides, technical references, care resources, and educational materials are developed to support long-term aquatic facility stewardship. Request a Quote www.poolrenovation.com/free-quote Visitors can submit project information directly through MAPR's online quote request form to begin the budgeting, planning, or procurement process. The form provides an efficient way to connect with the appropriate MAPR representative, discuss project goals, and begin developing project scopes, budget expectations, and renovation strategies. Company Profile & Regional Experience www.poolrenovation.com/about-us www.poolrenovation.com/locations These sections help visitors understand the experience, capabilities, and geographic reach behind every MAPR renovation project. The About MAPR section highlights the company's specialized focus on swimming pool renovation, nearly 40 years of industry experience, proprietary INTER-GLASS® system, employee development, and organizational philosophy. Regional location pages further demonstrate MAPR's experience serving customers throughout the United States by highlighting representative projects, regional expertise, and service capabilities within key markets. These pages help organizations understand MAPR's ability to mobilize, perform work across broad geographic areas, and support customers beyond a single local market while providing regionally relevant project examples and information. MAPR's website is designed to support organizations throughout every stage of the aquatic facility lifecycle. Whether researching renovation options, comparing renovation systems, reviewing representative projects, developing capital budgets, utilizing the Sourcewell contract, managing an active renovation project, or maintaining a completed facility, visitors have access to practical planning tools, educational resources, technical guidance, project experience, maintenance information, and procurement support that help them make informed decisions with confidence. Many of these resources are intentionally designed to help organizations answer common questions, evaluate renovation options, and better understand the planning process before contacting MAPR. By helping facility owners become more informed and better prepared, MAPR supports more productive planning discussions and better project outcomes from the very beginning. Rather than functioning solely as a marketing website, MAPR continually expands its online resources in response to the questions, challenges, and planning needs encountered by facility owners. The result is an evolving collection of educational content, planning tools, technical resources, and	

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		project experience designed to provide lasting value before, during, and long after a renovation project.	
77	How many swimming pool renovations or repairs projects have you completed in the last 3 years in the following project cost size. Please highlight a few projects with details and locations. o $75,000 - $150,000 o $150,000 - $300,000 o Over $300,000	During the past three years, Mid-America Pool Renovations, Inc. successfully completed 147 swimming pool renovation and repair projects valued above $75,000, including: *84 projects between $75,000 and $150,000 *39 projects between $150,000 and $300,000 *24 projects exceeding $300,000 These projects include municipal aquatic centers, school district natatoriums, university facilities, recreation centers, YMCAs, and other public aquatic facilities located throughout the United States. Representative examples are provided below. City of Delta — Delta, Colorado Municipal Indoor Youth Pool | $75,000–$150,000 | 1,496 SF Scope: Hydroblasted the existing pool interior, installed a Diamond Brite® exposed aggregate finish, and replaced the waterline tile. Project Highlight: The renovation was completed in four working days while coordinating construction activities around the facility's historic whale water feature to ensure it remained protected throughout the renovation. Turtle Lake School District — Turtle Lake, Wisconsin School District Indoor Pool | $75,000–$150,000 | 2,785 SF Scope: Hydroblasted the existing painted pool surface and installed a Blue INTER-GLASS® composite interior finish. Project Highlight: Renovation of the school district's indoor competition pool was coordinated around the academic and athletic calendar. Construction was completed in July 2024, when the facility could be temporarily closed between school team seasons, allowing the project to be completed without disrupting student aquatic programs. Telluride Recreation Center — Telluride, Colorado Recreation Center Outdoor Pool | $75,000–$150,000 | 2,300 SF Scope: Evaluated the existing plaster surface, completed the appropriate surface preparation, installed a White INTER-GLASS® composite interior finish, and replaced deteriorated tile below the waterline where needed. Project Highlight: Evaluation determined the existing plaster remained well bonded to the concrete shell and did not require hydroblasting. By selecting the appropriate surface preparation based on actual field conditions, MAPR avoided unnecessary demolition while delivering a long-term renovation solution tailored to the facility. City of Wapello — Wapello, Iowa Municipal Outdoor Pool | $75,000–$150,000 | 4,795 SF Scope: Hydroblasted the existing pool interior, removed existing racing lane tile, and installed a new white plaster interior finish. Project Highlight: The renovation included multiple connected aquatic areas separated by an interior dividing wall, requiring careful surface preparation and finish installation across varying pool configurations while maintaining a consistent finished appearance throughout the facility.	

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		Augustus Brown Pool — Juneau, Alaska Municipal Indoor Pool | $150,000–$300,000 | 4,866 SF Scope: Hydroblasted the existing pool interior, replaced wall steps and waterline tile, and installed a Diamond Brite® exposed aggregate interior finish. Project Highlight: Successfully mobilized specialized personnel, hydroblasting equipment, plaster equipment, and materials to Juneau, Alaska to complete this municipal pool renovation. Despite the logistical challenges associated with a remote project location, MAPR completed the entire on-site renovation—from the first day on site through project completion—in 10 working days, demonstrating the company's ability to efficiently execute complex projects beyond the contiguous United States. Town of Wheatland — Wheatland, Wyoming Municipal Outdoor Aquatic Facility | $150,000–$300,000 | 5,507 SF Scope: Installed a Blue INTER-GLASS® composite interior finish throughout the main pool and kiddie pool, including the required surface preparation and associated tile replacement. Project Highlight: The facility featured concrete pool floors and stainless-steel pool walls, requiring a renovation system capable of performing across dissimilar substrates within a single aquatic facility. MAPR successfully installed its proprietary INTER-GLASS® composite finish throughout both pools, creating a continuous, watertight interior finish across both concrete and stainless-steel surfaces. This project highlights one of the unique technical advantages of the INTER-GLASS® system for facilities with mixed concrete and stainless-steel construction. Okmulgee Family YMCA — Okmulgee, Oklahoma YMCA Outdoor Aquatic Facility | $150,000–$300,000 | 9,831 SF Pool Interior | 1,200 SF Deck Resurfacing Scope: Removed existing tile behind the gutter system, installed a Diamond Brite® interior finish on the main and kiddie pools, applied Texture-DEK® deck coating, and replaced gutter grates. Project Highlight: This multi-component renovation included nearly 10,000 square feet of pool interior, 1,200 square feet of deck resurfacing, and improvements across a YMCA aquatic facility featuring multiple water features and slides. The project illustrates MAPR's ability to coordinate multiple renovation disciplines within an active recreational aquatic environment. Olathe School District – Oregon Trail Middle School — Olathe, Kansas School District Indoor Pool | $150,000–$300,000 | 5,840 SF Scope: Performed full removal of the existing pool interior to the concrete shell through hydroblasting, installed a new white plaster interior finish, replaced racing lane tile, and installed new main drain supports to accommodate VGB-compliant drain covers. Project Highlight: This comprehensive renovation restored the pool to its original concrete shell before installation of the new interior finish. The project also included replacement of deteriorated main drain supports to accommodate updated VGB-compliant drain covers and careful management of demolition debris using dewatering equipment and vacuum trucks. Completed for a public school district, this project reflects MAPR's ability to execute technically demanding renovations while supporting the operational and safety requirements of educational facilities.	

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		Olathe School District – Indian Trail Middle School — Olathe, Kansas School District Indoor Pool | $150,000–$300,000 | 5,295 SF Pool Interior | 520 SF Racing Lane Tile Scope: Performed full removal of the existing pool interior to the concrete shell through hydroblasting, installed a new white plaster interior finish, replaced 520 square feet of racing lane tile, and installed new main drain supports to accommodate VGB-compliant drain covers. Project Highlight: This comprehensive renovation restored the pool to its original concrete shell before installation of the new interior finish. The project also included replacement of deteriorated main drain supports to accommodate updated VGB-compliant drain covers and careful management of demolition debris using dewatering equipment and vacuum trucks. As a second major renovation completed for the Olathe School District, this project further reinforces MAPR's ability to consistently deliver technically demanding renovations across multiple district facilities while providing a dependable, repeatable approach to long-term aquatic asset management. Town of Windsor — Windsor, Colorado Municipal Aquatic Facility | $150,000–$300,000 | 6,336 SF Scope: Installed a Blue INTER-GLASS® composite interior finish throughout the lap pool, leisure pool, and spa, including the required surface preparation and associated tile replacement. Project Highlight: This renovation required coordinated installation across three interconnected aquatic vessels within a single municipal facility. Careful planning, sequencing, and quality control allowed MAPR to deliver a consistent finished appearance throughout the lap pool, leisure pool, and spa while minimizing disruption to the owner's project schedule. City of Grand Junction – Lincoln Park Moyer Pool — Grand Junction, Colorado Municipal Competition Pool | Over $300,000 | 20,458 SF Pool Interior | 2,119 SF Racing Lane Tile Scope: Performed full removal of the existing pool interior to the concrete shell through hydroblasting, completed isolated structural epoxy crack repairs, installed a new white plaster interior finish, and replaced 2,119 square feet of racing lane tile throughout the competition pool. Project Highlight: This large-scale municipal renovation restored more than 20,000 square feet of pool interior while addressing isolated structural cracks before installation of the new finish. The project also included replacement of over 2,100 square feet of racing lane tile adjacent to the facility's stainless-steel gutter system. The successful execution of this comprehensive renovation illustrates MAPR's ability to manage large, technically demanding aquatic restoration projects while maintaining consistent quality across an expansive competition facility. City of Warrensburg — Warrensburg, Missouri Municipal Outdoor Aquatic Facility | Over $300,000 | 12,298 SF Pool Interior Scope: Performed full removal of the existing pool interior through hydroblasting, installed a Diamond Brite® exposed aggregate interior finish, replaced waterline tile, racing lane tile, zero-entry tile, wall steps, drain covers, and completed detailed reconstruction of the facility's tiled gutter system, including replacement of PVC gutter grates, as part of a single comprehensive renovation contract. Project Highlight: This large-scale municipal renovation modernized nearly every	

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		major interior component of the aquatic facility, including the reconstruction of the tiled gutter system—one of the most craftsmanship-intensive aspects of commercial pool renovation—requiring precise layout, elevation control, alignment, and finish detailing to achieve proper fit, function, and appearance. All work was completed during the facility's limited summer shutdown, requiring careful planning, sequencing, and coordination to return the pool to service before the next operating season. The project reflects MAPR's ability to successfully deliver comprehensive aquatic renovations through a single, integrated contract. Davis Family YMCA — Youngstown, Ohio YMCA Aquatic Facility | Over $300,000 | 12,165 SF Pool Interior | 552 SF Racing Lane Tile Scope: Installed a Blue INTER-GLASS® composite interior finish and replaced 552 square feet of racing lane tile as part of the facility's ongoing aquatic renovation program. Project Highlight: Evaluation determined the existing interior remained well bonded, allowing the renovation to proceed without hydroblasting. More significantly, this project represents the fifth pool resurfacing MAPR has completed for the Davis Family YMCA since 2017. The YMCA selected MAPR's proprietary INTER-GLASS® system for each resurfacing, demonstrating sustained customer confidence in the long-term performance of the system and MAPR's ability to deliver renovation solutions that customers continue to select over multiple renovation cycles. Colorado School of Mines — Golden, Colorado University Indoor Pool & Spa | Over $300,000 | 7,650 SF Pool Interior | Spa Renovation Scope: Performed full removal of the existing pool interior to the concrete shell through hydroblasting, installed new racing lane tile and depth-transition tile, and completed renovations to both the competition pool and spa. Project Highlight: This university renovation included both the pool and spa and required careful management of hydroblasting debris using a dewatering tank. Following completion, the competition pool underwent testing to verify compliance with competition standards, highlighting MAPR's ability to execute technically demanding aquatic renovations for higher education facilities while meeting stringent performance requirements. City of Longmont – Centennial Pool — Longmont, Colorado Municipal Aquatic Facility | Over $300,000 | 8,830 SF Pool Interior | 530 SF Racing Lane Tile Scope: Installed a Blue INTER-GLASS® composite interior finish throughout Centennial Pool, replaced 530 square feet of racing lane tile, and completed installation of the INTER-GLASS® system within the facility's surge tank. Project Highlight: Evaluation determined the existing interior remained well bonded, allowing the renovation to proceed without hydroblasting. In addition to resurfacing Centennial Pool, the project included installation of MAPR's proprietary INTER-GLASS® system within the facility's surge tank, extending the same durable composite protection to a critical component of the aquatic circulation system. The project reflects MAPR's ability to evaluate existing conditions, recommend the appropriate renovation approach, and execute specialized work throughout both visible aquatic features and supporting infrastructure.	

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		These representative projects illustrate the breadth, technical diversity, and geographic reach of MAPR's experience serving municipalities, educational institutions, YMCAs, and other public aquatic facilities throughout the United States. Together, they demonstrate the company's ability to successfully deliver swimming pool renovation projects ranging from targeted resurfacing to comprehensive, multi-component aquatic facility renovations under a wide variety of technical, operational, and logistical conditions.	
78	How many slide and water feature projects have you completed in the last 3 years in the following project cost size. Please highlight a few projects with details and locations. o $50,000 - $100,000 o $100,000 - $200,000 o Over $200,000	N/A. MAPR's core services focus on the renovation, repair, resurfacing, and modernization of swimming pools and related aquatic facility components. MAPR may coordinate limited aquatic-feature work when it is incidental to a broader renovation, but we are not proposing standalone water-slide construction or water-feature installation as a primary solution under this agreement. Accordingly, MAPR does not report project counts within the listed categories.	

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

Line Item 79. **NOTICE**: To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) **via redline in the Master Agreement Template provided** in the "Bid Documents" section. Proposer must upload the redlined Master Agreement Template, in **Microsoft Word format** in the "Requested Exceptions" upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

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

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

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

#	Line Item	Estimated Low	Estimated high	Unit of Measure	Comment	
80	Commerical Pool Resurfacing/Replastering			square feet	Pricing varies by finish selected, existing surface condition, preparation requirements, pool configuration, access, mobilization, and project-specific conditions. See MAPR's submitted Sourcewell Price Sheet for applicable unit pricing and pricing methodology.	*
81	Pool deck resurfacing package			square feet	Pricing varies by resurfacing system, substrate condition, preparation and repair requirements, access, mobilization, and project-specific conditions. See MAPR's submitted Sourcewell Price Sheet for applicable pricing.	
82	Indoor / therapy pool renovation package			square feet	Renovation scope varies significantly by facility and may include resurfacing, tile, coping, structural repairs, deck work, accessibility improvements, and related components. Pricing is developed from applicable quantities and scope using MAPR's Sourcewell pricing methodology.	
83	Splash pad / aquatic feature installation package			each	Available when directly related to or incorporated into a swimming pool renovation project. Pricing is project-specific based on scope, equipment, installation requirements, and site conditions.	
84	ADA pool lift			each	Available as a directly related accessibility component of a pool renovation project. Pricing varies by manufacturer, model, mounting requirements, freight, and installation conditions and will be priced in accordance with MAPR's Sourcewell pricing methodology.	
85	Commercial chemical controller			each	May be provided when directly related to and incorporated into a swimming pool renovation project. MAPR does not generally offer commercial chemical controllers as a standalone equipment sale. Pricing is project-specific based on equipment selected and installation requirements.	
86	Commercial circulation pump			each	May be provided when directly related to and incorporated into a swimming pool renovation project. MAPR does not generally offer commercial circulation pumps as a standalone equipment sale. Pricing is project-specific based on equipment selected and installation requirements.	

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.

2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.

3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.

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

- Pricing - Sourcewell Pricing Tool.xlsx - Tuesday August 11, 2026 10:42:15
- Financial Strength and Stability - Financial Strength.zip - Thursday August 06, 2026 13:12:05
- Marketing Plan/Samples - Marketing & Contract Utilization Plan.zip - Tuesday August 11, 2026 10:15:08
- WMBE/MBE/SBE or Related Certificates (optional)
- Standard Transaction Document Samples - Standard Transaction Documents.zip - Monday August 10, 2026 16:47:23
- Requested Exceptions (optional)
- Upload Additional Document - The Sourcewell Collection.zip - Monday August 10, 2026 17:03:36

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Addenda, Terms and Conditions

PROPOSER AFFIDAVIT OF COMPLIANCE

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

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.

2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.

3. The Proposer certifies that:

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

(i) Those prices;

(ii) The intention to submit an offer; or

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

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

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

4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.

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

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

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

8. Proposer its employees, agents, and subcontractors are not:

1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: https://www.treasury.gov/ofac/downloads/sdnlist.pdf;
2. Included on the government-wide exclusions lists in the United States System for Award Management found at: https://sam.gov/SAM/; or
3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☑ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Melissa Kateusz, Business Manager/Corporate Secretary, Mid-America Pool Renovations, Inc.

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

○ **Yes** ◉ **No**

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

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

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