

**MASTER AGREEMENT #101625**

CATEGORY: Playground, Water Play and Aquatic Equipment, Site Amenities, and Outdoor Fitness Equipment with related Accessories and Services

SUPPLIER: Greenfields Outdoor Fitness Inc.

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Greenfields Outdoor Fitness Inc., 2617 West Woodland Drive, Anaheim, CA 92801(Supplier).

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

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

**Article 1:
General Terms**

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.
- 4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about

Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on December 17, 2029, unless it is cancelled or extended as defined in this Agreement.
 - a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
 - b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #101625 – Category 3 to Participating Entities. In Scope solutions include:
 - a) Fitness equipment and related accessories of commercial grade (or better), principally designed or intended for use in an outdoor setting for activities such as:
 - i. Cardio training;
 - ii. Strength, agility, and mobility training; and
 - iii. Vocational and exercise/sports rehabilitation or therapy of joint and muscle injuries.
 - b) If offering solutions in Category 3. (a) above, may include complementary site amenities.
 - c) Services and equipment related to the solutions described in Category 3 a-b above, including design-build services, site assessment, site preparation, installation, maintenance or repair, and warranty programs. However, this solicitation should NOT be construed to include “service-only” solutions. Proposers may include related services to the extent that these solutions are complementary to the offering of the equipment and products being proposed.
- 8) **Included Solutions.** Supplier’s Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier’s Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier’s Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may

request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.

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

13) Supplier Representations:

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

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

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

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

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

16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.

i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935,

3 C.F.R. §, 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 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

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

iii) **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

iv) **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit

organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

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

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

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

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

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

- x) **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.
- xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.
- xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.
- xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.
- xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.
- xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.
- xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.
- xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and

Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

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

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

xx) **DOMESTIC PREFERENCES FOR PROCUREMENTS.** To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

Article 2: Sourcewell and Supplier Obligations

The Terms in this Article 2 relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

- 1) **Authorized Sellers.** Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.
- 2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
 - Identify the applicable Sourcewell Agreement number;
 - Clearly specify the requested change;
 - Provide sufficient detail to justify the requested change;
 - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
 - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

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

- 3) **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcewell for this Agreement and must provide prompt notice to Sourcewell if that person is changed. The Authorized Representative will be responsible for:
 - Maintenance and management of this Agreement;

- Timely response to all Sourcewell and Participating Entity inquiries; and
- Participation in reviews with Sourcewell.

Sourcewell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.
- 5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.
- 6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Sourcewell Participating Entity Account Number;
- Transaction Description;
- Transaction Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Transaction was invoiced/sale was recognized as revenue by Supplier.

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

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

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master

Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.

- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.
- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.

- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.
- 18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.
- 19) **Grant of License.**
- a) **During the term of this Agreement:**
 - i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.
 - ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.
 - b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.
 - c) **Use; Quality Control.**
 - i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
 - ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.
 - d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and

promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

- 20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.
- 21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.
- 22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:
- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
 - \$1,500,000 each occurrence Bodily Injury and Property Damage
 - \$1,500,000 Personal and Advertising Injury
 - \$2,000,000 aggregate for products liability-completed operations
 - \$2,000,000 general aggregate
 - b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
 - c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

- d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.
- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.
- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

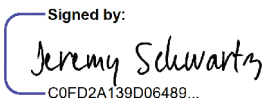
Article 3: Supplier Obligations to Participating Entities

The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.

- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- 4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell

Signed by:

 C0FD2A139D06489...

By: _____

Jeremy Schwartz

Title: Chief Procurement Officer

Date: 12/22/2025 | 1:37 PM CST

Greenfields Outdoor Fitness Inc.

DocuSigned by:

 3DE4AE030B28499...

By: _____

Samuel Mendelsohn

Title: President/CEO

Date: 12/22/2025 | 9:45 AM PST

RFP 101625 - Playground, Water Play and Aquatic Equipment, Site Amenities, and Outdoor Fitness Equipment with related Accessories and Services

Vendor Details

Company Name: Greenfields Outdoor Fitness Inc.
Address: 2617 West Woodland Drive
Anaheim, CA 92801
Contact: Sam Mendelsohn
Email: Sam@GreenfieldsFitness.com
Phone: 888-315-9037 103
Fax: 866-308-9719
HST#: 27-2828642

Submission Details

Created On: Sunday August 31, 2025 16:31:46
Submitted On: Wednesday October 15, 2025 11:31:50
Submitted By: Sabina Majdanics
Email: Sabina@GreenfieldsFitness.com
Transaction #: b0bd59dd-1be0-47ff-bd8c-baea6c4d8329
Submitter's IP Address: 147.243.131.110

Specifications

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

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond "N/A" if the question does not apply to you (preferably with an explanation).

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

Line Item	Question	Response *	
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Greenfields Outdoor Fitness, Inc.	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	N/A, there are none. Greenfields Outdoor Fitness, Inc. will be responsible for executing the master agreement with Sourcewell.	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	778Y9	*
5	Provide your NAICS code applicable to Solutions proposed.	339920	
6	Proposer Physical Address:	Greenfields Outdoor Fitness, Inc. 2617 West Woodland Drive Anaheim, CA 92801 USA	*
7	Proposer website address (or addresses):	www.Greenfieldsfitness.com	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Samuel Mendelsohn President/ CEO 2617 West Woodland Drive Anaheim, CA 92801 T: 888-315-9037 E: Sam@greenfieldsfitness.com	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Sabina Majdanics Contracts Administrator 2617 West Woodland Drive Anaheim, CA 92801 T: 888-315-9037 x110 E: Sabina@Greenfieldsfitness.com	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	N/A	*

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

Line Item	Question	Response *	
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11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>Since 2007, Greenfields Outdoor Fitness, Inc., a California corporation, has been pursuing its goal of positively impacting communities by creating dynamic outdoor fitness zones that are free for public use. With outdoor exercise equipment being our sole focus, we have developed more types of outdoor exercise solutions and more exercise units than any other supplier in the industry, and have emerged as leaders in enhancing public spaces with innovative solutions that promote health and wellness for people of all ages and abilities.</p> <p>Since our inception, Greenfields' equipment has been enthusiastically embraced by communities across North America for its high quality and multigenerational, inclusive, and multifunctional appeal. Greenfields' installations are enjoyed at municipal parks, schools, community centers, hospitals, and on tribal lands and military bases throughout the U.S., Canada, and beyond. We are proud to have amplified our impact by forging partnerships with national nonprofit organizations and healthcare providers to help build healthy communities.</p> <p>CORE VALUES</p> <p>At Greenfields Outdoor Fitness, our core values - Trust, Connection, and Innovation - serve as guiding principles in every aspect of our operations. These values inform how we engage with our customers, support our partners, and design our products. They reflect our ongoing commitment to integrity, collaboration, and continual improvement, all with the goal of helping communities create inclusive and accessible fitness spaces that enhance quality of life for all.</p> <p>TRUST</p> <p>Trust is the foundation of everything we do. Greenfields Outdoor Fitness has built its reputation on integrity, reliability, and a strong sense of responsibility to those we serve. Our customers know they can rely on us for attentive support before, during, and long after installation. The long-term relationships fostered by our experienced team members, along with our unwavering commitment to customer satisfaction, have earned us a loyal base of repeat clients.</p> <p>Our dedication to trust extends beyond our customers. Greenfields actively supports the parks and recreation community through partnerships with organizations such as the National Recreation and Park Association (NRPA), City Parks Alliance, the National Association of Park Foundations, and numerous state and local associations. Beyond financial sponsorships, these organizations trust Greenfields as a committed partner and advocate—especially in championing accessibility in recreation, a cornerstone of our mission and of the parks and recreation field.</p> <p>CONNECTION</p> <p>We believe in the power of connection—within our team, between our staff and customers, and among the end users of our equipment. Our team members know their input is valued, their contributions make a difference, and collaboration drives success. Our customers experience that same commitment through our responsiveness and accessibility, whether by phone, email, text, or video conference. We also promote connection through our products, designing outdoor fitness spaces that bring diverse groups together. Whether it's families exercising across generations, individuals using wheelchairs participating alongside others, or community members of different backgrounds sharing the same space, our goal is to ensure that fitness fosters connection and inclusion in every installation.</p> <p>INNOVATION</p> <p>At Greenfields, innovation drives our pursuit of a healthier world. To maintain our leadership role within this field, we strive to serve our customers by constantly developing new solutions that expand access to fitness and enhance community well-being. Our wheelchair-accessible outdoor fitness equipment—protected by multiple patents—has established us as an industry leader in inclusive recreation design. Countless product developments have emerged from our commitment to meeting customer needs in the most effective way possible. Most recently, we collaborated with the U.S. Department of Veterans Affairs to create new outdoor fitness opportunities for veterans. As we look ahead, we remain dedicated to advancing innovation that empowers individuals of all abilities to achieve better health through outdoor exercise.</p>
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12	What are your company's expectations in the event of an award?	<p>Since our 2021 Sourcewell contract award, Greenfields Outdoor Fitness has been highly successful in closing orders, driving more memberships, and increasing sales utilizing our contract. We are looking to build on that success.</p> <p>- EXPANDED MARKET REACH: We anticipate significantly increasing our footprint across the U.S. and Canada by reaching entities that may have previously faced administrative hurdles in purchasing our equipment.</p> <p>- STREAMLINED PROCUREMENT FOR CLIENTS: We expect to see a further increase in sales velocity as entities benefit from the simplified purchasing process and guaranteed discounts offered by a nationally-recognized contract. This ease of acquisition will encourage more widespread adoption of outdoor fitness solutions.</p> <p>- ENHANCED BRAND RECOGNITION AND TRUST: Association with a reputable purchasing contract further strengthens our position as a trusted provider in several of our key industries, fostering greater confidence among potential clients.</p> <p>- INCREASED SALES VOLUME AND REVENUE: We expect to at least double Sourcewell-contract generated sales and revenue, continually increasing order volume via the combination of broader reach and streamlined purchasing.</p> <p>- CONTINUED PRODUCT INNOVATION: The expected growth will further fuel investment in research and development as we continue innovating to serve evolving community needs, strengthening our leadership in multifunctional, accessible, multigenerational outdoor fitness solutions.</p>	*
13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	<p>Greenfields is a multi-million dollar privately owned corporation, claiming a stronger market share year after year since its inception and continuously increasing revenues on an annual basis. We maintain a large steady inventory without creating any long-term debt and liabilities. We currently have business checking and savings accounts in two banks (please find references from both banks attached), line of credit with zero balance and credit terms extended to us by many long-term suppliers. We are also a strong financial supporter of multiple industry associations and have been for many years.</p> <p>For illustration, please find attached letters of reference from our banks, suppliers, creditors, and associations.</p> <p>As a privately owned corporation, we have to opt out of providing detailed financial information that would become public record in accordance with Minnesota Statutes Section 13.591.</p>	*
14	What is your US market share for the Solutions that you are proposing?	According to the Sourcewell Annual Business Review dated March 2025, Greenfields leads the Outdoor Fitness category with a market share of 58.28%. Our installations can be found in all 50 states.	*
15	What is your Canadian market share for the Solutions that you are proposing?	While we currently have many projects installed in 7 Canadian provinces, exact market share statistics are not available. Our goal is to expand into all provinces and territories through Sourcewell and Canoe.	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	None, not applicable.	*

17	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>We are a unique combination of manufacturer, distributor/dealer/reseller, and service provider.</p> <p>17a) As a distributor, dealer, and reseller of our own brand Greenfields Outdoor Fitness, we use both a network of in-house (company-employed) representatives who engage in inside and outside sales, as well as an independent dealer network consisting of over 500 reps who are authorized to resell our brand in North and Central America. Our independent dealer network enhances our ability to reach the most potential customers.</p> <p>Greenfields philosophy is to allow access to ALL independent manufacturer reps to provide this much-needed amenity to the public. For this reason, Greenfields works with many reps in the parks and recreation industry, as well as reps within the indoor gym industry, some operating within the same geographic area, helping us achieve maximum market penetration.</p> <p>We are also an authorized distributor/reseller/dealer of shade canopies manufactured by Shade Systems. Please find written authorization attached. Shade Systems canopies complement our equipment and in turn help provide turnkey solutions for our customers. These additional amenities may be purchased directly through Greenfields as we strive to make the shopping experience for our customers as easy as possible.</p> <p>17b) As mentioned previously, Greenfields Outdoor Fitness both manufactures and services our own brand. Additionally, we facilitate installation services for our equipment and related amenities, allowing us to provide turnkey solutions for our customers.</p>	*
18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	Greenfields maintains a current business license and California reseller license. No other specific licenses are needed to sell our product. We work with multiple subcontractors and installers across the country to provide turnkey solutions for our customers. All subcontractors performing installations for Greenfields hold the valid licenses applicable in their state, i.e. general contractors licenses. State-specific sealed engineering drawings are provided per project as needed. When applicable, IPEMA surfacing certificates are provided to project owners as needed.	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	N/A – Greenfields has never been subject to a suspension or disbarment.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>Greenfields is a very strong supporter of the primary industries in which we operate, and has been recognized many times over the years for our contributions to the professional development of parks and recreation professionals and landscape architects. Greenfields has been recognized by organizations including but not limited to:</p> <ul style="list-style-type: none"> - National Recreation & Park Association (NRPA) - California Recreation & Park Association (CPRS), as well as various regions, districts, and sections within CPRS - Florida Recreation & Park Association (FRPA) <p>In addition, company leadership has been invited to join and actively participates on various boards, committees and initiatives, including:</p> <ul style="list-style-type: none"> - NRPA Business Council - NRPA Parks & Recreation Magazine Advisory Board - NRPA Advocacy efforts on Capitol Hill - ASTM F08.30 Outdoor Fitness Equipment Task Group 	*
21	What percentage of your sales are to the governmental sector in the past three years?	Sales to the governmental sector (U.S. and Canada) amounted to 79% of Greenfields' total sales for the period of Sep 2022 - Aug 2025.	*
22	What percentage of your sales are to the education sector in the past three years?	Sales to the education sector (U.S. and Canada) amounted to 10% of Greenfields' total sales for the period of Sep 2022 - Aug 2025.	*

23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	<p>Greenfields holds the following contracts:</p> <ul style="list-style-type: none"> - Sourcwell - Contract#010721-GRN - BuyBoard – Contract#781-25 - New Jersey State – Contract#23DPP00902 - GSA – Contract#GS030F086GA - CMAS – Contract#4-22-08-1040 <ul style="list-style-type: none"> - Clay County, FL - Palm Beach County, FL - Town of Davie, FL - County of Los Angeles, CA <p>As a privately owned corporation, we have to opt out of providing detailed financial information that would become public record in accordance with Minnesota Statutes Section 13.591.</p>
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	<p>Greenfields is a GSA contract holder.</p> <p>GSA Contract# GS03F086GA</p> <p>As a privately owned corporation, we have to opt out of providing detailed financial information that would become public record in accordance with Minnesota Statutes Section 13.591.</p>

Table 2B: References/Testimonials

Line Item 25. Supply reference information from three customers who are eligible to be Sourcwell participating entities.

Entity Name *	Contact Name *	Phone Number *	
CA - City of Bellflower Sourcwell Member# 20555	PJ Mellana Director of Parks	T: (562) 804-1424 ext.2265 E: pmellana@bellflower.org	*
FL - City of Miami Sourcwell Member# 87752	Tom Callutti Senior Construction Manager	T: 305-416-1253 E: tcalautti@miamigov.com	*
KS - City of Hutchinson Sourcwell Member# 152683	Justin Combs Director of Parks	T: 620-694-1912 E: Justin.Combs@hutchinsonks.gov	*
CANADA - BC - City of Chilliwack Canoe Member # BC1065	Richard Fortin Manager of Parks Planning	T: 604-703-4613 E: Fortin@Cilliwack.com	
CA - City of Bell Gardens Sourcwell Member# 94212	Bernardo Inguez Director of Public Works	T: 562-806-7770 E: BInguez@bellgardens.org	

Table 3: Ability to Sell and Deliver Solutions (150 Points)

Describe your company's capability to meet the needs of Sourcwell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *
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26	Sales force.	<p>Greenfields' sales force consists of our:</p> <ul style="list-style-type: none"> - In-house inside sales team - In-house outside sales team - An independent dealer network of manufacturer reps (reference question 27 for more detail) <p>Our in-house inside sales team maintains communication with house accounts, reaches out to potential customers, and supports our outside sales team. They are adept at responding to all incoming inquiries, whether by phone, email, website contact form submissions, or live web chat sessions, in a timely fashion. Furthermore, they work closely with our design team to create customized solutions that perfectly fit our clients' needs.</p> <p>Our in-house outside sales team members frequently travel around the U.S. and Canada, exhibiting at trade shows and representing the company at summits. At Greenfields, we believe in the personal touch and highly value relationships with our customers. We use technological tools such as Zoom as needed, but make it a point whenever possible to hold meetings and presentations in person.</p> <p>In addition to training on our diverse product solutions, installation techniques and considerations, and various industry protocols, our sales team receives extensive training on our Sourcewell contract to ensure it is used whenever possible.</p>	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	Our network of Authorized Sellers comprises 500+ manufacturer reps within our industry. All our authorized dealers have been thoroughly trained by Greenfields on how to use the Sourcewell contract and highlight its benefits to customers. Some of our dealers are already well familiar with Sourcewell, as they may have used the contract for other manufacturers.	*
28	Service force.	<p>Greenfields' service force consists of our Customer Support Center (CSC) and our Field Service Force.</p> <p>CUSTOMER SUPPORT CENTER (CSC):</p> <p>Greenfields has established our Customer Support Center (CSC) to accommodate the growth and need to support customers and installers worldwide. The purpose of the Customer Support Center is to handle all post-sale interactions.</p> <p>FIELD SERVICE FORCE:</p> <p>Our Field Service force consists of technicians thoroughly trained in our specific industry and Greenfields exercise equipment to be able to resolve any technical and/or maintenance needs.</p> <p>Both our technicians and our Customer Support Center team receive many positive reviews and feedback from satisfied customers. We pride ourselves in the friendliness, professionalism, and speed in which we resolve all customer service needs.</p>	*
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>GREENFIELDS ORDER PROCESS</p> <p>Our focus is to provide leading and innovative solutions for community success and to simplify the purchasing and ordering process for our customers.</p> <ul style="list-style-type: none"> · We communicate with the customer to determine their needs including intended demographics, available space, allocated budget, and any other specifications · We lead with the Sourcewell contract, propose and explain this option to the customer, emphasizing the benefits of an easy purchase reflecting Sourcewell discounted pricing without having to go through the expensive and lengthy public bid process · In case the customer is not a Sourcewell member yet, we answer any questions they may have about the Sourcewell purchase process and we highlight the benefits of the Sourcewell cooperative purchasing agreement. · When applicable, we guide customers to the Sourcewell website and explain the easy process of becoming a member · Finalize the project with customer, provide Customer quote with our Sourcewell contract# and Member ID number listed at the top, and the Sourcewell Discount after the Subtotal · Receive PO from customer, finalize sale <p>The ordering process is the same whether a direct sale is initiated through Greenfields or through our authorized dealer. All customer quotations are issued directly and tracked through Greenfields.</p>	*

30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>Our customer support team responds to customer requests received via phone, email, and our website. Our official customer support hours are 8am – 5pm, but our dedicated team works overtime on many occasions to make sure any customer needs are resolved as soon as possible. Phones are answered by a live person with no or minimal hold time during the hours 8am – 5pm.</p> <p>Written inquiries are addressed within minutes to an hour in most cases, and no later than 24 hours. Our dedicated and highly-trained team communicates with customers to identify needs, propose the best solution, and provide a written quote if needed.</p> <p>Upon customer approval, replacement parts are shipped within 24 hours for standard non-custom parts. Our field technicians are scheduled accordingly for service and/or repairs.</p> <p>We constantly monitor and review the customer service team performance and procedures to ensure our customer service is at the highest standard. Our commitment and effort is confirmed by satisfied customers who take time from their busy days to send us notes of appreciation. (please see attached).</p>	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	Absolutely! We have the ability and have been providing products and services to all of the United States within ALL categories of the Sourcewell membership - government, educational & nonprofit - and will continue to do so.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	We are able to and have been providing products and services to Sourcewell and Canoe members in Canada. As an example, just recently the City of Chilliwack, BC used our existing Sourcewell contract for repeat purchases of Greenfields Outdoor Fitness equipment.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Greenfields already fully serves and delivers to all 50 states in the U.S. as well as Canada through our existing Sourcewell contract and will continue to do so.	*
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	Greenfields serves all account types of participating entities. We will extend Sourcewell benefits to all members.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	No specific requirement or restrictions apply. We have been and are able to service all of Hawaii, Alaska and U.S. Territories without any restrictions. We offer the same price list and same discounts. As with all of our customers, shipping and delivery charges are calculated and quoted accordingly based on the final destination.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	YES, Greenfields will gladly extend member discounts to nonprofit organizations listed as Sourcewell members. As a matter of fact, we recently referred Christian Life Fellowship to become a Sourcewell member, so we could extend the contract benefits.	*

Table 4: Marketing Plan (75 Points)

Line Item	Question	Response *
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Since being awarded a Sourcewell contract in 2021, we have taken care to promote it in appropriate marketing initiatives to the fullest extent possible, highlighting the simplicity with which Sourcewell members can purchase Greenfields' equipment.</p> <p>In appreciation of how the Sourcewell contract has helped Greenfields grow our business, our in-house sales team is instructed to offer Sourcewell before any other purchasing contracts.</p> <p>Greenfields' marketing of our Sourcewell contract is facilitated by in-person events such as trade shows, summits, and presentations; catalogs and brochures; email marketing; social media; and our website.</p> <p>IN-PERSON EVENTS</p> <p>As our business is substantially driven by personal relationships, we exhibit at many trade shows throughout the year for parks & recreation and municipal government, both at the national and state levels:</p> <ul style="list-style-type: none"> - National Recreation & Park Association (NRPA) - California Parks & Recreation Society (CPRS) - Florida Recreation & Park Association (FRPA) - Illinois Assn. of Park Districts/Illinois Park & Recreation Association (IAPD/IPRA) - Texas Recreation and Park Society (TRAPS) - New Jersey Recreation & Park Association (NJRPA) - NCRPA (North Carolina Recreation & Park Association) - SCRPA (South Carolina Recreation & Park Association) - City Parks Alliance (Greater & Greener Conference) - Park Pride (Parks & Greenspace Conference)

- National League of Cities (NLC)
- California League of Cities
- Florida League of Cities (FLC)
- New Jersey League of Municipalities (NJLM)

We typically have one of the largest booths at these conferences, allowing us to give Sourcewell and Greenfields tremendous visibility, enhancing our position as a leader in the marketplace, and sending a strong message about the importance of outdoor fitness as an amenity uniquely positioned to serve entire communities. Further, we are involved with various parks and recreation organization events at the regional, district, and section level.

Our trade show presence also extends to shows for the landscape architecture industry, which supports the parks & recreation field, including but not limited to:

- American Society of Landscape Architects (ASLA)
- ASLA Florida
- ASLA Texas
- ASLA New Jersey

Booth staff members always lead with Sourcewell when discussing our purchasing contracts. Greenfields has and will continue to prominently display the Sourcewell logo (typically in the form of the teardrop flags) at all trade shows and other events geared to Sourcewell member audiences, specifically for municipal and parks and recreation sectors.

Beyond our booths at these trade shows, our substantial sponsorship commitments to these organizations - both at conferences and during the rest of the year - further enhances our impact.

SALES TEAM

Our sales presentations include information on our purchasing contracts, of which Sourcewell is the most highly promoted (reference "PowerPoint presentation contract purchasing slide.pdf" in the document upload section). We make it a point in these presentations to note that our Sourcewell award of 2021 was a game changer for both Greenfields and our industry as a whole. In addition to Greenfields' inside and outside sales teams actively promoting the contract to applicable customers (reference 26 for more detail), they reference our Sourcewell contract in their email signatures.

CATALOGS AND BROCHURES

- Dedicated digital Sourcewell flyer outlines the benefits of using the contract for purchases of Greenfields' equipment
- Our main catalog - the Ultimate Outdoor Fitness Sourcebook - contains a dedicated page for purchasing contracts, of which Sourcewell occupies the most prominent position.
- The Sourcewell logo is featured in other product-line or audience-specific literature, such as our "Commit to Accessibility" and "Ninja by Greenfields" brochures

EMAIL MARKETING, SOCIAL MEDIA, AND WEBSITE

Greenfields utilizes email marketing, social media, and our website to heighten awareness and explain the benefits of Sourcewell to our customers - for more detail, reference question 38.

Reference the attached samples of our marketing materials.

38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Greenfields has an expanding inbound and outbound digital marketing effort and a growing social media presence, including Facebook, Instagram, LinkedIn, YouTube, X, and Vimeo.</p> <p>Our website features Sourcewell in the footer, ensuring its appearance on all webpages. Sourcewell also occupies the top position on our Cooperative Purchasing webpage (https://gfoutdoorfitness.com/cooperative-purchasing/) that highlights all Greenfields contracts. Our dedicated Sourcewell webpage (https://gfoutdoorfitness.com/sourcewell/) highlights the benefits of the contract, features "The Sourcewell Advantage" video, and gives visitors a direct link to Sourcewell's webpage to drive new memberships.</p> <p>Greenfields has a large database of contacts which we target with our email marketing campaigns. Our email marketing platform is integrated with our CRM to enable sales team members to conduct informed, personalized outreach, addressing the prospect's demonstrated interests and improving both the timing and effectiveness of the follow-up.</p> <p>All emails sent to applicable audiences feature a contract purchasing block with Sourcewell prominently featured to help bring awareness to this purchasing option. Should our contract be renewed, a dedicated email like the one sent for our original award (reference document upload section) will again be deployed to our database of eligible customers.</p> <p>Our metadata usage consists of structured markup on our website which helps us provide rich search results. We are currently running several Google search and display campaigns to retarget website visitors, and some paid LinkedIn advertising.</p> <p>A recent LinkedIn post and dedicated email highlighted Sourcewell exclusively to further drive awareness among our followers.</p> <p>Finally, our Cooperative Purchasing options — Sourcewell being the first listed — are also included in the LinkTree link in our Instagram bio.</p>	*
39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>We would like to see Sourcewell promoting contract awardees to their Members via their website, social media, email marketing, publications, and events such as trade shows and summits to create mutually beneficial environments that allow us to serve many customers and communities nationwide.</p> <p>Since our 2021 award, we have seamlessly integrated a Sourcewell-awarded agreement into our sales process. Greenfields has developed and implemented an extensive education and training program for all our sales teams, incorporating Sourcewell-provided and Greenfields-created training and education materials. As a result, leading with the Sourcewell contract has become second nature.</p> <p>For further detail, reference question 26.</p>	*
40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	Greenfields does not utilize e-procurement solutions at this time	*

Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

Line Item	Question	Response *
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41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>We take great care to ensure that project owners/operators are able to maintain their Greenfields outdoor gyms to keep them in peak condition, and that end users have the available means to understand how to correctly use the equipment.</p> <p>Our training materials include the following:</p> <p>OWNERS / INSTALLERS / OPERATORS:</p> <p>- PRE-SALE</p> <p>Greenfields provides installation demonstration videos for both types of installation methods of our equipment (surface mount and in-ground) as well as detailed installation guides specifically for each of our Ninja Courses.</p> <p>- POST-SALE</p> <p>Greenfields' in-house Customer Support Center, aided by our field service technicians, guides installers worldwide and owner/operators through installation and equipment maintenance requirements.</p> <p>For every project, Greenfields provides an O&M (operation & maintenance) owners manual, which includes a service log, maintenance schedule, numbered replacement part diagrams, warranty details, copies of instruction labels, a touch-up guide, and installation instructions.</p> <p>This guidance and training is standard and complimentary with no additional cost to the member.</p> <p>END USERS:</p> <p>Greenfields provides video demonstrations for all our products, accessible at no charge on our website, by scanning a QR code on the equipment, and via our free App for iPhone and Android.</p> <p>On-site, in-person training is available upon request.</p>
42	Describe any technological advances that your proposed Solutions offer.	<p>We strive to stay on top of any technological advances applicable to our industry that can improve our customers' experience with Greenfields products and services.</p> <p>Our company leverages artificial intelligence as part of our commitment to applying the latest technologies available to humankind. We utilize AI in general business operations to increase efficiency, improve responsiveness, and support data-driven decision-making. AI enhances our ability to serve our customers with accuracy, speed, and innovation. As technology continues to evolve, we remain committed to responsibly adopting tools such as AI to better support our partners and the communities they serve.</p> <p>GREENFIELDS MOBILE APP</p> <p>The Greenfields Outdoor Fitness App is available for iPhone and Android and is free for users to download. The App allows users to:</p> <ul style="list-style-type: none"> - View outdoor fitness centers in their area - View exercise equipment available at each area - Link to a map app for directions - View video demos showing exercise options and correct usage of the units - Plan their workouts - Track their progress <p>Greenfields maintains an extensive library of demonstration videos, offering more exercise options than any other supplier.</p> <p>We have implemented the latest technology to streamline the ordering process, shipping, customer support and project designs. Our website is optimized to the most up-to-date standards.</p> <p>GREENFIELDS LIVE-CHAT</p> <p>We offer a live chat feature on our website which is staffed by members of our sales team during our business hours, allowing them to provide personalized responses in real time. Our customers are consistently impressed by the ease and speed with which they are able to receive answers via the chat module.</p> <p>Greenfields' adjustable resistance line features an industry-leading bi-directional resistance mechanism.</p> <p>Our research and design teams continually implement new and improved product designs and materials.</p>

43	Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>Outdoor fitness is naturally “green” and sustainable in that the equipment doesn’t require electricity - all units are human-powered. This also eliminates operational costs required by indoor fitness equipment - i.e. air conditioning, etc.</p> <p>Our company is committed to environmentally responsible practices in both production and daily operations. In our manufacturing process, among other materials we recycle excess steel, ensuring that these excess materials are diverted from landfills and reintroduced into the supply chain. Within our corporate offices, we have implemented comprehensive recycling programs to reduce waste and encourage sustainable practices among staff. These initiatives reflect our dedication to minimizing environmental impact and operating responsibly.</p>	*
44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	Third-party labels, ratings and certifications are currently not applicable to us; however, for green/sustainability factors, please refer to question 43.	*
45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	<p>WHAT MAKES US UNIQUE:</p> <p>At Greenfields Outdoor Fitness, our mission is to improve the overall health and well-being of local communities by creating multigenerational, accessible outdoor fitness centers at parks, schools, community centers, and more. We are one of the few providers that focus exclusively on outdoor fitness equipment, and this sole focus has allowed us to develop the most comprehensive product line in the industry. With the combination of our expertise and the personalized attention we devote to each project, our custom fitness zones help Sourcewell members truly serve people of all ages and abilities.</p> <p>Since the pandemic, there has been a nationwide recognition of the need for accessible outdoor recreation and wellness opportunities, and Greenfields has been at the forefront of this movement.</p> <p>WHAT MAKES OUR PROPOSED SOLUTIONS UNIQUE IN THE INDUSTRY</p> <ul style="list-style-type: none"> - Tailored Solutions for Every Demographic: We specialize in creating customized outdoor fitness environments that consider space, demographics, budget, and specific community needs. We have: <ul style="list-style-type: none"> - Widest selection of exercise units in the industry - Greatest ability to customize individual units - Greatest ability to create custom-designed gym layouts - Unique Solutions and Offerings: <ul style="list-style-type: none"> - Patented Wheelchair-Accessible Units (U.S. Patent 9,079,069 and 11,130,039) - Low-Impact Equipment - Adapts to individual users and incorporates a strong social component - Adjustable Resistance Machines – Offering the largest unit selection of fitness stations with adjustable resistance range second to none. The unique bi-directional resistance mechanism allows for two exercises (push & pulling actions) to be performed on the same unit. - Outdoor kickboxing zone - including Muay Thai and Speed Bag - Ninja Courses – Offering the greatest number of customizable features in the industry; designed to provide an enticing play-type environment for teens & young adults - a demographic recreation professionals find difficult to address, as standard playgrounds are designed for the 2-5 and 5-12 age groups - Customizable Obstacle Courses – Scalable for area size as well as different skill levels and age groups; widest selection of components available to customize course - Unique Product Development & Innovation: Developed in collaboration with the VA, the wheelchair-accessible versions of our Arm Curl and Rower further our commitment to those with mobility impairments - Complimentary Design & Customization Services <ul style="list-style-type: none"> - Rapid Turnaround Site Layouts: Customers receive professional layouts that help them visualize their projects. - Custom Colors & Branding: Equipment can be matched to school colors, community palettes, or donor requests. - Signage Options: Logos, donor recognition, multi-language instructions, and custom messaging. - Turnkey Solutions: Installation, surfacing, and shade available as needed - Our free mobile app for iOS and Android features the most outdoor exercise demos in the industry - Industry-Leading Delivery Time: Our streamlined processes and inventory management allow us to deliver in a fraction of the industry standard lead time 	*

46	<p>Describe in detail warranties offered and how they will be administered, including if they cover all products, parts, labor, technician travel, and geographic locations covered.</p>	<p>Our warranties cover all products, parts and labor.</p> <ul style="list-style-type: none">- Limited 10-year warranty on main post and metal structures- Limited 5-year warranty on moving parts, bearings, seats, backrests, and HDPE panels- Limited 3-year warranty on hydraulic pistons- Limited 2-year warranty on footrests, armrests, rubber parts, chains, other grips, and polyurethane components- Limited 1-year warranty on battle ropes, climbing ropes, suspension trainers and cargo nets <p>All warranties cover failure due to natural deterioration or manufacturing defects and do not include any cosmetic issues or wear and tear from normal use.</p> <p>When applicable, Greenfields covers the expense of technician's travel time and mileage to perform warranty repairs.</p> <p>We cover all geographic regions of the United States and Canada. In many cases, repairs can be performed by maintenance staff under the guidance of our trained technicians.</p> <p>Detailed warranty attached.</p>
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47	Describe how your products and/or services comply with all relevant accessibility requirements applicable in both the United States and Canada. Include details on how your organization ensures inclusivity and accommodates individuals with disabilities in the design, manufacture, installation, and support of your offerings.	<p>ACCESSIBILITY LEADERSHIP</p> <p>Greenfields Outdoor Fitness is the world leader in the push for accessibility in the recreation industry for several reasons. First, we offer twelve units developed specifically for those with mobility impairments – several of which offer exercises that are especially beneficial to those propelling manual wheelchairs.</p> <p>MANUFACTURING/ PATENTED WHEELCHAIR ACCESSIBLE PRODUCT LINE</p> <p>We hold multiple patents on our wheelchair accessible outdoor fitness equipment. The first, U.S. Patent 9,079,069, covers our line that allows those with mobility impairments to exercise on the same equipment as the able-bodied without requiring them to transfer from their wheelchairs, creating a highly inclusive fitness experience. The second patent covers our line of adjustable-resistance units adapted for use by those in wheelchairs. Developed in close collaboration with wheelchair users – including our accessibility advisor, paralympian Jennifer French, as well as personnel from the VA – these units allow those with mobility impairments the ability to customize the resistance level in the same manner as to those using the standard line – again, all without requiring them to transfer.</p> <p>COLLABORATION WITH THE DEPARTMENT OF VETERANS AFFAIRS (VA)</p> <p>We work closely with the VA to further develop our product offerings, ensuring that we provide the most opportunities for physical fitness to enhance quality of life for our veterans. Our recent collaboration resulted in the development of two new units in our Wheelchair Accessible product line.</p> <p>EDUCATIONAL SESSIONS</p> <p>In 2024 and 2025 at the request of NRPA in conjunction with the Business Council, Greenfields has provided and continues to provide high-quality education sessions to bring awareness and fresh ideas for supporting populations with disabilities in the recreation space. Our network allows us to marshal a wide range of talented and well-respected individuals with authority to speak on these topics. These sessions are provided at national and state conferences for both parks & recreation professionals and for landscape architects, and consistently receive high praise from attendees. Spearheaded by our accessibility advisor, these sessions present content in a way that is engaging and drives home key concepts, utilizing a variety of delivery methods including:</p> <ul style="list-style-type: none"> - Lectures - Multimedia - Expert panels - Audience polling - Roundtable discussions - Experiential activities <p>SITE DESIGN LAYOUTS/INSTALLATION</p> <p>During the process of planning a gym, Greenfields advises customers on best practices for accessibility, including site access and surfacing to facilitate easy navigation, and even to go beyond the mere requirements to ensure recreational areas are designed thoughtfully and are inviting as possible to potential users. Our customized site design layout services ensure that wheelchair accessibility requirements are met, working directly from guidelines from the Americans with Disabilities Act. This allows users to easily navigate and maneuver through our outdoor gyms with or without a caregiver present, as well as transfer to standard units should they desire.</p> <p>PRODUCT LABELS</p> <p>Our product labels feature written explanations detailing proper equipment use and safety guidelines, as well as illustrations showing how to perform each exercise. Additionally, users can scan QR codes on unit labels to view video demonstrations.</p> <p>7 PRINCIPLES OF INCLUSIVE DESIGN FRAMEWORK</p> <p>We are guided in these efforts by the 7 principles of inclusive design framework developed by the Center for Universal Design at North Carolina State University.</p>
48	Identify any industry certification(s) that your business or the products included in your proposal have attained or received.	<p>Greenfields holds two patents on our Wheelchair Accessible line of fitness equipment: U.S. 9,079,069 for units operating on a leverage system, and U.S. 11,130,039 for units utilizing a mechanism that provides two-way resistance (both pushing and pulling actions) with resistance levels adjustable by the end user. A third patent for our Wheelchair Accessible line is currently under review by the U.S. Patent Office.</p> <p>Greenfields recently released a modified version of one of our obstacle courses that has been certified by a CPSI (Certified Playground Safety Inspector) for use in environments geared to ages 5-12.</p>

49	Describe any manufacturing processes or material specification-related attributes that differentiate your offering from your competitors.	<p>As Greenfields Outdoor Fitness provides equipment to the entire U.S., Canada, and beyond, we manufacture all our products to ensure longevity in continued, unsupervised use in any environment. Our equipment has proven its durability in urban areas such as inner-city Los Angeles, Chicago, Houston, Miami and Detroit; tropical locales such as Hawaii, Florida, and the Caribbean; snow-prone climates in the northern U.S. and most Canadian provinces; and dry, arid locations like the Arizona desert.</p> <p>All steel components are galvanized and powder-coated</p> <p>Enhanced manufacturing process for units installed near saltwater bodies</p> <p>Stainless-steel hardware</p> <p>Steel-core cables</p> <p>HPDE seats, backrests, and footrests for low heat conductivity and durability</p> <p>Units with moving parts use sealed ball bearings that do not require lubrication</p> <p>SafeStop feature limits range of movement to protect both users and equipment</p> <p>Adjustable resistance units utilize a highly durable hydraulic piston that is field tested and resistant to vandalism</p>
50	Describe how your offering addresses the needs of user's safety, well-being, and range or level of accessibility.	<p>Creating safe, accessible and engaging avenues that allow everyone to strive towards health and wellness is a top priority for Greenfields. We do this in several different ways, pertaining to users' safety, well-being, and level of accessibility.</p> <p>SAFETY</p> <p>Safety is integrated into the design of every Greenfields unit and layout:</p> <ul style="list-style-type: none"> - Greenfields' Adjustable Resistance Series features bidirectional pistons to eliminate recoil - Greenfields implements SafeStop technology that internally limits the range of motion to protect users and equipment - Fall-attenuating surfacing is installed when necessary, following ASTM standards (*See more detailed info regarding fall-attenuating surfacing at the end of this question's response) - Greenfields offers a 10-year warranty policy that includes maintenance - HDPE backrests, seats, and armrests minimize heat conductivity - Antimicrobial silicone grips prevent the spread of germs between uses - Shade structure offerings protect users from the sun - User instruction labels which include a QR code to a video demonstration of the unit, to promote safe usage of the equipment - Age-Appropriate signs <p>WELL-BEING</p> <p>The stewardship of well-being is integrated into the core of outdoor fitness, with the outdoor environment, socialization, and exercise all contributing both mental and physical benefits. Greenfields' intentional ways of fostering well-being include:</p> <ul style="list-style-type: none"> - Designing outdoor fitness zones so to promote socialization - Creating multigenerational spaces for entire families to enjoy by offering fitness products that cater to a wide variety of interests and fitness goals - Making fitness enticing through options that make exercise fun — such as Ninja Courses, Obstacle Courses, and multi-user units designed to facilitate interaction - Intentional selection of packages or units from our 8 product lines that fit the needs of each unique community, based on the ages, interests, and abilities of community members: <ul style="list-style-type: none"> - Teens and young adults: Ninja Courses, Boxing Zones, and Obstacle Courses that make exercise exciting. - Parents: Adjustable Resistance units that allow parents to personalize their workout intensity while watching their children play nearby. - Seniors: Units from the Low Impact and Balance & Agility lines are easy on the joints while building the strength and mobility to prevent falls, which is the leading cause of injury amongst older adults. - Wheelchair users: Units that allow wheelchair users to strengthen muscles commonly used or injured by those in wheelchairs without requiring them to leave their chair. - Advanced athletes: Calisthenics Rigs that have nearly infinite exercise options. <p>ACCESSIBILITY</p> <p>Greenfields recognizes that among users with mobility impairments, there is a wide range of ability levels and multiple types of mobility devices used by these individuals. As the leader in recreational accessibility, Greenfields goes beyond mere ADA compliance to create truly inviting environments for people of all abilities using all types of mobility devices:</p> <ul style="list-style-type: none"> - Greenfields offers 12 Wheelchair Accessible units usable by those in wheelchairs without requiring them to leave their chairs - Greenfields holds two patents (U.S. Patents 9,079,069 and 11,130,039) on its Wheelchair Accessible outdoor fitness equipment

		<p>Several of Greenfields' units exercise key muscles used by those propelling manual wheelchairs and/or strengthen the reverse muscles from this activity, helping to prevent common injuries</p> <ul style="list-style-type: none"> - Collaboration with Veterans' Affairs and Spinal Cord Injury facilities, as well as our accessibility advisor, promote comfortability and functionality of Wheelchair Accessible units. - Greenfields creates inclusive spaces for those in wheelchairs to work out alongside able-bodied peers by integrating Wheelchair Accessible options in the same blueprint as units for able-bodied individuals, and offering units where a wheelchair user and able-bodied individual can work out on opposite sides of the same unit. - Greenfields' custom-designed fitness areas leave wide clearance zones between units to allow easy navigation of wheelchairs and strollers. - As a leader in recreational accessibility, Greenfields educates others on ways to create inclusive spaces for people of all abilities through their mixed media channels and hosting of educational sessions at Conferences. <p>Greenfields also encourages accessible fitness by:</p> <ul style="list-style-type: none"> - Designing outdoor fitness zones that are free for community members, eliminating the cost factor that deters people from joining gyms. - Making fitness more inviting for people of all exercise backgrounds by designing fitness units with moving parts that are more intuitive and provide easier exercise options than the calisthenics options of static equipment. Each unit also includes visual and written instructions, as well as a QR code linking to a video demonstration. <p>*FALL ATTENUATING SURFACING To meet the ASTM F3101-21A Standard requirement for safety surfacing, Greenfields specifies the CFH (Critical Fall Height) for all fitness units and components in each design layout. Critical Fall height is specified as the distance from the designated use surface to the surface below, and follows the same rules applied to playgrounds. For example, in a seated position, the CFH will be from the seat to the floor below. In the case of a pull-up bar, it will be the distance from the top of the bar to the ground below. For the finish wall of the Ninja Course, it will be the top landing platform, etc. The decision of which type of fall attenuating surface material to use is ultimately up to the owner. The options include but are not limited to synthetic turf, engineered wood fiber, rubber tiles, and poured-in-place EPDM, to name a few. The thickness of each material recommended for a given CFH will vary by the manufacturer of the surfacing. Greenfields recognizes the owner may prefer one surfacing supplier over another. All we ask is that the material thickness meets the IPEMA requirement for the published CFH, and that the installer/supplier provides the owner with IPEMA Certification stating that the installed surfacing meets the required minimum CFH.</p>
51	Describe how your offering addresses the customer's desire to customize the offering.	<p>CUSTOMIZED SITE LAYOUT DESIGN & MOCKUPS</p> <p>Greenfields Outdoor Fitness provides complimentary custom fitness zone layouts in the form of 3D renderings. When applicable, these renderings can be inserted into photos of the intended site, helping customers visualize the completed project.</p> <p>CUSTOMIZED UNIT SELECTION</p> <ul style="list-style-type: none"> - Our customers can mix and match units from various product lines to meet their space, budget, demographic, and visual needs, thanks to our vast product offering. - We offer the ability to fit within specific space requirements or areas with unusual shapes. - Custom color options are available for all Greenfields units. - Customers can select their surfacing material and amenities for turnkey projects. <p>CUSTOMIZED NINJA & OBSTACLE COURSES</p> <p>Ninja & Obstacle Courses can be customized upon request. Greenfields has installed Ninja Courses in middle schools featuring custom colors and school logos, a modified Finish Wall two feet taller than the standard model, and step-up clamp additions for shorter users. Obstacle courses can be customized & certified to meet the 5-12 age group (elementary school).</p> <p>CUSTOMIZED CALISTHENICS RIGS</p> <p>Our calisthenics line also features a wide range of customization options, including the ability to configure the layouts of rigs to specific space requirements and the ability to choose exercise components.</p> <p>SITE AMENITIES</p> <p>Greenfields provides site amenities - including shade, benches, trash receptacles, and bike racks - as part of our Sourcewell contract offering, allowing customers to create true fitness destinations</p>

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment	
52	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
53		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
54		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
55		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
56		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
57		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
58		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
59		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
60		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*

Table 6A: Pricing (400 Points, applies to Table 6A and 6B)

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
61	Describe your payment terms and accepted payment methods.	Greenfields' payment terms are Net 30 for all public agencies. Accepted payment methods are check and EFT/ Wire transfer. Credit cards are accepted for replacement parts orders.	*
62	Describe any leasing or financing options available for use by educational or governmental entities.	Greenfields offers leasing and financing options available for use by educational or governmental entities through National Cooperative Leasing	*
63	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	<p>Standard transaction documents used by Greenfields are:</p> <ul style="list-style-type: none"> - Customer Sourcewell Quotes provided upon any inquiry to the customer to assure transparency and accuracy - Customer Order Confirmation - to confirm items ordered, quantity, colors, etc. - Customer Invoice - provided for billing - Customer Packing Slip - provided upon shipping. <p>Terms & Conditions are listed on the Customer Quote & Customer Invoice. Templates attached.</p>	*

64	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	Greenfields accepts P-card as a form of payment. We charge 3.5% processing fee on Credit Card transactions. This fee is fully absorbed by the credit card processing portals.	*
65	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcwell discounted price) on all of the items that you want Sourcwell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Greenfields pricing model consists of 7% - 25% line item discount based on our current MSRP price list, product category discounts of 7 - 25% and volume discounts (see question 67). Some price increase may be applicable annually due to changes in material costs and other aspects. The proposed 7% - 25% contract discount will be applied to the most current price. All pricing is listed in U.S. dollars. Pricing materials are uploaded. Exercise Equipment 7% Shade Canopies: 7% Installation: 7% Replacement Parts: 25% MSRP Price list attached	*
66	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	7% - 25% discount from current MSRP price list. Exercise Equipment 7% Shade Canopies: 7% Installation: 7% Replacement Parts: 25%	*
67	Describe any quantity or volume discounts or rebate programs that you offer.	Greenfields offers volume discount (based on per order amount) in addition to the standard line item discount of 7% - 25% offered to Sourcwell members as follows: \$300K - \$499K + 1% \$500K - \$749K + 3% Above - \$750K + 5%	*
68	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	Greenfields has the ability and capability to provide open market items to the Sourcwell member based on customer needs and their project needs. Any open market item or nonstandard options would be carefully reviewed with the customer assuring the best price. We can offer site amenities as an open market items to assure a turnkey project for customer if desired. Any open market items or nonstandard options will be quoted to customer ahead of time under Sourcwell contract.	*
69	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Additional costs may occur in case there are additional requirements based on the site location, local government permitting fees, additional concrete and/ or labor required. These additional costs, if necessary for project completion sometimes imposed by Cities or Counties i.e building permits are obtained and quoted to the customer ahead of time directly by Greenfields. We have included the basic construction costs for turnkey projects in this RFP pricelist. At the time of this proposal, there are no costs associated with or required for pre-delivery inspections, set-up or mandatory training.	*
70	If freight, delivery, or shipping is an additional cost to the Sourcwell participating entity, describe in detail the complete freight, shipping, and delivery program.	Greenfields' product consists of very heavy steel based exercise equipment. Due to the nature of our product, shipping is an additional cost to our customers. Greenfields uses multiple third party freight carriers to ensure the best and most economical delivery method for our customers. Shipping charge is quoted ahead of time to the customer on the Customer Quote document. Each order is carefully and safely packed and wrapped inside a large wooden crate (or multiple crates) to prevent damage during transfer. Each crate is clearly marked with the project name, delivery address, crate contents and other details. Our logistics department team communicates closely with each customer to coordinate flawless shipping and delivery to their desired location.	*
71	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	The same shipping and delivery program and procedure applies as to the continental United States. For Alaska and Hawaii or any offshore U.S. locations, we calculate the estimated delivery time and cost implementing the same shipping procedures and quote the customer ahead of time. Same procedure applies for Canada with the exception of importing/ exporting documentation and fees. We communicate with each customer in Canada regarding the importing/ exporting process. We either use our customer's preferred broker – if they have a preference or we use Greenfields broker to export the goods. As with any other sale, all shipping and delivery fees are obtained and quoted to the customer ahead of time. Ensuring the most economical option for our customers.	*

72	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Greenfields maintains a steady inventory of components needed to build its exercise equipment units. This allows Greenfields to offer the fastest delivery schedule in the industry. Standard Lead-time to ship out is 3-4 weeks (depends on workload at time of order). Rush orders can be prioritized to ship out within 1-2 weeks (depends on workload at time of order) Custom orders require an additional time for design and fabrication and lead time is provided to the customer at the time of inquiry. Our product is carefully wrapped and packed in large wooden crates at our distribution facility. Most of our exercise equipment units are delivered to the customer fully assembled and diligently wrapped to prevent any damage during transportation. We communicate dimensions and weight as well as tracking information and provide receiving instructions in advance.	*
73	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	We ensure that Sourcewell participating entities get the correct pricing by internally verifying each customer quote. When a customer quote is generated, it goes through multiple internal channels, starting with the sales representative, project manager, the estimator and moving to the accounting department. Compliance and pricing are therefore at least triple checked on each order. Greenfields already implements a self-audit process to verify internal processes and sales tracking. Greenfields accounting system and sales force system already have such tracking in place to identify and track sales by their origin/ source. Accounting department prepares monthly and quarterly sales reports for Sourcewell tracking code under our current existing Sourcewell contract. This report is verified and validated by Accounting manager first, we double check and compare all PO's and Salesforce tracking against the report. After report is validated by the Accounting Dept, it is submitted to Greenfields upper management and Greenfields CEO for final approval. All quarterly reports and admin fees payments are provided with utmost accuracy and in a timely manner. Order documentation including invoices for all Sourcewell sales are available for review upon request.	*
74	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	With an award of Sourcewell contract 2025 Greenfields will continue to track our success rate as we currently do under our existing Sourcewell contract. Greenfields has experienced a tremendous success in offering customers the use of Sourcewell contract to simplify their purchasing process. Our performance and success is measured by monthly reports generated via Salesforce as well as our accounting system. As one example, by comparing monthly, quarterly and annual sales volume per contract/ region/ type of customer/ product category to assess the strongest areas or success as well as areas of any potentially needed improvement. These reports are analyzed in detail by management and decision makers to evaluate performance and establish course of action for an upcoming time segment.	*
75	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	Greenfields proposes a 2% administrative fee payable to Sourcewell. This fee is calculated quarterly for all Sourcewell sales per contract.	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments	
76	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	Price list is attached	*

Table 7A: Depth and Breadth of Offered Solutions (225 Points, applies to Table 7A and 7B)

Line Item	Question	Response *
77	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>Greenfields Outdoor Fitness specializes in permanently-installed outdoor fitness equipment, designed for use in public spaces primarily by individuals aged 14 and older. We also offer related products and services including site amenities such as benches and trash receptacles as well as shade structures, and can provide installation services (including fall attenuating surfacing) across the U.S. for customers looking for turnkey projects.</p> <p>Beyond simply offering a product, Greenfields ensures that the solutions will best fit the needs of each community by taking the time to understand the target demographics, and designing the unit selection and layout to best serve the intended users.</p> <p>Our product lines include the following categories, all constructed to design specifications ensuring long-term performance in any environment:</p> <p>NINJA COURSES, of which we currently offer 6, designed to create a playground-like environment for older kids - who recreation professionals find especially challenging to engage - and bridge the gap between play and fitness. A distinguishing feature of the Courses is the Finish Wall, modeled after the iconic "Warp Wall" on the American Ninja Warrior TV show, giving kids the thrill of emulating their favorite athletes.</p> <p>OBSTACLE COURSES with elements such as climbing nets, slalom poles, and jump steps, offering a high degree of layout customization and the ability to create courses geared to the 5-12 age group.</p> <p>CALISTHENICS (Functional Fitness) equipment, including a.) "Rigs" (highly-customizable structures consisting of posts connected by bars and featuring any of our two dozen-plus available features such as adjustable suspension trainers, Swedish ladders, captain's chairs, are more) and b.) standalone elements such as kettlebell stations, parallel bars, pull-up bars, and sit-up benches.</p> <p>BOXING units, including elements such as the Kickboxing Station and the Muay Thai Boxing Station, to facilitate high-intensity cardio workouts</p> <p>ADJUSTABLE RESISTANCE units, which provide resistance via a piston incorporating two-way resistance for maximum results</p> <p>WHEELCHAIR ACCESSIBLE units, with two patented design types: a.) Wheelchair accessible units using a fixed weight for resistance, usually taking the form of a dual-user unit, one side of which is designed for a wheelchair user and the other side offering a seat for an able-bodied person. b.) Wheelchair accessible units utilizing the piston in the aforementioned adjustable resistance units, allowing those in wheelchairs to tailor the amount of resistance to their own ability level</p> <p>LOW-IMPACT equipment, including units working off a percentage of the user's bodyweight through a leverage system. These units are typically designed to accommodate 2-4 users exercising simultaneously but independently of each other, and are highly popular with older adults.</p> <p>BALANCE & AGILITY units, such as balance beams and resistance-free stretching apparatuses, designed to help older adults recover some of their lost agility and maintain balance to help prevent falls.</p> <p>SITE LAYOUT DESIGN - a complimentary service we offer, in which we take key info collected in our discovery process with customers and create customized layouts, superimposing 3D renderings into customer-provided photos to provide high-quality visualizations for project owners, donors, project managers, and bidders</p> <p>TURNKEY PROJECTS - facilitation of all aspects of outdoor gym installation including shade (when requested) and surfacing</p> <p>Greenfields does not offer USED products.</p>

78	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Subcategories that best describe our products and services within this RFP: Calisthenics/functional fitness equipment Adjustable resistance outdoor fitness equipment Ninja Courses Obstacle & challenge courses Adaptive fitness equipment Wheelchair accessible fitness equipment Low-impact fitness equipment Older adult / senior fitness equipment Balance-enhancing fitness equipment Shade structures Turnkey outdoor fitness installations Fitness App Boxing / kickboxing equipment Custom signage Workout signage Treadmills Cardio fitness equipment Fitness trail equipment Site layout design services Exercise circuits Aerobic steps Elliptical motion equipment Heavy bags, kickboxing Rowing machines Ski simulators Stair climbers Stationary bikes Stationary hand bike Stationary bikes, upright Stationary bikes, recumbent Disabled/handicapped/rehab equipment Youth fitness equipment Abdominal equipment Chin-up bars Kettlebells Multistation units Stretching apparatus Suspension training apparatus	*
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Table 7B: Depth and Breadth of Offered Solutions

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

Line Item	Category or Type	Offered *	Include which ones you are offering	
79	Category 1 Select only ONE of the Categories below to respond to, NOT multiple categories. A proposer would respond here if their primary offering is Water Play or Aquatic Equipment, including but not limited to: a) Water play and aquatic recreational structures and equipment, including, but not limited to: splash pads, waterparks, slides, docks, walkways, playable fountains, ground sprays and activity towers;	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*

80	<p>Category 2 Select only ONE of the Categories below to respond to, NOT multiple categories. A proposer would respond here if their primary offering is Outdoor Site Amenities and Furnishings, including but not limited to:</p> <p>a) Benches, picnic tables, bike racks, waste receptacles; b) Dog Park solutions; c) Playground and aquatic surfacing and fall protection; d) Shade coverings</p>	<p><input checked="" type="radio"/> Yes <input type="radio"/> No</p>	<p>d) Shade coverings</p> <p>As part of providing a turnkey projects for customers, Greenfields will add shade covering over its fitness stations.</p> <p>Every shade structure is customized for its project to include state specific Professional Engineer Sealed Engineering & Calculation. Shade design provided by Greenfields are included in but not limited to:</p> <ul style="list-style-type: none"> - Square & Rectangular Mega Span Design - Hexagon & Octagon Design - Wraparound Single Cantilever - Single & Double Cantilever - Standard & Offset T-Cantilever - Arc Cantilever - Sails - Multi-Level Sails - Quadruple Extended Offset Single Post Pyramid - Multi-Panel Rectangle Mega Span 	*
81	<p>Category 3 Select only ONE of the Categories below to respond to, NOT multiple categories. A proposer would respond here if their primary offering is Outdoor Fitness, including but not limited to:</p> <p>a) Fitness equipment and related accessories of commercial grade (or better), principally designed or intended for use in an outdoor setting for activities such as:</p> <p>i. Cardio training; ii. Strength, agility, and mobility training; and iii. Vocational and exercise/sports rehabilitation or therapy of joint and muscle injuries.</p>	<p><input checked="" type="radio"/> Yes <input type="radio"/> No</p>	<p>a) i. Cardio training equipment</p> <p>Single Cross-Country Ski 2-Person Air Walker 2-Person Cross-Country Ski Equipment-Free Workout Sign Elliptical Cross Trainer Single Air Walker Hand Cycle Accessible Hand Cycle Recumbent Bike Recumbent Bike - Cycle Only Upright Bike Stepper (adjustable resistance) Curved Treadmill</p> <p>ii Strength, agility, and mobility training</p> <p>STRENGTH Push-Up Bar 2-Person Dip Station 2-Person Push-Up & Dip Station 2-Person Captain's Chair & Dip Station 2-Person Incline Sit-Up Benches (Config. A , B and C) 5-Person Multi-Level Bars - Assisted Pull-Up / Push-up 6-Person Multi-Level Bars 3-Person Multi-Level Bars 2-Person Back & Arms Combo Parallel Bars 2-Person Pull-Up Station 3-Person Pull-Up Station Single Pull-Up Station 2-Person Vertical Press 2-Person Lat Pull 2-Person Chest Press 2-Person Combo Lat Pull & Vertical Press 2-Person Combo Butterfly & Reverse Fly 2-Person Pull-Up & Dip Station 3-Person Static Combo 4-Person Functional Fitness Station 6-Person Static Combo</p>	

8-Person Linear Combo
 7-Person Functional Fitness Combo
 Rowing Machine
 Leg Extension
 2-Person Leg Press
 4-Person Leg Press
 Captain's Chair
 3-Person Fitness Post
 2-Person Static Combo
 Horizontal Ladder
 S-Shape Ladder
 Wave Ladder
 4-Person Combo Bars
 8-Person Static Combo
 10-Person Static Combo
 19-Person Static Combo
 13-Person Cross Fitness Rig
 Functional Fitness Rig
 X-Rig
 Compact Functional Fitness Rig
 25-Person Mega Functional Fitness Rig
 Margaret Pace Functional Fitness Rig
 12-Person Challenge Fitness Rig
 Hexagon Extreme Functional Fitness Rig
 Exercise Bench
 Plyometric Steps (Set of 3)
 Pommel Horse
 Multi-Level Fitness Rack
 23-Person ROTC Rig
 3-Person Kettlebell Station
 Adjustable Sit Up Bench
 4-Person Climbing Pod
 Butterfly (adjustable resistance)
 Ab Toner (adjustable resistance)
 Leg Press (adjustable resistance)
 Squat (adjustable resistance)
 Inner Thigh Adductor (adjustable resistance)
 Back Extension Pro
 Tai-Chi (with resistance)
 Sit-Up Bench
 Tricep Press (adjustable resistance)
 Chest Press (adjustable resistance)
 Vertical Press (adjustable resistance)
 Shoulder Press (adjustable resistance)
 Arm Curl (adjustable resistance)
 Hip Twist (adjustable resistance)
 Rower (adjustable resistance)
 Stepper (adjustable resistance)
 Bench Press (adjustable resistance)
 Leg Extension & Curl (adjustable resistance)
 Kickboxing Station
 Muay Thai Boxing Station
 Speed Bag & Adjustable Suspension Trainer
 Ninja Training Ground

 AGILITY
 A-Frame Ladder
 S-Shape Jump Bar
 3-Beam Jump Bars
 Balance Steps (Set of 7)
 Balance Beam
 Over & Under Bars (Set of 4)
 Slalom Course
 Round Plyometric Steps (Set of 3)
 6x7 Cargo Net
 Jump Over Wall
 Jump Over Low Wall
 2-Person 10' Rope Climb
 10' Cargo Net Climb
 8' Rope Wall Climb
 Upper Body Agility Station

Ab Coaster
 Balancing Plate
 Ninja Course 1
 Ninja Course 2
 Ninja Course 3
 Ninja Course 4
 Ninja Course 5
 Ninja Course 6
 Obstacle Course 1
 Obstacle Course 2 (certified for ages 5-12)
 Obstacle Course 3

 LOW IMPACT MOBILITY
 Single Cross-Country Ski
 4-Person Lower Body Combo
 4-Person Pendulum, Abs, & Dip Station
 2-Person Air Walker
 2-Person Cross-Country Ski
 Assisted Balance Walk
 Elliptical Cross Trainer
 Balance Steps (Set of 7)
 Balance Beam
 Single Air Walker
 Recumbent Bike
 2-Person Accessible Shoulder Wheel Hand Cycle
 Recumbent Bike - Cycle Only
 Upright Bike
 Curved Treadmill

 ACCESSIBILITY
 2-Person Accessible Vertical Press
 2-Person Accessible Lat Pull
 2-Person Accessible Chest Press
 2-Person Accessible Combo Lat Pull & Vertical Press
 2-Person Accessible Combo Butterfly & Reverse Fly (Config. A or B)
 Double Accessible Combo Butterfly & Reverse Fly
 Accessible Pull-Up Combo
 Accessible Tricep Press (adjustable resistance)
 Accessible Vertical Press (adjustable resistance)
 Accessible Shoulder Press (adjustable resistance)
 Accessible Arm Curl (adjustable resistance)
 Accessible Hand Cycle
 Accessible Rower (with resistance)

 iii. Vocational and exercise/sports rehabilitation or therapy of joint and muscle injuries.

 Greenfields has worked with a variety of VA Medical Centers, including with SCI (Spinal Cord Injury) programs. Additionally, we have provided equipment to senior facilities to complement their fall prevention efforts. Reference interview at 1:39 in this video:
<https://gfoutdoorfitness.com/discovery-village-boynton-beach/>

 ACCESSIBILITY
 2-Person Accessible Vertical Press
 2-Person Accessible Lat Pull
 2-Person Accessible Chest Press
 2-Person Accessible Combo Lat Pull & Vertical Press
 2-Person Accessible Combo Butterfly

			<div><div>& Reverse Fly (Config. A or B)</div><div>Double Accessible Combo Butterfly & Reverse Fly</div><div>Accessible Pull-Up Combo</div><div>Accessible Tricep Press (adjustable resistance)</div><div>Accessible Vertical Press (adjustable resistance)</div><div>Accessible Shoulder Press (adjustable resistance)</div><div>Accessible Arm Curl (adjustable resistance)</div><div>Accessible Hand Cycle</div><div>Accessible Rower (with resistance)</div><div>LOW IMPACT MOBILITY</div><div>Single Cross-Country Ski</div><div>4-Person Lower Body Combo</div><div>4-Person Pendulum, Abs, & Dip Station</div><div>2-Person Air Walker</div><div>2-Person Cross-Country Ski</div><div>Assisted Balance Walk</div><div>Elliptical Cross Trainer</div><div>Balance Steps (Set of 7)</div><div>Balance Beam</div><div>Single Air Walker</div><div>Recumbent Bike</div><div>2-Person Accessible Shoulder Wheel Hand Cycle</div><div>Recumbent Bike - Cycle Only</div><div>Upright Bike</div><div>Curved Treadmill</div></div>	
82	<div>Category 4 Select only ONE of the Categories below to respond to, NOT multiple categories. A proposer would respond here if they have Playgrounds AND one or more of b, c, or d, including but not limited to:</div> <div>a) Playgrounds</div> <div>and at least one of the following:</div> <div>b) Water Play or Aquatic Equipment (See Category 1, above);</div> <div>c) Outdoor Site Amenities and Furnishings (See Category 2, above); and</div> <div>d) Outdoor Fitness (See Category 3, above).</div>	<div><div>Yes</div><div>No</div></div>	N/A	*

83	Services and equipment related to the Category you are responding to, please indicate what in the box. This section is for all categories offered.	<div><input checked="" type="radio"/> Yes</div> <div><input type="radio"/> No</div>	<p>Greenfields is pleased to offer the following services and equipment related to our category:</p> <p>COMPLIMENTARY SITE LAYOUT DESIGN SERVICES - our highly experienced design team creates site specific custom layouts, including 3D simulations using site photos when available</p> <p>CUSTOMER SUPPORT CENTER available by email and phone to address installation and maintenance inquiries in a timely manner</p> <p>REPLACEMENT PARTS available to ship within 24 hours for standard-color orders</p> <p>MARKETING SUPPORT for fitness center openings, including but not limited to press releases, promotional photos and videos</p> <p>SHADE SOLUTIONS custom-designed for each project with many color options available</p> <p>CUSTOM COLOR available</p> <p>UNIT CUSTOMIZATION - upon request, Greenfields will can customize units to customer specifications such as height and crossbar length</p> <p>SITE AMENITIES including benches, bike racks, and trash receptacles, enabling our gyms to become true fitness destinations</p> <p>TURNKEY PROJECTS/INSTALLATION including shade (when requested) and surfacing</p>
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Table 8: Exceptions to Terms, Conditions, or Specifications Form

Line Item 84. NOTICE: To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

Do you have exceptions or modifications to propose?	Acknowledgement *
	<div><input type="radio"/> Yes</div> <div><input checked="" type="radio"/> No</div>

Documents

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

- 1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
- 2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
- 3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.

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

- [Pricing](#) - RFP101625 - 2025 MSRP Price List - Greenfields Outdoor Fitness.pdf - Tuesday October 14, 2025 19:11:48
- [Financial Strength and Stability](#) - RFP101625 - Financial Strenght and Stability - Greenfields.zip - Tuesday October 14, 2025 19:14:25
- [Marketing Plan/Samples](#) - RFP101625 - Marketing Plan_ Samples-Greenfields.zip - Tuesday October 14, 2025 22:50:36
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - RFP101625 - Standard Transaction Documents-Greenfields.zip - Tuesday October 14, 2025 22:51:05
- Requested Exceptions (optional)
- [Upload Additional Document](#) - RFP101625 - Additional Documents - Greenfields.zip - Tuesday October 14, 2025 22:51:27

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT OF COMPLIANCE

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

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.
3. The Proposer certifies that:
 - (1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-
 - (i) Those prices;
 - (ii) The intention to submit an offer; or
 - (iii) The methods or factors used to calculate the prices offered.
 - (2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and
 - (3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.
5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.
6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.
7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
8. Proposer its employees, agents, and subcontractors are not:
 1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
 2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
 3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☒ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Samuel Mendelsohn, President/ CEO, Greenfields Outdoor Fitness, Inc.

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

☐ Yes ☒ No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum 3 Playground Equipment Outdoor Fitness RFP 101625 Fri October 3 2025 04:18 PM	<input checked="" type="checkbox"/>	4
Addendum 2 Playground Equipment Outdoor Fitness RFP 101625 Wed October 1 2025 11:49 AM	<input checked="" type="checkbox"/>	3
Addendum 1 Playground Equip Outdoor Fitness RFP 101625 Wed September 24 2025 01:18 PM	<input checked="" type="checkbox"/>	2