



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) 112420  
Entitled

**Skatepark, Bike Park, and Pump Track Solutions with Related Equipment, Accessories, and Services**

The following advertisement was placed October 6, 2020 in Utah's *The Salt Lake Tribune*, in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, and October 7, 2020 in Oregon's *Daily Journal of Commerce*:

*Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Skatepark, Bike Park, and Pump Track Solutions with Related Equipment, Accessories, 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 November 24, 2020, 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:

1 Stop Playgrounds, Ltd	Jones Lang LaSalle Real Estate Services, Inc.
American Ramp Company, Inc.	KYA Services, LLC
Artisan Concrete Services	LaserCAM Fabrication, Inc.
Bike Track, Ltd	Modern Welding Company, Inc.
Bliss Products and Services, Inc.	New Line Skateparks
California Skateparks	North American Roofing Holdco, LLC
CXT, Inc.	Pillar Design Studios, LLC
Dynapac North America, LLC	PlayQuest Recreation
EPS Molders, Inc.	Regina Construction Association
Evergreen Skateparks	Saris Cycling Group
Greenfields Outdoor Fitness, Inc.	Spohn Ranch, Inc.
Grindline Skateparks	The Blue Book

Hardcore Skateparks	Tom Ritz Designs, LLC
IBI Group Architects, Engineers, Landscape Architects, A New York Partnership	

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 November 24, 2020, at 4:31:34 pm CT. Proposals were received from the following:

American Ramp Company, Inc.  
 Artisan Concrete Services  
 Bike Track, Ltd  
 California Skateparks  
 Evergreen Skateparks  
 Grindline Skateparks  
 New Line Skateparks  
 Spohn Ranch, Inc.  
 Tom Ritz Designs, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, Procurement Lead Analyst  
 Michael Munoz, Procurement Analyst  
 Nick Scholer, Procurement Analyst  
 Stephanie Haataja, 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 all proposal responses met the scope and mandatory submittal requirements and were evaluated.

American Ramp Company Inc. is presenting custom design and build services for skateparks, bike parks and pump tracks. They provide pre-cast concrete and modular skatepark equipment, trail construction, and asphalt pump track construction. Their sales and service team, and installation and construction crews, are available to serve Participating Entities in the United States and Canada. American Ramp Company offers access to financing and a significant pricing discount for Sourcewell Participating Entities.

Artisan Skateparks is offering custom turnkey skateparks, bike parks, and pump track offerings, including the design, planning and construction of concrete, wood, and dirt parks. They are able to sell and service throughout the United States and Canada. Artisan Skateparks incorporates green and sustainable construction techniques into the parks they build. They are offering Participating Entities a lower pricing than is typically available.


California Skate Parks provides a turnkey solution from project design to completion of custom concrete skateparks, bike parks and pump tracks. Their track designs and construction methods account for environmental sustainability needs. California Skate Parks has sales, service, and installation crews in the United States and Canada. They have financing options available and are offering a competitive discount for Sourcewell Participating Entities.

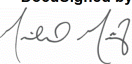
Spohn Ranch offers skateparks, bike parks and pump tracks in a variety of materials. They also offer design and consultation services, feasibility studies, and site assessment (including aerial drone surveys). Along with a team of sales and marketing staff, Spohn Ranch has a field crew ready to serve across the United States and Canada. Spohn Ranch is offering financing options and a strong discount to Sourcewell Participating Entities.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #112420 to:


American Ramp Company	#112420-ARC
Artisan Skateparks	#112420-ART
California Skateparks	#112420-CAS
Spohn Ranch	#112420-SRI

The preceding recommendations were approved on December 18, 2020.

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Kim Austin, CPPB, Procurement Lead Analyst

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Michael Munoz, CPPB, Procurement Analyst

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Nick Scholer, Procurement Analyst

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Stephanie Haataja, CPIM, Procurement Analyst

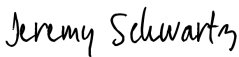
### STATEMENT OF COMPLIANCE

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 #112420 for Skatepark, Bike Park, and Pump Track Solutions with Related Equipment, Accessories, 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