



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #031022
Entitled

Athletic Surfaces with Installation, Related Equipment, Materials, and Services

The following advertisement was placed January 20, 2022 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, January 21, 2022 in Oregon's *Daily Journal of Commerce* and on January 20 and January 27, 2022 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Athletic Surfaces with Installation, Related Equipment, Materials, and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 10, 2022, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

A-Turf, Inc.	Mountain Heights Hardwood Floor Co, Inc.
Aacer Acquisition, LLC	National Equipment and Facility Solutions
Action Floor Systems, LLC	NGI Sports
Advantage Cochrane Sport	North West Rubber, Ltd. dba SportFloor
Alaf Sportswear	Ocean Marker Sport Surfaces (2014), Ltd.
Aquatic Renovation Systems, Inc.	PLAE Vertical
AstroTurf Corporation	Polysport USA
Barton Sports Construction	Prairie Rubber Paving
Beynon	Prime Vendor, Inc.
BidPrime, Inc.	Promaxima Mfg.
Byrne & Jones Enterprises, Inc.	Regina Construction Association
Caliber Sport Systems, Inc.	RISING STAR INFRATECH CORP.
Comm-Fit Holdings, LLC	Robbins Inc.

Conrad Floors, Inc.	Robertson Industries, Inc.
Conserv FS, Inc.	RUBBER FLOORING SYSTEMS, INC.
ConstructConnect	Shaw Contract Flooring Services, Inc.
Construction Industry Center	Shaw Industries, Inc.
Controlled Products, LLC	Sled Consulting, LLC
Covermaster, Inc.	SNA Sports Group, LLC
Crafco, Inc.	SnapLock Industries
Ecore International	Specialty Surfaces, Inc.
FieldTurf USA, Inc.	Sportek, LLC
ForeverLawn, Inc.	Sports Surface Specialties
Gerflor USA	Sprinturf, LLC
H2I Group	STEGAS, INC.
Hellas Construction, Inc.	The LandTek Group, Inc.
ICP Construction, Inc.	The PlayWell Group, Inc. /Playworks, Inc.
Innovista, LLC	The Recreational Group
KYA Services, LLC	Track Renovations, Inc.
Midwest Sport and Turf Systems, LLC	Turf Nation, Inc.
Mondo USA, Inc.	Wickcraft Company, Inc.

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on March 10, 2022, at 4:32:49 pm CT. Proposals were received from the following:

Advantage Cochrane Sport
 AstroTurf Corporation
 Caliber Sport Systems, Inc.
 Conrad Floors, Inc.
 Covermaster, Inc.
 Crafco, Inc.
 Ecore International
 FieldTurf USA, Inc. (Tarkett Sports)
 Gerflor USA, Inc. (Connor Sports, Sport Court, Connor Sport Court International, LLC)
 H2I Group, Inc.
 ICP Construction, Inc.
 KYA Services, LLC
 Mondo USA, Inc.
 North West Rubber, Ltd. dba SportFloor®
 Robbins Inc.
 Robertson Industries, Inc.
 RUBBER FLOORING SYSTEMS, INC. DBA RFS SPORTS DBA FITNESS FINISHES
 Sportek, LLC
 STEGAS, INC.
 The PlayWell Group, Inc. /Playworks, Inc.
 The Recreational Group Holdings, LLC (VersaCourt, RG Event Surfaces, IceCourt, UltraBase Systems)
 Turf Nation, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, MS, Lead Procurement Analyst
 Brandon Town, CPSM, CPSD, Procurement Analyst
 Craig West, Procurement Analyst
 Nick Scholer, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that the products and services offered in the proposal response from Turf Nation, Inc., fall outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

AstroTurf Corporation manufactures a wide selection of flooring products for athletic use, and also offers installation and services. Their internal sales team and independent dealer-reseller network can serve participating entities in the United States and Canada. AstroTurf is offering positive payment terms to Sourcewell participating entities, along with significant discounts off manufacturer list pricing.

FieldTurf USA, Inc., is a manufacturer and service provider offering a wide array of innovative and sustainable athletic flooring solutions. FieldTurf has a large sales force and installation sub-contractor network covering the United States and Canada. They offer a solid discount off commercial list price for Sourcewell participating entities.

Gerflor USA, Inc., offers four brands of athletic flooring products along with installation and service. Their in-house sales and service force, along with independent agents, are available to Sourcewell participating entities in the United States and Canada. Gerflor is offering a competitive range of market-defined discounts for Sourcewell participating entities.


The Recreational Group Holdings, LLC, is a manufacturer and service provider offering a variety of indoor and outdoor, permanent and portable, athletic surfacing solutions. Recreational Group has a robust sales force and independent dealer network throughout the United States and Canada. Their products are recyclable and several products are available with permeable base alternatives. They are offering a solid range of discount percentages off list price, with rental and self-installation options available on select products.

Robbins Inc. offers a comprehensive manufacturer and distributor selection of flooring solutions for indoor athletic and recreational venues. Their sales and distribution network can serve participating entities in the United States and Canada, with multiple regional sales offices. Robbins is offering favorable payment terms to Sourcewell participating entities, along with significant discounts off suggested retail pricing.


For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #031022 to:

AstroTurf Corporation	#031022-AST
FieldTurf USA, Inc.	#031022-FTU
Gerflor USA, Inc.	#031022-GER
The Recreational Group Holdings, LLC	#031022-REC
Robbins Inc.	#031022-RBI

The preceding recommendations were approved on May 17, 2022.

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Greg Grunig, MS, Lead Procurement Analyst


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Brandon Town, CPSM, CPSD, Procurement Analyst

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Craig West, Procurement Analyst

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Nick Scholer, Procurement Analyst

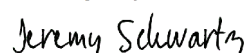
STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #031022 for Athletic Surfaces with Installation, Related Equipment, Materials, and Services.**

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

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Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer