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A310™ – 2010 Bid Bond

CONTRACTOR:
AstroTurf Corporation
2680 Abutment Road SE
Dalton, GA 30721

SURETY:
Berkley Insurance Company
475 Steamboat Road
Greenwich, CT 06830

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

Any singular reference to Contractor, Surety, Owner or other party shall be considered plural where applicable.

OWNER:

Association of Educational Purchasing Agencies C/O LCSC
Attn: Purchasing Department
1001 East Mt. Faith
Fergus Falls, MN 56537

BOND AMOUNT: \$25,000.00

PROJECT:

Client Project #AEPA 024-A
Project Descriptions: Association of Educational Purchasing Agencies

The Contractor and Surety are bound to the Owner in the amount set forth above, for the payment of which the Contractor and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, as provided herein. The conditions of this Bond are such that if the Owner accepts the bid of the Contractor within the time specified in the bid documents, or within such time period as may be agreed to by the Owner and Contractor, and the Contractor either (1) enters into a contract with the Owner in accordance with the terms of such bid, and gives such bond or bonds as may be specified in the bidding or Contract Documents, with a surety admitted in the jurisdiction of the Project and otherwise acceptable to the Owner, for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof; or (2) pays to the Owner the difference, not to exceed the amount of this Bond, between the amount specified in said bid and such larger amount for which the Owner may in good faith contract with another party to perform the work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect. The Surety hereby waives any notice of an agreement between the Owner and Contractor to extend the time in which the Owner may accept the bid. Waiver of notice by the Surety shall not apply to any extension exceeding sixty (60) days in the aggregate beyond the time for acceptance of bids specified in the bid documents, and the Owner and Contractor shall obtain the Surety's consent for an extension beyond sixty (60) days.

If this Bond is issued in connection with a subcontractor's bid to a Contractor, the term Contractor in this Bond shall be deemed to be Subcontractor and the term Owner shall be deemed to be Contractor.

When this Bond has been furnished to comply with a statutory or other legal requirement in the location of the Project, and if this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. When so furnished, the intent is that this Bond shall be construed as a statutory bond and not as a common law bond.

Signed and sealed this 25th day of August 2023

(Witness)

(Witness)

AstroTurf Corporation

(Principal)

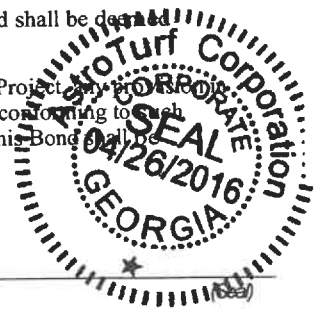
(Title)

Berkley Insurance Company

(Surety)

(Title)

Emerie Germ, Attorney-In-Fact



Bond covers only one (1) year of warranty.

POWER OF ATTORNEY
BERKLEY INSURANCE COMPANY
WILMINGTON, DELAWARE

NOTICE: The warning found elsewhere in this Power of Attorney affects the validity thereof. Please review carefully.

KNOW ALL MEN BY THESE PRESENTS, that BERKLEY INSURANCE COMPANY (the "Company"), a corporation duly organized and existing under the laws of the State of Delaware, having its principal office in Greenwich, CT, has made, constituted and appointed, and does by these presents make, constitute and appoint: *John W. Lyman; Sherry R. Street; Jennifer Hammons; Dawn Denise Wright; or Emerie Germ of Marsh & McLennan Agency, LLC of Chattanooga, TN* its true and lawful Attorney-in-Fact, to sign its name as surety only as delineated below and to execute, seal, acknowledge and deliver any and all bonds and undertakings, with the exception of Financial Guaranty Insurance, providing that no single obligation shall exceed **One Hundred Million and 00/100 U.S. Dollars (U.S.\$100,000,000.00)**, to the same extent as if such bonds had been duly executed and acknowledged by the regularly elected officers of the Company at its principal office in their own proper persons.

This Power of Attorney shall be construed and enforced in accordance with, and governed by, the laws of the State of Delaware, without giving effect to the principles of conflicts of laws thereof. This Power of Attorney is granted pursuant to the following resolutions which were duly and validly adopted at a meeting of the Board of Directors of the Company held on January 25, 2010:

RESOLVED, that, with respect to the Surety business written by Berkley Surety, the Chairman of the Board, Chief Executive Officer, President or any Vice President of the Company, in conjunction with the Secretary or any Assistant Secretary are hereby authorized to execute powers of attorney authorizing and qualifying the attorney-in-fact named therein to execute bonds, undertakings, recognizances, or other suretyship obligations on behalf of the Company, and to affix the corporate seal of the Company to powers of attorney executed pursuant hereto; and said officers may remove any such attorney-in-fact and revoke any power of attorney previously granted; and further

RESOLVED, that such power of attorney limits the acts of those named therein to the bonds, undertakings, recognizances, or other suretyship obligations specifically named therein, and they have no authority to bind the Company except in the manner and to the extent therein stated; and further

RESOLVED, that such power of attorney revokes all previous powers issued on behalf of the attorney-in-fact named; and further

RESOLVED, that the signature of any authorized officer and the seal of the Company may be affixed by facsimile to any power of attorney or certification thereof authorizing the execution and delivery of any bond, undertaking, recognizance, or other suretyship obligation of the Company; and such signature and seal when so used shall have the same force and effect as though manually affixed. The Company may continue to use for the purposes herein stated the facsimile signature of any person or persons who shall have been such officer or officers of the Company, notwithstanding the fact that they may have ceased to be such at the time when such instruments shall be issued.

IN WITNESS WHEREOF, the Company has caused these presents to be signed and attested by its appropriate officers and its corporate seal hereunto affixed this 10th day of October, 2022

Attest:

(Seal)

By

Ira S. Lederman

Executive Vice President & Secretary

Berkley Insurance Company

By

Jeffrey M. Hafter

Senior Vice President

WARNING: THIS POWER INVALID IF NOT PRINTED ON BLUE "BERKLEY" SECURITY PAPER.

STATE OF CONNECTICUT)

) ss:

COUNTY OF FAIRFIELD)

Sworn to before me, a Notary Public in the State of Connecticut, this 10th day of October, 2022, by Ira S. Lederman and Jeffrey M. Hafter who are sworn to me to be the Executive Vice President and Secretary, and the Senior Vice President, respectively, of Berkley Insurance Company.

MARIA C. RUNDRAKEN
NOTARY PUBLIC
CONNECTICUT
MY COMMISSION EXPIRES
APRIL 30, 2024

Maria C. Rundraken
Notary Public, State of Connecticut

CERTIFICATE

I, the undersigned, Assistant Secretary of BERKLEY INSURANCE COMPANY, DO HEREBY CERTIFY that the foregoing is a true, correct and complete copy of the original Power of Attorney; that said Power of Attorney has not been revoked or rescinded and that the authority of the Attorney-in-Fact set forth therein, who executed the bond or undertaking to which this Power of Attorney is attached, is in full force and effect as of this date.

Given under my hand and seal of the Company, this 25th day of August, 2023.

(Seal)

Vincent P. Forte
Vincent P. Forte

Please **verify the authenticity** of the instrument attached to this Power by:

Toll-Free Telephone: (800) 456-5486; or

Electronic Mail: BSGInquiry@berkleysurety.com

Any written notices, inquiries, claims or demands to the Surety on the bond attached to this Power should be directed to:

Berkley Surety
412 Mount Kemble Ave.
Suite 310N
Morristown, NJ 07960
Attention: Surety Claims Department

Or

Email: BSGClaim@berkleysurety.com

Please include with all communications the bond number and the name of the principal on the bond. Where a claim is being asserted, please set forth generally the basis of the claim. In the case of a payment or performance bond, please also identify the project to which the bond pertains.

Berkley Surety is a member company of W. R. Berkley Corporation that underwrites surety business on behalf of Berkley Insurance Company, Berkley Regional Insurance Company and Carolina Casualty Insurance Company.

AstroTurf Corporation

THE WORLD LEADER IN SPORTS & RECREATION SURFACES



Marketing Plan

Upon award, AstroTurf Corporation plans to aggressively market the contract both internally to our own sales network and externally to our customer base.

The contract will be launched via a press release, which will be posted to our website, pushed to social media to our 65,000+ followers, published on PR Web and sent directly to industry groups and publications like the American Sports Builders Association, Athletic Management, Athletic Business, National Athletic Directors Association, Sports Business Journal, and others.

- This press release will emphasize:
 - The ease of purchase with AEPA, especially in combination with our exclusive financing opportunities provided by PNC Bank. We will note how marrying the cooperative with the financing option makes for easy and expedited sports surfacing projects.
 - The advantages of the regionally-based cooperative model AEPA employs.
 - The full suite of sports surfaces is available for purchase through the award and by AstroTurf Corporation customers. Notably, this award will dovetail nicely with sports surfacing available due to our SportGroup ownership.

After launch, AstroTurf will regularly push messaging to our customer base with the AEPA co-op via dedicated email blasts and email blasts with links and logos at the bottom of all other content that link to our website's "How to Buy" section. This section already details the advantages of cooperative purchasing, but it will be modified to note the full range of sports surfaces now available through the AEPA/Subsidiary Cooperative awards of the new contract.

Moreover, AstroTurf will complete ongoing case studies about projects built through the contract(s), highlighting the easy experience and value afforded by the cooperative.

We will also update our existing corporate literature about the AEPA co-op and have copies available at the 100+ trade shows and conventions we attend. We will also supplement our AEPA co-operative sales literature (attached) with individual flyers for each Member Agency.

To get very granular exposure, we will also strategically design artwork to market via retargeting advertisements that will display messaging related to cooperative purchasing who have been to our website and who have entered key search terms into Google. For example, individuals who have googled "how to buy AstroTurf", "AEPA AstroTurf", AstroTurf co-op" etc. will receive ads that show up around the web with messages tailored to purchasing through the co-operative(s). (Note that iconic AstroTurf's brand name offers key SEO advantages).

In addition, we will add logo displays to our general advertisements that will encourage co-operative purchasing.

YOU WANT TO BUY AN ASTROTURF® FIELD, BUT NEED TO FIND THE BEST WAY TO DO IT.

Too often field buyers want our products, but assume they are required to conduct their own formal bid.

That results in several problems



Time and Money – It is common to spend hundreds of collective hours conducting your own formal bid. Considerable time and effort is required – doing market research, drafting specifications, advertising the bid, vetting bidders, conducting interviews and more. **Do you really have this kind of time?**



You might not even get what you want! There are multiple bid types (RFP, IFB, hard bid, line item bids, etc.) and depending on the type of bid you conduct, you may have little choice in your selection. Certain bid types result in general contractors selecting your turf for you. Then you're married to that turf manufacturer and installer for the next 8 years of the warranty – *and you didn't even get to choose!*
Price is important, but it shouldn't be the ONLY factor in your decision.

So is there a better way? **Yes!**

A growing contracting method is the cooperative purchasing model. There are many good co-ops that offer contract awards from which their members can benefit. The co-ops ensure that all responding Vendors are fully vetted before awarding the contract, which can then be "piggybacked" by public agencies across the country. This makes it easy to choose an awarded contract with the Vendor your agency prefers.

The co-op benefits are clear



It's easy – They've done the hard work for you. Just issue a purchase order referencing the co-op contract you choose, and we can hit the ground running.



It's free – Co-op membership is typically free and easy to join online.



It's legal – RFPs and IFBs are designed to comply with the state requirements and statutes on the front end to allow for maximum flexibility.



It's proven – Over the past 20 years, thousands of public institutions, including K-12, universities, municipalities and more, have trusted using cooperative contracts for their purchases. More and more agencies use cooperative contracts each year, for everything from purchasing office supplies and computers, to building a turf field or running track.



Best of all... Get the product you want from the Vendor you trust.

GET THE FIELD THAT YOU WANT!

Quick Facts

Lead Agency:
Varies by State

Contract Number:
Synthetic Turf #016-G

Contract Term:
Through February 2024

Cost of Membership:
Free

Available Products:
Synthetic Turf

Website:
www.aepacoop.org

AstroTurf Corporation is available through AEPA.

The Association of Educational Purchasing Agencies (AEPA) is a multi-state non-profit organization made up of Educational Service Agencies and political subdivisions organized through a Memorandum of Understanding between all participating states.

AEPA is a true “cooperative” who serves to leverage purchasing power to benefit all schools and agencies, regardless of size, with the ability to purchase at equal buying levels.

AEPA started in 2000 with purchasing professionals from 10 member states who had the mutual goal of securing combined volume purchasing contracts based on potential sales by qualifying customers in participating states.



Combined expertise



Existing vendor relationships



Experience & overall vision



Association of Educational
PURCHASING AGENCIES

AstroTurf

CO-OP
SOLUTIONS

AEPA is an association of regional co-ops. Currently, AEPA consists of 27 member states who craft contracts and bids competitively that are tailored to meet each state's specific legal requirements. Awarded contracts are available statewide and facilitated by one cooperative member agency acting as the contract administrator.

AEPA will help answer any questions regarding the contract and provide any needed support documents to use the contract through piggyback contract options.

How to Purchase

Contact AstroTurf to see if your agency is an AEPA Member. If necessary, join at www.aepacoop.org

Receive AEPA pricing proposal.

Draw up contract with AstroTurf or Authorized Distributor. Contract and PO should reference AEPA contract number.

Build Your Project

It's easy. And it works!

AEPA has been used by numerous entities across the country to purchase their AstroTurf fields.

Ambridge School District – Ambridge, PA
Armstrong School District – Kittanning, PA
City of Coral Springs Mullins Park – Coral Springs, FL
Eugene School District – Eugene, OR
Lauderhill Sports Complex – Lauderhill, FL

Leon County Public Schools – Tallahassee, FL
Palm Bay H.S. Football Stadium – Melbourne, FL
South Park High School – South Park Township, PA
Valley Park City Complex – Charleston, WV
West Shamokin High School – Rural Valley, PA

“We bought our new AstroTurf field with the AEPA contract. It was easy and efficient. We had a great experience. AstroTurf's systems and service are top-notch, and we could not be happier with the end result.”

Brian Miller

Athletic Director, Ambridge Area School District (PA)



Ambridge High School – Ambridge, PA



Lauderhill Sports Complex – Lauderhill, FL



South Park High School – South Park Township, PA

AstroTurf®

Kim Summers

Director of Corporate Resources

kim.summers@astroturf.com

706-264-1314

AstroTurf Corporation

THE WORLD LEADER IN SPORTS & RECREATION SURFACES

AstroTurf.
FIELDS

Rekortan
TRACKS

Laykold
COURTS

SYN L A W N
LANDSCAPE

To Whom It May Concern:

Subject: AEPA 024-A Part D Questionnaire – Disclosures

AstroTurf Corporation (“AstroTurf”) is an international provider of synthetic turf and is, from time-to-time, involved in litigation. AstroTurf makes every effort to avoid the need for such litigation; however, it is not always possible to prevent all lawsuits. In this regard, below is a listing of the matters that are responsive to the request:

List of current litigation or claims filed against AstroTurf:

- Concerned Citizens of South-Central Los Angeles v. AstroTurf Corporation – **PENDING**

If you have any questions concerning the lawsuit listed above, please do not hesitate to contact the undersigned at 706.277.8873.

Sincerely,

Tammy L. Stephens

Tammy L. Stephens
Direct of Project Finance



AN
AstroTurf Corporation
GLOBAL BRAND

2680 Abutment Rd, Dalton, GA 30721
(800) 723-TURF (8873) help@astroturf.com

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COURTS

SYN LAWN
LANDSCAPE

Part A – Financial Information – AstroTurf Corporation

Included herein, please find:

1. Letter from our parent company, SportGroup, sharing our credit limit.
2. Letter from our bonding company detailing our bonding limit.

Sport Group Holding GmbH · Gewerbering 3 · 86666 Burgheim

To Whom It May Concern

Sport Group Holding GmbH

Gewerbering 3
86666 Burgheim

T: +49 (0) 8432 / 87-0

F: +49 (0) 8432 / 87-87

info@sportgroup-holding.com
www.sportgroup-holding.com

Steuer-Nr. 124/116/20202
USt-ID-Nr. DE 300533028

Line of Credit Sport Group GmbH/AstroTurf Corporation

12.09.2023

AstroTurf Corporation is a wholly owned subsidiary of Sport Group Holding GmbH, an international leader in the sports surfacing industry, offering a range of surfaces around the globe.

As a subsidiary of Sport Group, AstroTurf Corporation has access to Sport Group's line of credit, which exceeds eight figures. This line of credit provides operating capital to AstroTurf Corporation through the construction season and as needed.

Should you have any questions, please contact:

Sport Group Holding GmbH

Alexander Raphael

Director Controlling & Treasury global

Gewerbering 3

86666 Burgheim

Germany

M: +49 151 15280308

Alexander.Raphael@sportgroup-holding.com

Regards,


Mathias Schwägerl
CFO


Christoph von Nitzsch
CEO



Monday February 13, 2023

Re: AstroTurf Corporation Bond Capacity

We have been asked by AstroTurf Corporation to provide a reference letter to you.

We are the bonding agent for AstroTurf Corporation and acknowledge and confirm that Berkley Surety, through its affiliate Berkley Insurance Company, provides surety credit to AstroTurf Corporation. Berkley Insurance Company has an A.M. Best rating of "A+" (Superior) and a financial size of XV with a Treasury Listing of approximately \$440 million.

We acknowledge and confirm that Berkley Surety has formed a relationship with AstroTurf Corporation to provide surety credit. Berkley Surety will consider typical single bond requests in the mount of \$15,000,000 and with an aggregate backlog totaling \$120,000,000. Individual bonds above the limits will be favorably considered on the merits at the time of request.

The issuance of surety credit is a matter between the principal and surety and conditioned upon the principal continuing to satisfy underwriting conditions at the time of a bond request. Berkley Surety assumes no responsibility or liability to you or any other third party should they decline to issue bonds.

Please do not hesitate to contact us for any additional information

Sincerely,

A handwritten signature in blue ink, appearing to read "Emerie Germ".

Emerie Germ
Attorney-in-Fact
Account Manager

Liberty Tower, Suite 500 - 605 Chestnut Street - Chattanooga, TN 37450
423-267-8310 - Fax 423-267-8065 - www.marshmma.com

AstroTurf Corporation

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Laykold
COURTS

SYN LAWN
LANDSCAPE

Part C – State Specific Information – New Jersey

At this time, AstroTurf does not have a current AA302 nor a current DPMC for the State of New Jersey.

Part D - Questionnaire

AEPA 024-A

NATURAL & SYNTHETIC SURFACES FOR SPORTS FIELDS, TRACKS, COURTS, PLAYGROUND & LANDSCAPING APPLICATIONS

Instructions

This questionnaire contains forms and requests for information required by AEPA for vendor evaluation for responsiveness and responsibility.

To submit the required forms, follow these steps:

1. Read the documents in their entirety.
2. Respondents must use Part D – Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested.
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled ***“Part D – Questionnaire – Name of Company”***.
5. Submit Part D, along with other required documents in Public Purchase.

The following sections will need to be completed prior to submission and submitted as one single PDF titled “Part D – Questionnaire – Name of Company”:

[Company Information](#)

[Service Questionnaire](#)

[Exceptions](#)

[Deviations](#)

Company Information

Name of Company:	AstroTurf Corporation
Company Address:	2680 Abutment Road
City, State, zip code:	Dalton, GA 30721
Website:	www.astroturf.com
Contact Person:	Kim Summers
Title:	Director of Corporate Resources
Phone:	706.264.1314
Email:	kim.summers@astroturf.com

Background

Note: Generally, AEPA will not accept an offer from a business that is less than five (5) years old or which fails to demonstrate and/or establish a proven record of business. If the respondent has recently purchased an established business or has proof of prior success in either this business or a closely related business, provide written documentation and verification in response to the questions below. AEPA reserves the right to accept or reject newly formed companies based on information provided in this response and from its investigation of the company.

This business is a:	<u> </u> public company	<u> X </u> privately owned company
In what year was this business started under its present name?	<u>2016</u>	
Under what additional, or, former name(s) has your business operated?	<u>AstroTurf, LLC</u>	
SportGroup purchased AstroTurf, LLC's assets in 2016 and formed a new company named AstroTurf Corporation		

Is this business a corporation?	<u>No</u>	<u>X</u>	Yes. If yes, complete the following:
Date of Incorporation:	April 26, 2016		
State of Incorporation:	Georgia		
Name of President:	Jay Glasscock, CEO		
Name(s) of Vice President(s):	N/A		
Name of Treasurer:	Thomas Austin, Director of Finance		
Name of Secretary:	Robb Carey		

Is this business a partnership? X No Yes. If yes, complete the following:

Date of Partnership: _____

State Founded: _____

Type of Partnership, if applicable: _____

Name(s) of General Partner(s): _____

Is this business individually owned? X No Yes. If yes, complete the following:
Date of Purchase: _____
State Founded: _____
Name of Owner/Operator: _____

Is this business different from those identified above?	X	No	Yes
---	---	----	-----

If yes, describe the company's format, year and state of origin and names and titles of the principles below.

Is this business women-owned? X No Yes

Is this business minority-owned? X No Yes

Does this business have an Affirmative Action plan/statement? No X Yes

Please see Attachment - AstroTurf Corporation Company Handbook (Affirmative Action Plan/Statement)

Business Headquarter Location

Business Address 2680 Abutment Road

City, State, zip code Dalton, GA 30721

Phone 706.264.1314

How long at this address? 20 Years

Business Branch Location(s)

Branch Address 4509 NC-150 South

City, State, zip code Lexington, NC 27295

Branch Address 6597 Joy Road

City, State, zip code East Syracuse, NY 13057

Branch Address 1544 North Maple Avenue

City, State, zip code Fresno, CA 93703

Branch Address 4324 Bryant Road

City, State, zip code Allison Park, PA 15101

**If more branch locations exist, insert information here or add another sheet with the above information.*

Sales History

Provide your business's annual sales for in the United States by the various public segments.

	2021	2022	2023 YTD
K-12 (public & private), Educational Service Agencies	104.46M	150.0M	166.80M
Higher Education Institutions	26.12M	37.50M	41.70M
Counties, Cities, Townships, Villages	17.41M	25.0M	27.80M
States	8.71M	12.50M	13.90M
Other Public Sector & Non-profits	6.96M	10.0M	11.12M
Private Sector	10.44M	15.0M	16.68M
Total	\$174.10M	\$250.0M	\$278.0M

Provide your business's annual sales for **products and services that meet this solicitation's scope of work** in the United States by the various public segments.

	2021	2022	2023 YTD
K-12 (public & private), Educational Service Agencies	104.46M	150.0M	166.80M
Higher Education Institutions	26.12M	37.50M	41.70M
Counties, Cities, Townships, Villages	17.41M	25.0M	27.80M
States	8.71M	12.50M	13.90M
Other Public Sector & Non-profits	6.96M	10.0M	11.12M

Private Sector	10.44M	15.0M	16.68M
Total	\$174.10M	\$250.0M	\$278.0M

Work Force

Key Contacts and Providers: Provide a list of the individuals, titles, and contact information for the individuals who will provide the following services on a national and/or local basis:

Function	Name	Title	Phone	Email
Contract Manager	Kim Summers	Director of Corporate Resources	706.264.1314	kim.summers@astroturf.com
Sales Manager	Rob Mitchell	VP of Business Development	312.221.7708	rob.mitchell@astroturf.com
Marketing Manager	Gary Jones	Director of Marketing	706.581.1253	gary.jones@astroturf.com
Customer & Support Manager	Leroy Lawson	GM Aftercare Services	704.902.2928	leroy.lawson@astroturf.com
	Thomas Green	VP of Operations	706.996.6086	thomas.green@astroturf.com
	Kim Summers	Director of Corporate Resources	706.264.1314	kim.summers@astroturf.com
Distributors, Dealers, Installers, Sales Reps				
Direct Sales				
	Wes Allen	RSM (FL)	407.463.7813	wes.allen@astroturf.com
	Steve Coleman	VP Design Build (Multipurpose Sport Complexes – Nationwide)	813.777.7677	steve.coleman@astroturf.com
	Garrett Bare	RSM (NC/TN/KY/VA)	336.468.7239	garrett.bare@astroturf.com
	Jay Crider	RSM (MD/SC)	443.955.9981	jay.crider@astroturf.com
	Vincent Yoos	SPM/RSM (MD)	724.350.2857	vincent.yoos@astroturf.com
	Anthony Meley	RSM (VA/NC)	336.451.7047	anthony.meley@astroturf.com
	TJ Marcum	RSM (LA/MS/S. TX)	281.433.0415	tj.marcum@astroturf.com
	Pat Cassa	RSM (S. CA)	714.318.0763	pat.cassa@astroturf.com
	Curtis Wilson	RSM (AR/OK/N. TX)	918.698.2406	curtis.wilson@astroturf.com
	Jeff Raiger	R-GM (AZ/S NV/HI)	760.443.3888	jeff.raiger@astroturf.com
	Gregg Swenson	RSM (WA/OR/ID/MT)	509.432.5216	gregg.swenson@astroturf.com
	Dominick Berarducci	R-GM	559.612.9065	dominick.berarducci@astroturf.com
	Aaron Klotz	RSM (IL/IN)	517.902.4453	aaron.klotz@astroturf.com
	Carl Capellas	International	216.409.7602	carl.capellas@astroturf.com
	Melissa Twist	Field Hockey	267.872.0589	melissa.twist@astroturf.com
	Serge Silva	Nat. Sales Mgr (Tracks) (FL/NY)	315.436.8892	serge.silva@astroturf.com
	Gary Carr	Track (CA)	208.720.7266	gary.carr@astroturf.com
	Dan Isaac	RSM (OH/WV)	440.840.8220	dan.isaac@astroturf.com
	Andrew Goldberg	SISGrass	610.751.7873	andrew.goldberg@astroturf.com
	Paul Brown	Courts	315.247.7498	paul.brown@astroturf.com

	Keith Kernic	RSM (PA/OH/WV)	724.622.1118	keith.kernic@astroturf.com
	Drew Shoaf	RSM (NC/VA/SC/TN)	336.596.3233	drew.shoaf@astroturf.com
	Tanner Green	RSM (NE/IA/MO/ND/SD/ MI/WI/PA/NJ/DE/C T/MA)	423.243.4380	tanner.green@astroturf.com
	Mason Watkins	RSM (NY/CT/MA)	315.920.0736	mason.watkins@astroturf.com

Distributors/Installers

Distributor/ Installer	AstroTurf	Laykold	Rekortan	SYNLawn
Ace Surfaces, N.A.		X		
AG Sports			X	
Agile Courts		X		
All Sports Enterprises				
Altitude Athletic Surfaces		X		
Asphalt, Fabric & Engineering (AFE)	X	X	X	X
AstroTurf Great Lakes	X			
Atlantic Sports Group	X			X
ATT Sports		X	X	
Bishop Tennis		X		
Bourassa Sports		X		
Byrne & Jones			X	
Carter Construction			X	
CBE Tennis		X		
CH Court Tech		X		
Coast to Coast	X		X	
Competition Athletic Surfaces		X		
Court Concepts, Inc.		X		
Court One- Granite Quarry		X		
Court One- Raleigh		X		
Court Order Tennis Services		X		
Court Surface Specialists		X		
Fast Dry Courts, Inc.		X		

General Acrylics	X		X	
Green Living Services	X			
H2I Group		X		
Hinding Tennis		X		
Kentucky Sports Construction		X		
Keystone Sports Construction	X			
Kochs Tennis Services		X		
Laurel Tennis & Sports Inc.		X		
Leslie Coatings		X		
Marathon Surfaces			X	
Mid-America Sports	X			
Munson, Inc.		X		
Premier Surface Solutions		X		
ProSurfaces		X		
Quality Court Industries		X		
Racquet Sports		X		
Resurface Inc.		X		
Rocky Mountain Turf	X			
Sport Tech Acrylics		X		
Sports and Tennis Construction		X		
Sports Turf Company, Inc.	X		X	
Symmetry Sports Construction	X		X	
SYNLawn Pennsylvania - Western				X
SYNLawn California - Bay Area				X
SYNLawn Carolinas (NC)				X
SYNLawn Carolinas (SC)				X

SYNLawn Chesapeake Bay				X
SYNLawn Chicago				X
SYNLawn Georgia & Alabama				X
SYNLawn Idaho				X
SYNLawn Indiana				X
SYNLawn Jacksonville				X
SYNLawn Kansas City				X
SYNLawn Las Vegas				X
SYNLawn Louisville				X
SYNLawn Maui				X
SYNLawn Miami				X
SYNLawn Michigan				X
SYNLawn Minnesota				X
SYNLawn Mississippi				X
SYNLawn Montana				X
SYNLawn Nebraska				X
SYNLawn New England				X
SYNLawn New Jersey				X
SYNLawn New York				X
SYNLawn North Dakota				X
SYNLawn Oahu				X
SYNLawn of Arizona				X
SYNLawn of C. CA				X
SYNLawn of Colorado				X
SYNLawn of Los Angeles				X
SYNLawn of Louisiana				X
SYNLawn of Milwaukee				X
SYNLawn of New Mexico				X
SYNLawn of North Florida				X

SYNLawn of Northeast Ohio				X
SYNLawn of Oregon				X
SYNLawn Ohio Valley				X
SYNLawn Oklahoma				X
SYNLawn Pennsylvania - Eastern				X
SYNLawn Reno				X
SYNLawn Sacramento				X
SYNLawn San Bernardino				X
SYNLawn San Diego				X
SYNLawn Seattle				X
SYNLawn South Dakota				X
SYNLawn St. Louis				X
SYNLawn Tennessee				X
SYNLawn Texas – Central TX				X
SYNLawn Texas - Dallas				X
SYNLawn Texas - El Paso				X
SYNLawn Texas - Houston				X
SYNLawn Upstate New York				X
SYNLawn Utah				X
SYNLawn West Palm Beach				X
SYNLawn West Virginia				X
SYNLawn Wyoming				X
T3 Global Projects, LLC	X		X	
Talbot Tennis		X		
Tennis Courts, Inc.		X		
Tennis Technology		X		

The CourtSmiths		X		
Top A Court		X		
Track Doctor			X	
Trans Texas Tennis		X		
United Turf & Track	X			
Upper Midwest Athletic Courts		X	X	
US Tennis & Recreation		X		
Vintage Contractors		X		
Additional Work Force				
Consultants & Trainers	Paul Nagle	Consultant, Rekortan	315.436.8851	paul.nagle@astroturf.com
Technical, Maintenance & Support Services	Guy Thomas	Global R&D Technical	706.537.1272	guy.thomas@advpolytech.com
Quotes, Invoicing & Payments	Kim Summers	Director of Corporate Resources	706.264.1314	kim.summers@astroturf.com
	Tammy Stephens	Director Project Finance	706.428.1588	tammy.stephens@astroturf.com
	Tamra Fowler	Accounts Receivable	800.723.8873	tamra.fowler@astroturf.com
Warranty & After the Sale	Leroy Lawson	GM Aftercare Services	704.902.2928	leroy.lawson@astroturf.com
Financial Manager	Thomas Austin	Director of Finance	770.377.0074	tom.austin@astroturf.com

Sales Force: Provide total number and location of salespersons employed by your business in the United States by completing the following: *(To insert more rows, hit the tab key from the last field in the State column.)*

Number of Sales Reps	City	State
Wes Allen	Nokomis	FL
Garrett Bare	Sparta	NC
Steve Coleman	Indian Shores	FL
Anthony Meley	Greensboro	NC
Jay Crider	Goose Creek	SC
TJ Marcum	College Station	TX
Vincent Yoos	McDonald	PA
Curtis Wilson	Broken Arrow	OK
Jeff Raiger	Valley Center	CA
Pat Cassa	Murrieta	CA
Gregg Swenson	Camas	WA
Dominick Berarducci	Fresno	CA
Aaron Klotz	Adrian	MI

Dan Isaac	Aurora	OH
Andrew Goldberg	Clayton	NC
Carl Capellas	Silver Lake	OH
Melissa Twist	Meadowbrook	PA
Paul Brown	Jamesville	NY
Keith Kernic	Pittsburgh	PA
Gary Carr	Boise	ID
Drew Shoaf	Lexington	NC
Serge Silva	St. Augustine	FL
Tanner Green	Chattanooga	TN
Mason Watkins	Larchmont	NY

Describe how your company will implement training and knowledge of the contract with your respective sales force. Furthermore, describe how your company plans to support and train your sales force on a national, regional, or local level and generally assist with the education of sales personnel about the resulting contract.

Continue training our sales force to understand the advantages to the owner of cooperative purchasing and drive future sales toward cooperative purchasing. Continued training will be conducted at annual sales meetings as well as regional meetings held quarterly. During all training, we will provide any announcements, market updates and initiatives related to AEPA. AstroTurf is in the process of creating a Cooperative Purchasing tool kit which will provide our sales staff with the necessary information to communicate our value propositions to our customers.

What is your company's plan, if your company were awarded the contract, to service up to 29 states. Describe if your company has a national sales force, dealer network, or distributor(s) with the ability to call on eligible agencies in the participating states in AEPA.

AstroTurf Corporation has a national direct sales force that covers the entire country. In some areas, we have exclusive dealers as well as Distributors. We have product and sport specific specialists that provide support to the sales team, dealers, and distributors. The majority of the 29 states have dedicated sales rep(s) and a dealer/distributor supporting that area, in some cases multiple dealer/distributors.

Products, Services & Solutions

Provide a description of the Products, Services & Solutions to be provided by the product category set forth in Part B - Specifications. The primary objective is for each Supplier to provide its complete product, service, and solutions offerings that fall within the scope of this solicitation so that participating agencies may order a range of products as appropriate for their needs.

AstroTurf corporation provides turn-key solutions for athletic fields, running tracks, tennis courts and other sport surfaces. We offer synthetic turf and natural grass athletic field systems for multiple sports including but not limited to Football, Soccer, Baseball, Softball, Lacrosse, Rugby, Cricket, Flag Football, Frisbee and more. We offer synthetic running track surfacing in both indoor and outdoor settings at varying levels. We also provide multiple options for tennis court surfacing as well as other sport surfacing such as pickleball courts, futsal courts, basketball courts and more.

Provide a detailed description of how your products shall be installed.

Astroturf turf systems are installed on a prepared drainage base system by laying out turf panels and seaming them together through a variety of methods depending on the system and customer preference, cutting in any required logo's, inlays, or additional lines, and attaching the whole turf system to the perimeter via a nailer board. The infill is installed into the turf via drop spreaders, laymores, grooming brushes and worked in by hand as needed. If a shock pad is provided underneath the turf that is loose laid either in a panel/puzzle piece system or rolled out.

Describe how your company will adhere to the minimum standards and requirements as outlined in Part B for the category or categories you are submitting a response(s)

For the standards specified in section 8.2.67, 8.2.68, 8.2.69 all our synthetic turf systems meet or exceed the minimum requirements as shown in our product data sheets. Our systems go through internal QC testing and regular external testing to show that the required values are met on every system and project. We thoroughly test all infills before approving for use within our systems, and these all exceed requirements in section 8.2.70. For section 8.2.71 we do not manufacture shock pads, so for any 3rd party shock pads that we use we will fully test and ensure they meet or exceed these standards. For section 8.2.72 and 8.2.73 we put all our fields through these testing requirements and have had no issues meeting these minimum requirements with all our systems provided in this response. With regards to the other specifications sections for anything that we manufacture we meet or exceed these requirements currently and as discussed earlier with our on-going testing will ensure we continue to do so in the future. For any external/3rd party provider that we work with we will again make sure that these minimum standards are met, or not approve them for use within our systems.

Distribution

Describe how your company proposes to provide, based upon the category(s), the products and services nationwide, regionally, or at the local level.

We have regional operation hubs that have project administrators, project managers and installation crews based from to service direct customers in their surrounding states. We also have an extensive distributor network that performs their own project administration, project management and installation in their exclusive territories with the support of the regional hubs. All 50 states are fully covered between the direct and distribution networks. We have regional maintenance and aftercare support teams across the country offering post-installation support and care.

Service/Support and Distribution Centers: Provide the type (service/support or distribution) and location of centers that support the United States by completing the following: *(To insert more rows, hit the tab key from the last field in the State column.)*

Center Type	City	State
Regional Construction Hub	Syracuse	NY
Regional Construction Hub	Lexington	NC
Regional Construction Hub	Fresno	CA
Regional Construction Hub	Pittsburgh	PA
Regional Construction Hub	Harmony	PA

Describe the criteria and process by which your company selects and approves subcontractors, distributors, installers, and other independent services.

As a prime contractor, AstroTurf exerts every effort to self-perform as many facets of our projects as possible. The growth of our industry does sometimes necessitate the use of subcontractors in certain circumstances to meet client schedules and demands. We know that our sports surfaces will only perform as well as the craftsmanship that goes into them. That's why we enforce exacting standards with our subcontractors and distributors, using crews who are trained and certified to install AstroTurf, Rekortan, Laykold, and SYNLawn products using our proprietary methods and equipment.

PARTNER SELECTION CRITERIA

- Experience in the marketplace
- Reputation for ethics in the marketplace
- Reputation for workmanship in the marketplace
- Bonding Capacity
- Credit History
- Licensing
- Equipment
- Services Provided

- Staffing
- Location and areas served (to provide as local of representation to our customers as possible)
- Corporate Management
- Commitment to the market
- Commitment to the customer
- Unionization of crews where needed.
- Willingness to undergo rigorous training and certifications to implement AstroTurf techniques and mandates.
- Certifications by trade organization like the Synthetic Turf Council and the American Sports Builders Association.

Provide a list of current subcontractors, distributors, installers, and other independent service providers who are contracted to perform the type of work outlined in the solicitation categories for the member agency states. Include, if applicable, contractor license or certificate information and the state(s) wherein they are eligible to provide services on behalf of the business.

State	Company	License Number
Alabama	ATT Sports	2006206972
Alabama	Mid America Sports Construction	38343
Alabama	Sports Turf Company Inc.	AL 22316
Alabama	AstroTurf Construction Corp	54001
Arizona	General Acrylics	AZ ROC34868
Arizona	AstroTurf Corporation	320702
Arkansas	Byrne & Jones	29301
Arkansas	Mid America Sports Construction	125490720
Arkansas	T3 Global Projects, LLC	377250519
Arkansas	AstroTurf Construction Corp	387060520
California	Astroturf Corporation	1036156
California	AFE	CA 747934
California	Colony Landscapes	CA 566808
California	General Sports Turf, Inc. dba AstroTurf	914561
California	SportBuild	828164
California	SYNLawn California – Bay Area	832713
California	SYNLawn of C. California	910747
California	SYNLawn of Los Angeles	981646
California	SYNLawn Sacramento	1057973
California – DIR	AstroTurf Corporation	1000056010
DC (Washington)	AstroTurf Corporation	410518000327
Delaware	Keystone Sports Construction	DE-2021-000002209
Delaware	All Sports Enterprises	2019604094
Delaware	AstroTurf Corporation	2017603833
Florida	APT Acquisition Construction Corp.	CGC1529096
Georgia	AstroTurf Construction Corp	GCC0006261
Georgia	Sports Turf Company, Inc.	GA GCC0000866
Hawaii	CO-HA Builders, Inc. dba Applied Surfacing Technology	ABC-14228
Hawaii	SYNLawn Indiana	317-430-1521
Hawaii	SYNLawn Oahu	CT-33994
Idaho	General Acrylics	ID PWC-C-12764
Idaho	AstroTurf Corporation	RCE-47036
Illinois	A.G. Sports Services	* 90-1005931
Indiana		
Iowa	Byrne & Jones	C131496

Iowa	Mid America Sports Construction	C004569
Iowa	Midwest Tennis & Track Co. (Track & Court Products ONLY)	C098643
Kentucky	A.G. Sports Services	* 90-1005931
Louisiana	Mid America Sports Construction	41193
Louisiana	Sports Turf	LA 46775
Louisiana	T3 Global Projects, LLC	56016
Maryland	ATT Sports, Inc.	16231915
Maryland	SYNLawn Chesapeake Bay	72640
Massachusetts	ATT Sports	801443369
Michigan	John Daniel Forrester, Jr (AstroTurf Great Lakes)	2101200327
Minnesota	Midwest Tennis & Track Co. (Track & Court Products ONLY)	61725
Minnesota	SYNLawn Minnesota	IR736506
Mississippi	Astroturf Construction Corp	23130-MC
Mississippi	Sports Turf	MS 17610-SC
Mississippi	T3 Global Projects, LLC	22775-MC
Missouri	Midwest Tennis & Trak Co. (track & court products ONLY)	F00470928
Montana	Astroturf Corporation	240369
Montana	SYNLawn Montana	228561
Nebraska	Byrne & Jones	43527-18
Nebraska	Mid America Sports Construction	37191-19
Nebraska	Midwest Tennis & Trak Co. (track & court products ONLY)	20308-19
Nebraska	Astroturf Corporation	62141-18
Nevada	General Acrylics	NV 0059476
Nevada	SYNLawn Northern NV	57890
Nevada	Astroturf Construction Corp	85813
New Jersey Public Works	Astroturf Construction Corp	723803
New Jersey	Keystone Sports Construction	719654
New Jersey	Applied Landscape Technologies	NJ 54324
New Jersey	Athletic Fields of America	NJ 703086
New Jersey Public Works	ATT Sports Inc.	636372
New Mexico	Astroturf Corporation	392677
New Mexico	General Acrylics	NM 30964
New Mexico	SYNLawn of New Mexico	394225
New York	Applied Landscape Technologies	NY 22-3144785
New York	ATT Sports Inc.	238900
North Carolina	Astroturf Corporation	79686
North Carolina	ATT Sports Inc.	1380815
North Dakota	Mid America Sports Construction	54107
North Dakota	Midwest Tennis & Trak Co. (track & court products ONLY)	37228
North Dakota	SYNLawn North Dakota	2165498
Ohio	A.G. Sports Services	* 90-1005931
Oregon	Astroturf Corporation	226366
Oregon	Coast to Coast	OR 203728
Oregon	Sport Build/Sport Striping, LLC	216729
Oregon	SYNLawn of Oregon	182537
Pennsylvania	ATT Sports	86223
Pennsylvania	Applied Landscape Technologies	PA 4253713

Rhode Island	ATT Sports Inc.	1007679
South Carolina	AstroTurf Construction Corp	121632
South Carolina	Midwest Tennis & Trak Co. (track & court products ONLY)	1013-6385-ET
Tennessee	Byrne & Jones	64442
Tennessee	Competition Athletics	356864
Tennessee	Mid America Sports Construction	50331
Tennessee	AstroTurf Construction Corp	72836
Utah	General Acrylics	UT 7406753-5501
Utah	Mid America Sports Construction	9003820-5501
Utah	SYNLawn St. George	9159672-5501
Utah	SYNLawn Utah	268623-5501
Utah	AstroTurf Corporation	11025408-5501
Virginia	Astroturf Corporation	2705166376
Virginia	ATT Sports, Inc.	2705-140666
Virginia	Mid America Sports Construction	2705081393
Washington	Astroturf Corporation	ASTROC*821D3
Washington	Coast to Coast	WA COASTCT863LT
Washington	Sport Build/Sport Striping, LLC	#CC SPORTBS87804
Washington	SYNLawn Seattle	SYNLAN*817L1
Washington	SYNLawn Spokane	SYNLAS*827KW
West Virginia	Astroturf Corporation (DBA APT Acquisition Construction Corp)	WV058082
West Virginia	A.G Sports Services	WV050728
West Virginia	ATT Sports Inc.	WV051849

If applicable, describe your company's ability to do business with manufacturer/dealer/distribution organizations that are either small or MWBE businesses as defined by the Small Business Administration.

When a customer requests that we adhere to their diversity initiative, we will evaluate and participate depending on a variety of factors.

If applicable, describe other ways your company can be sensitive to a participating agencies desire to utilize local and/or MWBE companies, such as the number of local employees and offices with a geographic region, companies your firm uses that may be local (i.e. delivery company), your own company's diversity of owner employees, etc.

When projects have required MWBE participation, we have used our network of subcontractors, distributors, and partners to provide at least the minimum amount required, often more. This can be through logistic firms, disposal firms, installers, excavation contractors, etc.

If applicable, provide details on any products or services being offered by your company where the manufacturer or service provider is either a small or MWBE business as defined by the Small Business Administration. Provide product/service name, company name and small/MWBE designation.

Not applicable

Marketing

Key Marketing Contact(s): List the name(s), title(s) and contact information of the business's key national and regional marketing office(s). *To insert more rows, hit the tab key from the last field in the Email column.*

Name	Title	Phone	Email
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Gary Jones	Director of Marketing	706.581.1253	gary.jones@astroturf.com
Harrison Scott	Marketing Systems Mgr.	706.313.2348	harrison.scott@astroturf.com
Gabriel Schray	Marketing Content Mgr.	517.270.5069	gabriel.schray@astroturf.com
Missy Burrow	Marketing Events Mgr.	706.581.5459	missy.burrow@astroturf.com
Tabitha Cromer	Marketing Director for Sport Group Americas	682.999.2709	tabitha.cromer@syntheticturfresources.com
Luke Burden	Brand Manager Laykold & Rekortan	404.621.8004	luke.burden@advpolytech.com
Janet Rivera	Marketing Specialist	817.739.6272	janet.rivera@syntheticturfresources.com
Matt Wagner	Digital Marketing Specialist	407.430.9088	matt.wagner@synlawn.com

Describe how this business marketed its products and services to schools, governmental, nonprofit organizations, and other public sector entities in Fiscal Year 2022– 2023 (July 1 – June 30). List all conventions, conferences, and other events at which this company exhibited.

AstroTurf diligently markets its products and services continuously through direct consultation, a healthy online presence, digital marketing (targeting and retargeting of potential customers), trade shows, events, partnerships, sponsorships, case studies, testimonials, blogs, email marketing, direct mail, and via social media. AstroTurf has an industry leading social media presence in terms of engagement and size of audience. AstroTurf exhibits at over 75 conferences and trade shows each year including the following: American Football Coaches Association, American Baseball Coaches Association, National Field Hockey Coaches Association, US Soccer Convention, Sports Turf Managers Association, National Recreation & Parks Association, NACDA, NFHS, Oswego County SFA, New England Park Association, Superintendents of Building & Grounds, Colorado Parks Workshop, Western PA Facilities Directors, Florida Parks & Rec, New York School Facilities, New York School Business Officials, Wisconsin School Board Officials, Iowa High School Athletic Directors, Sportex Soccer, Ohio School Board Association, Sunshine State AD Conference, FIAAA, American Sports Builders Association, USSSA, ASBO, NYSSFA, Mass School of Secondary AD Association, PSADA, WPFDA, PASBO, CASH, Oregon AD Association, Northwest Baseball Coaches Association, CAPPOS, CSADA, WSSAAA, Florida Council of Independent Schools, Florida Educational Facility Planners, NIRSA, NAIA, SFMA, Ohio Baseball Coaches Association, Florida Rec and Parks, FEFPA, WSSAAA, CSADA, California Parks and Recreation, PASA-PSBA, WPFDA, CEFMA, NIAAA, NEPSAC, Oklahoma Coaches Association, Texas AD Show

Describe how your company will market the resulting contract to eligible AEPA Member Agencies. Describe how your company differentiates the new agreement from existing contracts that your company may hold today. Please be specific and detailed in your response.

AstroTurf will emphasize the ease of purchase with AEPA, especially in combination with our exclusive financing opportunities provided by PNC Bank. We will note how marrying the cooperative with the financing option makes for easy and expedited sports surfacing projects. AstroTurf will tout the advantages of the regionally based cooperative model AEPA employs. We will promote the full suite of sports surfaces available for purchase through the award and by AstroTurf Corporation customers. Notably, this award will fit nicely with AstroTurf's goals to more aggressively push the full range of sports surfacing available due to our Sport Group ownership (i.e., Rekortan tracks and Laykold courts).

Cooperative Marketing. Describe ways in which your company will collaborate with AEPA Member Agencies in marketing the resulting contract. Submit any supplemental materials as PDFs and title it Exhibit A – Marketing Plan.

- Process on how the contract will be launched to current and potential agencies.

- The ability to produce and maintain in full color print advertisements in camera-ready electronic format, or electronic advertisements, including company logos and contact information.
- Anticipated contract announcements, planned advertisements, industry periodicals, other direct or indirect marketing activities promoting the AEPA awarded contract.
- How the contract award will be displayed/linked on the Respondent's website.

Upon award, AstroTurf Corporation plans to aggressively market the contract both internally to our own sales network and externally to our customer base. The contract will be launched via a press release, which will be posted to our site, pushed out on social media to our 45,000+ followers, published on PR Web and sent directly to industry groups and publications like the American Sports Builders Association, Athletic Management, Athletic Business, National Athletic Directors Association, and others. After launch, AstroTurf will regularly push messaging to our customer base about the AEPA co-op via dedicated email blasts with links and logos at the bottom of all other content that link to our website's "How to Buy" section. Moreover, AstroTurf will complete ongoing case studies about projects built through the contract(s), highlighting the easy experience and value afforded by the cooperative. We will also update our existing corporate literature about the AEPA co-op and have copies available at the 80+ trade shows and conventions we attend. We will also supplement our AEPA co-op sales literature (attached) with individual flyers for each Member Agency. We will strategically design artwork to market via retargeting advertisements that will display messaging related to cooperative purchasing who have been to our website and who have entered key search terms in Google. For example, individuals who have googled "how to buy AstroTurf", "AEPA AstroTurf", "AstroTurf Co-op", etc. will receive ads that show up around the web with messages tailored to purchasing through cooperatives. (Note that iconic AstroTurf's brand name offers key SEO advantages.)

Environmental Initiatives

Describe how your products and/or services support environmental goals.

AstroTurf Corporation is committed to environmental, sustainability and governance goals in the synthetic turf industry, tracks, and courts now and in the future. Our plans and goals are in line with our owners, the SportGroup, ESG targets and goals. As of February 2023, SportGroup is 'ESG Industry top-rated'. Sustainalytics' ESG Risk Ratings measure a company's exposure to industry-specific material ESG risks and evaluate how well a company is managing those risks. In companies rated by Sustainalytics, SportGroup's rating (February 2023) is 4th out of 143 companies in our Building Products industry group which is in the top 3%. SportGroup is 944th out of all 15,062 of all rated companies globally which is in the top 7%. We are developing recycling programs to achieve zero landfill waste from manufacturing, installation, and turf removal within the next 1 to 2 years. We have multiple options for sustainable and environmentally friendly infills that are used within our turf systems. All our track and court systems use recycled and renewable material. SYN Lawn uses an exclusive EnviroLoc Backing System that replaces up to 60 percent of petroleum-based polymers with plant-based materials such as soybean oil and sugarcane. Using renewable resources during the manufacturing process allows for our products to be 100 percent recyclable at the end of their life cycle, yet our multilayer systems lock in durable turf fibers that significantly extend the life of our products. This system includes two woven layers with a polypropylene fiber layer in the middle and serves as the primary backing of our synthetic grass products. Combined, our unique system of layers prevents grass shedding over time and works to conserve Earth's natural resources.

Indicate if your company has any products in your offering that have any third-party environmental certifications.

We are developing a USDA Bio-preferred certified turf products and multiple turf systems (with infills and shock pads). We are also testing synthetic turf fibers that include recycled polyethylene from old synthetic turf fields. We currently provide CO2 neutral synthetic turf products and are looking to expand that to more product lines in 2025. APT manufacturers Rekortan & Laykold in an ISO 14001 and 9001 certified facility. LEED certificates are available for Rekortan & Laykold products. SYN Lawn boasts the only USDA Certified variety of artificial grass plus combinations of synthetic turf with organic infill systems able to display a unique USDA label highlighting its percentage of biobased content.

Describe the business's "green" objectives (i.e. LEED, reducing footprint, etc.).

AstroTurf's future manufacturing goals include producing synthetic turf products with CO2 neutrality across multiple, if not all products. Future manufacturing goals for Rekortan & Laykold include increasing the renewable and recycled content in our track systems and ensuring micro plastics are not in any of our track products. Production of the Gel material for our premium system requires less energy as it is developed using the natural process with the plant oils. The gel layer is the most environmentally friendly component in the track industry. We are continuing to develop environmental conscience installation practices. SYN Lawn® goes a long way towards responsible environmental sustainability which makes our products truly 'GREEN'. We take measurable steps in providing products that have an extended lifespan, reduce carbon footprints, conserve resources, while using renewable and recycled materials during the manufacturing process. Incorporating SYN Lawn artificial grass in your Commercial green build projects can contribute to LEED® points and certification.

Describe what percentage of your offering is environmentally preferable and what are your company's plans to improve this offering.

For our synthetic turf products, we currently have approximately 10% that are environmentally preferable, with a goal to increase that through initiatives discussed above (use of recycled fibers, carbon neutral manufacturing) and use of natural raw materials in our turf manufacturing. For our full turf systems (including infills and/or shock pads) we increase to approximately 35% of systems that are environmentally preferable. We plan to increase this through our product development discussed above as well as increase education to the industry or the environmentally preferable systems that are available now and in the future. For our track products we are continuing to develop systems that are environmentally preferable. All track systems contain a minimum 48% renewable and recycled material. As mentioned above the Gel layer is the most environmentally friendly component in the track industry. SYN Lawn's offerings are 80% environmentally preferable with more bio-based content to be added into the backing to improve the overall offering.

Additional Information

Describe any/all features, advantages and benefits of your organization that you feel will provide additional value and benefit to a participating AEPA agency.

Astroturf is a global organization with brand recognition across the world. We have large followers on all social media platforms and regularly showcase our customers and partners on these platforms. We always look to acknowledge and recognize all entities involved in the projects, and this can provide access to new audiences for AEPA agencies. The size of our sales and distribution network provides extensive coverage throughout all AEPA agency territories, which coupled with the marketing efforts provides increased visibility for AstroTurf & AEPA partners.

If applicable, describe your company's ability to integrate into other ecommerce sites:

1. Include details about your company's ability to create punch out sites and accept orders electronically (cXML, OCI, etc.).
2. Provide detail on where your company has integrated with a public agency's ERP (Oracle, Infor Lawson, SAP, etc.) system in the past and include some details about the resources you have in place to support these integrations. List, by ERP provider, the following information: name of public agency, ERP system used, "go live" date, net sales per calendar year since "go live", and percentage of agency sales being processed through this connection.

Not applicable

Disclosures

Legal: Does this business have legal actions currently filed against it? No ☒ Yes ☐

If Yes, **AN ATTACHMENT IS REQUIRED:** List and explain current actions, such as, Federal Debarment (on US General Services Administration’s “Excluded Parties List”), appearance on any state or federal delinquent taxpayer list, or claims filed against the retainage and/or payment bond for projects.

Please see Attachment - AstroTurf Current Litigation Attachment. pdf

References

Provide contact information of your business’s five largest public agency customers.

Agency	Name	Title	Phone Number	Email
1. Centinela Valley Union High School District	Stephen Nellman	Superintendent	310.263.3202	nellmans@cvuhsd.org
2. Leon County schools	Terry Thompson	Athletics Supervisor	850.528.2230	Thompsons4@leonschools.net
3. City of Coral Springs	Seth Heitmeyer	Park & Recreation Coordinator	954.551.9224	sheitmeyer@coralsprings.org
4. Anne Arundel County Public Schools	Greg Stewart	Senior Manager, Planning	443-770-5960	gstewart@aacps.org
5. Cobb County School District	Don Baker	Direct of Athletics	770.426.3300	don.baker@cobbk12.org

Service Questionnaire

The following chart indicates which AEPA Member States intend to participate in this solicitation category. Respond to Yes/No and choice questions by using an (X). **Note: Each Category is divided into 8 Regions and a bidder will need to bid on a minimum of one (1) Category and one (1) Region to be considered for an award.**

AEPA Member States	Participating in this category.	In which states has this company sold products/services in the past 3 years? (Place an X where applicable)	If awarded, which states does this company propose to sell in? (Place an X where applicable)	Indicate which states this company has sales reps, distributors or dealers in. (Place an X where applicable)
California	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Colorado	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Connecticut	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Florida	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Georgia	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Illinois	No	<u>X</u>	<u>X</u>	<u>X</u>
Indiana	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Iowa	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Kansas	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Kentucky	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Massachusetts	No	<u>X</u>	<u>X</u>	<u>X</u>
Michigan	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Minnesota	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Missouri	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Montana	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Nebraska	Yes	<u>X</u>	<u>X</u>	<u>X</u>
New Jersey	Yes	<u>X</u>	<u>X</u>	<u>X</u>
New Mexico	Yes	<u>X</u>	<u>X</u>	<u>X</u>
North Dakota	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Ohio	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Oregon	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Pennsylvania	Undecided	<u>X</u>	<u>X</u>	<u>X</u>
South Carolina	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Texas	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Virginia	Undecided	<u>X</u>	<u>X</u>	<u>X</u>
Washington	Yes	<u>X</u>	<u>X</u>	<u>X</u>
West Virginia	Undecided	<u>X</u>	<u>X</u>	<u>X</u>
Wisconsin	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Wyoming	Yes	<u>X</u>	<u>X</u>	<u>X</u>

e-Commerce: Does this business have an e-commerce website? _____ **No** _____ X **Yes**

If YES, what is the website? https://gear.astroturf.com

Customer and Support Service: It is understood depending on the type, kind and level of products and/or services being proposed in response to this solicitation will impact and determine the type and level of services required and these are identified in Part B Specifications of this solicitation.

Does this business have online customer support options? _____ **No** _____ X **Yes**

Does this business have a toll-free customers support phone option?	<u> </u>	No	<u> X </u>	Yes
Does this business offer local customer and support service options?	<u> </u>	No	<u> X </u>	Yes

State your normal delivery time (in days) and any options for expediting delivery.

AstroTurf does not stock synthetic turf for sports applications, which is custom manufactured with a minimum lead time of 45 days from date of approved shop drawings. While our landscape/commercial turf has a shorter lead time due to stocked material it carries a minimum lead time of 20 days from receipt of order.

State your backorder policy. Do you fill the order when available, or cancel the order and require participating agencies to reorder if items are backordered?

AstroTurf offers production lead times at the time of contract therefore we do not have a backorder policy.

Describe your company's payment terms as well as any quick pay discounts. Does your company take ACH transactions?

AstroTurf's payment terms are Net 45, and the preferred payment remittance is ACH. We do accept wire, checks and credit card payments. Note: All credit card transactions will be charged a 3% Surcharge Fee.

State your company's return policy and any applicable restocking fees.

Our manufactured products/services cannot be returned. Should there be an issue or defect with our installed product or equipment item, the repair or replacement will be resolved through the warranty process.

Describe any special program that your company offers that will improve customers' ability to access products, on-time delivery, or other innovative strategies.

AstroTurf has standard lead times that are provided during the sales process and all product samples are available upon request.

Pricing

Is your pricing methodology guaranteed for the term of the contract? **No** X **Yes**

Will you offer customized price lists to participating entities as required per the pricing terms of Part A? X **No** **Yes**

Will you offer hot list pricing (optional) as described in the pricing terms of Part A? X **No** **Yes**

Will you offer volume price discounts as described in the pricing terms of Part A? **No** X **Yes**

Competitiveness: In order for your response to be considered, your company must offer AEPA prices that are equal to or lower than those normally offered to individual entities or cooperatives with equal or lower volume.

Is the pricing that is proposed to AEPA equal to or lower than pricing your company offers to individual entities or cooperatives with equal to or lower volume? **No** X **Yes**

Indicate which of the following apply and the **level of competitive range** you are offering in response to this solicitation.

X Pricing offered to AEPA is EQUAL TO pricing offered to individual customer and/or cooperatives.

_____ Pricing is LESS THAN individual customer and/or cooperatives. Lower by _____%

Cooperative Contracts: Does your business currently have contracts with other cooperatives (local, regional, state, national)? _____ No _____ X Yes

If YES, identify which cooperative and the respective expiration date(s).

Sourcwell – May 2025

Omnia Partners – March 2025

AEPA – February 2024

1GPA - September 2024

CMAS – February 2024

If YES, and your business is awarded an AEPA contract, explain which contract your business will lead with in marketing and sales representative presentations (sales calls)?

Historically it has varied based on the state as to the lead contract from a sales perspective. In some states such as California we have always led, and will continue to lead with AEPA/CMAS due to the comfort level and popularity within our customer base and the partnership we have with AEPA members in CA. In other areas such as Ohio we had led with other contracts but are very open to working with the regional AEPA in the states we have not had similar relationships as we do with CMAS etc to increase sales in those areas and perhaps lead with them. From a marketing perspective nationally, we promote all of the contracts that we have, AEPA, Sourcwell and Omnia are pushed more as they cover a greater geographical area than others. Similar to sales we will market certain contracts more in certain areas than others.

Administrative Fee: Which of the following best reflects how your pricing includes the individual AEPA Members' administrative fee. Mark with an "X".

	The pricing for the products and/or services are the same for each AEPA Member Agency, shipping, handling, administrative fee and other specific state costs are added to arrive at total price offered to the Individual AEPA Member Agency.
X	The pricing for the products and/or services is inclusive of the administrative fee and therefore the pricing is the same for all AEPA Member Agencies. Shipping, handling and other state specific costs are added to the adjusted AEPA Member Agency's price.
	The pricing for the products and/or services includes ALL (shipping, handling, administrative fee, other) costs to arrive at a single price for all AEPA Member Agencies.

Leasing: Do your business offer Municipal Lease Financing arrangements _____ No _____ X Yes under this solicitation?

If Yes, please indicate how the rate factor is determined and other cost factors below.

The market rate is determined by the bank. See attachment "PNC Financing Highlights"

If an AEPA contract is approved and awarded by the Member Agencies, as a Vendor Partner, I agree to:

Responsibilities	Yes, indicate with an "X"	No, indicate with an "X"
1. Designate and assign a dedicated senior-level contract manager (one authorized to make decisions) to each of the Member Agency accounts. This employee will have a complete copy and must have working knowledge of the AEPA contract.	X	
2. Train and educate sales staff on what the AEPA contract is: including pricing, who can order from the contract (by state), terms/conditions of the contract, and the respective ordering procedures for each state. It is expected that Vendor Partners will lead with AEPA contracts.	X	

3. Develop a marketing plan to support the AEPA contract in collaboration with respective AEPA Member Agencies. The marketing plan should include, but not be limited to, a website presence, electronic mailings, sales flyers, brochures, mailings, catalogs, etc.	X	
4. Create an AEPA-specific sell sheet with a space to add a Member Agency logo and contact information for use by the Member Agencies and the Vendor Partner's local sales representatives to market within each state.	X	
5. On a quarterly basis, complete the sales and administrative fee report (see attached PDF example) and submit to each Member Agency along with the respective administrative fees to be paid. If there are no sales, the Vendor Partner is required to submit a \$0 report to the AEPA Member Agency.	X	
6. Have ongoing communication with the Category Oversight Chairperson, AEPA Member Agencies and the Member Agencies Participating Entities.	X	
7. Attend two (2) AEPA meetings each year (see Part A)	X	
8. Participate in and/or support AEPA's attendance at national conference trade shows to promote the AEPA contract.	X	
9. Commit to a goal of increasing sales of the AEPA contract over the term of the contract with all participating AEPA Member Agencies.	X	

Exceptions

Instructions:

1. Mark "No" or "Yes" with an "X" below.
2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of exceptions. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the company name and identifying information as to which item the response refers must appear on each page.
4. Exceptions to local, state or federal laws cannot be accepted under this solicitation.

	No , this respondent does not have exceptions to the Terms and Conditions incorporated in Parts A and B of this IFB.
X	Yes , this respondent has the following exceptions to the Terms and Conditions incorporated in Parts A and/or B of this solicitation.

IFB Section and Page Number	Outline Number	Term and Condition	Exception
Part B, Page 8	7.1.3	Contractor's License – NJ	AstroTurf does not have a current DPMC or AA302 for the state of New Jersey.

Deviations

Instructions:

1. Mark "No" or "Yes" with an "X" below.
2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of deviations. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the company name and identifying information as to which item the response refers must appear on each page.
4. Deviations to local, state, or federal laws cannot be accepted under this solicitation.

	No , this respondent does not have deviations (exceptions or alternates) to the specifications listed in Part B of this solicitation.
X	Yes , this respondent has the following deviations to the specifications listed in Part B of this solicitation.

Outline Number Part B	Specification (describe)	Details of Deviation
Part D – Pricing Question	Will you offer customized price lists to participating entities as required per the pricing terms of Part A?	AstroTurf did not price catalog bid pricing therefore did not provide customized price lists.



Association of Educational
PURCHASING AGENCIES

Part E – Signature Forms

AEPA 024-A

NATURAL & SYNTHETIC SURFACES FOR SPORTS FIELDS, TRACKS, COURTS, PLAYGROUND & LANDSCAPING APPLICATIONS

Instructions

Contained herein are forms that **require a signature** from an authorized person at your company. All items found within this document are **mandatory**. Failure to sign the required areas, sections, or signature lines will allow AEPA to consider your company's proposal as **non-responsive**.

To submit the required signed forms, follow these steps:

1. Read the documents in their entirety.
2. Complete all forms and sign when required.
3. Return the forms and pages in their correct order and scan one (1) single PDF format titled "Part E – Signature Forms – Name of Bidding Company" (i.e. one PDF document for all signature forms).
4. Submit Part E, along with other required documents in Public Purchase.

*Note, a bid checklist has been provided to review with your submission.

The following sections will need to be completed prior to submission as one (1), single PDF titled "Part E – Signature Forms – Name of Bidding Company".

Uniform Guidance "EDGAR" Certification Form – **signature required*

Bid Affidavit – **signature required*

Acceptance of Bid & Contract Award – **signature required*

Uniform Guidance “EDGAR” Certification Form

2 CFR Part 200

When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the “Uniform Guidance” or new “EDGAR”. All Respondents submitting proposals must complete this EDGAR Certification form regarding the Respondent’s willingness and ability to comply with certain requirements, which may apply to specific agency purchases using federal grant funds.

For each of the items below, the Respondent will certify its agreement and ability to comply, where applicable, by having the Respondent’s authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Respondent fails to complete any item of this form, AEPA will consider and may list the response, as the Respondents are unable to comply. A “No” response to any of the items below may influence the ability of a purchasing agency to purchase from the Respondent using federal funds.

1. Violation of Contract Terms and Conditions

Provisions regarding Respondent default are included in AEPA’s terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Respondent and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as AEPA’s terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Respondent. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay Respondent for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Respondent’s return policy. If the participating agency has paid the Respondent for goods and services provided as the date of termination, Respondent shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency’s purchase for cause and convenience, including how it will be affected and the basis for settlement, is in the participating agency’s purchase order, ancillary agreement or construction contract agreed to by the Respondent, the participating agency’s provision shall control.

3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 CFR Part 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.”

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Respondent agrees that such provision applies to any participating agency purchase or contract that meets the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 and Respondent agrees that it shall comply with such provision.

4. Davis Bacon Act

When required by Federal program legislation, Respondent agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Respondent shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, Respondent is required to pay wages

to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. Also, Respondent shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Respondent agrees that, for any purchase to which this requirement applies, the award of the purchase to the Respondent is conditioned upon Respondent's acceptance of wage determination.

Respondent further agrees that is shall also comply with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 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 construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this titled or imprisoned not more than five (5) years, or both.

5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Respondent agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Respondent is required to compute the wages of every mechanic and laborer based on a standard workweek of 40 hours. Work in excess of the standard workweek 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 workweek. The requirements of the 40 U.S.C. 3704 applies to construction work and provides that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous, or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

6. Right to Inventions Made Under a Contract or Agreement

If the participating agency's federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 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.

7. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires 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). When required, Respondent agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain 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. Respondent certifies that the Respondent is not currently listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Respondent if Respondent is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Respondents that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not 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. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

10. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Respondent agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 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.

11. Profit as a Separate Element of Price

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, Respondent agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Respondent agrees that the total price, including profit, charged by the Respondent to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Respondent's contract with AEPA.

12. General Compliance with Participating Agencies

In addition to the foregoing specific requirements, Respondent agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with a participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

13. Governing Law; Forum Selection.

Respondent acknowledges and agrees that any legal action or proceeding in which the Association of Educational Purchasing Agencies, Inc. ("AEPA"), is a party, that in any way relates to this solicitation, any contract award or the services provided thereunder, any other document executed in connection herewith, or for recognition and enforcement of any judgment in respect hereof brought by Respondent, a participating agency, or other party hereto, or its successors or assigns, will be governed by, construed and interpreted by the laws of the Commonwealth of Kentucky, and must be brought and determined in the state courts of the Commonwealth of Kentucky in Warren County, Kentucky, or the United States Western District of Kentucky (and may not be brought or determined in any other forum or jurisdiction), and each party hereto submits with regard to any action or proceeding for itself and in respect of its property, generally and unconditionally, to the sole and exclusive jurisdiction of the aforesaid courts and waives any further objection.

Respondent further acknowledges and agrees that any legal action or proceeding in which a party includes a participating agency, but does not include AEPA as a party, that in any way relates to this solicitation, any contract award or the services provided thereunder, any other document executed in connection herewith, or for recognition and enforcement of any judgment in respect hereof brought by Respondent, a participating agency, or other party hereto, or its successors or assigns, will be governed by, construed and interpreted by the laws of the state in which the participating agency is domiciled, and must be brought and determined in the state in which the participating agency is domiciled (and may not be brought or determined in any other forum or jurisdiction), and each party hereto submits with regard to any action or proceeding for itself and in respect of its property, generally and unconditionally, to the sole and exclusive jurisdiction of the aforesaid courts and waives any further objection.

By initialing the table (1-13) and signing below, I certify that the information in this form is true, complete and accurate and I am authorized by my business to make this certification and all consents and agreements contained herein.

Respondent Certification (By Item)	Respondent Certification: YES, I agree or NO, I do NOT agree	Initial
1. Violation of Contract Terms and Conditions	Yes	KS
2. Termination for Cause of Convenience	Yes	KS
3. Equal Employment Opportunity	Yes	KS
4. Davis-Bacon Act	Yes	KS
5. Contract Work Hours and Safety Standards Act	Yes	KS
6. Right to Inventions Made Under a Contract or Agreement	Yes	KS
7. Clean Air Act and Federal Water Pollution Control Act	Yes	KS
8. Debarment and Suspension	Yes	KS
9. Byrd Anti-Lobbying Amendment	Yes	KS
10. Procurement of Recovered Materials	Yes	KS
11. Profit as a Separate Element of Price	Yes	KS
12. General Compliance with Participating Agencies	Yes	KS
13. Governing Law; Forum Selection.	Yes	KS

AstroTurf Corporation

Name of Business



Signature of Authorized Representative

Kim Summers

Printed Name

August 28, 2023

Date

Solicitation Affidavit

Instructions: This form must be signed by the business's authorized representative and notarized below. If awarded, the Respondent is required to produce a copy of this document for each Member Agency with which it contracts.

1. The undersigned, is duly authorized to represent the persons, business and corporations joining and participating in the submission of the foregoing bid (such persons, business and corporations hereinafter being referred to as the Respondent), being duly sworn, on his/her oath, states that to the best of his/her belief and knowledge no person, business or corporation, nor any person duly representing the same joining and participating in the submission of the foregoing bid, has directly or indirectly entered into any agreement or arrangement with any other Respondents, or with any official of the **Member Agency**, or any employee thereof, or any person, business or corporation under contract with the **Member Agency** whereby the Respondent, in order to induce the acceptance of the foregoing bid by the **Member Agency**, has paid, or is to pay to any other Respondent, or to any of the aforementioned persons, anything of value whatever, and that the Respondent has not, directly nor indirectly entered into any arrangement, or agreement, with any other Respondent or Respondents which tends to or does lessen or destroy free competition in the letting of the contract sought for by the foregoing bid.
2. This is to certify that the Respondent, or any person on his/her behalf, has not agreed, connived, or colluded to produce a deceptive show of competition in the manner of the bidding, or award of the referenced contract.
3. This is to certify that neither I, nor to the best of my knowledge, information and belief, the Respondent, nor any officer, director, partner, member or associate of the Respondent, nor any of its employees directly involved in obtaining contracts with the **Member Agency**, or any subdivision of the state has been convicted of false pretenses, attempted false pretenses, or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985.
4. This is to certify that the Respondent or any person on his behalf has examined and understands the terms, conditions, the scope of work and specifications, and other documents of this solicitation and that any and all exceptions have been noted in writing and have been included with the bid submittal.
5. This is to certify that if awarded a contract, the Respondent will provide the equipment, commodities, and/or services to members and affiliate members of the Agency in accordance with the terms, conditions, the scope of work and specifications and other documents of this solicitation in the following pages of this bid.
6. This is to certify that the Respondent is authorized by the manufacturer(s) to sell all proposed products on a national basis.
7. This is to certify that we have completed, reviewed, approved, and have included all information that is required of these bid forms.

Kim Summers	2680 Abutment Road
Authorized Representative (Please print or type)	Mailing Address
Director of Corporate Resources	Dalton, GA 30721
Title (Please print or type)	City, State, Zip

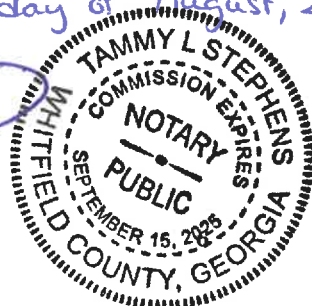
Kim Summers

Signature of Authorized Representative

August 28, 2023

Date

State of GA, County of Whitfield
Signed this 28th day of August, 2023 by Kim Summers.






Acceptance of Solicitation & Contract

Association of Educational
PURCHASING AGENCIES

Instructions: PART I of this form is to be completed by the Respondent and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Respondent is required to produce a copy of the document for each of the AEPA Member Agency with which it contracts.

PART I: RESPONDENT

In compliance with the Published Solicitation (IFB OR RFP), the undersigned warrants that I/we have examined all Instructions to Respondents, associated documents, and being familiar with all of the conditions of the solicitation, hereby offer and agree to furnish all labor, materials, supplies, and equipment incurred in compliance with all terms, conditions, specifications, and amendments associated with this IFB OR RFP and any written exceptions to the bid. The signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services, and other services on behalf of the Vendor Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

Business Name	AstroTurf Corporation	Date	August 28, 2023
Address	2680 Abutment Road	City, State Zip	Dalton, GA 30721
Contact Person	Kim Summers	Title	Director of Corporate Resources
Authorized Signature		Title	Director of Corporate Resources
Email	kim.summers@astroturf.com	Phone	706.264.1314

PART II: AWARDING MEMBER AGENCY

Your bid response for the above-identified bid is hereby accepted. As a Vendor Partner, you are now bound to offer and provide the products and services identified within this solicitation, your response, and approved by AEPA, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. This contract intends to constitute the final and complete agreement between the AEPA Member Agency and Vendor Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2025 unless terminated, canceled, or extended. By mutual written agreement the contract may be extended for three (3) additional 12-month periods after this initial contract term. In the event the AEPA Board does not recommend renewal of the contract, or the contract expires, it may be extended for up to six (6) months by an AEPA state.

Awarding Agency _____

Authorized Representative _____

Awarded this	day of	Contract Number
Contract to commence (Member Agency to select)	3/1/2024	Or

Solicitation Checklist

Instructions: Utilize the checklist below, reviewing to confirm that all the required documents have been uploaded to Public Purchase, in their **specified/required format**, by the due date and time listed for this solicitation. **Submissions not following the specified/required format may result in being marked non-responsive and may not be considered for evaluation.** Respondents are reminded that failure to follow, comply with, and adhere to the enclosed instructions of this solicitation may result in their response being deemed non-responsive. AEPA, its Member Agencies, affiliate agencies, and authorized representatives are not responsible for bid proposals that are incomplete, unreadable, or received after the solicitation deadline submission date.

"X"	Document Title, Uploaded to Public Purchase <i>(Respondent must submit documents in the required title/format)</i>	Format of Uploaded Document	Notes
	Bid Bond – if Required, see Part B if applicable.	Upload PDF copy of the bid security.	The original bid security must be received by Lakes Country Service Cooperative by due date and time.
	Part C – State-Specific Forms – <i>Name of Responding Company</i>	Single, Scanned PDF	New Jersey Only Requirement. Signatures Required.
	Part D - Questionnaire – <i>Name of Responding Company</i> Includes: <ul style="list-style-type: none"> • Company Information • Service Questionnaire • Exceptions • Deviations 	Single, Scanned PDF	Required.
	Part E – Signature Forms – <i>Name of Responding Company</i> Includes: <ul style="list-style-type: none"> • Uniform Guidance "EDGAR" Certification • Bid Affidavit • Acceptance of Bid & Contract Award 	Single, Scanned PDF	Required. Signatures required.
	Part F – Pricing Schedule – <i>Name of Responding Company</i>	Excel Workbook	Required.
	Price List and/or Catalog – <i>Name of Responding Company</i>	Upload PDF	Required.
	Exhibit A – Marketing Plan – <i>Name of Responding Company</i>	Scanned PDF	Optional. Form not provided by AEPA, Respondent Created

PCE Inflation Cooled in February; U.S. Unemployment Rate Expected to Dip to 3.5% in the March Jobs Report

UNITED STATES: The final estimate of real gross domestic product (GDP) for the fourth quarter of 2022 showed a small downward revision of 0.1 percentage point. The U.S. economy grew at a 2.6% annualized rate in the fourth quarter, with downward revisions to exports and consumer spending and upward revisions to nonresidential fixed investment, residential fixed investment, and state and local government spending. Gross domestic income fell 1.1% in the fourth quarter after rising 2.8% in the prior quarter. Final sales of domestic product, which excludes inventories and measures demand for goods and services produced in the U.S. whether from home or abroad, rose 1.1%, after rising 4.5% in the third quarter. Corporate profits fell 2% in the fourth quarter (not annualized), the biggest decline in two years.

The U.S. goods trade deficit widened slightly in February to \$91.6 billion from \$91.1 billion in January. Exports fell 3.8% from January while imports fell 2.3%. The trade deficit will likely narrow this year as higher interest rates weigh on consumer spending and consumer demand shifts from goods to services.

House prices declined for the seventh straight month according to the S&P CoreLogic Case-Shiller National Composite Index. The index fell 0.2% (after seasonal adjustments) in January from December following a 0.4% decline in December. Annual house price appreciation decelerated to 3.8% in January, the slowest pace since December 2019, from a downwardly-revised 5.6% in December. Annual house price appreciation has now decelerated for ten straight months. The S&P CoreLogic Case-Shiller indices are repeat sales indices calculated using three-month moving averages.

After-tax personal income, adjusted for inflation, rose 0.2% in February, following a big 1.5% increase in January, due in part to the way tax payments were calculated. Inflation-adjusted consumer spending fell 0.1% in February from January, but that followed a huge increase of 1.5% in January, revised higher from 1.1% growth. Both the overall and core (excluding food and energy) PCE price indices increased by 0.3% in February from January. This was a slowing from January, when the overall PCE index rose 0.6% and the core PCE index rose 0.5%. Consumer spending in early 2023 is running well ahead of its pace in the fourth quarter of 2022. With consumer spending making up about two-thirds of the overall economy, this points to strong GDP growth in the first quarter of this year. Income gains are supporting consumer spending growth. With continued job gains and solid wage growth, labor income continues to rise; it was up 0.3% (nominal) in February. PNC expects a mild recession starting sometime in the second half of 2023 as the accumulated drag of higher interests weighs on interest-rate sensitive industries like housing, consumer durable goods, and business investment.

PNC forecasts for the Bureau of Labor Statistics' March jobs report, to be released on Friday April 7, to show nonfarm payroll employment up 260,000 from February and the unemployment rate dipping to 3.5% from 3.6% in February.

EUROZONE: CPI inflation eased more than expected in March according to a preliminary estimate by the European Statistical Office. Consumer prices rose 6.9% in March from a year ago following an 8.5% increase in February. The consensus expectation was for a 7.1% increase in prices. Core CPI inflation, which excludes food, energy, alcohol, and tobacco prices, rose to a record-high 5.7% in March, from 5.6% in February. Sticky core inflation in the eurozone means the ECB will likely continue raising its policy rates even after the FOMC pauses. The eurozone's unemployment rate was

unchanged at the record low in February, further complicating the ECB's task of getting inflation down to its 2% objective. The unemployment rate held steady in February at 6.6% according to the European Statistical Office.

CANADA: Canada's economy grew stronger than expected in January despite elevated interest rates. Real GDP grew 0.5% in January, stronger than consensus expectations for a 0.4% increase. Preliminary estimates from Statistics Canada show that real GDP grew 0.3% in February.

The strong January and February GDP data put the BoC in a very difficult position. The BoC paused its hiking cycle at its March 8 meeting, but it may be forced to change its monetary policy stance if data continue to surprise to the upside.

UNITED KINGDOM: The U.K. economy grew slightly in the fourth quarter of 2022 according to the final estimate for real gross domestic product by the Office of National Statistics. Real GDP grew 0.1% in the fourth quarter of 2022, slightly better than the preliminary flat reading, and following a 0.1% contraction in the third quarter. Gross fixed capital formation and household final consumption rose in the fourth quarter while trade and business investment were drags on growth.

MEXICO: The Central Bank of Mexico raised its policy rate by 25 basis points to 11.25% at its meeting on March 30, 2023. Central bankers are likely near the end of the hiking cycle in Mexico as inflation has moderated in recent months.

Exports fell 2.8% in February from a year earlier following a 25.6% increase in January. Imports rose 4.1% in February following a 16.2% increase in January. Imports are down 3.2% on a year-to-date basis while exports are down 8.8%.

BRAZIL: 241,785 formal jobs were added in February, the second straight month of job gains, according to the government's survey of employers. The household survey, however, tells a different story about the labor market; the unemployment rate rose to 8.6% in the three months to February from 8.4% in the three months to January.

Industrial production fell 0.3% in January from the prior month, matching the consensus expectation. Industrial output rose 0.3% in January on a year-ago basis.

The Central Bank of Brazil's weekly survey of professional forecasters showed the median estimate for real GDP growth in 2023 was 0.9% in the March 24th survey, unchanged from a week ago. The median estimate for real GDP growth in 2024 was 1.4%.

Disclaimer: The material presented is of a general nature and does not constitute the provision of investment or economic advice to any person, or a recommendation to buy or sell any security or adopt any investment strategy. Opinions and forecasts expressed herein are subject to change without notice. Relevant information was obtained from sources deemed reliable. Such information is not guaranteed as to its accuracy. You should seek the advice of an investment professional to tailor a financial plan to your needs.

Forward-looking statements are necessarily subject to numerous assumptions, risks and uncertainties, which change over time. Future events or circumstances may change our outlook and may also affect the nature of the assumptions, risks and uncertainties to which our forward-looking statements are subject. Forward-looking statements speak only as of the date made. We do not assume any duty and do not undertake any obligation to update forward-looking statements. Actual results or future events could differ, possibly materially, from those anticipated in forward-looking statements, as well as from historical performance. As a result, we caution against placing undue reliance on any forward-looking statements.

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Association of Educational Purchasing Agencies
Tabulation Report IFB #024-A - Athletic Surfaces -
Natural & Synthetic Surfaces for Sport Fields, Tracks,
Courts, Playground & Lanscaping Applications
Vendor: AstroTurf Corporation

General Comments:	AstroTurf's Bid Bond - IFT #024-A
	Signatory - Kim Summers
	Part E - Signature Forms - AstroTurf Corporation
	AstroTurf Corporation AEPA Marketing Flyer
	Part D - Legal Litigation Attachment
	Part D - Leasing - PNC Financing Highlights
	Rekortan Cut Sheets
	Laykold Cut Sheets
	AstroTurf Cut Sheets
	Synlawn Cut Sheets
	AEPA Pricing Workbook
General Attachments:	AstroTurf - All Specs.pdf
	AstroTurf Handbook.pdf
	Bid Bond - AstroTurf Corporation.pdf
	Exhibit A - Marketing Plan - AstroTurf Corporation.pdf
	Exhibit B - Financial Information - AstroTurf Corporation.pdf
	Exhibit C - Current Litigation Attachment - AstroTurf Corporation.pdf
	Laykold - All Specs.pdf
	Part C - State Specific - AstroTurf Corporation.pdf
	Part D - Questionnaire - AstroTurf Corporation.pdf
	Part E - Signature Forms - AstroTurf Corporation.pdf
	Part F - Pricing Schedule - AstroTurf Corporation.xlsx
	PNC - Financing Highlights - AstroTurf Corporation.pdf
	Rekortan - All Specs.pdf
	Signatory - AstroTurf Corporation.pdf
	SYNLawn - All Specs.pdf