

**COOPERATIVE PURCHASING AGREEMENT
BETWEEN
THE TOWN OF FOUNTAIN HILLS
AND
AA ANCHOR FENCE, INC.
D/B/A ASSOCIATED FENCE OF GLENDALE**

THIS COOPERATIVE PURCHASING AGREEMENT (this "Agreement") is entered into as of May 31, 2017, between the Town of Fountain Hills, an Arizona municipal corporation (the "Town"), and AA Anchor Fence, Inc., an Arizona corporation, dba Associated Fence of Glendale (the "Job Order Contractor").

RECITALS

A. After a competitive procurement process, Mohave Educational Services Cooperative, Inc. ("Mohave") entered into Contract No. 15J-AFCO-1102, dated November 2, 2015, as amended by the Agreement to Amend, dated June 14, 2016, the Agreement to Amend, dated September 6, 2016, and the Extension of Contract, dated September 22, 2016 (collectively, the "Mohave Contract"), for the Job Order Contractor to provide job order contracting for fencing. A copy of the Mohave Contract is attached hereto as Exhibit A and incorporated herein by reference, to the extent not inconsistent with this Agreement.

B. The Town is permitted, pursuant to Section 3-3-27 of the Town Code, to make purchases under the Mohave Contract, at its discretion and with the agreement of the awarded Job Order Contractor, and the Mohave Contract permits its cooperative use by other public entities, including the Town.

C. The Town and the Job Order Contractor desire to enter into this Agreement for the purpose of (i) acknowledging their cooperative contractual relationship under the Mohave Contract and this Agreement, (ii) establishing the terms and conditions by which the Job Order Contractor may provide the Town with job order contracting for fencing, as more particularly set forth in Section 2 below on an "as-required" basis (the "Materials and Services") and (iii) setting the maximum aggregate amount to be expended pursuant to this Agreement related to the Materials and Services.

AGREEMENT

NOW, THEREFORE, in consideration of the foregoing introduction and recitals, which are incorporated herein by reference, the following mutual covenants and conditions, and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Town and the Job Order Contractor hereby agree as follows:

1. Term of Agreement. This Agreement shall be effective as of the date first set forth above and shall remain in full force and effect until November 1, 2017, unless terminated as otherwise provided in this Agreement or the Mohave Contract.

2. Scope of Work. This is an indefinite quantity and indefinite delivery Agreement for Materials and Services under the terms and conditions of the Mohave Contract. The Town does not guarantee any minimum or maximum number of purchases will be made pursuant to this Agreement. Purchases will only be made when the Town identifies a need and proper authorization and documentation have been approved. For purchase(s) determined by the Town to be appropriate for this Agreement, the Job Order Contractor shall provide the Materials and Services to the Town in such quantities and configurations agreed upon between the parties, in a written invoice, quote, job order or other form of written agreement describing the work to be completed (each, a "Job Order"). Each Job Order approved and accepted by the parties pursuant to this Agreement shall (i) contain a reference to this Agreement and the Mohave Contract and (ii) be attached hereto as Exhibit B and incorporated herein by reference. Job Orders submitted without referencing this Agreement and the Mohave Contract will be subject to rejection.

2.1 Inspection; Acceptance. All Materials and Services are subject to final inspection and acceptance by the Town. Materials failing to conform to the requirements of this Agreement and/or the Mohave Contract will be held at Job Order Contractor's risk and may be returned to the Job Order Contractor. If so returned, all costs are the responsibility of the Job Order Contractor. Upon discovery of non-conforming Materials or Services, the Town may elect to do any or all of the following by written notice to the Job Order Contractor: (i) waive the non-conformance; (ii) stop the work immediately; or (iii) bring Materials or Service into compliance and withhold the cost of same from any payments due to the Job Order Contractor.

2.2 Cancellation. The Town reserves the right to cancel Job Orders within a reasonable period of time after issuance. Should a Job Order be canceled, the Town agrees to reimburse the Job Order Contractor, but only for actual and documentable costs incurred by the Job Order Contractor due to and after issuance of the Job Order. The Town will not reimburse the Job Order Contractor for any costs incurred after receipt of Town notice of cancellation, or for lost profits, shipment of product prior to issuance of Job Order or for anything not expressly permitted pursuant to this Agreement.

3. Compensation. The Town shall pay Job Order Contractor an aggregate amount not to exceed \$25,000.00 for the Materials and Services at the unit rates set forth in the Mohave Contract.

4. Payments. The Town shall pay the Job Order Contractor monthly, based upon acceptance and delivery of Materials and/or Services performed and completed to date, and upon submission and approval of invoices. Each invoice shall (i) contain a reference to this Agreement and the Mohave Contract and (ii) document and itemize all work completed to date. The invoice statement shall include a record of materials delivered, time expended and work performed in sufficient detail to justify payment. Additionally, invoices submitted without referencing this Agreement and the Mohave Contract will be subject to rejection and may be returned.

5. Records and Audit Rights. To ensure that the Job Order Contractor and its subcontractors are complying with the warranty under Section 6 below, Job Order Contractor's and its subcontractors' books, records, correspondence, accounting procedures and practices, and any other supporting evidence relating to this Agreement, including the papers of any Job Order

Contractor and its subcontractors' employees who perform any work or services pursuant to this Agreement (all of the foregoing hereinafter referred to as "Records"), shall be open to inspection and subject to audit and/or reproduction during normal working hours by the Town, to the extent necessary to adequately permit (i) evaluation and verification of any invoices, payments or claims based on Job Order Contractor's and its subcontractors' actual costs (including direct and indirect costs and overhead allocations) incurred, or units expended directly in the performance of work under this Agreement and (ii) evaluation of the Job Order Contractor's and its subcontractors' compliance with the Arizona employer sanctions laws referenced in Section 6 below. To the extent necessary for the Town to audit Records as set forth in this Section, Job Order Contractor and its subcontractors hereby waive any rights to keep such Records confidential. For the purpose of evaluating or verifying such actual or claimed costs or units expended, the Town shall have access to said Records, even if located at its subcontractors' facilities, from the effective date of this Agreement for the duration of the work and until three years after the date of final payment by the Town to Job Order Contractor pursuant to this Agreement. Job Order Contractor and its subcontractors shall provide the Town with adequate and appropriate workspace so that the Town can conduct audits in compliance with the provisions of this Section. The Town shall give Job Order Contractor or its subcontractors reasonable advance notice of intended audits. Job Order Contractor shall require its subcontractors to comply with the provisions of this Section by insertion of the requirements hereof in any subcontract pursuant to this Agreement.

6. E-verify Requirements. To the extent applicable under ARIZ. REV. STAT. § 41-4401, the Job Order Contractor and its subcontractors warrant compliance with all federal immigration laws and regulations that relate to their employees and their compliance with the E-verify requirements under ARIZ. REV. STAT. § 23-214(A). Job Order Contractor's or its subcontractors' failure to comply with such warranty shall be deemed a material breach of this Agreement and may result in the termination of this Agreement by the Town.

7. Israel. Job Order Contractor certifies that it is not currently engaged in, and agrees for the duration of this Agreement that it will not engage in a "boycott," as that term is defined in ARIZ. REV. STAT. § 35-393, of Israel.

8. Conflict of Interest. This Agreement may be canceled by the Town pursuant to ARIZ. REV. STAT. § 38-511.

9. Applicable Law; Venue. This Agreement shall be governed by the laws of the State of Arizona and a suit pertaining to this Agreement may be brought only in courts in Maricopa County, Arizona.

10. Agreement Subject to Appropriation. The Town is obligated only to pay its obligations set forth in this Agreement as may lawfully be made from funds appropriated and budgeted for that purpose during the Town's then current fiscal year. The Town's obligations under this Agreement are current expenses subject to the "budget law" and the unfettered legislative discretion of the Town concerning budgeted purposes and appropriation of funds. Should the Town elect not to appropriate and budget funds to pay its Agreement obligations, this Agreement shall be deemed terminated at the end of the then-current fiscal year term for which such funds were appropriated and budgeted for such purpose and the Town shall be relieved of

any subsequent obligation under this Agreement. The parties agree that the Town has no obligation or duty of good faith to budget or appropriate the payment of the Town's obligations set forth in this Agreement in any budget in any fiscal year other than the fiscal year in which this Agreement is executed and delivered. The Town shall be the sole judge and authority in determining the availability of funds for its obligations under this Agreement. The Town shall keep Job Order Contractor informed as to the availability of funds for this Agreement. The obligation of the Town to make any payment pursuant to this Agreement is not a general obligation or indebtedness of the Town. Job Order Contractor hereby waives any and all rights to bring any claim against the Town from or relating in any way to the Town's termination of this Agreement pursuant to this section.

11. Conflicting Terms. In the event of any inconsistency, conflict or ambiguity among the terms of this Agreement, any Town-approved Job Orders, the Mohave Contract and invoices, the documents shall govern in the order listed herein. Notwithstanding the foregoing, and in conformity with Section 2 above, unauthorized exceptions, conditions, limitations or provisions in conflict with the terms of this Agreement or the Mohave Contract (collectively, the "Unauthorized Conditions"), other than the Town's project-specific requirements, are expressly declared void and shall be of no force and effect. Acceptance by the Town of any Job Order or invoice containing any such Unauthorized Conditions or failure to demand full compliance with the terms and conditions set forth in this Agreement or under the Mohave Contract shall not alter such terms and conditions or relieve Job Order Contractor from, nor be construed or deemed a waiver of, its requirements and obligations in the performance of this Agreement.

12. Rights and Privileges. To the extent provided under the Mohave Contract, the Town shall be afforded all of the rights and privileges afforded to Mohave and shall be "Mohave" (as defined in the Mohave Contract) for the purposes of the portions of the Mohave Contract that are incorporated herein by reference.

13. Indemnification; Insurance. In addition to and in no way limiting the provisions set forth in Section 12 above, the Town shall be afforded all of the insurance coverage and indemnifications afforded to Mohave to the extent provided under the Mohave Contract, and such insurance coverage and indemnifications shall inure and apply with equal effect to the Town under this Agreement including, but not limited to, the Job Order Contractor's obligation to provide the indemnification and insurance. In any event, the Job Order Contractor shall indemnify, defend and hold harmless the Town and each council member, officer, employee or agent thereof (the Town and any such person being herein called an "Indemnified Party"), for, from and against any and all losses, claims, damages, liabilities, costs and expenses (including, but not limited to, reasonable attorneys' fees, court costs and the costs of appellate proceedings) to which any such Indemnified Party may become subject, under any theory of liability whatsoever ("Claims"), insofar as such Claims (or actions in respect thereof) relate to, arise out of, or are caused by or based upon the negligent acts, intentional misconduct, errors, mistakes or omissions, in connection with the work or services of the Job Order Contractor, its officers, employees, agents, or any tier of subcontractor in the performance of this Agreement.

14. Notices and Requests. Any notice or other communication required or permitted to be given under this Agreement shall be in writing and shall be deemed to have been duly given if (i) delivered to the party at the address set forth below, (ii) deposited in the U.S. Mail,

registered or certified, return receipt requested, to the address set forth below or (iii) given to a recognized and reputable overnight delivery service, to the address set forth below:

If to the Town: Town of Fountain Hills
16705 East Avenue of the Fountains
Fountain Hills, Arizona 85268
Attn: Grady E. Miller, Town Manager

With copy to: GUST ROSENFELD P.L.C.
One East Washington Street, Suite 1600
Phoenix, Arizona 85004-2553
Attn: Andrew J. McGuire

If to Job Order
Contractor: AA Anchor Fence, Inc.,
d/b/a Associated Fence of Glendale
8320 North 67th Avenue
Glendale, Arizona 85302
Attn: Dennis West

or at such other address, and to the attention of such other person or officer, as any party may designate in writing by notice duly given pursuant to this subsection. Notices shall be deemed received (i) when delivered to the party, (ii) three business days after being placed in the U.S. Mail, properly addressed, with sufficient postage or (iii) the following business day after being given to a recognized overnight delivery service, with the person giving the notice paying all required charges and instructing the delivery service to deliver on the following business day. If a copy of a notice is also given to a party's counsel or other recipient, the provisions above governing the date on which a notice is deemed to have been received by a party shall mean and refer to the date on which the party, and not its counsel or other recipient to which a copy of the notice may be sent, is deemed to have received the notice.

[SIGNATURES ON FOLLOWING PAGES]

IN WITNESS WHEREOF, the parties hereto have executed this Agreement as of the date and year first set forth above.

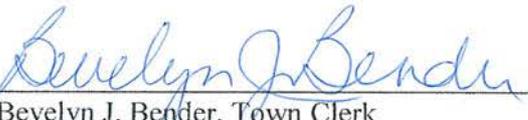
“Town”

TOWN OF FOUNTAIN HILLS,
an Arizona municipal corporation


Grady E. Miller, Town Manager

CR
6/1/17

ATTEST:

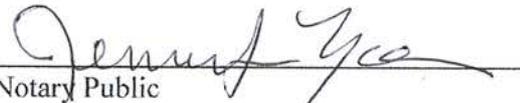

Bevelyn J. Bender, Town Clerk

(ACKNOWLEDGMENT)

STATE OF ARIZONA)
) ss.
COUNTY OF MARICOPA)

On June 7, 2017, before me personally appeared Grady E. Miller, the Town Manager of the TOWN OF FOUNTAIN HILLS, an Arizona municipal corporation, whose identity was proven to me on the basis of satisfactory evidence to be the person who he claims to be, and acknowledged that he signed the above document, on behalf of the Town of Fountain Hills.




Notary Public

(Affix notary seal here)

[SIGNATURES CONTINUE ON FOLLOWING PAGE]

“Job Order Contractor”

AA ANCHOR FENCE, INC.,
an Arizona corporation, dba
ASSOCIATED FENCE OF GLENDALE

By: *Dennis West*

Name: *DENNIS WEST*

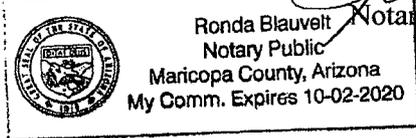
Title: *PM*

(ACKNOWLEDGMENT)

STATE OF ARIZONA)
) ss.
COUNTY OF MARICOPA)

On *June 1*, 2017, before me personally appeared *Dennis West*, the *PM* of AA ANCHOR FENCE, INC., an Arizona corporation, dba ASSOCIATED FENCE OF GLENDALE, whose identity was proven to me on the basis of satisfactory evidence to be the person who he/she claims to be, and acknowledged that he/she signed the above document on behalf of the limited liability company.

Ronda Blauvelt



(Affix notary seal here)

EXHIBIT A
TO
COOPERATIVE PURCHASING AGREEMENT
BETWEEN
THE TOWN OF FOUNTAIN HILLS
AND
AA ANCHOR FENCE, INC.
D/B/A ASSOCIATED FENCE OF GLENDALE

[Mohave Contract]

See following pages.



9/22/2016

Extension of Contract (Page 1 of 3)

Ryan Blauvelt
Associated Fence Company
8320 North 67th Ave.
Glendale , AZ 85302

RE: Contract # 15J-AFCO-1102 Extension Agreement made by and between Associated Fence Company and Mohave Educational Services Cooperative (Mohave).

In accordance with its terms, Mohave desires to extend contract 15J-AFCO-1102 for a period of one (1) year, beginning 11/2/2016. The extension shall be under the same terms and conditions contained therein.

Please indicate your desire to extend by completing the appropriate information below and on the following pages. If the contract is extended, Associated Fence Company agrees to provide products or prices as per 15J-0828.

We desire to **extend** the contract as specified above, and agree to abide by the original terms & conditions, and any attached clarifications.

Signature  Title President
Typed/Printed Name Ryan Blauvelt Date September 23, 2016

Please check the information below.

POs Att: Order Desk
Associated Fence Company
8320 North 67th Ave.
Glendale , AZ 85302

Remit to: Associated Fence Company
Accounts Receivable
8320 North 67th Ave.
Glendale , AZ 85302

Member Contact: Dennis West
Contract Administrator: Ryan Blauvelt
Phone Number: 623-247-5896
Fax Number: 623-939-1940

If both pages of this notice are not received at Mohave's Kingman office on or before 11/2/2016, orders may be held without processing. Email or Fax completed extension to contracts@mesc.org or (928) 718-3238

To terminate contract 15J-AFCO-1102 effective 11/2/2016, send a notice of such to (928) 718-3238 or email contracts@mesc.org. You agree to complete any authorized work or orders received prior to that date.

Extension of Contract

(Page 2 of 3)

Pricing Update

We list your contract as utilizing UPB Multiplier. Please confirm the following regarding pricing under your contract:

Our contract utilized firm-fixed pricing. We agree to hold the current prices until the next contract renewal date of 11/02/2017.

Our contract utilized percentage off MSRP/Retail pricing. The current price lists/catalogs are still applicable.

We will provide new price lists/catalog by _____. (Insert Date)

Remember that your firm cannot quote any new products contained in pricing submitted with your contract renewal until it has been reviewed and approved by your Contract Specialist. Current contract pricing will remain in effect until new pricing has been reviewed and approved.

Vendor Logo

Currently, we have the following logo on our website for our members to view:



If you wish to revise or update the information, keep the following key points in mind:

- *What file types are acceptable?* Vector point files are highly recommended (such as .ai or .eps files). If you don't have access to a vector file, a large hi-resolution (approx. 150-300 dpi) JPEG, TIFF, BITMAP, GIF or PNG file will work. Having a high dpi will help keep images looking sharp if we need to resize the logo.
- *What file size is recommended?* There is no limitation to the logo file size.

Vendor Benefits Description

Currently, we have the following information on our website detailing the benefits of your contract for our members to view:

Extension of Contract

(Page 3 of 3)

Vendor Benefits Description (continued)

If you wish to revise or update the information, keep the following key points in mind:

- The description should be 150-200 words that explain the benefits that your company can provide to our members through your Mohave contract.
- This description should give a brief overview for members who may be accessing information about your contract via our Product Vendor Finder.
- Please note that Mohave reserves the right to revise or modify the information provided either for content or length.

Email any information corrections, or additional information to contracts@mesc.org. If you have any questions, contact your Contract Specialist either via email mike@mesc.org or phone <<csInfo::csphone>>.

September 6, 2016

Agreement To Amend the Terms and Conditions for Certification

In order for Mohave Educational Services Cooperative, Inc.'s (Mohave's) contracts to comply with new legislation that went into effect August 6, 2016, Mohave is amending its existing contracts. This law "*prohibits public entities from entering into contract with a company to acquire or dispose of services, supplies from information technology or construction, unless the contract includes a written certification that the company is not currently engaged in, and agrees for the duration of the contract to not engage in, a boycott of Israel.*"

The Terms and Conditions of your contract have been modified as follows:

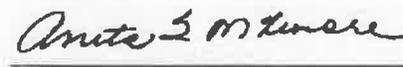
2. CERTIFICATION

By signing the amendment below, offeror certifies the following:

- Offeror shall comply with ARS §35-393.01 and certify that they are not currently engaged in, and agree that for the duration of the contract to not engage in, a boycott of Israel.


Ryan Blauvelt
Associated Fence Company

Dated 9/7/2016


Dated September 6, 2016
Anita McLemore, Interim Executive Director
Mohave Educational Services Cooperative, Inc.



**Mohave Contract
15J-AFCO-1102**

**Associated Fence Company
Via Email**

June 14, 2016

Agreement To Amend The Standard Terms And Conditions for Construction; Performance And Payment Bonds

Mohave Educational Services Cooperative, Inc.'s (Mohave) previous contract requirements for payment and performance bonding included reference to statute, title, and/or rules, and specific vendor actions, and acknowledgment from the member when waiving performance and payment bonding. However, these requirements may not be applicable to all members. This amendment replaces the previous requirements in the Special Terms and Conditions regarding issuing performance and payment bonds. The Special Terms and Conditions have been modified as follows:

12 . PERFORMANCE AND PAYMENT BONDS

- 12.1. Issuing performance and payment bonds:** It shall be the sole responsibility of the member to determine if any applicable performance and payment bonding requirements apply to the procurement under an awarded contract. Member must request that the contract vendor provide the performance and payment bonds that meets the requirements prior to project implementation.

The contract vendor shall supply Mohave with a copy of the procured bonds upon request. If the contract vendor fails to deliver any required performance or payment bonds requested by the member, the contract with Mohave may be canceled.

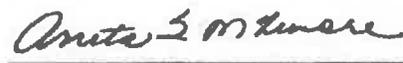
- 12.2. Payment bond requirement:** An irrevocable payment bond shall be executed in an amount equal to 100% of the price specified in the contract between the member and the contract vendor by a surety company authorized to do business in Arizona. This bond will protect all persons supplying labor and material to the contract vendor for the performance of the work provided in the contract.

- 12.3. Performance bond requirement:** An irrevocable performance bond shall be executed in an amount equal to 100% of the price specified in the contract between the member and the contract vendor by a surety company authorized to do business in Arizona.

This agreement shall be effective July 1, 2016. Signature below indicates agreement to modifications as listed above.


Ryan Blauvelt
Associated Fence Company

Dated 6/15/16


Anita McLemore, Interim Executive Director
Mohave Educational Services Cooperative, Inc.
Dated June 14, 2016



NOTIFICATION OF AWARD LETTER

10/22/15

Sent this day via email to ryanb@associatedfence.net

Vincent "Ryan" Blauvelt, Corporate Secretary
Associated Fence Company
7630 N 67th Avenue
Glendale, AZ 85301

Congratulations, Associated Fence Company's response has been awarded a contract under RFP 15J-0828. Attached is a copy of the contract signature page. Important notes and action items regarding the award are listed on the following pages. **Some action items contain important deadlines noted in bold font. Be sure to meet the requests and/or requirements on or before the deadlines noted.**

Your organization is bound by the terms of this contract; **only items specifically requested in this solicitation and awarded in your response to this solicitation will be authorized/allowed.**

Advise your Mohave customers to make purchase orders out to Associated Fence Company. In the event you receive a purchase order from a member that does not contain the "MESC REVIEWED" stamp, it should be faxed to (928-718-3232), or emailed (orders@mesc.org) to Mohave for review.

Do not perform any work or provide any products until you receive a "MESC Reviewed" purchase order.

We highly recommend having your staff review our vendor information pages at (<http://www.mesc.org/resources-brochures>) to learn more about working with Mohave. Especially helpful is the Vendor Handbook.

The procurement file for RFP 15J-0828 shall be made available for public inspection on October 23, 2015.

Please check all the entries on the contract record attached. You may make additions or revisions to the description (40 words or less), contact persons, etc. Email back any changes as soon as possible to michael@mesc.org.

Your contract number is 15J-AFCO-1102 and will take effect on November 2, 2015.

If you have any questions regarding your new contract, please call me at (928) 718-3222. We look forward to working with you and your company in the future.

Michael S. Carter, CPPB
Contract Specialist I

Offer and Acceptance Form

Place after Tab 1a

RFP 15J-0828 Job Order Contracting for Fencing

To Mohave Educational Services Cooperative, Inc.:

The undersigned hereby certifies understanding and compliance with the requirements in all terms, conditions, specifications and amendments. Offeror further agrees to furnish materials and/or services in compliance with all terms, conditions, specifications and amendments in the solicitation and any written exceptions in the offer.

Federal Employer Identification Number 86-0707834

Company Name Associated Fence Company

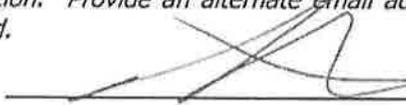
Address 7630 N 67th Avenue City Glendale State AZ Zip 85301

Telephone Number (623) 247-5896

Printed Name Vincent "Ryan" Blauvelt Title Corporate Secretary

Primary Email RyanB@AssociatedFence.Net Alternate email VinceB@AssociatedFence.Net

Note: The primary email address will be used for all communication from Mohave regarding your response to this solicitation. Provide an alternate email address that will be used **only** if the primary email address is not valid.

Authorized Signature 

The Offer and Acceptance Form should be submitted with a signature by the person authorized to sign the proposal. The person signing the proposal shall initial erasures, interlineations, or other modifications in proposal. Failure to sign the Offer and Acceptance Form, or to make other notations as indicated, may result in rejection of proposal.

The contract vendor shall not commence any billable work or provide any material or service under this contract unless and until contract vendor receives a purchase order with Mohave's review noted.

Acceptance of Offer and Contract Award (Mohave Only)

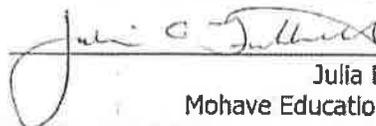
Your Proposal is Hereby Accepted:

As an awarded contract vendor, you are now bound to sell the materials and/or services offered to and accepted by Mohave in accordance with the solicitation, including all terms, conditions, specifications, and amendments.

This Contract shall be referred to as Contract Number 15J-AFCO-1102

Awarded this 22nd day of October 2015.

This contract shall be effective this 2nd day of November 2015.



Julia E. Tribbett, Executive Director
Mohave Educational Services Cooperative, Inc.



15J-AFCO-1102 Table of Contents

Associated Fence Company Response to Request for Proposal 15J-0828 Job Order Contracting for Fencing.....	2
Associated Fence Company Response to Request for Qualifications 15J-0626 Job Order Contracting for Fencing	117

Click section title to be taken directly to that section.



ARIZONA COOPERATIVE PURCHASING

REQUEST FOR PROPOSAL 15J-0828

Job Order Contracting for Fencing

Pursuant to the provisions in the Arizona procurement rules and code, Mohave Educational Services Cooperative, Inc. seeks proposals to establish contracts for Job Order Contracting for Fencing.

Due Date and Time: August 28, 2015 at 3:00 p.m. (local Arizona time)

Pre-proposal Conference: None

Last Day For Questions: August 21, 2015 at 5:00 p.m. (local Arizona time)

RFP Questions Must Be Directed To:

Michael S. Carter, CPPB, Contract Specialist I
Email: contracts@mesc.org
Telephone: (928) 718-3222

This solicitation consists of Instructions to Offeror and Checklist Form, scope of work, specifications, evaluation requirements, Special Terms and Conditions, General Terms and Conditions, Standard Terms and Conditions for Construction, past performance and management plans, price proposal, award criteria, offer and acceptance form, and form of contract. Offerors are strongly encouraged to carefully read the entire contents of this solicitation prior to submitting a proposal. Failure to examine any of the requirements will be at the offeror's sole risk.

To be considered, proposals shall be delivered to Mohave Educational Services Cooperative, Inc. (Attn: Contracts Dept.), 625 East Beale Street, Kingman, AZ 86401 in a sealed envelope or package with RFP 15J-0828, offeror's name, mailing address, proposal due date and time clearly indicated on the envelope or package. Proposals must be in the actual possession of Mohave on, or prior to, the exact time and date indicated above. Proposals shall be opened immediately following the proposal due date and time, with the name of each offeror publicly read and recorded. Late proposals shall not be considered. Kingman is considered a "rural" area by many express delivery carriers and thus, they do not guarantee priority (next day) delivery by a specific time. Prospective offerors are encouraged to keep this in mind when arranging delivery of their proposals and are advised herein that late proposals shall be handled as specified by Arizona procurement rules and code.

Mohave reserves the right to cancel this solicitation and/or reject all proposals in whole, or in part, if Mohave determines that cancellation and/or rejection is advantageous to Mohave and/or its members.

Julia E. Tribbett
Executive Director
Mohave Educational Services Cooperative, Inc.

Publish Date: July 31, 2015

Template Rev. 15-08

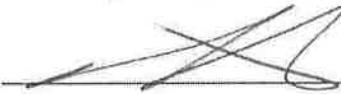
15J-AFCO-1102 Table of Contents Associated Fence Company Response to RFP 15J-0828

Tab 1A – Signed Offer and Acceptance Form	See document 6. 15JAFCO1102 Award, Extensions and Amendments
Tab 1B – Amendments	3
Tab 1C – General Terms & Conditions and Standard Terms and Conditions for Construction	5
Tab 1D – Special Terms and Conditions	29
Tab 1E – Scope of Work/Services	34
Tab 1F – Original Bid Bond/Alternate Bid Security and Bonding Capacity	45
Tab 2A – Method of Approach and Qualifications and Experience	48
Tab 2B – Past Performance and Management Plans	63
Tab 2C – Certificate of Insurance	Please call Mohave for information.
Tab 2D – Financial Information	All financial information is kept confidential and has been removed.
Tab 3 – Price Proposals	See document 7. 15JAFCO1102 Pricing Summary.
Tab 4A – Primary Contract Documents, Support and Maintenance Information	102
Tab 4B – Sample Supplemental or End-User Agreement(s)	105
Tab 5 – Additional Information	Please call Mohave for information.

Click section title to be taken directly to that section.

**Amendment 1
Request for Proposal 15J-0828
Job Order Contracting for Fencing**

Amendment 1 is hereby made part of the solicitation documents and shall be included in all submitted formal sealed proposals. Offerors shall formally acknowledge receipt of Amendment 1 by including this page, signing, and dating the following statement:

Amendment 1 is acknowledged by:  _____

Printed Name and Title: Vincent "Ryan" Blauvelt – Corporate Secretary

Name of Firm: Associated Fence

Date: August 12, 2015

Place a signed copy of Amendment 1 after Tab 1b in your formal proposal binder.

Note: The published due date and time of August 28, 2015, at 3:00 p.m. (local Arizona time) has not been changed.

The following specification for **1.2 Pricing – Unit Price Book Requirements (UPB)** has been revised to include any taxes for materials per current applicable Arizona Department of Revenue requirements:

Specification	Comply	Deviate*
1.2.05 Coefficients shall include all costs associated with performing the work contained in the UPB. Such costs include, but are not limited to: the direct cost of doing the work; labor; overhead; general and administrative; profit; project office expenses; mobilization and close-out costs; incidental costs, insurance; compliance with current applicable federal, state and local laws and codes; applicable taxes on materials , protective clothing and equipment; traffic and work site barriers; computer systems and software; vehicles, maintenance and fuel; and all contingencies connected to performing the work. <i>No additional payment will be allowed for these Items.</i>	✓	

All questions regarding Request for Proposal 15J-0828 should be directed to:

Michael S. Carter, CPPB, Contract Specialist I
Email: contracts@mesc.org
Telephone: (928) 718-3228



Julia E. Tribbett
Executive Director
Mohave Educational Services Cooperative, Inc.

Publish Date: August 7, 2015

**Amendment 2
Request for Proposal 15J-0828
Job Order Contracting for Fencing**

Amendment 2 is hereby made part of the solicitation documents and shall be included in all submitted formal sealed proposals. Offerors shall formally acknowledge receipt of Amendment 2 by including this page, signing, and dating the following statement:

Amendment 2 is acknowledged by: _____

Printed Name and Title: Vincent "Ryan" Blauvelt

Name of Firm: Associated Fence

Date: August 18, 2015

Place a signed copy of Amendment 2 after Tab 1b in your formal proposal binder.

Note: The published due date and time of August 28, 2015, at 3:00 p.m. (local Arizona time) has not been changed.

The following General Term and Condition for **23.3 Pricing – Pre-tax prices** has been revised as follows:

23.3 Pre-tax prices: All applicable taxes must be listed as a separate item on all invoices and will be paid by member issuing the purchase order.

All questions regarding Request for Proposal 15J-0828 should be directed to:

Michael S. Carter, CPPB, Contract Specialist I
Email: contracts@mesc.org
Telephone: (928) 718-3228



**Julia E. Tribbett
Executive Director
Mohave Educational Services Cooperative, Inc.**

Publish Date: August 18, 2015

General Terms and Conditions

Place after Tab 1c

1. CANCELLATION

1.1. Cancellation for bankruptcy or acquisition: Mohave reserves the right to cancel, or suspend the use of, any contract if contract vendor files for bankruptcy protection, or is acquired by an independent third party. If Mohave cancels the contract, the cancellation clause will be exercised, as required.

1.2. Cancellation for conflict of interest: Mohave may cancel this contract pursuant to ARS §38-511 for conflict of interest. Conflict of interest occurs if any person significantly involved in initiating, negotiating, securing, drafting or creating the contract on behalf of Mohave, is or becomes at any time while the contract or an extension of the contract is in effect, an employee of, or a consultant to, any other party to the contract, with respect to the subject matter of the contract. Members shall incur no penalty or further obligation if the contract is cancelled for conflict of interest. A written notice of cancellation shall be sent to the contract vendor and the effective date of cancellation shall be the date specified within the written notice of cancellation.

1.3. Cancellation for convenience: Mohave reserves the right to immediately cancel the contract without penalty or recourse, in whole or in part, when Mohave determines that action to be in the best interests of its members. Contract vendor shall be entitled to receive just and equitable compensation in accordance with applicable contract pricing for authorized work in progress, authorized work completed and materials accepted before the effective date of the cancellation.

1.4. Cancellation for non-performance or contract vendor deficiency: Mohave may terminate any contract if members have not used the contract, or if purchase volume is determined to be "low volume" in any 12-month period. Mohave reserves the right to cancel the whole or any part of this contract due to failure by contract vendor to carry out any obligation, term or condition of the contract. Mohave may issue a written deficiency notice to contract vendor for acting or failing to act in any of the following:

- Failing to comply with the accepted terms and conditions of the contract;
- Providing material that does not meet the specifications of the contract;
- Providing work and/or material that was not awarded under the contract;
- Failing to adequately perform the services set forth in the scope of work/services and specifications;
- Failing to complete required work or furnish required materials within a reasonable amount of time;
- Failing to make progress in performance of the contract and/or giving Mohave reason to believe that contract vendor will not or cannot perform the requirements of the contract
- Failing to provide required performance bonds;
- Performing work or providing services under the contract prior to receiving a Mohave reviewed member purchase order for such work.

Upon receipt of a written deficiency notice, contract vendor shall have ten (10) days to provide a satisfactory response to Mohave to adequately address all issues of concern. Failure to adequately address all issues of concern may result in contract cancellation. Upon cancellation under this clause, all goods, materials and work paid for by the member, along with documents, data and reports prepared by contract vendor under the contract shall become the property of the member.

1.5. Cancellation for replacement: Mohave reserves the right to cancel a contract awarded under this solicitation, if a new solicitation has been issued and a contract has been awarded to the same contract vendor for similar goods and services. Mohave may, at its option, either replace a contract resulting from this solicitation or delay a new award until the existing contract expires. The decision to delay or replace the contract rests solely with Mohave.

1.6. Contract vendor cancellation: Contract vendor may cancel this contract at any time upon thirty (30) days prior written notice to Mohave or at time of annual contract renewal. Termination shall have no effect on projects in progress at the time the notice of cancellation is received by Mohave.

1.7. Continuation of performance: Contract vendor shall continue to perform in accordance with the requirements of the contract, up to the date of cancellation and as directed in the cancellation notice.

1.8. Gratuities: Mohave shall cancel this contract if it is found that gratuities in the form of entertainment, gifts or otherwise, were offered or given by contract vendor or any agent or representative of contract vendor, to any employee of Mohave or member with a view toward securing a contract or with respect to the performance of this contract. Paying the expenses of normal business meals shall be in accordance with each member's policy regarding gratuities. Samples as requested in the solicitation provided to Mohave for demonstration or evaluation are not considered gratuities.

2. CERTIFICATION

By signing the Offer and Acceptance Form (page 58 of the RFP), offeror certifies the following:

- Offeror has examined and understands the terms, conditions, scope of work/services, specifications and other documents in this solicitation.
- The submission of the proposal did not involve collusion or other anticompetitive practices. Neither signatory nor any person on his behalf has connived or colluded to produce a deceptive show of competition in the matter of the bidding or award of a contract under this solicitation.
- Offeror has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant in connection with the submitted offer.
- Neither offeror, nor any officer, director, partner, member or associate of offeror, nor any of its employees directly involved in obtaining contracts with the State of Arizona, Mohave Educational Services Cooperative, Inc., or any subdivision of the state has been convicted of false pretenses, attempted false pretenses, or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985.
- Offeror agrees to comply fully with any and all provisions of ARS Title 32, Chapter 10 (Registrar of Contractors) that may regulate offeror's business.
- Offeror shall not discriminate against any employee, or applicant for employment, in violation of federal and state laws (see Federal Executive Order 11246; and ARS Title 41, Chapter 9, Article 4).
- Offeror is not currently suspended, debarred or otherwise precluded from participating in any public procurement activity with any federal, state or local government entity.
- If awarded a contract, offeror agrees to promote, offer and sell under Mohave contract only those materials and/or services awarded to contract vendor by Mohave.
- If awarded a contract, offeror shall provide the equipment, commodities, and/or services to members of Mohave in accordance with the terms, conditions, scope of work/services, specifications, and other documents of this Request For Proposal.
- If awarded a contract, offeror agrees that all staff and other individuals eligible to receive services shall have equal access to the services regardless of race, religion, color, sex, disability, age or national origin (including language minority individuals).
- Offeror and all proposed subcontractors comply and shall remain in compliance with the Federal Immigration and Nationality Act (FINA), all other federal immigration laws and regulations, ARS §41-4401, and ARS §23-214, which requires compliance with federal immigration laws by Arizona employers, Arizona contractors and Arizona subcontractors in accordance with the E-Verify employee eligibility verification program.

3. CONFIRMATION

If an apparent mistake in a proposal, relevant to the award determination is discovered after opening and before award, Mohave shall contact the offeror for written confirmation of the proposal. If offeror fails to act, the offeror shall be considered non-responsive.

Mohave may contact an offeror to confirm our understanding of the proposal. Such contact shall be prior to award. Mohave shall obtain written confirmation from the offeror and shall retain the confirmation in the procurement file. Correction of mistakes in a proposal shall only be allowed as described in Arizona procurement rules and code.

4. CONFIDENTIAL INFORMATION

- 4.1. Confidential information request:** If offeror believes that its proposal contains confidential trade secrets or other proprietary data not to be disclosed, a statement advising Mohave of this fact shall accompany the proposal, and the information shall be so identified wherever it appears. Mohave shall review the statement and provide their determination in writing whether the information shall be withheld. If Mohave determines to disclose the information, Mohave shall inform offeror in writing of such determination. Requests to deem the entire proposal as confidential will not be considered.
- 4.2. Pricing:** Mohave will not consider pricing to be confidential or proprietary.
- 4.3. Public record:** All proposals submitted in response to this solicitation shall become the property of Mohave. They will become a matter of public record available for review, subsequent to award notification, with exception of information deemed confidential by Mohave.

5. COOPERATIVE PURCHASING

- 5.1. Cooperative purchasing:** This contract is based on the need for Mohave to provide the economic benefits of volume purchasing and reduction in administrative costs through cooperative purchasing to members. Any contract that prohibits sales from being made to specific types of members (for example, state agencies or local government units) may not be considered. Sales without restriction to any members are preferred.
- 5.2. Cooperative purchasing agreements:** Cooperative Purchasing Agreements between Mohave and its members have been established under Arizona procurement rules and code for use of contracts.
- 5.3. Most favored customer relationship:** Nothing in this solicitation is intended to establish a most favored customer relationship between Mohave and contract vendor. Offeror agrees all prices, terms, warranties, and benefits granted by offeror to members through this contract are comparable to or better than the equivalent terms offered by offeror to any present customer meeting the same qualifications or requirements. Contract vendor may respond to any solicitation without regard to this contract. If contract vendor offers lower prices to any of its other customers, it may lower its prices to Mohave at the same time by written notice.

6. ESTIMATED QUANTITIES

Mohave anticipates considerable activity resulting from this solicitation. An estimate of purchases is provided in the Scope of Work/services (page 4) of the requested materials or services. However, no commitment of any kind is made concerning quantities to be acquired. Mohave does not guarantee usage. Usage depends on the actual needs of members and marketing by contract vendor.

7. EVALUATION and AWARD

- 7.1. Basis of award:** In accordance with Arizona Administrative Code, Article 11: School District Procurement R7-2-1111(J), ARS §34-604(F)(9) and §41-2579(F)(9), award(s) will be made to the responsive and responsible offeror(s) whose proposal(s) receive the highest score(s) under the method of scoring in the RFP. To qualify for evaluation, a proposal must have been submitted on time, and materially satisfy all mandatory requirements identified in this document.
- 7.2. Competitive range:** Mohave reserves the right to establish a competitive range of acceptable proposals as part of the evaluation process. Proposals not in the competitive range are unacceptable and will not receive further award consideration.
- 7.3. Deviations and exceptions to requirements:** All requested exceptions/deviations must be clearly explained. Unacceptable exceptions/deviations shall remove your proposal from consideration for award. Mohave shall be the sole judge on the acceptance of exceptions and Mohave's decision shall be final.

7.4. Evaluation process: Before opening any price proposal, the selection committee shall open and separately evaluate the final technical proposals and score the final technical proposals using the scoring method in this Request for Proposal. No other factors or criteria shall be used in evaluation and scoring. After completion of the evaluation and scoring of all final technical proposals, the selection committee shall open, evaluate and score the price proposals, and complete scoring of the entire proposal using the scoring method in this Request for Proposal. No other factors or criteria shall be used in evaluation and scoring.

7.5. Formation of contract: A response to this solicitation is an offer to contract with Mohave based upon the terms, conditions, scope of work/services, specifications and amendments contained in this request. A proposal does not become a contract unless and until Mohave accepts it. A contract is formed when a Mohave administrator signs the award document.

7.6. Maximum job order: The maximum dollar of an individual job order shall be one million dollars or such higher or lower amount prescribed by the purchasing agency in an action noticed pursuant to Title 38, Chapter 3, Article 3.1 or a rule adopted by the purchasing agency as the maximum amount of an individual job order. Requirements shall not be artificially divided or fragmented in order to constitute a job order that satisfies this requirement.

7.7. Method of evaluation: Mohave shall select a selection committee of not more than seven (7) members to evaluate the statement of qualifications. Composition of the selection committee shall be in compliance with Arizona Administrative Code, Article 11: School District Procurement R7-2-1107, ARS §34-604(C)(3) and §41-2579(C)(3).

7.8. Multiple award: To assure that our contracts meet the requirements of all members, Mohave may award up to five contracts to individual firms receiving the highest number of points, for similar job-order-contracting construction services. Offeror should consider this fact in preparing their response. The decision to award multiple contracts, award a single contract, or make no award rests solely with Mohave.

A multiple award shall be made only if the procurement officer determines in writing that a multiple award is necessary and is advantageous to Mohave members. A multiple award shall be limited to the least number of contracts necessary to meet the requirements of the using agencies. Mohave shall make the sole determination of the least number of contracts required to meet the need. Mohave's basis for determining whether to award multiple contracts shall be based upon considerations for the large number of members, diverse types of members, location of members throughout Arizona and members' past usage of similar contracts.

Criteria for selecting vendors for multiple contracts shall be based upon considerations for members' experience with existing products and systems, brand continuity for parts replacement and future expansion, contract vendor's ability to provide for our large, diverse membership, bonding capacity, Mohave's past experience with contracts for similar product/services, and/or other relevant criteria. Multiple contracts may also be awarded based on the designated geographic region(s) served; by individual line items or groups of line items; incrementally.

7.9. Non-exclusive contract: Any contract resulting from this solicitation shall be awarded with the understanding and agreement that it is for the sole convenience of Mohave's members. Mohave and its members reserve the right to obtain like goods and services from other sources.

7.10. Past performance information: Past Performance Information (PPI) is relevant information regarding a contract vendor's actions under previously awarded contracts to public agencies. It includes contract vendor's record of performance under such contracts including, but not limited to: conformance to the terms, conditions, specifications and scope of work/services of the contracts, responsiveness to, and correction of, contract claims and controversies, and satisfaction of the contracting entities. PPI shall be a factor in evaluation and award.

7.11. Reasonably susceptible of being awarded: A proposal is acceptable if it is determined to be reasonably susceptible of being awarded a contract in accordance with the evaluation criteria and a comparison and ranking of original proposals. Proposals to be considered reasonably susceptible of being awarded a contract shall, at a minimum, demonstrate the following:

- Affirmative compliance with mandatory requirements designated in this solicitation.
- An ability to deliver goods or services on terms advantageous to members sufficient to be entitled to continue in the competition.
- That the proposal is technically acceptable as submitted.

7.12. Responsible offeror: A responsible offeror is a firm or person who at the time of contract award has the capability to perform the contract requirements and the integrity and reliability which will assure good faith performance. Mohave must determine a offeror to be responsible before awarding a contract to offeror.

7.13. Responsive proposals: A responsive proposal conforms in all aspects to the material requirements of the solicitation. Proposals must be responsive to receive award consideration. Mohave reserves the right to waive minor informalities.

7.14. Total costs: Total member costs include energy, facilities, repair costs, present values of money, contract vendor charges, personnel costs and all other identifiable member costs. Contract vendor charges include all the costs of contract vendor support, materials, transportation and all other identifiable costs associated with the proposal.

Contract vendor costs means the costs of all hardware, materials, software, transportation, contract vendor support and all other identifiable costs associated with the proposal.

Contract vendor support means services provided by the contract vendor, such as consulting, education, training, management of the system purchased and other integration and maintenance support.

8. FEDERAL and STATE REQUIREMENTS

8.1. Affordable Care Act requirements: Contract vendor understands and agrees that it shall be solely responsible for compliance with the Patient Protection and Affordable Care Act, Public Law 111-148 and the Health Care Education Reconciliation Act, Public Law 111-152 (collectively the Affordable Care Act "ACA"). Contract vendor shall bear sole responsibility for providing health care benefits for its employees who provide services to the member as required by state or federal law.

8.2. Compliance with federal and state requirements: Contract vendor agrees, when working on any federally assisted projects with more than \$2,000 in labor costs, to comply with the Contract Work Hours and Safety Standards Act, the Davis-Bacon Act, the Copeland "Anti-Kickback" Act, the Housing and Urban Development Act of 1968, the Equal Opportunity Employment requirements as amended by Executive Order. In such projects, contract vendor agrees to post wage rates at the work site and submit a copy of their payroll to the member for their files.

In addition, to comply with the Copeland Act, contract vendor must submit weekly payroll records to the member. Contract vendor must keep records for three years and allow the federal grantor agency access to these records, upon demand. Contract vendor also agrees to comply with State of Arizona Executive Order 75-5, as amended by Executive Order 99-4.

When working on any projects funded with federal grant monies, contract vendor agrees to comply with the administrative requirements for grants and cooperative agreements to state, local and federally recognized Indian tribal government contract provisions.

The forms listed below are incorporated by reference into this solicitation and any resultant contract.

- HUD-5369, Instructions to Offerors for Contracts, Public and Indian Housing Programs
- HUD-5369-A, Representations, Certifications, and Other Statements of Offerors, Public and Indian Housing Programs
- HUD-5369-B, Instructions to Offerors Non-Construction

(cont'd)

- HUD-5369-C, Certifications and Representations of Offerors Non-Construction Contract
- HUD-5370, General Conditions of the Contract for Construction
- HUD-5370-C1, General Conditions for Non-Construction Contracts Section 1 (With or Without Maintenance Work)
- HUD-5370-C2, General Conditions for Non-Construction Contracts Section 1 (With Maintenance Work)

For federally funded projects only, the requirements of an applicable form shall supersede conflicting requirements in this solicitation. The forms may be accessed via HUDClips (<http://www.hud.gov>).

8.3. Compliance with workforce requirements: Pursuant to ARS §41-4401, contract vendor and subcontractor(s) warrant their compliance with all federal and state immigration laws and regulations that relate to their employees, and compliance with ARS §23-214 subsection A, which states, "...every employer, after hiring an employee, shall verify the employment eligibility of the employee through the E-Verify program." [To register for E-Verify, go to: <https://e-verify.uscis.gov/enroll/startpage.aspx>.]

Mohave reserves the right to cancel or suspend the use of any contract for violations of immigration laws and regulations. Mohave and its members reserve the right to inspect the papers of any contract vendor or subcontract employee who works under this contract to ensure compliance with the warranty above.

8.4. Contract vendor employee work eligibility: By entering into the contract, contract vendor warrants compliance with ARS §41-4401, ARS §23-214, the Federal Immigration and Nationality Act (FINA), and all other federal immigration laws and regulations. Mohave and/or Mohave members may request verification of compliance from any contract vendor or subcontractor performing work under this contract. Mohave and its members reserve the right to confirm compliance. Should Mohave or its members suspect or find that the contract vendor or any of its subcontractors are not in compliance, Mohave may pursue any and all remedies allowed by law, including, but not limited to suspension of work, termination of the contract for default, and suspension and/or debarment of the contract vendor. All costs necessary for compliance are the responsibility of the contract vendor.

8.5. Davis-Bacon wage decisions: For federally funded projects subject to the Davis-Bacon Act, the member shall specify the applicable Davis-Bacon wage decision, prior to the contract vendor providing a firm price quotation for the proposed project. The wage decision shall be identified by the WD Number, modification number, and date of the wage decision. Davis-Bacon wage decisions may be accessed via www.wdol.gov or by requesting a copy from the member.

8.6. Non-compliance: All federally assisted contracts to members that exceed \$10,000 may be terminated by the federal grantee for noncompliance by contract vendor. In projects that are not federally funded, offeror must agree to meet any federal, state or local requirements, as necessary. In addition, if compliance with the federal regulations increases the contract costs beyond the agreed on costs in this solicitation, the additional costs may only apply to the portion of the work paid by the federal grantee.

8.7. Offshore performance of work prohibited: Due to security and identity protection concerns, direct services under this contract shall be performed within the borders of the United States. Any services that are described in the specifications or scope of work/services that directly serve the State of Arizona or its clients and may involve access to secure or sensitive data or personal client data or development or modification of software for the state shall be performed within the borders of the United States. Unless specifically stated otherwise in the specifications, this definition does not apply to Indirect or 'overhead' services, redundant back-up services or services that are incidental to the performance of the contract. This provision applies to work performed by subcontractors at all tiers.

8.8. Terrorism country divestments: In accordance with ARS §35-392, Mohave and its members are prohibited from purchasing from a company that is in violation of the Export Administration Act. By entering into the contract, contract vendor warrants compliance with the Export Administration Act.

9. FORCE MAJEURE

Except for payments of sums due, neither party shall be liable to the other, nor be deemed in default under this contract, if and to the extent that such party's performance of this contract is prevented by reason of force majeure. The term "force majeure" means an occurrence that is beyond the control of the party affected and occurs without its fault or negligence, including, but not limited to the following: acts of God (e.g. fire, flood, snow, earthquakes, tornadoes, violent winds, hail storms); acts of the public enemy; war; riots; strikes; mobilization; labor disputes; civil disorders; lockouts; injunctions-intervention-acts, or failures or refusals to act by government authority; and other similar occurrences beyond the control of the party declaring force majeure, which such party is unable to prevent by exercising reasonable diligence. The force majeure shall be deemed to commence when the party declaring it notifies the other party of the existence of the force majeure, and shall be deemed to continue as long as the results or effects of the force majeure prevent the party from resuming performance in accordance with the contract. Force majeure shall not include late deliveries of equipment or materials caused by congestion at a manufacturer's plant or elsewhere, an oversold condition of the market, inefficiencies, or similar occurrences. If either party is delayed at any time by force majeure, the delayed party shall notify the other party in writing of such delay within forty-eight (48) hours.

10. INDEMNIFICATION

10.1. General indemnification: To the extent permitted by law, Mohave and its members shall be indemnified and held harmless by contract vendor for its vicarious liability as a result of entering into this contract. Each party to the contract is responsible for its own negligence. Contract vendor agrees to save and hold harmless Mohave and/or its members from any and all liability for loss or damage to persons or property arising out of the work required by the contract. Contract vendor further agrees to waive any right of recovery against Mohave and/or its members for damage to the property of contract vendor, whether caused by negligence on the part of Mohave and/or its members or otherwise. This provision includes specifically the waiver of right of recovery against Mohave and/or its members for fire damage to property under contract and not yet formally accepted by member even though said property at the time of loss may be occupied, in whole or in part, by member.

10.2. Modification by member: Contract vendor shall have no obligation with respect to any patent and copyright infringement claim based upon member's modification of the equipment and/or software, or its operation or use with apparatus, data or programs not furnished by contract vendor. However, one member's action will not preclude contract vendor's obligation to others not having modified their equipment or software.

10.3. Patent and copyright indemnification: To the extent permitted by law, contract vendor shall indemnify and hold harmless Mohave and its members against any liability, including costs and expenses, for infringement of any patent, trademark or copyright arising out of contract performance or use by Mohave and its members of materials furnished or work performed under this contract. Mohave and its members shall reasonably notify contract vendor of any claim for which it may be liable under this paragraph.

11. INTERVIEWS: After receipt and opening of preliminary technical proposals, Mohave will not hold interviews during the evaluation of this RFP.

12. LICENSES

In accordance with Arizona Administrative Code, Article 11: School District Procurement R7-2-1112(A)(2), ARS §34-605(E)(2) and §41-2580(E)(2): The contractor is required to be licensed to perform construction. ***Provide copies of your firms current licenses after Tab 4c.***

Contract vendor shall maintain in current status all federal, state and local licenses, bonds and permits required for the operation of the business conducted by contract vendor. Contract vendor shall remain fully informed of and in compliance with all ordinances and regulations pertaining to the lawful provision of services under the contract. Mohave reserves the right to stop work and/or cancel the contract of any contract vendor whose license(s) expire, lapse, are suspended or terminated.

The contract vendor is not required to be registered to perform design services pursuant to A.R.S. Title 32, Chapter 1 if the person actually performing the design services on behalf of the contract vendor is appropriately registered.

13. OFFER ACCEPTANCE PERIOD/WITHDRAWAL

13.1. Late proposals: Except as authorized by Arizona procurement rules and code, late proposals shall not be considered. Offeror shall be responsible for all shipping costs when requesting the return of a late proposal.

13.2. Withdrawal of proposal: An offeror may withdraw a proposal in writing at any time before proposal opening if the withdrawal is received before the proposal due date and time at the location designated in the Request for Proposal for receipt of proposals. After the opening time and date, proposals may not be withdrawn, except as allowed by Arizona procurement rules and code.

14. ORDERING CYCLE

14.1. Acceptance of orders: This contract is for the sole use of Mohave and its members. All quotations provided to members must be based on prices in the contract and include the correct Mohave contract number. Contract vendor may only refuse a Mohave reviewed order under this contract after providing written documentation acceptable to Mohave describing the circumstances that warrant refusal. Improper documentation and/or frequent refusals may result in contract cancellation. Mohave may require the contract vendor to reject any purchase orders received from members based on this contract that may not comply with Mohave's rules, processes or standards.

14.2. Audit of contract activity: Mohave will audit some of the invoices made under this contract. The contract vendor agrees to provide all documentation necessary for Mohave to audit purchases made under contract, including invoices and credits issued to members, in a timely fashion.

14.3. Contract vendor contacts: Contract vendor agrees to assign only one contact person for each of the following: accounting, audit, contract administration, escalation, main member contact, open order/status report, and reconciliation. These contacts may be the same person, with the exception of the escalation contact. The name(s) of the contact persons will be provided to Mohave.

14.4. Open order and status reports: Mohave will send contract vendor open order and status reports on a periodic basis. Contract vendor agrees to reply to information requests in a timely fashion.

14.5. Orders in process: Member purchase orders dated on or before the contract cancellation and/or expiration date, will be processed and are considered valid until order fulfillment, or cancellation by the member. Any such order must be in the possession of Mohave within a reasonable amount of time. Acceptance of such orders shall be at the sole discretion of Mohave.

14.6. Purchase verification: It is the member's independent responsibility to verify that quotations and purchase orders comply with the terms of the award of a contract or procurement.

14.7. Quotations: Quotations with no end date are considered invalid after sixty (60) days from the issue date.

15. OVERVIEW

15.1. Advertising: Offeror shall not advertise or publish information concerning this solicitation prior to an award being announced by Mohave. After award, contract vendor(s) may advertise the availability of products and services to members. Any promotional marketing materials using the Mohave logo must be approved by a Mohave Contract Specialist in advance.

15.2. Modification of contract: An awarded contract may be amended for a variety of reasons. Contract modifications will be issued as deemed necessary by Mohave to address contractual issues that may arise.

15.3. Applicable law: Contract shall be governed by the laws of the State of Arizona, and suits pertaining to the contract may be brought only in courts in the State of Arizona.

- 15.4. Application of law:** The Arizona Procurement Code, the Arizona State Board of Education School District Procurement Rules, and the Uniform Commercial Code (UCC) as adopted by the State of Arizona, are part of this document as if fully set forth herein. Any provision or clause required by law, rule or regulation to be included in the contract will be read and enforced as if in the contract, whether or not physically included. If any such provision is not included, or is not correctly included, contract will be amended in writing to make such inclusion or correction upon application from either party to contract.
- 15.5. Arbitration:** After exhausting applicable administrative review, the parties to this contract may agree to resolve disputes arising out of or relating to this contract through arbitration, to the extent allowed by law.
- 15.6. Assignment:** Contract vendor shall assign no right or interest in this contract without prior written permission from Mohave. No delegation of any duty of contract vendor shall be made without prior written permission from Mohave. Mohave shall not unreasonably withhold approval and shall notify contract vendor of its decision within fifteen (15) days of receipt of written notice from contract vendor.
- 15.7. Audit rights:** In accordance with applicable Arizona law, contract vendor's and subcontractor's books and records related to this contract may be audited at a reasonable time and place, for five years after completion of the contract.
- 15.8. Availability of funds:** Member fund availability is unknown to Mohave at the time this solicitation was issued. Use of any contract awarded by Mohave will be conditioned upon the availability of member funds.
- 15.9. Proposal opening:** Proposals shall be opened immediately following the proposal due date and time. The name of each offeror shall be publicly read and recorded in the presence of witnesses. All information in the proposals shall remain confidential until after award of contracts, with the exception of review by Mohave staff and selected evaluators.
- 15.10. Brand names:** The names of major businesses and their products that appear without the trademark or service mark remain the property of their respective owners.
- 15.11. Captions, headings and illustrations:** The captions, illustrations, headings, and subheadings in this solicitation are for convenience and ease of perusal only, and in no way define, limit or describe the scope or intent of the request.
- 15.12. Contract claims or controversies:** The requirements of the Arizona procurement rules and code shall govern any contract awarded as a result of this solicitation, as well as any contract claims or controversies associated with it.
- Formal contract claims and controversies between a member and contract vendor shall be resolved in accordance with R7-2-1155 through R7-2-1159, or ARS, Title 41, Chapter 23, Article 9, as applicable. The member's authorized representative shall serve as the district representative for resolution of such claims and controversies. ARS, Title 41, Chapter 23, Article 9 and the rules promulgated under it, or R7-2-1155 through R7-2-1159, as applicable, provide the exclusive procedure for asserting a cause against the member under the contract.
- 15.13. Contract placed on hold:** Mohave shall have the ability to place a contract on hold, if it is deemed necessary to address ongoing problems with an awarded contract. Details of the decision to place the contract on hold shall be provided in a written deficiency notice. A reasonable amount of time shall be provided to contract vendor to address issues in the written deficiency notice.
- 15.14. Definition of time:** Periods of time, stated as a number of days, shall be in calendar days, not business days.

15.15. Eligible agencies: Any contract awarded from this solicitation shall be available to all Mohave members. Mohave members must have a current signed cooperative purchase agreement. Member is defined as a local or public procurement unit, or a governmental public entity that is a political subdivision for purposes of federal income tax, or a nonprofit educational or public health institution that is a political subdivision for purposes of federal income tax or meets the requirements of Section 115 of the Internal Revenue Code. Mohave has approximately 450 members including public school districts, community colleges, city and county governments and political subdivisions throughout Arizona. A list of members may be found on Mohave's website, www.mesc.org. Actual use of any contract will be at the sole discretion of Mohave's members.

15.16. Novation: If contract vendor sells or transfers all assets or the entire portion of the assets used to perform this contract, a successor in interest must guarantee to perform all obligations under this contract. Mohave reserves the right to accept or reject any new party. A simple change of name agreement will not change the contractual obligations of contract vendor.

15.17. Order of precedence: In the event of a conflict in the provisions of the contract as accepted by Mohave, the following order of precedence shall prevail:

1. RFP special terms and conditions
2. RFP general terms and conditions, and standard terms and conditions for construction
3. RFP scope of work/services and specifications
4. RFP and RFQ response
5. Attachments and exhibits
6. Documents referenced or included in the solicitation

15.18. Pricing extension errors: In case of error in extension of prices in the proposal, unit prices shall govern.

15.19. Relationship of the parties: Vendors receiving contracts under this solicitation are independent contractors. Any party to the contract shall not be deemed to be the employee of another party to the contract.

15.20. Removal from prospective bidders list: Any offeror submitting a perfunctory proposal with no serious intent of being accepted may be removed from Mohave's prospective bidders list. Any vendor not responding to two (2) consecutive Requests for Proposal for similar procurements may be removed from the prospective bidders list for those items or services. A "no bid" response or request to remain on the list is sufficient to keep a vendor on the prospective bidders list.

15.21. Severability: The provisions of this contract are severable to the extent that any provision or application held to be invalid shall not affect any other provision or application of the contract which may remain in effect without the invalid provision or application.

15.22. Successful performance: The sections of solicitation defining the scope of services, requirements, qualifications, etc., are not to be construed as a complete listing that exempts successful offeror from reasonable services required to ensure successful performance under the contract.

16. PAYMENT

16.1. Contacting member about payment: Contract vendor may contact member for payment for a product or service delivered to the member under the contract. Such contact shall be professional and courteous.

16.2. Contract vendor invoice: All invoices shall list the applicable member purchase order number and Mohave contract number. Contract vendor will invoice members directly. All transactions are payable in U.S. currency only. Contract vendor shall invoice member after delivery of goods and/or services. Goods and services shall be invoiced at applicable contract prices, which include Mohave's 1% administration fee.

Mohave's administration fee is included in the invoice amount paid by the member. Contract vendor shall remit administration fee to Mohave monthly. Administration fee shall be calculated at .0099 of the subtotal amount. The Mohave administration fee shall not be calculated on ancillary charges (e.g. performance bonds, shipping, transaction privilege tax, transportation charges, mileage, lodging, meals and incidental expenses (M&IE), permits, etc.).

16.3. Contract vendor payment: Member shall issue payment to contract vendor after receipt of invoice.

16.4. Correct invoicing: Contract services may not be invoiced greater than the purchase order. If incorrect invoices are discovered, contract vendor must correct invoices resulting in excess charges, no matter the cause of the error. Any excess payment must be returned to member within the time allowed by law, in the form of a check or credit memo, as determined by the member.

If a member is invoiced at less than contract prices, contract vendor will invoice the member for the difference unless Mohave approves the undercharge.

If contract pricing in effect on the contract has gone down between the time of the order and the invoice date, contract vendor may invoice at the current contract price.

16.5. Credit hold: Contract vendor agrees to advise Mohave's Procurement Manager of a member(s) being placed on credit hold, within five (5) days of the action.

16.6. Payment time: Payment terms are net thirty (30) days from receipt of contract vendor's invoice.

16.7. Prepayment: in accordance with the current Uniform System of Financial Records and ARS §15-905(N), prepayments may be requested on items that normally require prepayment in order to be procured or to receive a discounted price. Items not meeting these prepayment specifications may be paid only after receipt of goods and services.

16.8. Progress payments: Members may make progress payments under the following conditions: 1) Member and contract vendor agree to the terms of the progress payments prior to issuing a purchase order; 2) the purchase order describes the amounts/percentages to be paid and the dates/frequency of payment; 3) member accepts responsibility for verifying the validity of each payment application; 4) payments are made only after goods and/or services are verified; and 5) any such payments be made in full compliance with member's local governing entity rules and any and all other applicable state rules and regulations.

16.9. Quick pay discounts: Quick pay discounts may be offered to members, provided they have received the materials or services, and that such discounts are available equally to all members. Mohave must approve such discounts in writing and before they are offered to members.

16.10. Reporting and payment of administration fees to Mohave: The contract vendor agrees to provide a Reconciliation Report detailing activity under the contract, and payment for Mohave administration fees for invoices paid in the previous month. Items in the report must include member names, PO numbers, amounts, administration fees, invoice numbers, invoice dates and credit/return information for all invoices paid in the prior month. Payment and report are due as per a schedule agreed upon by Mohave and contract vendor. The initial due date shall be the 10th, 15th, 20th, 25th or 30th of the following month and will be specified in an award notification letter. If no invoices were paid under the contract in the previous month, the contract vendor will provide notice of no activity. A sample reconciliation report will be made available upon award of contract.

Make Mohave administration fees payable to Mohave Educational Services Coop., Inc. Payments shall be mailed to:

625 E. Beale St.

Kingman, AZ 86401

17. PREPARATION OF PROPOSAL and PROPOSAL FORMAT

17.1. Modification of proposal: An offeror may modify a proposal in writing at any time before proposal opening if the modification is received before the proposal due date and time at the location designated in the Request for Proposals for receipt of proposals.

17.2. Cost of proposal preparation: Mohave will not reimburse the cost of developing, presenting, or providing any response to this solicitation.

17.3. Offeror responsibility: Offeror shall examine the entire solicitation, seek clarification of any item or requirement that may not be clear, and check all responses for accuracy before submitting proposal. Failure to examine any requirements shall be at offeror's risk. Negligence in preparing a proposal confers no right of withdrawal after due date and time.

17.4. Proposal forms: The forms and format contained in the solicitation shall be used. Offerors may reproduce the forms and retype the information, but all of the required information must be presented in the tab order requested. Electronic or faxed proposals shall not be considered. ***Each offeror shall submit separately a technical and a price proposal.*** When applying the scoring method, the committee will separately evaluate the technical and price proposals. The technical proposal will be evaluated and scored before opening the price proposal. To be considered responsive, the offeror's entire proposal must reasonably and substantially conform to all the terms and conditions in the solicitation.

Technical and price proposals:

Technical proposal consists of: the offer and acceptance form; instructions to offeror and checklist form; scope of work and specification documents with exceptions/deviations noted; scope of work and specifications acceptance form; Method of Approach; Qualification and Experience; primary vendor information; Supporting contract documents; bid bond/alternate security; special terms and conditions; special terms and conditions acceptance form; general terms and conditions; standard terms and conditions for construction; general terms and conditions and standard terms and conditions for construction acceptance form; amendments (if any); single job and aggregate bonding capacity; certificate of insurance; company financials; past performance and management plans; sample supplemental agreements; and any additional information.

Price proposal consists of (submitted in a sealed package from the technical proposal): all pricing related to the work/services to be provided under an awarded contract, and pricing methodologies.

18. PROTESTS

Protests shall be filed with Anita McLemore, the Director of Mohave Operations (the District Representative), and shall be resolved in accordance with Arizona procurement rules and code, ARS, Title 41, Chapter 23, Article 9 and State Board Rules R7-2-1001 through R7-2-1196. *A protest must be in writing and must be filed with the Director of Mohave Operations at 625 E. Beale Street, Kingman, Arizona, 86401.* Protests based upon alleged improprieties in a solicitation shall be filed before the due date and time for responses to the solicitation. The interested party shall file the protest within ten (10) days after Mohave makes the procurement file available for public inspection. A protest filed on the tenth day must be received by 5:00 p.m., local Arizona time. The interested party may file a written request for an extension. The written request shall be filed before the time limit specified above and shall set forth good cause as to the specific action or inaction of Mohave that resulted in the interested party being unable to file the protest before the time limit specified above.

A protest shall be in writing and shall include the following information:

- The name, address and telephone number of the interested party;
- The signature of the interested party or the interested party's representative;
- Identification of the solicitation by contract number;
- A detailed statement of the legal and factual grounds of protest including copies of any relevant documents;
- The form of relief requested.

(cont'd)

Should Mohave prevail in an appeal of a decision issued by the Director of Mohave Operations, appellant waives any objection to the hearing officer awarding Mohave its reasonable attorneys fees and costs along with the costs for the hearing.

19. RIGHT TO ASSURANCE

Whenever one party to the contract has a good faith reason to question the other party's intent to perform, he may demand that the other party give written assurance of its intent to perform. If a demand is made and no written assurance is given within ten (10) days, the demanding party may treat this failure as an anticipatory breach of the contract.

20. SAFETY STANDARDS

Items supplied under the contract shall comply with current applicable Occupational Safety and Health Standards of the Arizona Industrial Commission, National Electric Code, and National Fire Protection Association Standards.

21. SHIPPING

21.1. Shipping terms/transfer of title: Shipments shall be F.O.B. destination. Title and risk of loss of material shall not pass to member until member receives the material at delivery point, unless otherwise provided in the solicitation.

21.2. Shipment under reservation: Contract vendor is not authorized to ship materials under reservation and no tender of a bill of lading will operate as a tender of the materials.

21.3. Shipping charges: Prices that include shipping to any location in Arizona, delivered to the specific receiving point identified in the purchase order, are preferred. If shipping is charged, it shall be that member is not charged more than the actual invoiced amount for shipping, and is prepaid by the contract vendor (PP&A). It is the member's responsibility to confirm shipping charges under the contract.

21.4. Shipping errors/risk of transportation: Shipping errors will be at contract vendor's expense. If contract vendor ships a product that was not ordered, contract vendor shall pay for return shipment at the convenience of member. All risk of transportation and all related charges shall be contract vendor's responsibility. Contract vendor shall file all claims for visible or concealed damage. Member will notify contract vendor promptly of any damaged goods and shall assist contract vendor in arranging for inspection.

22. SUSPENSION OR DEBARMENT STATUS

Offeror shall include a letter in its proposal notifying Mohave of any debarment, suspension or other lawful action taken by any federal, state or local government within the last five years that precludes offeror or its employees from participating in any public procurement activity. Such letter shall provide name and address of the public procurement unit, effective date, duration, and relevant circumstances of the suspension or debarment. Failure to supply such letter or not disclose all pertinent information shall result in cancellation of any contract. **Letter shall be placed after Tab 1a.**

23. TAXES

23.1. Federal Excise Tax: Most members are exempt from paying Federal Excise Tax.

23.2. Payment of taxes: Member is responsible for payment of all taxes listed on the invoice. Contract vendor is responsible for collecting such taxes and shall forward all taxes to the proper revenue office.

23.3. Pre-tax prices: Prices shall not include applicable state and local taxes. All applicable taxes must be listed as a separate item on all invoices and will be paid by member issuing the purchase order.

23.4. Property taxes: Arizona public agencies may not pay state property taxes. (Arizona Constitution, Article 9, Section 2).

23.5. Reservation or tribal tax: If goods or services are subject to reservation or tribal tax, contract vendor shall include such taxes as a separate item on the original invoice to the member.

23.6. Transaction Privilege Tax (Sales Tax): Members may be liable for Arizona Transaction Privilege Taxes, which may include state, county and city taxes. Contract vendor is responsible for charging taxes correctly.

23.7. Taxes on construction: Contract vendors for construction-related projects must follow the latest tax requirements as described in current Arizona Administrative Code and Department of Revenue transaction privilege tax procedures.

Standard Terms and Conditions for Construction

Place after Tab 1c

1. **BID SECURITY**

- 1.1. Amount of bid security:** All offerors for a contract under this RFP shall include acceptable bid security in the amount of **\$100,000** with the submission of their bid.
- 1.2. Bid security requirement:** School procurement rules [R7-2-1102 (A)] and as applicable in ARS §34-608 and §41-2573, require that all competitive sealed bidding for construction have bid security, if the amount of the construction contract will exceed the amount established by ARS §15-213(A). Bid security as a percentage of the bid amount is unacceptable, as this is a term contract with no specific bid amount. Bid security must be in the amount stated above in "Amount of bid security."
- 1.3. Form of bid security:** Acceptable bid security for this RFP will be a certified or cashier's check, or an annual or one time bid bond underwritten by a surety company licensed to issue bid bonds in Arizona [R7-2-1102 (B, C), ARS §34-608 and §41-2573]. Bid security may be provided using the form found in this RFP, with the principal being the prime contractor and the Obligee being Mohave Educational Services Cooperative, Inc. An agent of your licensed bonding agency shall sign the bond. If the original bond is not signed and/or has conflicting information, it shall render your proposal nonresponsive.

2. **CHANGE ORDERS**

- 2.1. Adherence to specifications and drawings:** The contract vendor shall follow the requirements of all specifications and drawings as closely as actual construction and work of contract vendors shall permit. Should existing conditions or limitations require a major change or rearrangement, the change shall be allowed only upon issuance of a written change order.
- 2.2. Change order requirement:** Member and contract vendor shall establish a procedure for identifying and approving changes to the work. Said procedure shall include provisions for field change orders. Member shall notify Mohave of any change that revises the cost of the project. Contract vendor shall not begin the revised work prior to receipt of the Mohave reviewed member change order.
- Contract vendor agrees to follow all applicable rules and regulations for any change orders, including R7-2-1005 and as applicable in ARS §41-2552.
- Change orders shall be properly documented in writing. Minor changes mutually agreed between the member and the contract vendor that do not involve compensation may be made without informing Mohave.
- 2.3. Costs for changes associated with improper checking or coordination:** The cost of any change in construction due to improper checking of site and/or other conditions, or coordination by contract vendor, shall be borne by the contract vendor, and the contract vendor shall not be entitled to reimbursement for such costs.

3. **CONSTRUCTION CONTRACTS**

- 3.1. Compensation:** Compensation for received goods, terms of progress payments, and a schedule of payments shall be described in the contract. The agreement shall state that Mohave will not be responsible for any late fees due the contract vendor by the member.
- 3.2. Member delays:** As required by ARS §15-213 (D), the contract vendor shall negotiate with member for the recovery of damages related to expenses incurred by the contract vendor for a delay for which the member is responsible, which is unreasonable under the circumstances and which is not within the contemplation of the parties to the contract between the two parties. Any such negotiations shall not void any provisions between the parties that require notice of delays, provide for arbitration or other procedure for settlement or provide for liquidated damages.

3.3. Construction contract requirement: In any contract between the contract vendor and a member based on this contract, the terms and conditions of this contract shall prevail. In any contract between the member and the contract vendor, the scope of work shall include all specifications, drawings, and other official documents. All applicable codes around which the contract is made shall be included, as will any technical specifications and general conditions. The contract vendor shall acquire and pay for all permits and approvals from local, county, state and federal offices needed to accomplish the work. Contract vendor shall be entitled to direct reimbursement for the cost of such permits.

3.4. Form of construction contracts: A contract between the member and the contract vendor for construction shall be an industry standard agreement. The parties may agree to use the American Institute of Architects (AIA) General Conditions of Contract for Construction Form A201 as a guide.

3.5. Member representative: All formal contact between the contract vendor and/or contract vendor's personnel and the member shall be processed through the member representative. The member shall designate the member representative at the time of purchase.

3.6. Terms of acceptance: Terms for acceptance by the owner and title to work must be clearly agreed upon and described in the contract. If any part of the construction requires the member to assume control before the completion, this shall be defined. Both parties must agree on the definition of what constitutes final acceptance. Upon completion of the project, the worksite shall be left in a condition equal to or better than before the project.

3.7. Void provisions: A provision, covenant, clause or understanding in, collateral to or affecting a construction contract that makes the contract subject to the laws of another state or that requires any litigation, arbitration or other dispute resolution proceeding arising from the contract to be conducted in another state is against public policy of the State of Arizona and is void and unenforceable. (ARS §15-213, §34-227, and §41-2583)

3.8. Work performed by the member: Work to be performed by the member must be clearly described and agreed upon prior to project start up.

4. CONSTRUCTION SCHEDULE

4.1. Schedule adjustment: The member retains the right to extend the schedule of work or to suspend the work, and to direct the contract vendor to resume work when appropriate. The agreement must describe an equitable adjustment for added costs caused by any suspension. Any increases shall be invoiced per approved contract pricing as allowed in the agreement.

4.2. Schedule requirement: A schedule for performance of work that can be met without planned overtime is the responsibility of the contract vendor.

4.3. Work crew size: The cost for each project shall include all costs of all necessary trained personnel to complete the project on, or before, the completion date(s) set forth in the contract. The member shall not incur additional expense for upsized crews, nor overtime costs, which might be necessary for the contract vendor to complete the project on schedule.

5. COORDINATION

5.1. Conflict with member activities: The contract vendor and member shall coordinate activities so as to avoid conflicts. The contract vendor shall make every reasonable effort not to interrupt scheduled member activities with work under the contract. The contract vendor shall notify the member of any construction work that may negatively impact scheduled member activities.

5.2. Coordination with other vendors: The contract vendor shall coordinate with other contractors.

5.3. Interruption of other work: The contract vendor shall employ such methods or means as will not cause any interruption of, or interference with, work of any other contractor on the project site.

6. DELIVERY OF CONSTRUCTION MATERIALS

- 6.1. Condition of materials on delivery:** The contract vendor shall deliver materials to the worksite in new, dry, unopened, and well-marked containers showing product and contract vendor's name. Damaged or unlabeled materials will not be accepted.
- 6.2. Delivery requirement:** The contract vendor shall deliver materials in sufficient quantity to allow for continuity of work. Delivery shall be coordinated with the member's representative.
- 6.3. Precautions:** The contract vendor shall take all necessary precautions to protect its materials from damage, theft and misuse. The member shall have no responsibility for such precautions or protection.
- 6.4. Rejected and damaged material:** Damaged or rejected materials shall be immediately removed from the work area.

7. INSURANCE

Course of Construction Insurance: Upon request from member, contract vendor shall purchase and maintain course of construction insurance equal to the estimated replacement cost of the property after completion of the entire work at the site as called for in the purchase order. The insurance form will be an "all risk" type policy with standard exclusions. Coverage will include temporary structures, scaffolding and office trailers at the site, as well as materials and equipment at the site destined to become a permanent part of the property. Any additional costs associated with course of construction insurance must be identified in the quote.

8. LABOR PRACTICES

- 8.1. Labor practices:** The contract vendor must agree to treat its labor in keeping with its labor contract agreement and to the best interest of the member. Any overtime practices or retroactive agreements with labor unions that would be to the detriment of the member must be limited to only those approved by the member.
- 8.2. Labor requirements:** The method and manner of performance must be stated: employees of the contract vendor are not employees of the member; the level of competency of the personnel will be subject to approval by the member; the contract vendor must agree to comply with all local, state and federal laws; adjoining property owners must not be annoyed by noise, pollutants, material hauling operations; procedures for dealing with fire, theft, and storm damage must be established; methods the contract vendor will use to guarantee safe job practices relating to the health and welfare of the member employees and contract vendor employees will be clearly stated.
- 8.3. Quality of work:** All work under the contract shall be accomplished by experienced craftsmen, helpers and laborers under the supervision of the foreman or supervisor.
- 8.4. Removal of Employee or Representative:** The member shall have the right to require the contract vendor to remove from the project any employee or representative of the contract vendor, its subcontractors or suppliers that the member may deem incompetent, careless, insubordinate, or otherwise unacceptable.
- 8.5. Supervision:** The contract vendor shall furnish the services of an experienced foreman or supervisor who will continually be in charge of work on the project. The foreman or supervisor shall provide continuous supervision, coordination and inspection of the work required under the contract.

9. LIQUIDATED DAMAGES

Any agreements on liquidated damages and early completion incentives shall be between the member and the contract vendor and must be agreed upon in writing prior to start up. If the member declines a liquidated damages or early incentive agreement, the contract vendor shall obtain a written and signed statement to this effect. Mohave shall not be a party to liquidated damages or early completion incentive agreements.

10. LITIGATION FOR NONPAYMENT OR NONPERFORMANCE

All litigation for nonpayment or nonperformance shall be filed as allowed in R7-2-1103 (F), and in ARS title 34 or 41 as applicable.

11. MEMBER COSTS

Temporary electrical service and the cost for power, the cost for water, and other member costs shall be identified in writing and agreed upon.

12. PERFORMANCE AND PAYMENT BONDS

12.1. Issuing performance and payment bonds: Upon execution of a contract between a member and the contract vendor, performance and payment bonds shall be provided to the member as required in ARS §34-222, §34-223, §34-611, §28-6923, §41-2574, or R7-2-1103 (A, B, C, D), as applicable. The contract vendor agrees to notify the member in writing of this requirement before accepting any work orders.

The contract vendor shall supply Mohave with a copy of the bonds upon request. If the contract vendor fails to deliver any required performance or payment bond, the contract with Mohave may be cancelled.

Members who elect to waive these bonds must indicate their decision, in writing, to Mohave. For members who are required to obtain performance and payment bonds per the above requirements, contract vendor agrees to provide these bonds to the member.

12.2. Payment bond requirement: An irrevocable payment bond in an amount equal to 100% of the price specified in the contract between the member and the contract vendor shall be executed by a surety company authorized to do business in Arizona. This bond will protect all persons supplying labor and material to the contract vendor for the performance of the work provided in the contract.

12.3. Performance bond requirement: An irrevocable performance bond in an amount equal to 100% of the price specified in the contract between the member and the contract vendor shall be executed by a surety company authorized to do business in Arizona. The performance bond and payment bond for each job order shall cover the full amount of the project under the job order, and shall not include coverage of any amounts for design services, preconstruction services, finance services, maintenance services, operations services or other related services included in the job order. (The contract shall be available for use by any or all Mohave members. There is not an initial estimate of the amount of construction that will be done under the contract by the members. Therefore, the amount of performance and payment bonds must be based upon the amount of each job order.)

13. PROGRESS PAYMENTS

13.1. Progress Payments on Construction: R7-2-1105 and ARS §34-609 and §41-2577 allows for progress payments if the contract vendor agrees to adhere to ARS §34-609(B)(D)(F) and 41-2577(B)(D)(F) and as applicable in ARS §34-221. All progress payments must be invoiced to the member; it is the responsibility of the member to review and approve any estimates of work completed. If the member issues a written statement to the offeror that the estimate of work is not approved and certified, the member may withhold an amount from the progress payment the member reasonably expects to incur in correcting the deficiency set forth in the written finding, as permitted in R7-2-1105 (A) and ARS §34-609(B)(2) and §41-2577(A). In such cases, the offeror agrees to hold Mohave harmless for any deficiency of payment.

Progress payments may be made to the contract vendor on the basis of a duly certified and approved estimate of work performed during the preceding month. The contract vendor must agree to pay any subcontractors or material suppliers within seven days of their receipt of the progress payment, unless otherwise agreed on in writing between the parties.

13.2. Schedule of payments: Once all bonds are in place, the contract vendor and the member will agree upon a schedule of payments based on identifiable milestones.

If any payment is delayed beyond 30 days from the due date, the offeror agrees not to charge Mohave interest on the late payment. Any late charges will be the total responsibility of the member. The offeror may extend any due date to avoid the requirement to pay interest in R7-2-1105(D) and ARS §34-609(I) and §41-2577(E).

Acceptance of final payment is a waiver of all claims except unsettled claims previously made in writing.

13.3. Subcontractor notification: A subcontractor to the prime contractor may request, in writing, that member notify the subcontractor in writing within five (5) days from payment of each progress payment made to the prime contractor R7-2-1105(C) and ARS §41-2577(C) and §34-609(G). Upon request, the prime contractor must provide Mohave or the members with a contact name, title, company name, mailing address and fax number for all subcontractors and suppliers that are covered by a payment bond.

14. PROJECT ADVERTISING

The contract vendor must agree that the member reserves the right to release information about the project and that any advertising of the project by the contract vendor must be approved by the member.

15. PROJECT COMPLETION

15.1. Project documents: Upon completion of the work, the contract vendor shall present the member with all documents necessary to closeout the project. Maintenance manuals, drawings, warranties on installed equipment, etc., shall be given to the member.

15.2. Unfinished work: Even if final payments are made, if the member discovers an unfinished job that should have been completed, the contract vendor shall complete the work in a timely fashion at no additional cost.

16. PUBLIC WORKS

16.1. Preservation: The contract vendor shall be responsible for the preservation of all public and private property included on or adjacent to the worksite. This requirement shall apply to the surface and hidden features of the property.

16.2. Receipt of public funds: Contract vendors and subcontractors will meet the requirements of ARS Title 34, Article 3, for eligibility to receive public funds.

16.3. Residency requirement: ARS §34-302 states that only persons who have been for not less than one year a bona fide resident of Arizona shall be employed in the performance in any public work. A public works contract is defined in ARS §34-321 as "*a contract to which the state or a political subdivision is a party involving the employment of laborers, workmen or mechanics in the construction, alteration or repair of public buildings or improvements.*" It shall be the responsibility of the contract vendor to comply with these laws, when applicable.

16.4. Restoration: The contract vendor shall repair, rebuild or otherwise acceptably restore any property on or adjacent to the worksite that was damaged during the course of work on the project. Such restoration shall be at the contract vendor's expense, and is not subject to reimbursement by the member.

16.5. Public building rules, regulations and codes: Construction work on public buildings shall be in compliance with the state fire code unless a fire code has been adopted by the city, town, county or fire district in which the building is located. Public buildings shall be constructed in compliance with applicable building, plumbing, electrical, fire prevention and mechanical codes adopted by the city, town, county or fire district in which the building is located. If a public building is built in an area that has not adopted local codes, the building shall be designed or constructed according to the state fire code adopted by the state fire marshal and the building, plumbing, electrical, fire prevention and mechanical codes that apply in the largest city in the county in which the building is located. Public buildings are subject to those codes that apply and are in effect when the building is designed or constructed and to the currently adopted codes when a building is found to be structurally unsafe, without adequate egress, or a fire hazard or are otherwise dangerous to human life. "Public Building" means a building or appurtenance to a building that is built in whole or in part with public monies (see ARS §34-461).

17. RETENTION

Retention shall not be allowed for any progress payments made under this contract.

18. RULES, REGULATIONS AND CODES

18.1. Certification of personnel regarding renovations, repair, and painting: Personnel performing renovations, repair, and painting activities that disturb lead-based paint in target housing and child-occupied facilities constructed before 1978, shall comply with Part II, Environmental Protection Agency, 40 CFR Part 745, Lead; Renovation, Repair, and Painting program; Lead Hazard Information Pamphlet (<http://www.epa.gov/>).

18.2. Compliance: All work will be accomplished in conformance to current applicable OSHA safety requirements, and any additional federal, state, or local fire or safety requirement. When specifications or scope of work will result in a violation of a code or result in an unsafe condition, the contract vendor must inform the member of the situation. The contract vendor will not construct any device or produce any condition that intentionally violates a fire or safety code or safety standard.

18.3. Hazard notification: Contract vendor must advise member whenever work is expected to be hazardous.

18.4. Liens/serial numbers: All materials shall be free of liens. Proposals must be for equipment on which the original manufacturer's serial number has not been altered in any way.

19. SURETY COMPANIES

Surety companies issuing bid bonds, performance bonds and/or payment bonds under this contract must be licensed by the Arizona Department of Insurance. Evidence of such license will be the name of the surety company as found in the license search database provided by the Arizona Department of Insurance (www.insurance.az.gov).

20. WARRANTY/MAINTENANCE CONTRACTS

20.1. Extended warranties/service contracts: The contract vendor or a manufacturer may offer extended warranties available at extra cost for members that agree to a maintenance contract. The maintenance contract shall be offered as a separate line item. Upon request, training must be offered by the contract vendor for the maintenance staff of the member and will be arranged before installation as part of the purchase contract. This training shall be priced per contract pricing.

20.2. Warranty work: The contract vendor shall perform all warranty work and remain available to the member should continued service be required after warranty obligations are met.

21. WORKSITE

21.1. Site access: The member shall provide an all-weather road to the site and prepare the site with room for construction equipment.

21.2. Site conditions: The condition of the site before start up shall be agreed upon between the member and the contract vendor and shall be written into the contract.

General Terms and Conditions and Standard Terms and Conditions for Construction Acceptance Form

Place after Tab 1c

Signature on Page 58 certifies complete acceptance of the General Terms and Conditions and the Standard Terms and Conditions for Construction in this solicitation, except as noted below (additional pages may be attached, if necessary).

Check one of the following responses to the General Terms and the Standard Terms and Conditions for Construction:

- We take no exceptions/deviations to the General Terms and Conditions and the Standard Terms and Conditions for Construction.

(Note: If nothing is listed below, it is understood that no exceptions/deviations are taken.)

- We take the following exceptions/deviations to the General Terms and Conditions and the Standard Terms and Conditions for Construction. All exceptions/deviations shall be clearly explained. Reference the corresponding General Terms and Conditions and/or Standards Terms and Conditions for Construction that you are taking exceptions/deviations to. Clearly state if you are adding additional terms and conditions to the General Terms and Conditions and the Standard Terms and Conditions for Construction. Provide details on your exceptions/deviations below:

(Note: All requested exceptions/deviations must be clearly explained. Reference the specific terms and conditions that you are taking exceptions/deviations to, detail any proposed substitute terms and conditions, and clearly demonstrate how Mohave and its membership will be better served by the substituted terms and conditions. Unacceptable exceptions/deviations shall remove your proposal from consideration for award. Mohave shall be the sole judge on the acceptance of exceptions and Mohave's decision shall be final.)

General Term & Condition 23.3 Pre-Tax prices: This general term was modified with amendment #2. We comply with amendment #2.

Special Terms and Conditions

Place after Tab 1d

The following Special Terms and Conditions are in addition to the General Terms and Conditions and Standard Terms and Conditions for Construction that appear on pages 37-56. Please review them and complete the *Special Terms and Conditions Acceptance Form* (page 36).

1. DELIVERY

- 1.1. Default in one installment to constitute total breach:** Contract vendor shall deliver conforming materials in each installment or lot under this contract and may not substitute nonconforming materials. Mohave reserves the right to declare a breach of contract if contract vendor delivers nonconforming materials to any member under this contract.
- 1.2. Defective goods:** Contract vendor agrees to pay for return shipment of goods that arrive in a defective or non-operable condition. Contract vendor shall arrange for return shipment of damaged or defective goods.
- 1.3. Delivery time:** Failure to deliver any order within the time frame specified on the purchase order may result in cancellation of that purchase order.
- 1.4. Improper delivery:** If the goods or tender of delivery fail in any respect to conform to this contract, member may reject the whole, accept the whole, or accept any commercial unit or units and reject the rest.
- 1.5. Restocking fees:** A restocking fee may only be charged on products ordered and delivered to member's site. Restocking fees in excess of fifteen percent (15%) shall not be allowed. Contract vendor may waive restocking fees. Shipping charges on returns must be identified. Restocking and return shipping charges shall be identified in the price workbook.

2. FORM OF CONTRACT

- 2.1. Contract vendor contract documents:** Mohave will review prospective contract vendor contract documents. If a firm submitting a proposal requires member to sign an additional agreement, a copy of the proposed agreement shall be included with the proposal.

If awarded a contract, any contract vendor's contract documents shall not become part of Mohave's contract with contract vendor unless, and until, an authorized representative of Mohave reviews and approves them.
- 2.2. Design and engineering services:** This is not a contract for design or engineering services. Upon request from member, and if included in the awarded contract, contract vendor shall provide design services related to the job order. Such services are only allowable as part of an executed JOC purchase order, for performing services within the specifications and scope of work.
- 2.3. Form of contract:** The form of contract for this solicitation shall be the Request For Proposal, the awarded proposal(s), the Request for Qualifications (RFQ), and as required by the member, properly issued member purchase orders referencing the requirements of the Request For Proposal.
- 2.4. Parol evidence:** The contract represents the final written expression of agreement. All agreements are contained herein and no other agreements or representations that materially alter it are acceptable.

3. INSTALLATION

Installation shall be scheduled directly with the member and be done in a reasonable amount of time. Installation shall be in accordance with the manufacturer's instructions and shall be accomplished by skilled and properly licensed individuals.

4. INSURANCE

4.1. Deductibles: Contract vendor shall pay the deductibles required by the insurance provided under this contract.

4.2. Liability insurance: Prior to commencing services under this contract, contract vendor shall procure and maintain during the life of this agreement, comprehensive public liability insurance, to include automobile liability, providing limits of an aggregate amount of not less than \$2,000,000. Evidence of the required insurance shall be provided by means of a current certificate of insurance naming Mohave as the certificate holder with the coverage as stated above, with your proposal. Before any orders are processed under an awarded contract, contract vendor shall provide a certificate that names Mohave as the certificate holder. **Place after Tab 2c.**

In addition, contract vendor must be willing to provide, upon request, identical certificate of insurance to any member using this contract.

All insurance policies shall include a clause to the effect that the policy shall not be cancelled or reduced, restricted or limited until thirty days after the member and Mohave has received written notice, evidenced by a return receipt of a registered or certified letter, of the proposed action.

4.3. Scope of Insurance: Contract vendor's insurance shall provide adequate protection for contract vendor and contract vendor's subcontractors, respectively, against damage claims which may arise from operations under this contract, whether such operations are by the insured or by anyone directly or indirectly employed by the insured. All insurance must be written by companies incorporated within the United States (exclusive of Territories or Possessions) and licensed or authorized to do business in Arizona.

4.4. Subcontractor insurance: Prior to commencing any work, any subcontractor shall procure and maintain at its own expense until final acceptance of the work, insurance coverage in a form and from insurers acceptable to the prime contractor. All subcontractors will provide workers' compensation insurance, which waives all subrogation rights against the prime contractor, member and Mohave.

4.5. Workers' compensation insurance: Contract vendor shall also procure and maintain during the life of this agreement, workers' compensation insurance for all of contract vendor's employees engaged in work under the contract. All workers' compensation insurance will be in compliance with state statute and evidenced by a certificate of insurance.

5. MAINTENANCE FACILITIES AND SUPPORT

It is preferred that each contract vendor should have maintenance facilities and a maintenance support system available for servicing products throughout Arizona, or the regions specified in their offer. If a third party is used to provide maintenance or warranty work, offeror must include details of any such arrangement in the proposal. Trained and qualified technicians shall be available to cover all parts of the state, or specific regions within the state for regional offers. It is preferred that maintenance services are available within 24 hours. Maintenance facilities must have sufficient parts inventory to provide quality service on products sold to members.

6. MANUFACTURER SUPPORT

Offerors submitting proposals as a manufacturer's representative must be able, if requested by Mohave, to supplement the proposal with a letter from the manufacturer certifying that offeror is a bona fide dealer for the equipment offered, that offeror is authorized to submit a proposal on such equipment, and which guarantees that should offeror fail to satisfactorily fulfill any obligations established as a result of the award of contract, the manufacturer will either assume and discharge such obligations or provide for their competent assumption by one or more bona fide dealers for the balance of the contract period.

7. OFFER ACCEPTANCE PERIOD

A proposal submitted in response to this solicitation shall be valid and irrevocable for one hundred twenty (120) days after specified due date and time.

8. OVERVIEW:

8.1. Bid Bond: Offeror shall provide an original bid bond or alternate bid security in the amount of **\$100,000. Place after Tab 1f.** Note: Bid security as a percentage of the bid value (e.g. – 10% of contract award) is not acceptable.

8.2. Bonding Capacity: The required minimum single job bonding capacity for this contract shall be \$230,000. Bidder shall provide a letter from your bonding agency describing your current bonding capacity, as follows:

- Your single job bonding capacity.
- Your aggregate bonding capacity.
- An agent of your licensed bonding agency shall sign the letter.

If the original letter is not signed and/or has conflicting information, it shall render your proposal nonresponsive. **Place letter from bonding agency after Tab 1f.**

8.3. Order cycle overview:

1. Member forwards purchase orders to Mohave that lists the contract number, along with a copy of detailed contract vendor quote. Vendor listed on the purchase order is contract vendor.
2. Mohave reviews and emails member order with "MESC Reviewed" stamp, to contract vendor and member.
3. Contract vendor provides product/services.
4. Contract vendor invoices member.
5. Member pays contract vendor.
6. Contract vendor sends monthly Reconciliation Report to Mohave.
7. Contract vendor remits administration fee monthly, based on invoices paid.
8. Mohave audits selected invoices.

9. PRICING

9.1. Administration fee: Mohave's 1% administration fee shall be included in offeror's contract price. Contract vendor shall not add the administration fee to approved contract prices. The value of trade-ins or rebates shall not affect the amount of administration fee paid to Mohave.

9.2. Annual UPB updates: Annual updates to the UPB shall be required under an awarded contract. Mohave shall set the schedule for annual updates.

9.3. Application of pricing: In Mohave's purchase order review process, the date Mohave receives a member purchase order or the date of a valid contract vendor's quote will generally be used to determine the contract pricing that is in effect for that order. The date Mohave receives a member purchase order will only be used to determine the contract pricing that is in effect for an order when a contract vendor's quote does not exist or is invalid. However, other factors may apply.

9.4. Basis for pricing: Contract pricing under this RFP shall be based upon a coefficient applied to a UPB.

9.5. Coefficients: A coefficient will be applied to the UPB. The coefficient is the multiplier (e.g., .95) that is applied to all UPB prices to determine the member's contract price. Several coefficients may apply to the UPB. Coefficients shall be extended no more than two (2) decimal places.

9.6. Decimal places: Pricing shall use a maximum of two (2) decimal places.

9.7. Effect of price: No contract shall be awarded solely on the basis of price.

9.8. Open Book Pricing: Open Book Pricing is not requested and shall not be used under any contracts awarded from this solicitation.

9.9. Overcharges by antitrust violations: Mohave maintains that overcharges resulting from antitrust violations are borne by the purchaser. Therefore, to the extent permitted by law, contract vendor assigns to member any and all claims for such overcharges as to the goods or services used to fulfill the contract.

9.10. Price reduction and adjustment: Price reduction may be offered at any time during a contract and shall become effective upon notice of acceptance from Mohave. Special time-limited reductions are permissible under the following conditions: 1) reduction is available to all members equally; 2) reduction is for a specific time period, normally not less than thirty (30) days; 3) original price is not exceeded after the time-limit; and 4) Mohave has approved the new prices prior to any offer of the prices to a member. Mohave shall be the sole judge on the acceptance of price reductions under an awarded contract.

9.11. Price workbook: All offerors shall submit their price proposal in paper, and in an electronic format. Provide a CD, USB, or similar electronic media device with the completed price proposal in your response. **Place within your separately submitted price proposal.**

If awarded a contract, all future pricing updates shall be based on the electronic workbook, or similar approved format.

9.12. Reimbursement for transportation, mileage, lodging, meals and incidental expenses (M&IE): Contract vendor may charge for transportation, mileage, lodging and M&IE costs for employees that are required to travel to perform services at member site under this contract. An overnight stay is required for lodging reimbursement. Mileage reimbursement shall be at a specified rate. Transportation charges are separate from mileage, and may include airfare, car rental, etc.

Reimbursements under this section shall not exceed the rates listed in approved pricing, and shall not exceed the actual charge. To be eligible for reimbursement, estimated charges must be on the quote and approved by the member. Receipts for such reimbursements must be provided upon request from the member.

9.13. Travel/drive rates: Contract vendor may charge for travel/drive rates under this contract.

- Travel/drive rates are labor rates charged for time in transit to and from a job site, per person.
- Travel/drive rates may be used with mileage reimbursement, but shall be listed separately. Travel/drive rates are only applicable for out of area employees working in Arizona under this contract.

9.14. Special pricing offers: Special pricing offers (e.g., quantity discounts, time sensitive offers, bundles) must apply to all Mohave orders of similar size and scope. Special pricing limited to a single member is not acceptable. Mohave must approve special pricing before it is offered to any member.

9.15. Unit price book: Mohave shall provide the unit price book to which the coefficient will be applied. Submission of other unit price books shall result in rejection of the proposal.

10. SITE REQUIREMENTS

10.1. Cleanup: Contract vendor shall clean up and remove all debris resulting from their work as required or directed by member. Upon completion of the work, the premises shall be left in good repair and unobstructed condition.

10.2. Contract vendor employee fingerprinting: Contract vendor and its employees or subcontractors working under an awarded contract who are required to provide services on a regular basis at an individual school, shall obtain and present a valid Department of Public Safety fingerprint clearance card in accordance with ARS §15-512 (H). The fingerprint card shall be issued pursuant to Title 41, Chapter 12, Article 3.1. Charges for such fingerprint checks will be the responsibility of the contract vendor, subcontractor or individual employee as determined by the member.

An exception to this requirement may be authorized in member's Governing Board policy, for persons who, *"as part of the normal job duties of the persons, are not likely to have independent access to or unsupervised contact with pupils."*

Contract vendor and its employees or subcontractors shall not provide services on school district property until so authorized by the school district. Additionally, contract vendor shall comply with applicable governing board fingerprinting policy(ies) at the school district where services are provided.

10.3. Onsite Contract Vendor Responsibilities: The contract vendor is responsible for ensuring that all onsite work performed under this contract meets or exceeds the OSHA standards, and is responsible for ensuring safe work performance of employees and subcontract vendors.

Contract vendor and its employees or subcontractors shall report accidents and incidents immediately to the member's responsible staff or its administration. The contract vendor is responsible for providing and obtaining appropriate medical and emergency assistance and notifying fire and law enforcement agencies, when necessary. Except for rescue and emergency measures, the scene of the accident or incident shall not be disturbed, and the operation shall not resume until authorized by the member's responsible staff or administration. The contract vendor must assist and cooperate fully with the investigation of the accident/incident and ensure availability of all information, personnel and data pertinent to the investigation.

For preemptive purposes, contract vendor and its employees or subcontractors shall immediately report to the member's responsible staff or administration all areas of concern that could potentially lead to accident or injury.

10.4. Preparation: Contract vendor shall not begin a project for which member has not prepared the site. Site preparation includes, but is not limited to: moving furniture, installing wiring for networks or power, and similar pre-installation requirements.

10.5. Registered sex offender restrictions: For work to be performed at an Arizona school, contract vendor agrees that no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are or are reasonably expected to be present. Contract vendor agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the member's discretion.

10.6. Safety measures: Contract vendor shall take all reasonable precautions for safety on the worksite, and shall erect and properly maintain all necessary safeguards for protection of workers and the public. Contract vendor shall post warning signs against all hazards created by its operation and work in progress. Proper precautions shall be taken pursuant to current state law and standard practices to protect workers, general public, and existing structures from injury or damage.

10.7. Smoking: Persons working under the contract shall adhere to local smoking policies. Smoking will only be permitted in posted areas or off premises.

10.8. Stored materials: Upon prior written agreement between the contract vendor and member, payment may be made for materials not incorporated in the work but delivered and suitably stored at the site or some other location, for installation at a later date. An inventory of the stored materials shall be provided to member prior to payment. Such materials shall be stored and protected in a secure location, and be insured for their full value by the contract vendor against loss and damage. Contract vendor agrees to provide proof of coverage and/or addition of member as an additional insured upon member's request. Additionally, if stored offsite, the materials shall also be clearly identified as property of member and be separated from other materials. Member shall be allowed reasonable opportunity to inspect and take inventory of stored materials, on or offsite, as necessary.

Until final acceptance by the member, it shall be the contract vendor's responsibility to protect all materials and equipment. The contract vendor warrants and guarantees that title for all work, materials and equipment shall pass to the member upon final acceptance. Payment for stored materials shall not constitute final acceptance of such materials.

11. SUBCONTRACTORS

11.1. Awarding subcontracts: Offeror agrees that any subcontract competitively solicited by contract vendor will not be awarded solely upon membership or non-membership in a union or professional association.

11.2. Entering subcontracts: Subcontracts shall incorporate by reference the terms and conditions of the Mohave contract.

11.3. Prime contractor: Contract vendor will be considered a prime contractor and not a subcontractor. Neither Mohave nor the member will establish a contractual relationship with subcontractors.

11.4. Subcontracts: No subcontracts shall be entered into with any unlicensed party. Contract vendor must use subcontractors openly, include such arrangements in the proposal, and certify upon request that such use complies with the current rules of the Arizona Registrar of Contractors and the Arizona procurement rules and code. No subcontracting costs may be hidden in a cost proposal to member.

11.5. Subcontractor payment: Contract vendor agrees to pay subcontractors within seven days after receipt of payment from member, as required in Arizona procurement rules and code. If contract vendor receives any interest monies for delay of payment from member, contract vendor will pay subcontractor the correct proportion of interest received. Complaints by subcontractor may be resolved as described in Arizona procurement rules and code. Failure to pay subcontractor for work faithfully performed and properly invoiced may result in the suspension or cancellation of this contract.

11.6. Section Process for Subcontractors: Contract vendor shall select subcontractors based on qualifications alone or on a combination of qualifications and price and shall not select subcontractors based on price alone. A qualifications and price selection may be a one-step selection based on a combination of qualifications and price or a two-step selection. In a two-step selection, the first step shall be based on qualifications alone and the second step may be based on a combination of qualifications and price or on price alone.

11.7. Use of subcontractors: If the contract vendor subcontracts or intends to subcontract part or all of the work under a job order:

The contract vendor has a duty to deliver promptly to each subcontractor invited to bid a coefficient to the contract vendor to do all or part of the work under one or more job orders.

Provide a copy of the descriptions of all standard individual tasks and a copy of the applicable current standard unit prices on which the subcontractor is invited to bid.

12. TERM OF CONTRACT AND EXTENSION

12.1. Contract period: It is Mohave's intent to award a multi-term contract for the specified materials, equipment and/or services. The initial contract term shall be for one (1) calendar year from the effective date of contract award. By mutual written agreement between Mohave and contract vendor, the contract may be extended for up to four (4) potential additional 12-month periods, beginning immediately after expiration of the prior term. However, no contract extension exists unless and until contract vendor is so notified by Mohave.

12.2. Contract extension: Conditions for contract extension may include, but are not limited to: contract usage, satisfactory performance of services during the preceding contract term, ability to continue to provide satisfactory services, continued adherence to the contract requirements, and continued competitive prices for the materials and services provided under the contract.

12.3. Month-to-month extensions: Mohave reserves the right to offer month-to-month extensions if that is determined to be in the best interests of members.

13. WARRANTY/QUALITY GUARANTEE

13.1. Extended warranties contracts: The contract vendor or a manufacturer may offer extended warranties available at extra cost for members that agree to a maintenance contract. The extended warranty contract shall be offered as a separate line item. Upon request, training must be offered by the contract vendor for the maintenance staff of the member and will be arranged before installation as part of the purchase contract. This training shall be priced per contract pricing.

13.2. Fitness: Contract vendor warrants that any equipment or material supplied to Mohave or its members shall fully conform to all requirements of the contract, all representations of contract vendor, and shall be fit for all purposes and uses required by the contract.

13.3. Inspection: The warranties set forth in this section shall not be affected by inspection or testing of, or payment for the equipment or materials to contract vendor by member.

13.4. Quality: Unless otherwise specified, contract vendor warrants that for two (2) years after acceptance of the equipment or materials by member, they shall be:

- Of a quality to pass without objection in the industry or trade normally associated with them;
- Fit for the intended purpose(s) for which they are used;
- Of even kind, quantity and quality within each unit and among all units, within the variations permitted by the contract;
- Adequately contained, packaged and marked as the contract may require; and
- Conform to the written promises or affirmations of fact made by contract vendor.

13.5. Warranty requirements: Contract vendor warrants that all equipment, materials, and services delivered under this contract shall conform to the specifications. Unless stated otherwise, all equipment shall carry a minimum two (2) year warranty that includes parts and labor. Contract vendor agrees to help member reach resolution in a dispute with the manufacturer over warranty terms. Any extended manufacturer's warranty shall be passed on to member without exception. Mohave reserves the right to cancel the contract if contract vendor charges member for a replacement part that the contract vendor received at no cost under a warranty.

13.6. Warranty work: The contract vendor shall perform all warranty work and remain available to the member should continued service be required after warranty obligations are met.

Special Terms and Conditions Acceptance Form

Place after Tab 1d

Signature on Page 58 certifies complete acceptance of the Special Terms and Conditions in this solicitation, except as noted below (additional pages may be attached, if necessary).

Check one of the following responses to the Special Terms and Conditions:

- We take no exceptions/deviations to the Special Terms and Conditions.**

(Note: If nothing is listed below, it is understood that no exceptions/deviations are taken.)

- We take the following exceptions/deviations to the Special Terms and Conditions. All exceptions/deviations shall be clearly explained. Reference the corresponding Special Terms and Conditions that you are taking exceptions/deviations to. Clearly state if you are adding additional terms and conditions to the Special Terms and Conditions. Provide details on your exceptions/deviations below:**

(Note: All requested exceptions/deviations must be clearly explained. Reference the specific special terms and conditions that you are taking exceptions/deviations to, detail any proposed substitute special terms and conditions, and clearly demonstrate how Mohave and its membership will be better served by the substituted special terms and conditions. Unacceptable exceptions/deviations shall remove your proposal from consideration for award. Mohave shall be the sole judge on the acceptance of exceptions and Mohave's decision shall be final.)

Scope of Work/Services

Place after Tab 1e

1. DESCRIPTION

In order to gain economies of scale, Mohave is formally soliciting sources for job order contracting for fencing as specified within this Request For Proposal. These services are requested for Mohave's statewide membership of approximately 450 public agencies. Contracts, in whole or in part, shall be awarded to offeror, or offerors, for an initial one (1) year term and four (4) potential one-year extension options.

Because any work under this contract will be on a Job Order basis, exact project details are not available. General information on the project site, scope of work, schedule, project design and construction budget, or life cycle budget information shall be provided by members prior to usage of awarded contracts.

Mohave may procure, as an entity for its membership, construction and construction services, as applicable, using the following project delivery method: Job order contracting, as stated in Arizona Administrative Code, Article 11: School District Procurement R7-2-1102 through R7-2-1115, ARS §34-602(A)(4) and §41-2582(A)(4). Mohave's determination to use alternative project delivery methods for construction contracts is in accordance with the Arizona Administrative Code, Article 11: School District Procurement R7-2-1106, ARS §34-604 and §41-2579. Services shall be procured in accordance with the Arizona Administrative Code, Article 11: School District Procurement R7-2-1106 through R7-2-1115, and ARS §34-604 and §41-2579.

Fencing in the Request for Proposals may include, but not be limited to: installation, repair, and upgrades, of fencing systems including specialty fencing for sporting arenas and ball fields, decorative, detention centers, and custom fabrications. Material and parts only offers are not requested.

Under job order contracting (JOC), a master contract is established with standard specifications and pricing based upon a coefficient that is applied to a Unit Price Book (UPB). When a specific project, or job order, is issued, the member and the contractor agree on the scope of work.

Mohave currently has two JOC contracts (10J-1012) for fencing. Activity under these contracts from 7/1/13 through 6/30/14 was \$1,426,253 and for year to date (7/1/14 to date of this solicitation) is \$1,227,743.

2. ESTIMATED TIMELINE OF EVENTS

Mohave has developed the following estimated timeline of events related to this formal solicitation. All dates are subject to change as required and at the sole discretion of Mohave.

EVENT	ESTIMATED DATE
Request For Proposals Issued	July 31, 2015
Deadline for Questions	August 21, 2015 at 5:00 p.m. (local AZ time)
RFP Due Date and Time	August 28, 2015 at 3:00 p.m. (local AZ time) 625 East Beale Street, Kingman, AZ 86401
Public Opening of Proposals	August 28, 2015 at 3:00 p.m. (local AZ time)
Notice of Intent to Award (<i>estimated date only</i>)	October 1, 2015
Execution of Contract(s) (<i>estimated date only</i>)	November 2, 2015

3. SUBMISSION OF PROPOSALS

- 3.1.** Proposals should provide straightforward, concise information that satisfies the requirements. Expensive bindings and/or color displays are not necessary. Emphasis should be placed on conformity to the specifications and terms and conditions, as well as the completeness and clarity of the submittal content.
- 3.2.** The offeror must submit a proposal following information detailed in the *Instructions to Offeror and Checklist*.

4. CONTRACT TYPE

The term contract shall be a coefficient applied to a Unit Price Book (UPB).

5. AWARD CRITERIA

The weighted award criteria for this solicitation, in relative order of importance, are as follows:

Responsive and responsible offeror(s) shall provide the following requirements:

Award criteria: The evaluation criteria for this solicitation, and the maximum points for each, are as follows:

<u>Criteria</u>	<u>Points</u>
Technical Proposal Evaluation	
Offeror's qualifications and experience	40
Quality of the technical proposal	20
Offeror's contract management plan	10
Offeror's quality management plan	10
Offeror's subcontractor management plan	5
Offeror's safety plan and record	5
Offeror's financial capacity (including bonding capacity)	5
Information from references, past performance information and other pertinent information	5
Technical Proposal Total	100
Price Proposal Evaluation	
Cost (coefficients, professional services)	25
Other project costs, e.g. rates for bonds, travel, meals and incidental expenses (M&IE), transportation costs	5
Price Proposal Total	30
Grand Total	130

Award(s) shall be made to the responsive and responsible offeror(s) whose proposal(s) are determined in writing to be most advantageous to Mohave for its members.

References and definitions used for specifications and in the solicitation: (acronyms used in the solicitation are noted in bold font below):

ASTM International (**ASTM**): www.astm.org

Specifications

Place after Tab 1e

SPECIFICATIONS

Compliance with specifications: The fact that a manufacturer, supplier or offeror chooses not to produce or provide equipment, supplies and/or services to meet the specifications will not be considered sufficient cause to adjudge the specifications as restrictive. Offerors shall offer equipment, supplies, and/or services they believe come closest to meeting specifications.

Deviations from specifications: Offerors will respond to each numbered specification by checking the appropriate "Comply" or "Deviate" box. "No Bid" items shall be marked as such in the appropriate "Deviate" box. Your exceptions/deviations must be clearly explained. Reference the specification that you are taking exceptions/deviations to, detail any proposed substitute language, and clearly explain how the exceptions/deviations meets or exceeds specifications. Unacceptable exceptions/deviations shall remove your proposal from consideration for award. Mohave shall be the sole judge on the acceptance of exceptions and Mohave's decision shall be final. Details for exceptions/deviations shall be listed by specification number on the *Scope of Work/Services and Specifications Acceptance Form*.

Minimum specifications: The standard of quality and performance indicated in the specifications and scope of work or services shall be understood as the minimum requirements only. Unless otherwise indicated in the specifications or drawings, all work shall be done in accordance with the specifications and recommendations of the manufacturer of the product to be installed.

Purpose of specifications: Specifications are designed to enable offeror to satisfy a requirement for a product, material, process, or service. A specification may be expressed as a standard, part of a standard, or independent of a standard. No specification is intended to limit competition by eliminating items capable of satisfactorily meeting the requirements of the procurement. If offeror believes a specification is unnecessarily restrictive, offeror must notify Mohave of such prior to specified proposal due date and time.

Specifications	Comply	Deviate*
1.1 Job Order Contracting - General Requirements		
1.1.01 Contract vendor shall provide all labor, materials, equipment, and services required to complete each project according to the scope of work developed with the member. All required bonds shall be provided to the member.	✓	
1.1.02 All work shall be accomplished in accordance with the material and/or equipment manufacturer's instructions. Prior to performing any work, contract vendor shall make their personnel aware of such instructions. Contract vendor shall supervise all work, use qualified personnel and require personnel to be familiar with safety procedures, equipment operation, and manufacturer's installation requirements.	✓	
1.1.03 If contract vendor prepares drawings, the member shall approve drawings prior to contract vendor starting any work.	✓	
1.1.04 Contract vendor's work responsibility shall include planning, programming (e.g. automatic gates, entry devices), administration, and management necessary to provide all construction and related services as specified in the job order. Contract vendor shall perform the work in strict accordance with the contract and all current applicable federal, state and local laws and codes.	✓	
1.1.05 Contract vendor shall provide related services such as preparing and submitting required reports and submitting necessary information as specified under this contract and within individual job orders.	✓	
1.1.06 Contract vendor shall ensure that all work meets, or exceeds, critical reliability rates or tolerances specified or included in applicable documents.	✓	

1.1.07	Contract vendor shall ensure all work areas that may pose a hazard are adequately identified and secured at all times.	✓	
1.1.08	All new materials furnished under the contract shall be of the latest design, from known manufacturers of the materials, free from defects, and in compliance with the specifications and scope of work. Rebuilt or remanufactured components, such as automatic gate openers and electronic controls shall be identified and use approved by member prior to installation.	✓	
1.1.09	All materials and equipment furnished under the contract shall be of brands and models acceptable to the member.	✓	
1.1.10	During progress of any job order which includes drawings, contract vendor shall keep a careful record at jobsite of all changes and corrections to the layouts shown in the drawings. Contract vendor shall promptly enter all such changes and corrections on record drawings. Each sheet of the corrected set shall be stamped with "RECORD DRAWINGS AS-BUILT," or a similar notation.	✓	
1.1.11	In addition to all changes and corrections, record drawings shall include the actual location of all sub-surface utility lines, and any overhead obstructions, as applicable.	✓	
1.1.12	When requested or required by member, contract vendor shall provide reproducible, professional drafting quality drawings. Member supplied drawings shall be a reproducible design with final record drawings, or drawings from which the contract vendor can develop detailed working drawings. The drawings provided shall be in accordance with current applicable federal, state and local laws and codes.	✓	
1.1.13	The contract vendor shall promptly notify the member in writing if any discrepancies in, or omissions from, any plans, drawings, specifications, and/or any other document for the project are discovered. The contract vendor shall not proceed with the project without written direction from the member.	✓	
1.1.14	Contract vendor's personnel may be permitted to use toilet facilities on the premises subject to approval from the member. In the event none are available, contract vendor shall, at his expense, provide portable facilities.	✓	
1.1.15	The member may require occupying the area where work is to be performed during the construction period. Contract vendor shall coordinate with member to have access to that portion of the area, in which work is to be performed. Contract vendor's personnel, equipment, materials, and tools shall be confined to that area so as not to interfere with member's ongoing operations in the work areas.	✓	
1.1.16	Contract vendor shall not build upon or conceal defective work.	✓	
1.1.17	Materials classified by the member as salvageable or repairable shall remain the property of the member.	✓	
1.1.18	Materials not classified by the member as salvageable or repairable shall be disposed of in accordance with current applicable federal, state and local laws and codes.	✓	
1.1.19	The contract vendor shall immediately notify the member if asbestos is identified in the work area. The contract vendor shall not proceed with the project without written direction from the member. Removal of asbestos materials shall be accomplished by a contractor licensed in asbestos abatement, and following all current applicable federal, state and local laws and codes.	✓	
1.1.20	Contract vendor shall conduct a pre-final inspection prior to requesting a final inspection. Any discrepancies shall be corrected prior to final inspection.	✓	

1.1.21	Prior to final acceptance and payment, contract vendor shall submit any applicable manufacturers' original operation and maintenance manuals to the member. Contract vendor shall conduct a training session to brief member personnel on the operation and maintenance procedures of such equipment and materials.	✓	
1.1.22	Contract vendor may recommend alternate specifications or additional specifications for work to be performed under a job order. Any alternate specification offered shall comply with all current applicable rules, regulations, statutes, ordinances, codes, and standards.	✓	
1.1.23	Contract vendor shall obtain written approval from the member prior to using any alternate specification for any work to be performed under the contract.	✓	
1.1.24	Prior to starting any work, contract vendor shall notify the member of any specification that is in conflict with current applicable rules, regulations, statutes, ordinances, codes, and standards, and offer an alternate solution that is in compliance.	✓	
1.1.25	When any aspect of a project is not covered by a specification, building code or standard, the minimum standard for good and workmanlike construction shall be established usage, procedures and acceptable industry practices prevailing in the United States.	✓	
1.1.26	Where practicable, all work shall be accomplished in a manner to match adjacent existing work in the same area or on the same elevation. Contract vendor will not make adjustments to or alter in any manner the member's existing facilities without prior written approval from the member.	✓	
1.1.27	Prior to performance of final inspection, contract vendor shall submit and have the member approve all submittals, as-built drawings and manuals related to the project.	✓	
1.1.28	A request for final inspection shall normally be requested one day before the desired date, or as otherwise negotiated with the member. The member shall perform the final inspection with contract vendor. Any discrepancies shall be noted and corrected within the time specified by the member prior to payment.	✓	
1.2	Pricing – Unit Price Book Requirements (UPB)		
1.2.01	Mohave shall provide the UPB to be used in any awarded contracts from this RFP.	✓	
1.2.02	Contract vendor shall provide the member with an itemized project cost prior to starting any job order. At a minimum, the project cost shall include: Date of Quote Item Number Item Description Number of Units Unit Price Unit Price Total Line Items Subtotal Required Bond Total Grand Total	✓	
1.2.03	Coefficients shall be provided for normal business hours (Monday - Friday, 7 a.m. – 5 p.m.) and "other" hours (e.g. after hours, weekends, holidays). "Other" hours shall only be worked with prior written approval from the member.	✓	
1.2.04	Coefficients shall be extended no more than two decimal places.	✓	
1.2.05	Coefficients shall include all costs associated with performing the work contained in the UPB. Such costs include, but are not limited to: the direct cost of doing the work; labor; overhead; general and administrative; profit; project office expenses; mobilization and close-out costs; incidental costs, insurance; compliance with current applicable federal, state and local laws and codes; protective clothing and equipment; traffic and work site barriers; computer systems and software; vehicles, maintenance and fuel; and all contingencies connected to performing the work. No additional payment will be allowed for these items.		✓

1.2.06	Offeror shall specify in the proposal what additional types of costs are included in the coefficients.	✓	
1.2.07	The UPB shall be adjusted annually prior to the awarded contract's anniversary date. Mohave shall provide the contract vendor the methodology and data used to adjust the UPB. Adjustments will be to the UPB only. No adjustment will be applied to cost items comprising the coefficient. No upward adjustment shall apply to job orders awarded prior to effective date of the adjustment, regardless of the date of commencement of work.	✓	
1.2.08	All prices in the UPB are for completed-in-place construction unless explicitly described otherwise. Waste or excess material quantities are incidental costs, which are included within the coefficient unless explicitly stated otherwise. Quantities used on individual job order proposals shall be taken from field measurements or design plans, as appropriate, without allowance for waste.	✓	
1.2.09	Items that cannot be found in the UPB are considered "non pre-priced" items. If the UPB or other approved cost data index contain an item that is basically the same in form, fit and function, it may be used to price a non pre-priced item. If such pricing is used, substantiating rationale and documentation shall be included in the line item cost sheet.	✓	
1.2.10	If like items cannot be found in the UPB, contract vendor shall obtain three written quotes for a non pre-priced item and submit the quotes to Mohave. Mohave shall determine the most appropriate quote to use for adding the item to the approved contract pricing. If three quotes cannot be obtained, contract vendor shall include an explanation in their submission of the non pre-priced item.	✓	
1.2.11	Upon approval from Mohave, the non pre-priced item shall become part of the contract pricing and available for any job order. Contract vendor shall not provide a new item unless and until Mohave approves it.	✓	
1.2.12	A coefficient to be applied to the cost of non pre-priced items shall be provided.	✓	
1.3	Metal posts and top, bottom, middle and brace rails, chain-link		
1.3.01	All metal posts and rails shall meet or exceed the strength requirements of current applicable ASTM requirements.	✓	
1.3.02	Two grades of fence pipe, top rail, line post, end corner and pull posts may be provided: heavy and light industrial.	✓	
1.3.03	Base metal for the posts shall be steel strip that meets or exceeds current applicable ASTM requirements. Zinc used in the manufacturing process shall be ASTM B-6 Grade. Zinc coating shall be as prescribed in current applicable ASTM requirements.	✓	
1.3.04	The exterior and interior surfaces of the tubular posts shall be galvanized to resist corrosion and to resist humidity in accordance with current applicable ASTM requirements.	✓	
1.3.05	All posts shall be installed with a line cap or post cap to exclude water from the interior of the tube. Post and line caps shall fit snugly over tubular posts.	✓	
1.3.06	All fence fittings (post and line caps, rail and brace ends, top rail sleeves, tie wires, clips and fasteners, tension and brace bands, tension bars, truss rod assemblies, barbed wire arms) shall be manufactured to meet or exceed current applicable ASTM requirements.	✓	
1.3.07	Galvanized fittings shall be according to the current applicable ASTM requirements.	✓	
1.3.08	Rail and brace ends shall be provided when top rail or brace are required.	✓	
1.3.09	Top rail sleeves shall be at least .05 inches thick and 6inches in length and shall prevent movement along the rail.	✓	

1.3.10	Tie wires and clips for attaching chain link fence fabric to the posts and rails shall be galvanized or aluminum coated. A variety of attachments may be provided that meet or exceed current applicable ASTM requirements.	✓	
1.3.11	Tension and brace bands shall be hot-dipped galvanized. Tension bands shall be at least 14 gauge and brace bands 12 gauge pressed steel.	✓	
1.3.12	Steel tension bars shall be fabricated from steel strip and hot-dipped galvanized. Alternative fiberglass tension bars shall be manufactured in accordance with current applicable ASTM requirements.	✓	
1.3.13	Truss rod assembly and tightener shall be capable of withstanding a tension of 2,000 lbs.	✓	
1.3.14	Barbed wire arms shall be fitted with slits or slots for attaching barbed wire. The base of the arm, when attached, shall be able to support without permanent deflection, a vertical 250 lb. load attached to where the barbed wire connects to the arm.	✓	
1.3.15	All colors and coatings of fittings shall match the posts and fence fabrics.	✓	
1.4	Zinc-coated steel chain-link fence fabric		
1.4.01	Fence fabric shall be zinc-coated steel chain-link fence fabric, with zinc coating after or before weaving.	✓	
1.4.02	Fence fabric shall meet or exceed current applicable ASTM requirements.	✓	
1.4.03	Fence fabric shall be available in standard heights of 36 inches up to 144 inches and shall have a standard diamond count. The size of the wire shall not vary more than ± 0.005 inches (.13 mm) from specification. Unless otherwise requested, zinc coating shall be minimum Class 1 and be manufactured with a continuous vertical dip and retrieval process to remove excess zinc and keep the joints from welding. The zinc coating shall not be applied to the fence fabric in roll form.	✓	
1.4.04	Fence fabrics shall be offered with selvages as knuckle-knuckle.	✓	
1.4.05	Optional fence fabrics may be offered with selvages such as knuckle-barbed or barbed-barbed.	✓	
1.4.06	Fence fabric shall be provided in standard rolls of 50 feet. Other length rolls may be provided, if requested by member.	✓	
1.4.07	No rolls shall be accepted that have excessive roughness, blisters, sal ammoniac spots, bruises, or flaking. Contract vendor agrees that fence fabrics may be tested by taking two random samples to test for weave, diamond count, wire size, height of fence fabric, selvaage, and length. The fence fabric may also be tested for breaking strength and weight of zinc coating as described in current applicable ASTM requirements.	✓	
1.4.08	Any cost associated with the initial testing shall be the responsibility of the contractor. If the sample fails the initial testing, two additional samples may be taken and tested. In the event of failure of either, the member may reject the entire lot represented by the samples. The cost for the second testing shall also be the responsibility of the contractor. After failure of any lot, the contract vendor shall bear the expense of testing replacement lots.	✓	
1.4.09	Each roll of fence fabric shall be tightly rolled and firmly tied and carry a tag showing the class of coating, the specified wire size, the mesh size, the length and height of the fence fabric. It shall also include compliance with current applicable ASTM requirements and bear the name of the manufacturer.	✓	
1.5	Other fence fabric and fencing material	✓	
1.5.01	Aluminum-coated steel chain-link fence fabric shall meet or exceed current applicable ASTM requirements.	✓	
1.5.02	PVC-Coated Steel chain-link fence fabric shall meet or exceed current applicable ASTM requirements.	✓	

1.5.03	Standard colors for coated chain-link fence materials shall meet or exceed current applicable ASTM requirements for exterior applications.	✓	
1.5.04	Aluminum alloy chain-link and metallic-coated steel wire fence fabric shall meet or exceed current applicable ASTM requirements.	✓	
1.5.05	Horizontal and vertical wires shall meet current applicable ASTM requirements.	✓	
1.5.06	Zinc-coated steel and aluminum-coated barbed wire shall meet or exceed current applicable ASTM requirements.	✓	
1.5.07	Single, double swing-type, slide gates and related posts shall meet or exceed current applicable ASTM requirements.	✓	
1.6	Fencing standards		
1.6.01	Exterior profiles used for fencing shall meet or exceed current applicable ASTM requirements.	✓	
1.6.02	Chain-link tennis court fence shall be constructed as described in current applicable ASTM requirements. Baseball backstops and fences around dugouts shall meet or exceed current applicable industry standards of construction.	✓	
1.6.03	Unless otherwise specified, all gate frames shall have padlock-locking devices.	✓	
1.6.04	Gate assemblies shall not require the use of chains to secure the gate.	✓	
1.6.05	Gate frames shall be welded and the welds shall be protected with zinc base paint.	✓	
1.6.06	Fence fabric for the gate shall be the same or match that used on the fence.	✓	
1.6.07	Swing gates shall have a 180-degree swing and shall have heavy duty hinge action that permits one person to easily move the gate. The gate hinge shall not allow it to be lifted off the hinges.	✓	
1.6.08	A variety of latches shall be offered.	✓	
1.6.09	Center gate stops shall be provided on all double drive gates.	✓	
1.6.10	Vehicle drive gates 30 feet or more shall have one semi-pneumatic rubber wheel per gate having a minimum diameter of 8 inches and a tread width of 1-3/4 inches or more. The wheels shall have a zinc fitting for greasing and shall be braced to prevent twisting.	✓	
1.6.11	Privacy and decorative slat inserts offered shall be resistant to sun and weather extremes and distortion.	✓	
1.6.12	System offered shall have a horizontal locking channel across the bottom of the fence that permit the vertical slats to automatically lock in place.	✓	
1.6.13	Slats shall be resistant to industrial acids, alcohol, alkalines, ammonia, detergents, salt water, water treatment chemicals and petroleum distillates. Slats shall be able to be cleaned with water spray.	✓	
1.6.14	Slats shall be available in any standard height and packaged in containments of single colored material. Packaging shall state coverage in lineal feet. Standard and custom colors may be offered.	✓	
1.6.15	Contract vendor may offer factory-assembled slats in pre-woven chain link fence fabric in heights from 3 feet to 12 feet.	✓	
1.6.16	Slats offered shall have a tensile strength of 3700 psi or greater and have a limited 15-year warranty against color fading and breakage.	✓	
1.7	Installation of chain-link fence		
1.7.01	Line posts shall be placed equidistant at intervals not exceeding 10 feet. Measure the interval parallel to the grade of the proposed fence and in the line of fence from center to center of the post.	✓	
1.7.02	Terminal posts shall be provided at the beginning and end of each continuous length of fence and at any abrupt change in vertical and horizontal alignments.	✓	

1.7.03	Posts shall be set in accordance with current applicable building codes, manufacturer's recommendations, or as specified in plans or drawings.	✓	
1.7.04	Minimum post sets shall be at least 2 feet deep; posts over 4 feet in height shall be set an additional 3 inches per foot in height, plumb and in line and backfill with concrete (2500 psi). Concrete should be at least 2 inches below the bottom of the post, and crown the top 2 inches to shed water.	✓	
1.7.05	Any unusual settings shall be accomplished as described in current applicable ASTM requirements.	✓	
1.7.06	All fences installed without a top rail shall have braces on all terminals. No braces are required on fence fabric 6 feet high or less that have a top rail. On all fence fabric over 6 feet, braces are required. On fence fabric 12 feet in height or higher, a center rail is required.	✓	
1.7.07	Terminal post braces shall be installed as described in current applicable ASTM requirements.	✓	
1.7.08	Top wire and tension wire shall be installed per current applicable ASTM requirements.	✓	
1.7.09	Chain-link fence fabric shall be installed per current applicable ASTM requirements.	✓	
1.7.10	If barbed wire is installed, it shall be pulled taut to remove all sag and firmly installed in the slots of the extension arms.	✓	
1.7.11	Gates shall be installed to provide operational clearance true to opening and plumb in a closed position.	✓	
1.8	Ornamental iron fencing and gates		
1.8.01	The contract vendor shall provide an ornamental iron fencing that shall resist oxidation. Contract vendor shall submit evidence that the product meets or exceeds current applicable ASTM requirements upon request by member.	✓	
1.8.02	Contract vendor may offer a variety of heights for ornamental iron fencing. Optional extensions above the top rail may be offered. Unless otherwise requested, the standard placement for pickets shall be 4-1/2 inches to 5 inches O.C. and shall be welded to 1 1/2 inches to 2 inches square rails.	✓	
1.8.03	Contract vendor shall provide matching sliding and swing gates. Swing gates shall include auto-closure gate hinges.	✓	
1.8.04	Contract vendor may offer a variety of line posts (e.g. 2 inches square, .063 inches wall thickness), corner and terminal posts (e.g. 4 inches square, .095 inches wall thickness), pickets (e.g. 1 inch square, .047 inches wall thickness), and rails (e.g. 1-1/2 inches and 2 inches square, .063 inches wall thickness).	✓	
1.8.05	All field welded pieces shall be ground smooth and galvanized with a zinc primer, per manufacturer's instructions.	✓	
1.8.06	All posts and pickets that are capped shall have welded caps.	✓	
1.8.07	Posts shall be set according to industry standards in concrete footing.	✓	
1.8.08	Corner posts will be set at least 2 feet deep by 8 inches diameter for 6 feet high fencing.	✓	
1.8.09	Walk gateposts shall be set in concrete at least 2 feet deep by 12 inches diameter.	✓	
1.8.10	Drive gateposts shall be set in concrete at least 3 feet deep by 12 inches diameter.	✓	
1.8.11	Posts for fences higher than 6 feet shall be set in concrete at least 3 feet deep by 12 inches diameter.	✓	
1.8.12	Unless otherwise specified, all gate frames shall have padlock-locking devices.	✓	
1.8.13	Top of footing shall be sloped for drainage.	✓	
1.8.14	All welding shall be according to manufacturer's instruction and shall be plumb and true to lines and levels.	✓	

1.8.15	Sections attached to walls shall be fastened with heavy-duty fasteners, per manufacturer's instructions.	✓	
1.9	Services		
1.9.01	Upon request from member, contract vendor shall obtain the permits required for a job order. Member shall reimburse contract vendor for actual cost of such permits. No amount for overhead and profit shall be allowed.	✓	
1.9.02	Upon request from member, and if included in the awarded contract, contract vendor shall provide professional services related to the job order including, but not limited to: design and engineering. Such services are only allowable as part of an executed Job Order Contracting purchase order, for performing construction services. All professional services offered shall be provided in accordance with current applicable federal, state and local laws, and codes.	✓	
1.9.03	Contract vendor may offer repair, emergency repair, and temporary fencing services.	✓	
1.9.04	There shall be no charge for warranty repair services prior to expiration of the warranty period.	✓	

***Exceptions/deviations must be listed on the *Scope of Work and Specifications Acceptance Form*. List the specification number for each exception/deviation.**

Scope of Work/Services and Specifications Acceptance Form

Place after Tab 1e

Signature on page 58 certifies complete acceptance of the Scope of Work/Services and Specifications in this solicitation, except as noted below (additional pages may be attached, if necessary).

Check one of the following responses to the Scope of Work/Services and Specifications:

- We take no exceptions/deviations to the Scope of Work/Services and Specifications.**

(Note: If nothing is listed below, it is understood that no exceptions/deviations are taken.)

- We take the following exceptions/deviations to the Scope of Work/Services and Specifications. All exceptions/deviations shall be clearly explained. Reference the corresponding Scope of Work/Services or Specifications that you are taking exceptions/deviations to. Provide details on your exceptions/deviations below:**

(Note: All requested exceptions/deviations must be clearly explained. Reference the specific language that you are taking exceptions/deviations to, detail any proposed substitute language, and clearly explain how the exceptions/deviations meet or exceed Scope of Work and Specifications. Unacceptable exceptions/deviations shall remove your proposal from consideration for award. Mohave shall be the sole judge on the acceptance of exceptions/deviations and Mohave's decision shall be final.)

1.2.05 - Amendment #1 modified this section. We comply with the amended version of this specification.

Bid Bond

Place after Tab 1f

KNOW ALL MEN BY THESE PRESENTS:

THAT, AA Anchor Fence, Inc. dba Associated Fence of Glendale, Inc.
(hereinafter called Principal), as Principal, and Merchants Bonding Company (Mutual)
a corporation organized and existing under the laws of the State of Iowa, with its principal office
in the city of Des Moines, (hereinafter called the
Surety), as Surety, are held and firmly bound unto Mohave Educational Services Cooperative, Inc. in the
State of Arizona, (hereinafter called the Obligee) in the amount of \$100,000 for payment whereof the
said Principal and Surety bind themselves, and their heirs, administrators, executors, successors and
assigns, jointly and severally, firmly by these presents.

RFP 15J-0828

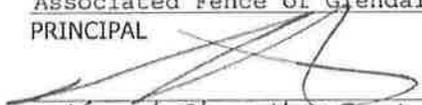
WHEREAS, the Principal has submitted a proposal for job order contracting for fencing.

NOW, THEREFORE, if the Obligee shall accept the bid of the Principal and the Principal shall enter
into a contract with the Obligee in accordance with the terms of such bid, and give such bond or bonds
as may be specified in the bidding or contract documents with good and sufficient surety for the faithful
performance of such contract and for the prompt payment of labor and material furnished in the
prosecution thereof, or in the event of the failure of the Principal to enter into such contract and give
such bond or bonds, if the Principal shall pay to the Obligee the difference not to exceed the penalty
hereof between the amount specified in said bid and such larger amount for which the Obligee may in
good faith contract with another party to perform the work covered by said bid, then this obligation shall
be null and void, otherwise to remain in full force and effect.

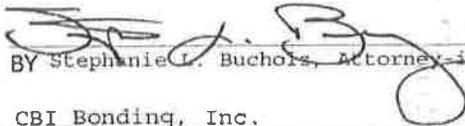
The prevailing party in a suit on this bond shall recover as part of his judgment such reasonable attorney
fees as may be fixed by a judge of the court.

Witness our hands this 28th day of August, 2015.

AA Anchor Fence, Inc. dba
Associated Fence of Glendale, Inc.
PRINCIPAL SEAL


BY Vincent Blawelt, Resident

Merchants Bonding Company (Mutual)
SURETY SEAL


BY Stephanie L. Bucholz, Attorney-in-Fact

CBI Bonding, Inc.
AGENCY OF RECORD

MERCHANTS
BONDING COMPANY™
POWER OF ATTORNEY

Know All Persons By These Presents, that MERCHANTS BONDING COMPANY (MUTUAL) and MERCHANTS NATIONAL BONDING, INC., both being corporations duly organized under the laws of the State of Iowa (herein collectively called the "Companies"), and that the Companies do hereby make, constitute and appoint, individually,

Andy Farr; Barry R Farr; Debra Williams; Gregory P Griffith; Stephanie L Bucholz

of Mesa and State of Arizona their true and lawful Attorney-in-Fact, with full power and authority hereby conferred in their name, place and stead, to sign, execute, acknowledge and deliver in their behalf as surety any and all bonds, undertakings, recognizances or other written obligations in the nature thereof, subject to the limitation that any such instrument shall not exceed the amount of:

SEVEN MILLION FIVE HUNDRED THOUSAND (\$7,500,000.00) DOLLARS

and to bind the Companies thereby as fully and to the same extent as if such bond or undertaking was signed by the duly authorized officers of the Companies, and all the acts of said Attorney-in-Fact, pursuant to the authority herein given, are hereby ratified and confirmed.

This Power-of-Attorney is made and executed pursuant to and by authority of the following By-Laws adopted by the Board of Directors of the Merchants Bonding Company (Mutual) on April 23, 2011 and adopted by the Board of Directors of Merchants National Bonding, Inc., on October 24, 2011.

"The President, Secretary, Treasurer, or any Assistant Treasurer or any Assistant Secretary or any Vice President shall have power and authority to appoint Attorneys-in-Fact, and to authorize them to execute on behalf of the Company, and attach the seal of the Company thereto, bonds and undertakings, recognizances, contracts of indemnity and other writings obligatory in the nature thereof.

The signature of any authorized officer and the seal of the Company may be affixed by facsimile or electronic transmission to any Power of Attorney or Certification thereof authorizing the execution and delivery of any bond, undertaking, recognizance, or other suretyship obligations of the Company, and such signature and seal when so used shall have the same force and effect as though manually fixed."

In Witness Whereof, the Companies have caused this instrument to be signed and sealed this 28th day of May, 2015.



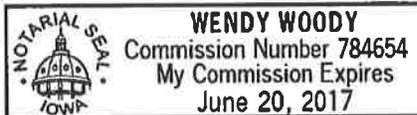
MERCHANTS BONDING COMPANY (MUTUAL)
MERCHANTS NATIONAL BONDING, INC.

By Larry Taylor
President

STATE OF IOWA
COUNTY OF POLK ss.

On this 28th day of May, 2015, before me appeared Larry Taylor, to me personally known, who being by me duly sworn did say that he is President of the MERCHANTS BONDING COMPANY (MUTUAL) and MERCHANTS NATIONAL BONDING, INC.; and that the seals affixed to the foregoing instrument is the Corporate Seals of the Companies; and that the said instrument was signed and sealed in behalf of the Companies by authority of their respective Boards of Directors.

In Testimony Whereof, I have hereunto set my hand and affixed my Official Seal at the City of Des Moines, Iowa, the day and year first above written.



Wendy Woody

Notary Public, Polk County, Iowa

STATE OF IOWA
COUNTY OF POLK ss.

I, William Warner, Jr., Secretary of the MERCHANTS BONDING COMPANY (MUTUAL) and MERCHANTS NATIONAL BONDING, INC., do hereby certify that the above and foregoing is a true and correct copy of the POWER-OF-ATTORNEY executed by said Companies, which is still in full force and effect and has not been amended or revoked.

In Witness Whereof, I have hereunto set my hand and affixed the seal of the Companies on this 28th day of August, 2015.



William Warner Jr.
Secretary



535 E. McKellips Rd
Suite 129
Mesa, AZ 85203-2566

August 11, 2015

Phone: 480-968-0100
Fax: 480-968-4043

Mohave Educational Services Cooperative, Inc.
625 E. Beale Street
Kingman, AZ 86401

Re: AA Anchor Fence, Inc. dba: Associated Fence of Glendale, Inc.
Project: RFP 15J-0828 (Job Order Contracting for Fencing)

To Whom It May Concern:

It is my understanding that you are considering using AA Anchor Fence, Inc. dba: Associated Fence of Glendale as a potential contractor on your future projects. Please be advised that their surety, Merchants Bonding Company (Mutual) has had the privilege of providing bonding since 2007. During that time, AA Anchor Fence, Inc. dba: Associated Fence of Glendale has proven to be a firm exhibiting a high degree of integrity in all of their dealings.

Merchants Bonding Company (Mutual) has extended surety support on single projects in the \$1,000,000 range, and has indicated a willingness to consider a total work program in the \$2,000,000 range. Merchants Bonding Company (Mutual) is also an *A.M. Best* rated company with a rating of "A". They also appear on the U.S. Treasury list of Approved Surety Companies with a current federal bond limit of \$7,953,000.

We see no reason we would not be in a position to issue performance and payment bonds for our client. Of course, authorization of specific bonds would be subject to a review of the contract documents, acceptable evidence of financing for the project, a written request from Associated Fence of Glendale, and any normal underwriting requirements that may be needed at the time of the request.

AA Anchor Fence, Inc. dba: Associated Fence of Glendale is a valued client of CBI Bonding, Inc. and Merchants Bonding Company (Mutual). Should you require any additional information concerning this customer, please do not hesitate to contact the undersigned.

Sincerely,

A handwritten signature in cursive script that reads "Barry R. Farr".

Barry R. Farr, President
CBI Bonding, Inc.
BRF:slb

Supplemental Information – Method of Approach

Place after Tab 2a

Offeror shall respond to each item below. The information will be used to assist Mohave in evaluating the method of approach that a offeror would take regarding specific issues under an awarded contract. Do not use "boilerplate" answers. Respond to each item by specifically addressing the Mohave request. Failure to complete all questions may result in your proposal being considered nonresponsive.

1. Prepare an Executive Summary that provides a short narrative description of what you are offering for this contract.
2. Offeror shall provide a project plan that describes how the offeror intends to implement the plan to Mohave and its members. This information will include, but not be limited to:
 - Account team structure (for a Mohave contract) and role which includes, but is not limited to description of sales contact process, account team support, and periodic account review processes;
 - Communication process with Mohave and its members;
 - Standard delivery time for products/services after receipt of purchase order; and
 - Any other value-added services that may benefit members (provide detailed information).
3. Indicate how you will ensure your sales staff does not sell products or services that are not on contract.
4. In previous JOC contracts, Mohave has had isolated issues with members using design work (estimates, drawings, etc.) to shop our contracts against each other, or against other non-Mohave contracts. How would you prevent such issues from occurring under an awarded contract?
5. Are there any limitations to the types of members that you will provide services to? If so, indicate what those limitations are.

2a. Method of Approach

1. Executive Summary:

Associated Fence has been a Mohave vendor for fencing services under contract #: 10J-AFCO-1101 for most of the last 5 years. Over the last 5 years we have developed new relationships with school officials and strengthened our existing relationships. We have recruited one of the most experienced project management teams in the state. The majority of our personnel have extensive Mohave JOC experience with other firms in addition to their experience with our company.

Each year of our contract we have worked with new Mohave members and expanded our presence in the JOC for fencing market. We have grown our volume steadily and we are now a trusted partner that many districts know they can count on. We have proven our ability to provide quality service and craftsmanship through our successful track record for 5 straight years. We have not only maintained but have increased our level of quality and service during this time. We have implemented new computer systems which allow us to respond faster to inquiries with the precision accuracy expected of a Mohave JOC vendor.

With a replacement Mohave JOC contract, we will offer Mohave's members a continued partner that they can trust for quality fencing solutions. From repairs where vehicles ran into a fence to replacement of entire perimeter fences we are here for all their fencing needs, we will continue to provide the level of service that our customers have come to expect. We will do so while striving to increase our volume with this contract across the entire state. Our plan to market this contract includes continued attendance and participation at the annual Mohave expo and AASBO conventions, we will provide direct mailers with company updates to members more frequently, and we will advertise in many of the educational directories that are sent to the members.

All of Mohave's 450+ members will have access to our services regardless of location or volume requested. We will endeavor to achieve a greater volume annually without sacrificing service or quality.

2. Project Plan:

At Associated Fence, we have put the highest priority on our Mohave JOC. We have implemented specific protocols that are required to be followed by all of our Project Management and Sales staff. Every job order follows the same guideline processes from the initial consultation through the warranty period. Over the last 5 years we have been able to fine tune our job order request mechanisms to best suit our customers' needs. The feedback we receive from the members allows us to evolve to best satisfy their fencing requirements.

Our employees follow the same procedural outline for each individual job order request:

Initial job order request from member > phone consultation > site visit > job quotation > job order approval > work order creation > internal project review > field review with

2a. Method of Approach

member > procurement of materials > fabrication (if necessary) > field installation > field inspection with member > punch list (if necessary) > final inspection > invoicing of work > receipt of payment > reporting of invoices paid to Mohave.

The account team structure that currently services and would continue to service the contract consists of:

Upper management
Estimators / Project Managers
Superintendents
Fabrication Crews
Installation Crews

The responsibilities of each of these positions are as follows:

Estimators / Project managers: Each project typically begins with either a phone call or email from the Mohave member. After contact by the member, each job order process will be initiated by either Dennis West, Jim Werhanowicz, John Scholten, or Rudy Vasquez. They will briefly discuss the customer's fencing needs and schedule a site visit during the first conversation. They will then conduct a site walk with the member to assess their fencing situation and provide their expertise on which fencing system would provide them the most benefit. During this site walk the estimator or PM will ask about any special concerns the member may have or any special needs that will need to be addressed for the project. After the site visit the estimator or PM will prepare a job site layout and proposal based on our UPB and send to the customer. If needed, revisions are made and concerns are addressed at this time.

After approval of the job order by the member (typically by issuance of a purchase order), the estimator or PM will be responsible for creating a custom work order for the project. The work order will then be logged into our custom computer system and be sent to the scheduling department where the Superintendent will process further.

Superintendents: Once the superintendent, Bobby Kelley, receives the work orders he schedules a meeting with the PM or estimator to discuss the project and address any issues they are concerned with. After this meeting, Bobby will schedule a site visit with the member to verify all details from the original pre-proposal walk and address any inconsistencies. At the meeting the project schedule is discussed and the work is advanced to fabrication & scheduling.

After the final installation, the superintendent will perform a final walk to verify that the fencing was installed per the member's expectations and that the quality of the installation is on par with our company standards.

Fabrication crews: Our shop fabrication crew, led by Saul Mesina is responsible for the manufacture of all materials needed to complete projects under this contract. Our shop foreman takes the work orders from the Superintendent and prepares the fabrication

2a. Method of Approach

orders for his team. His team then processes the orders by cutting, cleaning, fabricating, & powder coating the materials for dispatch. The entire process is an assembly line setup allowing for quick changes in production with minimal downtime.

Installation crews: Each installation crew consists of 2 or 3 crew members, the crew foreman and crew assistants. The crew foreman is responsible for communication with our superintendent along with the lead installer for the project. The foreman will be responsible for the daily installation activities on the jobsite. The industry standard installation techniques and cleanup management are his responsibility. The crew assistants work under the direction of the crew foreman to ensure a quality fencing installation.

Upper Management: Includes the positions of President, Corporate Secretary, & Director of Field Operations (Vince Blauvelt, Ryan Blauvelt, & Chris Blauvelt respectively). All three of these positions are involved in the entire process, working parallel with the positions listed above. They oversee the daily operations and step in when needed to correct or assist the project team. Projects are selected at random and are reviewed internally to ensure compliance with our project guidelines.

The implementation of the project plan would be virtually seamless. We have these processes in place currently and use them daily for our current JOC.

The standard timeline for this process can vary dramatically depending on size and scope of the project, job order approval time from member, & urgency of the project. The installation phase of any typical project usually begins 1-2 weeks after project approval with completion 1-2 weeks after beginning the project. Exceptions to this timeframe include emergency repairs, larger projects, or specialty projects.

Routine communications with Mohave are done monthly for several items. We report on open invoices older than 90 days through a monthly status report that is faxed to Mohave. Our invoices paid are reported on the 30th of each month with our reconciliation report that is emailed. On any daily operations issues, if a question arises where we are in need of interpretation/ guidance from Mohave we typically reach out to our Contract Specialist. The mode of communication varies but is normally done through email or phone calls.

3. Non-Contracted Items:

All personnel from our company that will be working with the Mohave members have gone through an in-house training session on our JOC. During this training session the UPB is reviewed and all the services that can be provided through our contract are discussed.

The UPB provided with this RFP is very inclusive of the materials used in our industry. We have found that the majority of all fencing products we provide are covered by items listed in our UPB. There have been very limited occasions where a member requested

2a. Method of Approach

pricing for an item that was not part of our contract. On these requests, we contacted Mohave for clarification and followed the non-prepriced item procedures. On the job order requests where this was needed, the member did not proceed with the project.

In the event that a member requests an item that is not part of our UPB and is not able to be added under the non-prepriced protocol, we will suggest the use of a similar product that will still meet the requirement of the member's situation. If a similar product is not available we will advise the member that the item or service cannot be delivered through the contract.

4. Members Shopping JOC Pricing:

Our project management team is some of the most experienced in the state with the Mohave JOC for fencing. When we provide a job quote for a client, our team verifies that the member is familiar with the Mohave process and its benefits. If necessary, our personnel will educate the member and show them how utilizing the contract provides for a partnership between the member and contractor. We further show how the partnership increases their level of service by building trust between our firm and the member.

We have on rare occasions been informed that we may be "bidding" on work against other vendors for the same scope of work. On these occasions we provided our quotation based on our UPB and along with our pricing discussed the value added benefits of our contract. We showed the member how using the contract was more benefit that relying on low price as the sole determination of project award. These occasions were very rare and not much of an issue. We have been able to set ourselves apart by our approach to the member's needs and our company professionalism.

5. Member Limitations:

Associated fence has not and will not discriminate against the type of member that requests fencing solutions under the proposed contract. We are open for service to all of Mohave's 450+ members regardless of the member type or location. All members requesting work will be treated equally and fairly as permitted under any proposed contract.

Indicate if your proposal is regional or statewide: Regional _____ Statewide

Using the chart below, please indicate the following:

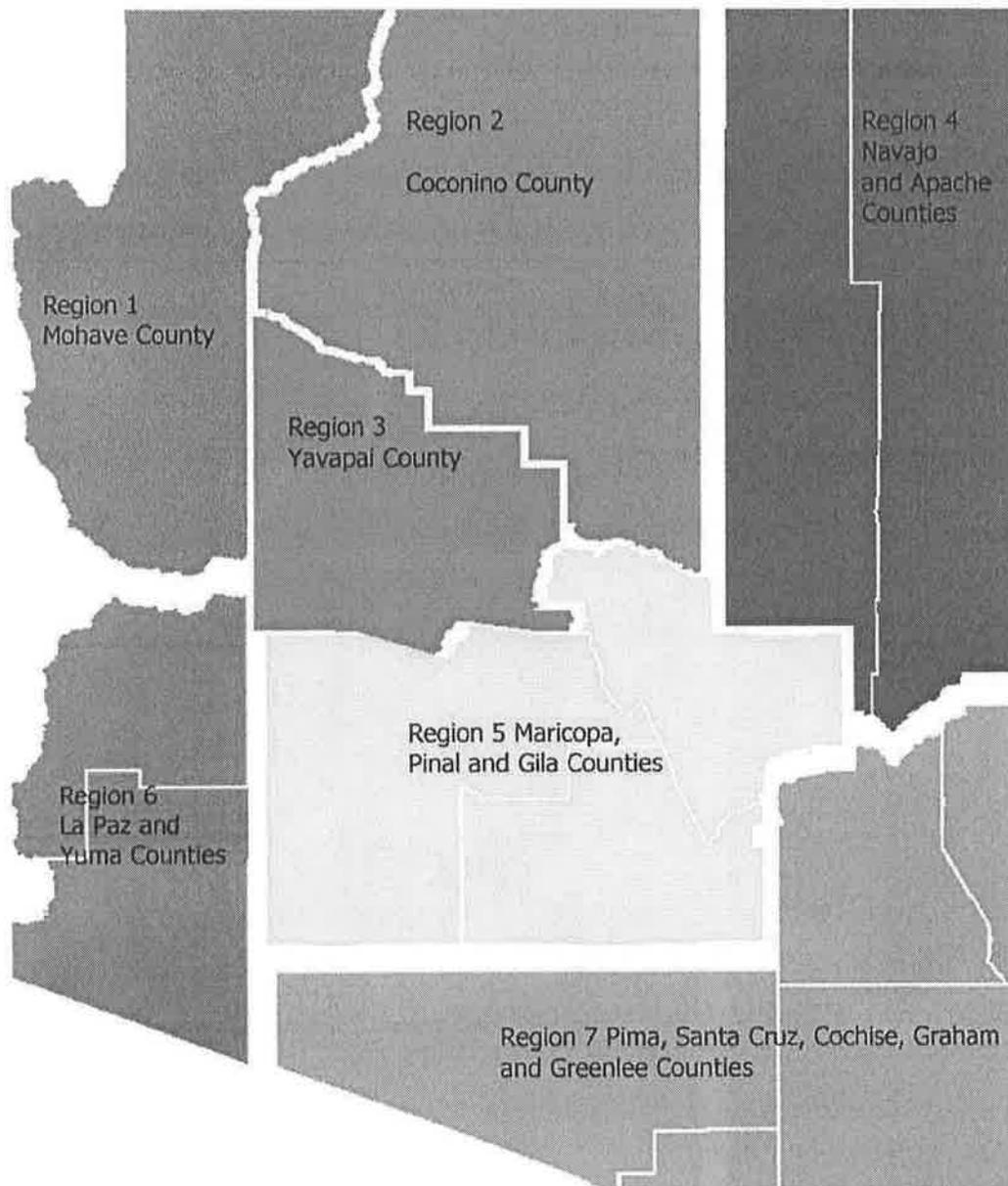
- In the past three years, what percent of your Arizona business do you estimate was in each geographical area identified below?
- Based upon the regional map on page 17, indicate which regions, or specific cities/counties within a region, that you will provide services under an awarded contract.
- If you are awarded a contract with Mohave, which area(s) of the state will your sales force target?

Region	Counties	a: Percentage of Business	b: Regions You Will Provide Services In	c: Regions Sales Force Will Target
1	Mohave	1%	✓	✓
2	Coconino	2%	✓	✓
3	Yavapai	.5%	✓	✓
4	Navajo and Apache	.5%	✓	✓
5	Maricopa, Pinal and Gila	88%	✓	✓
6	La Paz, Yuma	1%	✓	✓
7	Pima, Santa Cruz, Cochise, Graham and Greenlee	7%	✓	✓

Sales support by region:

Name	Region served	Phone	Email Address
Dennis West	1-7	602-501-9382	Dwest@Associatedfence.net
Jim Werhanowicz	1-7	602.680.9747	Jimw@Associatedfence.net
John H. Scholten	2,3,5,7	602.376.5808	Jscholten@Associatedfence.net
Rudy Vasquez	5	623.204.6612	Rudyv@Associatedfence.net
Ryan Blauvelt	1-7	602.397.0127	Ryanb@Associatedfence.net
Chris Blauvelt	1-7	602.695.3044	Chrisb@Associatedfence.net

Below is a map, detailing the regions, and the counties that fall within each region.



Supplemental Information – Qualifications and Experience

Place after Tab 2a (except as noted below)

Offeror shall respond to each item below. The information will be used to assist Mohave in evaluating the qualifications and experience of the offeror. Do not use “boilerplate” answers. Respond to each item by specifically addressing the Mohave request. Failure to complete all questions may result in your proposal being considered nonresponsive.

1. Write a *brief* history of your company that includes length of time in business and your firm’s philosophy of doing business. Provide written verification if offeror has recently purchased an established business or has proof of prior success in this business or a closely related business.
2. Provide the address for your company’s headquarters. Provide addresses for any branch offices in Arizona. Indicate how long your company has provided the products/services you are proposing. Provide names, titles, qualifications and experience of the key people who will support this contract.
3. Provide a current letter from your financial institution indicating the range of credit available to your firm, (e.g., “credit in the low nine figures” or “credit line exceeding five figures”). Provide a current letter from your financial institution and/or officers of major suppliers, indicating confidence in your firm’s stability and payment history. *These letters will only be used to evaluate proposals and will not be made available to the public. Place after Tab 2d.*

Offerors may submit current audited annual financial reports in lieu of letters from financial institutions. However, the annual financial reports must provide essentially the same information as requested from the letters. Offerors are encouraged to highlight the requested information in any audited annual financial report submitted in response to this solicitation. All financial information will be kept confidential. **Place after Tab 2d.**

4. Indicate if your firm would qualify as a minority owned business. To qualify for ownership as a minority owned business, at least 51% of the firm’s ownership must be held by a person, or persons, of a particular group (e.g., Woman owned, Hispanic owned, Native American owned, etc.). Proof of ownership is evidenced by the transaction privilege tax license or business privilege license for sole proprietorship; business privilege license **and** written partnership agreement for partnerships; or the Articles of Incorporation, Corporate By-laws **and** stock certificates for corporations. *NOTE: This information is used for reporting purposes only and is not a factor in the evaluation.*
5. Include information regarding your authorization to submit a proposal for the specified services and that you can provide the services if awarded a contract. Indicate if you are a bona fide dealer for the services in the proposal or if you are a manufacturer of the services in the proposal.
6. Provide a letter of reference from three (3) different Arizona public agencies where work has been successfully accomplished in the past five (5) years, for specific job order contracting services related to this solicitation. If you cannot provide three (3) Arizona public agency letters of reference, provide other public agency references. Include the reference letters in your response. Reference letters sent directly to Mohave on your behalf cannot be accepted. The letters of reference should provide the following information:
 - Organization’s name and location
 - Organization’s representative and contact information (phone and email address)
 - A brief description of the work, when and where the work was performed
 - Any specific issues that may be pertinent regarding the work performed
 - Letters shall be properly dated, signed and on organization’s letterhead

Past Performance and Management Plans

Place after Tab 2b

1. Provide a list of your firm's job order contracts for the last three years.
 - a. *Include date, contracting agency, contract amount, and contact information for each.*
 - b. *If your firm has no job order contracting experience, provide the required information for your major construction projects.*
2. If your firm has no job order contracting experience, provide a description of your understanding and experience partnering as a member of a team consisting of the owner, owner's customers, and the contractor.
3. Provide a description of your experience working on school district or other governmental projects, working on multiple projects simultaneously, and working throughout the state. Include any specialized projects, such as airports, that have required proven experience, training, knowledge, and/or certifications.
4. Provide a statement of your history for submitting claims and change orders.
 - a. *Provide specific information, e.g., type of claim, date, reason, amount, and outcome.*
5. Indicate if you are offering design, engineering, maintenance, and/or operations services.
 - a. *Describe the services you are offering.*
 - b. *Indicate if in-house staff will provide the services.*
 - c. *Indicate the portions of a project that may be subcontracted to other firms.*
 - d. *Provide a statement of your experience or the subcontractor's experience providing the services, particularly in a job order contract setting.*
 - e. *Include pricing for any offered services in your Price Proposal.*
6. Provide a Contract Management Plan.
 - a. *Provide a statement of your plan for performing and managing the work.*
 - b. *What personnel will be used?*
 - c. *How do you plan to ensure prompt responses to job order requests?*
 - d. *How do you plan to ensure an adequate workforce is maintained?*
 - e. *What is your plan for responding to and performing multiple job orders at the same time?*
 - f. *What limitations will you have geographically or in the number of simultaneous job orders?*
 - g. *Provide other pertinent information that will help Mohave evaluate your firm and its capabilities.*
 - h. *Describe your experience in pricing projects using a UPB and a coefficient.*
 - i. *Does your firm currently use any estimating software based on UPBs? Can the software display the quoted line items that meet the requirements of Specification 1.2.02? If not, how will you prepare JOC cost quotations and invoices? Can your software adapt and use the UPBs from the workbook titled, "RFP 15J-0828 Fencing UPB.xlsx"?*

7. Describe your quality management plan.

- a. *How do you set goals and monitor the performance of your company?*
- b. *How do you inspect the work to ensure quality?*
- c. *How do you stay on schedule?*
- d. *What is your complaint and dispute resolution procedure?*
- e. *Provide other pertinent information that will help Mohave evaluate your firm and its capabilities.*

8. Describe your subcontractor management plan.

- a. *Provide a statement of your plan for managing subcontractors.*
- b. *Provide a statement acknowledging your intent to not use price as the sole determining factor when selecting subcontractors under any awarded contract. (See Special Term and Condition 11.6.)*
- c. *How will you recruit subcontractors, particularly in the local communities where work will be performed?*
- d. *If a Mohave member in a geographic area of Arizona remote from your general service area needs your services, describe if you would use local subcontractors to accomplish the work. What is the maximum amount of work you would subcontract to complete a job?*
- e. *Describe how you would use local subcontractors to accomplish the work for any project.*
- f. *How will you ensure acceptable quality for work performed by subcontractors?*
- g. *How will you address controversies and claims related to work performed by subcontractors?*
- h. *Provide other pertinent information that will help Mohave evaluate your subcontractor management capabilities.*
- i. *Provide a list, including firm name, location, and license number, for subcontractors your firm currently uses.*
- j. *For firms who self-perform and do not subcontract work, provide your confirmation that any future subcontracts shall follow the requirements specified in the subcontractor management plan noted above. Mohave may request a copy of your plan prior to allowing subcontracting under an awarded contract.*

9. Describe your safety plan.

- a. *Provide a current letter from your firm's insurance company stating the Workers' Compensation Experience Modification Rate (EMR) for the past three (3) years. The letter shall be on the insurance company's letterhead and signed by an appropriate individual employed by the insurance company.*
- b. *If your EMR is greater than 1, what actions will you take to lower it?*
- c. *Describe your firm's safety oversight. Do you have a safety manager?*
- d. *Describe the safety training used by your firm and provide a copy of your firm's safety training program.*

Price Proposal

Price Proposal shall be submitted in a separate sealed envelope

Offeror shall provide a price proposal to include, but not necessarily limited to the following information:

A completed price workbook titled, *RFP 15J-0828 Fencing UPB.xlsx* as follows:

1. Coefficient(s) to be applied to pre-priced items (items listed in the UPB), (Sections 1000 through 10300) for work performed during:

- Normal business hours (Monday - Friday, 7 a.m. - 5 p.m.); or,
- Regular scheduled project hours as agreed upon with member.
- After hours, weekends, holidays (**Section 10410**)
- Include adjustments to the coefficient(s), if any, for work performed in different regions of the state below:

2. Coefficient(s) to be applied to non pre-priced items (items not listed in the UPB), (Section 10420) for work performed during:

- Normal business hours (Monday - Friday, 7 a.m. - 5 p.m.); or,
- Regular scheduled project hours as agreed upon with member.
- After hours, weekends, holidays
- Include adjustments to the coefficient(s), if any, for work performed in different regions of the state below:

3. Provide a brief explanation below of the rationale for your coefficients in number 1 and 2 above. The rationale should indicate how you determined the cost of doing the work and the various elements that made up your coefficients. See Specification 1.2, Pricing, for additional information.

4. Professional Services (Provide the applicable hourly rate for each service offered. No coefficient will be applied to these rates.) (Section 10400):

- Design Services
- Engineering Services
- Other Professional Services (specify service and rate)

5. Temporary Fencing Services (Provide the applicable rate for each service offered. No coefficient will be applied to these rates.) (Section 10500):

- Temporary fence panels
- Delivery charges
- Emergency callout fee

6. Other Charges (Provide any additional cost or incidental charges. Such charges may include the items listed below. No coefficient will be applied to these charges.) (Sections 10430 and 10600):

- 100% Performance and Payment Bonds
- Meals and incidental expenses (M&IE), transportation and lodging
- Rental equipment
- Other

Provide the following additional pricing information not included in the price workbook:

7. Maintenance Services and Extended Warranties, if offered. (Provide a price schedule and pricing methodology for all maintenance services and extended warranties that are available after the warranty period. No coefficient will be applied to these prices.)

8. Travel Description

If travel rates are applicable, describe how they are calculated, and when they are necessary, (e.g. 50 miles from origin, etc.). Include information regarding what the travel rates cover. (See **Pricing: Reimbursement for Transportation, Mileage, Lodging, Meals and Incidental Expenses** in the Special Terms and Conditions.)

9. Bond Methodology Description

Provide detailed information explaining the methodology to be used when bonds are applied to projects. Describe in detail the method your surety company requires you use (e.g., bonds are applied before sales tax is applied, bonds are applied after sales tax is applied, etc.) Mohave will use this information to verify that your firm is consistently charging bonds in the same manner under an awarded contract.

9. Do you offer members a quick pay discount if payment is made within 10 or 20 days?

Yes _____ No _____ If Yes, what is the discount for 10 days? _____ 20 days? _____

2a. Qualifications & Experience

1. Company History:

Associated Fence was originally founded in 1972 by Vincent Blauvelt, Sr. as a small family owned and operated residential fence contractor. We relocated from a small rented facility to our current manufacturing complex in 1982. In 1992 the company was bought by our current owner & President, Vincent Blauvelt Jr. Currently, the 3rd generation of Blauvelt's (Chris & Ryan) are upper management in the company and are active in all aspects of the business. We have always been and plan to always be a family owned and operated corporation.

The original work was focused on the sale and installation of chain link fencing & horse corral products. Over the last 43 years, we have grown and expanded into all aspects of the fencing industry, both in the residential and commercial sectors. The products we provide include (but are not necessarily limited to):

- Chain link fencing & gates
- Ornamental iron fencing & gates
- Wrought iron fencing & gates
- Security/Industrial fencing solutions
- Gate operators & automation
- Specialty gate hardware (Exit devices, hydraulic closers, etc)
- Equestrian fencing & products
- Misc custom steel fabrications

The majority of the products listed above are manufactured by our company in our custom fabrication facility. We are able to provide any fencing industry related items with our control of the manufacturing process.

In recent years our focus has been on the commercial and educational markets. We service everything from emergency fencing repairs where vehicles hit fences to full replacement of perimeter fencing. We have grown to be one of the largest and most respected fencing sources in Arizona and take great pride in the services we provide.

Our company philosophy is to strive to always provide our customers with the best quality fencing materials and installations at a fair price while maintaining the highest level of customer service and satisfaction.

Three areas are crucial to achieve our philosophy:

1. We establish our scope of work and anticipated schedule with the customer immediately so that expectations are reasonable.
2. We maintain constant communication between our management, work force, and customers.
3. We only employ the most skilled tradesmen who have verifiable experience providing quality fencing solutions.

2a. Qualifications & Experience

Following these guidelines has allowed us to build trusted relationships with many of our customers. We have built these relationships with city agencies, school districts, general contractors, and many large corporations.

2. Company Information:

Our company headquarters is located west of Phoenix, in the city of Glendale. Our physical address is:

7630 North 67th Avenue
Glendale, Arizona 85301

We currently have no branch offices. All of our office staff, manufacturing facilities, storage yards, & equipment yard are located at the address above.

Associated Fence has been providing the fencing services proposed for this contract since our initial foundation in 1972. We have been in our current facility since 1982 and we are planning an expansion of our manufacturing plant this fall/winter (2015/2016).

Key Personnel Qualifications:

Vincent D. Blauvelt, Owner & President, 32 years at Associated Fence.

Vince has been in the fencing industry since his early teen years. He was raised in the company under his father and Associated Fence founder Vincent J. Blauvelt. He started his fencing career installing fencing as a helper with his father. He has led installation crews and served in all positions of our company from sales, to accounting, and now oversees the entire operation of his company. During his 23 years as company president he has grown our company from a small residential fencing installer to the current full service commercial & industrial fencing construction firm we are today.

Vincent "Ryan" Blauvelt, Corporate Secretary, 11 years at Associated Fence.

Ryan has been with Associated Fence since 2004 and is currently our corporate secretary and Sr. Estimator. He has led the technical expansion of our company and oversaw the implementation of various new computer system expansions. He is responsible for the efficiency and organizational improvements of our company over the last decade. He graduated high school with a 3.9 GPA and studied business, economics, and accounting in college before entering the fencing industry. Ryan has held several positions from an installation assistant at the beginning of his career, to residential sales, to now being responsible for the entire pre-construction department of Associated Fence.

Christopher A. Blauvelt, Director of Field Operations, 12 years at Associated Fence.

Chris began his career at Associated Fence in 2003. He held multiple positions from scheduling assistant to superintendent before becoming the director of field operations. Chris was trained by the Blauvelt family in all aspects of the fencing

2a. Qualifications & Experience

industry during his early years at Associated Fence. Over the last 12 years he has built numerous relationships with prominent contractors through Arizona and is directly responsible for us becoming their go-to vendor for fencing solutions. Chris is responsible for the entire manufacturing and installation divisions of our company. He has proven every year the ability to improve upon the previous years and has increased productivity while maintaining the quality our customer have come to expect.

Dennis West, Sr. Project Manager, 5 years at Associated Fence.

Dennis began working in the fencing industry for American Tube & Fence Company in 1984. He held several positions ranging from sales to management. He was recruited by Associated Fence in 2010 to serve as our main Mohave sales representative due to his experience with the Mohave JOC system and his expansive knowledge of fencing solutions for Mohave's members. He has managed projects all over the state and very frequently travels to the most remote areas of the state to meet with customers. He is very astute in his functional design of fencing solutions and is the go-to source for many Mohave members.

James "Jim" Werhanowicz, Project Manager, 5 years at Associated Fence.

Jim has been in the fencing industry for the last 27 years. He began his career working for Acme Fence in 1982. He held positions there from sales to Vice President. Jim has also worked for the largest fencing distribution company in North America (Master-Halco). He served as their outside sales representative providing wholesale materials to fencing contractors. Jim was on the Brown's Custom Fence sales team from 2008-2010. He has been in his current position here with Associated Fence for the last 5 years. He has built positive relationships with multiple large corporations has become the sole fencing vendor for many of these companies.

John H. Scholten, Assistant Project Manager, 3 years with Associated Fence.

John has been in the fencing industry since his early teen years. He has worked for several companies throughout the United States. Before coming to work with Associated Fence, John served as Sales Manager for Valleywide Fence in Phoenix, AZ. He was directly responsible for managing several state contracts for fencing and building valuable customer relationships. He also oversaw the daily sales operations of the firm and was responsible for maintaining a consistent workload for the installation department. At Associated Fence, John is responsible for preparing takeoffs & public bids for contractors, managing those projects, developing submittal packages, & outside sales calls as needed.

Rudy Vasquez, Assistant Project Manager, 16 years with Associated Fence.

Rudy began his fencing career with Associated Fence as a field installer. The management at the time recognized his potential and tested him with additional responsibilities & in-house training. Rudy excelled and was promoted to residential sales manager. Over the years he has continuously improved and

2a. Qualifications & Experience

now is responsible for several commercial accounts, many with Mohave members. His responsibilities include site walks with the customers, fencing advice for installations, quotation preparation, & coordination with the Superintendent.

James Robert "Bobby" Kelley, Superintendent, 4 years with Associated Fence.

Bobby started his career in fencing over 23 years ago. He has held positions from installation helper to crew foreman. He has extensive experience in governmental fence requirements with emphasis on highway and educational projects. He began work with Associated Fence in 2011 after the closing of Brown's Custom Fence. His work ethic and attention to detail immediately caught the eye of upper management and he was promoted as assistant to our field operations director. From there he excelled further and was promoted to full time general superintendent. His responsibilities include running the schedule for the installation crews, field layout of projects, and general management of the installation of our projects. He has built relationships with many Mohave members through the quality he demands from his installation team and the trust the members have in his abilities.

Richard "Dick" Sheldon, Financial Controller, 23 years at Associated Fence.

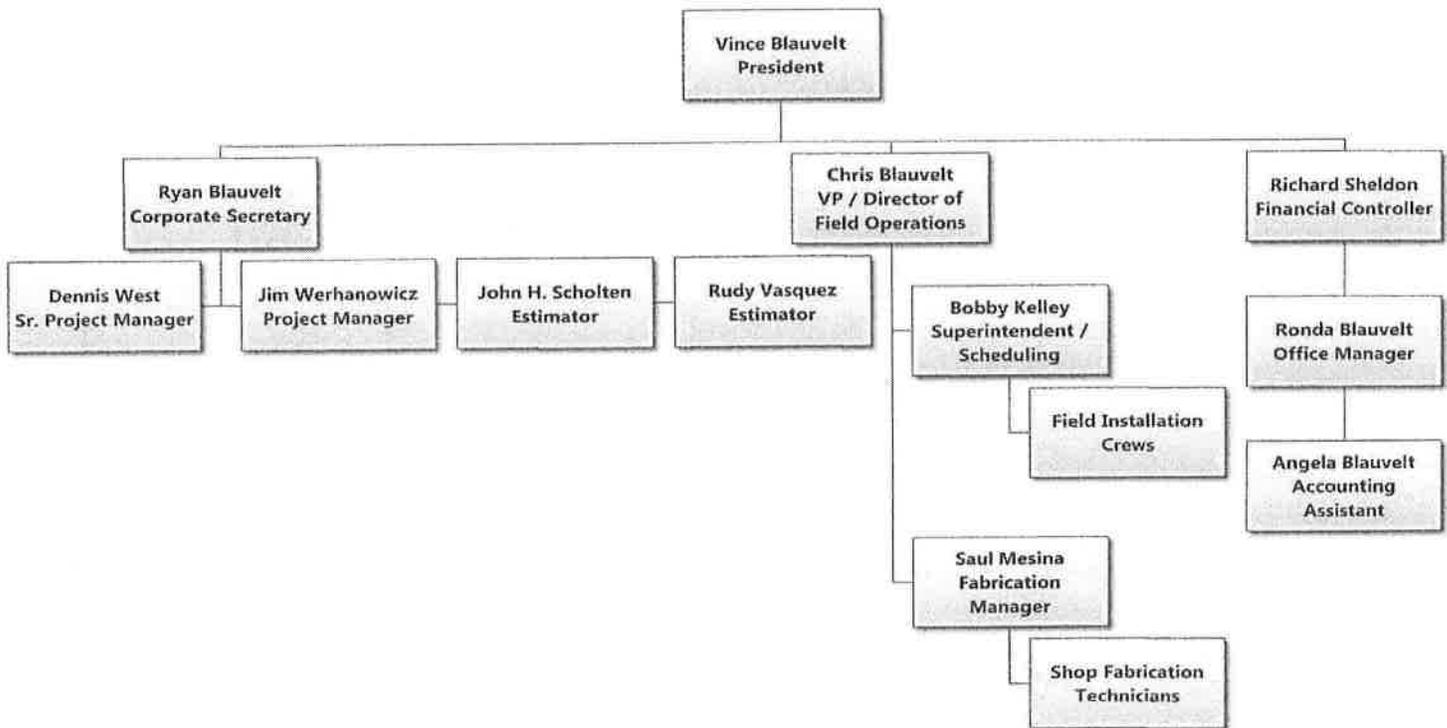
Dick joined the Associated Fence team in 1992 bringing 22 years of experience in accounting with him. He currently oversees our accounting staff and provides our team with Project Accounting and Contract Administration. He is responsible for our quarterly reporting and works closely with our CPA. His knowledge of the industry combined with his degrees in Accounting and Economics make him a very valuable asset to our company.

Saul Mesina, Fabrication Manager, 28 years at Associated Fence.

Saul has been a steel welder and fabricator by trade his entire professional career. He began his career with Acme Fence (Phoenix, AZ) in 1984. After 3 years there he started work with Associated Fence. He has developed processes in the fencing fabrication field that are extremely efficient. His training comes from over 3 decades of direct experience in fabrication of fencing products. Currently he is responsible for his fabrication team to ensure they are able to manufacture the products needed for installation with the installation schedule. Saul works very closely with our superintendent Bobby to make sure we commit to our deadlines.

Please see the next page for an organizational chart of our company...

Associated Fence Organizational Chart.



2a. Qualifications & Experience

3. Financial Letters:

Financial letters from our bank and our major suppliers have been provided under Tab 2d.

4. Minority Status:

Associated Fence is not a minority owned business.

5. Authority to Submit Proposal:

Associated Fence holds all applicable contractor's licenses through the AZROC for work that would be performed under a proposed contract. In addition to the contractor's licenses required, we also hold all business licenses that are required and our bonding capacity exceeds the requirements of this RFP. We are fully authorized to submit proposals for fencing & fencing related items throughout the entire state of Arizona.

6. Reference Letters:

Please refer to the next three (3) pages of this document for the required letters of reference. Additional reference letters can be found under tab 5b.



6/22/2015

Associated Fence
7630 N. 67th Avenue
Glendale, Arizona 85301

To whom it may concern,

Glendale Elementary School Dist #40 has been utilizing Associated Fence for the past 6 years.

There are numerous qualities that I would like to point out about this organization that makes them stand out above the rest. One of those items is the customer service that they provide. On several occasions we've had situations where our existing fencing was damaged after normal working hours and within hours, not days, Associated Fence had repair crews setting up temporary fencing to keep our school campuses secured. Another strong point that I'd like to make is the Quality of Service that they provide. Not once in all the many times that we've used Associated Fence have we ever had to contact them to come back out to make corrections on their work. Finally, I'd like to mention their vast scope of work that they encompass. No job is too small or too large. They have handled situations that only required a few feet of fencing and posts up to jobs that were the length of a football field. No matter what the size it was done right.

I highly recommend Associated Fence for any of your fencing needs.

If you have any questions please contact me at 623-237-7181.

Sincerely,

Rod Petricek
Risk Manager
Glendale Elementary School Dist #40
rpetricek@gesd40.org



ISAAC SCHOOL DISTRICT NO. 5
3348 West McDowell Road
Phoenix, Arizona 85009-2416
602-455-6700 Fax 602-278-1693
Mario Ventura, Ed.D.
Superintendent

June 9, 2015

Associated Fence
7630 N. 67th Avenue
Glendale, AZ 85301

To whom it may concern,

It is my pleasure to write a favorable letter of reference for Associated Fence. During my three year tenure as the Director of Support Services, I have experienced outstanding service from this company, and their representatives. The positive attitude and dedication to their profession has proven to be a vital element in establishing a new level of customer service.

Additionally, this company has upheld their promise to provide exceptional fencing solutions while delivering a quality product. Moreover, their wide range of enclosure products has consistently met the Isaac School District's needs time and time again. Associated Fence can always be counted on to go above and beyond the scope of their duties as a vendor, and do whatever it takes to get the job done.

If you require further endorsement or confirmation of Associated Fence, please feel free to contact me via telephone at (602) 484-4104.

Respectfully,

Mr. Matthew Shields
Director of Support Services



Scottsdale *Unified* School District

Engage, Educate and Empower Every Student, Every Day

Construction Services
9288 East San Salvador Drive
Scottsdale, Arizona 85258

Telephone: 480-484-8502
Fax: 480-484-8540
Web site: www.susd.org

June 10 2015

Dear Sir or Madam,

I am writing this letter of reference because I feel so strongly about Associated Fence and there employee's.

I have had nothing but the best experiences with them. Mr. Dennis West has been assigned to SUSD and his expertise is by far the best I've seen in my 35 years in the construction trade. His attention to detail in his drawings is outstanding and customer service is priceless.

Bobby Kelly is the best man I've seen for resolving in field issues that can arise in the construction trade. His attention to detail when laying out a project is also priceless. The install crews are courteous, knowledgeable and are great working on site when school is in session or not. The work is always done with top quality in mind.

The quality of products is the best and when you combine the service with the product provided you have a company that you will call again and again.

If you have any questions please call me at 602-206-5392 or e-mail me at gskelton@susd.org.

Sincerely,

Gregory K. Skelton
Team Lead Grounds Development

2b. Past Performance & Management Plans

1: Associated Fence's Job Order Contract experience as the prime specialty contractor includes:

Mohave Educational Services Cooperative – Work under this cooperative began on November 11, 2010 under contract #: 10J-AFCO-1101. To date we have performed over 400 job orders ranging from \$320.08 up to \$124,077.34. The locations of these project have been all over the state of Arizona. We performed work on sites statewide, including projects in the remote areas of Seligman, Parker, & Sahuarita. The total value of all orders (excluding blanket POs) to date is \$2,706,801.64.

Contact: Michael Carter
625 E Beale St
Kingman, AZ 86401
(928) 718-3222 PH
(928) 718-3238 FX

For examples of projects that are typical for this work performed through this contract, please see the example projects following this page. These projects are listed on the example project sheets of the GSA 330 form for convenience and organization.

One of the more challenging projects we performed under this contract was for the Central Arizona Project. This project required compliance not only with our Mohave JOC contract but also the Central Arizona Project contract requirements. Details for this Job Order are below:

Prime Contractor:	Associated Fence
Mohave Member:	Central Arizona Project
Member Contact:	Telma Reyes (623) 869-2435
Project:	Urban Fencing Project, Phase 3
Description:	Furnishing & installation of 4,111 LF of 4-strand barbed wire fencing, relocating existing 7' HT chain link fencing, & clearing of the fence line for installation. Safety submittals were extensive and certified as-built drawings were required as part of the closeout documents.
Our Contract Total:	\$47,418.41
Completion Date:	October 2013

Please see the next 11 pages for examples of our typical Mohave JOC work...

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

20. EXAMPLE PROJECT KEY NUMBER: **1**

E. TITLE AND LOCATION (*City and State*): **INGLESIDE MIDDLE SCHOOL, FENCE REPLACEMENT. (PHOENIX, AZ)**

F. YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

G. YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2014**

23a. PROJECT OWNER'S INFORMATION - PROJECT OWNER: **SCOTTSDALE UNIFIED SCHOOL DISTRICT #48**

23b. PROJECT OWNER'S INFORMATION - POINT OF CONTACT NAME: **GREG SKELTON**

23c. PROJECT OWNER'S INFORMATION - POINT OF CONTACT TELEPHONE NUMBER: **(480) 484-8534**

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (*Include scope, size, and cost*):

THIS PROJECT WAS A JOB ORDER PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101) BETWEEN OUR FIRM AND THE SCOTTSDALE UNIFIED SCHOOL DISTRICT.

WE WERE CONTACTED BY THE DISTRICT ABOUT A CONCERN THEY WERE HAVING REGARDING THE VISUAL ASTHETICS OF AN EXISTING CHAIN LINK FENCE THAT WAS DIRECTLY ADJACENT TO A VERY HIGH TRAFFIC MAIN ROAD (INDIAN SCHOOL ROAD IN SOUTH SCOTTSDALE). WE MET WITH THE SCHOOL AND RECOMMENDED THAT DUE TO THE FENCING BEING THE MAIN FACE OF THE SCHOOL ALONG THIS ROAD THAT AN ORNAMENTAL IRON FENCE REPLACE THE CHAIN LINK. WE PROVIDED A PROPOSAL TO COMPLETE THIS WORK.

AFTER APPROVAL OF THE JOB ORDER WE REMOVED THE EXISTING CHAIN LINK FENCE IN ITS ENTIRETY, DISPOSED OF THE MATERIALS, AND INSTALLED THE BRAND NEW ORNAMENTAL IRON FENCING SYSTEM. THE NEW FENCING MATCHED THE DISTRICT STANDARD AND WAS CUSTOM PAINTED TO MATCH THE SCHOOL COLORS. INCLUDED IN THE LENGTH OF THE FENCE WE INSTALLED 2 MAN GATES FOR ACCESS. THE TOTAL LENGTH OF THE FENCE WAS 670 LF.

THE TOTAL VALUATION OF THIS PROJECT WAS \$44,666.15 INCLUDING SALES TAX.

THIS ORDER REPRESENTS ONE OF THE LARGER ORDERS WE HAVE BEEN APPROVED FOR USING OUR MOHAVE JOC OVER THE LAST 5 YEARS. WE BELIEVE THIS IS AN ACCURATE REPRESENTATION OF THE TYPE OF FENCING PROJECTS THAT THE MEMBERS HAVE DONE UTILIZING THE MOHAVE FENCING JOC.

25. FIRMS FROM SECTION INVOLVED WITH THIS PROJECT

(1) FIRM NAME	(2) FIRM LOCATION (<i>City and State</i>)	(3) ROLE
ASSOCIATED FENCE	GLENDAL, AZ	SELF-PERFORMING CONTRACTOR

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

EXAMPLE PROJECT KEY NUMBER: 2

E. TITLE AND LOCATION (*City and State*): **ANTHEM ELEMENTARY SCHOOL, FENCE REPLACEMENT. (FLORENCE, AZ)**

F. YEAR COMPLETED - PROFESSIONAL SERVICES: **2013**

G. YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2014**

23a. PROJECT OWNER'S INFORMATION - PROJECT OWNER: **FLORENCE UNIFIED SCHOOL DISTRICT #1**

23b. PROJECT OWNER'S INFORMATION - POINT OF CONTACT NAME: **RICH DEVRIES**

23c. PROJECT OWNER'S INFORMATION - POINT OF CONTACT TELEPHONE NUMBER: **(520) 251-1877**

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (*Include scope, size, and cost*):

THIS PROJECT WAS A JOB ORDER PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101) BETWEEN OUR FIRM AND THE FLORENCE UNIFIED SCHOOL DISTRICT.

ON THIS CAMPUS PROJECT WE WERE CONTRACTED TO REPLACE WROUGHT IRON FENCING THAT HAD BEEN ALMOST COMPLETED RUSTED THROUGH. THE FENCING SYSTEM WE DESIGNED TO MEET THE MEMBER'S NEEDS WAS A GALVANIZED CHAIN LINK FENCE SYSTEM. WE CHOSE THE CHAIN LINK DUE TO ITS VERSATILITY AND ABILITY TO WITHSTAND EXTREME CONDITIONS. THE CONDITION ON THIS PROJECT WAS THE DAILY EXPOSURE TO THE ACIDIC RECLAIMED WATER USED TO IRRIGATE THE GRASS ON THE SCHOOL.

WE REPLACED 1,065 LF OF THE EXISTING SOUTH PROPERTY PERIMETER FENCE. INCLUDED IN THIS LENGTH WERE A 14' WIDE VEHICULAR DUAL SWINGING GATE AND A 6' WIDE MAN GATE. ALONG WITH THE SOUTH PERIMETER FENCE WE ALSO REPLACED 271 LF OF THE RUSTED IRON FENCING AROUND THE PLAYGROUND. IN THIS LENGTH THERE WAS A 16' WIDE VEHICULAR DUAL SWINGING GATE AND A 5' WIDE MAN GATE INSTALLED.

THE TOTAL VALUATION OF THIS PROJECT WAS \$36,793.97 INCLUDING SALES TAX.

THIS ORDER REPRESENTS ONE OF THE LARGER ORDERS WE HAVE BEEN APPROVED FOR USING OUR MOHAVE JOC OVER THE LAST 5 YEARS. WE BELIVE THIS IS AN ACCURATE REPRESENTATION OF THE TYPE OF FENCING PROJECTS THAT THE MEMBERS HAVE DONE UTILIZING THE MOHAVE FENCING JOC.

25. FIRMS FROM SECTION INVOLVED WITH THIS PROJECT

(1) FIRM NAME	(2) FIRM LOCATION (<i>City and State</i>)	(3) ROLE
ASSOCIATED FENCE	GLENDALE, AZ	SELF-PERFORMING CONTRACTOR

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

D. EXAMPLE PROJECT KEY NUMBER: **3**

E. TITLE AND LOCATION (*City and State*): **SUNRIDGE ELEMENTARY SCHOOL, SECURITY FENCE REPLACEMENT. (PHOENIX, AZ)**

F. YEAR COMPLETED - PROFESSIONAL SERVICES: **2011**

G. YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2012**

23a. PROJECT OWNER'S INFORMATION - PROJECT OWNER: **FOWLER ELEMENTARY SCHOOL DISTRICT #45**

23b. PROJECT OWNER'S INFORMATION - POINT OF CONTACT NAME: **GREG LOYOLA**

23c. PROJECT OWNER'S INFORMATION - POINT OF CONTACT TELEPHONE NUMBER: **(623) 707-4500**

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (*Include scope, size, and cost*):

THIS PROJECT WAS A JOB ORDER PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101) BETWEEN OUR FIRM AND THE FOWLER ELEMENTARY SCHOOL DISTRICT.

ON THIS CAMPUS PROJECT WE WERE CONTRACTED TO REPLACE THE EXISTING LIGHT COMMERCIAL GRADE CHAIN LINK FENCING THAT WAS SERVING AS THE SECURITY FENCE. WE DESIGNED A HEAVY DUTY COMMERCIAL GRADE WROUGHT IRON FENCE TO SERVE AS THE NEW SECURITY FENCE. WE PROPOSED THE WROUGHT IRON FENCE BECAUSE OF ITS ANTI-CLIMB AND ANTI-CUT PROPERTIES.

WE REPLACED A TOTAL OF 620 LF OF THE EXISTING FENCING WITH THE NEW PRODUCT. INCLUDED IN THE FOOTAGE THERE WERE 8 MAN GATES AND 1 DUAL SLIDING VEHICLE GATE INSTALLED. THE FENCING WAS INSTALLED IN 4 LOCATIONS ACROSS THE CAMPUS. IN ALL OF THE LOCATIONS THE FENCING WAS INSTALLED AS A DIRECT BARRIER TO KEEP THE PUBLIC FROM ENTERING THE SCHOOL AREAS WITHOUT GOING THROUGH THE MAIN OFFICE.

THE TOTAL VALUATION OF THIS PROJECT WAS \$38,138.77 INCLUDING SALES TAX.

THIS ORDER REPRESENTS ONE OF THE LARGER ORDERS WE HAVE BEEN APPROVED FOR USING OUR MOHAVE JOC OVER THE LAST 5 YEARS. WE BELIEVE THIS IS AN ACCURATE REPRESENTATION OF THE TYPE OF FENCING PROJECTS THAT THE MEMBERS HAVE DONE UTILIZING THE MOHAVE FENCING JOC.

25. FIRMS FROM SECTION INVOLVED WITH THIS PROJECT

(1) FIRM NAME	(2) FIRM LOCATION (<i>City and State</i>)	(3) ROLE
ASSOCIATED FENCE	GLENDALE, AZ	SELF-PERFORMING CONTRACTOR

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

20. EXAMPLE PROJECT KEY NUMBER: **4**

E. TITLE AND LOCATION (*City and State*): **DESERT GARDEN ELEMENTARY SCHOOL, SECURITY FENCE BARRIER. (GLENDALE, AZ)**

F. YEAR COMPLETED - PROFESSIONAL SERVICES: **2012**

G. YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2012**

23a. PROJECT OWNER'S INFORMATION - PROJECT OWNER: **GLENDALE ELEMENTARY SCHOOL DISTRICT #40**

23b. PROJECT OWNER'S INFORMATION - POINT OF CONTACT NAME: **LEANDRO BALDENEGRO**

23c. PROJECT OWNER'S INFORMATION - POINT OF CONTACT TELEPHONE NUMBER: **(623) 237-4000**

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (*Include scope, size, and cost*):

THIS PROJECT WAS A JOB ORDER PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101) BETWEEN OUR FIRM AND THE GLENDALE ELEMENTARY SCHOOL DISTRICT.

ON THIS JOB WE WERE ORIGINALLY CONTACTED BY THE SCHOOL DISTRICT WITH A SECURITY ISSUE THEY WERE HAVING. THIS SCHOOL IS DIRECTLY ADJACENT TO AN APARTMENT COMPLEX AND THE SCHOOL WAS HAVING ISSUES WITH RESIDENTS OF THE COMPLEX JUMPING OVER THE PERIMETER WALL & TRESSPASSING ONTO SCHOOL PROPERTY. WE PROPOSED THE USE OF A CUSTOM 4' HT IRON FENCE INSTALLED ON TOP OF THE EXISTING WALL TO ELIMINATE THIS CONTINUOUS ISSUE.

AFTER APPROVAL OF THE JOB QUOTE, WE MANUFACTURED AND INSTALLED 710 LF OF NEW SPEAR TOP IRON FENCING ON TOP OF THE EXISTING WALL. THE FENCING RAN ALONG THE ENTIRE SOUTH PROPERTY LINE OF THE SCHOOL CAMPUS.

THE TOTAL VALUATION OF THIS PROJECT WAS \$35,664.40 INCLUDING SALES TAX.

THIS ORDER REPRESENTS ONE OF THE LARGER ORDERS WE HAVE BEEN APPROVED FOR USING OUR MOHAVE JOC OVER THE LAST 5 YEARS. WE BELIVE THIS IS AN ACCURATE REPRESENTATION OF THE TYPE OF FENCING PROJECTS THAT THE MEMBERS HAVE DONE UTILIZING THE MOHAVE FENCING JOC.

25. FIRMS FROM SECTION INVOLVED WITH THIS PROJECT

(1) FIRM NAME	(2) FIRM LOCATION (<i>City and State</i>)	(3) ROLE
ASSOCIATED FENCE	GLENDALE, AZ	SELF-PERFORMING CONTRACTOR

**F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S
QUALIFICATIONS FOR THIS CONTRACT**

*(Present as many projects as requested by the agency, or 10 projects, if not specified.
Complete one Section F for each project.)*

22. EXAMPLE PROJECT KEY NUMBER: **5**

E. TITLE AND LOCATION (*City and State*): **KENNEDY ELEMENTARY SCHOOL, FENCE UPGRADES. (PHOENIX, AZ)**

F. YEAR COMPLETED - PROFESSIONAL SERVICES: **2013**

G. YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2014**

23a. PROJECT OWNER'S INFORMATION - PROJECT OWNER: **CREIGHTON ELEMENTARY SCHOOL DISTRICT #14**

23b. PROJECT OWNER'S INFORMATION - POINT OF CONTACT NAME: **ROY SUCANICK**

23c. PROJECT OWNER'S INFORMATION - POINT OF CONTACT TELEPHONE NUMBER: **(602) 980-5496**

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (*Include scope, size, and cost*):

THIS PROJECT WAS A JOB ORDER PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101) BETWEEN OUR FIRM AND THE CREIGHTON ELEMENTARY SCHOOL DISTRICT.

ON THIS JOB WE WERE ORIGINALLY CONTACTED BY THE SCHOOL DISTRICT WITH A NEED FOR SOME MISC FENCING ON THEIR CAMPUS. THEY WERE LOOKING FOR FENCING TO CREATE A NEW BICYCLE PARKING ENCLOSURE AT ONE AREA AND THEN TO SECURE THEIR NORTH END PARKING LOT ON THE WEST END. OUR JOB QUOTE FOR THE PROJECT WAS FOR WROUGHT IRON FENCING TO MATCH THE EXISTING CAMPUS STANDARD.

AFTER APPROVAL OF THE JOB QUOTE, WE MANUFACTURED AND INSTALLED 262 LF OF NEW IRON FENCING. THE MAJORITY OF THE FENCING WAS 6' IN HEIGHT BUT THERE WAS 40 LF OF 4' HT WE HAD TO INSTALL ON TOP OF THE WALL. THE AREA FOR THE NEW BICYCLE ENCLOSURE WAS A 40' X 36' AREA COMPLETE WITH A 12' WIDE DUAL SWING GATE FOR ACCESS. THE NORTH END WAS 30 LF OF 6' HT FENCING, 40 LF OF 4' HT ON TOP OF A WALL, AND 2 EA 20' WIDE DUAL LEAF SLIDE GATES. ALL OF THE MATERIALS NEEDED TO COMPLETE THIS PROJECT WERE CUSTOM MADE IN OUR FABRICATION SHOP.

THE TOTAL VALUATION OF THIS PROJECT WAS \$25,482.64 INCLUDING SALES TAX.

THIS ORDER IS REPRESENTATIVE OF AN AVERAGE ORDER WE HAVE BEEN APPROVED FOR USING OUR MOHAVE JOC OVER THE LAST 5 YEARS. WE BELIVE THIS IS AN ACCURATE REPRESENTATION OF THE TYPE OF FENCING PROJECTS THAT THE MEMBERS HAVE DONE UTILIZING THE MOHAVE FENCING JOC.

25. FIRMS FROM SECTION INVOLVED WITH THIS PROJECT

(1) FIRM NAME	(2) FIRM LOCATION (<i>City and State</i>)	(3) ROLE
ASSOCIATED FENCE	GLENDALE, AZ	SELF-PERFORMING CONTRACTOR

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

D. EXAMPLE PROJECT KEY NUMBER: 6

E. TITLE AND LOCATION (*City and State*): **CARL HAYDEN HS, BACKSTOP REPLACEMENT. (PHOENIX, AZ)**

F. YEAR COMPLETED - PROFESSIONAL SERVICES: **2013**

G. YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2013**

23a. PROJECT OWNER'S INFORMATION - PROJECT OWNER: **PHOENIX UNION HIGH SCHOOL DISTRICT #210**

23b. PROJECT OWNER'S INFORMATION - POINT OF CONTACT NAME: **PAUL RIVERA**

23c. PROJECT OWNER'S INFORMATION - POINT OF CONTACT TELEPHONE NUMBER: **(602) 686-1560**

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (*Include scope, size, and cost*):

THIS PROJECT WAS A JOB ORDER PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101) BETWEEN OUR FIRM AND THE PHOENIX UNION HIGH SCHOOL DISTRICT.

ON THIS PROJECT WE WERE CONTACTED BY THE SCHOOL DISTRICT REPRESENTATIVE WITH HIS CONCERN ABOUT THE CONDITION OF A VERY OLD BACKSTOP THEY HAD AT THE HIGH SCHOOL. WE SETUP A FIELD INSPECTION TO ADDRESS HIS CONCERNS AND CONFIRMED THAT THE BACKSTOP IN QUESTION WAS IN POOR CONDITION AND NEEDING REPLACEMENT PRIOR TO THE BEGINNING OF THE SOFTBALL SEASON. WE PROPOSED AN UPGRADED BACKSTOP SYSTEM AND PROVIDED A QUOTE FOR THE WORK.

AFTER APPROVAL OF THE JOB QUOTE, WE REMOVED THE EXISTING BACKSTOP IN ITS ENTIRETY, DISPOSED OF THE MATERIALS, AND INSTALLED A BRAND NEW HIGH QUALITY BACKSTOP FENCE SYSTEM. THE NEW BACKSTOP UTILIZED 4" OD SS40 GALV PIPE FENCE SUPPORT POSTS. THE CHAIN LINK FABRIC ON THE BACKSTOP WAS UPGRADED TO 6 GAUGE ON THE BOTTOM 10' IN HEIGHT. (THE STRONGEST AVAILABLE). THE BALANCE WAS INSTALLED WITH THE STANDARD COMMERCIAL 9 GAUGE. AFTER COMPLETION OF THE BACKSTOP, THE LANDSCAPING WAS RESTORED TO ITS ORIGINAL CONDITION READY FOR THE SOFTBALL SEASON.

THE TOTAL VALUATION OF THIS PROJECT WAS \$21,314.79 INCLUDING SALES TAX.

THIS ORDER IS REPRESENTATIVE OF AN AVERAGE ORDER WE HAVE BEEN APPROVED FOR USING OUR MOHAVE JOC OVER THE LAST 5 YEARS. WE BELIEVE THIS IS AN ACCURATE REPRESENTATION OF THE TYPE OF FENCING PROJECTS THAT THE MEMBERS HAVE DONE UTILIZING THE MOHAVE FENCING JOC.

25. FIRMS FROM SECTION INVOLVED WITH THIS PROJECT

(1) FIRM NAME	(2) FIRM LOCATION (<i>City and State</i>)	(3) ROLE
ASSOCIATED FENCE	GLENDALE, AZ	SELF-PERFORMING CONTRACTOR

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

EXAMPLE PROJECT KEY NUMBER: 7

E. TITLE AND LOCATION (*City and State*): **MONTEREY PARK ELEMENTARY, FENCE REPLACEMENT. (PHOENIX, AZ)**

F. YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

G. YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2014**

23a. PROJECT OWNER'S INFORMATION - PROJECT OWNER: **PHOENIX ELEMENTARY SCHOOL DISTRICT #1**

23b. PROJECT OWNER'S INFORMATION - POINT OF CONTACT NAME: **KARL TRUSCOTT**

23c. PROJECT OWNER'S INFORMATION - POINT OF CONTACT TELEPHONE NUMBER: **(602) 723-8146**

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (*Include scope, size, and cost*):

THIS PROJECT WAS A JOB ORDER PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101) BETWEEN OUR FIRM AND THE PHOENIX ELEMENTARY SCHOOL DISTRICT.

ON THIS PROJECT WE WERE CONTACTED BY THE SCHOOL DISTRICT REPRESENTATIVE WITH HIS CONCERN ABOUT THE CONDITION THEIR PERIMETER FENCE ALONG THE ENTIRE NORTH & HALF OF THE EAST PROPERTY LINES. THE EXISTING FENCE WAS A CHAIN LINK FENCE IN EXTREME DISREPAIR. THE CONDITION OF THE FENCE DID NOT ALLOW FOR A BASIC REPAIR TO BE DONE. THE ENTIRE FENCE NEEDED REPLACEMENT. THE OWNER WAS VERY INTERESTED IN UPGRADING THE SYSTEM TO A WROUGHT IRON FENCE, WE DESIGNED A FENCE SYSTEM BASED ON THE DISTRICT STANDARDS AND PROVIDED A JOB QUOTE.

AFTER APPROVAL OF THE JOB QUOTE, WE REMOVED THE EXISTING FENCING ENTIRELY AND DISPOSED OF THE MATERIALS. WE THEN FABRICATED AND INSTALLED 387 LF OF BRAND NEW 6' HT WROUGHT IRON FENCING. INCLUDED IN THIS FOOTAGE WAS A 16' WIDE DUAL SWING VEHICLE ACCESS GATE AND A 4' WIDE MAN GATE.

THE TOTAL VALUATION OF THIS PROJECT WAS \$38,083.85 INCLUDING SALES TAX.

THIS ORDER IS REPRESENTATIVE OF AN AVERAGE ORDER WE HAVE BEEN APPROVED FOR USING OUR MOHAVE JOC OVER THE LAST 5 YEARS. WE BELIVE THIS IS AN ACCURATE REPRESENTATION OF THE TYPE OF FENCING PROJECTS THAT THE MEMBERS HAVE DONE UTILIZING THE MOHAVE FENCING JOC.

25. FIRMS FROM SECTION INVOLVED WITH THIS PROJECT

(1) FIRM NAME	(2) FIRM LOCATION (<i>City and State</i>)	(3) ROLE
ASSOCIATED FENCE	GLENDALE, AZ	SELF-PERFORMING CONTRACTOR

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

20. EXAMPLE PROJECT KEY NUMBER: **8**

E. TITLE AND LOCATION (*City and State*): **GREENHOUSE, ELECTRICAL, & OUTFIELD FENCE. (CONCHO, AZ)**

F. YEAR COMPLETED - PROFESSIONAL SERVICES: **2011**

G. YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2011**

23a. PROJECT OWNER'S INFORMATION - PROJECT OWNER: **CONCHO ELEMENTARY SCHOOL DISTRICT #6**

23b. PROJECT OWNER'S INFORMATION - POINT OF CONTACT NAME: **ANDY WILHELM**

23c. PROJECT OWNER'S INFORMATION - POINT OF CONTACT TELEPHONE NUMBER: **(928) 337-9357**

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (*Include scope, size, and cost*):

THIS PROJECT IS ONE OF THE FIRST JOB ORDERS PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101). IT WAS BETWEEN OUR FIRM AND THE CONCHO ELEMENTARY SCHOOL DISTRICT.

ON THIS PROJECT WE WERE CONTACTED BY THE SCHOOL DISTRICT REPRESENTATIVE REGARDING HIS NEED FOR MISC FENCING TO BE INSTALLED AT 3 DIFFERENT LOCATIONS ON HIS SCHOOL DISTRICT CAMPUS. AFTER DETERMINING THE FENCE LAYOUT, SPECIFICATIONS REQUIRED, & TIMELINE WE PROVIDED THE DISTRICT WITH A JOB QUOTE.

AFTER APPROVAL OF THE JOB QUOTE, WE MOBILIZED TO THE JOBSITE AND BEGAN THE FENCING INSTALLATION. THE WORK INCLUDED INSTALLING A 6' HT PERIMETER OUTFIELD FENCE ON THEIR BASEBALL FIELD AT THE FIRST LOCATION. THE 2ND LOCATION REQUIRED AN 8' HT CHAIN LINK FENCE TO ENCLOSE THEIR ELECTRICAL TRANSFORMERS. FINALLY, THE 3RD LOCATION WAS TO INSTALL 6' CHAIN LINK FENCING TO PROTECT THEIR GREENHOUSE.

THE TOTAL VALUATION OF THIS PROJECT WAS \$14,567.82 INCLUDING SALES TAX.

THIS PROJECT WAS ONE OF OUR FIRST ORDERS THROUGH OUR MOHAVE JOC. WE BELIEVE IT IS TYPICAL OF SOME OF THE MEMBER'S FENCING REQUIREMENTS IN SOME OF THE MORE RURAL/REMOTE AREAS OF THE STATE.

25. FIRMS FROM SECTION INVOLVED WITH THIS PROJECT

(1) FIRM NAME	(2) FIRM LOCATION (<i>City and State</i>)	(3) ROLE
ASSOCIATED FENCE	GLENDALE, AZ	SELF-PERFORMING CONTRACTOR

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

EXAMPLE PROJECT KEY NUMBER: **9**

E. TITLE AND LOCATION (*City and State*): **MOUNTAIN RIDGE HS, NEW FENCE INSTALL. (GLENDALE, AZ)**

F. YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

G. YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2014**

23a. PROJECT OWNER'S INFORMATION - PROJECT OWNER: **DEER VALLEY UNIFIED SCHOOL DISTRICT #97**

23b. PROJECT OWNER'S INFORMATION - POINT OF CONTACT NAME: **TJ LONG**

23c. PROJECT OWNER'S INFORMATION - POINT OF CONTACT TELEPHONE NUMBER: **(480) 797-0658**

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (*Include scope, size, and cost*):

THIS PROJECT WAS A JOB ORDER PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101) BETWEEN OUR FIRM AND THE DEER VALLEY UNIFIED SCHOOL DISTRICT.

ON THIS PROJECT WE WERE CONTACTED BY THE SCHOOL DISTRICT REPRESENTATIVE WITH HIS CONCERN ABOUT THE SECURITY ISSUE OF NOT HAVING A PERIMETER FENCE ALONG THE SOUTH END OF THEIR CAMPUS. WE DISPATCHED A PROJECT MANAGER TO WALK THE SITE WITH THE OWNER AND CONFIRMED THAT THE AREA WAS IN NEED OF A BARRIER TO SECURE THE CAMPUS. AFTER DISCUSSING FENCING OPTIONS AND BUDGET, WE PROVIDED A JOB QUOTE BASED ON A CHAIN LINK FENCING SOLUTION.

ONCE WE RECEIVED APPROVAL FROM THE DISTRICT ON THE JOB, WE PROCURED THE MATERIALS AND BEGAN THE INSTALLATION PROCESS. WE INSTALLED A TOTAL OF 1,140 LF OF 6' CHAIN LINK FENCE ALONG THE SOUTH PROPERTY LINE. WE ALSO INSTALLED A 16' WIDE SINGLE GATE TO TIE THE NEW FENCE INTO AN EXISTING FENCE.

THE TOTAL VALUATION OF THIS PROJECT WAS \$23,848.02 INCLUDING SALES TAX.

THIS ORDER IS REPRESENTATIVE OF AN AVERAGE ORDER WE HAVE BEEN APPROVED FOR USING OUR MOHAVE JOC OVER THE LAST 5 YEARS. WE BELIEVE THIS IS AN ACCURATE REPRESENTATION OF THE TYPE OF FENCING PROJECTS THAT THE MEMBERS HAVE DONE UTILIZING THE MOHAVE FENCING JOC.

25. FIRMS FROM SECTION INVOLVED WITH THIS PROJECT

(1) FIRM NAME	(2) FIRM LOCATION (<i>City and State</i>)	(3) ROLE
ASSOCIATED FENCE	GLENDALE, AZ	SELF-PERFORMING CONTRACTOR

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

22. EXAMPLE PROJECT KEY NUMBER: **10**

E. TITLE AND LOCATION *(City and State)*: **LAVEEN ESD, PEDESTRIAN BARRIER – 7 SCHOOLS. (LAVEEN, AZ)**

F. YEAR COMPLETED - PROFESSIONAL SERVICES: **2015**

G. YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2015**

23a. PROJECT OWNER'S INFORMATION - PROJECT OWNER: **LAVEEN ELEMENTARY SCHOOL DISTRICT #59**

23b. PROJECT OWNER'S INFORMATION - POINT OF CONTACT NAME: **DONNY RODMAN**

23c. PROJECT OWNER'S INFORMATION - POINT OF CONTACT TELEPHONE NUMBER: **(602) 621-3485**

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*:

THIS PROJECT WAS A JOB ORDER PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101) BETWEEN OUR FIRM AND THE LAVEEN ELEMENTARY SCHOOL DISTRICT.

ON THIS PROJECT WE WERE CONTACTED BY THE SCHOOL DISTRICT REPRESENTATIVE WITH A DISTRICT WIDE ISSUE THEY WERE HAVING. THE STUDENTS ACROSS THE CAMPUS WERE USING LANDSCAPED AREAS AS WALKING PATHS DAMAGING THE VEGETATION. WE MET WITH THE DISTRICT AND CAME UP WITH A PLAN TO GUIDE THE STUDENTS TO THE DESIGNATED WALKING PATHS. WE PROVIDED OUR PROPOSAL FOR THE PEDESTRIAN BARRER FENCE TO THE DISTRICT AND PROVIDED A COST FOR THE 7 CAMPUSES WHERE THIS WAS TO BE INSTALLED.

ONCE WE RECEIVED APPROVAL FROM THE DISTRICT ON THE JOB, WE PROCURED THE MATERIALS AND BEGAN THE INSTALLATION PROCESS. WE INSTALLED A TOTAL OF 2,622 LF OF 30" HEIGHT 2 RAIL CUSTOM PEDESTRIAN BARRIER FENCING ACROSS THE DISTRICT CAMPUSES. THE SMALLEST CAMPUS REQUIRED 177 LF OF THE BARRIER TO BE INSTALLED WHILE THE LARGEST REQUIRED 565 LF. THE RAILING ALSO HAD CUSTOM STEEL GRIDING PREVENTION TABS WELEDED TO THE HORIZONTAL RAILS TO PREVENT DAMAGE AND LOITERING.

THE TOTAL VALUATION OF THIS PROJECT WAS \$124,057.36 INCLUDING SALES TAX.

THIS ORDER IS THE ONE OF THE LARGEST ORDERS WE HAVE BEEN CONTRACTED TO USING OUR MOHAVE JOC DURING THE LAST 5 YEARS. WE BELIVE THIS IS AN ACCURATE REPRESENTATION OF THE TYPE OF FENCING PROJECTS THAT THE MEMBERS HAVE DONE UTILIZING THE MOHAVE FENCING JOC.

25. FIRMS FROM SECTION INVOLVED WITH THIS PROJECT

(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
ASSOCIATED FENCE	GLENDALE, AZ	SELF-PERFORMING CONTRACTOR

2b. Past Performance & Management Plans

We have also performed work as the prime contractor for fencing services under various term contracts. Although they are not Job Order Contracts, we provide or have provided fencing services to these Mohave members as the prime contractor within the last 5 years.

S.A.V.E (City of Peoria) – Work under this contract began on July 1, 2013 under contract #: ACON27413 Fencing Replacement & Repair. The scope of services under this contract includes the repair or replacement of existing fencing systems throughout the city of Peoria. Orders performed through this contract have ranged from \$375.37 up to \$17,436.75.

Contact: Lisa Houg
9875 N 85th Avenue, 2nd Floor
Peoria, AZ 85345
(623) 773-7115 PH
(623) 773-7118 FX

S.A.V.E. (City of Peoria) – Work under this contract began on January 29, 2008 under contract #: P08-011, Fencing Replacement & Repair. The scope of services under this contract includes the repair or replacement of existing fencing systems throughout the city of Peoria. The total value of all orders performed under this contract exceeded \$540,000.00

Contact: Lisa Houg
9875 N 85th Avenue, 2nd Floor
Peoria, AZ 85345
(623) 773-7115 PH
(623) 773-7118 FX

Paradise Valley USD #69 – Work under this contract began on October 03, 2007 under contract #: 08-017 Ornamental Iron Fencing. The scope of services was to furnish & install ornamental iron fencing on an on-call basis throughout the district. The value of orders through this contract ranged from \$6,650.00 up to \$20,000.00

Contact: Ken Carter
15002 N 32nd Street
Phoenix, AZ 85032
(602) 449-2070 PH
(602) 449-2081 FX

2b. Past Performance & Management Plans

2. Working as a team consisting of the owner, owner's customers, & the contractor.

In addition to the contracts we have directly held on the previous pages, we have provided fencing services for many Mohave members as a subcontractor to a General Contractor who used a JOC for the project delivery method.

Here are some examples of these projects:

Prime Contractor: Core Construction
Contact: Hamilton Ramirez (602) 494-0800
Owner: Roosevelt School District
Project: Rose Linda Elementary
Description: Furnish & Install new wrought iron security fencing & gates with panic hardware on existing school campus.

Our Contract Total: \$24,452.00

Completion Date: May 2015

Prime Contractor: Core Construction
Contact: Hamilton Ramirez (602) 494-0800
Owner: Roosevelt School District
Project: Cesar Chavez Elementary
Description: Furnish & Install new wrought iron security fencing & gates with panic hardware on existing school campus.

Our Contract Total: \$14,842.00

Completion Date: May 2015

Prime Contractor: Core Construction
Contact: Emerson Ward (602) 494-0800
Owner: Saddle Mountain Unified School District
Project: Winters Well Elementary Security Additions
Description: Furnish & Install new wrought iron security fencing window guards for an existing school campus.

Our Contract Total: \$37,628.00

Completion Date: September 2014

Prime Contractor: SD Crane Builders
Contact: John Farley (480) 832-1777
Owner: Washington Elementary School District
Project: Orangewood Elementary Winter Project
Description: Relocate existing chain link fence backstop & wrought iron perimeter fencing to accommodate light rail expansion.

Our Contract Total: \$41,948.00

Completion Date: Demo completed December 2012, Reinstallation scheduled for August 2015.

2b. Past Performance & Management Plans

Prime Contractor: Chasse Building Team
Contact: (480) 425-7777
Owner: Avondale Elementary School District
Project: 3-603 Fence Relocations, Lattie Coor & Eliseo C Felix.
Description: Relocated existing wrought iron fencing & gates along with furnishing new as needed to reconfigure perimeter security.
Our Contract Total: \$36,139.00
Completion Date: August 2013

Prime Contractor: GCON, Inc
Contact: Tiffany Fisher (623) 581-6300
Owner: Paradise Valley USD #69
Project: Hidden Hills Elementary, Drainage Remediation.
Description: Remove & replace existing chain link fencing along north property line to allow for new paving project.
Our Contract Total: \$9,945.00
Completion Date: October 2014

Prime Contractor: McCarthy Building Companies, Inc
Contact: Michael Horn (480) 449-4700
Owner: Glendale Union High School District
Project: Apollo High School, Fire Damage Remediation.
Description: Furnish & Install new wrought iron security fencing & gates with panic hardware on existing school campus.
Our Contract Total: \$3,744.00
Completion Date: June 2015

On the projects above we were contacted by the contractor requesting our professional input on what type of fencing would serve their purposes the most effectively. We followed the same procedure as if we were the prime contractor by walking the site with the owner and contractor, providing our input based on the concerns of the owner, provided pricing, and installed the fencing as discussed during the pre-construction walk. Our contract management, quality control guidelines, and safety requirements were all strictly adhered to.

There are several dozen more projects we have performed as a subcontractor for a General Contractor through a JOC. The projects listed above are typical of the sizes and scopes of work that we have performed on these types of job orders.

2b. Past Performance & Management Plans

3. Working on school district or other governmental projects, working on multiple projects simultaneously, and working throughout the state:

Along with the projects & contracts listed above, we have performed fencing work on many complex projects that were procured through the CM@R & Hard Bid delivery systems.

The following is a brief list of the more notable projects we have worked on where the owner was a Mohave member:

Prime Contractor: Hunt Construction Group
Contact: Scott Owens
Owner: City of Mesa, AZ
Project: Chicago Cubs Spring Training Facility
Description: Furnish & Install new chain link fencing for a brand new professional baseball spring training facility.
Our Contract Total: \$949,945.11
Completion Date: March 2014

Prime Contractor: Core Construction
Contact: Clint Larson (602) 494-0800
Owner: Paradise Valley USD #69
Project: PV Site Accessibility, Phase 1.
Description: Furnish & Install new wrought iron security fencing & gates with panic hardware across 8 existing school campuses.
Our Contract Total: \$1,203,674.49
Completion Date: December 2013

Prime Contractor: Core Construction
Contact: BJ Pennington (602) 494-0800
Owner: Paradise Valley USD #69
Project: PV Site Accessibility, Phase 1.
Description: Furnish & Install new wrought iron security fencing & gates with panic hardware across 6 existing school campuses.
Our Contract Total: \$678,424.60
Completion Date: August 2014

Prime Contractor: Ames Construction
Contact: Chris Kane (602) 431-2111
Owner: Arizona Department of Transportation
Project: SR303L – Thomas to Camelback.
Description: Furnish & Install new chain link fencing along both sides of the highway. Total fence 25,632 LF.
Our Contract Total: \$249,045.29

2b. Past Performance & Management Plans

Completion Date: August 2013

Prime Contractor: Adolfson & Peterson Construction
Contact: (480) 345-8700
Owner: Toltec Elementary School District
Project: Toltec Elementary & Middle School Upgrades
Description: Furnish & Install new security fencing & gates across 2 existing school campuses.

Our Contract Total: \$202,475.00
Completion Date: August 2013

Prime Contractor: McCarthy Building Companies, Inc
Contact: (480) 449-4700
Owner: Western Maricopa Education Centers
Project: WEST-MEC NE Campus
Description: Furnish & Install new custom wrought iron fencing & gates along with interior chain link fencing & gates.

Our Contract Total: \$185,184.00
Completion Date: August 2014

Prime Contractor: Mortenson Construction
Contact: Craig Streit (480) 839-5944
Owner: The City of Glendale, AZ
Project: Camelback Ranch Spring Training Facility.
Description: Furnish & Install new chain link & wrought iron fencing/ gates for a brand new, 2 team spring training facility.

Our Contract Total: \$1,903,921.00
Completion Date: March 2009

Prime Contractor: Core Construction
Contact: Dave Tucker (602) 494-0800
Owner: Gilbert Public Schools
Project: Campo Verde High School
Description: Furnish & Install all new fencing services for a brand new ground up construction high school.

Our Contract Total: \$1,041,976.54
Completion Date: May 2009

Prime Contractor: Core Construction
Contact: Chuck Coffman (602) 494-0800
Owner: Kingman USD #20
Project: Lee Williams HS – Renovations.
Description: Fencing & gates services for the renovation of an existing high school campus.

2b. Past Performance & Management Plans

Our Contract Total: \$427,498.00
Completion Date: December 2010

All of the projects listed above were performed using our own in-house labor force. We mobilized our installation crews to these sites while concurrently working on multiple other sites. Our installation fleet allow us to mobilize to a different jobsite each day with each individual crew. With our installation fleet of 10 crews we can mobilize to 10 separate projects each day if necessary to complete our contractual obligations. We have one of the most advanced equipment fleets in the industry which speeds up production and improves the quality of our projects.

For details about our installation fleet & our equipment available for the projects, please see our Contract Management Plan.

2b. Past Performance & Management Plans

4. Claims & Change Orders:

Associated Fence makes it a priority that on all Job Order projects we field verify the jobsites prior to providing any quotations. Any and all unforeseen circumstances are then addressed on site and that the scope of the project is clearly defined and agreed upon before starting any work.

All claims for change orders are issued when there is a variation from the original scope of work. All pricing for change orders are done using the unit pricing provided with the original quotation for the project.

On projects performed through our Mohave JOC we have not submitted paperwork for claims or change orders. On projects where we were contracted through the CM@R or Hard Bid delivery there are several change orders. Every individual project may have between 1-10 change orders by the time the project is complete.

An example of an owner generated change order was on the project above where Core Construction was the contractor for the PV Site Accessibility, Phase 1 project. We submitted pricing for the fencing needed to add 2 additional school campuses to the project. The change order for \$160,132.00 was issued on 08/27/2013. The outcome was that the district was able to add security fencing to 2 campuses that were not originally a part of the contract.

2b. Past Performance & Management Plans

5. Design, Engineering, Maintenance, and/or Operations services:

Design - All quotations for job orders provided by our company to the Mohave members include basic fencing design work at no additional charge. Part of our contract management plan is to walk the site with the owner/owner's representative to determine the scope of work for each individual project (please see our contract management section for further details). When we provide the quote for the fencing services we also provide details showing the fencing layout, specifications, & elevations/details so the owner knows exactly what we are proposing for their project (please see tab 4b for examples of the design work we provide). These details are provided by our own forces and will not be subcontracted. Over the last 5 years we have provided this type of design work to Mohave's members through our current JOC.

Engineering – Engineering services are required for our fencing projects on a very limited basis. Over the last 5 years we have not had a single project where the owner required or requested any structural engineering of our fencing products. Typically on JOC projects, the member relies on our expertise for fencing design and with our 40+ year company history of providing these products we know what is required to withstand the tough conditions that vary across our state. Because of this, our experience providing structural engineering for our fencing products in a JOC setting is limited.

We do have the resources necessary to provide these services if requested by the member. The actual engineering calculations and stamps would be provided by a 3rd party vendor of ours. Because this is such a rare requirement, we would be selecting the engineering firm in accordance with the procurement plan detailed in our subcontractor management plan.

Maintenance – When it comes to maintaining the fencing products we install, there is not much required. The products and services we provide come with a 2 year warranty standard and do not require any scheduled maintenance to serve the member long term. If, during the warranty period, an item does fail and require service, we provide repair or replacement as needed for no cost to the member. After the warranty period, if there is need for service it would more likely fall under the category of a fence repair and not necessarily be considered maintenance. All repairs after the warranty period follow our standard procedures for new job orders. All warranty repairs and job orders are performed in-house by our skilled technicians.

Operations Services – Looking back over the last 5 years of performing work for the members through our current JOC, we do not see any instances where any operations services were required. We do not believe any additional services that are not detailed in the UPB would be required for our scope of work.

2b. Past Performance & Management Plans

6. Contract Management Plan:

Performing & managing work:

Associated Fence has a self-performing workforce of over 45 full-time employees at our disposal. These employees have combined fencing experience in excess of several hundred years, our key employees are mostly long term and have extensive experience working under the Mohave JOC for fencing. All of our field installation crews have access to and utilize our advanced equipment fleet, we have rare specialty equipment available which was designed directly for fencing installers.

Every project that our company performs is subject to the same rigorous standards and procedures. We have developed many of these procedures as a direct result of working under the Mohave JOC system (Please see the personnel responsibilities below for these processes). After the preconstruction processes are completed and the job order is approved each project manager is responsible for generating a work order for that direct project. The work order is then logged into our custom computer tracking program for scheduling. The work order contains all pertinent information for the project (ie Fence layout, material takeoffs, special tools needed, contact information, & any other important information for the installation). We find this is very effective in ensuring that the project is completed per the customer's expectations. We believe our customer satisfaction is the single most important part of our contract management plan.

What personnel will be used:

All employees of Associated Fence are based out of our corporate headquarters located in Glendale, AZ. Our workforce is separated into the following categories:

Upper Management: Our upper management consists of 3 separate positions. These positions are President, Corporate Secretary, and Director of Field Operations. The 3 positions have always been held by a member of the Blauvelt family. A pre-requisite to occupying these positions is a lifetime of experience in the fencing industry along with the dedication to put the company affairs at the highest priority.

The President of the company oversees all the daily operations of the company. He reviews all aspects of the company randomly to ensure that the quality our customers have come to expect are always met.

The Corporate Secretary position has the responsibilities of all of the daily pre-construction activities for the company. These include pre-qualification packet preparation, RFQ responses, GMP preparation cooperation with general contractor partners, Overseeing all proposals prepared by the Estimating staff, Procurement of materials needed for manufacturing, maintaining sales team morale, and all other pre-construction director duties.

2b. Past Performance & Management Plans

The Director of Field Operations is responsible for the installation end of the company. He oversees the installation of all projects and ensures that the Superintendent and his installation crews are meeting the customer's expectations while adhering to the project specifications. If any issues arise he is responsible for correction of these issues.

Estimators / Project Managers: Associated Fence currently has a team of 4 full time Estimators or Project Managers. These personnel are required to have a minimum of 5 years of verifiable successful construction experience dealing directly with fencing installations in order to be considered for employment. All new employees in these positions go through a 2 week on the job training session under the direction of the Corporate Secretary. They are trained in the operation of our estimating and job tracking software and given guidelines on the establishment of relationships with new customers. Each project manager is responsible for their contracts management, requesting materials for projects, quotations, dispute resolution, submittals, & public relations with our customers.

Office Management: Our office management department currently consists of 3 key personnel. We utilize a financial controller, office manager, and reception manager.

The Financial Controller position's required qualifications are a minimum bachelor's degree in accounting from a reputable university with 5 years of verifiable experience in the industry. The financial controller is trained (if necessary) in our accounting software and given 2 weeks of hands on training in the job position. Our current financial controller has been with Associated Fence for 23 years.

The Office Manager position is responsible for the daily financial bookkeeping operations. They are responsible for monthly billings to contractors, invoice generation for job order customers, statement preparation for accounts payable, weekly processing of payrolls for all employees, insurance management (auto, liability, & health), and all other daily responsibilities of the position. This position requires a minimum of 5 years verifiable experience in the industry before being considered for employment. Training would include a month of direct supervision by the company president at the beginning of employment. Our current office manager has been with the company for 13 years.

The Reception Manager position is an assistant position to the office manager and financial controller position. The qualifications for this position include a minimum high school diploma or general education degree. Reception experience is preferred for this position, however we do provide full training for the right candidate. This position's responsibilities include the answering and transferring of incoming potential sales leads over the phone, retail sales of fencing materials through our showroom, maintenance of shop consumables (ie gloves, safety glasses, cutting wheels, saw blades, touch-up paint, etc), & assistance as needed to the management staff. Our current reception manager has been with the company for 3 years.

General Superintendent: Associated Fence currently employs a full time general superintendent to field manage our projects. This position requires the employee to

2b. Past Performance & Management Plans

schedule the installation crews according to the customer's needs, field supervise the installation, which requires weekly site visits to the jobs, coordinate with the project management staff to ensure the customer's needs and concerns are being met, and the general supervision of the projects. In order to be considered for this position the candidate must have a minimum of 2 years of experience working directly for Associated Fence. He must have proven his dedication to excellence through repeated success on our projects. His general experience must include a HS diploma or equivalent with 10 years of experience in the fencing industry. Training for this position would be managed by the director of field operations who would supervise the superintendent for 1 month at all times. He would be required to train on our scheduling software for 1 week with the corporate secretary before being unsupervised in his duties. Our current general superintendent has been with Associated Fence for 4 years.

Fabrication Manager: At Associated Fence we fabricate the majority of our fencing materials we install in our manufacturing facility. Our fabrication manager position requires the individual to constantly supervise all areas of the manufacturing of our products. He performs product layouts, supervises all fabrication, request materials needed for his work orders, is responsible for maintenance of all equipment in our facility, and schedules the production of materials to coordinate with the installation dates of the products. This is a very important position in our company and only the most highly qualified applicants are considered. In order to be considered the applicant must have a minimum of 10 year experience in steel fabrication, hold AWS welding certifications, be able to communicate effectively in both English & Spanish, be able to read and comprehend blueprints with special emphasis on project details, and be extremely driven to maintain product delivery schedules. Training would be provided on the job and would require at the minimum of 1 month full time being supervised by the president of the company. Our current fabrication manager has been with Associated Fence for 28 years.

Fabrication Technicians: Shop fabrication technicians are the driving force behind our ability to produce the highest quality fencing products for our customers. These employees are responsible for the direct manufacture of materials. Typical responsibilities for these workers include cutting steel to length, degreasing the materials, layout of products, fabrication of materials by welding, any additional processing (ie spear pointing of pickets, punching plates, etc), preparation of the materials for the powder coat finish, application of the powder coat, curing of the powder coat finish, and crating of the materials for transport to the installation crews. Previous verifiable experience in steel fabrication is a pre-requisite for employment consideration and all technicians must hold AWS welding certificates applicable to this work. We currently employ 10 full time fabrication technicians with an average of 3 years of experience working in our plant.

Field Installation Foremen: Our field installation foremen are at the forefront of our company. These workers are responsible for running their project from start to finish under the supervision of our general superintendent. They lead all aspects of the fencing installation from layout to cleanup. They are responsible for their installation

2b. Past Performance & Management Plans

crew which consists of them, their assistants, the installation truck, tools, & equipment. They are responsible for daily coordination field coordination with our customers and relaying any pertinent information back to the superintendent. A successful candidate for this position in our company will have a minimum of 5 years documented successful fencing installation for a reputable contractor. Driver's licenses and AWS certifications are required for this position due to the necessity to drive the company vehicle and the amount of welding required to fulfill their duties. Training of these workers includes a week of work on another crew as an assistant to verify their capabilities and allow them to get accustomed to our procedures. Associated Fence currently employs 10 full time installation foremen.

Field Installation Assistants: Field installation assistants are responsible for the grunt work portion of our projects. They work under direct supervision of their foreman per his direction. They are responsible for most aspects of the fencing installation from cleaning of fence post holes to general clean up of the site. Our installation crews consist of a crew foreman and 1 or 2 installation assistants. A hard work ethic and good attitude are attributes we look for when selecting installation assistants. Training consists of working with another installation assistant under a crew foreman for 3 weeks until the foreman views the new employee is ready to work on his own with a foreman. We currently employ 15 field installation assistants under crew foremen.

Installation Equipment Fleet: Each crew is setup with their own, self-sufficient installation vehicle from which all projects are installed. Our fleet consists of 10 Ford F-450 trucks equipped with 16' flatbeds. The trucks mobilize from our company headquarters daily loaded with the materials needed for that day's work. Each truck also has a Miller or Lincoln gas powered welder with generator. These power plants allow the crew to use power tools in remote locations without the need for a power source. All of the trucks also have the various hand-held power tools necessary for installation (ie Sawzalls, Band Saws, Grinders, etc).

The production rates we have achieved are credited to our heavy equipment that is available to the crews. The following equipment is owned by Associated Fence and mobilized to each site as needed:

- 2 EA – Dandy Digger 2-25 fencing machines.
- 3 EA – Bobcat skid steer loaders with auger & forklift attachments.
- 1 EA – Terex 5,000lb capacity rough terrain 4 wheel drive forklift.
- 1 EA – Genie 26' rough terrain scissor lift.
- 1 EA – JLG 60' rough terrain boom lift.
- 1 EA – Ford F-650 equipment delivery truck.

The Dandy Digger fencing machines were developed as a full service fencing machine designed to dramatically improve fencing production. The developer worked his entire career in the fencing industry and built the first prototype as a solution to many common issues in our industry. Most companies in our industry do not have access to a single

2b. Past Performance & Management Plans

Dandy Digger, we have at our disposal 2 of these incredible machines. For more information please visit www.dandydigger.com

For information regarding the specific role of each of these positions, please see tab 2a. Method of Approach, 2. Project Plan.

For qualifications and experience of the personnel currently holding these positions, please see tab 2a. Qualifications and Experience, 2. Key Personnel Qualifications.

How do you plan to ensure prompt responses to JOC requests?

Associated Fence can ensure prompt responses to job order requests by having a dedicated staff on hand at all times. Our project management team is required to contact the customer a maximum of 1 hour after the initial request for a job order. They will then discuss the project with the member and begin the standard process for our JOC pre-construction proposals. We have a staff of 4 full time estimators/PMs available to immediately respond to JOC requests. If needed, our 3 upper management personnel are available to respond as well.

Our upper management staff periodically contacts our clients directly seeking feedback about our PM/Estimating staff and the timeliness/quality of their responses to any JOC inquiries. From the feedback we have received, we have found that our current staff is more than adequate to respond to the typical JOC job order requests under this contract.

How do we plan on ensuring an adequate workforce is maintained?

We know that our performance and successful track record for fencing would not be possible without the dedication and commitment of all employees. We treat our employees with the utmost respect and their compensation reflects their commitment to the Associated Fence team. Most of our employees are long term team members, we do our best to make their work at our company more than just a job. We want our employees to feel like they are making a difference and that they belong here. There is a mutual respect between our employees and our upper management, this allows us to count on full commitment from our workers and they have not failed us. When the time comes to request long hours and overtime/weekend work they all pull through without complaint. We know we can rely on our workforce to perform as needed to complete our contractual commitments on these JOC projects.

Because of our company policies, we have several very experienced and qualified personnel that are on a waiting list for an opening in order to join our installation team.

Responding to and performing multiple JOC orders at the same time?

Associated fence has built our company to employ a very extensive, efficient, and very experienced staff that has the capability to respond to multiple projects being performed

2b. Past Performance & Management Plans

at the same time with aggressive schedules. If needed, we will recruit additional project management or field installation staff, depending on which area we may need assistance.

Each project manager builds relationships with their customers and schedules their order responses according to the schedule of the member. Our current sales staff is far from overloaded. If needed, we can increase sales hours to accommodate as much as a 25% increase in order requests without the need for an increase in sales force. If needed, during the recruitment of additional project managers, the upper management will themselves respond to requests from the members. Doing this will allow up to a 75% increase in our current response capacity. From our experience with this contract over the last 5 years, we do not anticipate a situation where our response will not be adequate for the members.

We have steadily increased our volume of JOC orders each year under our current contract. Each year we have adapted to become more efficient in our operations. We have recruited some of the most experience project managers and field installers in the industry. We have yet to encounter a situation where we could not perform the orders per the agreed upon schedule with the member.

Geographic / Multiple simultaneous JOC order limitations:

We have no geographically limitations throughout the entire state of Arizona. All of our contractor's licenses and insurances are valid statewide. As an emphasis on rural locations, we require all estimators / PMs to conduct their site visit within 2 days of the initial contact regardless of the project location.

On a regular basis the need to perform and manage multiple JOC orders simultaneously arises. We have previously challenged our workforce and management with an abundance of work needing managed with an extremely aggressive schedule and they performed with excellence. We are very confident in our ability to perform any number of concurrent projects. With our in-house installation force, we can mobilize to at least 10 separate projects per day (depending on the size). Most of the job orders we have performed are completed in less than a week with a single crew.

Pertinent Information:

We have built our company to be as self-reliant as possible by controlling as much of the processes required for our industry.

We have a 15,000 sq ft manufacturing facility where we produce all of the following:

- Wrought Iron fencing & gates
- Chain link gates
- Custom gates & steel fabrication
- Custom plates

2b. Past Performance & Management Plans

Misc other fencing items.

All of our iron fencing & gates come standard with a powder coat finish via our own powder coating system we have in our manufacturing facility. We have the capacity to powder coat anything up to 10' H X 8' W X 20' L without having to outsource. This process allows us to turn out finished products in a matter of hours from start to completion as opposed to several days with standard paint.

We also manufacture our own chain link fencing with the use of our own Bergandi WVR-500 chain link weaving machine. We are able to produce chain link in heights up to 12' without relying on any distributing manufacturers.

Our manufacturing facility exceeds most and rivals the most advanced fencing manufacturers in Arizona. We have proven our capabilities to our customers again and again over our 40+ year long history. We have completed some of the most aggressively scheduled projects in our industry on schedule and on budget. Our past performance section highlights some of these projects.

Please see tab 5b for pictures and more information about our capabilities.

Experience pricing projects using a UPB & Coefficient:

Associated Fence has built on its experience using this delivery system over the last 5 years utilizing our Mohave Educational Services Cooperative JOC. The \$2.7M worth of projects we have completed through our Mohave JOC do not represent the total value of projects we have provided quotes on using our UPB and coefficient.

We have provided many quotations to multiple organizations where the requested services were quoted but the member elected not to proceed with the work due to outside causes. Many projects were priced through our contract that were over the budget allotment from the owner or where the owner elected to expend the funds on other projects. We estimate that the total value of projects we have quoted through our current JOC to be in the high seven figure range.

Estimating software:

Excel: All proposals and quotations generate from Associated Fence are ran through our custom made Microsoft Excel program. Each project is entered into the program and the program analyzes the materials needed and provides a quote based on its custom integration with our current JOC UPB pricing. This system allows for our estimator and project managers to quickly and accurately provide Mohave pricing to the members. An example of the documents provided to members requesting quotes has been provided under tab 4b of this technical proposal.

FileMaker: Associated Fence has now implemented the use of a custom FileMaker, server based company tracking program for our daily activities. This program tracks

2b. Past Performance & Management Plans

almost all areas of our company on a single platform that is accessible from any internet connection. The only limitations are the reporting of sales taxes and accounts payable. Those areas are managed using QuickBooks Pro. The program has several interfaces to integrate proposals, job files, change orders, invoicing, payments received, any electronic document storage, project scheduling, & any general notes as needed for each individual project. The system automatically generates a job file and folder for every job that is logged into the system. All projects are also sorted by project manager and date received. All upper management personnel are able to review any information about any project at any time from any location with an internet connection with this system.

This system was built and tested over a 10 year timeline using real world projects. We are constantly modifying and adding to the program to suit our needs. We are always striving for efficiency and accuracy and having the right programs at our disposal is non-negotiable.

2b. Past Performance & Management Plans

7. Quality Management Plan:

We at Associated Fence view the quality of our final installed product as the single most important thing on any project. After the install is complete, the payments are processed, and the project is accepted the only lasting portion is the fencing itself. The final installed product is how we view our company as being perceived by our customers. The fastest installation crews and the most competitive price do not matter if we cannot stand behind our finished product.

Financial Goals: On a monetary basis, monthly sales and financial reports are reviewed and tracked to help establish realistic sales and profit goals. If any areas are found to be lacking behind the upper management expectations, we set meetings to discuss causes for poor performance and establish plans to bring those areas up to our expectations.

Product Goals: Our standards for this installation, production rates, and goals have been established through the 4 decades that we have been in business. Each job order is assessed individually and the goals for our production and performance are set before any actual work is done. The goals are monitored by several different management positions throughout the duration of the production phase and the installation phase of the contract.

Inspections: We start our quality control by purchasing our materials only from trusted suppliers who we have an established working relationship with. Before any materials leave our facility, they are inspected and overviewed by our manufacturing foreman and yard supervisor. Saul Mesina has close to 20 years experience in his position. He is in charge of making sure that all materials are prepped correctly and are free of blemishes prior to being shipped for installation.

All materials are then loaded onto our installation trucks where each crew foreman is responsible for the second inspection of the materials. If the materials check out then they are transported to the site and installed by our skilled installation crews.

The third level of our quality inspections come from our field superintendent. He is in charge of making sure that the projects are installed per Associated Fence standards for quality. In the event that our quality standards are not met at this level, the project management team is responsible to remedy the situation by any means necessary.

Schedule: Our schedules are maintained through constant communications between the entire Associated Fence team and the owners or owner's agent. The field superintendent, who is responsible for daily site visits, relays any delays in the schedule to the project managers who will then mobilize more manpower to the job or authorize overtime as needed to bring the job back to the preconstruction schedule.

Complaints: At Associated Fence we view complaints as an opportunity to improve on an area we may have failed a customer. Any complaints or disputes between our customers and Associated Fence are immediately escalated to the management staff.

2b. Past Performance & Management Plans

At this point a meeting is scheduled to discuss the issues at hand and to come to a solution for remedying the situation.

Our project managers have implemented our own version of the three strike rule. On any one project. If there is an outstanding issue with our quality or with the operation of any product, we will repair any product or material for up to three separate times before that item is removed completely and a new plan of action is taken. This includes tearing out and replacing of fencing, replacing gate operators, recruiting new personnel, etc.

We have found that through our quality control program that is in place we are able to offer a top quality product that we stand behind years after installation.

Disputes: Disputes are a rare occurrence in our daily operations with our current JOC. We try to eliminate any possible disputes that may arise prior to beginning any work. We employ only the most experienced sales & project management staff who have a keen eye for details. During the initial consultation, the sales staff will address any possible issues and discuss possible solutions prior to their even being an issue. This process all but eliminates disputes on our projects.

In the event that an unforeseen issue causes a dispute we will schedule a meeting with the member and our upper management staff to discuss the issue and possible solutions. Our lengthy history has provided experience in virtually any situation that could possibly become an issue in our industry. We will work with the member to ensure that their satisfaction is met on each project with a reasonable solution to both parties.

2b. Past Performance & Management Plans

8. Subcontractor Management Plan:

At Associated Fence, our management takes pride in our ability to self perform all stages of the fencing construction applicable to our industry. We have built our company to be self-reliant from the manufacturing of materials through the final installation & clean up.

There may be rare instances where we may need to subcontract out portions of the work. These work categories may include: Concrete cutting, core drilling, and electrostatic paint where necessary.

Any subcontractors performing work us under this contract will be selected based a point scoring system in accordance with A.R.S. 34-603 (C) (7) using the six (6) criteria below:

A. Company Experience and Licensing (Total Allowable Points 20)

1. The Subcontractor's management depth. This shall include the Subcontractor's key personnel and their resumes for the project. Specifically, the project manager and the foreman in charge (Points 3 up to 9)
2. The Subcontractor's management team organizational chart for the project. (Points 0 or 2)
3. Three (3) similar project completed by the Subcontractor within the past five (5) years. (Points up to 4)
4. The subcontractor shall possess the necessary state issued contractor's license relevant to type of work being performed. Any subcontractor unable to obtain a contractor's license will be excluded from consideration. (Points 0 or 5)

B. Financial & Processes (Total Allowable Points 8)

1. The Subcontractor's ability to obtain the necessary general liability insurance coverage for the project per the contractor's requirements. (Points 0 or 3)
2. The Subcontractor's familiarity, understanding and operating capability of current software, electronic processes and communication systems utilized for the project. (Points up to 5)

C. Project Specifics (Total Allowable Points 20)

1. Integrated Design and Team Process. Does Subcontractor exhibit understanding and ability to make positive contributions to project concept and team issues? Does it appear to have understanding, disposition and ability to make design and/or process contributions that will improve project outcomes, e.g., higher functional utility and/or flexibility for the end product, improved maintenance cycles, better project communications and decision-making, fewer problems, faster schedule, and/or lower costs? (Points 0 to 5)
2. References/Performance Quality – Did Subcontractor provide adequate references, how do they rate? Is there a pattern of disputes or litigation which reflects badly on management or performance by the Subcontractor? Does

2b. Past Performance & Management Plans

the Subcontractor have industry or technical certifications and/or a quality assurance program which may be applicable to the project whether specified or not? Has the Subcontractor received any awards or citations that demonstrate its technical ability and/or the quality of its performance? (0 to 6 points)

3. Local Presence and Environmental Policy. Does the Subcontractor maintain a local office and/or facility? Is the location and size of the local facility advantageous for offsite marshalling, fabrication, storage and/or handling? Are there freight or rapid response advantages? Are environmental policies applicable and if so, is Subcontractor responsive? (Points 0 to 4)
4. Is the Subcontractor certified as MBE/WBE/DBE/SBE? (Points 0 or 5)

D. Safety Program (Total Allowable Points 15)

1. Does the Subcontractor maintain a written and adequate safety program which applies to project operations? (Points 0 or 3)
2. Have workers received documented safety training and is the written program available to key workers and/or others in the field? (Points 0 or 2)
3. Will Subcontractor provide a site responsible person for the project? Is that person OSHA certified for a.) First aid and CPR, b.) OSHA ten-hour certification, or c.) OSHA thirty-hour certification? (Points 0 or 2)
4. What is Subcontractor's current worker's compensation E-Modification rate? Less than 1 = 5 Points, greater than 1 = 0 Points. (Points 0 or 5)
5. Has Subcontractor received OSHA Citations? If so, what is the frequency, currency, seriousness? (Points up to 3)

E. Resource Capacity and Employee Programs (Total Allowable Points 13)

1. Subcontractor's ability to allocate sufficient skilled and trained manpower, management and other resources necessary to meet the project schedule. (0 to 8 Points)
2. What type of craft and/or management training does Subcontractor provide for its employees? (0 to 3 Points)
3. Does company provide employee health insurance? (0 to 2 Points)

F. Price (Total Allowable Points 24)

1. Associated Fence shall evaluate the Subcontractor's technical proposal and price proposal separately. Associated will only evaluate and score the Subcontractor's price proposal after it has evaluated and scored each Subcontractor's technical proposal. (0 to 24 Points)

Total possible points: 100.

Recruitment: Associated Fence will employ the use of several online contractor plan rooms to recruit subcontractors needed for our projects. These online platforms allow us to refine searches by trade, location, & company size. Examples of these plan rooms are BlueBook, iSqFt, & BidMail. Additionally, word of mouth and references from reputable General Contractors are considered.

2b. Past Performance & Management Plans

Remote Areas: We do not anticipate the need to utilize subcontract labor, even in remote areas of Arizona. We have performed projects all over the state in the harshest conditions. Our installation crews are willing and able to mobilize to remote areas and we are able to furnish the equipment needed for these areas in house. We put in every effort possible to only perform these project with our own forces. If absolutely necessary, we would only be willing to subcontract 20% of any project.

Local Subcontractors: Any subcontractors working on our sites under our JOC would be under constant on-site supervision by our installation crew foremen and/or managers. They would be recruited via the recruitment section of this plan.

Subcontractor Quality: Since we are able to self-perform all aspects of the fencing industry, we know what is acceptable as industry standard. Any subcontractors providing services to our company would be held to the same standards we hold our own forces to. They would be subject to the same quality control listed in our quality management plan.

Certifications: For projects that require specialized work, we will consider the contractors who have the required training and/or certification by way of our selection criteria on our technical proposal requirements.

Current Subcontractors: We do not have any subcontractors that we use frequently. All subcontractors are selected on a case by case basis and are not long term.

Claims: All firms working as part of our team as a Subcontractor will be in close contact throughout the project with our Project Managers. In the even that neither the PM or the Superintendent can resolve a controversy or claim, Vince Blauvelt, President, would meet directly with the Subcontractor to reach a resolution.

Overview: At Associated Fence, our management takes pride in our ability to self perform all stages of the fencing construction applicable to our industry. We have built our company to be self-reliant from the manufacturing of materials through the final installation & clean up. We have found that we are able to provide the best quality fencing by covering all aspects ourselves from start to finish. The subcontractor management plan will only be used in the very rare occurrence that a subcontractor is needed.

2b. Past Performance & Management Plans

9. Safety Plan:

Please see the following page for our EMR information. Our safety plan starts on the page after the letter from Farmers Insurance.

WORKERS COMPENSATION
DEPARTMENT



6-16-2015

To Whom It May Concern:

AA-Anchor Fence, Inc. - Associated Fence has been insured with Farmers Insurance Group of Companies over the past 15 years. We have provided all lines of insurance, including General Liability, Business Owners Coverage, Contractors Coverage, and Workers Compensation Insurance.

The Workers Compensation policy number is C15190597. Over the past 3 years the E-Mod Rate has been at 0.7

Should you need any additional information, please contact us at 623-583-0500.

Respectfully,

A handwritten signature in cursive script, appearing to read "Fred E. Hintz".

Fred E. Hintz.

Farmers Insurance 20542 N Lake Pleasant Rd #117
Peoria, Arizona 623-583-0500

Securities offered through Farmers Financial Solutions, LLC
30801 Agoura Rd. Bldg 1, Agoura Hills, CA 91301, (818) 584-0200
Member FINRA & SIPC

2b. Past Performance & Management Plans

The goal of this safety program is the prevention of all accidents. An accident is any unplanned or unintended event that disrupts the orderly process of performing work. All accidents by this definition may result in personal injury, equipment damage, property or material damage, or a combination of these factors. Accidents also result in loss due to job disruption and with a loss of productivity. When an accident occurs, the determining factor in the degree of loss is very often luck. Therefore, prevention of all accidents must be the objective of our safety effort, rather than only those situations where the potential for serious loss exists. The effectiveness of any safety program will depend upon the participation and cooperation of management and employees in carrying out the following basic procedures:

- a. Planning all work to minimize accidents that may result in personal injury, property damage and loss of productive time.
- b. Maintain a system for promptly detecting and correcting unsafe practices and conditions.
- c. Make available and enforce the use of personal protective equipment and mechanical guards.
- d. Maintain an effective system of equipment and tool inspection and maintenance.
- e. Investigate all accidents, determine cause, and take the necessary corrective action.
- f. Establish educational programs to maintain interest and cooperation of all levels of employment.

Management:

It is the primary responsibility of management to see that all work is carried out in the safest manner possible. To insure that this responsibility is met, management must take an active role in all areas of the safety program.

Under the Occupational Safety and Health Act of 1970, "each employer shall furnish to each of his employees employment and a place of employment which are free from recognized hazards that are causing or are likely to cause death or serious physical harm to his employees."

Management recognizes that there are many humanitarian and economic reasons for keeping accidents at an absolute minimum and is prepared to take any and all necessary steps to insure the safety of our employees.

Management reviews all safety inspection reports submitted by our insurance carrier or any other source. Project supervisors are required to respond to safety recommendations and copy management on their response.

2b. Past Performance & Management Plans

Top management monitors all accident reports. The project supervisor is required to submit a handwritten report to management on any accident that involves loss of time. A discussion is then held to determine what caused the accident and how to prevent a reoccurrence.

Foremen / Supervisors:

The foreman is the supervisor directly in charge of the workers on the project. They are responsible for the education, observation, and control of these employees under their jurisdiction. They should insist on compliance with all applicable federal, state, local rules and regulations, as well as all conditions contained in this manual.

The foreman shall:

1. Reinforce safety policy by words and actions.
2. Enforce the rules and regulations, and require use of all safety and personal protective equipment.
3. Educate his crew on the relationship of safe working habits as they are related to their day-to-day tasks.
4. Educate the employees as to hazards they may encounter on any work prior to their starting this task.
5. Investigate all injuries and near misses and report them on the proper forms to the Project Manager.

Employees:

The all-important goal of this Safety Program is the protection of employees. To accomplish this goal, it is necessary that the employees become involved in the Safety Program and give it their total cooperation. Some of the general rules that apply to all employees are listed below. For more specific jobsite safety rules see the **Jobsite Specific Safety Rules Packet**. (Available from your foreman).

1. No employee shall report to work in an intoxicated condition.
2. The introduction, possession, or use of intoxicating beverages, or narcotics on the jobsite is strictly prohibited.
3. Carrying firearms or explosives on the jobsite without proper company authorization or other violation of an local, state, or federal law on company premises is prohibited.
4. Employees must be properly attired for work being performed in accordance with the Occupational Safety and Health Administration requirements. In accordance with this

2b. Past Performance & Management Plans

item, shirts must be worn at all times. Sandals or tennis shoes or other inadequate foot protections will not be allowed.

5. No unauthorized person may operate any equipment, including trucks.
6. No person other than the authorized operator is allowed to ride on any piece of equipment.
7. No person may ride in or on any vehicles other than on seats constructed for carrying personnel.
8. Employees may park personal vehicles only in areas designated by the foreman.
9. Reckless driving on the site and other acts of indifference and disregard of safety rules will not be tolerated.
10. All employees are required to report all injuries and illnesses to their foreman immediately.
11. Striking anyone on the jobsite, with open hand, fist, or object, or engaging in any type or physical altercation with any employee or otherwise threatening intimidation, coercing, or interfering with another employee's work is strictly prohibited.
12. Stealing, embezzlement, dishonesty, falsification of records, including but not limited to employment applications or other willful misrepresentation of facts will not be permitted.
13. Gross negligence, gross carelessness or willful acts which result or could result in damage to company property or equipment, and/or injury to other employees will not be tolerated.
14. All employees are urged to report any unsafe conditions or practices to their superintendent or foreman.
15. Employees must use all safety devices provided for his protections.
16. Good housekeeping depends upon everyone's cooperation. Keep alert for protruding nails, wire, tools, and loose objects under foot. Take a minute to keep your area in safe condition for yourself and for your fellow workers.
17. Harassment in any form (sexual, racial, etc.) on the part of supervisors or employees will not be allowed.

These rules are for your safety and well being on the jobsite, as well as for proper job management. Although the overriding guide to safety on the jobsite is the OSHA 1926

2b. Past Performance & Management Plans

Standards, these rules are included for emphasis. Additional safety suggestions will be given full consideration and are encouraged.

Safety Training Outline

At Associated Fence, we view safety training not as a single one time event that occurs when an employee joins our team. We view safety training as a constant strive toward perfection.

1. New Employee Orientations:

All new employees will be oriented to their job using the new employee orientation outline and the safety orientation test. This Orientation and Test will be administered by our safety officer.

2. "Right to Know" Program:

Each employee will be instructed in the hazards involved in the use of any chemicals prior to his starting work. He should also be informed of the company's "Right to Know" program and it's location.

3. Safety Meetings:

Safety meetings will be held on a weekly basis. These meetings can be a very valuable asset in training employees in safe working procedures. When these meetings are held by the foreman, the employee understands those individual's feelings toward safety.

4. Safety Manuals:

The safety manual should be available to all levels of supervision for their reference. You should also have a copy of either the U.S. Department of Labor or the State Department of Labor Occupational Safety and Health Standards 29 CFR 1926.

*Certain types of work require specialized training, such as Hazard Communication, Confined Space Work, and Respirator use. This training will be coordinated through our safety consultant and provided before workers are exposed to any unusual hazards.

Evaluation Requirements – Primary Contract Documents

Place after Tab 4a

1. Provide Arizona Transaction Privilege (sales) Tax License Number: 07-436311X

Do you collect city, county and/or other local sales tax in Arizona? Yes No

If yes, please check one:

Our combined state, city, county and/or other local sales tax rate is ____% (local rate).

The sales tax rate varies by the location (e.g. ship-to-rate).

2. Mohave is established to offer a cooperative purchasing program, which can be accomplished more efficiently and economically as a multi-entity operation.

Efficiency and economy can be established through reduced bidding effort for members and vendors, management of a single contract, fewer price schedules to maintain, fewer contact persons, using Mohave as an extension of members' purchasing departments. Additionally, it is Mohave's assertion that a statewide contract available to approximately 450 public agencies results in economies of scale and lower prices than those received by bidding individual contracts, especially, but not limited to small member agencies.

Will a contract based upon your proposal result in the efficiencies and economies described above?

Yes No

If no, what efficiencies and economies would members receive from a contract based on your proposal?

3. Contact Information for purchase orders:

Email Address Ryanb@AssociatedFence.net

Attention of Ryan Blauvelt

4. What is your general website (Internet) address? www.AssociatedFence.net

5. Contacts for Mohave:

Main Mohave representative contact: Dennis West

(Shall be the main point of contact for members and be responsible for member information requests.)

Title Sr. Project Manager Email address dwest@associatedfence.net

Phone number 623.247.5896 Fax 623.939.1940

Contract Administrator contact: Ryan Blauvelt

(Shall be the main point of contact for Mohave Procurement/Contract Specialists. Shall be responsible for handling information requests from the Mohave specialists.)

Title Corporate Secretary Email address ryanb@associatedfence.net

Phone number 623.247.5896 Fax 623.939.1940

Accounting contact: Ronda Blauvelt

(Shall be the main point of contact for Mohave Accounting Manager.)

Title Office Manager Email address rondab@associatedfence.net

Phone number 623.247.5896 Fax 623.939.1940

Open Order/Status Report contact: Ryan Blauvelt

(Shall be the main point of contact regarding open orders.)

Title Corporate Secretary Email address ryanb@associatedfence.net

Phone number 623.247.5896 Fax 623.939.1940

Audit contact: Richard Sheldon

(Shall be the main point of contact for Mohave Audit Specialists.)

Title Controller Email address sheldon@associatedfence.net

Phone number 623.247.5896 Fax 623.939.1940

Reconciliation contact: Ryan Blauvelt

(Shall be the main point of contact for the reconciliation report and payment of administration fees for Mohave Audit Specialists.)

Title Corporate Secretary Email address ryanb@associatedfence.net

Phone number 623.247.5896 Fax 623.939.1940

Escalation contact: Chris Blauvelt

(Shall be the main point of contact when an issue needs to be escalated above the main contact and/or contract administrator for the proposal/contract. This contact shall be a different individual than those named for the contacts listed above.)

Title Vice President Email address chrisb@associatedfence.net

Phone number 623.247.5896 Fax 623.939.1940

6. **Payment remittance address** 7630 N 67th Avenue

Attn: Accounts Receivable

City Glendale State AZ Zip 85301

Telephone (invoice questions) 623.247.5896

Place after Tab 4a

Provide the requested customer support information for warranty and maintenance service offered by your firm, as applicable.

Do you provide warranty and maintenance for the items in the proposal?

Yes, the following is applicable to our offer. (If yes, please provide the information below.)

No, the following is not applicable to our offer.

If not, how do members obtain warranty and maintenance service?

All warranties automatically begin after project completion. To request warranty service, the member can either call, email, or fax a request to their assigned Project Manager. The Project Manager then processes the request and warranty service is scheduled.

Provide the name and address of the facility that will provide warranty and maintenance service, under an awarded contract. Additionally, provide a contact person and phone number for warranty and maintenance service. If there is more than one facility, provide the names and addresses for all facilities. Attach a list if necessary.

All warranty & service is provided out of our company headquarters: 7630 N 67th Avenue, Glendale, AZ 85301. The contact person for each project will be the project manager for each Member. In addition, the member can contact Chris Blauvelt @ (623) 247-5896 for service.

Do you provide technical assistance via phone? **Yes** **No** If yes, provide a phone number and contact.

(623) 247-5896. Dennis West or Ryan Blauvelt

How many technicians are located at each warranty/service facility that would serve a Mohave contract?

Our installation crews also perform warranty service. Currently 10 crews at our headquarters.

What is the value of parts inventory normally on hand at each warranty/service facility that would serve a Mohave contract?

Our stock inventory valuation fluctuates from \$250,000-\$400,000 depending on the season.

What is your service response time for metropolitan areas (e.g., Phoenix, Tucson) and rural areas?

Service times vary due to the urgency of the issue. In metropolitan areas urgent requests may be the same day while standard requests are 1-2 days. Response times for rural areas are 1-2 days depending on the urgency of the request.

Describe the steps a member should take to activate a warranty, if any. No steps are required by the member, the warranty activates automatically at the completion of the project work.

Do you offer extended warranty plans? **Yes** **No**

If yes, provide a summary of the plans here and/or copies of the plans after this page. Include pricing for extended warranty plans in your separately submitted price proposal. Place any supplemental end-user agreements forms, which include terms and conditions and/or member signature after **Tab 4b**.

Extended warranties do not apply to the services we would be providing under this contract.

Place after Tab 4b

Will members be required to sign any supplemental end-user agreements (sales, maintenance)?

Yes No

If yes, review/revise your agreement(s) for any terms that conflict with the Mohave terms and conditions. In addition, review for the following common issues:

Acceptable agreements **shall** include:

- o Non-appropriations clause;
- o Contract or agreement must be governed by the laws of the State of Arizona;
- o Net payment is thirty (30) days.

Agreements **shall not** include:

- o Terms beyond one year;
- o Waiver of right for a jury trial;
- o Requirement of upfront payment by member when purchase order is placed;
- o Entire agreement language;
- o Auto-renewal language.

Attach your reviewed/revise agreement(s). **Unacceptable agreement(s) may render your proposal nonresponsive.**

The following pages are samples of our proposal forms along with the design work we typically provide to members with job order quotations.

The member is not required to sign these pages to execute a job order. The procurement process follows the procedures set forward in the Tab 1 contract documents, specifically in the special conditions, section 8.3, Order cycle overview.



PROPOSAL

7630 N. 67TH AVENUE
 GLENDALE AZ 85302-1104
 PHONE: (623) 247-5896
 FAX: (623) 939-1940
 C-14 094669, L-14 094682

COMMERCIAL/INDUSTRIAL CHAIN LINK • ORNAMENTAL IRON • GATE OPERATORS • TENNIS COURT FENCE

CUSTOMER(S) SAMPLE CUSTOMER		ATTN:	
BILLING ADDRESS			
CITY		STATE AZ	ZIP
PHONE	FAX	MOBILE	

DATE	8/12/2015		
JOB	SAMPLE		
DELIVERY SITE OR JOB ADDRESS			
CITY GLENDALE	STATE AZ	ZIP	

ASSOCIATED FENCE AGREES TO THE FOLLOWING:

MOHAVE CONTRACT #10J-AFCO-1101

MATERIALS AND LABOR TO INSTALL FENCING PER THE ATTACHED DRAWING.

NOTE: THE MOHAVE FEE IS INCLUDED IN THE PRICING.

FOR PAYMENT AS FOLLOWS:

TERMS:	<input type="checkbox"/>		NET SUM	<u>\$1,446.02</u>
	<input type="checkbox"/>	<u>CONTRACT #10J-AFCO-1101</u>	SALES TAX	<u>\$87.41</u>
	<input checked="" type="checkbox"/>	<u>OTHER</u>	BUILDING PERMIT	<u>NONE</u>
		<u>MOHAVE</u>	TOTAL	<u>\$1,533.43</u>

This project is quoted through Mohave Educational Services Cooperative under a JOC (Job Order Contract). Under JOC contracts, performance and payment bonds are required, but may be waived by the owner for projects under \$100,000. Your acceptance of this quote (which does not include charges for such bonds) is your indication of agreement of said waiver.

If you do not wish to waive the requirement, please contact us for a revised quote with performance and payment bonds added.

SIGNATURE	DATE	CUSTOMER'S P.O.	DATE
	CELL PHONE 602-501-9382	CUSTOMER'S SIGNATURE	
PRINTED NAME DENNIS WEST	TITLE Sr. P.M.	PRINTED NAME	TITLE
ESTIMATOR E-MAIL dwest@associatedfence.net		CUSTOMER E-MAIL	



Job Quote

Mohave Contract: 10J-AFCO-1101

7630 N. 67th Ave
Glendale, AZ 85301
Phone: (623) 247-5896
Fax: (623) 939-1940
Date: 8/12/2015
ROC094682

Customer: EXAMPLE SCHOOL DISTRICT #1
Address: 123 MAIN STREET
ANYTOWN, ARIZONA
Phone: (123) 456-7890 **Attn:** FACILITIES
Fax: (123) 456-7891

Jobsite: EXAMPLE ELEMENTARY SCHOool
Address: 234 MAIN STREET
ANYTOWN, ARIZONA

Item #: Description: QTY:

FURNISH & INSTALL FENCING PER THE ATTACHED SKETCH AS LISTED BELOW.

1	FENCING ITEM #1	TBD
2	FENCING ITEM #2	TBD
3	FENCING ITEM #3	TBD

**The 1% Mohave admin fee is included.*

Contact: Ryan Blauvelt - Sr. Estimator
Cell: 602.397.0127 **Email:** RyanB@AssociatedFence.Net

Subtotal: PER UPB BREAKDOWN
Bonds: Excluded
Sales Tax: Retail @ POP
Total: PER UPB BREAKDOWN

This project is quoted through Mohave Educational Services Cooperative under a JOC (Job Order Contract). Under JOC contracts, payment and performance bonds are required, but may be waived by the owner for projects under \$100,000. Your acceptance of this quote (which does not include charges for such bonds) by issuing a purchase order is your indication or agreement of said waiver.

If you do not wish to waive the requirement, please contact us for a revised quote with performance and payment bonds added.

RFP 10J-AFCO-1101 Unit Price Book

ASSOCIATED FENCE COMPANY

RFP 10J-AFCO-1101 Unit Price Book

JOB NAME **SAMPLE BREAKDOWN**

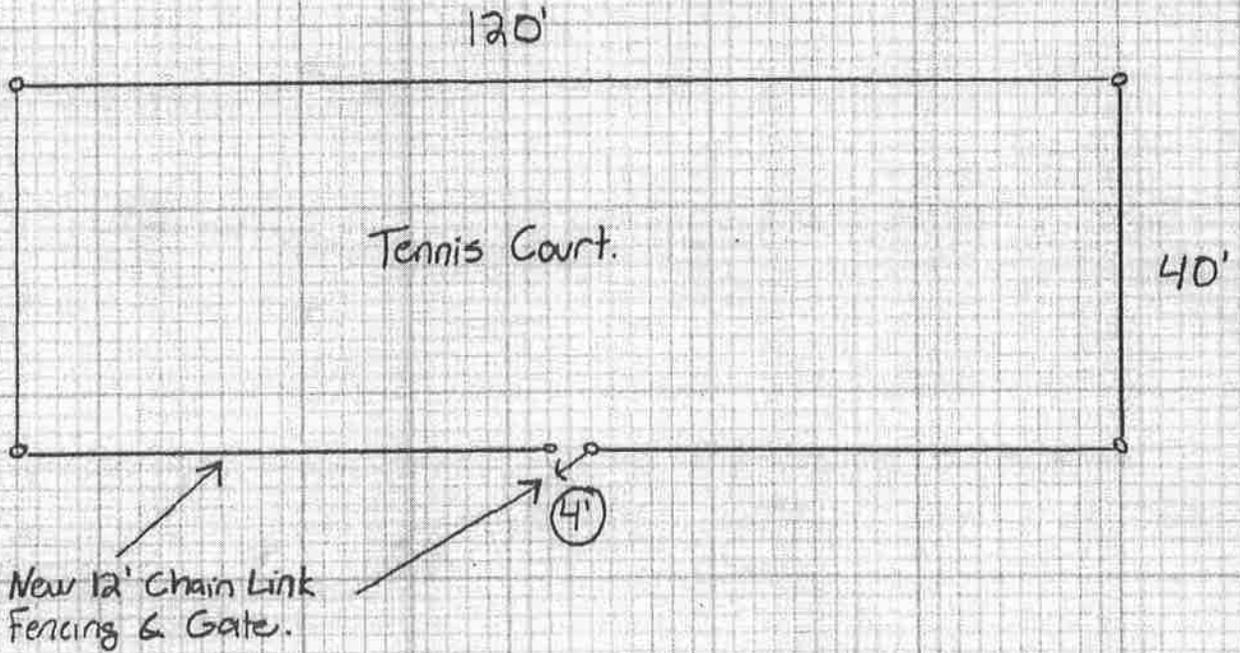
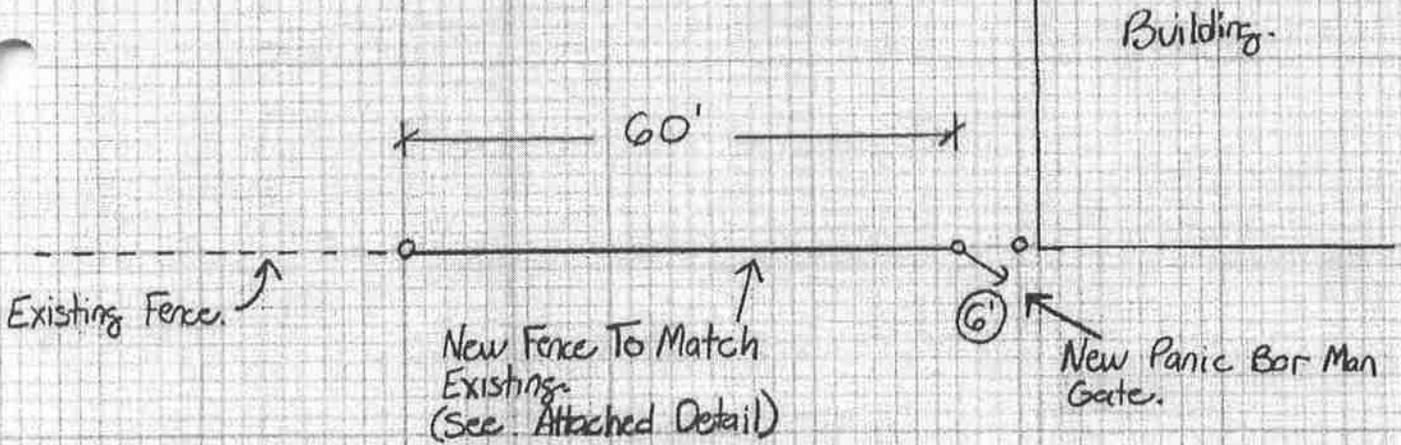
FENCING

QUAN	ITEM #	SIZE	LENGTH	DESC	COST	TOTAL
2	1115	2 1/2"	8'	CHAIN LINK CUT POSTS -	47.18	\$94.36
4	1121	3"	9'	CHAIN LINK CUT POSTS -	73.64	\$295.36
2	1402	1 5/8"	21'	CHAIN LINK FRAMEWORK	87.98	\$175.96
25	1517	Chain Link Fabric, 9 Gauge Galvanized	2 x 9 x 72	CHAIN LINK FABRIC	5.73	\$143.25
1	1623	Chain Link Gates - SS40, Galvanized	6' x 3'	CHAIN LINK GATES - SS40	298.91	\$298.91
1	4803	3" Post, 2" Gate		WALK GATE LATCHES	30.90	\$30.90
2	5104	3", pressed steel	1 5/8" or 2"	INDUSTRIAL BUTT HINGE	15.28	\$30.56
2	6109	Pressed Steel Galvanized Loop Caps, 2" x 1-5/8"		CHAIN LINK LOOP CAPS	1.48	\$2.96
4	6210	3", Semi-Steel		CHAIN LINK POST CAPS, /	0.98	\$3.92
20	6705	3" x 7/8" 12 ga.		CHAIN LINK TENSION BAR	1.38	\$27.60
4	6808	72"	3/16" x 3/4" w	CHAIN LINK TENSION BAR	9.87	\$39.48
6	10203	Auger fence post hole, 3' deep, Heavy soil/rock (by machine)		AUGER FENCE POST HOL	50.48	\$302.76
SUB-TOTAL						\$1,448.02
TAX					6.046	\$97.41
GRAND TOTAL						\$1,533.43

1% MOHAVE FEE IS INCLUDED

DENNIS WEST - CELL: 602-501-9382

Example Project Layout:



***Fencing Project Examples**

**ASSOCIATED
FENCE**

(623) 247-5896



7630 North 67th Avenue
Glendale, AZ 85301
Phone: 623.247.5896
Fax: 623.939.1940
ROC 094682

SCALE: 1" = 20'

DATE: 8/12/2015

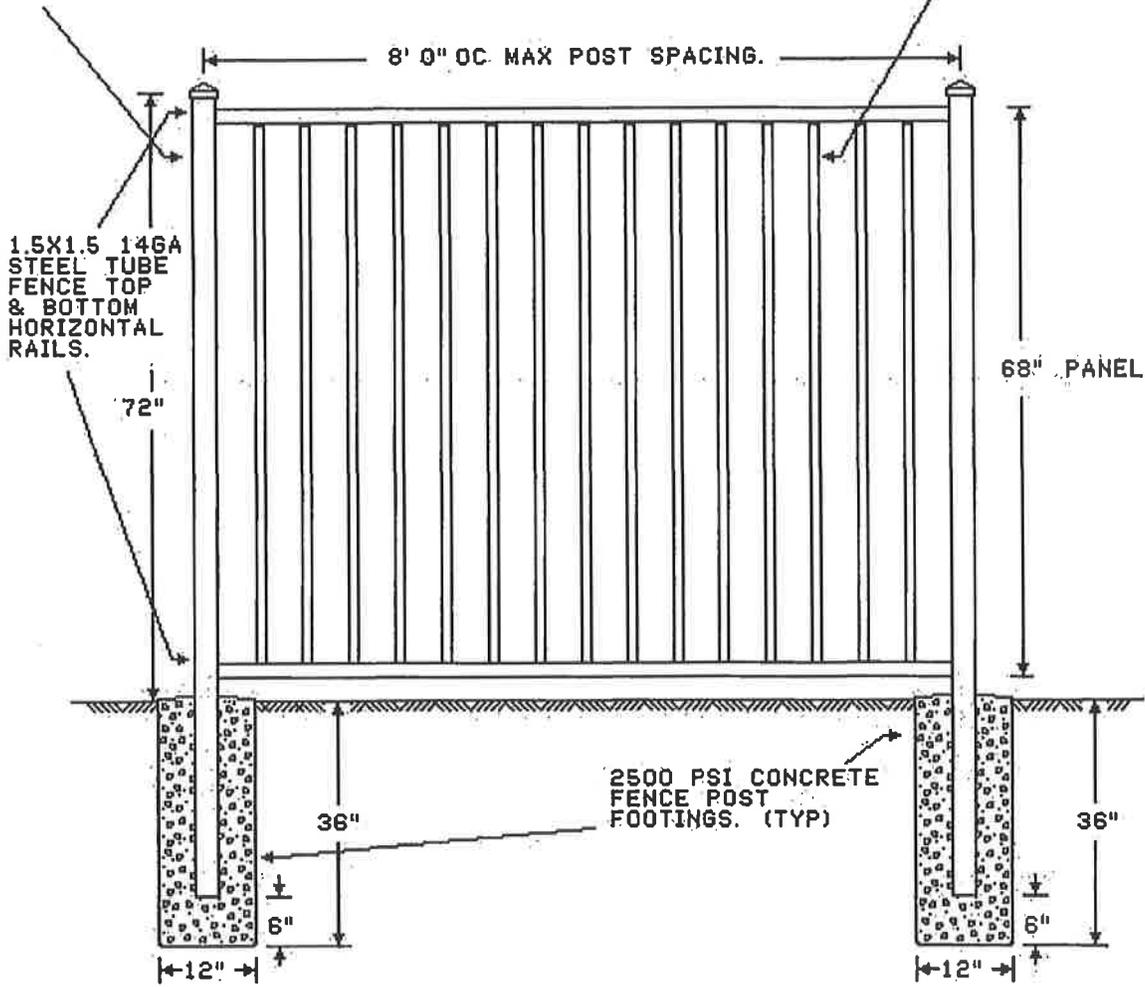
DRAWN BY: R Blauvelt

PROJ. #: TBD

WROUGHT IRON FENCE. (TYPICAL ELEVATION)

2X2 116A (.120")
SQ TUBE FENCE
POSTS.

3/4" X 3/4" 166A
SQ TUBE VERTICAL
PICKETS SPACED 4.5"
OC (3.75" GAP)



1.5X1.5 146A
STEEL TUBE
FENCE TOP
& BOTTOM
HORIZONTAL
RAILS.

8' 0" OC MAX POST SPACING.

68" PANEL

72"

2500 PSI CONCRETE
FENCE POST
FOOTINGS. (TYP)

36"

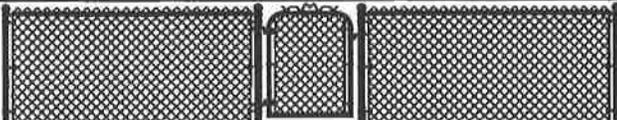
36"

6"

6"

12"

12"

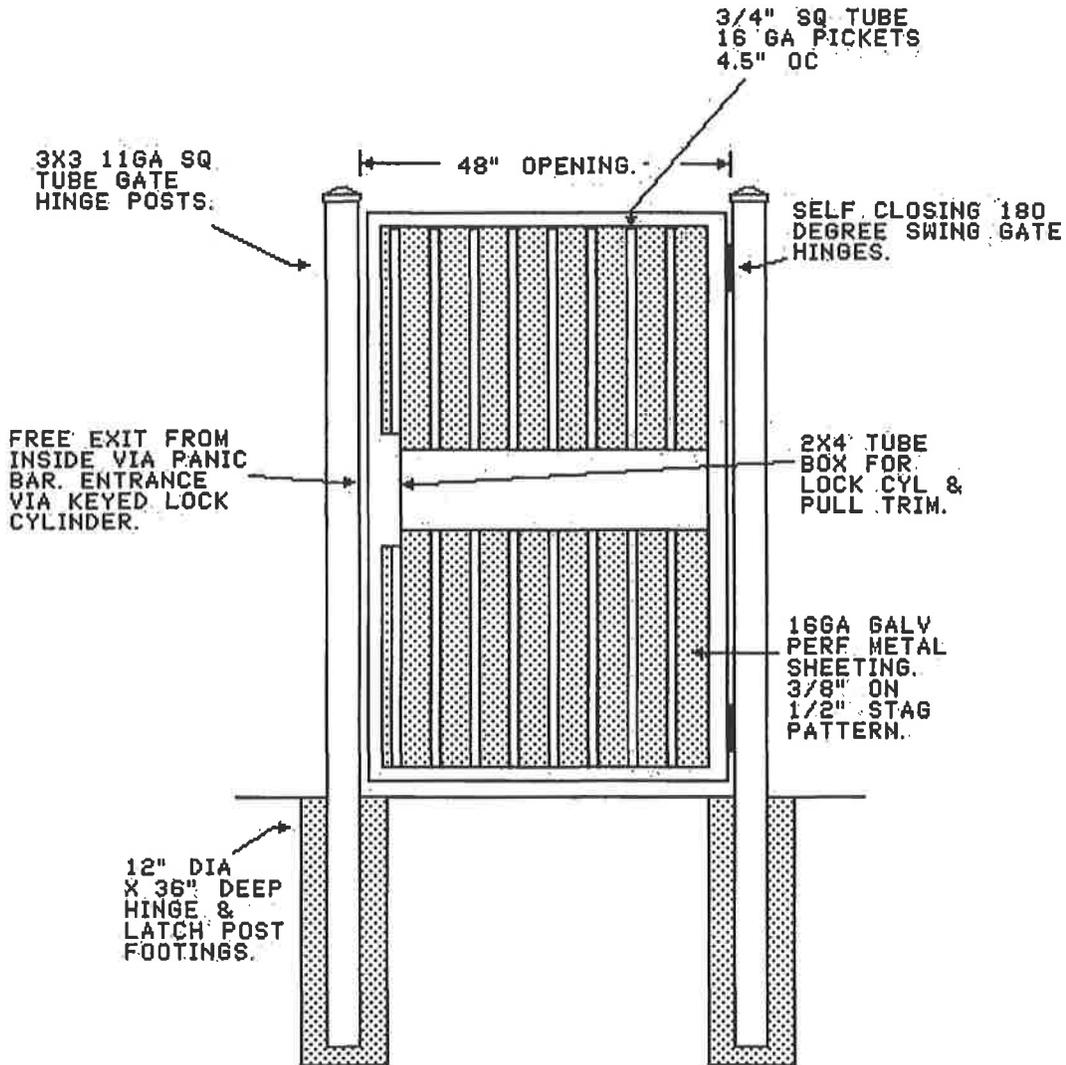


ASSOCIATED FENCE SPECIALISTS, INC.
7630 NORTH 67TH AVENUE
GLENDALE, ARIZONA 85301
623.247.5896, FAX: 623.939.1940

WROUGHT IRON FENCE
EXAMPLE FENCE PROJECT

DRAWN BY: 09/26/11	SCALE:	PAGE:
REVISED: 07/14/15	FILE: 6' HT RE	1 of 1

MAN GATE ELEVATION. TYP FOR ALL MAN GATES.



PERF METAL SHEETING TO BE
INSTALLED ON 2" W SECTION OF
FENCE, BOTH SIDES OF GATE.

ASSOCIATED FENCE SPECIALISTS, INC.
7630 NORTH 67TH AVENUE
GLENDALE, ARIZONA 85301
623.247.5896, FAX: 623.939.1940



MAN GATE w/ EXIT DEVICE
EXAMPLE PROJECT

DRAWN BY: 06/06/12

SCALE:

PAGE:

REVISED: 08/07/15

FILE: 6' HT PA

1 of 1

NEW TENNIS COURT FENCE ELEVATION.

4" OD SS40
GALV PIPE FENCE
END POSTS.

4" OD SS40
GALV PIPE FENCE
LINE POSTS.

10' OC. MAX POST SPACING.

1-7/8" OD
SS40 GALV
PIPE FENCE
TOP, MID, &
BOTTOM RAILS.

2" MESH, 9
GAUGE, 1.2
OUNCE GBW
CHAIN LINK
FABRIC.

12' FENCE
FABRIC.

EXISTING CONCRETE
SLAB.

36"

3"

18"

1"

36"

3"

18"

ASSOCIATED FENCE SPECIALISTS, INC.
7630 NORTH 67TH AVENUE
GLENDALE, ARIZONA 85301
623.247.5896, FAX: 623.939.1940

TYPICAL TENNIS COURT FENCING
EXAMPLE FENCE PROJECT

DRAWN BY: 06/29/15

SCALE:

PAGE:

REVISED: 06/29/15

FILE: 12' HT T

1 of 1

Place after Tab 4c

Per the requirements of General Terms and Condition 12: Licenses, list your firm's current Arizona contractor's licenses below. Provide copies of your licenses after this page.

Name of licensee	Classification	Number
AA Anchor Fence Inc dba Associated Fence of Glendale	CR14 Fencing	094682
AA Anchor Fence Inc dba Associated Fence of Glendale	CR-3 Awnings, Canopies, Carports, & Patio Covers	107424

*The attached copy of license # 094682 shows an expiration date of 08/31/2015. We have completed the renewal of this license for an additional 2 years through the AZROC. We have yet to receive the updated license cards showing the renewal, confirmation of the renew can be provided upon request.

IMPORTANT NOTICE
YOU MUST:

- REPORT DISASSOCIATION OF QUALIFYING PARTY **IN WRITING** WITHIN 15 DAYS.
[SEE A.R.S. § 32-1154(A)(19) AND § 32-1151.01]
- REPORT A CHANGE OF ADDRESS **IN WRITING** WITHIN 30 DAYS.
[SEE A.R.S. § 32-1151(B)(1)]
- REPORT ANY TRANSFER OF OWNERSHIP OF 50% OR MORE IMMEDIATELY.
[SEE A.R.S. § 32-1151.01]
- REPORT ANY CHANGE OF LEGAL ENTITY SUCH AS ANY CHANGE IN THE OWNERSHIP IN SOLE PROPRIETORSHIP OR CHANGE OF A PARTNER IN A PARTNERSHIP OR THE CREATION OF A NEW CORPORATE ENTITY.
[SEE RULE R-4-9-110]

A A Anchor Fence Inc
Associated Fence Of Glendale
7630 N 67th Ave
Glendale, AZ 85301-1104

**THIS IS YOUR IDENTIFICATION CARD
DO NOT DESTROY**



LICENSE EFFECTIVE THROUGH: 08/31/2015
STATE OF ARIZONA
Registrar of Contractors CERTIFIES THAT
A A Anchor Fence Inc



Associated Fence Of Glendale

CONTRACTORS LICENSE NO 94682 CLASS L-14

Fencing

THIS CARD MUST BE
PRESENTED UPON DEMAND

William A. Mundell
DIRECTOR, ARIZONA REGISTRAR OF CONTRACTORS

IMPORTANT NOTICE
YOU MUST:

- REPORT DISASSOCIATION OF QUALIFYING PARTY **IN WRITING** WITHIN 15 DAYS.
[SEE A.R.S. § 32-1154(A)(19) AND § 32-1151.01]
- REPORT A CHANGE OF ADDRESS **IN WRITING** WITHIN 30 DAYS.
[SEE A.R.S. § 32-1151(B)(1)]
- REPORT ANY TRANSFER OF OWNERSHIP OF 50% OR MORE IMMEDIATELY.
[SEE A.R.S. § 32-1151.01]
- REPORT ANY CHANGE OF LEGAL ENTITY SUCH AS ANY CHANGE IN THE OWNERSHIP IN SOLE PROPRIETORSHIP OR CHANGE OF A PARTNER IN A PARTNERSHIP OR THE CREATION OF A NEW CORPORATE ENTITY.
[SEE RULE R-4-9-110]

A A Anchor Fence Inc
Associated Fence Of Glendale
7630 N 67th Ave
Glendale, AZ 85301-1104

**THIS IS YOUR IDENTIFICATION CARD
DO NOT DESTROY**



LICENSE EFFECTIVE THROUGH: 04/30/2017
STATE OF ARIZONA
Registrar of Contractors CERTIFIES THAT
A A Anchor Fence Inc



Associated Fence Of Glendale

CONTRACTORS LICENSE NO 107424 CLASS CR-3

Awnings, Canopies, Carports and Patio Covers

THIS CARD MUST BE
PRESENTED UPON DEMAND

W.A. Mundell
DIRECTOR, ARIZONA REGISTRAR OF CONTRACTORS

Details for License Number 094682 (Thursday, June 18, 2015 11:03:22 AM)



Contractor		License	
Name/ Address/ Phone	Status/ Action	Class Type Entity	Issued/Renewal
A A Anchor Fence Inc DBA: Associated Fence Of Glendale 7630 N 67th Ave Glendale, AZ 85301-1104 Phone: 602	CURRENT	CR14 DUAL CORPORATION	First Issued: 09/03/1992 Renewed Thru: 09/03/2015

License Class & Description **CR14 FENCING**

Qualifying Party and Personnel

The Qualifying Party listed below is associated with this license. All other persons named, if any, are associated with the company. They are not all necessarily associated with this license.

Name	Vincent Dean Blauvelt
Position	QP/OFFICER
Qual. Date	09/03/1992

Complaint Information

Complaints against this contractor are listed below. Complaints that were cancelled, resolved or settled without a corrective work order or dismissed are not included. Contact the **Registrar of Contractors at 602-542-1525 or toll-free statewide at 1-877-MY AZROC (1-877-692-9762)** to identify the ROC office location you need to visit to view complete complaint documentation.

Open:	0	This is the number of complaints against this contractor that are currently open except those in which an agency inspection has not occurred or a violation was not found. Upon adjudication some complaints are found to be without merit and are dismissed.
Closed Cases		
Disciplined:	0	This is the number of complaints that resulted in discipline against this contractor.
Resolved/Settled/Withdrawn:	0	This is the number of complaints closed against this contractor that were resolved or settled by the contractor or withdrawn by the complainant after issuance of a corrective work order or formal citation.
Denied Access:	0	This is the number of complaints against this contractor that were closed without corrective work being performed because the contractor was denied access by the complainant.
Bankruptcy:	0	This is the number of complaints against this contractor that were closed because the contractor is in bankruptcy.

Bond [1] Information

[How to collect from a license bond](#)

Number	Effective	Amount	Paid	Available	Company	Notes
224415C	09/02/2011	\$2,500.00	\$0.00	\$2,500.00	DEVELOPERS SURETY & INDEMNITY CO	

Details for License Number 107424 (Thursday, June 18, 2015 10:53:22 AM)



Contractor		License	
Name/ Address/ Phone	Status/ Action	Class Type Entity	Issued/Renewal
A A Anchor Fence Inc DBA: Associated Fence Of Glendale 7630 N 67th Ave Glendale, AZ 85301-1104 Phone: 602	CURRENT	CR-3 DUAL CORPORATION	First Issued: 05/24/1995 Renewed Thru: 04/30/2017

License Class & Description **CR-3 AWNINGS, CANOPIES, CARPORTS AND PATIO COVERS**

Qualifying Party and Personnel

The Qualifying Party listed below is associated with this license. All other persons named, if any, are associated with the company. They are not all necessarily associated with this license.

Name	Vincent Dean Blauvelt
Position	OP/OFFICER
Qual. Date	05/24/1995

Complaint Information

Complaints against this contractor are listed below. Complaints that were cancelled, resolved or settled without a corrective work order or dismissed are not included. Contact the **Registrar of Contractors at 602-542-1525 or toll-free statewide at 1-877-MY AZROC (1-877-692-9762)** to identify the ROC office location you need to visit to view complete complaint documentation.

Open: 0 This is the number of complaints against this contractor that are currently open except those in which an agency inspection has not occurred or a violation was not found. Upon adjudication some complaints are found to be without merit and are dismissed.

Closed Cases

Disciplined: 0 This is the number of complaints that resulted in discipline against this contractor.

Resolved/Settled/Withdrawn: 0 This is the number of complaints closed against this contractor that were resolved or settled by the contractor or withdrawn by the complainant after issuance of a corrective work order or formal citation.

Denied Access: 0 This is the number of complaints against this contractor that were closed without corrective work being performed because the contractor was denied access by the complainant.

Bankruptcy: 0 This is the number of complaints against this contractor that were closed because the contractor is in bankruptcy.

Bond [1] Information

How to collect from a license bond

Number	Effective	Amount	Paid	Available	Company	Notes
AZ 313091	05/24/1995	\$6,750.00	\$0.00	\$6,750.00	MERCHANTS BONDING CO (MUTUAL)	



ARIZONA COOPERATIVE PURCHASING

REQUEST FOR QUALIFICATIONS 15J-0626

Job Order Contracting for Fencing

Pursuant to the provisions in the Arizona procurement rules and code, Mohave Educational Services Cooperative, Inc. seeks statements of qualifications to establish contracts for Job Order Contracting for Fencing.

Due Date and Time: June 26, 2015 at 3:00 p.m. (local Arizona time)

Pre-Qualifications Conference: Friday, June 12, 2015 at 10:00 a.m. (local Arizona time)
WebEx Conference Call – Audio Only
For login information contact Michael Carter
no later than Thursday, June 11, 2015.

Last Day for Questions: June 19, 2015 at 5:00 p.m. (local Arizona time)

Request for Qualifications Questions Must Be Directed To: Michael S. Carter, CPPB,
Contract Specialist I
Email: contracts@mesc.org
Telephone: (928) 718-3222

This solicitation consists of the RFQ Statement of Qualifications Instructions and Checklist, scope of services, evaluation criteria, general terms and conditions, statement of qualification submittal and Architect-Engineer Qualifications Form SF330. Offerors are strongly encouraged to carefully read the entire contents of this solicitation prior to submitting a statement of qualifications. Failure to examine any of the requirements will be at the offeror's sole risk.

To be considered, Statements of Qualifications shall be delivered to Mohave Educational Services Cooperative, Inc. (Attn: Contracts Dept.), 625 East Beale Street, Kingman, AZ 86401 in a sealed envelope or box with Request for Qualifications 15J-0626, offeror's name, mailing address, and statement of qualifications due date and time clearly indicated on the envelope or box. Statements of Qualifications must be in the actual possession of Mohave on or prior to the exact time and date indicated above. Statements of Qualifications shall be opened immediately following the statement of qualifications due date and time, with the name of each offeror publicly read and recorded. Late Statements of Qualifications shall not be considered. Kingman is considered a "rural" area by many express delivery carriers and thus, they do not guarantee priority (next day) delivery by a specific time. Prospective offerors are encouraged to keep this in mind when arranging delivery of their statement of qualifications and are advised herein that late statements of qualifications shall be handled as specified by Arizona procurement rules and code.

Mohave reserves the right to cancel this solicitation and/or reject all statements of qualifications in whole or in part if Mohave determines that cancellation and/or rejection is advantageous to Mohave and/or its members.

Julia E. Tribbett
Executive Director
Mohave Educational Services Cooperative, Inc.

Publish Date: June 4, 2015

Template Rev. 15-07

15J-AFCO-1102 Table of Contents Associated Fence Company Response to RFQ 15J-0626

Letter of Advancement	118
Tab 1A – Signed Offer and Signature Form	119
Tab 1B – Amendments	No Amendments were issued for this solicitation.
Tab 1C – General Tems & Conditions and Standard Terms and Conditions for Construction	120
Tab 1D – Scope of Services	128
Tab 2A – Table of Contents	130
Tab 2B – Letter of Introduction	131
Tab 2C – Basic Company Information	132
Tab 2D – General Contracting and/or Specilty Contracting	136
Tab 2E – Form of Ownership	137
Tab 2F – Personnel	138
Tab 2G – Consultants and Subcontractors	178
Tab 2H – Financial Information	All financial information is kept confidential and has been removed.
Tab 2I – Insurance	Please call Mohave for information.
Tab 2J – Past Performance	179
Tab 2K – Contract Management Plan	186
Tab 2L – Quality Management Plan	190
Tab 2M – Subcontractor Management Plan	192
Tab 2N – Safety	195
Tab 3 – Additional Information	Please call Mohave for information.

Click section title to be taken directly to that section



Via email: ryanb@associatedfence.net

July 27, 2015

Attention: Vincent Blauvelt, Corporate Secretary
Associated Fence
7630 N. 67th Avenue
Glendale, AZ 85301

RE: Advancement under Request for Qualifications (RFQ) 15J-0626

Congratulations – your response was ranked 1st and will be advanced under RFQ 15J-0626. As per the Job Order Contracting process your firm must provide a complete response to the Request for Proposal 15J-0828 in order to be considered for a contract.

RFP 15J-0828 and UPB Workbook shall be issued on Friday, July 31, 2015.

Your proposal must be received in our Kingman office no later than Friday, August 28, 2015 at 3:00 p.m.

If you have any questions regarding RFP 15J-0828 in, please call Michael Carter, CPPB, (928) 718-3222.

NOTES:

- Your firm will only obtain a contract with Mohave if you are awarded under RFP 15J-0828.
- Complete instructions for preparing your proposal are contained in the RFP.

Thank you,

Michael S. Carter, CPPB
Contract Specialist I

Offer and Signature Form

Place after Tab 1a

Request for Qualifications 15J-0626 Job Order Contracting for Fencing

To Mohave Educational Services Cooperative, Inc.:

The undersigned hereby offers a statement of qualifications in compliance with all terms and conditions, requirements and amendments in the solicitation and any exceptions in the offer. Signature also certifies understanding and compliance with the certification requirements in the General Terms and Conditions.

Federal Employer Identification Number: 86-0707834

Company Name: Associated Fence

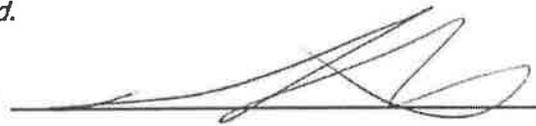
Address: 7630 N 67th Avenue City: Glendale State: AZ Zip: 85301

Telephone Number: (623) 247-5896

Printed Name: Vincent "Ryan" Blauvelt Title: Corporate Secretary

Primary Email: ryanb@associatedfence.net Alternate email: vinceb@associatedfence.net

*Note: The primary email address will be used for all communication from Mohave regarding your response to this solicitation. Provide an alternate email address that will be used **only** if the primary email address is not valid.*

Authorized Signature 

The offer and signature form shall be submitted with a signature by the person authorized to sign the offer. The person signing the offer shall initial erasures, interlineations or other modifications in statements of qualifications. Failure to sign the offer and signature form, or to make other notations as indicated, may result in rejection of the statement of qualifications.

General Terms and Conditions

Place after Tab 1c

1. CERTIFICATION

By signing the Offer and Signature Form (page 18 of the Request for Qualifications), offeror certifies the following:

- Offeror has examined and understands the terms, conditions, scope of services, and other documents in this solicitation.
- The submission of the offer did not involve collusion or other anticompetitive practices. Neither signatory nor any person on his behalf has connived or colluded to produce a deceptive show of competition in the matter of the bidding or award of a subsequent contract under this solicitation.
- Offeror has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant in connection with the submitted offer.
- Neither offeror, nor any officer, director, partner, member or associate of offeror, nor any of its employees directly involved in obtaining contracts with the State of Arizona, Mohave Educational Services Cooperative, Inc., or any subdivision of the state has been convicted of false pretenses, attempted false pretenses, or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985.
- Offeror agrees to comply fully with any and all provisions of ARS, Title 32, Chapter 10 (Registrar of Contractors) that may regulate offeror's business.
- Offeror shall not discriminate against any employee, or applicant for employment, in violation of federal and state laws (see Federal Executive Order 11246; and ARS, Title 41, Chapter 9, Article 4).
- Offeror is not currently suspended, debarred or otherwise precluded from participating in any public procurement activity with any federal, state or local government entity.
- If awarded a subsequent contract, offeror agrees to promote, offer and sell under Mohave contract only those materials and/or services awarded to contract vendor by Mohave.
- If awarded a subsequent contract, offeror shall provide the equipment, commodities, and/or services to members of Mohave in accordance with the terms, conditions, scope of work, specifications, and other documents of this Request of Qualifications and the subsequent Request for Proposal.
- If awarded a subsequent contract, offeror agrees that all staff and other individuals eligible to receive services shall have equal access to the services regardless of race, religion, color, sex, disability, age or national origin (including language minority individuals).
- Offeror and all proposed subcontractors comply and shall remain in compliance with the Federal Immigration and Nationality Act (FINA), all other federal immigration laws and regulations, ARS §41-4401, and ARS §23-214, which requires compliance with federal immigration laws by Arizona employers, Arizona contractors and Arizona subcontractors in accordance with the E-Verify employee eligibility verification program.

2. CONFIRMATION

If an apparent mistake in a statement of qualifications, relevant to the award determination is discovered after opening and before award, Mohave shall contact the offeror for written confirmation of the statement of qualifications. If offeror fails to act, the offeror shall be considered non-responsive.

Mohave may contact an offeror to confirm our understanding of the statement of qualifications. Such contact shall be prior to award. Mohave shall obtain written confirmation from the offeror and shall retain the confirmation in the procurement file. Correction of mistakes in a statement of qualifications shall only be allowed as described in Arizona Procurement Code and Rules.

3. CONFIDENTIAL INFORMATION

3.1 Confidential information request: If offeror believes that its statement of qualifications contains confidential trade secrets or other proprietary data not to be disclosed, a statement advising Mohave of this fact shall accompany the statement of qualifications, and the information shall be so identified wherever it appears. Mohave shall review the statement and shall provide their determination in writing whether to withhold or disclose the information. Requests to deem the entire offer as confidential will not be considered.

3.2 Public record: All statement of qualifications submitted in response to this solicitation shall become the property of Mohave. They will become a matter of public record available for review, subsequent to award notification, with the exception of information deemed confidential by Mohave.

4. COOPERATIVE PURCHASING

4.1 Cooperative purchasing: Any subsequent awarded contract is based on the need for Mohave to provide the economic benefits of volume purchasing and reduction in administrative costs through cooperative purchasing to members. Any contract that prohibits sales from being made to specific types of members (for example, state agencies or local government units) may not be considered. Sales without restriction to any members are preferred.

4.2 Cooperative purchasing agreements: Cooperative Purchasing Agreements between Mohave and its members have been established under Arizona procurement rules and code for use of contracts.

4.3 Most favored customer relationship: Nothing in this solicitation is intended to establish a most favored customer relationship between Mohave and contract vendor. Offeror agrees all prices, terms, warranties, and benefits granted by offeror to members through any subsequent awarded contract are comparable to or better than the equivalent terms offered by offeror to any present customer meeting the same qualifications or requirements. Contract vendor may respond to any solicitation without regard to this contract. If contract vendor offers lower prices to any of its other customers, it may lower its prices to Mohave at the same time by written notice.

5. EVALUATION and AWARD

5.1. Basis of award: In accordance with Arizona Administrative Code, Article 11: School District Procurement R7-2-1111(C), and ARS §34-604(F)(2) and §41-2579(F)(2), Mohave shall issue a subsequent Request for Proposal to a final list of responsive and responsible vendors determined to be most qualified to perform the specified construction services. To qualify for evaluation, a statement of qualifications must have been submitted on time, and materially satisfy all mandatory requirements identified in this solicitation.

5.2. Deviations and exceptions to requirements: All requested exceptions/deviations must be clearly explained. Unacceptable exceptions/deviations shall remove your statement of qualifications from consideration. Mohave shall be the sole judge on the acceptance of exceptions and Mohave's decision shall be final.

5.3. Formation of contract: No contracts shall be awarded from the Request for Qualifications.

5.4. Interviews: Mohave shall not hold interviews during the evaluation of this Request for Qualifications.

5.5. Maximum JOC order: The maximum dollar of an individual JOC order shall be one million dollars or such higher or lower amount prescribed by the purchasing agency in an action noticed pursuant to ARS, Title 38, Chapter 3, Article 3.1 or a rule adopted by the purchasing agency as the maximum amount of an individual JOC order. Requirements shall not be artificially divided or fragmented in order to constitute a JOC order that satisfies this requirement.

5.6. Method of evaluation: Mohave shall select a committee of not more than seven (7) members to evaluate the statements of qualifications. Composition of the committee shall be in compliance with Arizona Administrative Code, Article 11: School District Procurement R7-2-1107, and ARS §34-604(C)(3) and §41-2579(C)(3).

5.7. Multiple award: To assure that our contracts meet the requirements of all members, Mohave may award up to five contracts to individual firms, receiving the highest number of points, for similar job-order-contracting construction services. Offeror should consider this fact in preparing their response. The decision to award multiple contracts, award a single contract, or make no award rests solely with Mohave.

A multiple award shall be made only if the procurement officer determines in writing that a multiple award is necessary and is advantageous to Mohave members. A multiple award shall be limited to the least number of contracts necessary to meet the requirements of the using agencies. Mohave shall make the sole determination of the least number of contracts required to meet the need. Mohave's basis for determining whether to award multiple contracts shall be based upon considerations for the large number of members, diverse types of members, location of members throughout Arizona and members' past usage of similar contracts.

Criteria for selecting vendors for multiple contracts shall be based upon considerations for members' experience with existing products and systems, brand continuity for parts replacement and future expansion, contract vendor's ability to provide for our large, diverse membership, bonding capacity, Mohave's past experience with contracts for similar product/services, and/or other relevant criteria. Multiple contracts may also be awarded based on the designated geographic region(s) served; by individual line items or groups of line items; incrementally.

5.8. Past performance information: Past Performance Information (PPI) is relevant information regarding a contract vendor's actions under previously awarded contracts to public agencies. It includes contract vendor's record of performance under such contracts including, but not limited to: conformance to the terms, conditions, specifications and scope of work of the contracts, responsiveness to, and correction of, contract claims and controversies, and satisfaction of the contracting entities. PPI shall be a factor in evaluation and award.

5.9. Request for Proposal: The evaluation committee shall determine a final list of offerors to receive a Request for Proposal for fencing. The final list shall be at least three, but no more than five offerors.

5.10. Responsive Statement of Qualifications: A responsive statement of qualifications reasonably and substantially conforms to all material requirements of the solicitation. Statement of qualifications shall be responsive to receive further consideration. Mohave reserves the right to waive minor informalities.

6. INSURANCE

6.1 Deductibles: Contract vendor shall pay the deductibles required by the insurance provided under this contract.

6.2 Liability insurance: Prior to commencing services under this contract, contract vendor shall procure and maintain during the life of this agreement, comprehensive public liability insurance, to include automobile liability, providing limits of an aggregate amount of not less than \$2,000,000. Evidence of the required insurance shall be provided by means of a current certificate of insurance naming Mohave as the certificate holder with the coverage as stated above, with your statement of qualifications. Before any orders are processed under an awarded contract, contract vendor shall provide a certificate that names Mohave as the certificate holder.

All insurance policies shall include a clause to the effect that the policy shall not be cancelled or reduced, restricted or limited until thirty days after the member has received written notice, evidenced by a return receipt of a registered or certified letter, of the proposed action.

6.3 Scope of Insurance: Contract vendor's insurance shall provide adequate protection for contract vendor and contract vendor's subcontractors, respectively, against damage claims which may arise from operations under this contract, whether such operations are by the insured or by anyone directly or indirectly employed by the insured. All insurance must be written by companies incorporated within the United States (exclusive of territories or possessions) and licensed or authorized to do business in Arizona.

6.4 Subcontractor insurance: Prior to commencing any work, any subcontractor shall procure and maintain at its own expense until final acceptance of the work, insurance coverage in a form and from insurers acceptable to the prime contractor. All subcontractors will provide workers' compensation insurance, which waives all subrogation rights against the prime contractor and member.

6.5 Workers' compensation insurance: Contract vendor shall also procure and maintain during the life of this agreement, workers' compensation insurance for all of contract vendor's employees engaged in work under the contract. All workers' compensation insurance will be in compliance with state statute and evidenced by a certificate of insurance.

7. LICENSES

Contractor for JOC construction services shall be licensed to perform construction pursuant to ARS, Title 32, Chapter 10. Contractor shall maintain in current status all federal, state and local licenses, bonds and permits required for the operation of the business conducted by contractor. Contractor shall remain fully informed of and in compliance with all ordinances and regulations pertaining to the lawful provision of services under the contract. Mohave reserves the right to stop work and/or cancel the contract of any contractor whose license(s) expire, are suspended or terminated.

8. OFFEROR QUALIFICATIONS:

It is preferred that the offeror has extensive knowledge and at least three (3) years experience with the installation, maintenance and provision of the equipment, and job order contracting services offered. Mohave reserves the right to accept or reject newly-formed companies solely based on information provided in the proposal and/or its own investigation of the company.

9. OVERVIEW

9.1 Applicable law: Contract shall be governed by the laws of the State of Arizona, and suits pertaining to the contract may be brought only in courts in the State of Arizona.

9.2 Application of law: The Arizona Procurement Code, the Arizona State Board of Education School District Procurement Rules, and the Uniform Commercial Code (UCC) as adopted by the State of Arizona, are part of this document as if fully set forth herein. Any provision or clause required by law, rule or regulation to be included in the contract will be read and enforced as if in the contract.

9.3 Availability of funds: Member funding availability is unknown to Mohave at the time this solicitation was issued. Use of any contract awarded by Mohave will be conditioned upon the availability of member funds.

9.4 Captions, headings and illustrations: The captions, illustrations, headings, and subheadings in this solicitation are for convenience and ease of perusal only, and in no way define, limit or describe the scope or intent of the request.

9.5 Construction services: Construction, and one or more related services, such as maintenance services, operations services, design services and preconstruction services are services authorized in the definition of JOC.

9.6 Contract claims or controversies: The requirements of the Arizona procurement rules and code shall govern any contract awarded as a result of this solicitation, as well as any subsequent RFP claims or controversies associated with it.

Formal contract claims and controversies between a member and contract vendor shall be resolved in accordance with R7-2-1155 through R7-2-1159, or ARS, Title 41, Chapter 23, Article 9, as applicable. The member's authorized representative shall serve as the representative for resolution of such claims and controversies. ARS, Title 41, Chapter 23, Article 9 and the rules promulgated under it, or R7-2-1155 through R7-2-1159, as applicable, provide the exclusive procedure for asserting a cause against the member under the contract.

9.7 Definition of time: Periods of time, stated as a number of days, shall be in calendar days, not business days.

9.8 Eligible agencies: Any subsequent contracts awarded from this solicitation process shall be available to all members. Mohave members must have a current signed cooperative purchase agreement. Member is defined as a local or public procurement unit, or a governmental public entity that is a political subdivision for purposes of federal income tax, or a nonprofit educational or public health institution that is a political subdivision for purposes of federal income tax or meets the requirements of Section 115 of the Internal Revenue Code. Mohave has over 430 members including public school districts, community colleges, city and county governments and political subdivisions throughout Arizona. A list of members may be found on Mohave's website, www.mesc.org. Actual use of any contract will be at the sole discretion of Mohave's members.

9.9 Nonresponsive offer: Any statement of qualifications that does not conform to the mandatory or essential terms, conditions and/or specified requirements for this solicitation may be considered nonresponsive.

9.10 Statement of Qualifications opening: Statements of qualifications shall be opened immediately following the statement of qualifications due date and time. The name of each offeror shall be publicly read and recorded in the presence of witnesses. All information in the statement of qualifications shall remain confidential until after award of subsequent contracts, with the exception of review by Mohave staff and selected evaluators.

9.11 Removal from prospective bidders list: Any offeror submitting a perfunctory statement of qualifications with no serious intent of being accepted may be removed from Mohave's prospective bidders list. Any vendor not responding to two (2) consecutive requests for qualifications for similar procurements may be removed from the prospective bidders list for those items or services. A "no bid" response or request to remain on the list is sufficient to keep a vendor on the prospective bidders list.

9.12 Severability: The provisions of any subsequent contract are severable to the extent that any provision or application held to be invalid shall not affect any other provision or application of the contract which may remain in effect without the invalid provision or application.

9.13 Subcontractor: A person who contracts to perform work or render service to a contractor or to another subcontractor as a part of a contract with Mohave.

10. PREPARATION OF THE STATEMENT OF QUALIFICATIONS and STATEMENT OF QUALIFICATIONS FORMAT

10.1 Modification of Statement of Qualifications: An offeror may modify a statement of qualifications in writing at any time before statement of qualifications opening if the modification is received before the statement of qualifications due date and time at the location designated in the statement of qualifications for receipt of statement of qualifications.

10.2 Compliance with instructions: Offeror's ability to follow statement of qualifications preparation instructions in this solicitation will be considered an indicator of offeror's ability to follow instructions should it receive an award as a result of the subsequent RFP. The quality of organization and writing reflected in the statement of qualifications will be considered to be an indication of the quality of organization and writing which would be prevalent for any contract which may be awarded. As a result, the statement of qualifications will be evaluated as a sample of data submission. Subjective judgment on the part of Mohave's evaluators is implicit in this process.

10.3 Cost of Statement of Qualifications preparation: Mohave will not reimburse the cost of developing, presenting, or providing any response to this solicitation.

10.4 Offeror responsibility: Offeror shall examine the entire solicitation, seek clarification of any item or requirement that may not be clear, and check all responses for accuracy before submitting statements of qualifications. Failure to examine any requirements shall be at offeror's risk. Negligence in preparing an offer confers no right of withdrawal after due date and time.

10.5 Statement of Qualifications forms: The forms and format contained in the solicitation shall be used. Offerors may reproduce the forms and retype the information, but all of the required information must be presented in the tab order requested. Electronic or faxed statement of qualifications shall not be considered.

11. PRICING

11.1 Basis for pricing: Contract pricing under the subsequent request for proposal awards shall be based upon: Coefficient applied to a UPB.

11.2 Pricing requirements: Pricing is not requested in the request for qualifications and shall not be included in your response.

12. PROTESTS

Protests shall be filed with Anita McLemore, the Director of Mohave Operations (the District Representative), and shall be resolved in accordance with Arizona procurement rules and code, ARS, Title 41, Chapter 23, Article 9 and State Board Rules R7-2-1001 through R7-2-1196. *A protest must be in writing and must be filed with the Director of Mohave Operations at 625 E. Beale Street, Kingman, Arizona, 86401.* Protests based upon alleged improprieties in a solicitation shall be filed before the due date and time for responses to the solicitation. The interested party shall file the protest within ten (10) days after Mohave makes the procurement file available for public inspection. A protest filed on the tenth day must be received by 5:00 p.m., local Arizona time. The interested party may file a written request for an extension. The written request shall be filed before the time limit specified above and shall set forth good cause as to the specific action or inaction of Mohave that resulted in the interested party being unable to file the protest before the time limit specified above.

A protest shall be in writing and shall include the following information:

- The name, address and telephone number of the interested party;
- The signature of the interested party or the interested party's representative;
- Identification of the solicitation by contract number;
- A detailed statement of the legal and factual grounds of protest including copies of any relevant documents;
- The form of relief requested.

Should Mohave prevail in an appeal of a decision issued by the Director of Mohave Operations, appellant waives any objection to the hearing officer awarding Mohave its reasonable attorneys fees and costs along with the costs for the hearing.

13. STATEMENT OF QUALIFICATIONS ACCEPTANCE PERIOD/WITHDRAWAL

13.1 Late Statement of Qualifications: Except as authorized by Arizona procurement rules and code, late statements of qualifications shall not be considered.

13.2 Statement of Qualifications acceptance period: A statement of qualifications submitted in response to this solicitation shall be valid and irrevocable for one hundred twenty (120) days after specified due date and time.

13.3 Withdrawal of Statement of Qualifications: An offeror may withdraw a statement of qualifications in writing at any time before statement of qualifications opening if the withdrawal is received before the statement of qualifications due date and time at the location designated in the request for qualifications for receipt of statements of qualifications. After the opening time and date, statements of qualifications may not be withdrawn, except as allowed by Arizona procurement rules and code.

14. SUSPENSION OR DEBARMENT STATUS

Offeror shall include a letter in its statement of qualifications notifying Mohave of any debarment, suspension or other lawful action taken by any federal, state or local government within the last five years that precludes offeror or its employees from participating in any public procurement activity. Such letter shall provide name and address of the public procurement unit, effective date, duration, and relevant circumstances of the suspension or debarment. Failure to supply such letter or not disclose all pertinent information shall result in cancellation of any subsequent contract. **Letter shall be placed after Tab 1a.**

15. TERM OF CONTRACT AND EXTENSION

15.1. Contract period: It is Mohave's intent to award a multi-term contract for the specified materials, equipment and/or services from the subsequent request for proposal awards. The initial contract term shall be for one (1) calendar year from the effective date of contract award. By mutual written agreement between Mohave and contract vendor, the contract may be extended for up to four (4) potential additional 12-month periods, beginning immediately after expiration of the prior term. However, no contract extension exists unless and until contract vendor is so notified by Mohave.

15.2. Contract extension: Conditions for contract extension may include, but are not limited to: contract usage, satisfactory performance of services during the preceding contract term, ability to continue to provide satisfactory services, continued adherence to the contract requirements, and continued competitive prices for the materials and services provided under the contract.

General Terms and Conditions Acceptance Form

Place after Tab 1c

Signature on Page 18 certifies complete acceptance of the General Terms and Conditions in this solicitation, except as noted below (additional pages may be attached, if necessary).

Check one of the following responses to the General Terms and Conditions:

- We take no exceptions/deviations to the general terms and conditions.**

(Note: If nothing is listed below, it is understood that no exceptions/deviations are taken.)

- We take the following exceptions/deviations to the General Terms and Conditions. All exceptions/deviations shall be clearly explained. Reference the corresponding General Terms and Conditions that you are taking exceptions/deviations to. Clearly state if you are adding additional terms and conditions to the General Terms and Conditions. Provide details on your exceptions/deviations below:**

(Note: All requested exceptions/deviations must be clearly explained. Reference the specific terms and conditions that you are taking exceptions/deviations to, detail any proposed substitute terms and conditions, and clearly demonstrate how Mohave and its membership will be better served by the substituted terms and conditions. Unacceptable exceptions/deviations shall remove your statement of qualifications from consideration for award. Mohave shall be the sole judge on the acceptance of exceptions and Mohave's decision shall be final.)

Scope of Services

Place after Tab 1d

1. DESCRIPTION

In order to gain economies of scale, Mohave is formally soliciting sources for Job Order Contracting for Fencing as specified within this Request for Qualifications. These services are requested for Mohave's statewide membership of over 430 public agencies.

Mohave may procure, as an entity for its membership, construction and construction service contracts, as applicable, using the following project delivery method: Job Order Contracting, as stated in ARS §34-602(A)(4) and §41-2582(A)(4). Mohave's determination to use alternative project delivery methods for construction contracts is in accordance with the Arizona Administrative Code, Article 11: School District Procurement R7-2-1106, ARS §34-604 and §41-2579. Services shall be procured in accordance with the Arizona Administrative Code, Article 11: School District Procurement and ARS §34-604 and §41-2579.

This Request for Qualifications is the first of a two-step procurement process. Contracts, if any, will be awarded in accordance with the subsequent Request for Proposal. Mohave will issue a Request for Proposal to a final list of responsive and responsible vendors determined to be the most qualified to perform the specified construction services. The final list shall be at least three, but no more than five offerors.

Because any work under this contract will be on a Job Order basis, exact project details are not available. General information on the project site, scope of work, schedule, project design and construction budget, or life cycle budget information shall be provided by members prior to usage of awarded contracts. General specifications will be included in the subsequent Request for Proposal issued to firms whose statements of qualifications are on the final list. Those specifications will form the basis for any work to be performed. The specifications are intended to indicate the requirements of Mohave's members, which will include generally accepted practices in the construction industry.

Mohave has determined that only specialty Job Order Contracting (JOC) for Fencing contracts will be awarded. Therefore, Mohave will not consider statements of qualifications for general contracting (projects for all divisions) and/or other specialty contracting. For purposes of this Request for Qualifications, specialty contracting is defined as work applicable to one or more of the divisions specified by the Construction Specifications Institute, (e.g., Division 3, Concrete and Division 4, Masonry).

Mohave desires to contract with a qualified and experienced offeror, or offerors, to provide quality Job Order Contracting (JOC) for Fencing for Mohave's statewide membership. Fencing in the subsequent Request for Proposals may include, but not be limited to: new installations, minor construction, repair, rehabilitation, and alteration services.

Under JOC, a master contract is established with standard specifications and pricing based upon a coefficient that is applied to a Unit Price Book (UPB). Mohave has established the UPB to be used under this JOC procurement. **Statements of Qualifications shall not include pricing, coefficients or General and Administrative percentage and profit mark-up information.**

Mohave currently has two JOC contracts (10J-1012) for fencing. Activity under these contracts from 7/1/13 through 6/30/14 was \$1,426,253 and for year to date (7/1/14 to date of this solicitation) is \$1,065,379.

This information is provided as an aid to offerors in preparing statements of qualifications only. If awarded a contract under the subsequent RFP, the successful offeror(s)' coefficient(s) and any other pricing shall apply regardless of the volume of business under the contract. Work shall be performed at various locations statewide.

2. ESTIMATED TIMELINE OF EVENTS

Mohave has developed the following estimated timeline of events related to this formal solicitation. All dates are subject to change as required and at the sole discretion of Mohave.

EVENT	ESTIMATED DATE
Request for Qualifications Issued	June 4, 2015
Pre-qualifications Conference Held	June 12 at 10:00 a.m. (local AZ time) Pre-qualifications conference will be held utilizing <i>WebEx</i> telephone conferencing. Please contact Mohave for reservation details.
Deadline for Questions	June 19, 2015 at 5:00 p.m. (local AZ time)
Published Request for Qualifications Due Date and Time	June 26, 2015 at 3:00 p.m. (local AZ time) 625 East Beale Street, Kingman, AZ 86401
Public Opening of Request for Qualifications	June 26, 2015 at 3:00 p.m. (local AZ time)
Selection of Final List (<i>estimated date only</i>)	July 20, 2015
Request for Proposals Issued (<i>estimated date only</i>)	July 24, 2015

3. SUBMISSION OF STATEMENT OF QUALIFICATIONS

3.1. Statements of qualifications shall provide straightforward, concise information that satisfies the requirements. Expensive bindings and/or color displays are not necessary. Emphasis should be placed on conformity to the terms and conditions, as well as the completeness and clarity of the submittal content.

3.2. The offeror must submit its statements of qualifications following information detailed in the *Request for Qualifications Statement of Qualifications Instructions to Offeror and Checklist*.

4. CONTRACT TYPE

No contracts shall be awarded from this Request for Qualifications.

5. EVALUATION CRITERIA

The weighted award criteria for this solicitation, in relative order of importance, are as follows:

Criteria	Points
Offeror's qualifications and experience	40
Quality of the statement of qualifications	20
Offeror's contract management plan	10
Offeror's quality management plan	10
Offeror's subcontractor management plan	5
Offeror's financial capacity	5
Offeror's safety record	5
Information from references	
PPI information and other pertinent information	5
Total	100

Statement of Qualifications Submittal

Place after Tab 2

Statement of Qualifications (Prepare a Statement of Qualifications as outlined below):

a. Table of Contents

- Provide a table of contents for your statement of qualifications.
- Place each major section after an indexed tab (e.g. 2a, 2b) and dividers.

b. Letter of Introduction

- Provide a brief introduction of your firm and its interest in this procurement.

c. Contents

- Basic Company Information:
 - Company Name
 - Address
 - Telephone Number
 - Fax Number
 - Name of Primary Contact
 - Email Address of Primary Contact
 - Number of Years in Business
 - License(s) held by the Firm: License(s) shall include the current Arizona contractors license number applicable to perform the scope of work. A copy of your current license shall be included in your response.
 - If the firm has more than one office, provide specific information about the parent company and administering office, and other branch offices.

d. General Contracting and/or Specialty Contracting

- Indicate whether your firm is submitting a statement of qualifications as a general contractor who will subcontract the specified specialty fence projects, or as a self-performing contractor for the specified specialty fence contracting.

e. Form of Ownership

- Indicate the type of ownership (e.g. corporation, joint venture, limited liability company, sole proprietorship).
- If responding as a joint venture with fewer than two relevant projects, as a joint venture, submit qualifications for each firm.

f. Personnel

- Provide information about the firm's personnel resources (average size of workforce, position classifications, experience, training, location(s) of personnel).
- Include information about support staff (office workers, etc.).
- Provide detailed information describing education, training and qualifications for key personnel (general management, project management, estimator, engineer, construction superintendent, FAA project experience and training, etc.).
- Describe your plan for personnel recruitment.
- Provide an organization chart for your firm.
- Complete and enclose a General Services Administration Standard Form 330, to the extent applicable to your firm. Notes on GSA SF330 are as follows:

GENERAL SERVICES ADMINISTRATION STANDARD FORM 330:

While the title of this form is "Architect-Engineer Qualifications", the intent is to have the firm responding to this Request for Qualifications fill out the form. We are not looking for you to obtain the services of an architect and/or engineering firm to fill out this form. The form is to be used to review your qualifications, as applicable under our Request for Qualifications.

GENERAL SERVICES ADMINISTRATION STANDARD FORM 330 (CONT'D):

Instruction Pages 1 - 9 of Form 330 are instructions to assist you in filling out the form. Standard Form 330 Pages 1 - 6 should be filled out and returned with your statement of qualifications. Page 7 of Standard Form 330 (marked as Part II - General Qualifications) will only need to be used if you have more than one branch office that would be seeking work under an awarded contract.

Section C "Proposed Team" (page 2 of Instructions) asks for information about your key subcontractors. You may skip this portion of the form, as this information is required in section g, "Consultants and Subcontractors", below.

g. Consultants and Subcontractors

- Provide the names and locations of consultants and subcontractors you plan to use, if any.
- List or describe the services to be provided by each.
- Provide a statement of your subcontractors' experience providing the services, particularly in a JOC setting.

h. Financial Information

- Provide a current letter from your financial institution indicating the range of credit available to your firm, (e.g. "credit in the low nine figures" or "credit line exceeding five figures"), or your firm's latest annual financial report.
- Provide a current letter from your financial institution and/or officers of major suppliers, indicating confidence in your firm's stability and payment history.
- Current audited annual financial reports in lieu of letters from financial institutes may be submitted. However, the annual financial reports must provide essentially the same information as the requested from the letters. Offerors are encouraged to highlight the requested information in any audit annual financial report submitted in response to this request for qualifications.
- All financial information will be kept confidential. These letters will only be used to evaluate qualifications and will not be made available to the public.
- Provide a letter from your bonding company indicating the ability to bond JOC orders under the contract, and your current bonding capacity.
- Provide any judgments or liens against your firm within the last three years.
- Provide any current unresolved bond claims against your firm.
- Provide any filing under the United States Bankruptcy Code, assignments for the benefit of creditors, or other measures taken for the protection against creditors during the last three years.

i. Insurance

- Provide a certificate of insurance indicating that your firm possesses the required insurance coverage as specified in the General Terms and Conditions. The Acord 25 form is the preferred certificate, but not the required form of certificate.
- A sample certificate may be provided. However, before any orders are processed the successful contractor under the sequential awarded Request for Proposal shall provide a certificate that names Mohave as a certificate holder.

j. Past Performance

- Provide a statement of your experience providing general contracting or specialty contracting, particularly in a JOC setting. Indicate if you were the primary or subcontractor for the project.
- Provide a list of your JOC contracts. Include date of contract, contracting agency, agency contact information, and value of contract for each contract in the list.
- If your firm has no JOC experience, provide a description of your understanding and experience partnering as a member of a team consisting of the owner, owner's customers and clients, and the contractor. Provide other relative JOC experience.

(cont'd)

- Describe your experience in pricing projects using a UPB and a coefficient pricing methodology.
- If your firm has no experience pricing projects using a UPB, provide a description of your understanding on pricing projects using a UPB.
- Provide a description of your experience working on school district or other governmental projects, working on multiple projects simultaneously, and working throughout the state. Include any specialized projects, such as airports, that require proven experience, training, knowledge, and/or certifications.
- Provide a statement of your history for submitting claims and change orders. Provide specific information, e.g. type of claim, date, reason, amount, and outcome.
- Provide any deficiency orders issued against your firm by the Arizona Registrar of Contractors within the last three years.

k. Contract Management Plan

- Provide a statement of your plan for performing and managing the work.
- What personnel will be used?
- Does your firm currently use estimating software based on UPBs? If not, how will you prepare JOC cost quotations and invoices?
- How do you plan to ensure prompt responses to JOC requests?
- What is your plan for responding to and performing multiple JOC orders at the same time?
- What limitations will you have geographically or in the number of simultaneous JOC orders?
- Provide other pertinent information that will help Mohave evaluate your firm and its capabilities.

l. Quality Management Plan

- How do you set goals and monitor the performance of your company?
- How do you inspect the work to ensure quality?
- How do you stay on schedule?
- What is your complaint and dispute resolution procedure?
- Provide other pertinent information that will help Mohave evaluate your firm and its capabilities.

m. Subcontractor Management Plan

- Provide a statement of your plan for managing subcontractors.
- Provide a statement acknowledging your intent to not use price as the sole determining factor when selecting subcontractors under any awarded contract.
- How will you recruit subcontractors, particularly in the local communities where work will be performed?
- For subcontractors performing specialized work, such as airports, include information as to how you will ensure subcontractor has the experience, training, knowledge, and/or certifications required to perform the work.
- How will you ensure acceptable quality for work performed by subcontractors?
- How will you address controversies and claims related to work performed by subcontractors?
- Provide other pertinent information that will help Mohave evaluate your subcontractor management capabilities.
- For firms who self-perform and do not subcontract work, provide your confirmation that any future subcontracts shall follow the requirements for the subcontractor management plan as outlined above. Mohave may request a copy of your plan prior to allowing subcontracting under an awarded contract.

n. Safety

- Provide a copy of your firm's safety management plan.
- Provide a copy of your firm's safety training program.
- Provide a letter from your firm's insurance company stating the Workers' Compensation Experience Modification Rate (EMR) for the past three (3) years. The letter shall be on the insurance company's letterhead and shall be signed by an appropriate individual employed by the insurance company.

TABLE OF CONTENTS

<u>2a: Table of Contents:</u>	A
<u>2b: Letter of Introduction:</u>	B
<u>2c: Contents:</u>	C
<u>2d: General Contracting and/or Specialty Contracting:</u>	D
<u>2e: Form of Ownership:</u>	E
<u>2f: Personnel:</u>	F
<u>2g: Consultants and Subcontractors:</u>	G
<u>2h: Financial Information:</u>	H
<u>2i: Insurance:</u>	I
<u>2j: Past Performance:</u>	J
<u>2k: Contract Management Plan:</u>	K
<u>2l: Quality Management Plan:</u>	L
<u>2m: Subcontractor Management Plan:</u>	M
<u>2n: Safety:</u>	N
	O
	P
	Q
	R
	S
	T
	U
	V
	W
	X
	Y
	Z



June 25th, 2015

Julia E. Tribbett, Executive Director
Mohave Educational Services Cooperative, Inc.
625 E Beale Street
Kingman, AZ 86401

RE: REQUEST FOR QUALIFICATIONS 15J-0626

Dear Ms. Tribbett:

Associated Fence has been a Mohave fence vendor under contract #: 10J-AFCO-1101 since 2010. Over the past five years, we have developed new relationships with school officials and strengthened our existing relationships. We have recruited one of the most experienced project management teams in the state with the majority of our personnel having Mohave JOC experience with other firms in addition to their experience with our company. We have proven our ability to provide quality service and craftsmanship over these years.

Work performed under this contract has amounted to a significant percentage of our sales volume. We wish to utilize our gained experience to continue providing Mohave members with the best quality fencing products available. It has been a pleasure working with you, Mr. Carter, Mr. Nentwig, Ms. Cruz, and all of the Mohave staff.

We look forward to continuing our relationship with Mohave and appreciate this opportunity.

Sincerely,

A handwritten signature in black ink, appearing to read 'V. Blauvelt', is written over a light-colored background.

Vince Blauvelt
President
Associated Fence

c. Contents

Basic Company Information:

Company Name: AA Anchor Fence, Inc. dba Associated Fence of Glendale

**Address: 7630 North 67th Avenue
Glendale, AZ 85301**

Telephone Number: (623) 247-5896

Fax Number: (623) 939-1940

Name of Primary Contact: Ryan Blauvelt

Email Address of Primary Contact: RyanB@AssociatedFence.Net

Number of Years in Business: 43 Years. (First Incorporated in 1972)

License Information:

License #:	Class:	Description:
094682	CR14	Fencing.
107424	CR-3	Awnings, Canopies, Carports and Patio Covers.

IMPORTANT NOTICE
YOU MUST:

- REPORT DISSOCIATION OF QUALIFYING PARTY **IN WRITING** WITHIN 15 DAYS.
[SEE A.R.S. § 32-1154(A)(19) AND § 32-1151.01]
- REPORT A CHANGE OF ADDRESS **IN WRITING** WITHIN 30 DAYS.
[SEE A.R.S. § 32-1151(B)(1)]
- REPORT ANY TRANSFER OF OWNERSHIP OF 50% OR MORE IMMEDIATELY.
[SEE A.R.S. § 32-1151.01]
- REPORT ANY CHANGE OF LEGAL ENTITY SUCH AS ANY CHANGE IN THE OWNERSHIP IN SOLE PROPRIETORSHIP OR CHANGE OF A PARTNER IN A PARTNERSHIP OR THE CREATION OF A NEW CORPORATE ENTITY.
[SEE RULE R-4-9-110]

A A Anchor Fence Inc
Associated Fence Of Glendale
7630 N 67th Ave
Glendale, AZ 85301-1104

**THIS IS YOUR IDENTIFICATION CARD
DO NOT DESTROY**



LICENSE EFFECTIVE THROUGH: 08/31/2015
STATE OF ARIZONA
Registrar of Contractors CERTIFIES THAT
A A Anchor Fence Inc



Associated Fence Of Glendale

CONTRACTORS LICENSE NO 94682 CLASS L-14

Fencing

THIS CARD MUST BE
PRESENTED UPON DEMAND

William A. Mundell
DIRECTOR, ARIZONA REGISTRAR OF CONTRACTORS

IMPORTANT NOTICE
YOU MUST:

- REPORT DISSOCIATION OF QUALIFYING PARTY **IN WRITING** WITHIN 15 DAYS.
[SEE A.R.S. § 32-1154(A)(19) AND § 32-1151.01]
- REPORT A CHANGE OF ADDRESS **IN WRITING** WITHIN 30 DAYS.
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- REPORT ANY TRANSFER OF OWNERSHIP OF 50% OR MORE IMMEDIATELY.
[SEE A.R.S. § 32-1151.01]
- REPORT ANY CHANGE OF LEGAL ENTITY SUCH AS ANY CHANGE IN THE OWNERSHIP IN SOLE PROPRIETORSHIP OR CHANGE OF A PARTNER IN A PARTNERSHIP OR THE CREATION OF A NEW CORPORATE ENTITY.
[SEE RULE R-4-9-110]

A A Anchor Fence Inc
Associated Fence Of Glendale
7630 N 67th Ave
Glendale, AZ 85301-1104

**THIS IS YOUR IDENTIFICATION CARD
DO NOT DESTROY**



LICENSE EFFECTIVE THROUGH: 04/30/2017
STATE OF ARIZONA
Registrar of Contractors CERTIFIES THAT
A A Anchor Fence Inc



Associated Fence Of Glendale

CONTRACTORS LICENSE NO 107424 CLASS CR-3

Awnings, Canopies, Carports and Patio Covers

THIS CARD MUST BE
PRESENTED UPON DEMAND

[Signature]
DIRECTOR, ARIZONA REGISTRAR OF CONTRACTORS

Details for License Number 094682 (Thursday, June 18, 2015 11:03:22 AM)

Contractor		License	
Name/ Address/ Phone	Status/ Action	Class Type Entity	Issued/Renewal
A A Anchor Fence Inc DBA: Associated Fence Of Glendale 7630 N 67th Ave Glendale, AZ 85301-1104 Phone: 602	CURRENT	CR14 DUAL CORPORATION	First Issued: 09/03/1992 Renewed Thru: 08/31/2015

License Class & Description **CR14 FENCING**

Qualifying Party and Personnel

The Qualifying Party listed below is associated with this license. All other persons named, if any, are associated with the company. They are not all necessarily associated with this license.

Name	Vincent Dean Blauvelt
Position	QP/OFFICER
Qual. Date	09/03/1992

Complaint Information

Complaints against this contractor are listed below. Complaints that were cancelled, resolved or settled without a corrective work order or dismissed are not included. Contact the Registrar of Contractors at 602-642-1525 or toll-free statewide at 1-877-MY AZROC (1-877-692-9762) to identify the ROC office location you need to visit to view complete complaint documentation.

Open:	0	This is the number of complaints against this contractor that are currently open except those in which an agency inspection has not occurred or a violation was not found. Upon adjudication some complaints are found to be without merit and are dismissed.
Closed Cases		
Disciplined:	0	This is the number of complaints that resulted in discipline against this contractor.
Resolved/Settled/Withdrawn:	0	This is the number of complaints closed against this contractor that were resolved or settled by the contractor or withdrawn by the complainant after issuance of a corrective work order or formal citation.
Denied Access:	0	This is the number of complaints against this contractor that were closed without corrective work being performed because the contractor was denied access by the complainant.
Bankruptcy:	0	This is the number of complaints against this contractor that were closed because the contractor is in bankruptcy.

Bond [1] Information

How to collect from a license bond

Number	Effective	Amount	Paid	Available	Company	Notes
224415C	09/02/2011	\$2,500.00	\$0.00	\$2,500.00	DEVELOPERS SURETY & INDEMNT CO	

Details for License Number 107424 (Thursday, June 18, 2015 10:53:22 AM)

Contractor		License	
Name/ Address/ Phone	Status/ Action	Class Type Entity	Issued/Renewal
A A Anchor Fence Inc DBA: Associated Fence Of Glendale 7630 N 67th Ave Glendale, AZ 85301-1104 Phone: 602	CURRENT	CR-3 DUAL CORPORATION	First Issued: 05/24/1995 Renewed Thru: 04/30/2017

License Class & Description **CR-3 AWNINGS, CANOPIES, CARPORTS AND PATIO COVERS**

Qualifying Party and Personnel

The Qualifying Party listed below is associated with this license. All other persons named, if any, are associated with the company. They are not all necessarily associated with this license.

Name	Vincent Dean Blauvelt
Position	QP/OFFICER
Qual. Date	05/24/1995

Complaint Information

Complaints against this contractor are listed below. Complaints that were cancelled, resolved or settled without a corrective work order or dismissed are not included. Contact the Registrar of Contractors at 602-542-1525 or toll-free statewide at 1-877-MY AZROC (1-877-692-9762) to identify the ROC office location you need to visit to view complete complaint documentation.

Open:	0	This is the number of complaints against this contractor that are currently open except those in which an agency inspection has not occurred or a violation was not found. Upon adjudication some complaints are found to be without merit and are dismissed.
Closed Cases		
Disciplined:	0	This is the number of complaints that resulted in discipline against this contractor.
Resolved/Settled/Withdrawn:	0	This is the number of complaints closed against this contractor that were resolved or settled by the contractor or withdrawn by the complainant after issuance of a corrective work order or formal citation.
Denied Access:	0	This is the number of complaints against this contractor that were closed without corrective work being performed because the contractor was denied access by the complainant.
Bankruptcy:	0	This is the number of complaints against this contractor that were closed because the contractor is in bankruptcy.

Bond [1] Information

How to collect from a license bond

Number	Effective	Amount	Paid	Available	Company	Notes
AZ 313091	05/24/1995	\$6,750.00	\$0.00	\$6,750.00	MERCHANTS BONDING CO (MUTUAL)	

d. General Contracting and / or Specialty Contracting

Associated fence has submitted this statement of qualifications as the prime contractor for this RFQ. If selected we will be the self-performing contractor for the specified specialty fence projects.

e. Form of Ownership

Associated Fence is currently an Arizona S Corporation.

f. Personnel

We at Associated Fence have built our company around individuals that have real world experience as successful fencing professionals. All key personnel have earned their positions through hard work and dedication to the overall success of the team.

Personnel Resources:

All employees of Associated Fence are based out of our corporate headquarters located in Glendale, AZ. Our workforce is separated into the following categories:

Upper Management: Our upper management consists of 3 separate positions. These positions are President, Corporate Secretary, and Director of Field Operations. The 3 positions have always been held by a member of the Blauvelt family. A pre-requisite to occupying these positions is a lifetime of experience in the fencing industry along with the dedication to put the company affairs at the highest priority.

The President of the company oversees all the daily operations of the company. He reviews all aspects of the company randomly to ensure that the quality our customers have come to expect are always met.

The Corporate Secretary position has the responsibilities of all of the daily pre-construction activities for the company. These include pre-qualification packet preparation, RFQ responses, GMP preparation cooperation with general contractor partners, Overseeing all proposals prepared by the Estimating staff, Procurement of materials needed for manufacturing, maintaining sales team morale, and all other pre-construction director duties.

The Director of Field Operations is responsible for the installation end of the company. He oversees the installation of all projects and ensures that the Superintendent and his installation crews are meeting the customer's expectations while adhering to the project specifications. If any issues arise he is responsible for correction of these issues.

Estimators / Project Managers: Associated Fence currently has a team of 4 full time Estimators or Project Managers. These personnel are required to have a minimum of 5 years of verifiable successful construction experience dealing directly with fencing installations in order to be considered for employment. All new employees in these positions go through a 2 week on the job training session under the direction of the Corporate Secretary. They are trained in the operation of our estimating and job tracking software and given guidelines on the establishment of relationships with new customers. Each project manager is responsible for their contracts management, requesting materials for projects, quotations, dispute resolution, submittals, & public relations with our customers.

Office Management: Our office management department currently consists of 3 key personnel. We utilize a financial controller, office manager, and reception manager.

f. Personnel

The Financial Controller position's required qualifications are a minimum bachelor's degree in accounting from a reputable university with 5 years of verifiable experience in the industry. The financial controller is trained (if necessary) in our accounting software and given 2 weeks of hands on training in the job position. Our current financial controller has been with Associated Fence for 23 years.

The Office Manager position is responsible for the daily financial bookkeeping operations. They are responsible for monthly billings to contractors, invoice generation for job order customers, statement preparation for accounts payable, weekly processing of payrolls for all employees, insurance management (auto, liability, & health), and all other daily responsibilities of the position. This position requires a minimum of 5 years verifiable experience in the industry before being considered for employment. Training would include a month of direct supervision by the company president at the beginning of employment. Our current office manager has been with the company for 13 years.

The Reception Manager position is an assistant position to the office manager and financial controller position. The qualifications for this position include a minimum high school diploma or general education degree. Reception experience is preferred for this position, however we do provide full training for the right candidate. This position's responsibilities include the answering and transferring of incoming potential sales leads over the phone, retail sales of fencing materials through our showroom, maintenance of shop consumables (ie gloves, safety glasses, cutting wheels, saw blades, touch-up paint, etc), & assistance as needed to the management staff. Our current reception manager has been with the company for 3 years.

General Superintendent: Associated Fence currently employs a full time general superintendent to field manage our projects. This position requires the employee to schedule the installation crews according to the customer's needs, field supervise the installation, which requires weekly site visits to the jobs, coordinate with the project management staff to ensure the customer's needs and concerns are being met, and the general supervision of the projects. In order to be considered for this position the candidate must have a minimum of 2 years of experience working directly for Associated Fence. He must have proven his dedication to excellence through repeated success on our projects. His general experience must include a HS diploma or equivalent with 10 years of experience in the fencing industry. Training for this position would be managed by the director of field operations who would supervise the superintendent for 1 month at all times. He would be required to train on our scheduling software for 1 week with the corporate secretary before being unsupervised in his duties. Our current general superintendent has been with Associated Fence for 4 years.

Fabrication Manager: At Associated Fence we fabricate the majority of our fencing materials we install in our manufacturing facility. Our fabrication manager position requires the individual to constantly supervise all areas of the manufacturing of our products. He performs product layouts, supervises all fabrication, request materials needed for his work orders, is responsible for maintenance of all equipment in our facility, and schedules the production of materials to coordinate with the installation

f. Personnel

dates of the products. This is a very important position in our company and only the most highly qualified applicants are considered. In order to be considered the applicant must have a minimum of 10 year experience in steel fabrication, hold AWS welding certifications, be able to communicate effectively in both English & Spanish, be able to read and comprehend blueprints with special emphasis on project details, and be extremely driven to maintain product delivery schedules. Training would be provided on the job and would require at the minimum of 1 month full time being supervised by the president of the company. Our current fabrication manager has been with Associated Fence for 28 years.

Fabrication Technicians: Shop fabrication technicians are the driving force behind our ability to produce the highest quality fencing products for our customers. These employees are responsible for the direct manufacture of materials. Typical responsibilities for these workers include cutting steel to length, degreasing the materials, layout of products, fabrication of materials by welding, any additional processing (ie spear pointing of pickets, punching plates, etc), preparation of the materials for the powder coat finish, application of the powder coat, curing of the powder coat finish, and crating of the materials for transport to the installation crews. Previous verifiable experience in steel fabrication is a pre-requisite for employment consideration and all technicians must hold AWS welding certificates applicable to this work. We currently employ 10 full time fabrication technicians with an average of 3 years of experience working in our plant.

Field Installation Foremen: Our field installation foremen are at the forefront of our company. These workers are responsible for running their project from start to finish under the supervision of our general superintendent. They lead all aspects of the fencing installation from layout to cleanup. They are responsible for their installation crew which consists of them, their assistants, the installation truck, tools, & equipment. They are responsible for daily coordination field coordination with our customers and relaying any pertinent information back to the superintendent. A successful candidate for this position in our company will have a minimum of 5 years documented successful fencing installation for a reputable contractor. Driver's licenses and AWS certifications are required for this position due to the necessity to drive the company vehicle and the amount of welding required to fulfill their duties. Training of these workers includes a week of work on another crew as an assistant to verify their capabilities and allow them to get accustomed to our procedures. Associated Fence currently employs 10 full time installation foremen.

Field Installation Assistants: Field installation assistants are responsible for the grunt work portion of our projects. They work under direct supervision of their foreman per his direction. They are responsible for most aspects of the fencing installation from cleaning of fence post holes to general clean up of the site. Our installation crews consist of a crew foreman and 1 or 2 installation assistants. A hard work ethic and good attitude are attributes we look for when selecting installation assistants. Training consists of working with another installation assistant under a crew foreman for 3 weeks until the foreman

f. Personnel

views the new employee is ready to work on his own with a foreman. We currently employ 15 field installation assistants under crew foremen.

Key Personnel Qualifications:

Vincent D. Blauvelt, Owner & President, 32 years at Associated Fence.

Vince has been in the fencing industry since his early teen years. He was raised in the company under his father and Associated Fence founder Vincent J. Blauvelt. He started his fencing career installing fencing as a helper with his father. He has led installation crews and served in all positions of our company from sales, to accounting, and now oversees the entire operation of his company. During his 23 years as company president he has grown our company from a small residential fencing installer to the current full service commercial & industrial fencing construction firm we are today.

Vincent "Ryan" Blauvelt, Corporate Secretary, 11 years at Associated Fence.

Ryan has been with Associated Fence since 2004 and is currently our corporate secretary and Sr. Estimator. He has led the technical expansion of our company and oversaw the implementation of various new computer system expansions. He is responsible for the efficiency and organizational improvements of our company over the last decade. He graduated high school with a 3.9 GPA and studied business, economics, and accounting in college before entering the fencing industry. Ryan has held several positions from an installation assistant at the beginning of his career, to residential sales, to now being responsible for the entire pre-construction department of Associated Fence.

Christopher A. Blauvelt, Director of Field Operations, 12 years at Associated Fence.

Chris began his career at Associated Fence in 2003. He held multiple positions from scheduling assistant to superintendent before becoming the director of field operations. Chris was trained by the Blauvelt family in all aspects of the fencing industry during his early years at Associated Fence. Over the last 12 years he has built numerous relationships with prominent contractors through Arizona and is directly responsible for us becoming their go-to vendor for fencing solutions. Chris is responsible for the entire manufacturing and installation divisions of our company. He has proven every year the ability to improve upon the previous years and has increased productivity while maintaining the quality our customer have come to expect.

Dennis West, Sr. Project Manager, 5 years at Associated Fence.

Dennis began working in the fencing industry for American Tube & Fence Company in 1984. He held several positions ranging from sales to management. He was recruited by Associated Fence in 2010 to serve as our main Mohave sales representative due to his experience with the Mohave JOC system and his expansive knowledge of fencing solutions for Mohave's members. He has managed projects all over the state and very frequently travels to the most remote areas of the state to meet with customers. He is very astute in his

f. Personnel

functional design of fencing solutions and is the go-to source for many Mohave members.

James “Jim” Werhanowicz, Project Manager, 5 years at Associated Fence.

Jim has been in the fencing industry for the last 27 years. He began his career working for Acme Fence in 1982. He held positions there from sales to Vice President. Jim has also worked for the largest fencing distribution company in North America (Master-Halco). He served as their outside sales representative providing wholesale materials to fencing contractors. Jim was on the Brown’s Custom Fence sales team from 2008-2010. He has been in his current position here with Associated Fence for the last 5 years. He has built positive relationships with multiple large corporations has become the sole fencing vendor for many of these companies.

John H. Scholten, Assistant Project Manager, 3 years with Associated Fence.

John has been in the fencing industry since his early teen years. He has worked for several companies throughout the United States. Before coming to work with Associated Fence, John served as Sales Manager for Valleywide Fence in Phoenix, AZ. He was directly responsible for managing several state contracts for fencing and building valuable customer relationships. He also oversaw the daily sales operations of the firm and was responsible for maintaining a consistent workload for the installation department. At Associated Fence, John is responsible for preparing takeoffs & public bids for contractors, managing those projects, developing submittal packages, & outside sales calls as needed.

Rudy Vasquez, Assistant Project Manager, 16 years with Associated Fence.

Rudy began his fencing career with Associated Fence as a field installer. The management at the time recognized his potential and tested him with additional responsibilities & in-house training. Rudy excelled and was promoted to residential sales manager. Over the years he has continuously improved and now is responsible for several commercial accounts, many with Mohave members. His responsibilities include site walks with the customers, fencing advice for installations, quotation preparation, & coordination with the Superintendent.

James Robert “Bobby” Kelley, Superintendent, 4 years with Associated Fence.

Bobby started his career in fencing over 23 years ago. He has held positions from installation helper to crew foreman. He has extensive experience in governmental fence requirements with emphasis on highway and educational projects. He began work with Associated Fence in 2011 after the closing of Brown’s Custom Fence. His work ethic and attention to detail immediately caught the eye of upper management and he was promoted as assistant to our field operations director. From there he excelled further and was promoted to full time general superintendent. His responsibilities include running the schedule for the installation crews, field layout of projects, and general management of the installation of our projects. He has built relationships with many Mohave

f. Personnel

members through the quality he demands from his installation team and the trust the members have in his abilities.

Richard "Dick" Sheldon, *Financial Controller*, 23 years at Associated Fence.

Dick joined the Associated Fence team in 1992 bringing 22 years of experience in accounting with him. He currently oversees our accounting staff and provides our team with Project Accounting and Contract Administration. He is responsible for our quarterly reporting and works closely with our CPA. His knowledge of the industry combined with his degrees in Accounting and Economics make him a very valuable asset to our company.

Saul Mesina, *Fabrication Manager*, 28 years at Associated Fence.

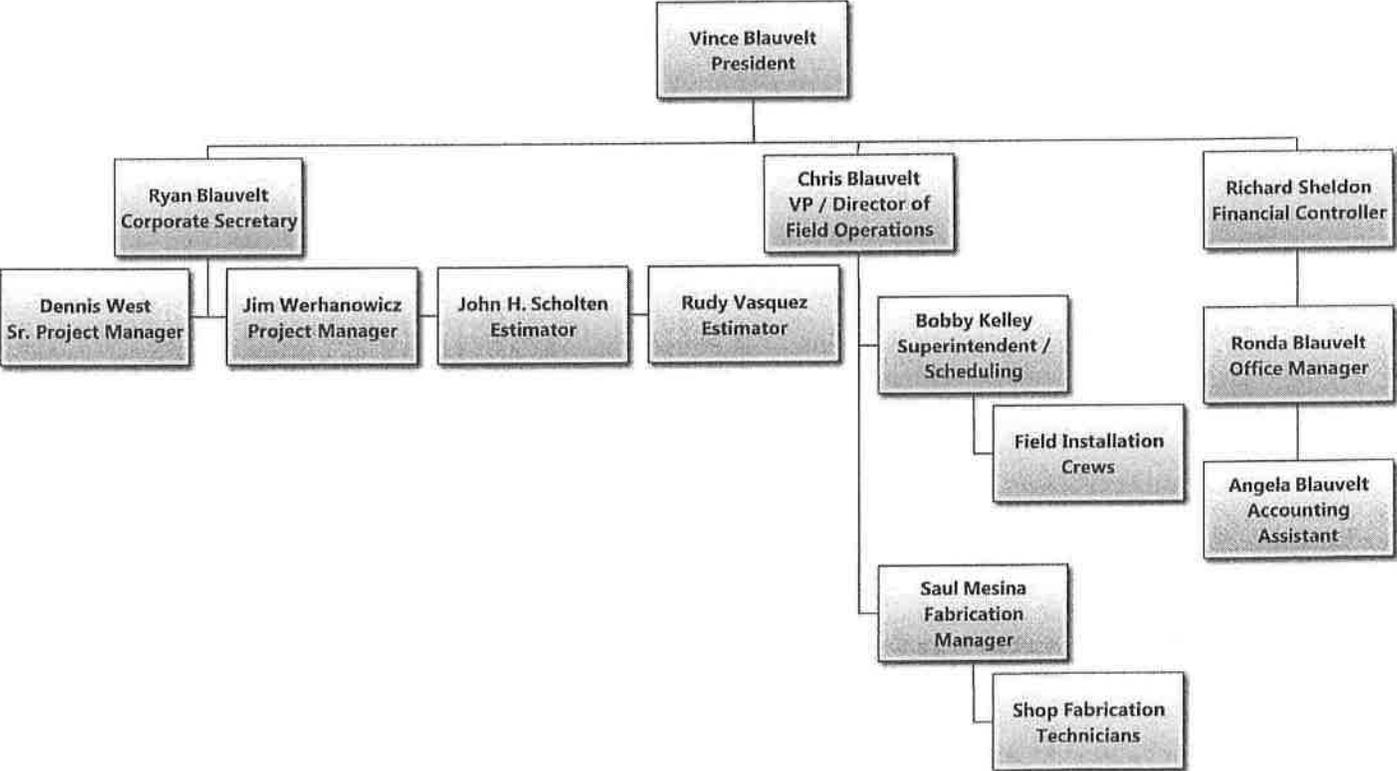
Saul has been a steel welder and fabricator by trade his entire professional career. He began his career with Acme Fence (Phoenix, AZ) in 1984. After 3 years there he started work with Associated Fence. He has developed processes in the fencing fabrication field that are extremely efficient. His training comes from over 3 decades of direct experience in fabrication of fencing products. Currently he is responsible for his fabrication team to ensure they are able to manufacture the products needed for installation with the installation schedule. Saul works very closely with our superintendent Bobby to make sure we commit to our deadlines.

Recruitment:

Associated Fence personnel are very experienced and most have been in the fencing industry for years and some have decades of experience. During this time our key employees have formed relationships with other fencing professionals. We have recruited several fencing professionals by word of mouth advertising alone. We find this to be a more effective method for recruitment as the level of experience and quality of work the recruited personnel have is easily verified.

If necessary, during periods of high construction activity, Associated Fence can field train our more advanced installation assistants into crew foremen and solicit workers needed for untrained labor positions. We have also had very good success soliciting workers from labor sourcing companies such as "Labor Ready".

Associated Fence Organizational Chart



ARCHITECT - ENGINEER QUALIFICATIONS

PART I - CONTRACT-SPECIFIC QUALIFICATIONS

A. CONTRACT INFORMATION

1. TITLE AND LOCATION (*City and State*): **JOB ORDER CONTRACTING FOR FENCING, KINGMAN, AZ**
2. PUBLIC NOTICE DATE: **JUNE 4, 2015, RESPONSES DUE JUNE 26, 2015 @ 3:00 PM (LOCAL AZ TIME)**
3. SOLICITATION OR PROJECT NUMBER: **REQUEST FOR QUALIFICATIONS 15J-0626**

B. ARCHITECT-ENGINEER POINT OF CONTACT

4. NAME AND TITLE: **RYAN BLAUVELT – CORPORATE SECRETARY**
5. NAME OF FIRM: **ASSOCIATED FENCE**
6. TELEPHONE NUMBER: **(623) 247-5896**
7. FAX NUMBER: **(623) 939-1940**
8. E-MAIL ADDRESS: **RYANB@ASSOCIATEDFENCE.NET**

C. PROPOSED TEAM

(Complete this section for the prime contractor and all key subcontractors.)

-
- 9a. PRIME (CHECK HERE):
 - 9a. JOINT-VENTURE PARTNER (CHECK HERE):
 - 9a. SUBCONTRACTOR (CHECK HERE):
 - 9a. FIRM NAME: **ASSOCIATED FENCE**
 - 9a. IF BRANCH OFFICE CHECK HERE:
 - 10a. ADDRESS: **7630 NORTH 67TH AVENUE, GLENDALE, AZ 85301**
 - 11a. ROLE IN THIS CONTRACT: **PRIME, SELF-PERFORMING CONTRACTOR.**

-
- 9b. PRIME (CHECK HERE):
 - 9b. JOINT-VENTURE PARTNER (CHECK HERE):
 - 9b. SUBCONTRACTOR (CHECK HERE):
 - 9b. FIRM NAME:
 - 9b. IF BRANCH OFFICE CHECK HERE:
 - 10b. ADDRESS
 - 11b. ROLE IN THIS CONTRACT
-

- 9c. PRIME (CHECK HERE):
 - 9c. JOINT-VENTURE PARTNER (CHECK HERE):
 - 9c. SUBCONTRACTOR (CHECK HERE):
 - 9c. FIRM NAME:
 - 9c. IF BRANCH OFFICE CHECK HERE:
 - 10c. ADDRESS
 - 11c. ROLE IN THIS CONTRACT
-

- 9d. PRIME (CHECK HERE):
 - 9d. JOINT-VENTURE PARTNER (CHECK HERE):
 - 9d. SUBCONTRACTOR (CHECK HERE):
 - 9d. FIRM NAME:
 - 9d. IF BRANCH OFFICE CHECK HERE:
 - 10d. ADDRESS
 - 11d. ROLE IN THIS CONTRACT
-

- 9e. PRIME (CHECK HERE):
 - 9e. JOINT-VENTURE PARTNER (CHECK HERE):
 - 9e. SUBCONTRACTOR (CHECK HERE):
 - 9e. FIRM NAME:
 - 9e. IF BRANCH OFFICE CHECK HERE:
 - 10e. ADDRESS
 - 11e. ROLE IN THIS CONTRACT
-

- 9f. PRIME (CHECK HERE):
 - 9f. JOINT-VENTURE PARTNER (CHECK HERE):
 - 9f. SUBCONTRACTOR (CHECK HERE):
 - 9f. FIRM NAME:
 - 9f. IF BRANCH OFFICE CHECK HERE:
 - 10f. ADDRESS
 - 11f. ROLE IN THIS CONTRACT
-

D. ORGANIZATIONAL CHART OF PROPOSED TEAM *(Attached; check here)*

E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

(Complete one Section E for each key person.)

12. NAME: **CHRIS BLAUVELT**

13. ROLE IN THIS CONTRACT: **DIRECTOR OF FIELD OPERATIONS**

14a. YEARS EXPERIENCE - TOTAL: **12 YEARS**

14b. YEARS EXPERIENCE - WITH CURRENT FIRM: **12 YEARS**

15. FIRM NAME AND LOCATION *(City and State)*: **ASSOCIATED FENCE (GLENDALE, AZ)**

16. EDUCATION *(DEGREE AND SPECIALIZATION)*: **GENERAL EDUCATION DEGREE**

17. CURRENT PROFESSIONAL REGISTRATION *(STATE AND DISCIPLINE)*: **N/A**

18. OTHER PROFESSIONAL QUALIFICATIONS *(Publications, Organizations, Training, Awards, etc.)*: **N/A**

19a(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State)*: **PVUSD SITE ACCESSIBILITY 2013. (PHOENIX & SCOTTSDALE, AZ)**

19a(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2013**

19a(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2013**

19a(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

THIS PROJECT WAS A JOB WE PERFORMED AS A SUBCONTRACTOR TO CORE CONSTRUCTION FOR THE PARADISE VALLEY USD. OUR PORTION OF THE PROJECT CONSISTED OF REPLACING EXISTING FENCE & INSTALLING NEW WROUGHT IRON HEAVY SECURITY FENCING ACROSS 8 SCHOOL CAMPUSES. EACH SCHOOL HAD SEVERAL HUNDRED FEET OF NEW IRON FENCING ALONG WITH MULTIPLE NEW EGRESS GATES UTILIZING PANIC HARDWARE AND OVERHEAD DOOR CLOSERS. THE PROJECT REQUIRED CONSTANT ON SITE SUPERVISION BY OUR UPPER MANAGEMENT AND DAILY COMMUNICATION WITH THE CORE CONSTRUCTION TEAM AND THE OWNER. CHRIS' RESPONSIBILITIES INCLUDED VISITS TO EACH SITE MULTIPLE TIMES A WEEK, OVERVIEW OF THE PROJECT SCHEDULE, MONITORING OF PRODUCTION TO ENSURE THE SCHEDULE WAS MET, QUALITY CONTROL OVERVIEW, & GENERAL PROJECT MANAGEMENT. OUR TOTAL CONTRACT FOR THIS PROJECT WAS \$1,203,674.51

19a(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19b(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State)*: **WEST-MEC NE CAMPUS. (PHOENIX, AZ)**

19b(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2013**

19b(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2014**

19b(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

THIS PROJECT WAS PROCURED WITH ASSOCIATED FENCE WORKING AS A SUBCONTRACTOR UNDER MCCARTHY BUILDING COMPANIES, INC. FOR THE OWNER, WESTERN MARICOPA EDUCATION CENTERS. WE WERE CONTRACTED TO INSTALL BRAND NEW WROUGHT IRON FENCING, CHAIN LINK FENCING, CUSTOM IRON FENCING, CANTILEVER SLIDE GATES, MAN GATES, & SEVERAL OTHER FENCING TYPES FOR THIS PROJECT. THE PROJECT REQUIRED CLOSE COOPERATION BETWEEN THE GC AND THE SUB CONTRACTORS TO ENSURE THE PROJECT WAS SUCCESSFUL. THIS PROJECT WAS SET APART FROM MANY OTHERS IN THAT THE FENCING SCOPE WAS A SCHEMATIC DESIGN AND THE FINAL DESIGN WAS TO BE THE FENCE CONTRACTOR (ASSOCIATED FENCE). CHRIS' RESPONSIBILITIES INCLUDED WORKING WITH OUT IN-HOUSE FENCE DESIGN TEAM DURING THE PRE-CONSTRUCTION PHASE, SITE MANAGEMENT OF THE FENCING CREWS, COORDINATION OF THE INSTALLATION WITH THE GENERAL CONTRACTOR, QUALITY CONTROL, & GENERAL PROJECT MANAGEMENT. OUR TOTAL CONTRACT FOR THIS PROJECT WAS \$185,184.00

19b(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19c(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State)*: **PVUSD SITE ACCESSIBILITY 2014. (PHOENIX & SCOTTSDALE, AZ)**

19c(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

19c(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2014**

19c(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

THIS PROJECT WAS A SECONDARY PHASE TO PROJECT #19a ABOVE. THE SCOPE OF WORK WAS VIRTUALLY IDENTICAL TO THE FIRST PHASE WITH A FEW SLIGHT DESIGN CHANGES ON THE FENCING & GATES. WE WORKED DIRECTLY WITH THE GENERAL CONTRACTOR'S PRE-CON DEPARTMENT TO ENSURE ANY ISSUES DURING THE 1ST PHASE WOULD NOT OCCUR ON THE 2ND. CHRIS' RESPONSIBILITIES INCLUDED VISITS TO EACH SITE MULTIPLE TIMES PER WEEK, OVERVIEW OF THE PROJECT SCHEDULE, MONITORING OF PRODUCTION TO ENSURE THE SCHEDULE WAS MET, QUALITY CONTROL, & GENERAL PROJECT MANAGEMENT. OUR TOTAL CONTRACT VALUE FOR THIS PHASE WAS \$678,424.60

19c(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19d(1) RELEVANT PROJECT - TITLE AND LOCATION (*City and State*): **NEW MIDDLE SCHOOL @ ELONA RANCH. (GILBERT, AZ)**

19d(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2013**

19d(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2014**

19d(3) RELEVANT PROJECT - BRIEF DESCRIPTION (*Brief scope, size, cost etc.*) AND SPECIFIC ROLE:

OUR SCOPE OF WORK ON THIS PROJECT WAS THE INSTALLATION OF VARIOUS TYPES OF FENCING FOR THE NEW CONSTRUCTION OF A PUBLIC MIDDLE SCHOOL. WE INSTALLED CHAIN LINK BACKSTOPS & DUGOUTS, SIDELINE FENCING, OUTFIELD FENCING, WROUGHT IRON PERIMETER FENCING, EGRESS GATES WITH EXIT DEVICES, FIRELANE GATES, & RAILINGS. IN TOTAL THERE WAS SEVERAL THOUSAND LF OF FENCING INSTALLED ON THIS PROJECT. CHRIS WAS THE SOLE PROJECT MANAGER ON THIS JOB AND RAN THE PROJECT FROM START TO COMPLETION. HE WORKED WITH THE PRE-CONSTRUCTION DEPARTMENT OF THE CM@R, DEVELOPED OUR PROPOSAL, LOCKED IN THE CONTRACT, AND RAN THE ON SITE MANAGEMENT FROM START THROUGH COMPLETION. CONTRACT TOTAL FOR THIS PROJECT WAS \$281,756.00

19d(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm: ✓

19e(1) RELEVANT PROJECT - TITLE AND LOCATION (*City and State*): **HERRERA SCHOOL, FENCE INSTALLATION. (PHOENIX, AZ)**

19e(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

19e(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2014**

19e(3) RELEVANT PROJECT - BRIEF DESCRIPTION (*Brief scope, size, cost etc.*) AND SPECIFIC ROLE:

THIS PROJECT WAS A JOB ORDER PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101) BETWEEN OUR FIRM AND THE PHOENIX ELEMENTARY SCHOOL DISTRICT. THE SCOPE OF WORK WAS TO INSTALL A BRAND NEW WROUGHT IRON FENCE TO SEPARATE THE MAIN PARKING LOT FROM THE MAIN EDUCATION BUILDING. WE INSTALLED A TOTAL OF 235 LF OF NEW 6' HT WROUGHT IRON SECURITY FENCING IN THE SIDEWALK AREA FOR THE SCHOOL. CHRIS' ROLE ON THIS PROJECT INCLUDED MEETING WITH THE DISTRICT REPRESENTATIVE ON SITE TO DISCUSS THE PROJECT, DRAWING UP THE FENCE LAYOUT AND DESIGN OF THE FENCING, PROVIDING THE JOB QUOTE, & GENERAL OVERVIEW OF THE INSTALLATION. OUR PURCHASE ORDER FOR THIS WORK TOTALLED \$16,693.24

19e(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm: ✓

E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

(Complete one Section E for each key person.)

12. NAME: **RYAN BLAUVELT**

13. ROLE IN THIS CONTRACT: **CONTRACT ADMINISTRATOR / SR PROJECT ESTIMATOR.**

14a. YEARS EXPERIENCE - TOTAL: **11 YEARS**

14b. YEARS EXPERIENCE - WITH CURRENT FIRM: **11 YEARS**

15. FIRM NAME AND LOCATION *(City and State)*: **ASSOCIATED FENCE (GLENDALE, AZ)**

16. EDUCATION *(DEGREE AND SPECIALIZATION)*: **HS DIPLOMA / ON THE JOB TRAINING**

17. CURRENT PROFESSIONAL REGISTRATION *(STATE AND DISCIPLINE)*: **N/A**

18. OTHER PROFESSIONAL QUALIFICATIONS *(Publications, Organizations, Training, Awards, etc.)*: **N/A**

19a(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State)*: **PVUSD SITE ACCESSIBILITY 2013. (PHOENIX & SCOTTSDALE, AZ)**

19a(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2013**

19a(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2013**

19a(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

THIS PROJECT WAS A JOB WE PERFORMED AS A SUBCONTRACTOR TO CORE CONSTRUCTION FOR THE PARADISE VALLEY USD. OUR PORTION OF THE PROJECT CONSISTED OF REPLACING EXISTING FENCE & INSTALLING NEW WROUGHT IRON HEAVY SECURITY FENCING ACROSS 8 SCHOOL CAMPUSES. EACH SCHOOL HAD SEVERAL HUNDRED FEET OF NEW IRON FENCING ALONG WITH MULTIPLE NEW EGRESS GATES UTILIZING PANIC HARDWARE AND OVERHEAD DOOR CLOSERS. THE PROJECT REQUIRED CONSTANT ON SITE SUPERVISION BY OUR UPPER MANAGEMENT AND DAILY COMMUNICATION WITH THE CORE CONSTRUCTION TEAM AND THE OWNER. RYAN'S RESPONSIBILITIES INCLUDED WORKING WITH THE CORE PRE-CONSTRUCTION DEPARTMENT TO DEVELOP GMP PRICING, SUBMITTAL DESIGN FOR THE FENCING SCOPE, MATERIALS PROCUREMENT, & GENERAL PRE-CONSTRUCTION MANAGEMENT. OUR TOTAL CONTRACT FOR THIS PROJECT WAS \$1,203,674.51

19a(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19b(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State)*: **CHICAGO CUBS SPRING TRAINING FACILITY. (MESA, AZ)**

19b(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2013**

19b(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2014**

19b(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

THIS PROJECT WAS PROCURED WITH ASSOCIATED FENCE WORKING AS A SUBCONTRACTOR UNDER HUNT CONSTRUCTION GROUP, INC. FOR THE OWNER, THE CITY OF MESA. WE WERE CONTRACTED TO INSTALL BRAND NEW CHAIN LINK FENCING FOR A COMPLETELY NEW SPRING TRAINING FACILITY FOR THE CHICAGO CUBS. THE PROJECT CONSISTED OF 6 FULL SIZED BASEBALL PRACTICE FIELDS, (EACH ONE CONTAINING BACKSTOPS, DUGOUTS, SIDELINE FENCING, BATTER'S EYE FENCING, SIDELINE FENCING, & GATES), 1 INFIELD PRACTICE FIELD, BATTING CAGES, & MISC SITE FENCING. THIS PROJECT REQUIRED THAT THE SUCCESSFUL FENCING VENDOR PROVIDE FULL DESIGN (INCLUDING STRUCTURAL ENGINEERING) FOR THE FENCING SYSTEM. RYAN'S ROLE INCLUDED PROVIDING AND PREPARING THE COST PROPOSAL, SECURING THE CONTRACT, WORKING WITH AN ENGINEER ON DESIGN, SECURING THE MATERIALS, & PROJECT MANAGEMENT OF THE JOB. OUR TOTAL CONTRACT FOR THIS WORK WAS \$949,945.11

19b(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19c(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State)*: **PVUSD SITE ACCESSIBILITY 2014. (PHOENIX & SCOTTSDALE, AZ)**

19c(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

19c(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2014**

19c(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

THIS PROJECT WAS A SECONDARY PHASE TO PROJECT #19a ABOVE. THE SCOPE OF WORK WAS VIRTUALLY IDENTICAL TO THE FIRST PHASE WITH A FEW SLIGHT DESIGN CHANGES ON THE FENCING & GATES. WE WORKED DIRECTLY WITH THE GENERAL CONTRACTOR'S PRE-CON DEPARTMENT TO ENSURE ANY ISSUES DURING THE 1ST PHASE WOULD NOT OCCUR ON THE 2ND. RYAN'S RESPONSIBILITIES INCLUDED DEVELOPING OUR GMP PRICING, SUBMITTAL DESIGN, MATERIALS PROCUREMENT, & GENERAL PRE-CONSTRUCTION MANAGEMENT. OUR TOTAL CONTRACT VALUE FOR THIS PHASE WAS \$678,424.60

19c(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19d(1) RELEVANT PROJECT - TITLE AND LOCATION (*City and State*): **BACKSTOP REPLACEMENT @ CARL HAYDEN HS. (PHOENIX, AZ)**

19d(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2013**

19d(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2013**

19d(3) RELEVANT PROJECT - BRIEF DESCRIPTION (*Brief scope, size, cost etc.*) AND SPECIFIC ROLE:

THIS PROJECT WAS A JOB ORDER UTILIZING OUR MOHAVE JOC (10J-AFCO-1101) BETWEEN OUR FIRM AND THE PHOENIX UNION HIGH SCHOOL DISTRICT. THE SCOPE OF WORK WAS TO REMOVE AN EXISTING DATED CHAIN LINK FENCE BACKSTOP COMPLETELY AND REPLACE WITH A NEW BACKSTOP IN THE SAME LOCATION. THE DIMENSIONS OF THE BACKSTOP WERE 20' HEIGHT BY 180' LONG. EACH SIDE WAS 60' LONG. RYAN'S DIRECT ROLE IN THE PROJECT INCLUDED THE ORIGINAL SITE VISIT WITH THE DISTRICT, ESTABLISHING THE SCOPE OF WORK (REPLACING THE BACKSTOP), PREPARING THE JOB QUOTE, OVERVIEW OF THE FIELD INSTALLATION, & PROVIDING THE CLOSE OUT DOCUMENTATION. OUR CONTRACT TOTAL FOR THIS WORK WAS \$21,314.79

19d(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19e(1) RELEVANT PROJECT - TITLE AND LOCATION (*City and State*): **METRO TECH HS, FENCE INSTALL. (PHOENIX, AZ)**

19e(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2013**

19e(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2013**

19e(3) RELEVANT PROJECT - BRIEF DESCRIPTION (*Brief scope, size, cost etc.*) AND SPECIFIC ROLE:

THIS PROJECT WAS A JOB ORDER PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101) BETWEEN OUR FIRM AND THE PHOENIX UNION HIGH SCHOOL DISTRICT. THE SCOPE OF WORK WAS TO INSTALL A BRAND NEW CHAIN LINK FENCE TO SEPARATE THE MAIN PARKING LOT FROM BUS DROPOFF LANE. WE INSTALLED A TOTAL OF 265 LF OF NEW 4' HT CHAIN LINK FENCING IN THE ASPHALT PARKING LOT FOR THE SCHOOL. RYAN'S ROLE ON THIS PROJECT INCLUDED MEETING WITH THE DISTRICT REPRESENTATIVE ON SITE TO DISCUSS THE PROJECT, DRAWING UP THE FENCE LAYOUT AND DESIGN OF THE FENCING, PROVIDING THE JOB QUOTE, & GENERAL OVERVIEW OF THE INSTALLATION. OUR PURCHASE ORDER FOR THIS WORK TOTALLED \$6,294.57

19e(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

(Complete one Section E for each key person.)

12. NAME: **JAMES ROBERT "BOBBY" KELLEY**

13. ROLE IN THIS CONTRACT: **GENERAL SUPERINTENDENT / SCHEDULING**

14a. YEARS EXPERIENCE - TOTAL: **23 YEARS**

14b. YEARS EXPERIENCE - WITH CURRENT FIRM: **4 YEARS**

15. FIRM NAME AND LOCATION (*City and State*): **ASSOCIATED FENCE (GLENDALE, AZ)**

16. EDUCATION (*DEGREE AND SPECIALIZATION*): **GENERAL EDUCATION DEGREE**

17. CURRENT PROFESSIONAL REGISTRATION (*STATE AND DISCIPLINE*): **N/A**

18. OTHER PROFESSIONAL QUALIFICATIONS (*Publications, Organizations, Training, Awards, etc.*): **N/A**

19a(1) RELEVANT PROJECT - TITLE AND LOCATION (*City and State*): **COCOPAH MIDDLE SCHOOL, BUS DROP FENCE. (SCOTTSDALE, AZ)**

19a(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

19a(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2014**

19a(3) RELEVANT PROJECT - BRIEF DESCRIPTION (*Brief scope, size, cost etc.*) AND SPECIFIC ROLE:

THIS JOB ORDER PROJECT WAS CONTRACTED WITH THE SCOTTSDALE UNIFIED SCHOOL DISTRICT THROUGH OUR CURRENT MOHAVE JOC (10J-AFCO-1101). THE SCOPE OF WORK FOR THIS ORDER WAS TO INSTALL NEW ORNAMENTAL IRON FENCING ALONG THE EDGE OF THE SIDEWALK CREATING A SAFETY BARRIER FOR THE STUDENTS FROM THE BUS DROP OFF/ PICKUP LANE. WE INSTALLED 232 LF OF 4' HT IRON FENCING WITH OPENINGS EVERY 40' FOR LOADING OF THE SCHOOL BUSES. BOBBY'S DIRECT ROLE IN THIS PROJECT WAS FIELD VERIFYING THE FENCE LAYOUT WITH OUR PROJECT MANAGER, COORDINATING THE INSTALLATION SCHEDULE WITH THE OWNER'S REQUIREMENTS, QUALITY CONTROL OF THE FENCING INSTALLATION, AND THE FINAL INSPECTION WALK WITH THE OWNER. THE VALUE OF THIS ORDER WAS \$17,765.70

19a(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19b(1) RELEVANT PROJECT - TITLE AND LOCATION (*City and State*): **KENNEDY SCHOOL, FENCE REPLACEMENT. (PHOENIX, AZ)**

19b(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2013**

19b(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2014**

19b(3) RELEVANT PROJECT - BRIEF DESCRIPTION (*Brief scope, size, cost etc.*) AND SPECIFIC ROLE:

THIS JOB ORDER PROJECT WAS CONTRACTED WITH THE CREIGHTON SCHOOL DISTRICT THROUGH OUR CURRENT MOHAVE JOC (10J-AFCO-1101). THE SCOPE OF WORK FOR THIS ORDER WAS TO INSTALL NEW 6' HT REGAL STYLE WROUGHT IRON FENCING FOR 110 LF TO CREATE A NEW BICYCLE PARKING AREA ALONG WITH NEW 4' HT X 6' HT REGAL STYLE WROUGHT IRON FENCING AT THE NORTH PARKING LOT TO SECURE THE PARKING LOT. BOBBY'S DIRECT ROLE IN THIS PROJECT WAS FIELD VERIFYING THE FENCE LAYOUT WITH OUR PROJECT MANAGER, COORDINATING THE INSTALLATION SCHEDULE WITH THE OWNER'S REQUIREMENTS, QUALITY CONTROL OF THE FENCING INSTALLATION, AND THE FINAL INSPECTION WALK WITH THE OWNER. THE TOTAL FOR THIS JOB ORDER WAS \$25,482.64

19b(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19c(1) RELEVANT PROJECT - TITLE AND LOCATION (*City and State*): **ANTHEM SCHOOL, RUSTED FENCE REMEDIATION. (FLORENCE, AZ)**

19c(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2013**

19c(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2014**

19c(3) RELEVANT PROJECT - BRIEF DESCRIPTION (*Brief scope, size, cost etc.*) AND SPECIFIC ROLE:

THIS JOB ORDER PROJECT WAS CONTRACTED BETWEEN ASSOCIATED FENCE & THE FLORENCE USD THROUGH OUR MOHAVE JOC (10J-AFCO-1101). WE WERE CONTRACTED TO REPLACE THE CURRENT WROUGHT IRON FENCING THAT WAS BADLY DETERIORATING DUE TO THE ACIDIC QUALITIES OF THE WATER BEING USED. THE NEW FENCING TO BE INSTALLED WOULD BE GALVANIZED CHAIN LINK WHICH COULD WITHSTAND THE DAY TO DAY CONSTANT EXPOSURE TO THESE ELEMENTS. WE INSTALLED A TOTAL OF 1,301 LF OF NEW 6' HT FENCING AND GATES ALONG THE SOUTH PROPERTY LINE OF THE SCHOOL AND AROUND THE PLAYGROUND. BOBBY'S DIRECT ROLE IN THIS PROJECT WAS FIELD VERIFYING THE FENCE LAYOUT WITH OUR PROJECT MANAGER, COORDINATING THE INSTALLATION SCHEDULE WITH THE OWNER'S REQUIREMENTS, QUALITY CONTROL OF THE FENCING INSTALLATION, AND THE FINAL INSPECTION WALK WITH THE OWNER. THE TOTAL VALUE OF THIS JOB ORDER WAS \$36,793.97

19c(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19d(1) RELEVANT PROJECT - TITLE AND LOCATION (*City and State*): **MONTEREY PARK SCHOOL, FENCE REPLACEMENT. (PHOENIX, AZ)**

19d(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

19d(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2014**

19d(3) RELEVANT PROJECT - BRIEF DESCRIPTION (*Brief scope, size, cost etc.*) AND SPECIFIC ROLE:

THIS JOB ORDER PROJECT WAS CONTRACTED BETWEEN OUR FIRM AND THE PHOENIX ELEMENTARY SCHOOL DISTRICT. THE DISTRICT WAS INTERESTED IN REPLACING SOME VERY OLD AND INEFFECTIVE CHAIN LINK SECURITY FENCING WITH NEW ORNAMENTAL IRON SECURITY FENCING. WE REPLACED 355 LF OF THE FENCING ALONG THE NORTH PROPERTY LINE. THIS INCLUDED SEVERAL MAN GATES AND VEHICLE GATES. BOBBY'S DIRECT ROLE IN THIS PROJECT WAS FIELD VERIFYING THE FENCE LAYOUT WITH OUR PROJECT MANAGER, COORDINATING THE INSTALLATION SCHEDULE WITH THE OWNER'S REQUIREMENTS, QUALITY CONTROL OF THE FENCING INSTALLATION, AND THE FINAL INSPECTION WALK WITH THE OWNER. OUR PURCHASE ORDER TOTAL FOR THIS PROJECT WAS \$38,083.85

19d(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19e(1) RELEVANT PROJECT - TITLE AND LOCATION (*City and State*): **INGLESIDE MIDDLE SCHOOL, FENCE REPLACEMENT. (PHOENIX, AZ)**

19e(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

19e(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2014**

19e(3) RELEVANT PROJECT - BRIEF DESCRIPTION (*Brief scope, size, cost etc.*) AND SPECIFIC ROLE:

THIS PROJECT WAS A JOB ORDER PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101) BETWEEN OUR FIRM AND THE SCOTTSDALE UNIFIED SCHOOL DISTRICT. THE SCOPE OF WORK WAS TO REPLACE A CHAIN LINK FENCE THAT RAN ALONG INDIAN SCHOOL ROAD (A VERY HIGH TRAFFIC ROAD) IN FRONT OF THE SCHOOL WITH A NEW MORE ASTHETIC LOOKING ORNAMENTAL IRON FENCE. THE TOTAL LENGTH OF THE FENCE TO BE REPLACED WAS 670 LF. BOBBY HAD A DIRECT ROLE IN THIS PROJECT AS HE WAS RESPONSIBLE FOR FIELD VERIFYING THAT THE FENCE LAYOUT WAS WHAT THE PROJECT MANAGER AND THE OWNER HAD AGREED UPON, THAT THE SCHEDULE FOR INSTALLING THE FENCE MET THE REQUIREMENTS OF THE SCHOOL, MAINTAINING THE HIGH QUALITY THAT THE OWNER HAD COME TO EXPECT FROM OUR COMPANY, AND DOING A FINAL WALK WITH THE OWNER TO VERIFY THE FENCE INSTALLATION. THE TOTAL CONTRACT FOR THIS PROJECT WAS \$44,666.15

19e(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

(Complete one Section E for each key person.)

12. NAME: **JOHN H. SCHOLTEN**

3. ROLE IN THIS CONTRACT: **PROJECT ESTIMATOR / ASST PROJECT MANAGER**

14a. YEARS EXPERIENCE - TOTAL: **24 YEARS**

14b. YEARS EXPERIENCE - WITH CURRENT FIRM: **3 YEARS**

15. FIRM NAME AND LOCATION *(City and State)*: **ASSOCIATED FENCE (GLENDALE, AZ)**

16. EDUCATION *(DEGREE AND SPECIALIZATION)*: **HS DIPLOMA / ON JOB TRAINING FOR FENCING.**

17. CURRENT PROFESSIONAL REGISTRATION *(STATE AND DISCIPLINE)*: **N/A**

18. OTHER PROFESSIONAL QUALIFICATIONS *(Publications, Organizations, Training, Awards, etc.)*: **N/A**

19a(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State)*: **SAN CARLOS USD, RICE CAMPUS – FENCING (SAN CARLOS, AZ)**

19a(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2013**

19a(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2014**

19a(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

THIS WAS A HARD BID PROJECT WITH OUT FIRM SERVING AS A SUBCONTRACTOR TO SD CRANE BUILDERS. SD CRANE WAS THE LOW BIDDER ON THIS SCHOOL REMODEL PROJECT IN SAN CARLOS, AZ. WE WERE AWARDED THE FENCE SCOPE OF WORK, THIS WORK CONSISTED OF REPLACING THE ENTIRE PERIMETER FENCE OF THE CAMPUS WITH BRAND NEW GALVANIZED WROUGHT IRON FENCING. THERE WAS WELL OVER A THOUSAND LF OF THIS CUSTOM ORNAMENTAL IRON FENCING INSTALLED. JOHN WORKED ON THE PROJECT WELL BEFORE CONTRACT AWARD THROUGH THE WARRANTY PERIOD. HE SERVED AS ESTIMATOR, PRECONSTRUCTION MANAGER, & PROJECT MANAGER ON THE JOB.

TOTAL CONTRACT: \$123,201.00.

19a(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19b(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State)*: **PEORIA SPORTS COMPLEX, AUTOMATE GATE. (PEORIA, AZ)**

19b(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2015**

19b(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2015**

19b(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

THIS PROJECT WAS AN ASSOCIATED FENCE PRIME PROJECT BETWEEN OUR FIRM AND THE CITY OF PEORIA. WE WERE APPROACHED BY THE CITY IN NEED OF AUTOMATION OF AN EXISTING SLIDE GATE SYSTEM. WE PROPOSED A BATTERY POWERED GATE SYSTEM WITH INTEGRATED ACCESS CONTROLS FOR THE HIGH SECURITY AREA OF THE COMPLEX. JOHN WAS INVOLVED IN THE PROJECT AS THE PROJECT DESIGNER, ESTIMATOR, AND PROJECT MANAGER. HE SAW THE PROJECT THROUGH COMPLETION AND WAS HANDS ON FOR THE ENTIRE JOB.

TOTAL CONTRACT: \$9,810.70.

19b(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19c(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State)*: **MESA HIGH SCHOOL, FOOTBALL FIELD FENCE. (MESA, AZ)**

19c(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

19c(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2014**

19c(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

THIS PROJECT WAS JOB ORDER CONTRACT FOR MISC SITE WORK IMPROVEMENTS AT MESA HIGH SCHOOL. THE JOC GENERAL CONTRACTOR, SD CRANCE BUILDERS, CONTACT US FOR FENCING EXPERTISE AT THIS SITE. AFTER WALKING THE SITE WITH THE OWNER AND GENERAL CONTRACTOR REPRESENTATIVES, WE PROPOSED A NEW FENCING SYSTEM WE BELIEVE WOULD BE THE BEST SUITED FOR THEIR APPLICATION. THE SCOPE INCLUDED INSTALLING NEW SECURITY FENCING BETWEEN MODULAR BUILDINGS TO SECURE THE AREA. OUR TOTAL CONTRACT WAS \$6,837.73. JOHN WORKED WITH THE CUSTOMER ON FENCE DESIGN, LAYOUT, & BUDGET, SECURED THE CONTRACT, & MANAGED THE PROJECT FROM START THROUGH FINISH.

19c(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19d(1) RELEVANT PROJECT - TITLE AND LOCATION (*City and State*): **GLENDALE PD, IMPOUND LOT FENCE. (GLENDALE, AZ)**

19d(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

19d(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2014**

19d(3) RELEVANT PROJECT - BRIEF DESCRIPTION (*Brief scope, size, cost etc.*) AND SPECIFIC ROLE:

ASSOCIATED FENCE WAS THE PRIME CONTRACTOR FOR THIS PROJECT BETWEEN OUR FIRM AND THE MOHAVE MEMBER CITY OF GLENDALE, AZ. THE CITY OF GLENDALE POLICE DEPARTMENT CONTACTED US FOR A PROFESSIONAL REVIEW OF THEIR SECURITY FENCING AROUND THEIR IMPOUND LOT. JOHN MET WITH THE CITY AND INSPECTED THEIR FENCING AND FOUND SEVERAL AREAS IN DISREPAIR. WE WERE CONTRACTED FOR \$4,871.00 TO REPAIR THE RAZOR WIRE, SHADESCREE, & CHAIN LINK FABRIC AS NEEDED. JOHN SERVED AS PROJECT MANAGER FOR THE JOB FROM START THROUGH COMPLETION.

19d(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19e(1) RELEVANT PROJECT - TITLE AND LOCATION (*City and State*): **ODYSSEY PREP ACADEMY, BASEBALL FIELD FENCE. (BUCKEYE, AZ)**

19e(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2013**

19e(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2014**

19e(3) RELEVANT PROJECT - BRIEF DESCRIPTION (*Brief scope, size, cost etc.*) AND SPECIFIC ROLE:

WE WERE APPROACHED DIRECTLY BY THIS SCHOOL TO PROVIDE A CUSTOM FENCING INSTALLATION FOR THEIR BRAND NEW BUCKEYE CAMPUS. WE DESIGNED A NEW BACKSTOP, DUGOUTS, SIDELINE FENCING, OUTFIELD FENCING, GATES, & A BATTER'S EYE SYSTEM FOR THE SCHOOL. THE SCHOOL INSTRUCTED THE GENERAL CONTRACTOR ON SITE TO CONTRACT WITH OUR FIRM BASED ON THE DESIGN WE PROVIDED FOR THEM.

OUR CONTRACT TOTAL WAS \$82,517.00

JOHN WORKED DIRECTLY WITH THE SCHOOL TO DESIGN THE FENCING SYSTEM THAT MET THEIR BUDGET. AFTER CONTRACT AWARD JOHN MANAGED THE PROJECT FROM START TO COMPLETION.

19e(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

(Complete one Section E for each key person.)

12. NAME: **RICHARD "DICK" SHELDON**

3. ROLE IN THIS CONTRACT: **FINANCIAL CONTROLLER**

14a. YEARS EXPERIENCE - TOTAL: **45 YEARS**

14b. YEARS EXPERIENCE - WITH CURRENT FIRM: **23 YEARS**

15. FIRM NAME AND LOCATION *(City and State)*: **ASSOCIATED FENCE (GLENDALE, AZ)**

16. EDUCATION *(DEGREE AND SPECIALIZATION)*: **B.S. ECONOMICS, M.S. ACCOUNTING**

17. CURRENT PROFESSIONAL REGISTRATION *(STATE AND DISCIPLINE)*: **N/A**

18. OTHER PROFESSIONAL QUALIFICATIONS *(Publications, Organizations, Training, Awards, etc.)*: **N/A**

19a(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State)*: **COCOPAH MIDDLE SCHOOL, BUS DROP FENCE. (SCOTTSDALE, AZ)**

19a(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

19a(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2014**

19a(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

THIS JOB ORDER PROJECT WAS CONTRACTED WITH THE SCOTTSDALE UNIFIED SCHOOL DISTRICT THROUGH OUR CURRENT MOHAVE JOC (10J-AFCO-1101). THE SCOPE OF WORK FOR THIS ORDER WAS TO INSTALL NEW ORNAMENTAL IRON FENCING ALONG THE EDGE OF THE SIDEWALK CREATING A SAFETY BARRIER FOR THE STUDENTS FROM THE BUS DROP OFF/ PICKUP LANE. WE INSTALLED 232 LF OF 4' HT IRON FENCING WITH OPENINGS EVERY 40' FOR LOADING OF THE SCHOOL BUSES. RICHARD'S DIRECT ROLE IN THE PROJECT INCLUDED THE PROCESSING OF THE PROJECT THROUGH OUR FINANCIAL TRACKING SOFTWARE, MANAGING THE ACCOUNTS PAYABLE TO SUPPLIERS & VENDORS, CREATING INVOICES, AND PREPARING OF RECONCILIATION REPORTS. THE VALUE OF THIS ORDER WAS \$17,765.70

19a(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19b(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State)*: **KENNEDY SCHOOL, FENCE REPLACEMENT. (PHOENIX, AZ)**

19b(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2013**

19b(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2014**

19b(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

THIS JOB ORDER PROJECT WAS CONTRACTED WITH THE CREIGHTON SCHOOL DISTRICT THROUGH OUR CURRENT MOHAVE JOC (10J-AFCO-1101). THE SCOPE OF WORK FOR THIS ORDER WAS TO INSTALL NEW 6' HT REGAL STYLE WROUGHT IRON FENCING FOR 110 LF TO CREATE A NEW BICYCLE PARKING AREA ALONG WITH NEW 4' HT X 6' HT REGAL STYLE WROUGHT IRON FENCING AT THE NORTH PARKING LOT TO SECURE THE PARKING LOT. RICHARD'S DIRECT ROLE IN THE PROJECT INCLUDED THE PROCESSING OF THE PROJECT THROUGH OUR FINANCIAL TRACKING SOFTWARE, MANAGING THE ACCOUNTS PAYABLE TO SUPPLIERS & VENDORS, CREATING INVOICES, AND PREPARING OF RECONCILIATION REPORTS.

THE TOTAL FOR THIS JOB ORDER WAS \$25,482.64

19b(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19c(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State)*: **ANTHEM SCHOOL, RUSTED FENCE REMEDIATION. (FLORENCE, AZ)**

19c(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2013**

19c(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2014**

19c(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

THIS JOB ORDER PROJECT WAS CONTRACTED BETWEEN ASSOCIATED FENCE & THE FLORENCE USD THROUGH OUR MOHAVE JOC (10J-AFCO-1101). WE WERE CONTRACTED TO REPLACE THE CURRENT WROUGHT IRON FENCING THAT WAS BADLY DETERIORATING DUE TO THE ACIDIC QUALITIES OF THE WATER BEING USED. THE NEW FENCING TO BE INSTALLED WOULD BE GALVANIZED CHAIN LINK WHICH COULD WITHSTAND THE DAY TO DAY CONSTANT EXPOSURE TO THESE ELEMENTS. WE INSTALLED A TOTAL OF 1,301 LF OF NEW 6' HT FENCING AND GATES ALONG THE SOUTH PROPERTY LINE OF THE SCHOOL AND AROUND THE PLAYGROUND. RICHARD'S DIRECT ROLE IN THE PROJECT WAS THE PROCESSING OF THE PROJECT THROUGH OUR FINANCIAL TRACKING SOFTWARE, MANAGING THE ACCOUNTS PAYABLE TO SUPPLIERS & VENDORS, CREATING INVOICES, AND PREPARING OF RECONCILIATION REPORTS.

THE TOTAL VALUE OF THIS JOB ORDER WAS \$36,793.97

19c(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm: ✓

19d(1) RELEVANT PROJECT - TITLE AND LOCATION (*City and State*): **MONTEREY PARK SCHOOL, FENCE REPLACEMENT. (PHOENIX, AZ)**

19d(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

19d(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2014**

19d(3) RELEVANT PROJECT - BRIEF DESCRIPTION (*Brief scope, size, cost etc.*) AND SPECIFIC ROLE:

THIS JOB ORDER PROJECT WAS CONTRACTED BETWEEN OUR FIRM AND THE PHOENIX ELEMENTARY SCHOOL DISTRICT. THE DISTRICT WAS INTERESTED IN REPLACING SOME VERY OLD AND INEFFECTIVE CHAIN LINK SECURITY FENCING WITH NEW ORNAMENTAL IRON SECURITY FENCING. WE REPLACED 355 LF OF THE FENCING ALONG THE NORTH PROPERTY LINE. THIS INCLUDED SEVERAL MAN GATES AND VEHICLE GATES. RICHARD'S DIRECT ROLE IN THE PROJECT INCLUDED THE PROCESSING OF THE PROJECT THROUGH OUR FINANCIAL TRACKING SOFTWARE, MANAGING THE ACCOUNTS PAYABLE TO SUPPLIERS & VENDORS, CREATING INVOICES, AND PREPARING OF RECONCILIATION REPORTS.

OUR PURCHASE ORDER TOTAL FOR THIS PROJECT WAS \$38,083.85

19d(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm: ✓

19e(1) RELEVANT PROJECT - TITLE AND LOCATION (*City and State*): **INGLESIDE MIDDLE SCHOOL, FENCE REPLACEMENT. (PHOENIX, AZ)**

19e(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

19e(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2014**

19e(3) RELEVANT PROJECT - BRIEF DESCRIPTION (*Brief scope, size, cost etc.*) AND SPECIFIC ROLE:

THIS PROJECT WAS A JOB ORDER PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101) BETWEEN OUR FIRM AND THE SCOTTSDALE UNIFIED SCHOOL DISTRICT. THE SCOPE OF WORK WAS TO REPLACE A CHAIN LINK FENCE THAT RAN ALONG INDIAN SCHOOL ROAD (A VERY HIGH TRAFFIC ROAD) IN FRONT OF THE SCHOOL WITH A NEW MORE ASTHETIC LOOKING ORNAMENTAL IRON FENCE. THE TOTAL LENGTH OF THE FENCE TO BE REPLACED WAS 670 LF. RICHARD'S DIRECT ROLE IN THE PROJECT INCLUDED THE PROCESSING OF THE PROJECT THROUGH OUR FINANCIAL TRACKING SOFTWARE, MANAGING THE ACCOUNTS PAYABLE TO SUPPLIERS & VENDORS, CREATING INVOICES, AND PREPARING OF RECONCILIATION REPORTS.

THE TOTAL CONTRACT FOR THIS PROJECT WAS \$44,666.15

19e(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm: ✓

E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

(Complete one Section E for each key person.)

12. NAME: **JAMES "JIM" WERHANOWICZ**

13. ROLE IN THIS CONTRACT: **PROJECT ESTIMATOR / PROJECT MANAGER**

14a. YEARS EXPERIENCE - TOTAL: **27 YEARS**

14b. YEARS EXPERIENCE - WITH CURRENT FIRM: **6 YEARS**

15. FIRM NAME AND LOCATION *(City and State)*: **ASSOCIATED FENCE. (GLENDALE, AZ)**

16. EDUCATION *(DEGREE AND SPECIALIZATION)*: **HS DIPLOMA / ON JOB TRAINING FOR FENCING.**

17. CURRENT PROFESSIONAL REGISTRATION *(STATE AND DISCIPLINE)*: **N/A**

18. OTHER PROFESSIONAL QUALIFICATIONS *(Publications, Organizations, Training, Awards, etc.)*: **N/A**

19a(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State)*: **MOUNTAIN RIDGE HS, CHAIN LINK FENCING. (GLENDALE, AZ)**

19a(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

19a(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2014**

19a(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

THIS JOB ORDER PROJECT WAS CONTRACTED BETWEEN OUR FIRM AND THE DEER VALLEY SCHOOL DISTRICT THROUGH OUR CURRENT MOHAVE JOC (10J-AFCO-1101). JIM WAS CONTACTED BY THE DEER VALLEY USD TO HELP WITH DESIGN AND BUDGET FOR INSTALLING CHAIN LINK FENCING ALONG THEIR BUS LANE. JIM'S DIRECT ROLE WAS TO WORK WITH THE DISTRICT TO DESIGN THE FENCING SOLUTION THAT WOULD WORK FOR THEIR APPLICATION, PROVIDE THE JOB QUOTE BASED ON OUR UPB, PRODUCE THE JOB SHEETS FOR THE SUPERINTENDENT, AND MANAGE THE PROJECT THROUGH COMPLETION. OUR PO FOR THIS WORK TOTALLED \$23,848.02

19a(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19b(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State)*: **GILBERT CHRISTIAN SCHOOL, PERIMETER FENCE. (GILBERT, AZ)**

19b(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

19b(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2014**

19b(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

ASSOCIATED FENCE WAS THE PRIME CONTRACTOR FOR THIS PROJECT BETWEEN OUR FIRM AND THE GILBERT CHRISIAN SCHOOL. THIS PROJECT CONSISTED OF 989 LF OF 5' HT WROUGHT IRON PERIMETER FENCING AND GATES. JIM WAS THE MAIN CONTACT FOR THIS PROJECT FROM START TO FINISH. HE MET WITH THE SCHOOL TO DISCUSS THE PROJECT AND BUDGET SERVERAL TIMES. HE DISCUSSED POSSIBLE FENCING SOLUTIONS WITH THE SCHOOL AND EVENTUALLY NEGOTIATED THE FINAL CONTRACT FOR OUR FIRM. THE PROJECT REQUIRED ON SITE SUPERVISION OF THE INSTALLATION CREWS AT ALL TIME DUE TO THE PROJECT BEING ON AN OCCUPIED CAMPUS. OUR TOTAL CONTRACT WAS \$64,657.59

19b(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19c(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State)*: **CITY OF GLENDALE, WELL SITE #23 FENCING. (GLENDALE, AZ)**

19c(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2015**

19c(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2015**

19c(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

ASSOCIATED FENCE SERVED AS THE PRIME CONTRACTOR FOR THIS WORK BETWEEN OUR FIRM AND THE CITY OF GLENDALE, AZ. THE SCOPE OF WORK FOR THIS PROJECT INCLUDED REPLACEMENT OF THE EXISTING CHAIN LINK SECURITY FENCING AT THE WELL SITE WITH A NEW WROUGHT IRON SECURITY FENCE. JIM'S ROLE INCLUDED THE ON SITE MEETING TO DISCUSS THE PROJECT, PROPOSAL PREPARATION, SECURING THE PROJECT, AND MANAGEMENT OF THE WORK. OUR CONTRACT TOTAL WAS \$4,507.55

19c(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19d(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State)*: **LEWIS JAIL, EMERGENCY GATE REPAIR. (PHOENIX, AZ)**

19d(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

19d(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2014**

19d(3) RELEVANT PROJECT - BRIEF DESCRIPTION (*Brief scope, size, cost etc.*) AND SPECIFIC ROLE:

MARICOPA COUNTY WAS IN NEED OF EMERGENCY SERVICES TO REPLACE A VEHICULAR SECURITY GATE THAT WAS HIT BY A GARBAGE TRUCK. THE PROJECT REQUIRED IMMEDIATE DISPATCH OF CREWS AND EQUIPMENT TO SECURE THE JAIL AND THEN REPLACE THE DAMAGED GATE WHEN THE PARTS ARRIVED. JIM MET THE OWNER ON SITE WITH OUR INSTALLATION CREW, SUPERVISED THE TEMPORARY REPAIR OF THE SYSTEM, ORDERED THE REQUIRED PARTS TO REPLACE THE DAMAGED GATE AND WORKED DIRECTLY WITH THE OWNER TO ENSURE THAT THE SECURITY OF THE FACILITY WAS MET AT ALL TIMES DURING THE REPAIR. OUR CONTRACT FOR THIS WORK WAS \$19,735.21

19d(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19e(1) RELEVANT PROJECT - TITLE AND LOCATION (*City and State*): **HIGHLAND LAKES SCHOOL, CHAIN LINK FENCE. (GLENDALE, AZ)**

19e(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

19e(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2014**

19e(3) RELEVANT PROJECT - BRIEF DESCRIPTION (*Brief scope, size, cost etc.*) AND SPECIFIC ROLE:

THIS JOB ORDER PROJECT WAS CONTRACTED BETWEEN OUR FIRM AND THE DEER VALLEY SCHOOL DISTRICT THROUGH OUR CURRENT MOHAVE JOC (10J-AFCO-1101). THE DEER VALLEY USD CONTACTED US FOR A PROPOSAL FOR CHAIN LINK FENCING ALONG THEIR BUS DROP OFF AREAS. JIM WAS RESPONSIBLE FOR THE FENCE LAYOUT AND DESIGN, WORKING DIRECTLY WITH THE OWNER TO ENSURE THEIR NEEDS WERE MET. AFTER APPROVAL OF THE WORK, JIM WAS RESPONSIBLE FOR THE DIRECT MANAGEMENT OF THE PROJECT MAKING SURE THE OWNERS REQUIREMENTS WERE MET. OUR CONTRACT TOTAL WAS \$15,340.10

19e(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

(Complete one Section E for each key person.)

12. NAME: **DENNIS WEST**

13. ROLE IN THIS CONTRACT: **PROJECT ESTIMATOR / SR. PROJECT MANAGER**

14a. YEARS EXPERIENCE - TOTAL: **31 YEARS**

14b. YEARS EXPERIENCE - WITH CURRENT FIRM: **5 YEARS**

15. FIRM NAME AND LOCATION *(City and State)*: **ASSOCIATED FENCE (GLENDALE, AZ)**

16. EDUCATION *(DEGREE AND SPECIALIZATION)*: **B.A. MARKETING (ARIZONA STATE)**

17. CURRENT PROFESSIONAL REGISTRATION *(STATE AND DISCIPLINE)*: **N/A**

18. OTHER PROFESSIONAL QUALIFICATIONS *(Publications, Organizations, Training, Awards, etc.)*: **N/A**

19a(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State)*: **KENNEDY SCHOOL, IRON FENCING. (PHOENIX, AZ)**

19a(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2013**

19a(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2013**

19a(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

THIS JOB ORDER PROJECT WAS CONTRACTED BETWEEN OUR FIRM AND THE CREIGHTON SCHOOL DISTRICT THROUGH OUR CURRENT MOHAVE JOC (10J-AFCO-1101). DENNIS WAS CONTACTED BY THE CREIGHTON SCHOOL DISTRICT TO REVIEW THEIR FENCING NEEDS FOR THIS CAMPUS. DURING THE ON SITE MEETING IT WAS DETERMINED THAT THE SCHOOL WAS IN NEED OF 110 LF OF FENCING FOR THE BIKE PARKING & 152 LF OF FENCING TO SECURE THE NORTH END OF THEIR CAMPUS. DENNIS WORKED WITH THE SCHOOL ON FENCE DESIGN AND LAYOUT, PROVIDED A JOB ORDER QUOTE THROUGH OUR JOC UNIT PRICE BOOK AND MANAGED THE WORK AFTER APPROVAL FROM THE DISTRICT. OUR CONTRACT TOTAL WAS \$25,482.64

19a(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19b(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State)*: **ANTHEM SCHOOL, CHAIN LINK FENCING. (FLORENCE, AZ)**

19b(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2013**

19b(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2014**

19b(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

THIS JOB ORDER PROJECT WAS CONTRACTED BETWEEN OUR FIRM AND THE FLORENCE UNIFIED SCHOOL DISTRICT THROUGH OUR CURRENT MOHAVE JOC (10J-AFCO-1101). THE SCOPE INVOLVED THE REPLACEMENT OF EXISTING FENCING WITH BRAND NEW CHAIN LINK FENCING. THE TOTAL LENGTH OF THE PROJECT WAS 1,301 LF OF 6' HT CHAIN LINK FENCING ALONG WITH GATES FOR ENTRY ALONG THE FENCE LINE. DENNIS' RESPONSIBILITIES WERE TO ESTABLISH THE NEEDS OF THE SCHOOL, PROVIDE EXPERTISE ABOUT THE BEST SOLUTION WHILE MEETING THEIR BUDGET. AFTER APPROVAL OF THE JOB ORDER DENNIS SUPERVISED THE FIELD INSTALLATION. TOTAL FOR THIS WORK WAS \$36,793.97

19b(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19c(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State)*: **MONTEREY PARK SCHOOL, FENCE REPLACEMENT. (PHOENIX, AZ)**

19c(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

19c(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2014**

19c(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

THIS JOB ORDER PROJECT WAS CONTRACTED BETWEEN OUR FIRM AND THE PHOENIX ELEMENTARY SCHOOL DISTRICT THROUGH OUR CURRENT MOHAVE JOC (10J-AFCO-1101). THIS JOB ORDER INCLUDED THE REPLACEMENT OF THE EXISTING CHAIN LINK FENCING WITH BRAND NEW ORNAMENTAL IRON FENCING PER THE PHOENIX ELEMENTARY SCHOOL DISTRICT STANDARDS. THE FENCING WAS REPLACED ON THE ENTIRE NORTH END OF THE SCHOOL CAMPUS. DENNIS WAS RESPONSIBLE FOR THE FENCE DESIGN & BUDGET INITIALLY, AND AFTER APPROVAL OF THE WORK HE SUPERVISED THE INSTALLATION ENSURING THE OWNER'S REQUIREMENTS WERE MET. OUR CONTRACT TOTAL FOR THIS ORDER WAS \$38,083.85

19c(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19d(1) RELEVANT PROJECT - TITLE AND LOCATION (*City and State*): **MOHAVE MIDDLE SCHOOL, FENCE REPLACEMENT. (SCOTTSDALE, AZ)**

19d(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2015**

19d(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2015**

19d(3) RELEVANT PROJECT - BRIEF DESCRIPTION (*Brief scope, size, cost etc.*) AND SPECIFIC ROLE:

THIS JOB ORDER PROJECT WAS CONTRACTED BETWEEN OUR FIRM AND THE SCOTTSDALE SCHOOL DISTRICT THROUGH OUR CURRENT MOHAVE JOC (10J-AFCO-1101). THIS PROJECT INVOLVED REMOVING ALL OF THE EXISTING 5' HT CHAIN LINK FENCING AROUND THE SCHOOL CAMPUS AND REPLACING IT WITH NEW 6' HT CHAIN LINK FENCING IN THE SAME LOCATION. THE QUANTITY OF FENCE WAS WELL OVER 1,200 LF NOT INCLUDING GATES. DENNIS RAN THE PROJECT FROM START TO FINISH WHICH INCLUDED PROVIDING THE ORIGINAL BUDGET & DESIGN, FENCE LAYOUT, & SUPERVISION OF THE INSTALLATION. THE TOTAL VALUE OF THE PROJECT WAS \$35,695.26

19d(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19e(1) RELEVANT PROJECT - TITLE AND LOCATION (*City and State*): **LAVEEN ESD, PEDESTRIAN BARRIER FENCE. (LAVEEN, AZ)**

19e(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2015**

19e(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2015**

19e(3) RELEVANT PROJECT - BRIEF DESCRIPTION (*Brief scope, size, cost etc.*) AND SPECIFIC ROLE:

THIS JOB ORDER PROJECT WAS CONTRACTED BETWEEN OUR FIRM AND THE LAVEEN ELEMENTARY SCHOOL DISTRICT THROUGH OUR CURRENT MOHAVE JOC (10J-AFCO-1101). THE SCOPE OF WORK FOR THIS PROJECT INVOLVED THE INSTALLATION OF 28" HT CUSTOM STEEL PEDESTRIAN BARRIER FENCING ACROSS 7 SEPARATE SCHOOLS FOR THE DISTRICT. INSTALLATION FOOTAGE EXCEEDED 1,100 LF WHEN ALL 7 SITES ARE ADDED TOGETHER. DENNIS WORKED WITH THE OWNER TO DESIGN A FENCING SYSTEM THAT WOULD MEET THEIR NEEDS FOR THESE AREAS. HE PROVIDED THE JOB ORDER QUOTES AND ONCE THE WORK WAS APPROVED HE FIELD SUPERVISED THE INSTALLATION WITH THE OWNER REPRESENTATIVE. THE TOTAL VALUE OF THIS ORDER WAS \$124,057.36

19e(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

(Complete one Section E for each key person.)

12. NAME: **RUDY VASQUEZ**

13. ROLE IN THIS CONTRACT: **PROJECT ESTIMATOR / ASSISTANT PROJECT MANAGER**

14a. YEARS EXPERIENCE - TOTAL: **18 YEARS**

14b. YEARS EXPERIENCE - WITH CURRENT FIRM: **16 YEARS**

15. FIRM NAME AND LOCATION *(City and State)*: **ASSOCIATED FENCE (GLENDALE, AZ)**

16. EDUCATION *(DEGREE AND SPECIALIZATION)*: **HS DIPLOMA / ON JOB TRAINING FOR FENCING.**

17. CURRENT PROFESSIONAL REGISTRATION *(STATE AND DISCIPLINE)*: **N/A**

18. OTHER PROFESSIONAL QUALIFICATIONS *(Publications, Organizations, Training, Awards, etc.)*: **N/A**

19a(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State)*: **GLENDALE AMERICAN SCHOOL, BUS LANE FENCE. (GLENDALE, AZ)**

19a(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2013**

19a(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2013**

19a(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

THIS JOB ORDER PROJECT WAS CONTRACTED BETWEEN OUR FIRM AND THE GLENDALE ELEMENTARY SCHOOL DISTRICT THROUGH OUR CURRENT MOHAVE JOC (10J-AFCO-1101). THIS PROJECT INCLUDED FENCING NEEDED TO RECONFIGURE AN ENTRANCE INTO THE SCHOOL'S MAINTENANCE YARD WHILE KEEPING THE CAMPUS SECURE. WE INSTALLED A TOTAL OF 108 LF OF THE DISTRICT STANDARD IRON FENCING ALONG WITH FIRELANE GATES AND MAN GATES. RUDY WAS INVOLVED IN DESIGNING THE FENCE LAYOUT & DEVELOPING THE PRE-CONSTRUCTION DOCUMENTS NEEDED. AFTER APPROVAL OF THE JOB ORDER WAS RECEIVED RUDY WAS ON SITE TO MAKE SURE THE FENCING WAS INSTALLED AS DISCUSSED WITH THE OWNER. THE JOB ORDER TOTALED \$11,882.08

19a(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19b(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State)*: **BICENTENNIAL NORTH SCHOOL, FENCE REPLACEMENT. (GLENDALE, AZ)**

19b(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

19b(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2015**

19b(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

THIS JOB ORDER PROJECT WAS CONTRACTED BETWEEN OUR FIRM AND THE GLENDALE ELEMENTARY SCHOOL DISTRICT THROUGH OUR CURRENT MOHAVE JOC (10J-AFCO-1101). THIS JOB ORDER INVOLVED THE REPLACEMENT OF THE EXISTING CHAIN LINK FENCE WITH BRAND NEW FENCING IN KIND TO SECURE THE CAMPUS. THE EXISTING FENCING WAS VERY OLD AND IN BAD NEED OF REPLACEMENT. RUDY'S INVOLVEMENT IN THE PROJECT CONSISTED OF MEETING WITH THE DISTRICT REPRESENTATIVE TO ESTABLISH THE SCOPE OF WORK, PRESENTING THE BUDGET FOR THE FENCING, AND MANAGING THE ON-SITE INSTALLATION OF ALL FENCING MATERIALS. THE CONTRACT TOTAL WAS \$11,043.21

19b(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19c(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State)*: **FOWLER ELEMENTARY SCHOOL, FENCE UPGRADES. (PHOENIX, AZ)**

19c(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

19c(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2014**

19c(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

THIS JOB ORDER PROJECT WAS CONTRACTED BETWEEN OUR FIRM AND THE FOWLER ELEMENTARY SCHOOL DISTRICT THROUGH OUR CURRENT MOHAVE JOC (10J-AFCO-1101). THIS JOB ORDER INCLUDED THE REPLACEMENT OF THE EXISTING CHAIN LINK FENCING WITH BRAND NEW ORNAMENTAL IRON FENCING PER THE FOWLER ELEMENTARY SCHOOL DISTRICT STANDARDS. THE FENCING WAS REPLACED ON THE ENTIRE NORTH END OF THE SCHOOL CAMPUS. RUDY WAS RESPONSIBLE FOR THE FENCE DESIGN & BUDGET INITIALLY AND AFTER APPROVAL OF THE WORK, HE SUPERVISED THE INSTALLATION ENSURING THE OWNER'S REQUIREMENTS WERE MET. OUR CONTRACT TOTAL FOR THIS ORDER WAS \$13,887.67

19c(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19d(1) RELEVANT PROJECT - TITLE AND LOCATION (*City and State*): **DESERT GARDEN ES, SECURITY FENCE. (GLENDALE, AZ)**

19d(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2012**

19d(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2012**

19d(3) RELEVANT PROJECT - BRIEF DESCRIPTION (*Brief scope, size, cost etc.*) AND SPECIFIC ROLE:

THIS JOB ORDER PROJECT WAS CONTRACTED BETWEEN OUR FIRM AND THE GLENDALE ELEMENTARY SCHOOL DISTRICT THROUGH OUR CURRENT MOHAVE JOC (10J-AFCO-1101). THE SCHOOL DISTRICT CONTACTED US WITH A SECURITY ISSUE INVOLVING RESIDENTS OF THE ADJACENT APARTMENT COMPLEX JUMPING THE EXISTING BLOCK WALL INTO THE SCHOOL PROPERTY. RUDY WORKED WITH THE DISTRICT TO DESIGN A 4' HT WROUGHT IRON FENCE TO BE INSTALLED ON TOP OF THE EXISTING WALL TO PREVENT FURTHER TRESSPASSING. THERE WAS A TOTAL OF 710 LF OF THIS FENCING SYSTEM INSTALLED. RUDY'S ROLE WAS THE ORIGINAL CONTACT WITH THE OWNER, DESIGN OF THE FENCING SOLUTION, PREPARATION OF THE JOB ORDER PROPOSAL, SECURING THE PURCHASE ORDER, PREPARING OF THE WORK ORDER FOR THE FABRICATION SHOP, & FIELD MANAGEMENT OF THE PROJECT. THE TOTAL VALUE OF THIS PURCHASE ORDER WAS \$35,664.40

19d(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19e(1) RELEVANT PROJECT - TITLE AND LOCATION (*City and State*): **DON MENSENDICK ES, PARKING LOT FENCE. (GLENDALE, AZ)**

19e(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

19e(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2014**

19e(3) RELEVANT PROJECT - BRIEF DESCRIPTION (*Brief scope, size, cost etc.*) AND SPECIFIC ROLE:

THIS JOB ORDER PROJECT WAS CONTRACTED BETWEEN OUR FIRM AND THE GLENDALE ELEMENTARY SCHOOL DISTRICT THROUGH OUR CURRENT MOHAVE JOC (10J-AFCO-1101). THE SCOPE OF WORK FOR THIS PROJECT INVOLVED THE INSTALLATION OF 90 LF OF 4' HT CHAIN LINK FENCE TO DIVIDE THE PARKING LOT BETWEEN EMPLOYEE AND VISITOR PARKING. RUDY WAS INVOLVED IN GIVING INPUT ON THE FENCING LOCATION AND DESIGNING THE ACTUAL FENCE MATERIALS TO BE USED. AFTER AWARD OF THE PROJECT HE ASSISTED IN THE FIELD MANAGEMENT OF THE PROJECT. THE CONTRACT TOTAL FOR THIS JOB WAS \$5,096.75

19e(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

D. EXAMPLE PROJECT KEY NUMBER: **1**

E. TITLE AND LOCATION (*City and State*): **INGLESIDE MIDDLE SCHOOL, FENCE REPLACEMENT. (PHOENIX, AZ)**

F. YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

G. YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2014**

23a. PROJECT OWNER'S INFORMATION - PROJECT OWNER: **SCOTTSDALE UNIFIED SCHOOL DISTRICT #48**

23b. PROJECT OWNER'S INFORMATION - POINT OF CONTACT NAME: **GREG SKELTON**

23c. PROJECT OWNER'S INFORMATION - POINT OF CONTACT TELEPHONE NUMBER: **(480) 484-8534**

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (*Include scope, size, and cost*):

THIS PROJECT WAS A JOB ORDER PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101) BETWEEN OUR FIRM AND THE SCOTTSDALE UNIFIED SCHOOL DISTRICT.

WE WERE CONTACTED BY THE DISTRICT ABOUT A CONCERN THEY WERE HAVING REGARDING THE VISUAL ASTHETICS OF AN EXISTING CHAIN LINK FENCE THAT WAS DIRECTLY ADJACENT TO A VERY HIGH TRAFFIC MAIN ROAD (INDIAN SCHOOL ROAD IN SOUTH SCOTTSDALE). WE MET WITH THE SCHOOL AND RECOMMENDED THAT DUE TO THE FENCING BEING THE MAIN FACE OF THE SCHOOL ALONG THIS ROAD THAT AN ORNAMENTAL IRON FENCE REPLACE THE CHAIN LINK. WE PROVIDED A PROPOSAL TO COMPLETE THIS WORK.

AFTER APPROVAL OF THE JOB ORDER WE REMOVED THE EXISTING CHAIN LINK FENCE IN ITS ENTIRETY, DISPOSED OF THE MATERIALS, AND INSTALLED THE BRAND NEW ORNAMENTAL IRON FENCING SYSTEM. THE NEW FENCING MATCHED THE DISTRICT STANDARD AND WAS CUSTOM PAINTED TO MATCH THE SCHOOL COLORS. INCLUDED IN THE LENGTH OF THE FENCE WE INSTALLED 2 MAN GATES FOR ACCESS. THE TOTAL LENGTH OF THE FENCE WAS 670 LF.

THE TOTAL VALUATION OF THIS PROJECT WAS \$44,666.15 INCLUDING SALES TAX.

THIS ORDER REPRESENTS ONE OF THE LARGER ORDERS WE HAVE BEEN APPROVED FOR USING OUR MOHAVE JOC OVER THE LAST 5 YEARS. WE BELIVE THIS IS AN ACCURATE REPRESENTATION OF THE TYPE OF FENCING PROJECTS THAT THE MEMBERS HAVE DONE UTILIZING THE MOHAVE FENCING JOC.

25. FIRMS FROM SECTION INVOLVED WITH THIS PROJECT

(1) FIRM NAME	(2) FIRM LOCATION (<i>City and State</i>)	(3) ROLE
ASSOCIATED FENCE	GLENDALE, AZ	SELF-PERFORMING CONTRACTOR

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

D. EXAMPLE PROJECT KEY NUMBER: 2

E. TITLE AND LOCATION *(City and State)*: ANTHEM ELEMENTARY SCHOOL, FENCE REPLACEMENT. (FLORENCE, AZ)

F. YEAR COMPLETED - PROFESSIONAL SERVICES: 2013

G. YEAR COMPLETED - CONSTRUCTION *(If applicable)*: 2014

23a. PROJECT OWNER'S INFORMATION - PROJECT OWNER: FLORENCE UNIFIED SCHOOL DISTRICT #1

23b. PROJECT OWNER'S INFORMATION - POINT OF CONTACT NAME: RICH DEVRIES

23c. PROJECT OWNER'S INFORMATION - POINT OF CONTACT TELEPHONE NUMBER: (520) 251-1877

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*:

THIS PROJECT WAS A JOB ORDER PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101) BETWEEN OUR FIRM AND THE FLORENCE UNIFIED SCHOOL DISTRICT.

ON THIS CAMPUS PROJECT WE WERE CONTRACTED TO REPLACE WROUGHT IRON FENCING THAT HAD BEEN ALMOST COMPLETED RUSTED THROUGH. THE FENCING SYSTEM WE DESIGNED TO MEET THE MEMBER'S NEEDS WAS A GALVANIZED CHAIN LINK FENCE SYSTEM. WE CHOSE THE CHAIN LINK DUE TO ITS VERSATILITY AND ABILITY TO WITHSTAND EXTREME CONDITIONS. THE CONDITION ON THIS PROJECT WAS THE DAILY EXPOSURE TO THE ACIDIC RECLAIMED WATER USED TO IRRIGATE THE GRASS ON THE SCHOOL.

WE REPLACED 1,065 LF OF THE EXISTING SOUTH PROPERTY PERIMETER FENCE. INCLUDED IN THIS LENGTH WERE A 14' WIDE VEHICULAR DUAL SWINGING GATE AND A 6' WIDE MAN GATE. ALONG WITH THE SOUTH PERIMETER FENCE WE ALSO REPLACED 271 LF OF THE RUSTED IRON FENCING AROUND THE PLAYGROUND. IN THIS LENGTH THERE WAS A 16' WIDE VEHICULAR DUAL SWINGING GATE AND A 5' WIDE MAN GATE INSTALLED.

THE TOTAL VALUATION OF THIS PROJECT WAS \$36,793.97 INCLUDING SALES TAX.

THIS ORDER REPRESENTS ONE OF THE LARGER ORDERS WE HAVE BEEN APPROVED FOR USING OUR MOHAVE JOC OVER THE LAST 5 YEARS. WE BELIVE THIS IS AN ACCURATE REPRESENTATION OF THE TYPE OF FENCING PROJECTS THAT THE MEMBERS HAVE DONE UTILIZING THE MOHAVE FENCING JOC.

25. FIRMS FROM SECTION INVOLVED WITH THIS PROJECT

(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
ASSOCIATED FENCE	GLENDALE, AZ	SELF-PERFORMING CONTRACTOR

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

D. EXAMPLE PROJECT KEY NUMBER: **3**

E. TITLE AND LOCATION (*City and State*): **SUNRIDGE ELEMENTARY SCHOOL, SECURITY FENCE REPLACEMENT. (PHOENIX, AZ)**

F. YEAR COMPLETED - PROFESSIONAL SERVICES: **2011**

G. YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2012**

23a. PROJECT OWNER'S INFORMATION - PROJECT OWNER: **FOWLER ELEMENTARY SCHOOL DISTRICT #45**

23b. PROJECT OWNER'S INFORMATION - POINT OF CONTACT NAME: **GREG LOYOLA**

23c. PROJECT OWNER'S INFORMATION - POINT OF CONTACT TELEPHONE NUMBER: **(623) 707-4500**

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (*Include scope, size, and cost*):

THIS PROJECT WAS A JOB ORDER PROCURED THROUGH OUR MOHAVE JOC (103-AFCO-1101) BETWEEN OUR FIRM AND THE FOWLER ELEMENTARY SCHOOL DISTRICT.

ON THIS CAMPUS PROJECT WE WERE CONTRACTED TO REPLACE THE EXISTING LIGHT COMMERCIAL GRADE CHAIN LINK FENCING THAT WAS SERVING AS THE SECURITY FENCE. WE DESIGNED A HEAVY DUTY COMMERCIAL GRADE WROUGHT IRON FENCE TO SERVE AS THE NEW SECURITY FENCE. WE PROPOSED THE WROUGHT IRON FENCE BECAUSE OF ITS ANTI-CLIMB AND ANTI-CUT PROPERTIES.

WE REPLACED A TOTAL OF 620 LF OF THE EXISTING FENCING WITH THE NEW PRODUCT. INCLUDED IN THE FOOTAGE THERE WERE 8 MAN GATES AND 1 DUAL SLIDING VEHICLE GATE INSTALLED. THE FENCING WAS INSTALLED IN 4 LOCATIONS ACROSS THE CAMPUS. IN ALL OF THE LOCATIONS THE FENCING WAS INSTALLED AS A DIRECT BARRIER TO KEEP THE PUBLIC FROM ENTERING THE SCHOOL AREAS WITHOUT GOING THROUGH THE MAIN OFFICE.

THE TOTAL VALUATION OF THIS PROJECT WAS \$38,138.77 INCLUDING SALES TAX.

THIS ORDER REPRESENTS ONE OF THE LARGER ORDERS WE HAVE BEEN APPROVED FOR USING OUR MOHAVE JOC OVER THE LAST 5 YEARS. WE BELIVE THIS IS AN ACCURATE REPRESENTATION OF THE TYPE OF FENCING PROJECTS THAT THE MEMBERS HAVE DONE UTILIZING THE MOHAVE FENCING JOC.

25. FIRMS FROM SECTION INVOLVED WITH THIS PROJECT

(1) FIRM NAME	(2) FIRM LOCATION (<i>City and State</i>)	(3) ROLE
ASSOCIATED FENCE	GLENDALE, AZ	SELF-PERFORMING CONTRACTOR

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

D. EXAMPLE PROJECT KEY NUMBER: **4**

E. TITLE AND LOCATION (*City and State*): **DESERT GARDEN ELEMENTARY SCHOOL, SECURITY FENCE BARRIER. (GLENDALE, AZ)**

F. YEAR COMPLETED - PROFESSIONAL SERVICES: **2012**

G. YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2012**

23a. PROJECT OWNER'S INFORMATION - PROJECT OWNER: **GLENDALE ELEMENTARY SCHOOL DISTRICT #40**

23b. PROJECT OWNER'S INFORMATION - POINT OF CONTACT NAME: **LEANDRO BALDENEGRO**

23c. PROJECT OWNER'S INFORMATION - POINT OF CONTACT TELEPHONE NUMBER: **(623) 237-4000**

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (*Include scope, size, and cost*):

THIS PROJECT WAS A JOB ORDER PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101) BETWEEN OUR FIRM AND THE GLENDALE ELEMENTARY SCHOOL DISTRICT.

ON THIS JOB WE WERE ORIGINALLY CONTACTED BY THE SCHOOL DISTRICT WITH A SECURITY ISSUE THEY WERE HAVING. THIS SCHOOL IS DIRECTLY ADJACENT TO AN APARTMENT COMPLEX AND THE SCHOOL WAS HAVING ISSUES WITH RESIDENTS OF THE COMPLEX JUMPING OVER THE PERIMETER WALL & TRESSPASSING ONTO SCHOOL PROPERTY. WE PROPOSED THE USE OF A CUSTOM 4' HT IRON FENCE INSTALLED ON TOP OF THE EXISTING WALL TO ELIMINATE THIS CONTINUOUS ISSUE.

AFTER APPROVAL OF THE JOB QUOTE, WE MANUFACTURED AND INSTALLED 710 LF OF NEW SPEAR TOP IRON FENCING ON TOP OF THE EXISTING WALL. THE FENCING RAN ALONG THE ENTIRE SOUTH PROPERTY LINE OF THE SCHOOL CAMPUS.

THE TOTAL VALUATION OF THIS PROJECT WAS \$35,664.40 INCLUDING SALES TAX.

THIS ORDER REPRESENTS ONE OF THE LARGER ORDERS WE HAVE BEEN APPROVED FOR USING OUR MOHAVE JOC OVER THE LAST 5 YEARS. WE BELIEVE THIS IS AN ACCURATE REPRESENTATION OF THE TYPE OF FENCING PROJECTS THAT THE MEMBERS HAVE DONE UTILIZING THE MOHAVE FENCING JOC.

25. FIRMS FROM SECTION INVOLVED WITH THIS PROJECT

(1) FIRM NAME	(2) FIRM LOCATION (<i>City and State</i>)	(3) ROLE
ASSOCIATED FENCE	GLENDALE, AZ	SELF-PERFORMING CONTRACTOR

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

D. EXAMPLE PROJECT KEY NUMBER: 5

E. TITLE AND LOCATION (*City and State*): **KENNEDY ELEMENTARY SCHOOL, FENCE UPGRADES. (PHOENIX, AZ)**

F. YEAR COMPLETED - PROFESSIONAL SERVICES: **2013**

G. YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2014**

23a. PROJECT OWNER'S INFORMATION - PROJECT OWNER: **CREIGHTON ELEMENTARY SCHOOL DISTRICT #14**

23b. PROJECT OWNER'S INFORMATION - POINT OF CONTACT NAME: **ROY SUCANICK**

23c. PROJECT OWNER'S INFORMATION - POINT OF CONTACT TELEPHONE NUMBER: **(602) 980-5496**

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (*Include scope, size, and cost*):

THIS PROJECT WAS A JOB ORDER PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101) BETWEEN OUR FIRM AND THE CREIGHTON ELEMENTARY SCHOOL DISTRICT.

ON THIS JOB WE WERE ORIGINALLY CONTACTED BY THE SCHOOL DISTRICT WITH A NEED FOR SOME MISC FENCING ON THEIR CAMPUS. THEY WERE LOOKING FOR FENCING TO CREATE A NEW BICYCLE PARKING ENCLOSURE AT ONE AREA AND THEN TO SECURE THEIR NORTH END PARKING LOT ON THE WEST END. OUR JOB QUOTE FOR THE PROJECT WAS FOR WROUGHT IRON FENCING TO MATCH THE EXISTING CAMPUS STANDARD.

AFTER APPROVAL OF THE JOB QUOTE, WE MANUFACTURED AND INSTALLED 262 LF OF NEW IRON FENCING. THE MAJORITY OF THE FENCING WAS 6' IN HEIGHT BUT THERE WAS 40 LF OF 4' HT WE HAD TO INSTALL ON TOP OF THE WALL. THE AREA FOR THE NEW BICYCLE ENCLOSURE WAS A 40' X 36' AREA COMPLETE WITH A 12' WIDE DUAL SWING GATE FOR ACCESS. THE NORTH END WAS 30 LF OF 6' HT FENCING, 40 LF OF 4' HT ON TOP OF A WALL, AND 2 EA 20' WIDE DUAL LEAF SLIDE GATES. ALL OF THE MATERIALS NEEDED TO COMPLETE THIS PROJECT WERE CUSTOM MADE IN OUR FABRICATION SHOP.

THE TOTAL VALUATION OF THIS PROJECT WAS \$25,482.64 INCLUDING SALES TAX.

THIS ORDER IS REPRESENTATIVE OF AN AVERAGE ORDER WE HAVE BEEN APPROVED FOR USING OUR MOHAVE JOC OVER THE LAST 5 YEARS. WE BELIVE THIS IS AN ACCURATE REPRESENTATION OF THE TYPE OF FENCING PROJECTS THAT THE MEMBERS HAVE DONE UTILIZING THE MOHAVE FENCING JOC.

25. FIRMS FROM SECTION INVOLVED WITH THIS PROJECT

(1) FIRM NAME	(2) FIRM LOCATION (<i>City and State</i>)	(3) ROLE
ASSOCIATED FENCE	GLENDALE, AZ	SELF-PERFORMING CONTRACTOR

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

D. EXAMPLE PROJECT KEY NUMBER: **6**

E. TITLE AND LOCATION (*City and State*): **CARL HAYDEN HS, BACKSTOP REPLACEMENT. (PHOENIX, AZ)**

F. YEAR COMPLETED - PROFESSIONAL SERVICES: **2013**

G. YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2013**

23a. PROJECT OWNER'S INFORMATION - PROJECT OWNER: **PHOENIX UNION HIGH SCHOOL DISTRICT #210**

23b. PROJECT OWNER'S INFORMATION - POINT OF CONTACT NAME: **PAUL RIVERA**

23c. PROJECT OWNER'S INFORMATION - POINT OF CONTACT TELEPHONE NUMBER: **(602) 686-1560**

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (*Include scope, size, and cost*):

THIS PROJECT WAS A JOB ORDER PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101) BETWEEN OUR FIRM AND THE PHOENIX UNION HIGH SCHOOL DISTRICT.

ON THIS PROJECT WE WERE CONTACTED BY THE SCHOOL DISTRICT REPRESENTATIVE WITH HIS CONCERN ABOUT THE CONDITION OF A VERY OLD BACKSTOP THEY HAD AT THE HIGH SCHOOL. WE SETUP A FIELD INSPECTION TO ADDRESS HIS CONCERNS AND CONFIRMED THAT THE BACKSTOP IN QUESTION WAS IN POOR CONDITION AND NEEDING REPLACEMENT PRIOR TO THE BEGINNING OF THE SOFTBALL SEASON. WE PROPOSED AN UPGRADED BACKSTOP SYSTEM AND PROVIDED A QUOTE FOR THE WORK.

AFTER APPROVAL OF THE JOB QUOTE, WE REMOVED THE EXISTING BACKSTOP IN ITS ENTIRETY, DISPOSED OF THE MATERIALS, AND INSTALLED A BRAND NEW HIGH QUALITY BACKSTOP FENCE SYSTEM. THE NEW BACKSTOP UTILIZED 4" OD SS40 GALV PIPE FENCE SUPPORT POSTS. THE CHAIN LINK FABRIC ON THE BACKSTOP WAS UPGRADED TO 6 GAUGE ON THE BOTTOM 10' IN HEIGHT. (THE STRONGEST AVAILABLE). THE BALANCE WAS INSTALLED WITH THE STANDARD COMMERCIAL 9 GAUGE. AFTER COMPLETION OF THE BACKSTOP, THE LANDSCAPING WAS RESTORED TO ITS ORIGINAL CONDITION READY FOR THE SOFTBALL SEASON.

THE TOTAL VALUATION OF THIS PROJECT WAS \$21,314.79 INCLUDING SALES TAX.

THIS ORDER IS REPRESENTATIVE OF AN AVERAGE ORDER WE HAVE BEEN APPROVED FOR USING OUR MOHAVE JOC OVER THE LAST 5 YEARS. WE BELIVE THIS IS AN ACCURATE REPRESENTATION OF THE TYPE OF FENCING PROJECTS THAT THE MEMBERS HAVE DONE UTILIZING THE MOHAVE FENCING JOC.

25. FIRMS FROM SECTION INVOLVED WITH THIS PROJECT

(1) FIRM NAME	(2) FIRM LOCATION (<i>City and State</i>)	(3) ROLE
ASSOCIATED FENCE	GLENDALE, AZ	SELF-PERFORMING CONTRACTOR

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

D. EXAMPLE PROJECT KEY NUMBER: **7**

E. TITLE AND LOCATION (*City and State*): **MONTEREY PARK ELEMENTARY, FENCE REPLACEMENT. (PHOENIX, AZ)**

F. YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

G. YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2014**

23a. PROJECT OWNER'S INFORMATION - PROJECT OWNER: **PHOENIX ELEMENTARY SCHOOL DISTRICT #1**

23b. PROJECT OWNER'S INFORMATION - POINT OF CONTACT NAME: **KARL TRUSCOTT**

23c. PROJECT OWNER'S INFORMATION - POINT OF CONTACT TELEPHONE NUMBER: **(602) 723-8146**

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (*Include scope, size, and cost*):

THIS PROJECT WAS A JOB ORDER PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101) BETWEEN OUR FIRM AND THE PHOENIX ELEMENTARY SCHOOL DISTRICT.

ON THIS PROJECT WE WERE CONTACTED BY THE SCHOOL DISTRICT REPRESENTATIVE WITH HIS CONCERN ABOUT THE CONDITION THEIR PERIMETER FENCE ALONG THE ENTIRE NORTH & HALF OF THE EAST PROPERTY LINES. THE EXISTING FENCE WAS A CHAIN LINK FENCE IN EXTREME DISREPAIR. THE CONDITION OF THE FENCE DID NOT ALLOW FOR A BASIC REPAIR TO BE DONE. THE ENTIRE FENCE NEEDED REPLACEMENT. THE OWNER WAS VERY INTERESTED IN UPGRADING THE SYSTEM TO A WROUGHT IRON FENCE, WE DESIGNED A FENCE SYSTEM BASED ON THE DISTRICT STANDARDS AND PROVIDED A JOB QUOTE.

AFTER APPROVAL OF THE JOB QUOTE, WE REMOVED THE EXISTING FENCING ENTIRELY AND DISPOSED OF THE MATERIALS. WE THEN FABRICATED AND INSTALLED 387 LF OF BRAND NEW 6' HT WROUGHT IRON FENCING. INCLUDED IN THIS FOOTAGE WAS A 16' WIDE DUAL SWING VEHICLE ACCESS GATE AND A 4' WIDE MAN GATE.

THE TOTAL VALUATION OF THIS PROJECT WAS \$38,083.85 INCLUDING SALES TAX.

THIS ORDER IS REPRESENTATIVE OF AN AVERAGE ORDER WE HAVE BEEN APPROVED FOR USING OUR MOHAVE JOC OVER THE LAST 5 YEARS. WE BELIVE THIS IS AN ACCURATE REPRESENTATION OF THE TYPE OF FENCING PROJECTS THAT THE MEMBERS HAVE DONE UTILIZING THE MOHAVE FENCING JOC.

25. FIRMS FROM SECTION INVOLVED WITH THIS PROJECT

(1) FIRM NAME	(2) FIRM LOCATION (<i>City and State</i>)	(3) ROLE
ASSOCIATED FENCE	GLENDALE, AZ	SELF-PERFORMING CONTRACTOR

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT
(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

D. EXAMPLE PROJECT KEY NUMBER: **8**

E. TITLE AND LOCATION (*City and State*): **GREENHOUSE, ELECTRICAL, & OUTFIELD FENCE. (CONCHO, AZ)**

F. YEAR COMPLETED - PROFESSIONAL SERVICES: **2011**

G. YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2011**

23a. PROJECT OWNER'S INFORMATION - PROJECT OWNER: **CONCHO ELEMENTARY SCHOOL DISTRICT #6**

23b. PROJECT OWNER'S INFORMATION - POINT OF CONTACT NAME: **ANDY WILHELM**

23c. PROJECT OWNER'S INFORMATION - POINT OF CONTACT TELEPHONE NUMBER: **(928) 337-9357**

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (*Include scope, size, and cost*):

THIS PROJECT IS ONE OF THE FIRST JOB ORDERS PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101). IT WAS BETWEEN OUR FIRM AND THE CONCHO ELEMENTARY SCHOOL DISTRICT.

ON THIS PROJECT WE WERE CONTACTED BY THE SCHOOL DISTRICT REPRESENTATIVE REGARDING HIS NEED FOR MISC FENCING TO BE INSTALLED AT 3 DIFFERENT LOCATIONS ON HIS SCHOOL DISTRICT CAMPUS. AFTER DETERMINING THE FENCE LAYOUT, SPECIFICATIONS REQUIRED, & TIMELINE WE PROVIDED THE DISTRICT WITH A JOB QUOTE.

AFTER APPROVAL OF THE JOB QUOTE, WE MOBILIZED TO THE JOBSITE AND BEGAN THE FENCING INSTALLATION. THE WORK INCLUDED INSTALLING A 6' HT PERIMETER OUTFIELD FENCE ON THEIR BASEBALL FIELD AT THE FIRST LOCATION. THE 2ND LOCATION REQUIRED AN 8' HT CHAIN LINK FENCE TO ENCLOSE THEIR ELECTRICAL TRANSFORMERS. FINALLY, THE 3RD LOCATION WAS TO INSTALL 6' CHAIN LINK FENCING TO PROTECT THEIR GREENHOUSE.

THE TOTAL VALUATION OF THIS PROJECT WAS \$14,567.82 INCLUDING SALES TAX.

THIS PROJECT WAS ONE OF OUR FIRST ORDERS THROUGH OUR MOHAVE JOC. WE BELIEVE IT IS TYPICAL OF SOME OF THE MEMBER'S FENCING REQUIREMENTS IN SOME OF THE MORE RURAL/REMOTE AREAS OF THE STATE.

25. FIRMS FROM SECTION INVOLVED WITH THIS PROJECT

(1) FIRM NAME	(2) FIRM LOCATION (<i>City and State</i>)	(3) ROLE
ASSOCIATED FENCE	GLENDAL, AZ	SELF-PERFORMING CONTRACTOR

**F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S
QUALIFICATIONS FOR THIS CONTRACT**
*(Present as many projects as requested by the agency, or 10 projects, if not specified.
Complete one Section F for each project.)*

D. EXAMPLE PROJECT KEY NUMBER: **9**

E. TITLE AND LOCATION (*City and State*): **MOUNTAIN RIDGE HS, NEW FENCE INSTALL. (GLENDALE, AZ)**

F. YEAR COMPLETED - PROFESSIONAL SERVICES: **2014**

G. YEAR COMPLETED - CONSTRUCTION (*If applicable*): **2014**

23a. PROJECT OWNER'S INFORMATION - PROJECT OWNER: **DEER VALLEY UNIFIED SCHOOL DISTRICT #97**

23b. PROJECT OWNER'S INFORMATION - POINT OF CONTACT NAME: **TJ LONG**

23c. PROJECT OWNER'S INFORMATION - POINT OF CONTACT TELEPHONE NUMBER: **(480) 797-0658**

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (*Include scope, size, and cost*):

THIS PROJECT WAS A JOB ORDER PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101) BETWEEN OUR FIRM AND THE DEER VALLEY UNIFIED SCHOOL DISTRICT.

ON THIS PROJECT WE WERE CONTACTED BY THE SCHOOL DISTRICT REPRESENTATIVE WITH HIS CONCERN ABOUT THE SECURITY ISSUE OF NOT HAVING A PERIMETER FENCE ALONG THE SOUTH END OF THEIR CAMPUS. WE DISPATCHED A PROJECT MANAGER TO WALK THE SITE WITH THE OWNER AND CONFIRMED THAT THE AREA WAS IN NEED OF A BARRIER TO SECURE THE CAMPUS. AFTER DISCUSSING FENCING OPTIONS AND BUDGET, WE PROVIDED A JOB QUOTE BASED ON A CHAIN LINK FENCING SOLUTION.

ONCE WE RECEIVED APPROVAL FROM THE DISTRICT ON THE JOB, WE PROCURED THE MATERIALS AND BEGAN THE INSTALLATION PROCESS. WE INSTALLED A TOTAL OF 1,140 LF OF 6' CHAIN LINK FENCE ALONG THE SOUTH PROPERTY LINE. WE ALSO INSTALLED A 16' WIDE SINGLE GATE TO TIE THE NEW FENCE INTO AN EXISTING FENCE.

THE TOTAL VALUATION OF THIS PROJECT WAS \$23,848.02 INCLUDING SALES TAX.

THIS ORDER IS REPRESENTATIVE OF AN AVERAGE ORDER WE HAVE BEEN APPROVED FOR USING OUR MOHAVE JOC OVER THE LAST 5 YEARS. WE BELIVE THIS IS AN ACCURATE REPRESENTATION OF THE TYPE OF FENCING PROJECTS THAT THE MEMBERS HAVE DONE UTILIZING THE MOHAVE FENCING JOC.

25. FIRMS FROM SECTION INVOLVED WITH THIS PROJECT

(1) FIRM NAME	(2) FIRM LOCATION (<i>City and State</i>)	(3) ROLE
ASSOCIATED FENCE	GLENDALE, AZ	SELF-PERFORMING CONTRACTOR

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

D. EXAMPLE PROJECT KEY NUMBER: **10**

E. TITLE AND LOCATION *(City and State)*: **LAVEEN ESD, PEDESTRIAN BARRIER – 7 SCHOOLS. (LAVEEN, AZ)**

F. YEAR COMPLETED - PROFESSIONAL SERVICES: **2015**

G. YEAR COMPLETED - CONSTRUCTION *(If applicable)*: **2015**

23a. PROJECT OWNER'S INFORMATION - PROJECT OWNER: **LAVEEN ELEMENTARY SCHOOL DISTRICT #59**

23b. PROJECT OWNER'S INFORMATION - POINT OF CONTACT NAME: **DONNY RODMAN**

23c. PROJECT OWNER'S INFORMATION - POINT OF CONTACT TELEPHONE NUMBER: **(602) 621-3485**

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost)*:

THIS PROJECT WAS A JOB ORDER PROCURED THROUGH OUR MOHAVE JOC (10J-AFCO-1101) BETWEEN OUR FIRM AND THE LAVEEN ELEMENTARY SCHOOL DISTRICT.

ON THIS PROJECT WE WERE CONTACTED BY THE SCHOOL DISTRICT REPRESENTATIVE WITH A DISTRICT WIDE ISSUE THEY WERE HAVING. THE STUDENTS ACROSS THE CAMPUS WERE USING LANDSCAPED AREAS AS WALKING PATHS DAMAGING THE VEGETATION. WE MET WITH THE DISTRICT AND CAME UP WITH A PLAN TO GUIDE THE STUDENTS TO THE DESIGNATED WALKING PATHS. WE PROVIDED OUR PROPOSAL FOR THE PEDESTRIAN BARRER FENCE TO THE DISTRICT AND PROVIDED A COST FOR THE 7 CAMPUSES WHERE THIS WAS TO BE INSTALLED.

ONCE WE RECEIVED APPROVAL FROM THE DISTRICT ON THE JOB, WE PROCURED THE MATERIALS AND BEGAN THE INSTALLATION PROCESS. WE INSTALLED A TOTAL OF 2,622 LF OF 30" HEIGHT 2 RAIL CUSTOM PEDESTRIAN BARRIER FENCING ACROSS THE DISTRICT CAMPUSES. THE SMALLEST CAMPUS REQUIRED 177 LF OF THE BARRIER TO BE INSTALLED WHILE THE LARGEST REQUIRED 565 LF. THE RAILING ALSO HAD CUSTOM STEEL GRIDING PREVENTION TABS WELEDED TO THE HORIZONTAL RAILS TO PREVENT DAMAGE AND LOITERING.

THE TOTAL VALUATION OF THIS PROJECT WAS \$124,057.36 INCLUDING SALES TAX.

THIS ORDER IS THE ONE OF THE LARGEST ORDERS WE HAVE BEEN CONTRACTED TO USING OUR MOHAVE JOC DURING THE LAST 5 YEARS. WE BELIVE THIS IS AN ACCURATE REPRESENTATION OF THE TYPE OF FENCING PROJECTS THAT THE MEMBERS HAVE DONE UTILIZING THE MOHAVE FENCING JOC.

25. FIRMS FROM SECTION INVOLVED WITH THIS PROJECT

(1) FIRM NAME	(2) FIRM LOCATION <i>(City and State)</i>	(3) ROLE
ASSOCIATED FENCE	GLENDALE, AZ	SELF-PERFORMING CONTRACTOR

H. ADDITIONAL INFORMATION

29. PROVIDE ANY ADDITIONAL INFORMATION REQUESTED BY THE AGENCY. ATTACH ADDITIONAL SHEETS AS NEEDED:

9. AUTHORIZED REPRESENTATIVE
The foregoing is a statement of facts.

30. SIGNATURE OF AUTHORIZED REPRESENTATIVE: 

31. DATE SIGNED: **JUNE 25, 2015**

32. NAME AND TITLE OF SIGNER: **VINCENT "RYAN" BLAUVELT – CORPORATE SECRETARY**

ARCHITECT-ENGINEER QUALIFICATIONS

PART II - GENERAL QUALIFICATIONS

(If a firm has branch offices, complete for each specific branch office seeking work.)

1. SOLICITATION NUMBER *(If any):*
- 2a. FIRM (OR BRANCH OFFICE) NAME:
- 2b. FIRM (OR BRANCH OFFICE) STREET:
- 2c. FIRM (OR BRANCH OFFICE) CITY:
- 2d. FIRM (OR BRANCH OFFICE) STATE:
- 2e. FIRM (OR BRANCH OFFICE) ZIP CODE:
3. YEAR ESTABLISHED:
4. DUNS NUMBER:
- 5a. OWNERSHIP - TYPE:
- 5b. OWNERSHIP - SMALL BUSINESS STATUS:
- 6a. POINT OF CONTACT NAME AND TITLE:
- 6b. POINT OF CONTACT TELEPHONE NUMBER:
- 6c. POINT OF CONTACT E-MAIL ADDRESS:
7. NAME OF FIRM *(If block 2a is a branch office):*

8a. FORMER FIRM NAME(S) <i>(If any)</i>	8b. YR. ESTABLISHED	8c. DUNS NUMBER

g. Consultants and Subcontractors

Associated Fence is a fully self-performing fencing contractor. Our workforce allows for us to cover all aspects of the fencing installation from fabrication, installation, paint, & hardware.

Based on our experiences over the last 5 years with our current Mohave JOC we do not anticipate the need to use any subcontractors or consultants. We believe our workforce is more than sufficient to meet any fencing needs of any member of Mohave.

If there is an instance where a portion of our scope of work needs to be subcontracted, subcontractor selection and management will be in accordance with our subcontractor management plan. Please see tab 2m for details.

j. Past Performance

Associated Fence's Job Order Contract experience as the prime specialty contractor includes:

1. **Mohave Educational Services Cooperative** – Work under this cooperative began on November 11, 2010 under contract #: 10J-AFCO-1101. To date we have performed over 400 job orders ranging from \$320.08 up to \$124,077.34. The locations of these project have been all over the state of Arizona. We performed work on site from Seligman to Parker to Sahuarita. The total value of all orders (excluding blanket POs) to date is \$2,661,808.04. Please see our example projects #1-10 on the GSA 330 form for some of the more notable projects that were completed. This form can be found under tab 2f. Personnel.

Contact: Michael Carter
625 E Beale St
Kingman, AZ 86401
(928) 718-3222 PH
(928) 718-3238 FX

One of the more challenging projects we performed under this contract was for the Central Arizona Project. This project required compliance not only with our Mohave JOC contract but also the Central Arizona Project contract. Details for this Job Order are below:

Prime Contractor:	Associated Fence
Mohave Member:	Central Arizona Project
Member Contact:	Telma Reyes (623) 869-2435
Project:	Urban Fencing Project, Phase 3
Description:	Furnishing & installation of 4,111 LF of 4-strand barbed wire fencing, relocating existing 7' HT chain link fencing, & clearing of the fence line for installation.
Our Contract Total:	\$47,418.41
Completion Date:	October 2013

We have also performed work as the prime contractor for fencing services under various term contracts. Although they are not Job Order Contracts, we provide or have provided fencing services to these Mohave members as the prime contractor within the last 5 years.

2. **City of Peoria** – Work under this contract began on July 1, 2013 under contract #: ACON27413 Fencing Replacement & Repair. The scope of services under this contract includes the repair or replacement of existing fencing systems throughout the city of Peoria. Orders performed through this contract have ranged from \$375.37 up to \$17,436.75.

j. Past Performance

Contact: Lisa Houg
9875 N 85th Avenue, 2nd Floor
Peoria, AZ 85345
(623) 773-7115 PH
(623) 773-7118 FX

3. **City of Peoria** – Work under this contract began on January 29, 2008 under contract #: P08-011, Fencing Replacement & Repair. The scope of services under this contract includes the repair or replacement of existing fencing systems throughout the city of Peoria. The total value of all orders performed under this contract exceeded \$540,000.00

Contact: Lisa Houg
9875 N 85th Avenue, 2nd Floor
Peoria, AZ 85345
(623) 773-7115 PH
(623) 773-7118 FX

4. **Paradise Valley USD #69** – Work under this contract began on October 03, 2007 under contract #: 08-017 Ornamental Iron Fencing. The scope of services was to furnish & install ornamental iron fencing on an on-call basis throughout the district. The value of orders through this contract ranged from \$6,650.00 up to \$20,000.00

Contact: Ken Carter
15002 N 32nd Street
Phoenix, AZ 85032
(602) 449-2070 PH
(602) 449-2081 FX

In addition to the contracts we have directly held above, we have provided fencing services for many Mohave members as a subcontractor to a General Contractor who used a JOC for the project delivery method.

Here are some examples of these projects:

Prime Contractor: Core Construction
Contact: Hamilton Ramirez (602) 494-0800
Owner: Roosevelt School District
Project: Rose Linda Elementary
Description: Furnish & Install new wrought iron security fencing & gates with panic hardware on existing school campus.
Our Contract Total: \$24,452.00
Completion Date: May 2015

j. Past Performance

Prime Contractor: Core Construction
Contact: Hamilton Ramirez (602) 494-0800
Owner: Roosevelt School District
Project: Cesar Chavez Elementary
Description: Furnish & Install new wrought iron security fencing & gates with panic hardware on existing school campus.
Our Contract Total: \$14,842.00
Completion Date: May 2015

Prime Contractor: Core Construction
Contact: Emerson Ward (602) 494-0800
Owner: Saddle Mountain Unified School District
Project: Winters Well Elementary Security Additions
Description: Furnish & Install new wrought iron security fencing window guards for an existing school campus.
Our Contract Total: \$37,628.00
Completion Date: September 2014

Prime Contractor: SD Crane Builders
Contact: John Farley (480) 832-1777
Owner: Washington Elementary School District
Project: Orangewood Elementary Winter Project
Description: Relocate existing chain link fence backstop & wrought iron perimeter fencing to accommodate light rail expansion.
Our Contract Total: \$41,948.00
Completion Date: Demo completed December 2012, Reinstallation scheduled for August 2015.

Prime Contractor: Chasse Building Team
Contact: (480) 425-7777
Owner: Avondale Elementary School District
Project: 3-603 Fence Relocations, Lattie Coor & Eliseo C Felix.
Description: Relocated existing wrought iron fencing & gates along with furnishing new as needed to reconfigure perimeter security.
Our Contract Total: \$36,139.00
Completion Date: August 2013

Prime Contractor: GCON, Inc
Contact: Tiffany Fisher (623) 581-6300
Owner: Paradise Valley USD #69
Project: Hidden Hills Elementary, Drainage Remediation.
Description: Remove & replace existing chain link fencing along north property line to allow for new paving project.
Our Contract Total: \$9,945.00
Completion Date: October 2014

j. Past Performance

Prime Contractor: McCarthy Building Companies, Inc
Contact: Michael Horn (480) 449-4700
Owner: Glendale Union High School District
Project: Apollo High School, Fire Damage Remediation.
Description: Furnish & Install new wrought iron security fencing & gates with panic hardware on existing school campus.
Our Contract Total: \$3,744.00
Completion Date: June 2015

There are several dozen more projects we have performed as a subcontractor for a General Contractor through a JOC. The projects listed above are typical of the sizes and scopes of work that we have performed on these types of job orders.

UPB & coefficient experience and pricing methodology:

Associated Fence has built on its experience using this delivery system over the last 5 years utilizing our Mohave Educational Services Cooperative JOC. The \$2.6M worth of projects we have completed through our Mohave JOC do not represent the total value of projects we have provided quotes on using our UPB and coefficient. We have also provided quotations to multiple organizations where the requested services were not pre-priced and we went through the process of quoting a non-prepriced product through our contract.

We are also a vendor at the AASBO conventions every July in Tucson and our representatives attend multiple vendor related training seminars to further our knowledge of the various contract delivery methods.

School District / Governmental Projects:

The following is a brief list of the more notable projects we have worked on where the owner was a Mohave member:

Prime Contractor: Hunt Construction Group
Contact: Scott Owens
Owner: City of Mesa, AZ
Project: Chicago Cubs Spring Training Facility
Description: Furnish & Install new chain link fencing for a brand new professional baseball spring training facility.
Our Contract Total: \$949,945.11
Completion Date: March 2014

j. Past Performance

Prime Contractor: Core Construction
Contact: Clint Larson (602) 494-0800
Owner: Paradise Valley USD #69
Project: PV Site Accessibility, Phase 1.
Description: Furnish & Install new wrought iron security fencing & gates with panic hardware across 8 existing school campuses.
Our Contract Total: \$1,203,674.49
Completion Date: December 2013

Prime Contractor: Core Construction
Contact: BJ Pennington (602) 494-0800
Owner: Paradise Valley USD #69
Project: PV Site Accessibility, Phase 1.
Description: Furnish & Install new wrought iron security fencing & gates with panic hardware across 6 existing school campuses.
Our Contract Total: \$678,424.60
Completion Date: August 2014

Prime Contractor: Ames Construction
Contact: Chris Kane (602) 431-2111
Owner: Arizona Department of Transportation
Project: SR303L – Thomas to Camelback.
Description: Furnish & Install new chain link fencing along both sides of the highway. Total fence 25,632 LF.
Our Contract Total: \$249,045.29
Completion Date: August 2013

Prime Contractor: Adolfson & Peterson Construction
Contact: (480) 345-8700
Owner: Toltec Elementary School District
Project: Toltec Elementary & Middle School Upgrades
Description: Furnish & Install new security fencing & gates across 2 existing school campuses.
Our Contract Total: \$202,475.00
Completion Date: August 2013

Prime Contractor: McCarthy Building Companies, Inc
Contact: (480) 449-4700
Owner: Western Maricopa Education Centers
Project: WEST-MEC NE Campus
Description: Furnish & Install new custom wrought iron fencing & gates along with interior chain link fencing & gates.
Our Contract Total: \$185,184.00
Completion Date: August 2014

j. Past Performance

Prime Contractor: Mortenson Construction
Contact: Craig Streit (480) 839-5944
Owner: The City of Glendale, AZ
Project: Camelback Ranch Spring Training Facility.
Description: Furnish & Install new chain link & wrought iron fencing/ gates for a brand new, 2 team spring training facility.
Our Contract Total: \$1,903,921.00
Completion Date: March 2009

Prime Contractor: Core Construction
Contact: Dave Tucker (602) 494-0800
Owner: Gilbert Public Schools
Project: Campo Verde High School
Description: Furnish & Install all new fencing services for a brand new ground up construction high school.
Our Contract Total: \$1,041,976.54
Completion Date: May 2009

Prime Contractor: Core Construction
Contact: Chuck Coffman (602) 494-0800
Owner: Kingman USD #20
Project: Lee Williams HS – Renovations.
Description: Fencing & gates services for the renovation of an existing high school campus.
Our Contract Total: \$427,498.00
Completion Date: December 2010

All of the projects listed above were performed using our own in-house labor force. We mobilized our installation crews to these sites while concurrently working on multiple other sites. Our installation fleet allow us to mobilize to a different jobsite each day with each individual crew. With our installation fleet of 10 crews we can mobilize to 10 separate projects each day if necessary to complete our contractual obligations. We have one of the most advanced equipment fleets in the industry which speeds up production and improves the quality of our projects.

For details about our installation fleet & our equipment available for the projects, please see section k. Contract Management Plan.

Claims & Change Orders:

Associated Fence makes it a priority that on all Job Order projects we field verify the jobsites prior to providing any quotations. Any and all unforeseen circumstances are then addressed on site and that the scope of the project is clearly defined and agreed upon before starting any work.

j. Past Performance

All claims for change orders are issued when there is a variation from the original scope of work. All pricing for change orders are done using the unit pricing provided with the original quotation for the project.

Deficiency Orders by AZROC:

Associated Fence has no deficiency orders against them within the last three years.

k. Contract Management Plan

Performing & managing work:

Associated Fence has a self-performing workforce of over 45 full-time employees at our disposal. These employees have combined fencing experience in excess of several hundred years, our key employees are mostly long term and have extensive experience working under the Mohave JOC for fencing. All of our field installation crews have access to and utilize our advanced equipment fleet, we have rare specialty equipment available which was designed directly for fencing installers.

Every project that our company performs is subject to the same rigorous standards and procedures. We have developed many of these procedures as a direct result of working under the Mohave JOC system (Please see the personnel responsibilities below for these processes). After the preconstruction processes are completed and the job order is approved each project manager is responsible for generating a work order for that direct project. The work order is then logged into our custom computer tracking program for scheduling. The work order contains all pertinent information for the project (ie Fence layout, material takeoffs, special tools needed, contact information, & any other important information for the installation). We find this is very effective in ensuring that the project is completed per the customer's expectations. We believe our customer satisfaction is the single most important part of our contract management plan.

What personnel will be used:

Estimators / Project managers: After contact by the member, each job order process will be initiated by one of our estimators or project managers. They will briefly discuss the customer's fencing needs and schedule a site visit during the first conversation. Each estimator or PM will then conduct a site walk with the member to assess their fencing situation and provide their expertise on which fencing system would provide them the most benefit. During this site walk the estimator or PM will ask about any special concerns the member may have or any special needs that will need to be addressed for the project. After the site visit the estimator or PM will prepare a job site layout and proposal based on our UPB and send to the customer. If needed, revisions are made and concerns are addressed at this time.

After approval of the job order by the member (typically by issuance of a purchase order), the estimator or PM will be responsible for creating a custom work order for the project. The work order will then be logged into our custom computer system and be sent to the scheduling department where the Superintendent will process further.

Superintendents: Once the superintendent receives the work orders they schedule a meeting with the PM or estimator to discuss the project and address any issues they notice. After this meeting the superintendent then will schedule a site visit with the member to verify all details from the original pre-proposal walk and address any inconsistencies. At the meeting the project schedule is discussed and the installation is moved to the installation crews.

k. Contract Management Plan

After the final installation, the superintendent will perform a final walk to verify that the fencing was installed per the member's expectations and that the quality of the installation is on par with our company standards.

Fabrication crews: Our shop fabrication crew is responsible for the manufacture of all materials needed to complete projects under this contract. Our shop foreman takes the work orders from the Superintendent and prepares the fabrication orders for his team. His team then processes the orders by cutting, cleaning, fabricating, & powder coating the materials for dispatch. The entire process is an assembly line setup allowing for quick changes in production with minimal downtime.

Installation crews: Each installation crew consists of 2 or 3 crew members, the crew foreman and crew assistants. The crew foreman is responsible for communication with our superintendent along with the lead installer for the project. The foreman will be responsible for the daily installation activities on the jobsite. The industry standard installation techniques and cleanup management are his responsibility. The crew assistants work under the direction of the crew foreman to ensure a quality fencing installation.

Installation Equipment Fleet: Each crew is setup with their own, self-sufficient installation vehicle from which all projects are installed. Our fleet consists of 10 Ford F-450 trucks equipped with 16' flatbeds. The trucks mobilize from our company headquarters daily loaded with the materials needed for that day's work. Each truck also has a Miller or Lincoln gas powered welder with generator. These power plants allow the crew to use power tools in remote locations without the need for a power source. All of the trucks also have the various hand-held power tools necessary for installation (ie Sawzalls, Band Saws, Grinders, etc).

The production rates we have achieved are credited to our heavy equipment that is available to the crews. The following equipment is owned by Associated Fence and mobilized to each site as needed:

- 2 EA – Dandy Digger 2-25 fencing machines.
- 3 EA – Bobcat skid steer loaders with auger & forklift attachments.
- 1 EA – Terex 5,000lb capacity rough terrain 4 wheel drive forklift.
- 1 EA – Genie 26' rough terrain scissor lift.
- 1 EA – JLG 60' rough terrain boom lift.
- 1 EA – Ford F-650 equipment delivery truck.

The Dandy Digger fencing machines were developed as a full service fencing machine designed to dramatically improve fencing production. The developer worked his entire career in the fencing industry and built the first prototype as a solution to many common issues in our industry. Most companies in our industry do not have access to a single Dandy Digger, we have at our disposal 2 of these incredible machines. For more information please visit www.dandydigger.com

k. Contract Management Plan

Estimating software:

Excel: All proposals and quotations generate from Associated Fence are ran through our custom made Microsoft Excel program. Each project is entered into the program and the program analyzes the materials needed and provides a quote based on its custom integration with our current JOC UPB pricing. This system allows for our estimator and project managers to quickly and accurately provide Mohave pricing to the members.

FileMaker: Associated Fence has now implemented the use of a custom FileMaker, server based company tracking program for our daily activities. This program tracks almost all areas of our company on a single platform that is accessible from any internet connection. The only limitations are the reporting of sales taxes and accounts payable. Those areas are managed using QuickBooks Pro. The program has several interfaces to integrate proposals, job files, change orders, invoicing, payments received, any electronic document storage, project scheduling, & any general notes as needed for each individual project. The system automatically generates a job file and folder for every job that is logged into the system. All projects are also sorted by project manager and date received.

This system was built and tested over a 10 year timeline using real fencing contractors and their feedback to perfect the operation for our industry. We are currently 1 of only 2 contractors in the state of Arizona with access to this software.

How do you plan to ensure prompt responses to JOC requests?

Associated Fence can ensure prompt responses to job order requests by having a dedicated staff on hand at all times. Our project management team is required to contact the customer a maximum of 1 hour after the initial request for a job order. They will then discuss the project with the member and begin the standard process for our JOC pre-construction proposals. We have a staff of 4 full time estimators/PMs available to immediately respond to JOC requests. If needed, our 3 upper management personnel are available to respond as well. We have found that our current staff is more than adequate to respond to the typical JOC job order requests under this contract.

Performing multiple JOC orders at the same time?

Associated fence has built our company to employ a very extensive, efficient, and very experienced staff that has the capability to respond to multiple projects being performed at the same time with aggressive schedules. If needed, we will recruit additional project management or field installation staff, depending on which area we may need assistance.

k. Contract Management Plan

Geographic / Multiple simultaneous JOC orders:

We have no geographical limitations throughout the entire state of Arizona. All of our contractor's licenses and insurances are valid statewide. As an emphasis on rural locations, we require all estimators / PMs to conduct their site visit within 2 days of the initial contact regardless of the project location.

On a regular basis the needed to perform and manage multiple JOC orders simultaneously arises. We have previously challenged our workforce and management with an abundance of work needing managed with an extremely aggressive schedule and they performed with excellence. We are very confident in our ability to perform any number of concurrent projects.

Pertinent Information:

We have built our company to be as self-reliant as possible by controlling as much of the processes required for our industry.

We have a 15,000 sq ft manufacturing facility where we produce all of the following:

- Wrought Iron fencing & gates
- Chain link gates
- Custom gates & steel fabrication
- Custom plates
- Misc other fencing items.

All of our iron fencing & gates come standard with a powder coat finish via our own powder coating system we have in our manufacturing facility. We have the capacity to powder coat anything up to 10' H X 8' W X 20' L without having to outsource. This process allows us to turn out finished products in a matter of hours from start to completion as opposed to several days with standard paint.

We also manufacture our own chain link fencing with the use of our own Bergandi WVR-500 chain link weaving machine. We are able to product chain link in heights up to 12' without relying on any distributing manufacturers.

Our manufacturing facility exceeds most and rivals the most advanced fencing manufacturers in Arizona. We have proven our capabilities to our customers again and again over our 40+ year long history. We have completed some of the most aggressively scheduled projects in our industry on schedule and on budget. Our past performance section highlights some of these projects.

I. Quality Management Plan

We at Associated Fence view the quality of our final installed product as the single most important thing on any project. After the install is complete, the payments are processed, and the project is accepted the only lasting portion is the fencing itself. The final installed product is how we view our company as being perceived by our customers. The fastest installation crews and the most competitive price do not matter if we cannot stand behind our finished product.

Financial Goals: On a monetary basis, monthly sales and financial reports are reviewed and tracked to help establish realistic sales and profit goals. If any areas are found to be lacking behind the upper management expectations, we set meetings to discuss causes for poor performance and establish plans to bring those areas up to our expectations.

Product Goals: Our standards for this installation, production rates, and goals have been established through the 4 decades that we have been in business. Each job order is assessed individually and the goals for our production and performance are set before any actual work is done. The goals are monitored by several different management positions throughout the duration of the production phase and the installation phase of the contract.

Inspections: We start our quality control by purchasing our materials only from trusted suppliers who we have an established working relationship with. Before any materials leave our facility, they are inspected and overviewed by our manufacturing foreman and yard supervisor. Saul Mesina has close to 20 years experience in his position. He is in charge of making sure that all materials are prepped correctly and are free of blemishes prior to being shipped for installation.

All materials are then loaded onto our installation trucks where each crew foreman is responsible for the second inspection of the materials. If the materials check out then they are transported to the site and installed by our skilled installation crews.

The third level of our quality inspections come from our field superintendent. He is in charge of making sure that the projects are installed per Associated Fence standards for quality. In the event that our quality standards are not met at this level, the project management team is responsible to remedy the situation by any means necessary.

Schedule: Our schedules are maintained through constant communications between the entire Associated Fence team and the owners or owner's agent. The field superintendent, who is responsible for daily site visits, relays any delays in the schedule to the project managers who will then mobilize more manpower to the job or authorize overtime as needed to bring the job back to the preconstruction schedule.

Complaints: At Associated Fence we view complaints as an opportunity to improve on an area we may have failed a customer. Any complaints or disputes between our customers and Associated Fence are immediately escalated to the management staff. At this point a meeting is scheduled to discuss the issues at hand and to come to a solution for remedying the situation.

I. Quality Management Plan

Our project managers have implemented our own version of the three strike rule. On any one project. If there is an outstanding issue with our quality or with the operation of any product, we will repair any product or material for up to three separate times before that item is removed completely and a new plan of action is taken. This includes tearing out and replacing of fencing, replacing gate operators, recruiting new personnel, etc.

We have found that through our quality control program that is in place we are able to offer a top quality product that we stand behind years after installation.

m. Subcontractor Management Plan

At Associated Fence, our management takes pride in our ability to self perform all stages of the fencing construction applicable to our industry. We have built our company to be self-reliant from the manufacturing of materials through the final installation & clean up.

There may be rare instances where we may need to subcontract out portions of the work. These work categories may include: Concrete cutting, core drilling, and electrostatic paint where necessary.

Any subcontractors performing work us under this contract will be selected based a point scoring system in accordance with A.R.S. 34-603 (C) (7) using the six (6) criteria below:

A. Company Experience and Licensing (Total Allowable Points 20)

1. The Subcontractor's management depth. This shall include the Subcontractor's key personnel and their resumes for the project. Specifically, the project manager and the foreman in charge (Points 3 up to 9)
2. The Subcontractor's management team organizational chart for the project. (Points 0 or 2)
3. Three (3) similar project completed by the Subcontractor within the past five (5) years. (Points up to 4)
4. The subcontractor shall possess the necessary state issued contractor's license relevant to type of work being performed. Any subcontractor unable to obtain a contractor's license will be excluded from consideration. (Points 0 or 5)

B. Financial & Processes (Total Allowable Points 8)

1. The Subcontractor's ability to obtain the necessary general liability insurance coverage for the project per the contractor's requirements. (Points 0 or 3)
2. The Subcontractor's familiarity, understanding and operating capability of current software, electronic processes and communication systems utilized for the project. (Points up to 5)

C. Project Specifics (Total Allowable Points 20)

1. Integrated Design and Team Process. Does Subcontractor exhibit understanding and ability to make positive contributions to project concept and team issues? Does it appear to have understanding, disposition and ability to make design and/or process contributions that will improve project outcomes, e.g., higher functional utility and/or flexibility for the end product, improved maintenance cycles, better project communications and decision-making, fewer problems, faster schedule, and/or lower costs? (Points 0 to 5)
2. References/Performance Quality – Did Subcontractor provide adequate references, how do they rate? Is there a pattern of disputes or litigation which reflects badly on management or performance by the Subcontractor? Does the Subcontractor have industry or technical certifications and/or a quality assurance program which may be applicable to the project whether specified

m. Subcontractor Management Plan

or not? Has the Subcontractor received any awards or citations that demonstrate its technical ability and/or the quality of its performance? (0 to 6 points)

3. Local Presence and Environmental Policy. Does the Subcontractor maintain a local office and/or facility? Is the location and size of the local facility advantageous for offsite marshalling, fabrication, storage and/or handling? Are there freight or rapid response advantages? Are environmental policies applicable and if so, is Subcontractor responsive? (Points 0 to 4)
4. Is the Subcontractor certified as MBE/WBE/DBE/SBE? (Points 0 or 5)

D. Safety Program (Total Allowable Points 15)

1. Does the Subcontractor maintain a written and adequate safety program which applies to project operations? (Points 0 or 3)
2. Have workers received documented safety training and is the written program available to key workers and/or others in the field? (Points 0 or 2)
3. Will Subcontractor provide a site responsible person for the project? Is that person OSHA certified for a.) First aid and CPR, b.) OSHA ten-hour certification, or c.) OSHA thirty-hour certification? (Points 0 or 2)
4. What is Subcontractor's current worker's compensation E-Modification rate? Less than 1 = 5 Points, greater than 1 = 0 Points. (Points 0 or 5)
5. Has Subcontractor received OSHA Citations? If so, what is the frequency, currency, seriousness? (Points up to 3)

E. Resource Capacity and Employee Programs (Total Allowable Points 13)

1. Subcontractor's ability to allocate sufficient skilled and trained manpower, management and other resources necessary to meet the project schedule. (0 to 8 Points)
2. What type of craft and/or management training does Subcontractor provide for its employees? (0 to 3 Points)
3. Does company provide employee health insurance? (0 to 2 Points)

F. Price (Total Allowable Points 24)

1. Associated Fence shall evaluate the Subcontractor's technical proposal and price proposal separately. Associated will only evaluate and score the Subcontractor's price proposal after it has evaluated and scored each Subcontractor's technical proposal. (0 to 24 Points)

Total possible points: 100.

Recruitment: Associated Fence will employ the use of several online contractor plan rooms to recruit subcontractors needed for our projects. These online platforms allow us to refine searches by trade, location, & company size. Examples of these plan rooms are BlueBook, iSqFt, & BidMail. Additionally, word of mouth and references from reputable General Contractors are considered.

m. Subcontractor Management Plan

Certifications: For projects that require specialized work, we will consider the contractors who have the required training and/or certification by way of our selection criteria on our technical proposal requirements.

Quality: When working for Associated Fence as a Subcontractor, all workers will be held to the same standard we hold our own personnel to. This includes adhering to our Contract Management Plan and Quality Management Plan as if the Subcontractor's crews were part of our own in-house installation team.

Claims: All firms working as part of our team as a Subcontractor will be in close contact throughout the project with our Project Managers. In the event that neither the PM or the Superintendent cannot resolve a controversy or claim, Vince Blauvelt, President, would meet directly with the Subcontractor to reach a resolution.

Safety Management Plan

The goal of this safety program is the prevention of all accidents. An accident is any unplanned or unintended event that disrupts the orderly process of performing work. All accidents by this definition may result in personal injury, equipment damage, property or material damage, or a combination of these factors. Accidents also result in loss due to job disruption and with a loss of productivity. When an accident occurs, the determining factor in the degree of loss is very often luck. Therefore, prevention of all accidents must be the objective of our safety effort, rather than only those situations where the potential for serious loss exists. The effectiveness of any safety program will depend upon the participation and cooperation of management and employees in carrying out the following basic procedures:

- a. Planning all work to minimize accidents that may result in personal injury, property damage and loss of productive time.
- b. Maintain a system for promptly detecting and correcting unsafe practices and conditions.
- c. Make available and enforce the use of personal protective equipment and mechanical guards.
- d. Maintain an effective system of equipment and tool inspection and maintenance.
- e. Investigate all accidents, determine cause, and take the necessary corrective action.
- f. Establish educational programs to maintain interest and cooperation of all levels of employment.

Management:

It is the primary responsibility of management to see that all work is carried out in the safest manner possible. To insure that this responsibility is met, management must take an active role in all areas of the safety program.

Under the Occupational Safety and Health Act of 1970, "each employer shall furnish to each of his employees employment and a place of employment which are free from recognized hazards that are causing or are likely to cause death or serious physical harm to his employees."

Management recognizes that there are many humanitarian and economic reasons for keeping accidents at an absolute minimum and is prepared to take any and all necessary steps to insure the safety of our employees.

n. Safety

Management reviews all safety inspection reports submitted by our insurance carrier or any other source. Project supervisors are required to respond to safety recommendations and copy management on their response.

Top management monitors all accident reports. The project supervisor is required to submit a handwritten report to management on any accident that involves loss of time. A discussion is then held to determine what caused the accident and how to prevent a reoccurrence.

Foremen / Supervisors:

The foreman is the supervisor directly in charge of the workers on the project. They are responsible for the education, observation, and control of these employees under their jurisdiction. They should insist on compliance with all applicable federal, state, local rules and regulations, as well as all conditions contained in this manual.

The foreman shall:

1. Reinforce safety policy by words and actions.
2. Enforce the rules and regulations, and require use of all safety and personal protective equipment.
3. Educate his crew on the relationship of safe working habits as they are related to their day-to-day tasks.
4. Educate the employees as to hazards they may encounter on any work prior to their starting this task.
5. Investigate all injuries and near misses and report them on the proper forms to the Project Manager.

Employees:

The all-important goal of this Safety Program is the protection of employees. To accomplish this goal, it is necessary that the employees become involved in the Safety Program and give it their total cooperation. Some of the general rules that apply to all employees are listed below. For more specific jobsite safety rules see the **Jobsite Specific Safety Rules Packet**. (Available from your foreman).

1. No employee shall report to work in an intoxicated condition.
2. The introduction, possession, or use of intoxicating beverages, or narcotics on the jobsite is strictly prohibited.

n. Safety

3. Carrying firearms or explosives on the jobsite without proper company authorization or other violation of an local, state, or federal law on company premises is prohibited.
4. Employees must be properly attired for work being performed in accordance with the Occupational Safety and Health Administration requirements. In accordance with this item, shirts must be worn at all times. Sandals or tennis shoes or other inadequate foot protections will not be allowed.
5. No unauthorized person may operate any equipment, including trucks.
6. No person other than the authorized operator is allowed to ride on any piece of equipment.
7. No person may ride in or on any vehicles other than on seats constructed for carrying personnel.
8. Employees may park personal vehicles only in areas designated by the foreman.
9. Reckless driving on the site and other acts of indifference and disregard of safety rules will not be tolerated.
10. All employees are required to report all injuries and illnesses to their foreman immediately.
11. Striking anyone on the jobsite, with open hand, fist, or object, or engaging in any type or physical altercation with any employee or otherwise threatening intimidation, coercing, or interfering with another employee's work is strictly prohibited.
12. Stealing, embezzlement, dishonesty, falsification of records, including but not limited to employment applications or other willful misrepresentation of facts will not be permitted.
13. Gross negligence, gross carelessness or willful acts which result or could result in damage to company property or equipment, and/or injury to other employees will not be tolerated.
14. All employees are urged to report any unsafe conditions or practices to their superintendent or foreman.
15. Employees must use all safety devices provided for his protections.
16. Good housekeeping depends upon everyone's cooperation. Keep alert for protruding nails, wire, tools, and loose objects under foot. Take a minute to keep your area in safe condition for yourself and for your fellow workers.

n. Safety

17. Harassment in any form (sexual, racial, etc.) on the part of supervisors or employees will not be allowed.

These rules are for your safety and well being on the jobsite, as well as for proper job management. Although the overriding guide to safety on the jobsite is the OSHA 1926 Standards, these rules are included for emphasis. Additional safety suggestions will be given full consideration and are encouraged.

Safety Training Outline

At Associated Fence, we view safety training not as a single one time event that occurs when an employee joins our team. We view safety training as a constant strive toward perfection.

1. New Employee Orientations:

All new employees will be oriented to their job using the new employee orientation outline and the safety orientation test. This Orientation and Test will be administered by our safety officer.

2. "Right to Know" Program:

Each employee will be instructed in the hazards involved in the use of any chemicals prior to his starting work. He should also be informed of the company's "Right to Know" program and it's location.

3. Safety Meetings:

Safety meetings will be held on a weekly basis. These meetings can be a very valuable asset in training employees in safe working procedures. When these meetings are held by the foreman, the employee understands those individual's feelings toward safety.

4. Safety Manuals:

The safety manual should be available to all levels of supervision for their reference. You should also have a copy of either the U.S. Department of Labor or the State Department of Labor Occupational Safety and Health Standards 29 CFR 1926.

*Certain types of work require specialized training, such as Hazard Communication, Confined Space Work, and Respirator use. This training will be coordinated through our safety consultant and provided before workers are exposed to any unusual hazards.

WORKERS COMPENSATION
DEPARTMENT



6-16-2015

To Whom It May Concern:

AA-Anchor Fence, Inc. - Associated Fence has been insured with Farmers Insurance Group of Companies over the past 15 years. We have provided all lines of insurance, including General Liability, Business Owners Coverage, Contractors Coverage, and Workers Compensation Insurance.

The Workers Compensation policy number is C15190597. Over the past 3 years the E-Mod Rate has been at 0.7

Should you need any additional information, please contact us at 623-583-0500.

Respectfully,

A handwritten signature in cursive script, appearing to read "Fred E. Hintz".

Fred E. Hintz.

Farmers Insurance 20542 N Lake Pleasant Rd #117
Peoria, Arizona 623-583-0500

Securities offered through Farmers Financial Solutions, LLC
30801 Agoura Rd. Bldg 1, Agoura Hills, CA 91301, (818) 584-0200
Member FINRA & SIPC

EXHIBIT B
TO
COOPERATIVE PURCHASING AGREEMENT
BETWEEN
THE TOWN OF FOUNTAIN HILLS
AND
AA ANCHOR FENCE, INC.
D/B/A ASSOCIATED FENCE OF GLENDALE

[Job Orders]

See following pages (to be attached subsequent to execution).