

LINKING AGREEMENT  
BETWEEN  
THE CITY OF GLENDALE, ARIZONA  
AND  
SHADE 'N NET OF ARIZONA, INC.

THIS LINKING AGREEMENT (this "Agreement") is entered into as of this 29 day of March, 2016 ("Effective Date"), between the City of Glendale, an Arizona municipal corporation (the "City"), and Shade 'N Net of Arizona, Inc., an Arizona corporation ("Contractor"), collectively, the "Parties."

RECITALS

- A. On January 5, 2016, under the Mohave Arizona Cooperative Purchasing Agreement, the Mohave Educational Services Cooperative, Inc. entered into a contract with Contractor to purchase the goods and services described in the Mohave Educational Services Contract, Contract No. 15-N-SHADE-0105 ("Cooperative Purchasing Agreement"), which is attached hereto as Exhibit A. The Cooperative Purchasing Agreement permits its cooperative use by other governmental agencies including the City.
- B. Section 2-149 of the City's Procurement Code permits the Materials Manager to procure goods and services by participating with other governmental units in cooperative purchasing agreements when the best interests of the City would be served.
- C. Section 2-149 also provides that the Materials Manager may enter into such cooperative agreements without meeting the formal or informal solicitation and bid requirements of Glendale City Code Sections 2-145 and 2-146.
- D. The City desires to contract with Contractor for supplies or services identical, or nearly identical, to the supplies or services Contractor is providing other units of government under the Cooperative Purchasing Agreement. Contractor consents to the City's utilization of the Cooperative Purchasing Agreement as the basis of this Agreement, and Contractor desires to enter into this Agreement to provide the supplies and services set forth in this Agreement.

AGREEMENT

NOW, THEREFORE, in consideration of the foregoing recitals, which are incorporated by reference, and the covenants and promises contained in this Linking Agreement, the parties agree as follows:

1. Term of Agreement. The City is purchasing the supplies and/or services from Contractor pursuant to the Cooperative Purchasing Agreement. According to the Cooperative Purchasing Agreement purchases can be made by governmental entities from the date of award, which was January 5, 2016, until the date the contract expires on January 5, 2017. The period of this Agreement is the period from the Effective Date of this Agreement until January 5, 2017.

2. Scope of Work; Terms, Conditions, and Specifications.
  - A. Contractor shall provide City the supplies and/or services identified in the Scope of Work attached as Exhibit B.
  - B. Contractor agrees to comply with all the terms, conditions and specifications of the Cooperative Purchasing Agreement. Such terms, conditions and specifications are specifically incorporated into and are an enforceable part of this Agreement.
3. Compensation.
  - A. City shall pay Contractor compensation at the same rate and on the same schedule as provided in the Cooperative Purchasing Agreement, which is attached hereto as Exhibit C.
  - B. The total purchase price for the supplies and/or services purchased under this Agreement shall not exceed thirty thousand dollars (\$30,000) for the entire term of the Agreement (Effective Date until January 5, 2017).
4. Cancellation. This Agreement may be cancelled pursuant to A.R.S. § 38-511.
5. Non-discrimination. Contractor must not discriminate against any employee or applicant for employment on the basis of race, color, religion, sex, national origin, age, marital status, sexual orientation, gender identity or expression, genetic characteristics, familial status, U.S. military veteran status or any disability. Contractor will require any Sub-contractor to be bound to the same requirements as stated within this section. Contractor, and on behalf of any subcontractors, warrants compliance with this section.
6. Insurance Certificate. A certificate of insurance applying to this Agreement must be provided to the City prior to the Effective Date.
7. E-verify. Contractor complies with A.R.S. § 23-214 and agrees to comply with the requirements of A.R.S. § 41-4401.

8. Notices. Any notices that must be provided under this Agreement shall be sent to the Parties' respective authorized representatives at the address listed below:

City of Glendale  
c/o Mike Gregory  
5959 W. Brown St  
Glendale, Arizona 85302  
623-930-2652

and

Shade 'N Net of Arizona, Inc.  
c/o Rudy Martinez  
5711 W. Washington  
Phoenix, AZ 85043

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

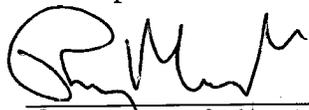
“City”

“Contractor”

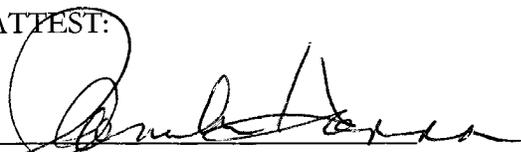
City of Glendale, an Arizona  
municipal corporation

Shade 'N Net of Arizona, Inc.,  
an Arizona corporation

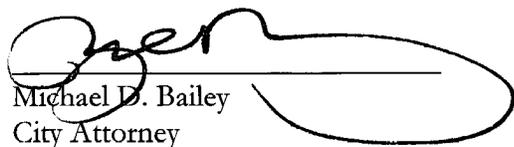
By:   
Kevin R. Phelps  
City Manager

By:   
Name: RUDY MARTINEZ  
Title: PRESIDENT

ATTEST:

  
Pamela Hanna (SEAL)  
City Clerk

APPROVED AS TO FORM:

  
Michael D. Bailey  
City Attorney

**LINKING AGREEMENT  
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**EXHIBIT A**  
Contract No.15N-SHADE-0105

## 15N-SHADE-0105 Shade 'N Net of Arizona, Inc. Award, Extension, and Amendment Documents

15N-SHADE-0105 Award Letter .....	2
15N-SHADE-0105 Offer and Acceptance Form .....	5
15N-1009 Signed Award Recommendation .....	6
15N-1009 Evaluator Agreements .....	9
15N-SHADE-0105 Federal and State Excluded Parties Documents .....	13
15N-SHADE-0105 Contract Extension Documents .....	18

Click section title to be taken directly to that section.



**NOTIFICATION OF AWARD LETTER**

**December 1, 2015**

**Sent this day via email to [Rudy@Shade-N-Net.com](mailto:Rudy@Shade-N-Net.com)**

Rudy Martinez, Jr., President  
Shade 'N Net of Arizona, Inc.  
5711 W. Washington St.  
Phoenix, AZ 85043

Congratulations, Shade 'N Net of Arizona, Inc.'s response has been awarded a contract under IFB 15N-1009. 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 Shade 'N Net of Arizona, Inc. 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](mailto: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 IFB 15N-1009 shall be made available for public inspection on December 7, 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 [mike@mesc.org](mailto:mike@mesc.org).

**Your contract number is 15N-SHADE-0105 and will take effect on January 5, 2016.**

If you have any questions regarding your new contract, please call me at (928) 718-3203. We look forward to working with you and your company in the future.

Michael R. Nentwig  
Contract Specialist I

## NOTES ON AWARD FOR: Shade 'N Net of Arizona, Inc.

- Please remind the member of their responsibility to independently verify that quotations and purchase orders comply with the terms of the award of a contract or procurement. This responsibility is set by rule and statute, and cannot be changed by Mohave. Members can go to ([service.mesc.org/PVF/plist.php](http://service.mesc.org/PVF/plist.php)) to assist in meeting this due diligence responsibility.
- Financial information included under Tab 2 of your response will be kept confidential.
- All products must be priced using contract pricing approved by Mohave.
- All quotes shall include your contract #15N-SHADE-0105.
- Send requests for pricing updates to Michael Carter - [michael@mesc.org](mailto:michael@mesc.org)
- Do not provide any goods/services until you receive a Mohave reviewed purchase order.
- Quick payment discounts must be approved by Mohave before being offered to members, and must be available equally.
- Order cycle overview:
  1. Member forwards purchase orders to Mohave. Vendor is Shade 'N Net of Arizona, Inc.
  2. Mohave reviews and emails member order with "MESC Reviewed" stamp, to Shade 'N Net of Arizona, Inc.
  3. Shade 'N Net of Arizona, Inc. provides product/services.
  4. Shade 'N Net of Arizona, Inc. invoices member.
  5. Member pays Shade 'N Net of Arizona, Inc.
  6. Shade 'N Net of Arizona, Inc. sends Usage and Reconciliation Report to Mohave.
  7. Shade 'N Net of Arizona, Inc. remits administration fee monthly, based on invoices paid.
  8. Mohave audits selected purchases.

### REQUIREMENTS/ACTION ITEMS FOR THE AWARD:

- You agreed to provide a Reconciliation Report detailing activity under the contract, and payment for Mohave administration fees for invoices paid in the previous month. Your report is due on the 20th of each month. **Mohave's Audit Specialist will contact you and provide you with a sample report, based on reports provided under contract #10M-SHADE-0104.**
- If no invoices were paid under the contract in the previous month, you may send an email to [adminreport@mesc.org](mailto:adminreport@mesc.org) advising of no sales to report for the month.
- Because you have an existing Mohave contract, we want to address how to properly report invoices on your monthly reconciliation reports because it may be necessary to submit two separate reports until all old contract purchases are closed:
  - Line item purchase orders that remain open under **10M-SHADE-0104** should be reported on **10M-SHADE-0104** reconciliation reports.
  - Blanket purchase order invoices with a ship date prior to, or on **January 4, 2016** should be reported on the **10M-SHADE-0104** reconciliation reports.
  - New purchase orders issued under the **15N-SHADE-0105** should be reported under **15N-SHADE-0105** reconciliation reports.
  - Blanket purchase order invoices with a ship date after **January 4, 2016** should be reported on the **15N-SHADE-0105** reconciliation reports.
- Administration fee payments should be mailed to:

Mohave Educational Services  
625 E. Beale St.  
Kingman, AZ 86401
- Your Procurement Specialist will be contacting you once orders have been processed under your contract. They will discuss the Open Order Report and Status Report requirements with you at that time.

**NOTES ON AWARD FOR: Shade 'N Net of Arizona, Inc.**

- In order to assist members with new contract award notices, Mohave will be releasing your contract award information to the members prior to **January 5, 2016**. Information regarding your contract award will be posted to our website and will be made available in our product vendor finder. Pricing from your awarded contract will also be made available to our members. All of this information will be accessible by our members before **January 5, 2016**. You may provide quotes to members for this contract. However, it will be your responsibility to inform members the contract is not effective until **January 5, 2016** and members should not be processing purchase orders until that date. Acting on purchase orders (delivering products or services) prior to **January 5, 2016 is a violation of the contract**. Please ensure that your staff is aware of the effective date **January 5, 2016**, in order to avoid contract confusion.
- All future pricing updates must be electronic. Updates on the original Excel workbooks are preferred. Similar formats in Word or PDF are acceptable.
- We feature marketing information about your current contract in the product vendor finder on our website. Please visit our website ([www.mesc.org](http://www.mesc.org)) and go to the "All Products/Vendors" under the "Contracts & Solicitations" menu. Find your company from the list and click on your name. Once on your company information, review the "About Vendor" section of the "Overview." Confirm in writing if that information is still accurate, or if changes need to be made. Mohave reserves the right to edit information for content or length. **Email this information to [mike@mesc.org](mailto:mike@mesc.org) no later than December 11, 2015.**
- The description for Mobilization provided in 15N Workbook Section Two and the answer to the Mobilization and Travel Description question, stated a mobilization charge would be applied beyond a 50 mile radius from the factory. **Provide the address of the factory or factories. Email this information to [mike@mesc.org](mailto:mike@mesc.org) no later than December 11, 2015.**
- The response to the Pricing Methodology Description indicated that the provided contract pricing is "Fixed". In Section Five, Manufacturer's Discount of 15N Workbook, the information provided indicates that there is a 15% Discount off MSRP. **Provide clarification that your pricing is fixed. Email this information to [mike@mesc.org](mailto:mike@mesc.org) no later than December 11, 2015.**

## Bid and Acceptance Form

Place after Tab 1a

### IFB 15N-1009 Pre-engineered Fabric Shade Structures

#### To Mohave Educational Services Cooperative, Inc.:

The undersigned hereby certifies understanding and compliance with the requirements in all terms, conditions, specifications and amendments. Bidder 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 bid.

Federal Employer Identification Number 86-0805913

Company Name Shade 'N Net of Arizona, Inc.

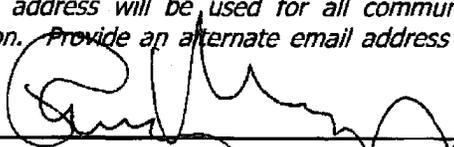
Address 5711 W. Washington St. City Phoenix State AZ Zip 85043

Telephone Number (602) 484-7911; (800) 290-3387

Printed Name Rudy Martinez, Jr. Title President

Primary Email Rudy@Shade-N-Net.com Alternate email Angel@Shade-N-Net.com

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

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 Bid and Contract Award (Mohave Only)

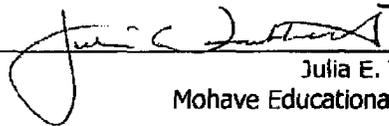
#### Your Bid is Hereby Accepted:

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 15N-SHADE-0105

Awarded this 16 day of November 2015.

This contract shall be effective this 5 day of January 2016.

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



**Date: November 12, 2015**

**To: Julia E. Tribbett, Executive Director**

**Through: Mark DiBlasi, CPPB, Contracts Manager**

**From: Mike Nentwig, Contract Specialist I**

**Subject: Award Recommendation for IFB 15N-1009, Pre-engineered Fabric Shade Structures**

On October 9, 2015, Mohave received seven responses to IFB 15N-1009. In accordance with the procurement rules and the solicitation, the basis of award was lowest responsive and responsible bidder(s). Market basket pricing was used to develop a ranking from lowest to highest price for the bids determined to be responsive and responsible. The market basket pricing was reviewed against the submitted price lists to verify accuracy of the submitted pricing. Play It Safe Playgrounds and Park Equipment, Inc., Shade 'N Net of Arizona, Inc. and Shade Structures, Inc. were determined to be the lowest bidders using a grand total for all three jobs in the market basket pricing.

Play It Safe Playgrounds and Park Equipment, Inc., Shade 'N Net of Arizona, Inc. and Shade Structures, Inc. were determined to be responsive and responsible. They provided the following required information:

- Bid security of \$100,000
- Evidence of required bonding capacity
- Provided the majority of the products and services requested in solicitation
- Demonstrated necessary experience
- Demonstrated ability to adequately service members statewide for all products and services offered

The evaluation committee determined a single award is not advantageous to Mohave's members. The solicitation authorized multiple awards to meet the needs of Mohave's large number of various types of members located throughout Arizona. This is a statewide contract aimed at providing new fabric shade structures and the repair of existing fabric shade structures. No single offer demonstrated the ability to effectively, and efficiently meet all our members' needs for pre-engineered fabric shade structure projects.

Award is recommended to the least number of bidders determined necessary to meet the members' requirements. The decision was 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.

The criteria for selecting bidders for multiple contracts is based upon considerations for members' experience with existing fabric shade products and systems, brand continuity for parts replacement and future expansion, contract vendor's ability to provide for our large, diverse membership, bonding capacity of \$150,000, geographic area(s) served, Mohave's past experience with contracts for similar product/services, and/or other relevant criteria.

## IFB 15N-1009 Award Recommendation

Awards are recommended to the responsible and responsive bidders with the lowest cost, based upon the market basket referenced above. Market basket pricing from the responsible and responsive bidders follows:

Bidder	Grand Total
Play It Safe Playgrounds	\$24,046.73
Shade 'N Net of Arizona	\$25,561.07
Shade Structures, Inc.	\$29,557.56
Safe and Sound Playgrounds	\$29,772.07
Ultimate Shade Alternatives	\$30,605.35
Dave Bang Associates	\$34,783.29
Exerplay, Inc.	\$37,964.93

Details for the recommended awards are as follows:

- Play It Safe Playgrounds and Park Equipment, Inc. was the overall lowest bidder. They were the only recommended bidder that provided the Superior Shade brand. Their current bonding capacity is \$400,000 single and aggregate.
- Shade 'N Net of Arizona was the second lowest overall bidder. Shade 'N Net of Arizona is a manufacturer and they offered the best pricing for their brand with a bonding capacity of \$150,000 single and \$350,000 aggregate.
- Shade Structures, Inc. was the third lowest overall bidder. Shade Structures, Inc. is a manufacturer and they offered the best pricing for their brand, USA Shade. Shade Structures, Inc. offered nine additional shade structure designs not offered by any other bidder. They have a bonding capacity of \$1,000,000 single and \$6,000,000 aggregate.

None of the bidders recommended for award are on the United States General Services Administration's Excluded Parties List, or on the Arizona Department of Administration Excluded Parties List.

The current contracts under IFB 10M-1112 expire on January 4, 2016. It is recommended the awards under IFB 15N-1009 take effect on January 5, 2016.

It is the recommendation of the evaluation committee that contracts be awarded to Play It Safe Playgrounds and Park Equipment, Inc., Shade 'N Net of Arizona, Inc. and Shade Structures, Inc. for Pre-engineered Fabric Shade Structures.

### **Not recommended for award (Below the cutoff for least number of vendors determined necessary to meet the members' requirements.)**

#### **Safe and Sound Playgrounds Inspections Inc. dba Safe and Sound Playgrounds**

Safe and Sound Playgrounds Inspections Inc. dba Safe and Sound Playgrounds was the fourth lowest overall bidder, offering the Shade 'N Net and Ultra Shade brands. There were no apparent price requirements to substantiate award of an additional bid, beyond those recommended for award.

#### **Ultimate Shade Alternatives**

Ultimate Shade Alternatives was the fifth lowest overall bidder, offering the Ultimate Shade brand. There were no apparent price requirements to substantiate award of an additional bid, beyond those recommended for award.

#### **Dave Bang Associates Inc.**

Dave Bang was the sixth lowest overall bidder, offering the Custom Canopies brand. There were no apparent price requirements to substantiate award of an additional bid, beyond those recommended for award.

#### **Exerplay, Inc.**

Exerplay, Inc. was the seventh lowest overall bidder, offering the USA Shade and Landscape Structures brands. There were no apparent price requirements to substantiate award of an additional bid, beyond those recommended for award.

**IFB 15N-1009 Award Recommendation**

Approval of the #15N-1009 award as recommended:



Signature: \_\_\_\_\_  
Mark DiBlasi, CPPB  
Contracts Manager

Date: 11/12/15



Signature: \_\_\_\_\_  
Julia E. Tribbett  
Executive Director

Date: 11/12/15

**MOHAVE IFB 15I-1009 EVALUATOR AGREEMENT**

NAME TERRY ANDERSEN TITLE BUYER I  
EMPLOYER CITY OF PEDRIA PHONE 623-773-7981  
ADDRESS 8401 W. MONROE ST., PEDRIA, AZ 85345

**Statement of Understanding**

I agree to evaluate the responses to the solicitation according to its terms. I understand that Mohave will consider my evaluation along with evaluations by other professionals. However, I also agree that Mohave is under no obligation to accept my evaluation, except as advisory. I also understand that Mohave will hold my employer and/or me harmless if any vendor or interested party protests any award or lack of award made by Mohave under the terms of this solicitation. If any conflict or potential of conflict of interest exists, I will disclose the conflict to Mohave.

I also agree not to discuss my evaluation or any of the evaluation process prior to the announcement of an award, as required by Arizona law (per ARS § 41-2616, C).

*Please read the following statements duplicated from the IFB prior to evaluation:*

**Basis of award:** Award(s) will be made to the responsive and responsible bidder(s) whose bid(s) is (are) determined in writing to be the low responsive and responsible bid or bids. Mohave reserves the right to use model projects/market baskets to determine the low ranking of bids. It is Mohave's intent to award a complete line of products, when possible and advantageous.

**Responsible bidder:** A responsible bidder is a firm or person with the capability to perform the contract requirements and the integrity and reliability which will assure good faith performance. Mohave must determine a bidder to be responsible before awarding a contract to bidder.

**Responsive bids:** A responsive bid reasonably and substantially conforms to all material requirements of the solicitation. Bids must be responsive to receive award consideration. Mohave reserves the right to waive minor informalities.

**NOTE:** Mohave may publicly thank members of the evaluation committee who are not employed by Mohave on our website. Your signature below indicates understanding that we may publicly recognize your help with the evaluation process. If you do not wish to be thanked in this manner, please indicate that below.

**Please check one of the following:**

I have no conflict of interest.

I have attached a statement of potential conflict of interest.

Signature Terry Andersen Date 10/19/15

Signature by Mohave: [Signature]

**MOHAVE IFB 15I-1009 EVALUATOR AGREEMENT**

NAME Theresa McClintock TITLE Audit Specialist  
EMPLOYER Mohave Educational Services PHONE 928-753-6945  
ADDRESS 625 East Beale St, Kingman AZ

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Signature Theresa McClintock Date 10-14-15

Signature by Mohave: [Signature]

**MOHAVE IFB 15I-1009 EVALUATOR AGREEMENT**

NAME Chelseya Molner TITLE Outreach & Education Specialist

EMPLOYER Mohave Educational Services Cooperative Inc PHONE 602-<sup>277</sup>~~277~~-4290

ADDRESS 5225 N. Central Ave, Suite # 218 Phoenix, AZ 85012

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Signature Chelseya Molner Date 10/16/2015

Signature by Mohave: [Signature]

**MOHAVE IFB 15I-1009 EVALUATOR AGREEMENT**

NAME Michael Aentwig TITLE Contract Specialist I  
EMPLOYER MESC PHONE 928-718-3203  
ADDRESS 625 E Beale St. Kingman AZ 86401

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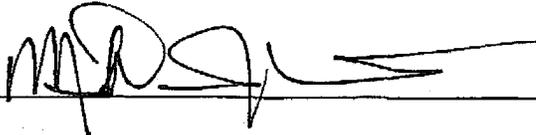
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Signature  Date 10/13/15

Signature by Mohave: 

**LINKING AGREEMENT  
BETWEEN  
THE CITY OF GLENDALE, ARIZONA  
AND  
SHADE 'N NET OF ARIZONA, INC.**

**EXHIBIT B**  
Scope of Work

**PROJECT**

Shade structures and shade fabric for project in the City of Glendale

**LINKING AGREEMENT  
BETWEEN  
THE CITY OF GLENDALE, ARIZONA  
AND  
SHADE 'N NET OF ARIZONA, INC.**

**EXHIBIT C**

**METHOD AND AMOUNT OF COMPENSATION**

Goods and services shall be purchased in accordance with the terms of the Cooperative Purchasing Agreement, including the attached Award and Rate Sheet.

**NOT TO EXCEED AMOUNT**

The total amount of compensation paid to Contractor for full completion of all work required by the Project must not exceed \$30,000 for the entire term of the Agreement (Effective Date until January 5, 2017).

**DETAILED PROJECT COMPENSATION**

Ongoing shade structure installation and fabric replacement

Pricing Table for <i>Standard Hip or Pyramid</i> Canopy (Price Per Square Feet and Per Height) (Add lines as necessary)						
Square Feet	Entry Height					
	8 ft. High	10 ft. High	12 ft. High	14 ft. High	16 ft. High	18 ft. High
100 – 199	\$11.12	\$11.20	\$11.20	\$11.25	\$11.30	\$11.36
200 – 299	\$9.45	\$10.55	\$11.22	\$11.26	\$11.31	\$11.37
300 – 399	\$7.02	\$8.40	\$8.55	\$8.60	\$8.65	\$8.71
400 – 499	\$6.32	\$7.08	\$7.18	\$7.25	\$7.32	\$7.38
500 – 599	\$6.65	\$7.20	\$7.31	\$7.40	\$7.48	\$7.54
600 – 699	\$6.71	\$7.25	\$7.40	\$7.45	\$7.50	\$7.56
700 – 799	\$6.83	\$7.20	\$7.40	\$7.45	\$7.50	\$7.56
800 – 899	\$6.77	\$7.20	\$7.40	\$7.45	\$7.50	\$7.56
900 – 999	\$6.54	\$7.41	\$7.51	\$7.61	\$7.74	\$7.80
1000 – 1099	\$6.81	\$7.41	\$7.67	\$7.87	\$7.95	\$8.01
1100 – 1199	\$6.81	\$7.52	\$7.71	\$7.91	\$8.06	\$8.12
1200 – 1299	\$6.92	\$7.52	\$7.86	\$7.91	\$8.06	\$8.12
1300 – 1399	\$7.02	\$7.45	\$8.17	\$8.19	\$8.39	\$8.45
1400 – 1499	\$7.02	\$7.45	\$8.15	\$8.17	\$8.39	\$8.45
1500 – 1599	\$7.02	\$7.35	\$8.05	\$8.10	\$8.15	\$8.21
1600 – 2499	\$7.18	\$7.35	\$8.41	\$8.55	\$8.60	\$8.66
2500 – 4000	\$7.27	\$7.35	\$8.52	\$8.67	\$8.70	\$8.76

Included in canopy pricing: Hardware (stainless steel bolts, washers, cable and clamps), shade cloth, powder coated steel, cages or expansions.

Pricing Table for <i>Pre-Configured Shaped</i> Canopy (Price Per Square Feet and Per Height) - Add lines for sizes and shapes not listed			
Overall Size	Diameter	Mohave Price	Installation
Hexagon (8' Entry)	25'	\$5,400	\$2,480
Hexagon (10' Entry)	25'	\$5,870	\$2,520
Hexagon (12' Entry)	25'	\$6,190	\$2,970
Hexagon (14' Entry)	25'	\$6,300	\$3,140
Hexagon (16' Entry)	25'	\$6,450	\$3,300
Hexagon (8' Entry)	30'	\$7,100	\$3,100
Hexagon (10' Entry)	30'	\$7,480	\$3,800
Hexagon (12' Entry)	30'	\$7,610	\$4,500
Hexagon (14' Entry)	30'	\$7,710	\$4,770
Hexagon (16' Entry)	30'	\$7,870	\$4,900
Hexagon (8' Entry)	35'	\$10,200	\$3,400
Hexagon (10' Entry)	35'	\$10,480	\$3,900
Hexagon (12' Entry)	35'	\$11,000	\$5,300
Hexagon (14' Entry)	35'	\$11,160	\$5,660
Hexagon (16' Entry)	35'	\$11,200	\$5,800
Hexagon (12' Entry)	40'	\$11,600	\$5,550
Hexagon (14' Entry)	40'	\$11,770	\$5,890
Hexagon (16' Entry)	40'	\$11,900	\$6,300
Pentagon (8' Entry)	25'	\$3,770	\$2,700
Pentagon (10' Entry)	25'	\$4,290	\$3,210
Pentagon (12' Entry)	25'	\$4,300	\$3,400
Pentagon (14' Entry)	25'	\$4,460	\$3,610
Pentagon (16' Entry)	25'	\$4,812	\$3,750
Pentagon (8' Entry)	30'	\$5,824	\$3,100
Pentagon (10' Entry)	30'	\$6,200	\$3,300
Pentagon (12' Entry)	30'	\$6,360	\$3,610
Pentagon (14' Entry)	30'	\$6,512	\$3,790
Pentagon (16' Entry)	30'	\$6,560	\$3,900
Pentagon (8' Entry)	35'	\$8,310	\$3,230
Pentagon (10' Entry)	35'	\$8,770	\$3,460
Pentagon (12' Entry)	35'	\$8,860	\$3,700
Pentagon (14' Entry)	35'	\$9,025	\$3,900

Pentagon (16' Entry)	35'	\$9,030	\$4,180
Octagon (8' Entry)	40'	\$10,200	\$5,200
Octagon (10' Entry)	40'	\$10,470	\$5,450
Octagon (12' Entry)	40'	\$11,260	\$5,980
Octagon (14' Entry)	40'	\$11,800	\$6,440
Octagon (16' Entry)	40'	\$12,140	\$7,180
Octagon (8' Entry)	45'	\$12,550	\$5,470
Octagon (10' Entry)	45'	\$12,776	\$6,110
Octagon (12' Entry)	45'	\$13,955	\$6,690
Octagon (14' Entry)	45'	\$14,200	\$7,200
Octagon (16' Entry)	45'	\$14,410	\$7,620
Octagon (8' Entry)	50'	\$14,270	\$6,200
Octagon (10' Entry)	50'	\$14,390	\$6,860
Octagon (12' Entry)	50'	\$14,700	\$7,380
Octagon (14' Entry)	50'	\$15,220	\$8,160
Octagon (16' Entry)	50'	\$15,480	\$8,400
Octagon (8' Entry)	65'	\$27,100	\$7,300
Octagon (10' Entry)	65'	\$27,440	\$7,770
Octagon (12' Entry)	65'	\$28,700	\$8,900
Octagon (14' Entry)	65'	\$30,260	\$10,320
Octagon (16' Entry)	65'	\$30,400	\$11,600
12' x 12' - Umbrella		\$2,100	\$810
14' x 14' - Umbrella		\$2,240	\$855
15' x 15' - Umbrella		\$2,490	\$905
16' x 16' - Umbrella		\$2,710	\$940
12' x 12' - Full Cantilevered Umbrella		\$3,050	\$1,100
14' x 14' - Full Cantilevered Umbrella		\$3,240	\$1,150
15' x 15' - Full Cantilevered Umbrella		\$3,490	\$1,200
16' x 16' - Full Cantilevered Umbrella		\$3,760	\$1,250
Hip/Pyramid Modification to Above Shape (Up to 800 sf)	Additional Cost to shape above	\$850	\$200
Hip/Pyramid Modification to Above Shape (Over 800 sf)	Additional Cost to shape above	\$1,200	\$200
Included in canopy pricing: Hardware (stainless steel bolts, washers, cable and clamps), shade cloth, powder coated steel, cages or expansions.			

Pricing Table for <i>Standard</i> Canopy Installation Price Per Post (Add lines as necessary)						
Square Feet	Entry Height					
	8 ft. High	10 ft. High	12 ft. High	14 ft. High	16 ft. High	18 ft. High
0 - 99	\$230	\$250	\$270	\$300	\$340	\$370
100 - 499	\$460	\$490	\$520	\$540	\$670	\$700
500 - 900	\$590	\$700	\$790	\$850	\$850	\$890
901 - 1600	\$740	\$820	\$910	\$1,090	\$1,090	\$1,100
1601 - 2400	\$950	\$970	\$1,340	\$1,470	\$1,470	\$1,540
2401 - 3200	\$1,250	\$1,300	\$1,610	\$1,700	\$1,700	\$1,700
3201 - 4000	\$1,400	\$1,440	\$1,750	\$1,800	\$1,800	\$1,800
Ex-large sizes	\$1,400	\$1,440	\$1,800	\$1,880	\$1,880	\$1,880
Minimum Install Charge:	\$650	\$650	\$750	\$800	\$850	\$850

Included in installation: Necessary equipment to install structure, soil preparation, footings for standard installations. (Extra large sizes are any structure with at least one side 40' or longer)

Pricing Table for <i>Standard</i> Tensioned Sail Units (Add lines as necessary)						
Square Feet	Per Sq. ft.	8' Steel Post	10' Steel Post	12' Steel Post	14' Steel Post	16' Steel Post
Up to 400	\$5.15	\$1,610.00	\$1,644.00	\$1,870.00	\$1,940.00	\$2,100.00
401 - 800	\$3.90	\$1,700.00	\$1,752.00	\$2,120.00	\$2,560.00	\$2,710.00
801 - 1200	\$3.60	\$1,870.00	\$1,920.00	\$2,263.00	\$2,715.00	\$3,200.00
1201 - 1600	\$3.52	\$1,915.00	\$1,990.00	\$2,300.00	\$2,980.00	\$3,440.00

Included in installation: Necessary equipment and hardware to install sails.

Pricing Table for <i>Standard</i> Cantilever Units (Per Arm Pricing) (Add lines as necessary)				
	Size Sq. ft.	Height	Price Sq. ft.	Installation
Semi-Cantilever Unit (Per Arm)	Up To 800	Up To 12'	\$1.35	\$230.00
Full Cantilever Unit (Per Arm)	Up To 800	Up To 12'	\$1.90	\$450.00

Included in installation: Necessary equipment to install structure, soil preparation, footings

Pricing Table for <i>Standard</i> Cantilever Units (SF Pricing) (Add lines as necessary)					
Square Feet	8' Entry	10' Entry	12' Entry	14' Entry	16' Entry
100 - 200	\$12.15	\$12.80	\$13.30	\$14.15	\$14.25
201 - 300	\$10.60	\$11.30	\$11.58	\$12.30	\$12.40
301 - 400	\$8.35	\$8.40	\$8.55	\$8.55	\$8.60
401 - 500	\$8.40	\$8.42	\$8.55	\$8.60	\$8.75
501 - 600	\$8.42	\$8.48	\$8.60	\$8.65	\$8.90
601 - 700	\$8.55	\$9.12	\$9.30	\$9.40	\$9.55
701 - 800	\$8.40	\$9.35	\$9.72	\$9.80	\$9.95

Included in installation: Necessary equipment to install structure, soil preparation, footings

Pricing Table for <i>Standard</i> (Cantilever) Units Installation (Per Square foot)					
Square Feet	8' Entry	10' Entry	12' Entry	14' Entry	16' Entry
100 - 200	\$4.33	\$4.40	\$4.47	\$4.60	\$4.70
201 - 300	\$2.68	\$2.72	\$2.76	\$2.80	\$2.86
301 - 400	\$1.98	\$2.01	\$2.03	\$2.07	\$2.11
401 - 500	\$0.94	\$1.60	\$1.63	\$1.67	\$1.72
501 - 600	\$1.42	\$1.45	\$1.49	\$1.53	\$1.58
601 - 700	\$1.37	\$1.41	\$1.45	\$1.50	\$1.66
701 - 800	\$1.30	\$1.39	\$1.44	\$1.47	\$1.52

Included in installation: Necessary equipment to install structure, soil preparation, footings

Pricing Table for Standard Tensioned Sail Units Installation (Per Post)					
Square Feet	8' Entry	10' Entry	12' Entry	14' Entry	16' Entry
100 - 200	\$300	\$320	\$375	\$400	\$425
201 - 300	\$320	\$395	\$420	\$480	\$520
301 - 400	\$335	\$460	\$560	\$650	\$720
401 - 500	\$350	\$475	\$710	\$735	\$810
501 - 600	\$370	\$490	\$770	\$805	\$870
601 - 700	\$395	\$520	\$825	\$860	\$920
701 - 800	\$410	\$530	\$840	\$910	\$965
Included in installation: Necessary equipment to install structure, soil preparation, footings					

Replacement Parts (Add lines as necessary)		
Item	Mohave Price	Unit
4.5" Round Post	\$320.00	Each
5" Round Post	\$344.00	Each
5" x 5" Square Post	\$344.00	Each
6" x 6" Square Post	\$410.00	Each
7" x 7" Square Post	\$870.00	Each
8" x 8" Square Post	\$1,040.00	Each
10" x 10" Square Post	\$1,175.00	Each
2.5" Rafter	\$390.00	Each
3" Rafter	\$430.00	Each
4" Rafter	\$650.00	Each
5" Rafter	\$670.00	Each
Square Rafter	\$1,510.00	Each
Cross Piece	\$1,255.00	Each
Fabric Top	\$2.75	Per Sq. ft
Fabric - Hip/Pyramid	\$2.75	Per Sq. ft
Fabric - Polygon Unit	\$2.75	Per Sq. ft
Fabric - Non Standard Units	\$3.75	Per Sq. ft
NOTE: Add rows for sizes not shown above, as necessary	\$ -	\$ -

Pole Safety Pads (Add lines as necessary)		
Pole Size	4' Safety Pad	6' Safety Pad
3.5"	\$85	\$95
4"	\$85	\$95
4.5"	\$90	\$105
5"	\$125	\$140
6"	\$135	\$150
6.5"	\$145	\$160
8"	\$155	\$170
8.5"	\$155	\$170
10"	\$165	\$180
10.5"	\$165	\$180
12"	\$170	\$185
12.5"	\$175	\$190
14"	\$250	\$270
16"	\$250	\$270
5" x 5"	\$220	\$235
7" x 7"	\$240	\$255
10" x 10"	\$340	\$355
NOTE: Add rows for sizes not shown above, as necessary	\$ -	\$ -

Additional items not included in above (Add lines as necessary)(Adminfeeable Costs)		
Item Description	Mohave Price	Unit
Upcharge for additional heights not listed above	\$80	per foot
Mounting Structure on Pre-Existing Concrete Surface	\$125	per column
Standard, powder-coated steel colors (White, Black, Beige, Blue, Red, Yellow)	\$0	Included
Custom powder-coated steel color	\$400	per structure
Custom Zinc primer coating	\$600	per structure
Sealed Engineering Drawings	\$700-\$3000	each
Fees, Including but not limited to: Permit Fees, Plan Check Fees, Special Inspection Fees	At SNN cost	each
Underground utility detection locator fee	\$250	each
Soil Removal (off-site)	\$125	per column
Concrete Removal & Replacement - 4" thick	\$7	per sq ft
Concrete Removal & Replacement - 6" thick	\$8	per sq ft
Concrete Removal & Replacement - 8" thick	\$8.15	per sq ft
Soil Removal (off-site)	\$125	per column
Core Drilling	\$100	per hole
Saw Cutting	\$12	per linear ft
Repair of existing shade cloth material	\$2.25	per sq ft
Labor Rate for additional Man hours	\$80	per hour
Shade cloth curtains on structures	\$1.75	per sq ft
Difficult site conditions, additional charge	\$100	per hour
Equipment Rental (Fork lift, Boom lifts, etc)	At SNN cost	each
Equipment Rental (Fork lift, Boom lifts, etc)	At SNN cost	each
Snow Load: 20lbs per square foot	\$1,500	per structure
Wind Ratings: up to 120 MPH	\$300	per structure
Non-Standard site conditions, additional charge (for any applicable services not detailed above)	\$100	per hour