



SPORT SURFACES, INSTALLATION, AND RELATED MATERIAL
Executive Summary

Lead Agency: Region 4 Education Service Center

Solicitation: 22-05

RFP Issued: August 26, 2021

Pre-Proposal Date: September 16, 2021

Response Due Date: October 5, 2021

Proposals Received: #7

Awarded to: AstroTurf Corporation

Region 4 Education Service Center issued RFP 22-05 on August 26, 2021, to establish a national cooperative contract for Sport Surfaces, Installation, and Related Material.

Overview -

- Sport Surfaces, Installation, and Related Material. Each Awarded Offeror may offer their complete product and service offering, or balance of line.
- Awarded Contractor(s) may use unit prices established for the contracts specified by the latest version of the RSMeans Construction Procurement Catalog when provided Sport Surfaces, Installation, and Related Material products and services.
- Should an Awarded Offeror utilize distributors and/or dealers that have been approved, Participating Public Agencies may choose to issue work directly to the distributor and/or dealer if allowed by the Awarded Offeror and Participating Public Agency.

Cooperative Language -

The solicitation included cooperative purchasing language in Section I. Scope of Work and Appendix D: *Region 4 ESC, as the Principal Procurement Agency, defined in APPENDIX D, has partnered with OMNIA Partners, Public Sector (“OMNIA Partners”) to make the resultant contract (also known as the “Master Agreement” in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through OMNIA Partners’ cooperative purchasing program. Region 4 ESC is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a “Participating Public Agency”) and by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of a Master Intergovernmental Cooperative Purchasing Agreement, a form of which is attached hereto on APPENDIX D, or as otherwise agreed to. APPENDIX D contains additional information about OMNIA Partners and the cooperative purchasing program.*

Advertisement -

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Region 4 Education Service Center website
- OMNIA Partners website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- South Carolina website/newsletter (get from Chris White)
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT
- Kennebec ME Journal

Socio-economic Outreach -

To encourage participation of small businesses, minority owned businesses and women owned businesses, Texas Historically underutilized Businesses were notified of the Request for Proposal.

Procurement Details -

On October 5, 2021 proposals were received from the following offerors:

- AstroTurf Corporation
- Elite Sports Builders LLC
- FieldTurf USA, Inc.
- KYA Services, LLC
- Mid-American Golf and Landscape, Inc. DBA Mid-America Sports Construction
- Shaw Industries, Inc.
- Softline Solutions

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with AstroTurf Corporation and proceeding with contract award upon successful completion of negotiations.

Geographic Preferences: No geographic preferences were included in the evaluation of the responses.

Region 4 Education Service Center, OMNIA Partners, and AstroTurf Corporation successfully negotiated a contract, and Region 4 Education Service Center executed the agreement with a contract effective date of April 1, 2022.

Scope Details -

- All products, materials, equipment and services related to the scope of sports surfacing or landscape turf applications, including all turn-key services involved within the scope of work. To include but not limited to, demo and removal, any site work and base preparation, asphalt and concrete, lighting/electrical, irrigation, drainage systems, fencing, crack repair, surface prep/cleaning and debris removal.

Federal Funds Certifications -

The Supplier provided federal funds certifications. The signed federal certifications and contract provisions can be found in Exhibit F of the Supplier's response, incorporated by reference into the Master Agreement, available on the OMNIA Partners website for review.

Term -

Initial three-year agreement from April 1 through March 31, 2025 with the option to renew for two (2) additional one-year periods through March 31, 2027. The anticipated full term of the contract is five (5) years.

The Contractor shall have the right to enter local "service" agreements with Participating Public Agencies accessing the contract through OMNIA Partners, so long as the effective date of such agreement is prior to the expiration of the Contract. All local agreements may have a full potential term (any combination of initial and renewal periods) not to exceed five years. Any tasks or project agreements executed against this Master Agreement during the effective term may survive beyond the expiration of the Master Agreement as established and agreed to by both parties.

Pricing/Discount -

Available upon request.