

Coop Committee Meeting  
Tuesday, April 2, 2019 4:00 PM  
LPS Admin. Bldg.  
5905 O Street  
Lincoln, NE 68501

1. Call to Order  
Committee Chair
2. Roll Call  
Committee Chair
3. Agenda Item  
Committee Chair
  1. Coop Strategic Plan  
Committee Chair
    1. Equal Level - Multi State Conversation  
Executive Director Ludwig
  2. Consent Items  
Committee Chair
    1. Approve Special Buy contract with Innovative Office Solutions
    2. Approve Special Buy contract with Edgenuity/Odysseyware
3. Program Updates  
Committee Chair
  1. Annual/Paper Buy  
Committee Chair
  2. Specials Buys  
Committee Chair
  3. AEPA  
Committee Chair
4. Future Efforts  
Committee Chair
  1. Yearly Sales Comparison
4. Next Meeting Agenda Items  
Committee Chair
5. Adjournment  
Committee Chair



## **2019-2022 SPECIAL BUY AGREEMENT**

THIS AGREEMENT is entered into by and between the Nebraska ESUCC Cooperative Purchasing (“Cooperative”), and Innovative Office Solutions (“Contractor”). The Cooperative is an organization founded in 1968 with the purpose of providing the Educational Service Unit (ESU) member school districts (“Members”) of Nebraska an opportunity to secure the maximum procurement value through cooperative synergies. The Educational Service Unit Coordinating Council (ESUCC) Advisory group serves as the steering committee for new and future cooperative buys statewide under its direction. A chief executive officer coordinates the statewide purchasing agreement between service units and their school districts and other serviceable entities. The Director manages the program with the guidance of the ESUCC, Advisory Board, and the Fiscal Agent. Nebraska ESUCC Cooperative Purchasing serves 17 ESUs that provide a statewide network of educational opportunities to approximately 249 school districts and more than 300,000 students.

In consideration of mutual covenants, the parties agree as follows:

- 1. Scope of the Contract.** The Contractor shall provide Members the opportunity to purchase the goods and/or services as defined in **Exhibit A**, which is attached hereto and incorporated herein by this reference, at the prices set forth in this Agreement and its Exhibits.
- 2. Payment Terms/Payment Schedule.** Members shall pay for services rendered and/or for accepted goods on the terms and payment schedule as set forth in **Exhibit B** which is attached hereto and incorporated herein by this reference. Prices listed in Exhibit B shall remain in effect during the term of this Agreement unless agreed otherwise by the parties in writing.
- 3. Administrative Fee.** Contractor shall submit to the Cooperative as an administrative fee a sum equal to two percent (2%) of the total gross dollar volume, less freight of all goods and services and excluding annual support and maintenance purchased by the Cooperative, ESUs, and Members. This fee will be submitted to the Cooperative on a quarterly basis beginning three months from the Effective Date of this Agreement for all transactions completed and paid during said quarter.
- 4. Term.** This Agreement is effective on April 4, 2019 (“Effective Date”) and shall continue until 12:00 midnight (CST) on April 3, 2022, unless terminated earlier as provided by this Agreement or by law.
- 5. Governing Law; Designation of Forum.** This Agreement is governed by and construed in accordance with the laws of the State of Nebraska. Any action to enforce this Agreement must be brought in the state or federal courts of the State of Nebraska. Mandatory and exclusive venue for any disputes shall be in Sarpy County, Nebraska.

## **6. Termination.**

- A. The Cooperative may terminate this Agreement in whole or part if funding from federal, state, or other sources for the Cooperative or its Members is not obtained and continued at levels sufficient to allow for purchase of the good and/or services in the indicated quantities or term. The Cooperative shall notify the Contractor as soon as practicable if funds to meet the Cooperative's or Members' obligations become unavailable. The determination of the Cooperative as to the insufficiency of funds is conclusive.
- B. Each party may terminate this Agreement if the other party breaches or is in default of any material obligation hereunder which default is incapable of cure, or which, being capable of cure, has not been cured within 30 days after receipt of written notice of such default or such additional cure period as the nondefaulting party may authorize in writing.
- C. Each party may terminate this Agreement by written notice if federal or state laws or rules are modified or interpreted in a way that the services are no longer allowable or appropriate for purchase under this contract or are no longer eligible for the funding proposed for payments authorized by this contract.
- D. The Cooperative may terminate this Agreement, in whole or in part, by written notice to the Contractor and may regard the Contractor in default of this Agreement if the Contractor becomes:
  - (1) Insolvent;
  - (2) Makes a general assignment for the benefit of creditors;
  - (3) Files a voluntary petition of bankruptcy;
  - (4) Suffers or permits the appointment of a receiver for its business or assets;
  - (5) Becomes subject to any proceeding under any bankruptcy or insolvency law, whether domestic or foreign; or
  - (6) Has wound up or liquidated, voluntarily or otherwise.
- E. The Cooperative may terminate this Agreement, in whole or in part, immediately, without notice, if the Contractor is debarred or suspended from performing services on any public contracts.
- F. The parties may terminate this Agreement without cause by mutual written consent or by either party with a minimum of 90 days written notice.
- G. Upon the termination for any reason or expiration of this Agreement, the Contractor promptly must return to the Cooperative all papers, materials and other property of the Cooperative then in its possession, including but not limited to all work in progress as is appropriate in its then existing form to the Cooperative.

## **7. Indemnification.**

- A. The Contractor hereby waives and agrees to indemnify and save harmless the Cooperative and the ESUs and their officials, agents, employees, and volunteers (hereinafter collectively referred to as "Indemnities"), against any and all claims of

injuries, death, damage to property, liabilities, judgments, costs and expenses which may otherwise accrue against Indemnities in consequence of the granting of this Agreement or which may otherwise result therefrom.

- B. The Contractor shall, at his or her own expense, appear, defend and pay all charges of attorneys and all costs and other expenses arising therefrom or incurred in connection therewith.
  - C. If any judgment shall be rendered against the Cooperative or the ESUs in any such action, the Contractor shall, at his or her own expense, satisfy and discharge the same.
  - D. Any performance bond or insurance protection required by this contract, or otherwise provided by the Contractor, shall in no way limit the responsibility to indemnify and save harmless and defend the Indemnities as herein provided.
  - E. The Contractor's obligation to indemnify and save harmless any Indemnities will survive the expiration or termination of this Agreement by either party for any reason.
- 8. Insurance.** Contractor shall secure and keep in force during the term of this Agreement the following insurance coverages from insurance companies or government self-insurance pools authorized to do business in Nebraska:
- A. Commercial general liability, including premises or operations, contractual, and products or completed operations coverages (if applicable), with minimum liability limits of \$1,000,000 per person and \$5,000,000 per occurrence; and
  - B. If applicable, workers compensation coverage meeting all statutory requirements.
- The Contractor shall furnish a certificate of insurance to the undersigned Cooperative representative prior to commencement of this Agreement. Failure to provide insurance as required in this agreement is a material breach of contract entitling the Cooperative to terminate this Agreement immediately.
- 9. Public Records.** The Contractor acknowledges that the Cooperative must comply with NEB. REV. STAT. § 84-712 through § 84-713 and release public records as defined law upon request, which may include this Agreement and all records created and maintained in relation to this Agreement.
- 10. Publicity.** The Cooperative does not endorse the goods or services of the Contractor. Except for listing the Cooperative as a client during the term of this Agreement, news releases or other publicity concerning this Agreement must not be made by the Contractor without the prior written approval of the Cooperative.
- 11. Drug/Alcohol/Tobacco/Weapons Free Workplace.** The Contractor and all subcontractors, if any, shall not manufacture, sell, distribute, dispense, possess or use controlled substances or marijuana, as defined by Nebraska law, during the performance of this Agreement while on Cooperative, ESU, or Member premises or at Cooperative, ESU, or Member related functions. The Contractor and all subcontractors, if any, shall not possess any weapon, as defined by Nebraska law and the federal "Drug-Free Schools Act," on Cooperative, ESU, or Member property or at Cooperative, ESU, or Member

related functions. The Contractor and all subcontractors, if any, also shall adhere to all Cooperative, ESU, and Member policies and regulations that prohibit the possession, distribution, sale, dispensation, or use of any alcohol or tobacco products while on Cooperative, ESU, or Member premises or at Cooperative, ESU, or Member related functions. Failure to comply with this provision may be considered a material breach. The Cooperative may suspend or terminate the Contractor, subcontractor, or both if it violates these laws, regulations, or policies or this provision.

12. **Nondiscrimination.** The Contractor and all subcontractors, if any, shall not discriminate against any employee or applicant who is to be employed for performance of this Agreement with respect to his or her hire, tenure, terms, conditions, or privileges of employment, because of his race, color, religion, sex, disability, or national origin.
13. **Independent Contractor.** Contractor is an independent contractor under this contract and is not a Cooperative, ESU, or Member employee for any purpose. The Contractor retains sole and absolute discretion in the manner and means of carrying out Contractor's activities and responsibilities under this Agreement, except to the extent specified in this Agreement.
14. **Employment Eligibility Verification.** The Contractor shall use a federal immigration verification system to determine the work eligibility status of employees hired on or after October 1, 2009 and who are physically performing services within the State of Nebraska. If the Contractor employs or contracts with any subcontractor in connection with this Agreement, the Contractor shall include a provision in the contract requiring the subcontractor to use a federal immigration verification system to determine the work eligibility status of new employees physically performing services within the State of Nebraska.
15. **Taxpayer Identification.** Contractor's federal employer identification number is: \_36-4550688\_\_\_\_\_.
16. **Sales Tax.** The Cooperative, ESUs, and Members are exempt from sales tax and shall not pay any sales tax under this Agreement. The Cooperative, ESUs and/or Members will provide the Contractor with applicable sales tax exemption certificates upon written request.
17. **Notice.** Each party giving any Notice ("Notice") under this Agreement must give written Notice by personal delivery, registered or certified Mail (in each case, return receipt requested and postage prepaid), or nationally recognized overnight courier (with all fees prepaid.) Notice shall be sent to the following addressees at the following addresses:

Cooperative: ESUCC  
Attn: David Ludwig  
6949 South 110<sup>th</sup> Street  
LaVista, NE 68128

With copy to:

ESUCC Cooperative Purchasing  
Attn: Craig Peterson  
PO Box 858

412 W. 14<sup>th</sup> Ave  
Holdrege, NE 68949

Steve Williams, Legal Counsel  
KSB School Law, PC, LLO  
Cornhusker Plaza  
301 South 13th Street, Suite 210  
Lincoln, NE 68508

Contractor: Innovative Office Solutions \_\_\_\_\_  
151 East Cliff Road \_\_\_\_\_  
Burnsville, MN 55337 \_\_\_\_\_

Notice is effective only if the party giving the Notice has complied with this section.

18. **Warranties and Specifications.** Contractor shall be responsible for providing to Members all manufacturer warranties on all goods and services. Contractor shall provide Members with all attachments normally supplied by the manufacturer and/or supplier. Complete product specification sheets or brochures must be provided to Members, ESUs, or the Cooperative upon request.
19. **Entire Agreement.** The Agreement is the complete and exclusive expression of the parties' agreement on the matters contained in this Agreement. All prior and contemporaneous negotiations and agreements between the parties on the matters contained in this Agreement are expressly merged into and superseded by this Agreement.
20. **Amendments and Modifications.** The parties may amend or modify this Agreement only by a signed, written agreement by both parties that identifies itself as an amendment or modification to this Agreement. No other alternations in the terms of this agreement shall be valid or binding.
21. **Waivers.** The parties may waive any provision in this Agreement only by a writing executed by the party or parties against whom the waiver is sought to be enforced. No failure or delay: (1) In exercising any right or remedy, **or** (2) In requiring the satisfaction of any condition under this Agreement, **and** (3) No act, omission, or course of dealing between the parties operates as a waiver or estoppel of any right, remedy or condition. A waiver made in writing on one occasion is effective only in that instance and only for the purpose stated. A waiver once given is not to be construed as a waiver on any future occasion or against any other Person.
22. **Severability.** If any provision of this Agreement is determined to be unenforceable, the remaining provisions of this Agreement remain in full force, if the essential terms and conditions of this Agreement for each party remain enforceable.
23. **Counterparts.** The parties may execute this Agreement in multiple counterparts, each of which constitutes an original, and all of which, collectively, constitute only one agreement. The signatures of all of the parties need not appear on the same counterpart, and delivery of an executed counterpart signature page by facsimile or other electronic means is as

effective as executing and delivering this Agreement in the presence of the other parties to this Agreement. This Agreement is effective upon delivery of one executed counterpart from each party to the other parties. In proving this Agreement, a party must produce or account only for the executed counterpart of the party to be charged.

24. **Force Majeure.** Neither party shall be liable for any loss or damage suffered by the other party, directly or indirectly, as a result of the non performing party's failure to perform, or delay in performing, any of its obligations contained in this contract (except any obligations to make payments for services rendered or accepted goods received before the failure to perform or the delay in performance), where, in the opinion of the Cooperative, such failure or delay is cause by circumstances beyond the non performing party's control or which make performance commercially impracticable, including but not limited to fire, flood, storm or other natural disaster, explosion, accident, war, riot, civil disorder, government regulations or restrictions of any kind or any acts of any government, alien enemy, judicial action, power failure, acts of God, or other natural circumstances. This Force Majeure provision excludes economic hardship, changes in market conditions, and insufficiency of funds on the part of Contractor.
25. **Assignment.** This Agreement binds the parties and their respective successors and assignees. The Contractor shall not assign or otherwise dispose of this Agreement or any duty, right, or responsibility contemplated in this Agreement to any other person without the previous written consent of the Cooperative.
26. **Subcontractors.** The Contractor shall not subcontract services or any part of this Agreement without the prior written consent of the Cooperative.
27. **Captions.** The descriptive headings of the Articles, Sections and subsections of this Agreement are for convenience only, do not constitute a part of this Agreement, and do not affect this Agreement's construction or interpretation.
28. **Rights and Remedies Cumulative.** Any enumeration of the Cooperative's rights and remedies set forth in this Agreement is not exhaustive. The Cooperative's exercise of any right or remedy under this Agreement does not preclude the exercise of any other right or remedy. All of the Cooperative's rights and remedies are cumulative and are in addition to any other right or remedy set forth in this Agreement, any other agreement between the parties, or which may now or subsequently exist at law or in equity, by statute or otherwise.
29. **Relationship Among Parties.** This Agreement creates no relationship of joint venture, partnership, limited partnership, agency, or employer- employee between the parties, and the parties acknowledge that no other facts or relations exist that would create any such relationship between them. Neither party has any right or authority to assume or to create any obligation or responsibility on behalf of the other party except as my from time to time be provided by written instrument signed by both parties.
30. **Rules of Construction.** The parties hereto have each been represented by counsel, or had the opportunity to be represented, during the negotiation and execution of this Agreement, and therefore waive application of any law or rule of construction providing that ambiguities in the contract will be construed against the party drafting such contract.
31. **Attachments.** Attachments to this Agreement include the following:

Exhibit A – Scope of Good or Services to be provided to Cooperative  
Exhibit B – Payment Terms & Schedule

IN WITNESS WHEREOF the parties have executed this Agreement on the date last date written below.

**[THE NEXT PAGE IS THE SIGNATURE PAGE]**

**COOPERATIVE**

**CONTRACTOR**

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: David Ludwig

Name: Paul Kaminski \_\_\_\_\_

Title: Executive Director

Title: Director of Technology \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

## **EXHIBIT “A”**

### **SCOPE OF GOODS OR SERVICES TO BE PROVIDED TO MEMBERS**

#### **Company Profile**

Innovative Office Solutions was founded in June 2001, providing office supplies and office furniture. Recognizing the high service levels and value of single-sourcing with our unique model, customers expressed a desire to supply more of their business needs through Innovative. In the years since, Innovative has expanded into many more categories to be a single source solution for today’s business. Our expansions have focused around hiring top talent in each category of product and building a team around them, moving into categories such as Cleaning & Facilities supplies, Safety products, Breakroom & Coffee, Technology Solutions including Managed Print Services & Audio Visual, Commercial and Education Furniture & Design, Workplace Branding and Kitting & Assembly. These category expansions have been incredibly successful and a major driver of growth for Innovative.

Innovative began with a single location in Minneapolis and has expanded to twelve locations throughout Minnesota, South Dakota and North Dakota. Additionally, Innovative partners with wholesaler Essendant to provide next-day nationwide service throughout the United States.

The Innovative customer base is incredibly diverse, including thousands of customers in the commercial, education and government sectors.

- Commercial – Serving customers that include small to large national enterprise accounts.
- Education – The leading K-12 supplier in Minnesota, holding the most K-12 contracts.
- Government – Hold the office supply contracts for the State of Minnesota, State of South Dakota and State of North Dakota servicing hundreds of locations and thousands of users across each state.

Additionally, Innovative is the official supplier to most of Minnesota’s Professional Sports Teams including the MN Vikings, MN Twins, MN Wild, MN United FC and Saint Paul Saints. We provide business supplies as well as furniture and facility supplies throughout many of the major stadiums. In addition, Innovative partners with the Minnesota sports teams in support of their charities. As a side note, Innovative Office Solutions supplied over 35,000 pieces of furniture for US Bank Stadium.

## EXHIBIT "B"

### 1. Contractor's Pricing

Contractor's Pricing Model under this Agreement is:

### Proposal

#### Overview

As a Platinum Partner of HP and a current vendor for the Nebraska ESUCC, Innovative would like to propose a two-tier OEM HP pricing program. The Program will offer better everyday pricing for all members and even deeper discounting for members who chose to participate and meet the HP requirements of this program.

#### Goal

The goal is to provide Nebraska ESUCC members with additional member value by providing OEM HP ink and toner cartridges to all members at better prices.

#### Specifications

The first tier or the everyday pricing is an HP Big Deal for the Cooperative averaging between 8% - 12% lower pricing than competitive street pricing. Pricing is good for one year. There is no obligation or commitment to be on this program.

The second tier is our HP Premier Select program which is available to those members who meet the two requirements HP has for this program. Members must sign an agreement with Innovative and load a Data Collection Agent (DCA) onto their network. This program is 30% - 60% better than competitive street pricing. The program pricing is locked in for 5 years. A school can opt out of the agreement at any time with 30 days written notice. This program also helps drive purchases to high yield cartridges which provides a lower cost per page. The program also has jumbo yield cartridges which are only available through HP programs like this. Additionally, HP printers, PM kits, fuser rollers, and other additional HP printer products are available at significant discounting on this program.

#### Examples

OEM HP 05A, item # HEWCE505A

Competitive Street Price: \$100.99

Big Deal Price: \$85.25

Premier Select Price: \$41.82

#### Project Manager

Dale Bloem

Innovative Office Solutions

Technology Category Specialist

[dale.bloem@innovativeos.com](mailto:dale.bloem@innovativeos.com)

605.274.0952

**2. Payment Terms/ Payment Schedule**

- A. Members will pay Contractor for all undisputed amounts for the goods and/or services identified in Exhibit A and provided by Contractor under this Agreement within sixty (60) days of receipt of invoice, provided that goods/services have been accepted by the Member as hereinafter provided.
- B. The procedure for billing and payment for services or products and deliverables shall be as specified in this exhibit.

**3. Acceptance of Services or Products:**

- A. The Contractor shall deliver any goods, perform any services or both in accordance with the schedule set forth in any RFP, the time specified in a purchase order issued by the Cooperative, ESU, or Member, or this Agreement (whichever is later).
- B. Unless otherwise agreed to by the parties, the Contractor shall provide written notification of completion of any deliveries, or performances of services or both, to the Member ("Delivery Notice").
- C. Members shall have sixty (60) days from the date of receipt of the Delivery Notice to provide the Contractor with written notification of acceptance or rejection due to unsatisfactory performance or nonconforming goods.
- D. If the Member issues a rejection notice, the Contractor shall as quickly as is practicable, correct or replace all deficiencies at its expense. The Cooperative shall not unreasonably withhold or delay its acceptance or rejection.

**4. Title and Risk of Loss:**

- A. Title and risk of loss for goods shall remain with the Contractor until goods are accepted by the Member, ESU, or Cooperative.
- B. Insurance during shipment and until the goods are accepted by the Cooperative, ESU, or Member is the responsibility of the Contractor.

## EXHIBIT "C"

### SAMPLE AGREEMENT

#### Sample Agreement

**Company:** ABC School  
**Address:** 1234 Main St.  
Anytown, NE 68310

**Contact:** Name  
**e-mail:** email address  
**Phone:** 402-123-1234

#### Agreement

This Agreement is entered in to between Innovative Office Solutions LLC (Innovative) and ABC School for the purpose of implementing the following special terms and conditions.

**SERVICES OFFERED:** Innovative agrees to provide HP toner for HP Printers (see Addendum A parts list), along with printer environment monitoring, auto toner re-ordering, proactive service error monitoring, phone based technical supplies support, and quarterly environment reporting under the automatic printer supplies replenishment program. Covered printers and pricing for both toner and service are listed in Addendum A. Innovative also agrees to provide all service labor and repair parts needed to maintain the equipment in good working condition, as outlined in Addendum B. All services will be billed after services have been approved and provided.

**AUTO-TONER REORDERING (Optional):** Innovative will provide Customer a recommended cartridge purchase list, by shipping location, on a periodic basis (daily to quarterly dependent on print volume). This recommended cartridge purchase list is based on an ongoing analysis of the toner remaining in each printer covered under the Agreement for each Customer location. Customer may review and verify accuracy of this purchase list at their discretion. Once submitted for fulfillment, the cartridge order will be delivered to the designated shipping location. Additionally, the Customer has the option to allow all supplies to be automatically shipped to the printers covered under this agreement based on the remaining toner levels.

**PROACTIVE SERVICE ERROR MONITORING:** Because Innovative will be proactively monitoring Customer's printing environment; Innovative will at times notify the designated contact at Customer to inform them of the Service Error on a covered device in that location and attempt to correct supplies related errors with the designated contact over the phone. Innovative will dispatch a qualified service technician within the timeframe noted in Addendum B. Otherwise, the customer may elect to have Innovative service the printer on a time and materials basis.

**CUSTOMER AGREEMENT:** Under this Agreement, Customer agrees to permit Innovative to install Monitoring Software per the End User License Agreement (EULA) that is activated as part of the software installation. If the client is unable to install monitoring software the printers will be monitored manually and new toner cartridges will be requested as required. During the term of this Agreement, Innovative will ship

toner cartridges as required to Customer for use in printers designated in Addendum A. The price will be as stated in Addendum A (Section 2) of this Agreement, provided that Customer spends minimum of \$100 per quarter in total purchases as designated in Addendum A (Section 2). Customer agrees to periodically review Addendum A (Section 1) for additions and /or deletions to the printer fleet and the ship to locations for cartridges. Addendum A will be amended as mutually agreed to by Innovative and Customer.

**BILLING TERMS:** Innovative will invoice the Customer based on the prices in addendum A. For all items not indicated with an asterisk, it is Innovative's policy to systematically lock all agreed-upon prices for the contract period. Items containing an asterisk will change based on the manufacturer's price change. Innovative will notify the customer 30 days prior to any contract price change. Pricing will not be changed until approved by Customer.

The pricing for Service may need to be adjusted based on Manufacturer's materials cost changes and additional Labor and fleet cost increases. Innovative will notify the Customer 30 days prior to any contract price change request. Pricing will not be changed until approved by Customer.

**AGREEMENT PERIOD:** This Agreement is for a period of 60 months from the date of signature. PLEASE NOTE: Discounts associated with this program can only be guaranteed for the length of this original Agreement.

**EMPLOYEE SCREENING:** Innovative shall take commercially reasonable steps to ensure its employees, and the employees of any of its affiliates, who provide onsite or remote support of Customer's printing devices do not have convictions for financial or computer-related crimes.

**INDEPENDENT CONTRACTORS:** Both parties agree and understand that they are independent contractors and that nothing in this Agreement constitutes an implied or written employment contract or guarantee of a continued relationship with the other party. Both parties understand that they shall be responsible for payment of their any and all of their own federal, state, and local taxes of any kind related to any and all compensation earned during the relationship described by the Agreement.

**INSURANCE:** During the term of this Agreement, and any subsequent renewals, Innovative agrees to maintain in good standing and full force the following types of insurance and corresponding coverage limits.

- Commercial General Liability with limits of no less than \$1,000,000 per occurrence
- Workers Compensation with limits no less than Minnesota's statutory requirements

Upon request, Innovative will provide Customer with proof of coverage.

**ENTIRE AGREEMENT:** This Agreement, including any Addenda, constitutes the final expression of the agreement between the parties relating to the subject matter of this Agreement. It is also intended as a complete and exclusive statement of the terms of agreement. Any and all prior agreements, whether written or oral, that may exist between the parties regarding the subject matter of this Agreement are hereby superseded.

ABC School

---

(Signature)

---

Print Name

---

Title

---

Date

Innovative Office Solutions LLC

---

(Signature)

---

Print Name

---

Title

---

Date

## Addendum A

### 1. LOCATIONS COVERED

1234 Main St.	68310	Anytown	NE
---------------	-------	---------	----

### 2. Printer and TONER PRICING

Item Number	Model	SMP Item	SMP Yield	SMP Price	CPP
HEWCE505A	LJ P2035 Printer Series (must use AC cart.)	HEWCE505AC	2300	\$ 41.82	\$ 0.018

### 3. PRINTER MAINTENANCE AND SUPPORT FEES

Printer maintenance and support will only be performed on a time and materials basis. The fee for the service is \$125 plus materials cost. If the repairs require trouble shooting and extra cost innovative will request prior approval before proceeding.

### 4. PRICING CHANGES

All prices that are indicated with an asterisk in this Addendum are subject to change with 30 days' notice and approval from Customer. Items not indicated with an asterisk are locked in for the length of the Agreement.

## **Addendum B**

### **Service Level Agreement**

1. **SERVICE PROVIDED:** Innovative agrees to provide monitoring and alerts needed to maintain equipment in good working condition, as outlined in this Agreement. Innovative will also furnish all tools, test equipment, and technical personnel needed to execute the provisions of this Agreement. This Service includes:
  - Proactive Monitoring of printers in the Program
  - Quarterly reports in Microsoft Excel or CSV format detailing all maintenance and support activities performed by Innovative since the previous reporting period.
  - Technical Supplies Support for via Phone
  - Except for Technical Supplies Support provided via telephone, all labor would be performed upon request on a Time and Material basis, onsite at a Customer facility.

Because Innovative will be proactively monitoring Customer's printing environment, Innovative will at times notify the designated contact at Customer to inform them of the Service Error on a covered device in that location and attempt to correct supplies related errors with the designated contact over the phone. At customer's discretion Innovative will dispatch a qualified service technician within the timeframe noted in Section 3 below.

2. **EXCLUSIONS:**
  - This Agreement does not include paper.
  - This Agreement does not cover repairs needed due to *force majeure* actions, acts of nature, willful destruction, user abuse or accidents; including damage caused by electrical shortage, spikes or surges. Any alterations to the equipment will void the Service clause of this Agreement.
  - Customer will be charged the then current time and material rate for service calls placed for printers not listed on Addendum A and/or that are not covered under an alternative service arrangement.
3. **RESPONSE TIME:** Innovative will respond to all calls for service within 8 (eight) business hours. Service which is after hours, on weekends or on holidays, unless otherwise stated within this Agreement, is excluded. Innovative's normal hours of operation are 8:00am to 5:00 pm in Customer's local time zone, Monday through Friday.
4. **INITIAL INSPECTION AND UPGRADE:** All equipment, in order to be covered under this Agreement, must be inspected and in good working order prior to the commencement of the Agreement.
5. **COVERED EQUIPMENT:** See Addendum A-(Section 1 - Printers Covered), for a listing of equipment covered by this Agreement.

6. **DATA STORAGE DEVICE REMOVAL:** Under no circumstances will Innovative, or any of its affiliates, remove from a Customer facility, a printing device's non-volatile data storage device (e.g. disk drive). Any non-volatile data storage device, no matter its origin or condition, removed from a Customer-owned printer device is the sole property of Customer and must remain onsite at the Customer facility, in the possession of the local Customer point-of-contact.
  
7. **AGREEMENT TERMINATION:** This Agreement is for a period of 60 months, commencing on the date of the last signature of this Agreement and continuing unless terminated by either party at any time upon thirty (30) days written notice. PLEASE NOTE: Discounts associated with this program are only guaranteed through this active agreement period. There will be no cancellation penalties



## **2019-2022 SPECIAL BUY AGREEMENT**

THIS AGREEMENT is entered into by and between the ESUCC and Edgenuity-Odysseyware ("Contractor"). Educational Service Unit Coordinating Council (ESUCC) was created in statute to coordinate the activities of Nebraska's 17 Educational Service Units. The Educational Service Unit Coordinating Council was created by LB 603 in 2007 and officially came into existence on July 1, 2008. Cooperative Purchasing is a Project of ESUCC that has been in existence since 1968 with the purpose of providing the Educational Service Unit (ESU) member school districts ("Members") of Nebraska an opportunity to secure the maximum procurement value through cooperative synergies. The Educational Service Unit Coordinating Council (ESUCC) Advisory group serves as the steering committee for new and future cooperative buys statewide under its direction. A chief executive officer coordinates the statewide purchasing agreement between educational service units and their school districts and other serviceable entities. The Director of Cooperative Purchasing manages the program with the guidance of the ESUCC, Advisory Board, and the Fiscal Agent. ESUCC serves 17 ESUs that provide a statewide network of educational opportunities to approximately 245 school districts and more than 300,000 students.

In consideration of mutual covenants, the parties agree as follows:

- 1. Scope of the Contract.** The Contractor shall provide Members the opportunity to purchase the goods and/or services as defined in **Exhibit A**, which is attached hereto and incorporated herein by this reference, at the prices set forth in this Agreement and its Exhibits.
- 2. Payment Terms/Payment Schedule.** Members shall pay for services rendered and/or for accepted goods on the terms and payment schedule as set forth in **Exhibit B** which is attached hereto and incorporated herein by this reference. Prices listed in Exhibit B shall remain in effect during the term of this Agreement unless agreed otherwise by the parties in writing.
- 3. Administrative Fee.** Contractor shall submit to ESUCC as an administrative fee a sum equal to two percent (2%) of the total gross dollar volume, less freight of all goods and services and excluding annual support and maintenance purchased by the ESUCC, ESUs, and Members. This fee will be submitted to ESUCC on a quarterly basis beginning three months from the Effective Date of this Agreement for all transactions completed and paid during said quarter.

4. **Term.** This Agreement is effective on **April 5,** 2019 ("Effective Date") and shall continue until 12:00 midnight (CST) on **April 4,** 2022, unless terminated earlier as provided by this Agreement or by law.
5. **Governing Law; Designation of Forum.** This Agreement is governed by and construed in accordance with the laws of the State of Nebraska. Any action to enforce this Agreement must be brought in the state or federal courts of the State of Nebraska. Mandatory and exclusive venue for any disputes shall be in Sarpy County, Nebraska.
6. **Student Privacy Protections.**
  - A. **Definition of Data.** Data include all Personally Identifiable Information (PII), Member Data, and other non-public information. Data include, but are not limited to, student data, metadata, and user content.
  - B. **Definition of Member Data.** Member Data includes all PII and other information that is not intentionally made generally available by ESUCC or its Members on public websites or publications, including but not limited to business, administrative and financial data, intellectual property, and student and personnel data and metadata.
  - C. **Definition of Personally Identifiable Information.** Personally Identifiable Information includes but is not limited to: personal identifiers such as name, address, phone number, date of birth, Social Security number, and student or personnel identification number; "personal information" as used in Neb. Rev. Stat. § 84-712.05 and personally identifiable information contained in student education records as that term is defined in the Family Educational Rights and Privacy Act, 20 USC 1232g.
  - D. **Definition of User.** User means a participant, instructor, or administrator of ESUCC or its Members who are authorized with login credentials by ESUCC or its Members to use the goods and/or services provided by this Agreement.
  - E. **Data De-Identification.** Contractor may use deidentified Data for product development, research, or other purposes. De-identified Data will have all direct and indirect personal identifiers removed. This includes, but is not limited to, name, ID numbers, date of birth, demographic information, location information, and school ID. Furthermore, Contractor agrees not to attempt to re-identify deidentified Data and not to transfer de-identified Data to any party unless that party agrees not to attempt reidentification.
  - F. **Marketing and Advertising.** Contractor will not use any Data to advertise or market to students or their parents. Advertising or marketing may be directed to the ESUCC, Members, or their school districts only if student information is properly de-identified."
  - G. **Modification of Terms of Service.** Contractor will not change how Data are collected, used, or shared under the terms of this Agreement in any way without

advance notice to and consent from the ESUCC, the Members, and the affected school district(s).

- H. **Data Collection.** Contractor will only collect Data necessary to fulfill its duties as outlined in this Agreement.
- I. **Data Use.** Contractor will use Data only for the purpose of fulfilling its duties and providing services under this Agreement, and for improving services under this Agreement.
- J. **Data Mining.** Contractor is prohibited from mining Data for any purposes other than those agreed to by the parties. Data mining or scanning of user content for the purpose of advertising or marketing to students or their parents is prohibited.
- K. **Data Sharing.** Data cannot be shared with any additional parties without prior written consent of the User except as required by law.
- L. **Data Transfer or Destruction.** Contractor will ensure that all Data in its possession and in the possession of any subcontractors, or agents to which the Contractor may have transferred Data, are destroyed or transferred to the ESUCC under the direction of the ESUCC when the Data are no longer needed for their specified purpose, at the request of the Member.
- M. **Rights and License in and to Data.** Parties agree that all rights, including all intellectual property rights, shall remain the exclusive property of the Member, and Contractor has a limited, nonexclusive license solely for the purpose of performing its obligations as outlined in the Agreement. This Agreement does not give Contractor any rights, implied or otherwise, to Data, content, or intellectual property, except as expressly stated in the Agreement. This includes the right to sell or trade Data.
- N. **Access.** Any Data held by Contractor will be made available to a Member upon request by the Member.
- O. **Security Controls.** Contractor will store and process Data in accordance with industry best practices. This includes appropriate administrative, physical, and technical safeguards to secure Data from unauthorized access, disclosure, and use. Contractor will conduct periodic risk assessments and remediate any identified security vulnerabilities in a timely manner. Contractor will also have a written incident response plan, to include prompt notification of the Member in the event of a security or privacy incident, as well as best practices for responding to a breach of PII. Contractor agrees to share its incident response plan upon request.
- P. **Response to Legal Orders, Demands or Requests for Data.** Except as otherwise expressly prohibited by law, Contractor will:
  - (1) Promptly notify ESUCC and Members of any subpoenas, warrants, or other legal orders, demands or requests received by Contractor seeking Data;
  - (2) Consult with ESUCC and Members regarding its response;

- (3) Cooperate with ESUCC's and Member's reasonable requests in connection with efforts by them to intervene and quash or modify the legal order, demand or request; and
- (4) Upon ESUCC's or a Member's request, provide them with a copy of its response.

## **7. Termination.**

A. ESUCC may terminate this Agreement in whole or part if funding from federal, state, or other sources for ESUCC or its Members is not obtained and continued at levels sufficient to allow for purchase of the good and/or services in the indicated quantities or term. ESUCC shall notify the Contractor as soon as practicable if funds to meet ESUCC's or Members' obligations become unavailable. The determination of ESUCC as to the insufficiency of funds is conclusive.

B. Each party may terminate this Agreement if the other party breaches or is in default of any material obligation hereunder which default is incapable of cure, or which, being capable of cure, has not been cured within 30 days after receipt of written notice of such default or such additional cure period as the nondefaulting party may authorize in writing.

C. Each party may terminate this Agreement by written notice if federal or state laws or rules are modified or interpreted in a way that the services are no longer allowable or appropriate for purchase under this contract or are no longer eligible for the funding proposed for payments authorized by this contract.

D. ESUCC may terminate this Agreement, in whole or in part, by written notice to the Contractor and may regard the Contractor in default of this Agreement if the Contractor becomes:

- (1) Insolvent;
- (2) Makes a general assignment for the benefit of creditors;
- (3) Files a voluntary petition of bankruptcy;
- (4) Suffers or permits the appointment of a receiver for its business or assets;
- (5) Becomes subject to any proceeding under any bankruptcy or insolvency law, whether domestic or foreign; or
- (6) Has wound up or liquidated, voluntarily or otherwise.

E. ESUCC may terminate this Agreement, in whole or in part, immediately, without notice, if the Contractor is debarred or suspended from performing services on any public contracts.

F. The parties may terminate this Agreement without cause by mutual written consent or by either party with a minimum of 90 days written notice.

G. Upon the termination for any reason or expiration of this Agreement, the Contractor promptly must return to ESUCC all papers, materials and other property

of ESUCC then in its possession, including but not limited to all work in progress as is appropriate in its then existing form to ESUCC.

**8. Indemnification.**

A. The Contractor hereby waives and agrees to indemnify and save harmless ESUCC and the ESUs and their officials, agents, employees, and volunteers (hereinafter collectively referred to as "Indemnities"), against any and all claims of injuries, death, damage to property, liabilities, judgments, costs and expenses which may otherwise accrue against Indemnities in consequence of the granting of this Agreement or which may otherwise result therefrom.

B. The Contractor shall, at his or her own expense, appear, defend and pay all charges of attorneys and all costs and other expenses arising therefrom or incurred in connection therewith.

C. If any judgment shall be rendered against ESUCC or the ESUs in any such action, the Contractor shall, at his or her own expense, satisfy and discharge the same.

D. Any performance bond or insurance protection required by this contract, or otherwise provided by the Contractor, shall in no way limit the responsibility to indemnify and save harmless and defend the Indemnities as herein provided.

E. The Contractor's obligation to indemnify and save harmless any Indemnities will survive the expiration or termination of this Agreement by either party for any reason.


**9. Insurance.** Contractor shall secure and keep in force during the term of this Agreement the following insurance coverages from insurance companies or government self-insurance pools authorized to do business in Nebraska:

A. Commercial general liability, including premises or operations, contractual, and products or completed operations coverages (if applicable), with minimum liability limits of \$1,000,000 per person and \$5,000,000 per occurrence; and

B. If applicable, workers compensation coverage meeting all statutory requirements.

The Contractor shall furnish a certificate of insurance to the undersigned ESUCC representative prior to commencement of this Agreement. Failure to provide insurance as required in this agreement is a material breach of contract entitling ESUCC to terminate this Agreement immediately.

**10. Public Records.** The Contractor acknowledges that ESUCC must comply with Neb. Rev. Stat. § 84-712 through § 84-713 and release public records as defined law upon request, which may include this Agreement and all records created and maintained in relation to this Agreement.

- 11. Publicity.** ESUCC does not endorse the goods or services of the Contractor. Except for listing ESUCC as a client during the term of this Agreement, news releases or other publicity concerning this Agreement must not be made by the Contractor without the prior written approval of ESUCC.
- 12. Drug/Alcohol/Tobacco/Weapons Free Workplace.** The Contractor and all subcontractors, if any, shall not manufacture, sell, distribute, dispense, possess or use controlled substances or marijuana, as defined by Nebraska law, during the performance of this Agreement while on ESUCC, ESU, or Member premises or at ESUCC, ESU, or Member related functions. The Contractor and all subcontractors, if any, shall not possess any weapon, as defined by Nebraska law and the federal "Drug-Free Schools Act," on ESUCC, ESU, or Member property or at ESUCC, ESU, or Member related functions. The Contractor and all subcontractors, if any, also shall adhere to all ESUCC, ESU, and Member policies and regulations that prohibit the possession, distribution, sale, dispensation, or use of any alcohol or tobacco products while on ESUCC, ESU, or Member premises or at ESUCC, ESU, or Member related functions. Failure to comply with this provision may be considered a material breach. ESUCC may suspend or terminate the Contractor, subcontractor, or both if it violates these laws, regulations, or policies or this provision.
- 13. Nondiscrimination.** The Contractor and all subcontractors, if any, shall not discriminate against any employee or applicant who is to be employed for performance of this Agreement with respect to his or her hire, tenure, terms, conditions, or privileges of employment, because of his race, color, religion, sex, disability, or national origin.
- 14. Independent Contractor.** Contractor is an independent contractor under this contract and is not an ESUCC, ESU, or Member employee for any purpose. The Contractor retains sole and absolute discretion in the manner and means of carrying out Contractor's activities and responsibilities under this Agreement, except to the extent specified in this Agreement.
- 15. Employment Eligibility Verification.** The Contractor shall use a federal immigration verification system to determine the work eligibility status of employees hired on or after October 1, 2009 and who are physically performing services within the State of Nebraska. If the Contractor employs or contracts with any subcontractor in connection with this Agreement, the Contractor shall include a provision in the contract requiring the subcontractor to use a federal immigration verification system to determine the work eligibility status of new employees physically performing services within the State of Nebraska.
- 16. Taxpayer Identification.** Contractor's federal employer identification number is:  

- 17. Sales Tax.** ESUCC, ESUs, and Members are exempt from sales tax and shall not pay any sales tax under this Agreement. ESUCC, ESUs and/or Members will provide the Contractor with applicable sales tax exemption certificates upon written request.

**18. Notice.** Each party giving any Notice ("Notice") under this Agreement must give written Notice by personal delivery, registered or certified Mail (in each case, return receipt requested and postage prepaid), or nationally recognized overnight courier (with all fees prepaid.) Notice shall be sent to the following addressees at the following addresses:

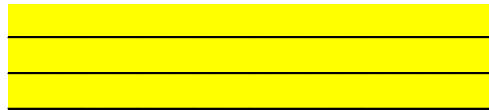
Cooperative: ESUCC  
Attn: David Ludwig  
6949 South 110<sup>th</sup> Street  
LaVista, NE 68128

With copy to:

ESUCC Cooperative Purchasing  
Attn: Craig Peterson  
PO Box 858  
412 W. 14<sup>th</sup> Ave  
Holdrege, NE 68949

Steve Williams, Legal Counsel  
KSB School Law, PC, LLO  
Cornhusker Plaza  
301 South 13th Street, Suite 210  
Lincoln, NE 68508

Contractor:



Notice is effective only if the party giving the Notice has complied with this section.

**19. Warranties and Specifications.** Contractor shall be responsible for providing to Members all manufacturer warranties on all goods and services. Contractor shall provide Members with all attachments normally supplied by the manufacturer and/or supplier. Complete product specification sheets or brochures must be provided to Members, ESUs, or ESUCC upon request.

**20. Entire Agreement.** The Agreement is the complete and exclusive expression of the parties' agreement on the matters contained in this Agreement. All prior and contemporaneous negotiations and agreements between the parties on the matters contained in this Agreement are expressly merged into and superseded by this Agreement.

**21. Amendments and Modifications.** The parties may amend or modify this Agreement only by a signed, written agreement by both parties that identifies itself as an amendment or modification to this Agreement. No other alternations in the terms of this agreement shall be valid or binding.

- 22. Waivers.** The parties may waive any provision in this Agreement only by a writing executed by the party or parties against whom the waiver is sought to be enforced. No failure or delay: (1) In exercising any right or remedy, **or** (2) In requiring the satisfaction of any condition under this Agreement, **and** (3) No act, omission, or course of dealing between the parties operates as a waiver or estoppel of any right, remedy or condition. A waiver made in writing on one occasion is effective only in that instance and only for the purpose stated. A waiver once given is not to be construed as a waiver on any future occasion or against any other Person.
- 23. Severability.** If any provision of this Agreement is determined to be unenforceable, the remaining provisions of this Agreement remain in full force, if the essential terms and conditions of this Agreement for each party remain enforceable.
- 24. Counterparts.** The parties may execute this Agreement in multiple counterparts, each of which constitutes an original, and all of which, collectively, constitute only one agreement. The signatures of all of the parties need not appear on the same counterpart, and delivery of an executed counterpart signature page by facsimile or other electronic means is as effective as executing and delivering this Agreement in the presence of the other parties to this Agreement. This Agreement is effective upon delivery of one executed counterpart from each party to the other parties. In proving this Agreement, a party must produce or account only for the executed counterpart of the party to be charged.
- 25. Force Majeure.** Neither party shall be liable for any loss or damage suffered by the other party, directly or indirectly, as a result of the non performing party's failure to perform, or delay in performing, any of its obligations contained in this contract (except any obligations to make payments for services rendered or accepted goods received before the failure to perform or the delay in performance), where, in the opinion of ESUCC, such failure or delay is cause by circumstances beyond the non performing party's control or which make performance commercially impracticable, including but not limited to fire, flood, storm or other natural disaster, explosion, accident, war, riot, civil disorder, government regulations or restrictions of any kind or any acts of any government, alien enemy, judicial action, power failure, acts of God, or other natural circumstances. This Force Majeure provision excludes economic hardship, changes in market conditions, and insufficiency of funds on the part of Contractor.
- 26. Assignment.** This Agreement binds the parties and their respective successors and assignees. The Contractor shall not assign or otherwise dispose of this Agreement or any duty, right, or responsibility contemplated in this Agreement to any other person without the previous written consent of ESUCC.
- 27. Subcontractors.** The Contractor shall not subcontract services or any part of this Agreement without the prior written consent of ESUCC.

- 28. Captions.** The descriptive headings of the Articles, Sections and subsections of this Agreement are for convenience only, do not constitute a part of this Agreement, and do not affect this Agreement’s construction or interpretation.
- 29. Rights and Remedies Cumulative.** Any enumeration of ESUCC’s rights and remedies set forth in this Agreement is not exhaustive. ESUCC’s exercise of any right or remedy under this Agreement does not preclude the exercise of any other right or remedy. All of the ESUCC’s rights and remedies are cumulative and are in addition to any other right or remedy set forth in this Agreement, any other agreement between the parties, or which may now or subsequently exist at law or in equity, by statute or otherwise.
- 30. Relationship Among Parties.** This Agreement creates no relationship of joint venture, partnership, limited partnership, agency, or employer- employee between the parties, and the parties acknowledge that no other facts or relations exist that would create any such relationship between them. Neither party has any right or authority to assume or to create any obligation or responsibility on behalf of the other party except as my from time to time be provided by written instrument signed by both parties.
- 31. Rules of Construction.** The parties hereto have each been represented by counsel, or had the opportunity to be represented, during the negotiation and execution of this Agreement, and therefore waive application of any law or rule of construction providing that ambiguities in the contract will be construed against the party drafting such contract.
- 32. Attachments.** Attachments to this Agreement include the following:

- Exhibit A – Scope of Services to be provided to ESUCC and Members
- Exhibit B – Payment Terms & Schedule
- Exhibit C – Vendor Software License Agreement

IN WITNESS WHEREOF the parties have executed this Agreement on the last date written below.

**ESUCC**

**CONTRACTOR**

By: \_\_\_\_\_  
 Name: David Ludwig  
 Title: Executive Director  
 Date: \_\_\_\_\_

By: \_\_\_\_\_  
 Name: \_\_\_\_\_  
 Title: \_\_\_\_\_  
 Date: \_\_\_\_\_

**EXHIBIT "A"**

**SCOPE OF GOODS OR SERVICES TO BE PROVIDED TO MEMBERS**

**<<VENDOR-INSERT SCOPE OF GOODS>>**

## **EXHIBIT "B"**

### **1. Contractor's Pricing**

Contractor's Pricing Model under this Agreement is:

**<<VENDOR-INSERT PRICING>>**

### **2. Payment Terms/ Payment Schedule**

- A. Members will pay Contractor for all undisputed amounts for the goods and/or services identified in Exhibit A and provided by Contractor under this Agreement within thirty (30) days of receipt of invoice, provided that goods/services have been accepted by the Member as hereinafter provided.
- B. The procedure for billing and payment for services or products and deliverables shall be as specified in this exhibit.

### **3. Acceptance of Services or Products:**

- A. The Contractor shall deliver any goods, perform any services or both in accordance with the schedule set forth in any RFP, RFQ, the time specified in a purchase order issued by ESUCC, ESU, or Member, or this Agreement (whichever is later).
- B. Unless otherwise agreed to by the parties, the Contractor shall provide written notification of completion of any deliveries, or performances of services or both, to the Member ("Delivery Notice").
- C. Members shall have sixty (60) days from the date of receipt of the Delivery Notice to provide the Contractor with written notification of acceptance or rejection due to unsatisfactory performance or nonconforming goods.
- D. If the Member issues a rejection notice, the Contractor shall as quickly as is practicable, correct or replace all deficiencies at its expense. ESUCC shall not unreasonably withhold or delay its acceptance or rejection.

### **4. Title and Risk of Loss:**

- A. Title and risk of loss for goods shall remain with the Contractor until goods are accepted by the Member, ESU, or ESUCC.
- B. Insurance during shipment and until the goods are accepted by ESUCC, ESU, or Member is the responsibility of the Contractor.

**EXHIBIT "C"**

**SOFTWARE LICENSE AGREEMENT**

**<<VENDOR-INSERT SOFTWARE LICENSE AGREEMENT>>**

**AEPA 2018 Signed Contracts, Sales & Fees By Contracts**  
**Report March 18, 2019 (2018 Report)**

- 27 States Submitted Complete Sales Reports
- 18 States Submitted Contract Reports

<b>YR</b>	<b>Vendors</b>	<b>Contracts</b>	<b>State Sales</b>	<b>Admin Received</b>
15	CEIA (Walk Through Metal Detectors) #015	16	\$0.00	\$0.00
15	Quill (Instructional Supply Catalog) #015	15	\$16,937,227.73	\$338,544.09
15	Quill (Office Supplies Catalog) #015	15	\$17,278,154.28	\$342,430.69
15	Quill (Rest Room, Break Room & Safety Supplies Catalog) #015	15	\$26,713.42	\$534.27
15	School Specialty (Instructional Supply Catalog) #015	16	\$21,548,382.76	\$439,659.30
16	AstroTurf (formerly ProGrass LLC) (Synthetic Turf) #016	14	\$1,305,000.00	\$26,100.00
16	Daktronics Inc (Scoreboard & Marquee Signage) #016	17	\$12,277,879.51	\$245,556.90
16	Field Turf USA Inc (Synthetic Turf) #016	16	\$27,577,258.16	\$434,165.25
16	Field Turf USA Inc (Tracks & Courts) #016	15	\$7,413,629.85	\$143,137.70
16	Hellas Construction Inc (Synthetic Turf) #016	14	\$20,067,843.72	\$297,602.44
16	Hellas Construction Inc (Tracks & Courts) #016	17	\$821,503.00	\$16,233.31
16	Mackin Educational Resources (Mobile Learning Solutions) #016	15	\$1,021,238.78	\$20,483.09
16	Motz Group (Synthetic Turf) #016	11	\$7,382,261.00	\$155,469.73
16	SchoolDude/Dude Solutions Inc dba <b>SchoolDude &amp; FacilityDude</b>	14	\$11,210,164.36	\$223,642.64
16	Shaw Sport Turf (Synthetic Turf) #016	14	\$6,648,873.52	\$132,977.47
17	Konica Minolta (Digital Copiers) #017	18	\$30,340,499.58	\$640,719.71
17	Kyocera Mita America, INC (Digital Copiers) #017	18	\$1,918,594.11	\$47,066.94
17	Progressive Services INC (Roofing) #017	12	\$10,091,626.58	\$201,831.61
17	Sports Surfaces Distributing (Hardwood & Synthetic Flooring) #017	13	\$517,480.58	\$10,349.62
17	Techline Sports Lighting (Athletic Lighting) #017	15	\$2,125,597.12	\$36,859.34
17	WTI-Weatherproofing Technologies Inc/Tremco (Roofing) #017	18	\$66,909,879.73	\$1,349,653.07
18	Biofit Engineered Products (Furniture Supplies) #018	17	\$226,244.29	\$4,524.89
18	CDWG (Technology Catalog) #018	17	\$200,400,004.19	\$3,280,826.71
18	Facility Solutions Group (LED Lighting) #018	17	\$31,485.29	\$629.64
18	MNJ Technologies Direct Inc (Technology Catalog) #018	16	\$4,297,614.61	\$85,999.60
18	National Business Furniture (Furniture Supplies) #018	17	\$538,235.40	\$10,891.22
18	School Specialty (Furniture Supplies) #018	17	\$5,420,034.53	\$109,845.54
18	SICO (Furniture Supplies) #018	17	\$197,948.22	\$3,958.97

<b>YR</b>	<b>Vendors</b>	<b>Contracts</b>	<b>State Sales</b>	<b>Admin Received</b>
18.5	Best Plumbing Specialties (Maintenance, Repair & Operations (MRO)) #018.5A	14	\$79,687.93	\$1,593.76
18.5	Kranos Corporation dba Schutt Sports (Athletic Equipment & Supplies) #018.5C	16	\$957.47	\$19.27
18.5	Midwest Technology Products (Career & Technical Education) #018.5B	18	\$416,380.83	\$8,330.55
18.5	Partac Peat Corporation (Athletic Equipment & Supplies) #018.5C	16	\$309,225.66	\$6,032.88
18.5	School Health Corporation (Athletic Equipment & Supplies) #018.5C	13	\$217,638.06	\$4,353.16
18.5	School Specialty, Inc. (Athletic Equipment & Supplies) #018.5C	16	\$620,799.70	\$17,650.14
	<b><u>Expired Contracts</u></b>			
14	Interior Systems Inc (Furniture Supplies) #014		\$0.00	\$0.00
14	School Specialty (Industrial Supplies) #014		\$4,566.26	\$91.32
14	Troxell Communications (Interactive Classroom Technology Catalog) #014		\$43,688.35	\$873.77
15	Creative Information Technologies, Inc (CITI) (Security, Live Finger Print & Palm Screening) #015		\$0.00	\$0.00
15	Independent Stationers dba Epic (Office Supplies Catalogs) #015		\$11,052.20	\$221.04
15	Nilfisk-Advance, Inc (Custodial Equipment Catalog) #015		\$4,063.22	\$81.27
16	TeachingBooks.net (Mobile Learning Solutions) #016		\$0.00	\$0.00
16	TLC Library Corporation (Mobile Learning Solutions) #016		\$0.00	\$0.00
16	UBU Sports (Synthetic Turf) #016		\$2,994,100.00	\$59,882.23
			\$479,233,534.00	\$8,698,823.13

**AEPA 2018 Member Signed Contracts, Sales & Admin Fees By State**

*Report March 18, 2019 (2018 Report)*

<b>Submitter ID</b>	<b>Reported Signed Contracts</b>	<b>2018 Member Sales</b>	<b>2018 Member Fees</b>
<b>34 Contracts Offered</b>			
California	0	\$92,978,161.75	\$1,648,557.50
Colorado	34	\$13,068,755.23	\$296,713.15
Connecticut	30	\$10,538,299.59	\$194,979.18
Florida	34	\$5,717,762.45	\$110,597.26
Illinois	0	\$0.00	\$0.00
Indiana	0	\$13,427,563.84	\$288,168.36
Iowa	25	\$8,633,850.76	\$171,122.83
Kansas	34	\$26,185,875.72	\$441,503.29
Kentucky	31	\$14,814,688.14	\$305,463.59
Massachusetts	0	\$2,474,659.46	\$49,275.97
Michigan	33	\$2,012,928.45	\$40,182.41
Minnesota	25	\$12,909,095.64	\$249,487.19
Missouri	34	\$20,697,214.39	\$415,962.71
Montana	0	\$4,787,261.40	\$89,708.40
Nebraska	34	\$2,871,349.94	\$56,952.17
New Jersey	10	\$13,938,884.13	\$294,152.25
New Mexico	0	\$33,704,113.41	\$313,681.40
North Dakota	26	\$2,891,632.01	\$54,621.05
Ohio	34	\$37,661,518.48	\$720,858.79
Oregon	28	\$15,419,825.72	\$302,767.28
Pennsylvania	0	\$45,734,863.65	\$902,480.13
Texas	33	\$10,738,730.12	\$151,606.70
Virginia	0	\$16,765,957.35	\$192,380.13
Washington	21	\$51,136,583.34	\$1,022,730.70
West Virginia	0	\$10,911,881.48	\$215,904.78
Wisconsin	33	\$4,638,227.89	\$81,951.55
Wyoming	30	\$4,573,849.66	\$87,014.36
<b>Total 2018</b>		<b>\$479,233,534.00</b>	<b>\$8,698,823.13</b>

## Total Sales By Member States

Report March 18, 2019 (2018 Report)

Total Sales by Member State					
State	2014	2015	2016	2017	2018
California	\$ 105,235,927.37	\$ 93,115,976.87	\$ 92,716,065.96	\$ 104,808,449.16	\$ 92,978,161.75
Colorado	\$ 12,879,889.42	\$ 12,382,486.60	\$ 14,001,373.80	\$ 18,397,641.22	\$ 13,068,755.23
Connecticut	\$ 7,697,556.22	\$ 5,761,671.03	\$ 7,157,803.78	\$ 5,275,876.43	\$ 10,538,299.59
Florida	\$ 4,047,306.87	\$ 5,353,185.80	\$ 5,657,122.48	\$ 7,278,259.08	\$ 5,717,762.45
Illinois	-	-	-	-	\$ -
Indiana	\$ 12,942,080.51	\$ 11,089,018.74	\$ 11,730,217.86	\$ 9,721,694.19	\$ 13,427,563.84
Iowa	\$ 11,414,591.54	\$ 11,962,920.86	\$ 10,890,416.99	\$ 9,806,685.97	\$ 8,633,850.76
Kansas	\$ 17,523,570.34	\$ 15,044,065.20	\$ 22,930,233.53	\$ 19,842,682.48	\$ 26,185,875.72
Kentucky	\$ 9,617,904.20	\$ 11,965,817.25	\$ 11,532,075.29	\$ 12,482,887.00	\$ 14,814,688.14
Massachusetts	\$ 593,305.16	\$ 1,323,800.33	\$ 1,403,851.44	\$ 2,466,295.83	\$ 2,474,659.46
Michigan	\$ 9,778,881.37	\$ 6,682,146.54	\$ 4,644,951.63	\$ 3,231,646.83	\$ 2,012,928.45
Minnesota	\$ 14,790,752.84	\$ 16,336,553.36	\$ 19,470,332.41	\$ 16,349,919.76	\$ 12,909,095.64
Missouri	\$ 30,544,670.46	\$ 30,300,462.12	\$ 27,014,494.79	\$ 26,259,272.52	\$ 20,697,214.39
Montana	\$ 4,146,166.70	\$ 3,416,705.26	\$ 3,646,373.92	\$ 5,221,567.78	\$ 4,787,261.40
Nebraska	\$ 6,375,479.59	\$ 5,251,199.72	\$ 4,475,183.62	\$ 2,788,912.01	\$ 2,871,349.94
New Jersey	\$ 1,148,318.17	\$ 2,559,429.50	\$ 4,350,330.32	\$ 11,971,299.65	\$ 13,938,884.13
New Mexico	\$ 26,466,722.16	\$ 32,888,945.11	\$ 17,596,065.85	\$ 19,935,181.62	\$ 33,704,113.41
North Dakota	\$ 4,616,012.47	\$ 2,831,383.65	\$ 2,215,507.61	\$ 1,750,092.16	\$ 2,891,632.01
Ohio	\$ 43,314,767.14	\$ 38,030,670.96	\$ 32,805,335.75	\$ 37,792,648.44	\$ 37,661,518.48
Oregon	\$ 15,509,857.00	\$ 19,929,425.38	\$ 21,324,860.91	\$ 18,231,114.67	\$ 15,419,825.72
Pennsylvania	\$ 37,170,650.25	\$ 46,412,718.52	\$ 55,146,824.07	\$ 46,537,462.04	\$ 45,734,863.65
Texas	\$ 5,776,593.23	\$ 6,605,838.34	\$ 7,000,460.51	\$ 9,146,324.42	\$ 10,738,730.12
Virginia	\$ 13,638,858.61	\$ 15,542,463.60	\$ 22,101,833.53	\$ 20,568,159.32	\$ 16,765,957.35
Washington	\$ 64,998,129.61	\$ 47,085,551.00	\$ 44,806,490.00	\$ 47,876,810.50	\$ 51,136,583.34
West Virginia	\$ 9,224,299.65	\$ 13,914,478.38	\$ 18,773,958.92	\$ 7,535,407.80	\$ 10,911,881.48
Wisconsin	\$ 5,690,714.35	\$ 5,280,940.76	\$ 5,151,316.91	\$ 2,100,768.77	\$ 4,638,227.89
Wyoming	\$ 1,791,468.35	\$ 2,384,328.00	\$ 3,394,188.69	\$ 2,643,537.23	\$ 4,573,849.66
<b>Totals</b>	<b>\$ 476,934,473.58</b>	<b>\$ 463,452,182.88</b>	<b>\$ 471,937,670.57</b>	<b>\$ 470,020,596.88</b>	<b>\$ 479,233,534.00</b>

**Total Sales By Vendor Partner**  
**Report March 18, 2019 (2018 Report)**

Total Sales by Vendor Partner					
Vendor Partner	2014 Total Sales	2015 Total Sales	2016 Total Sales	2017 Total Sales	2018 Total Sales
AstroTurf (formerly ProGrass LLC)	\$ 1,948,312	\$ 3,722,650	\$ 4,005,338	\$ 2,687,668	\$ 1,305,000
Best Plumbing Specialties	n/a	n/a	n/a	n/a	\$ 79,688
Biofit Engineered Products	n/a	n/a	n/a	n/a	\$ 226,244
CDW-G	\$ 237,936,528	\$ 210,055,546	\$ 215,767,906	\$ 205,050,395	\$ 200,400,004
CCS Presentation	\$-	\$-	n/a	n/a	n/a
CEIA	n/a	\$ 18,906	\$-	\$ -	\$ -
Creative Information Technologies (CITI)	n/a	\$-	\$ 12,629	\$ -	\$ -
Daktronics	\$ 5,800,772	\$ 7,290,953	\$ 8,344,364	\$ 10,352,360	\$ 12,277,880
Facility Solutions Group	n/a	n/a	n/a	n/a	\$ 31,485
<b>Field Turf (Combined)</b>	<b>\$ 24,645,421</b>	<b>\$ 34,031,052</b>	<b>\$ 50,730,707</b>	<b>\$ 43,718,847</b>	<b>\$ 34,990,888</b>
<i>Field Turf-Track</i>	\$ 10,281,514	\$ 10,697,633	\$ 16,626,745	\$ 12,639,532	\$ 7,413,630
<i>Field Turf-Turf</i>	\$ 14,363,906	\$ 23,333,419	\$ 34,103,962	\$ 31,059,314	\$ 27,577,258
<b>Hellas Construction (Combined)</b>	<b>n/a</b>	<b>n/a</b>	<b>\$ 2,740,486</b>	<b>\$ 2,150,028</b>	<b>\$ 20,889,347</b>
<i>Hellas-Track</i>			\$ 1,677,753	\$ 586,587	\$ 821,503
<i>Hellas-Turf</i>			\$ 1,062,733	\$ 1,563,441	\$ 20,067,844
i3-Identificatiom International Inc	n/a	\$-	\$-	\$ -	n/a
Independent Stationers	n/a	\$ 23,469	\$ 145,660	\$ 106,876	\$ 11,052
Interior Systems	\$ 14,378	\$ 218,206	\$ 47,632	\$ 61,205	\$ -
Konica Minolta	\$ 33,881,150	\$ 34,444,803	\$ 36,777,085	\$ 35,111,582	\$ 30,340,500
Kranos Corp dba Schutt Sports	n/a	n/a	n/a	n/a	\$ 957
Kyocera Mita	\$ 1,357,157	\$ 2,188,063	\$ 812,662	\$ 1,661,028	\$ 1,918,594
Mackin	\$ 512,605	\$ 588,953	\$ 151,211	\$ 263,046	\$ 1,021,239
Midwest Technology Products	\$ 272,025	\$ 111,890	\$ 122,563	\$ 347,228	\$ 416,381
MNJ Technologies	\$ 11,546,176	\$ 9,379,136	\$ 6,904,649	\$ 5,155,901	\$ 4,297,615
Motz Group	n/a	n/a	\$ 1,048,260	\$ 3,312,037	\$ 7,382,261
National Business Furniture	n/a	n/a	n/a	n/a	\$ 538,235
Nilfisk	n/a	\$ 35,204	\$ 20,579	\$ 8,804	\$ 4,063
Pratac Peat Corporation	n/a	n/a	n/a	n/a	\$ 309,226
Peripole	\$ 1,512	\$ 2,541	n/a	n/a	n/a
Progressive Roofing	\$ 1,022,883	\$ 6,596,257	\$ 5,992,332	\$ 9,452,510	\$ 10,091,627
<b>Quill (Combined)</b>	<b>\$ 28,392,225</b>	<b>\$ 30,400,963</b>	<b>\$ 29,122,075</b>	<b>\$ 29,910,894</b>	<b>\$ 34,242,095</b>
<i>Quill-Kitchen Supplies</i>	\$ 178,511	\$ 3,850	\$ 105,750	\$ -	n/a
<i>Quill-Instructional</i>	\$ 28,213,714	\$ 15,035,483	\$ 10,036,796	\$ 16,409,542	\$ 16,937,228
<i>Quill-Office</i>		\$ 15,361,630	\$ 18,979,528	\$ 13,489,526	\$ 17,278,154
<i>Quill-Rest Room, Break Room &amp; Safety</i>		\$-	\$-	\$ 11,826	\$ 26,713
School Health Corporation	n/a	n/a	n/a	n/a	\$ 217,638
<b>School Specialty (Combined)</b>	<b>\$ 27,875,165</b>	<b>\$ 27,282,020</b>	<b>\$ 27,458,958</b>	<b>\$ 27,265,888</b>	<b>\$ 27,593,783</b>
<i>School Specialty - Instructional</i>	\$ 27,651,833	\$ 19,465,071	\$ 21,100,696	\$ 19,839,270	\$ 21,548,383
<i>School Specialty Career Tech</i>	\$ 33,854	\$ 497,154	\$ 1,601,817	\$ 49,834	\$ 4,566
<i>School Specialty Sports</i>	\$ 114,377	\$ 113,519	\$ 65,174	\$ 176,681	\$ 620,800
<i>School Specialty - FFE</i>	\$ 75,100	\$ 7,206,276	\$ 4,691,279	\$ 7,200,103	\$ 5,420,035
SchoolDude / Dude Solutions	\$ 6,034,316	\$ 6,959,658	\$ 9,837,893	\$ 14,656,467	\$ 11,210,164
School Reach	n/a	n/a	n/a	n/a	n/a
Shaw Sport Turf	n/a	n/a	\$-	\$ 2,867,545	\$ 6,648,874
Sherwin-Williams	n/a	n/a	\$-	\$ -	n/a
SICO	n/a	n/a	n/a	n/a	\$ 197,948
Sivic Solutions	\$ 9,992,535	\$ 15,500,034	\$ 744,863	\$ -	n/a
Spectrum	\$-	\$-	n/a	n/a	n/a
Sports Supply Group	\$-	\$-	n/a	n/a	n/a
<b>Sport Surfaces (Combined)</b>	<b>\$ 5,599,032</b>	<b>\$ 5,630,829</b>	<b>n/a</b>	<b>\$ 663,419</b>	<b>\$ 517,481</b>
<i>Sports Surfaces-Track</i>	\$ 2,087,395	\$ 3,373,264	\$-	\$ -	n/a
<i>Sports Surfaces-Flooring</i>	\$ 3,511,637	\$ 2,257,565	\$-	\$ 663,419	\$ 517,481
<b>Staples (Combined)</b>	<b>\$ 5,374,033</b>	<b>\$ 3,163,098</b>	<b>\$ 1,783,081</b>	<b>\$ 117,605</b>	<b>n/a</b>
<i>Staples-Office</i>	\$ 5,370,426	\$ 2,305,554	\$ 1,073,576	\$ 94,604	n/a
<i>Staples-Custodial</i>	\$-	\$ 74,638	\$ 23,692	\$ 2,485	n/a
<i>Staples FFE</i>	\$ 3,607	\$ 1,299	\$-	n/a	n/a
<i>Staples - Instructional</i>		\$ 781,607	\$ 685,813	\$ 20,515	n/a
TeachingBooks.net	n/a	n/a	\$-	\$ 500	\$ -
Techline Lighting	\$ 954,655	\$-	\$ 1,178,948	\$ 795,118	\$ 2,125,597
TLC Library Corporation	n/a	n/a	\$-	\$ -	\$ -
Troxell	\$ 266,317	\$ 607,807	\$ 137,306	\$ 759,324	\$ 43,688
UBU	\$ 448,880	\$ 1,096,245	\$-	\$ 4,553,078	\$ 2,994,100
WTI/Tremco	\$ 49,545,405	\$ 64,103,900	\$ 68,050,484	\$ 68,991,243	\$ 66,909,880
EduTone	\$-	n/a	n/a	n/a	n/a
eInstruction	\$ 1,196	n/a	n/a	n/a	n/a
Modern Building Systems	\$ 6,267,913	n/a	n/a	n/a	n/a
Point Nationwide	\$ 158,606	n/a	n/a	n/a	n/a
Smart Horizons	\$ 1,000	n/a	n/a	n/a	n/a

## Total\_Sales\_By\_Vendor\_Partner

Vendor Partner	2014 Total Sales	2015 Total Sales	2016 Total Sales	2017 Total Sales	2018 Total Sales
Williams Scotsman	\$ 17,084,277	n/a	n/a	n/a	n/a
Totals	\$ 476,934,474	\$ 463,452,183	\$ 471,937,671	\$ 470,020,597	\$ 479,233,534

## Member State Rankings

Report March 18, 2019 (2018 Report)

Member State Rankings														
Rank	State	2014	Rank	State	2015	Rank	State	2016	Rank	State	2017	Rank	State	2018
1	California	\$ 105,235,927	1	California	\$ 93,115,977	1	California	\$ 92,716,066	1	California	\$ 104,808,449.16	1	California	\$92,978,161.75
2	Washington	\$ 64,998,130	2	Washington	\$ 47,085,551	2	Pennsylvania	\$ 55,146,824	2	Washington	\$ 47,876,810.50	2	Washington	\$51,136,583.34
3	Ohio	\$ 43,314,767	3	Pennsylvania	\$ 46,412,719	3	Washington	\$ 44,806,490	3	Pennsylvania	\$ 46,537,462.04	3	Pennsylvania	\$45,734,863.65
4	Pennsylvania	\$ 37,170,650	4	Ohio	\$ 38,030,671	4	Ohio	\$ 32,805,336	4	Ohio	\$ 37,792,648.44	4	Ohio	\$37,661,518.48
5	Missouri	\$ 30,544,670	5	New Mexico	\$ 32,888,945	5	Missouri	\$ 27,014,495	5	Missouri	\$ 26,259,272.52	5	New Mexico	\$33,704,113.41
6	New Mexico	\$ 26,466,722	6	Missouri	\$ 30,300,462	6	Kansas	\$ 22,930,234	6	Virginia	\$ 20,568,159.32	6	Kansas	\$26,185,875.72
7	Kansas	\$ 17,523,570	7	Oregon	\$ 19,929,425	7	Virginia	\$ 22,101,834	7	New Mexico	\$ 19,935,181.62	7	Missouri	\$20,697,214.39
8	Oregon	\$ 15,509,857	8	Minnesota	\$ 16,336,553	8	Oregon	\$ 21,324,861	8	Kansas	\$ 19,842,682.48	8	Virginia	\$16,765,957.35
9	Minnesota	\$ 14,790,753	9	Virginia	\$ 15,542,464	9	Minnesota	\$ 19,470,332	9	Colorado	\$ 18,397,641.22	9	Oregon	\$15,419,825.72
10	Virginia	\$ 13,638,859	10	Kansas	\$ 15,044,065	10	West Virginia	\$ 18,773,959	10	Oregon	\$ 18,231,114.67	10	Kentucky	\$14,814,688.14
11	Indiana	\$ 12,942,081	11	West Virginia	\$ 13,914,478	11	New Mexico	\$ 17,596,066	11	Minnesota	\$ 16,349,919.76	11	New Jersey	\$13,938,884.13
12	Colorado	\$ 12,879,889	12	Colorado	\$ 12,382,487	12	Colorado	\$ 14,001,374	12	Kentucky	\$ 12,482,887.00	12	Indiana	\$13,427,563.84
13	Iowa	\$ 11,414,592	13	Kentucky	\$ 11,965,817	13	Indiana	\$ 11,730,218	13	New Jersey	\$ 11,971,299.65	13	Colorado	\$13,068,755.23
14	Michigan	\$ 9,778,881	14	Iowa	\$ 11,962,921	14	Kentucky	\$ 11,532,075	14	Iowa	\$ 9,806,685.97	14	Minnesota	\$12,909,095.64
15	Kentucky	\$ 9,617,904	15	Indiana	\$ 11,089,019	15	Iowa	\$ 10,890,417	15	Indiana	\$ 9,721,694.19	15	West Virginia	\$10,911,881.48
16	West Virginia	\$ 9,224,300	16	Michigan	\$ 6,682,147	16	Connecticut	\$ 7,157,804	16	Texas	\$ 9,146,324.42	16	Texas	\$10,738,730.12
17	Connecticut	\$ 7,697,556	17	Texas	\$ 6,605,838	17	Texas	\$ 7,000,461	17	West Virginia	\$ 7,535,407.80	17	Connecticut	\$10,538,299.59
18	Nebraska	\$ 6,375,480	18	Connecticut	\$ 5,761,671	18	Florida	\$ 5,657,122	18	Florida	\$ 7,278,259.08	18	Iowa	\$8,633,850.76
19	Texas	\$ 5,776,593	19	Florida	\$ 5,353,186	19	Wisconsin	\$ 5,151,317	19	Connecticut	\$ 5,275,876.43	19	Florida	\$5,717,762.45
20	Wisconsin	\$ 5,690,714	20	Wisconsin	\$ 5,280,941	20	Michigan	\$ 4,644,952	20	Montana	\$ 5,221,567.78	20	Montana	\$4,787,261.40
21	North Dakota	\$ 4,616,012	21	Nebraska	\$ 5,251,200	21	Nebraska	\$ 4,475,184	21	Michigan	\$ 3,231,646.83	21	Wisconsin	\$4,638,227.89
22	Montana	\$ 4,146,167	22	Montana	\$ 3,416,705	22	New Jersey	\$ 4,350,330	22	Nebraska	\$ 2,788,912.01	22	Wyoming	\$4,573,849.66
23	Florida	\$ 4,047,307	23	North Dakota	\$ 2,831,384	23	Montana	\$ 3,646,374	23	Wyoming	\$ 2,643,537.23	23	North Dakota	\$2,891,632.01
24	Wyoming	\$ 1,791,468	24	New Jersey	\$ 2,559,430	24	Wyoming	\$ 3,394,189	24	Massachusetts	\$ 2,466,295.83	24	Nebraska	\$2,871,349.94
25	New Jersey	\$ 1,148,318	25	Wyoming	\$ 2,384,328	25	North Dakota	\$ 2,215,508	25	Wisconsin	\$ 2,100,768.77	25	Massachusetts	\$2,474,659.46
26	Massachusetts	\$ 593,305	26	Massachusetts	\$ 1,323,800	26	Massachusetts	\$ 1,403,851	26	North Dakota	\$ 1,750,092.16	26	Michigan	\$2,012,928.45
			27									27	Illinois	\$0.00
		\$ 476,934,474			\$ 463,452,183			\$ 471,937,671			\$ 470,020,597			\$ 479,233,534

Vendor Partner Rankings  
Report March 18, 2019 (2018 Report)

Vendor Partner Rankings															
Rank	Vendor Partner	2014	Rank	Vendor Partner	2015	Rank	Vendor Partner	2016	Rank	Vendor Partner	2017	Rank	Vendor Partner	2018	
1	CDW-G	\$ 237,936,528	1	CDWG	\$ 210,055,546	1	CDWG	\$ 215,767,906	1	CDWG	\$ 205,050,394.55	1	CDW-G	\$ 200,400,004	
2	WTI/Tremco	\$ 49,545,405	2	WTI/Tremco	\$ 64,103,900	2	WTI/Tremco	\$ 68,050,484	2	WTI-Weatherproofing Technologies	\$ 68,991,243.33	2	WTI/Tremco	\$ 66,909,880	
3	Konica Minolta	\$ 33,881,150	3	Konica Minolta	\$ 34,444,803	3	Field Turf (Combined)	\$ 50,730,707	3	Field Turf USA Inc	\$ 43,718,846.60	3	Field Turf (Combined)	\$ 34,990,888	
4	Quill (Combined)	\$ 28,392,225	4	Field Turf (Combined)	\$ 34,031,052	4	Konica Minolta	\$ 36,777,085	4	Konica Minolta	\$ 35,111,581.76	4	Quill (Combined)	\$ 34,242,095	
5	School Specialty (Combined)	\$ 27,875,165	5	Quill (Combined)	\$ 30,400,963	5	Quill (Combined)	\$ 29,122,074	5	Quill	\$ 29,910,894.45	5	Konica Minolta	\$ 30,340,500	
6	Field Turf (Combined)	\$ 24,645,421	6	School Specialty (Combined)	\$ 27,282,020	6	School Specialty (Combined)	\$ 27,458,957	6	School Specialty	\$ 27,265,888.04	6	School Specialty (Combined)	\$ 27,593,783	
7	Williams Scotsman	\$ 17,084,277	7	Sivic	\$ 15,500,034	7	SchoolDude	\$ 9,837,893	7	SchoolDude/Dude Solutions Inc	\$ 14,656,466.84	7	Hellas Construction (Combined)	\$ 20,889,347	
8	MNJ Technologies	\$ 11,546,176	8	MNJ Technologies	\$ 9,379,136	8	Daktronics	\$ 8,344,364	8	Daktronics Inc	\$ 10,352,359.69	8	Daktronics	\$ 12,277,880	
9	Sivic Solutions	\$ 9,992,535	9	Daktronics	\$ 7,290,953	9	MNJ Technologies	\$ 6,904,649	9	Progressive Services INC	\$ 9,452,510.14	9	SchoolDude / Dude Solutions	\$ 11,210,164	
10	Modern Building Systems	\$ 6,267,913	10	SchoolDude	\$ 6,959,658	10	Progressive Roofing	\$ 5,992,332	10	MNJ Technologies Direct Inc	\$ 5,155,901.46	10	Progressive Roofing	\$ 10,091,627	
11	SchoolDude	\$ 6,034,316	11	Progressive Roofing	\$ 6,596,257	11	ProGrass	\$ 4,005,338	11	UBU Sports	\$ 4,553,077.88	11	Motz Group	\$ 7,382,261	
12	Daktronics	\$ 5,800,772	12	Sports Surfaces	\$ 5,630,829	12	Hellas	\$ 2,740,486	12	Motz Group	\$ 3,312,037.00	12	Shaw Sport Turf	\$ 6,648,874	
13	Sport Surfaces (Combined)	\$ 5,599,032	13	ProGrass	\$ 3,722,650	13	Staples	\$ 1,783,082	13	Shaw Sport Turf	\$ 2,867,544.84	13	MNJ Technologies	\$ 4,297,615	
14	Staples (Combined)	\$ 5,374,033	14	Staples	\$ 3,163,098	14	Techline	\$ 1,178,948	14	ProGrass LLC	\$ 2,687,668.35	14	UBU	\$ 2,994,100	
15	Prograss	\$ 1,948,312	15	Kvocera Mita	\$ 2,188,063	15	Motz Group	\$ 1,048,260	15	Hellas Construction Inc	\$ 2,150,028.20	15	Techline Lighting	\$ 2,125,597	
16	Kvocera Mita	\$ 1,357,157	16	UBU	\$ 1,096,245	16	Kvocera Mita	\$ 812,662	16	Kvocera Mita America, INC	\$ 1,661,028.03	16	Kvocera Mita	\$ 1,918,594	
17	Progressive Roofing	\$ 1,022,883	17	Troxel	\$ 607,807	17	Sivic	\$ 744,863	17	Techline Sports Lighting	\$ 795,118.00	17	AstroTurf (formerly ProGrass LLC)	\$ 1,305,000	
18	Techline Lighting	\$ 954,655	18	Mackin	\$ 588,953	18	Mackin	\$ 151,211	18	Troxell Communications	\$ 759,324.24	18	Mackin	\$ 1,021,239	
19	Mackin	\$ 512,605	19	Interior Systems	\$ 218,206	19	Independent Stationers	\$ 145,660	19	Sports Surfaces Distributing	\$ 663,419.12	19	National Business Furniture	\$ 538,235	
20	UBU	\$ 448,880	20	Midwest Technology	\$ 111,890	20	Troxel	\$ 137,306	20	Midwest Technology Products	\$ 347,228.11	20	Sport Surfaces (Combined)	\$ 517,481	
21	Midwest Technology Products	\$ 272,025	21	Nilfisk	\$ 35,204	21	Midwest Technology	\$ 122,563	21	Mackin Educational Resources	\$ 263,046.47	21	Midwest Technology Products	\$ 416,381	
22	Troxell	\$ 266,317	22	Independent Stationers	\$ 23,469	22	Interior Systems	\$ 47,632	22	Staples	\$ 117,604.88	22	Pratac Peat Corporation	\$ 309,226	
23	Point Nationwide	\$ 158,606	23	CEIA	\$ 18,906	23	Nilfisk	\$ 20,579	23	Independent Stationers dba Epic	\$ 106,876.01	23	Biofit Engineered Products	\$ 226,244	
24	Interior Systems	\$ 14,378	24	Peripole	\$ 2,541	24	Creative Information Technologies	\$ 12,629	24	Interior Systems Inc	\$ 61,204.56	24	School Health Corporation	\$ 217,638	
25	Peripole	\$ 1,512	25	Creative Information Technologies	\$ -	25	CEIA	\$ -	25	Nilfisk-Advance, Inc	\$ 8,804.33	25	SICO	\$ 197,948	
26	eInstruction	\$ 1,196	26	i3-Identification International Inc	\$ -	26	i3-Identification International Inc	\$ -	26	TeachingBooks.net	\$ 500.00	26	Best Plumbing Specialties	\$ 79,688	
27	Smart Horizons	\$ 1,000	27	Techline	\$ -	27	Sports Surfaces	\$ -	27	CEIA	\$ -	27	Troxell	\$ 43,688	
28	EduTone	\$ -				28	Peripole	\$ -	28	Creative Information Technologies,	\$ -	28	Facility Solutions Group	\$ 31,485	
						29	UBU	\$ -	29	Identification International, Inc (i3)	\$ -	29	Independent Stationers	\$ 11,052	
												30	Sherwin-Williams Company	\$ 4,063	
												31	Sivic Solutions Group	\$ 957	
												32	TLC Library Corporation	\$ -	
													33	Creative Information Technologies (CITI)	\$ -
													34	Interior Systems	\$ -
													35	TeachingBooks.net	\$ -
													36	TLC Library Corporation	\$ -
		\$ 476,934,474			\$ 463,452,183			\$ 471,937,670			\$ 470,020,597			\$ 479,233,534	

**AEPA Member Sales & Fees 2018**  
*Report March 18, 2019 (2018 Report)*

<u>Response Status</u>	<u>State</u>	<u>Bid #015</u> CEIA, Sales	<u>Bid #015</u> CEIA, Fees Rcvd	<u>Bid #015</u> Quill Instructional, Sales	<u>Bid #015</u> Quill Instructional, Fees Rcvd	<u>Bid #015</u> Quill Office Sales	<u>Bid #015</u> Quill Office Fees Rcvd	<u>Bid #015</u> Quill Breakroom, Restroom, Safety Supplies, Sales	<u>Bid #015</u> Quill Breakroom, Restroom, Safety Supplies Fees Rcvd	<u>Bid #015</u> School Specialty Instructional, Sales	<u>Bid #015</u> School Specialty Instructional Fees Rcvd	<u>Bid #016</u> AstroTurf Sales	<u>Bid #016</u> AstroTurf Fees Rcvd
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	California California	\$0.00 \$0.00	\$0.00 \$0.00	\$1,381,997.26 \$339,611.07	\$27,639.94 \$6,792.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$208,972.24	\$0.00 \$4,179.44	\$0.00 \$0.00	\$0.00 \$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Colorado Colorado	\$0.00 \$0.00	\$0.00 \$0.00	\$985,411.03 \$426,341.60	\$10,225.42 \$18,009.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$434,358.03 \$79,839.88	\$4,459.97 \$5,825.99	\$0.00 \$0.00	\$0.00 \$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Connecticut Connecticut	\$0.00 \$0.00	\$0.00 \$0.00	\$1,544,671.35 \$370,618.32	\$30,893.43 \$7,412.37	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00
4Q 2018-Submitted 4Q 2018-Submitted	Florida Florida	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$1,716,508.77 \$416,490.56	\$34,330.18 \$8,329.81	\$0.00 \$0.00	\$0.00 \$0.00	\$35,126.95 \$12,675.66	\$702.54 \$253.51	\$1,305,000.00 \$0.00	\$26,100.00 \$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Illinois Illinois	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Indiana Indiana	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$2,059,960.33 \$870,010.94	\$36,326.52 \$19,140.24	\$0.00 \$0.00	\$0.00 \$0.00	\$548,847.31 \$178,143.95	\$11,730.22 \$3,562.87	\$0.00 \$0.00	\$0.00 \$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Iowa Iowa	\$0.00 \$0.00	\$0.00 \$0.00	\$1,048,077.63 \$219,403.45	\$20,961.55 \$4,388.07	\$1,048,077.63 \$219,403.45	\$20,961.55 \$4,388.07	\$0.00 \$0.00	\$0.00 \$0.00	\$1,851,584.55 \$227,890.33	\$37,031.68 \$4,557.81	\$0.00 \$0.00	\$0.00 \$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Kansas Kansas	\$0.00 \$0.00	\$0.00 \$0.00	\$756,480.26 \$899,811.91	\$15,129.16 \$17,996.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$1,869.25 \$708.57	\$20.50 \$14.17	\$0.00 \$0.00	\$0.00 \$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Kentucky Kentucky	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$2,532,494.50 \$625,005.57	\$50,649.89 \$12,500.11	\$0.00 \$0.00	\$0.00 \$0.00	\$410,519.50 \$44,282.17	\$8,210.39 \$885.64	\$0.00 \$0.00	\$0.00 \$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Massachusetts Massachusetts	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$141,024.18 \$39,226.69	\$2,820.48 \$784.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Michigan Michigan	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$25,899.13 \$814.29	\$517.98 \$16.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Minnesota Minnesota	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$1,846,511.41 \$324,974.79	\$36,930.31 \$6,499.51	\$0.00 \$0.00	\$0.00 \$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Missouri Missouri	\$0.00 \$0.00	\$0.00 \$0.00	\$508,845.50 \$365,386.50	\$10,176.91 \$7,307.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$642,332.05 \$799,305.87	\$12,846.64 \$16,032.30	\$0.00 \$0.00	\$0.00 \$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Montana Montana	\$0.00 \$0.00	\$0.00 \$0.00	\$341,644.02 \$320,644.07	\$6,832.88 \$6,412.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$287,294.20 \$176,080.42	\$5,745.88 \$3,521.61	\$0.00 \$0.00	\$0.00 \$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Nebraska Nebraska	\$0.00 \$0.00	\$0.00 \$0.00	\$204,851.29 \$70,153.69	\$4,097.03 \$1,403.07	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$856,310.02 \$57,882.20	\$17,126.20 \$1,157.64	\$0.00 \$0.00	\$0.00 \$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	New Jersey New Jersey	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00

<u>Response Status</u>	<u>State</u>	<u>Bid #015</u> CEIA, Sales	<u>Bid #015</u> CEIA, Fees Rcvd	<u>Bid #015</u> Quill Instructional, Sales	<u>Bid #015</u> Quill Instructional, Fees Rcvd	<u>Bid #015</u> Quill Office Sales	<u>Bid #015</u> Quill Office Fees Rcvd	<u>Bid #015</u> Quill Breakroom, Restroom, Safety Supplies, Sales	<u>Bid #015</u> Quill Breakroom, Restroom, Safety Supplies Fees Rcvd	<u>Bid #015</u> School Specialty Instructional, Sales	<u>Bid #015</u> School Specialty Instructional Fees Rcvd	<u>Bid #016</u> AstroTurf Sales	<u>Bid #016</u> AstroTurf Fees Rcvd	
1, 2, & 3Q's 2018-Submitted	New Mexico	\$0.00	\$0.00	\$0.00	\$0.00	\$1,423,732.00	\$28,475.00	\$0.00	\$0.00	\$960,888.00	\$19,218.00	\$0.00	\$0.00	
4Q 2018-Submitted	New Mexico	\$0.00	\$0.00	\$0.00	\$0.00	\$478,452.50	\$9,569.05	\$0.00	\$0.00	\$336,181.00	\$6,723.62	\$0.00	\$0.00	
1, 2, & 3Q's 2018-Submitted	North Dakota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$836,682.81	\$16,733.66	\$0.00	\$0.00	
4Q 2018-Submitted	North Dakota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$81,520.07	\$1,630.40	\$0.00	\$0.00	
1, 2, & 3Q's 2018-Submitted	Ohio	\$0.00	\$0.00	\$2,399,857.54	\$47,797.15	\$0.00	\$0.00	\$0.00	\$0.00	\$5,228,373.99	\$104,567.47	\$0.00	\$0.00	
4Q 2018-Submitted	Ohio	\$0.00	\$0.00	\$594,348.01	\$11,886.96	\$0.00	\$0.00	\$0.00	\$0.00	\$911,262.36	\$18,225.25	\$0.00	\$0.00	
1, 2, & 3Q's 2018-Submitted	Oregon	\$0.00	\$0.00	\$0.00	\$0.00	\$482,701.95	\$9,654.04	\$0.00	\$0.00	\$63,808.83	\$1,276.18	\$0.00	\$0.00	
4Q 2018-Submitted	Oregon	\$0.00	\$0.00	\$0.00	\$0.00	\$136,521.47	\$2,730.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
1, 2, & 3Q's 2018-Submitted	Pennsylvania	\$0.00	\$0.00	\$0.00	\$0.00	\$1,636,402.63	\$32,728.06	\$0.00	\$0.00	\$1,390,372.04	\$27,807.52	\$0.00	\$0.00	
4Q 2018-Submitted	Pennsylvania	\$0.00	\$0.00	\$0.00	\$0.00	\$434,285.90	\$8,685.72	\$0.00	\$0.00	\$218,618.97	\$6,407.24	\$0.00	\$0.00	
1, 2, & 3Q's 2018-Submitted	Texas	\$0.00	\$0.00	\$0.00	\$0.00	\$1,791,974.45	\$35,839.49	\$0.00	\$0.00	\$204,948.53	\$4,098.97	\$0.00	\$0.00	
4Q 2018-Submitted	Texas	\$0.00	\$0.00	\$0.00	\$0.00	\$371,406.00	\$7,428.00	\$0.00	\$0.00	\$44,344.00	\$886.00	\$0.00	\$0.00	
1, 2, & 3Q's 2018-Submitted	Virginia	\$0.00	\$0.00	\$1,243,716.20	\$24,874.32	\$0.00	\$0.00	\$0.00	\$0.00	\$192,030.21	\$3,840.59	\$0.00	\$0.00	
4Q 2018-Submitted	Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$303,695.83	\$6,073.92	\$0.00	\$0.00	\$78,834.75	\$1,576.69	\$0.00	\$0.00	
1, 2, & 3Q's 2018-Submitted	Washington	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
4Q 2018-Submitted	Washington	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
1, 2, & 3Q's 2018-Submitted	West Virginia	\$0.00	\$0.00	\$1,457,672.23	\$29,153.44	\$0.00	\$0.00	\$0.00	\$0.00	\$827,710.01	\$16,554.23	\$0.00	\$0.00	
4Q 2018-Submitted	West Virginia	\$0.00	\$0.00	\$449,460.00	\$8,989.20	\$0.00	\$0.00	\$0.00	\$0.00	\$263,787.48	\$5,275.78	\$0.00	\$0.00	
1, 2, & 3Q's 2018-Submitted	Wisconsin	\$0.00	\$0.00	\$1,008,224.80	\$20,164.49	\$0.00	\$0.00	\$0.00	\$0.00	\$585,997.21	\$20,514.78	\$0.00	\$0.00	
4Q 2018-Submitted	Wisconsin	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$146,573.82	\$29.31	\$0.00	\$0.00	
1, 2, & 3Q's 2018-Submitted	Wyoming	\$0.00	\$0.00	\$0.00	\$0.00	\$461,896.98	\$9,237.94	\$0.00	\$0.00	\$131,311.52	\$2,626.23	\$0.00	\$0.00	
4Q 2018-Submitted	Wyoming	\$0.00	\$0.00	\$0.00	\$0.00	\$88,881.95	\$1,777.64	\$0.00	\$0.00	\$19,627.81	\$372.56	\$0.00	\$0.00	
<u>Response Status</u>	<u>State</u>	<u>Bid #015</u> CEIA, Sales	<u>Bid #015</u> CEIA, Fees Rcvd	<u>Bid #015</u> Quill Instructional, Sales	<u>Bid #015</u> Quill Instructional, Fees Rcvd	<u>Bid #015</u> Quill Office Sales	<u>Bid #015</u> Quill Office Fees Rcvd	<u>Bid #015</u> Quill Breakroom, Restroom, Safety Supplies, Sales	<u>Bid #015</u> Quill Breakroom, Restroom, Safety Supplies Fees Rcvd	<u>Bid #015</u> School Specialty Instructional, Sales	<u>Bid #015</u> School Specialty Instructional Fees Rcvd	<u>Bid #016</u> AstroTurf Sales	<u>Bid #016</u> AstroTurf Fees Rcvd	
Total 2018 Sales		\$0.00		\$16,937,227.73		\$17,278,154.28		\$26,713.42		\$21,548,382.76		\$1,305,000.00		
Total 2018 Admin Fees			\$0.00		\$338,544.09		\$342,430.69		\$534.27		\$439,659.30		\$26,100.00	
Totals By Bids		<u>Bid #015</u>											<u>Bid #016</u>	
Total 2018 Sales		\$55,790,478.19											\$95,725,651.90	
Total 2018 Admin Fees		\$1,121,168.35											\$1,695,368.53	

**AEPA Member Sales & Fees 2018**  
*Report March 18, 2019 (2018 Report)*

<u>Response Status</u>	<u>State</u>	<u>Bid #016</u> Daktronics Sales	<u>Bid #016</u> Daktronics Fees Rev'd	<u>Bid #016</u> Field Turf - Turf Sales	<u>Bid #016</u> Field Turf - Turf Fees Rev'd	<u>Bid #016</u> Field Turf - Tracks, Sales	<u>Bid #016</u> Field Turf - Tracks Fees Rev'd	<u>Bid #016</u> Hellas Construction - Turf, Sales	<u>Bid #016</u> Hellas Construction - Turf Fees Rev'd	<u>Bid #016</u> Hellas Construction - Tracks, Sales	<u>Bid #016</u> Hellas Construction - Tracks, Fees Rev'd	<u>Bid #016</u> Mackin Sales	<u>Bid #016</u> Mackin Fees Rev'd
1, 2, & 3Q's 2018-Submitted	California	\$261,199.00	\$5,223.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$61.53
4Q 2018-Submitted	California	\$300,127.00	\$6,002.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,076.70	\$128.63
1, 2, & 3Q's 2018-Submitted	Colorado	\$939,237.00	\$18,784.74	\$762,024.69	\$15,240.49	\$9,413.98	\$188.28	\$0.00	\$0.00	\$0.00	\$0.00	\$27,849.88	\$557.00
4Q 2018-Submitted	Colorado	\$81,066.00	\$1,621.32	\$667,660.00	\$13,353.20	\$644,928.38	\$12,898.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Connecticut	\$0.00	\$0.00	\$1,797,087.79	\$35,941.76	\$95,223.15	\$1,904.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Connecticut	\$0.00	\$0.00	\$542,000.00	\$10,840.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Florida	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,198.27	\$83.96
4Q 2018-Submitted	Florida	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,328.67	\$24.86
1, 2, & 3Q's 2018-Submitted	Illinois	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Illinois	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Indiana	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$21,825.21	\$480.15
4Q 2018-Submitted	Indiana	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$7,970.77	\$175.36
1, 2, & 3Q's 2018-Submitted	Iowa	\$1,125,025.00	\$22,500.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$145,697.40	\$2,913.95
4Q 2018-Submitted	Iowa	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$41,542.22	\$830.84
1, 2, & 3Q's 2018-Submitted	Kansas	\$270,656.00	\$5,413.12	\$0.00	\$0.00	\$0.00	\$0.00	\$2,721,473.00	\$54,429.46	\$0.00	\$0.00	\$29,972.64	\$599.46
4Q 2018-Submitted	Kansas	\$138,308.00	\$2,766.16	\$0.00	\$0.00	\$212,509.00	\$4,250.18	\$4,653,059.00	\$46,530.59	\$768,682.00	\$15,373.64	\$17,343.09	\$346.86
1, 2, & 3Q's 2018-Submitted	Kentucky	\$25,116.00	\$502.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Kentucky	\$45,379.00	\$907.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,741.17	\$34.82
4Q 2018-Submitted	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Michigan	\$36,452.00	\$729.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$60,187.95	\$1,203.76
4Q 2018-Submitted	Michigan	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Minnesota	\$930,879.02	\$18,617.58	\$543,287.89	\$10,865.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$346,922.84	\$6,938.45
4Q 2018-Submitted	Minnesota	\$453,893.00	\$9,077.86	\$416,390.01	\$8,327.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$21,033.61	\$420.67
1, 2, & 3Q's 2018-Submitted	Missouri	\$571,223.00	\$11,424.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$164,939.07	\$3,298.78
4Q 2018-Submitted	Missouri	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Montana	\$150,257.00	\$3,005.14	\$0.00	\$0.00	\$512,491.74	\$10,249.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Montana	\$288,953.00	\$5,779.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Nebraska	\$384,605.00	\$7,692.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$14,663.28	\$293.26
4Q 2018-Submitted	Nebraska	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,417.30	\$68.35
1, 2, & 3Q's 2018-Submitted	New Jersey	\$207,806.00	\$4,156.12	\$451,244.83	\$9,024.90	\$171,535.01	\$3,430.70	\$0.00	\$0.00	\$0.00	\$0.00	\$7,290.51	\$145.81
4Q 2018-Submitted	New Jersey	\$33,320.00	\$666.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$588.68	\$11.77

<u>Response Status</u>	<u>State</u>	<u>Bid #016</u> Daktronics Sales	<u>Bid #016</u> Daktronics Fees Rcvd	<u>Bid #016</u> Field Turf - Turf Sales	<u>Bid #016</u> Field Turf - Turf Fees Rcvd	<u>Bid #016</u> Field Turf - Tracks, Sales	<u>Bid #016</u> Field Turf - Tracks Fees Rcvd	<u>Bid #016</u> Hellas Construction - Turf, Sales	<u>Bid #016</u> Hellas Construction - Turf Fees Rcvd	<u>Bid #016</u> Hellas Construction - Tracks, Sales	<u>Bid #016</u> Hellas Construction - Tracks, Fees Rcvd	<u>Bid #016</u> Mackin Sales	<u>Bid #016</u> Mackin Fees Rcvd
1, 2, & 3Q's 2018-Submitted	New Mexico	\$144,559.00	\$2,891.00	\$0.00	\$0.00	\$48,220.00	\$964.00	\$1,104,621.00	\$22,092.00	\$0.00	\$0.00	\$14,603.00	\$292.00
4Q 2018-Submitted	New Mexico	\$3,230.20	\$64.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	North Dakota	\$94,507.00	\$1,890.14	\$535,179.98	\$10,703.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$605.01	\$12.10
4Q 2018-Submitted	North Dakota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Ohio	\$82,403.00	\$1,648.06	\$0.00	\$0.00	\$743,231.05	\$14,864.62	\$0.00	\$0.00	\$0.00	\$0.00	\$10,382.14	\$207.65
4Q 2018-Submitted	Ohio	\$575,044.00	\$11,500.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$8,618.06	\$172.36
1, 2, & 3Q's 2018-Submitted	Oregon	\$266,730.00	\$5,334.60	\$1,817,859.73	\$36,357.19	\$1,343,527.82	\$26,870.56	\$1,856,359.18	\$33,026.38	\$0.00	\$0.00	\$9,127.17	\$182.54
4Q 2018-Submitted	Oregon	\$79,300.00	\$1,586.00	\$1,166,067.14	\$23,321.34	\$2,524,158.89	\$50,483.18	\$0.00	\$0.00	\$0.00	\$0.00	\$10,308.04	\$206.16
1, 2, & 3Q's 2018-Submitted	Pennsylvania	\$734,887.00	\$14,697.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$10,769.89	\$215.93
4Q 2018-Submitted	Pennsylvania	\$981,079.88	\$19,621.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,401.78	\$68.03
1, 2, & 3Q's 2018-Submitted	Texas	\$8,665.00	\$173.30	\$0.00	\$0.00	\$0.00	\$0.00	\$3,476,208.00	\$34,591.51	\$19,675.00	\$196.75	\$207.00	\$4.14
4Q 2018-Submitted	Texas	\$17,225.00	\$344.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,818,949.00	\$18,189.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Virginia	\$223,908.00	\$4,478.16	\$5,045,513.71	\$0.00	\$256,725.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,035.81	\$40.71
4Q 2018-Submitted	Virginia	\$29,965.00	\$599.30	\$823,481.59	\$0.00	\$851,665.83	\$17,033.32	\$220,205.00	\$4,404.10	\$0.00	\$0.00	\$317.35	\$6.35
1, 2, & 3Q's 2018-Submitted	Washington	\$1,643,726.94	\$32,874.53	\$7,308,069.21	\$146,161.38	\$0.00	\$0.00	\$1,306,863.29	\$26,137.27	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Washington	\$352,092.47	\$7,041.85	\$3,510,935.51	\$70,218.71	\$0.00	\$0.00	\$1,981,508.25	\$39,630.17	\$0.00	\$0.00	\$5,707.00	\$114.14
1, 2, & 3Q's 2018-Submitted	West Virginia	\$16,476.00	\$329.52	\$1,462,351.93	\$29,247.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	West Virginia	\$585,225.00	\$11,704.50	\$728,104.15	\$14,562.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Wisconsin	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Wisconsin	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Wyoming	\$178,936.00	\$3,578.72	\$0.00	\$0.00	\$0.00	\$0.00	\$928,598.00	\$18,571.96	\$33,146.00	\$662.92	\$11,933.94	\$238.68
4Q 2018-Submitted	Wyoming	\$16,419.00	\$328.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,201.66	\$104.03
<u>Response Status</u>	<u>State</u>	<u>Bid #016</u> Daktronics Sales	<u>Bid #016</u> Daktronics Fees Rcvd	<u>Bid #016</u> Field Turf - Turf Sales	<u>Bid #016</u> Field Turf - Turf Fees Rcvd	<u>Bid #016</u> Field Turf - Tracks, Sales	<u>Bid #016</u> Field Turf - Tracks Fees Rcvd	<u>Bid #016</u> Hellas Construction - Turf, Sales	<u>Bid #016</u> Hellas Construction - Turf Fees Rcvd	<u>Bid #016</u> Hellas Construction - Tracks, Sales	<u>Bid #016</u> Hellas Construction - Tracks, Fees Rcvd	<u>Bid #016</u> Mackin Sales	<u>Bid #016</u> Mackin Fees Rcvd
Total 2018 Sales		\$12,277,879.51		\$27,577,258.16		\$7,413,629.85		\$20,067,843.72		\$821,503.00		\$1,021,238.78	
Total 2018 Admin Fees			\$245,556.90		\$434,165.25		\$143,137.70		\$297,602.44		\$16,233.31		\$20,483.09
Totals By Bids													
Total 2018 Sales													
Total 2018 Admin Fees													

**AEPA Member Sales & Fees 2018**  
*Report March 18, 2019 (2018 Report)*

<u>Response Status</u>	<u>State</u>	<u>Bid #016</u> Motz Group, Sales	<u>Bid #016</u> Motz Group, Fees Rcvd	<u>Bid #016</u> SchoolDude/Dude Solutions Sales	<u>Bid #016</u> SchoolDude/Dude Solutions, Fees Rcvd	<u>Bid #016</u> Shaw Sport Turf, Sales	<u>Bid #016</u> Shaw Sport Turf, Fees Rcvd	<u>Bid #017</u> Konica Minolta Sales	<u>Bid #017</u> Konica Minolta Fees Rcvd	<u>Bid #017</u> Kyocera Mita Sales	<u>Bid #017</u> Kyocera Mita Fees Rcvd	<u>Bid #017</u> Progressive Services Sales	<u>Bid #017</u> Progressive Services Fees Rcvd
1, 2, & 3Q's 2018-Submitted	California	\$0.00	\$0.00	\$2,568,287.80	\$51,367.77	\$0.00	\$0.00	\$2,050,942.45	\$56,998.85	\$37,258.20	\$7,451.64	\$0.00	\$0.00
4Q 2018-Submitted	California	\$0.00	\$0.00	\$368,194.93	\$7,363.90	\$0.00	\$0.00	\$662,595.11	\$13,251.90	\$36,726.00	\$734.52	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Colorado	\$0.00	\$0.00	\$427,914.61	\$1,189.08	\$0.00	\$0.00	\$247,026.25	\$4,940.52	\$19,441.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Colorado	\$0.00	\$0.00	\$0.00	\$5,996.67	\$380,500.00	\$7,610.00	\$3,707.81	\$74.16	\$3,204.00	\$452.90	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Connecticut	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,738,735.97	\$34,774.72	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Connecticut	\$0.00	\$0.00	\$33,276.55	\$677.02	\$0.00	\$0.00	\$353,908.81	\$7,078.18	\$3,684.00	\$77.28	\$0.00	\$0.00
4Q 2018-Submitted	Florida	\$0.00	\$0.00	\$20,303.47	\$406.07	\$0.00	\$0.00	\$0.00	\$0.00	\$19,308.00	\$386.16	\$0.00	\$0.00
4Q 2018-Submitted	Florida	\$0.00	\$0.00	\$58,652.30	\$1,173.05	\$0.00	\$0.00	\$0.00	\$0.00	\$10,153.00	\$203.06	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Illinois	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Illinois	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Indiana	\$1,956,127.00	\$43,034.79	\$402,069.12	\$10,858.53	\$0.00	\$0.00	\$1,137,355.54	\$26,035.91	\$1,081.00	\$34.59	\$0.00	\$0.00
4Q 2018-Submitted	Indiana	\$1,956,127.00	\$43,034.80	\$144,500.11	\$3,179.00	\$0.00	\$0.00	\$354,946.13	\$8,060.08	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Iowa	\$0.00	\$0.00	\$354,087.97	\$7,081.77	\$0.00	\$0.00	\$68,283.94	\$1,365.67	\$154,942.00	\$3,098.84	\$0.00	\$0.00
4Q 2018-Submitted	Iowa	\$0.00	\$0.00	\$35,825.02	\$716.50	\$0.00	\$0.00	\$18,502.14	\$370.04	\$52,625.00	\$1,052.50	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Kansas	\$0.00	\$0.00	\$90,872.49	\$1,817.45	\$1,146,868.00	\$22,937.36	\$1,295,605.10	\$25,912.10	\$179,279.00	\$3,585.58	\$22,505.00	\$450.10
4Q 2018-Submitted	Kansas	\$0.00	\$0.00	\$145,516.77	\$2,910.31	\$41,176.40	\$823.53	\$625,783.22	\$12,515.66	\$306,293.00	\$6,125.86	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Kentucky	\$204,809.00	\$4,096.18	\$175,490.00	\$3,509.80	\$0.00	\$0.00	\$2,022,061.00	\$40,441.22	\$370,550.00	\$7,411.00	\$0.00	\$0.00
4Q 2018-Submitted	Kentucky	\$0.00	\$0.00	\$31,927.58	\$638.55	\$0.00	\$0.00	\$569,489.13	\$23,813.00	\$9,424.00	\$188.48	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,770,720.24	\$35,414.41	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$374,619.46	\$7,492.39	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Michigan	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$580,868.66	\$11,617.37	\$9,492.00	\$189.84	\$0.00	\$0.00
4Q 2018-Submitted	Michigan	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$119,583.93	\$2,391.68	\$11,849.00	\$236.98	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Minnesota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$942,570.86	\$18,851.42	\$47,531.41	\$950.63	\$0.00	\$0.00
4Q 2018-Submitted	Minnesota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$183,031.99	\$3,660.64	\$30,983.00	\$619.66	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Missouri	\$0.00	\$0.00	\$278,462.28	\$5,569.25	\$0.00	\$0.00	\$1,517,477.07	\$30,349.54	\$98,611.36	\$1,972.23	\$0.00	\$0.00
4Q 2018-Submitted	Missouri	\$0.00	\$0.00	\$395,484.00	\$7,909.68	\$0.00	\$0.00	\$0.00	\$0.00	\$105,777.00	\$4,087.77	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Montana	\$0.00	\$0.00	\$2,191.50	\$43.83	\$0.00	\$0.00	\$469,925.54	\$9,398.51	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Montana	\$0.00	\$0.00	\$8,581.47	\$171.63	\$0.00	\$0.00	\$476,712.16	\$9,534.24	\$0.00	\$0.00	\$295,940.29	\$5,918.81
1, 2, & 3Q's 2018-Submitted	Nebraska	\$0.00	\$0.00	\$91,984.02	\$1,839.68	\$0.00	\$0.00	\$16,079.96	\$321.60	\$992.00	\$19.84	\$0.00	\$0.00
4Q 2018-Submitted	Nebraska	\$0.00	\$0.00	\$35,029.46	\$700.59	\$0.00	\$0.00	\$1,721.00	\$34.42	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	New Jersey	\$0.00	\$0.00	\$208,797.14	\$4,175.94	\$2,474,055.22	\$49,481.10	\$507,018.09	\$10,140.36	\$5,175.00	\$103.50	\$0.00	\$0.00
4Q 2018-Submitted	New Jersey	\$0.00	\$0.00	\$0.00	\$0.00	\$2,056,655.31	\$41,133.11	\$48,467.95	\$969.36	\$0.00	\$0.00	\$0.00	\$0.00

<u>Response Status</u>	<u>State</u>	<u>Bid #016</u> Motz Group, Sales	<u>Bid #016</u> Motz Group, Fees Rcvd	<u>Bid #016</u> SchoolDude/Dude Solutions Sales	<u>Bid #016</u> SchoolDude/Dude Solutions, Fees Rcvd	<u>Bid #016</u> Shaw Sport Turf, Sales	<u>Bid #016</u> Shaw Sport Turf, Fees Rcvd	<u>Bid #017</u> Konica Minolta Sales	<u>Bid #017</u> Konica Minolta Fees Rcvd	<u>Bid #017</u> Kyocera Mita Sales	<u>Bid #017</u> Kyocera Mita Fees Rcvd	<u>Bid #017</u> Progressive Services Sales	<u>Bid #017</u> Progressive Services Fees Rcvd
1, 2, & 3Q's 2018-Submitted	New Mexico	\$0.00	\$0.00	\$743,940.00	\$14,879.00	\$0.00	\$0.00	\$279,486.00	\$5,590.00	\$18,767.00	\$375.00	\$688,616.00	\$13,772.00
4Q 2018-Submitted	New Mexico	\$0.00	\$0.00	\$68,215.79	\$1,364.32	\$0.00	\$0.00	\$42,516.35	\$850.33	\$0.00	\$0.00	\$347,630.12	\$6,952.60
1, 2, & 3Q's 2018-Submitted	North Dakota	\$0.00	\$0.00	\$16,174.23	\$323.49	\$0.00	\$0.00	\$118,751.74	\$2,375.04	\$149,939.00	\$2,998.78	\$0.00	\$0.00
4Q 2018-Submitted	North Dakota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$11,420.05	\$228.40	\$56,909.00	\$1,138.18	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Ohio	\$2,533,359.00	\$50,667.18	\$664,569.89	\$13,291.40	\$0.00	\$0.00	\$2,013,121.16	\$40,262.42	\$0.00	\$0.00	\$764,115.90	\$15,282.32
4Q 2018-Submitted	Ohio	\$731,839.00	\$14,636.78	\$75,883.83	\$1,517.68	\$0.00	\$0.00	\$910,777.53	\$18,215.55	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Oregon	\$0.00	\$0.00	\$257,488.38	\$5,149.77	\$0.00	\$0.00	\$214,381.28	\$4,287.63	\$64,600.00	\$1,292.00	\$17,105.00	\$342.10
4Q 2018-Submitted	Oregon	\$0.00	\$0.00	\$4,868.92	\$97.38	\$0.00	\$0.00	\$43,328.00	\$866.56	\$8,035.14	\$160.70	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Pennsylvania	\$0.00	\$0.00	\$1,197,210.98	\$22,248.36	\$0.00	\$0.00	\$4,006,812.04	\$80,136.30	\$24,437.00	\$488.74	\$0.00	\$0.00
4Q 2018-Submitted	Pennsylvania	\$0.00	\$0.00	\$147,084.87	\$2,670.58	\$0.00	\$0.00	\$858,240.59	\$17,164.82	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Texas	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$420,215.97	\$8,404.32	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Texas	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$180,645.00	\$3,612.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Virginia	\$0.00	\$0.00	\$781,729.71	\$15,634.60	\$432,118.59	\$8,642.37	\$587,461.33	\$11,749.22	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Virginia	\$0.00	\$0.00	\$91,424.95	\$1,828.50	\$117,500.00	\$2,350.00	\$172,649.27	\$3,452.99	\$0.00	\$0.00	\$182,577.00	\$3,651.54
1, 2, & 3Q's 2018-Submitted	Washington	\$0.00	\$0.00	\$696,704.50	\$13,934.09	\$0.00	\$0.00	\$1,333,078.00	\$26,661.56	\$0.00	\$0.00	\$5,441,230.00	\$108,824.00
4Q 2018-Submitted	Washington	\$0.00	\$0.00	\$416,290.50	\$8,325.81	\$0.00	\$0.00	\$261,007.50	\$5,220.14	\$0.00	\$0.00	\$1,211,937.73	\$24,238.75
1, 2, & 3Q's 2018-Submitted	West Virginia	\$0.00	\$0.00	\$26,853.43	\$169.94	\$0.00	\$0.00	\$160,473.04	\$3,209.46	\$0.00	\$0.00	\$337,388.54	\$6,747.77
4Q 2018-Submitted	West Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$73,123.82	\$1,462.48	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Wisconsin	\$0.00	\$0.00	\$49,695.06	\$993.90	\$0.00	\$0.00	\$458,289.24	\$9,165.79	\$80,537.00	\$1,610.74	\$0.00	\$0.00
4Q 2018-Submitted	Wisconsin	\$0.00	\$0.00	\$868.00	\$43.49	\$0.00	\$0.00	\$18,691.00	\$1,813.84	\$991.00	\$19.94	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Wyoming	\$0.00	\$0.00	\$86,888.82	\$1,737.78	\$0.00	\$0.00	\$18,291.16	\$182.91	\$0.00	\$0.00	\$782,581.00	\$15,651.62
4Q 2018-Submitted	Wyoming	\$0.00	\$0.00	\$6,823.91	\$136.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<u>Response Status</u>	<u>State</u>	<u>Bid #016</u> Motz Group, Sales	<u>Bid #016</u> Motz Group, Fees Rcvd	<u>Bid #016</u> SchoolDude/Dude Solutions Sales	<u>Bid #016</u> SchoolDude/Dude Solutions, Fees Rcvd	<u>Bid #016</u> Shaw Sport Turf, Sales	<u>Bid #016</u> Shaw Sport Turf, Fees Rcvd	<u>Bid #017</u> Konica Minolta Sales	<u>Bid #017</u> Konica Minolta Fees Rcvd	<u>Bid #017</u> Kyocera Mita Sales	<u>Bid #017</u> Kyocera Mita Fees Rcvd	<u>Bid #017</u> Progressive Services Sales	<u>Bid #017</u> Progressive Services Fees Rcvd
Total 2018 Sales		\$7,382,261.00		\$11,210,164.36		\$6,648,873.52		\$30,340,499.58		\$1,918,594.11		\$10,091,626.58	
Total 2018 Admin Fees			\$155,469.73		\$223,642.64		\$132,977.47		\$640,719.71		\$47,066.94		\$201,831.61
Totals By Bids								Bid #017					
Total 2018 Sales								\$111,903,677.70					
Total 2018 Admin Fees								\$2,286,480.29					

**AEPA Member Sales & Fees 2018**  
*Report March 18, 2019 (2018 Report)*

<u>Response Status</u>	<u>State</u>	<u>Bid #017</u> Sports Surfaces - Flooring, Sales	<u>Bid #017</u> Sports Surfaces - Flooring Fees Rcvd	<u>Bid #017</u> Techline Lighting Sales	<u>Bid #017</u> Techline Lighting Fees Rcvd	<u>Bid #017</u> WTI/Tremco Sales	<u>Bid #017</u> WTI/Tremco Fees Rcvd	<u>Bid #018</u> Biofit Engineered Products Sales	<u>Biofit</u> Engineered Products Fees Rcvd	CDW-G Sales	CDW-G Fees Rcvd	Facility Solution Group Sales	Facility Solution Group Fees Rcvd
1, 2, & 3Q's 2018-Submitted	California	\$0.00	\$0.00	\$0.00	\$0.00	\$16,801.20	\$336.02	\$0.00	\$0.00	\$67,795,604.06	\$1,122,153.21	\$0.00	\$0.00
4Q 2018-Submitted	California	\$0.00	\$0.00	\$0.00	\$0.00	\$16,181.69	\$323.63	\$0.00	\$0.00	\$15,355,769.50	\$307,115.39	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Colorado	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,601,435.84	\$108,584.53	\$0.00	\$0.00
4Q 2018-Submitted	Colorado	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,172,487.95	\$63,408.79	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Connecticut	\$0.00	\$0.00	\$288,900.00	\$5,788.00	\$54,793.18	\$1,077.69	\$0.00	\$0.00	\$2,769,941.85	\$42,730.98	\$1,495.00	\$29.90
4Q 2018-Submitted	Connecticut	\$0.00	\$0.00	\$0.00	\$0.00	\$26,474.52	\$529.49	\$0.00	\$0.00	\$636,942.51	\$9,837.86	\$0.00	\$0.00
4Q 2018-Submitted	Florida	\$0.00	\$0.00	\$0.00	\$0.00	\$170,187.07	\$2,403.75	\$1,651.50	\$33.03	\$1,345,726.61	\$25,132.96	\$0.00	\$0.00
4Q 2018-Submitted	Florida	\$0.00	\$0.00	\$0.00	\$0.00	\$128,596.11	\$2,571.93	\$0.00	\$0.00	\$302,888.49	\$5,052.45	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Illinois	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Illinois	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Indiana	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,467,074.09	\$48,937.85	\$199.65	\$3.99
4Q 2018-Submitted	Indiana	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$820,115.71	\$17,430.54	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Iowa	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,055,007.43	\$19,633.97	\$0.00	\$0.00
4Q 2018-Submitted	Iowa	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$222,038.80	\$4,349.56	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Kansas	\$0.00	\$0.00	\$752,900.00	\$15,058.00	\$1,353,798.89	\$27,075.98	\$0.00	\$0.00	\$6,574,473.05	\$111,914.72	\$322.00	\$6.44
4Q 2018-Submitted	Kansas	\$36,910.00	\$738.20	\$0.00	\$0.00	\$0.00	\$0.00	\$78,022.82	\$1,560.46	\$2,852,040.83	\$40,925.51	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Kentucky	\$0.00	\$0.00	\$0.00	\$0.00	\$1,727,152.00	\$34,543.04	\$0.00	\$0.00	\$2,377,243.50	\$47,544.87	\$0.00	\$0.00
4Q 2018-Submitted	Kentucky	\$0.00	\$0.00	\$0.00	\$0.00	\$2,271,744.55	\$45,434.90	\$0.00	\$0.00	\$882,368.82	\$14,393.97	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$83,991.93	\$1,583.27	\$0.00	\$0.00
4Q 2018-Submitted	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$31,284.96	\$625.70	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Michigan	\$0.00	\$0.00	\$0.00	\$0.00	\$8,707.20	\$174.15	\$0.00	\$0.00	\$628,375.93	\$12,373.26	\$25,419.04	\$508.32
4Q 2018-Submitted	Michigan	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$176,099.16	\$3,507.83	\$3,509.60	\$70.19
1, 2, & 3Q's 2018-Submitted	Minnesota	\$0.00	\$0.00	\$0.00	\$0.00	\$3,105,891.64	\$62,117.83	\$0.00	\$0.00	\$2,539,363.48	\$42,175.80	\$0.00	\$0.00
4Q 2018-Submitted	Minnesota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$264,096.75	\$5,168.95	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Missouri	\$0.00	\$0.00	\$0.00	\$0.00	\$5,523,559.83	\$110,471.20	\$4,944.00	\$98.88	\$5,453,997.50	\$109,079.95	\$0.00	\$0.00
4Q 2018-Submitted	Missouri	\$0.00	\$0.00	\$0.00	\$0.00	\$210,911.51	\$4,218.23	\$19,958.50	\$399.17	\$3,775,477.00	\$75,509.54	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Montana	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$436,456.44	\$7,135.94	\$0.00	\$0.00
4Q 2018-Submitted	Montana	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$893,408.87	\$13,424.54	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Nebraska	\$0.00	\$0.00	\$0.00	\$0.00	\$312,600.37	\$6,252.01	\$0.00	\$0.00	\$206,130.81	\$4,487.25	\$0.00	\$0.00
4Q 2018-Submitted	Nebraska	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$191,127.50	\$2,969.71	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	New Jersey	\$0.00	\$0.00	\$0.00	\$0.00	\$3,649,346.16	\$80,285.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	New Jersey	\$0.00	\$0.00	\$0.00	\$0.00	\$4,037,939.41	\$88,834.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

<u>Response Status</u>	<u>State</u>	<u>Bid #017</u> Sports Surfaces - Flooring, Sales	<u>Bid #017</u> Sports Surfaces - Flooring Fees Rcvd	<u>Bid #017</u> Techline Lighting Sales	<u>Bid #017</u> Techline Lighting Fees Rcvd	<u>Bid #017</u> WTI/Tremco Sales	<u>Bid #017</u> WTI/Tremco Fees Rcvd	<u>Bid #018</u> Biofit Engineered Products Sales	<u>Biofit</u> Engineered Products Fees Rcvd	<u>CDW-G Sales</u>	<u>CDW-G Fees</u> Rcvd	<u>Facility Solution</u> Group Sales	<u>Facility Solution</u> Group Fees Rcvd
1, 2, & 3Q's 2018-Submitted	New Mexico	\$0.00	\$0.00	\$0.00	\$0.00	\$454,705.00	\$9,094.00	\$0.00	\$0.00	\$5,346,563.00	\$106,931.00	\$0.00	\$0.00
4Q 2018-Submitted	New Mexico	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$20,026,138.00	\$40,122.76	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	North Dakota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$546,612.59	\$7,919.52	\$0.00	\$0.00
4Q 2018-Submitted	North Dakota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$76,938.36	\$1,339.92	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Ohio	\$0.00	\$0.00	\$518,197.12	\$10,363.34	\$4,626,670.22	\$92,533.41	\$0.00	\$0.00	\$7,005,083.25	\$109,743.80	\$0.00	\$0.00
4Q 2018-Submitted	Ohio	\$0.00	\$0.00	\$0.00	\$0.00	\$54,709.55	\$1,094.18	\$3,254.40	\$65.09	\$1,641,633.31	\$31,025.20	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Oregon	\$0.00	\$0.00	\$0.00	\$0.00	\$1,872,735.90	\$37,454.72	\$0.00	\$0.00	\$1,490,567.90	\$29,811.36	\$0.00	\$0.00
4Q 2018-Submitted	Oregon	\$0.00	\$0.00	\$0.00	\$0.00	\$1,289,727.01	\$25,794.54	\$0.00	\$0.00	\$231,347.14	\$3,098.50	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Pennsylvania	\$224,585.38	\$4,491.71	\$0.00	\$0.00	\$21,353,530.71	\$426,650.36	\$0.00	\$0.00	\$3,511,912.33	\$61,454.10	\$0.00	\$0.00
4Q 2018-Submitted	Pennsylvania	\$197,925.87	\$3,958.52	\$0.00	\$0.00	\$7,371,174.68	\$147,423.51	\$0.00	\$0.00	\$904,859.00	\$15,006.17	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Texas	\$0.00	\$0.00	\$565,600.00	\$5,650.00	\$245,593.76	\$2,431.61	\$118,413.07	\$2,368.26	\$823,054.27	\$15,353.84	\$540.00	\$10.80
4Q 2018-Submitted	Texas	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$234,726.00	\$4,100.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$58,527.63	\$1,170.55	\$0.00	\$0.00	\$4,996,720.91	\$79,509.83	\$0.00	\$0.00
4Q 2018-Submitted	Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Washington	\$0.00	\$0.00	\$0.00	\$0.00	\$5,935,917.00	\$118,718.00	\$0.00	\$0.00	\$15,422,224.50	\$308,444.49	\$0.00	\$0.00
4Q 2018-Submitted	Washington	\$0.00	\$0.00	\$0.00	\$0.00	\$1,031,902.94	\$20,638.05	\$0.00	\$0.00	\$3,210,428.50	\$64,208.57	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	West Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,447,398.56	\$67,091.76	\$0.00	\$0.00
4Q 2018-Submitted	West Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$777,998.72	\$15,450.41	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Wisconsin	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,143,214.40	\$24,254.02	\$0.00	\$0.00
4Q 2018-Submitted	Wisconsin	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Wyoming	\$58,059.33	\$1,161.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,497,294.33	\$25,884.57	\$0.00	\$0.00
4Q 2018-Submitted	Wyoming	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$154,319.75	\$2,887.99	\$0.00	\$0.00
<u>Response Status</u>	<u>State</u>	<u>Bid #017</u> Sports Surfaces - Flooring, Sales	<u>Bid #017</u> Sports Surfaces - Flooring Fees Rcvd	<u>Bid #017</u> Techline Lighting Sales	<u>Bid #017</u> Techline Lighting Fees Rcvd	<u>Bid #017</u> WTI/Tremco Sales	<u>Bid #017</u> WTI/Tremco Fees Rcvd	<u>Bid #018</u> Biofit Engineered Products Sales	<u>Biofit</u> Engineered Products Fees Rcvd	<u>CDW-G Sales</u>	<u>CDW-G Fees</u> Rcvd	<u>Facility Solution</u> Group Sales	<u>Facility Solution</u> Group Fees Rcvd
Total 2018 Sales		\$517,480.58		\$2,125,597.12		\$66,909,879.73		\$226,244.29		\$200,400,004.19		\$31,485.29	
Total 2018 Admin Fees			\$10,349.62		\$36,859.34		\$1,349,653.07		\$4,524.89		\$3,280,826.71		\$629.64
Totals By Bids								<u>Bid #018</u>					
Total 2018 Sales								\$211,111,566.53					
Total 2018 Admin Fees								\$3,496,676.57					

**AEPA Member Sales & Fees 2018**  
*Report March 18, 2019 (2018 Report)*

<u>Response Status</u>	<u>State</u>	MNJ Sales	MNJ Fees Rcvd	National Business Furniture Sales	National Business Furniture Fees Rcvd	School Specialty Furniture Sales	School Specialty Furniture Fees Rcvd	SICO Furniture Sales	SICO Furniture Fees Rcvd	<u>Bid #018.5</u> Best Plumbing Specialties Sales	Best Plumbing Specialties Fees Rcvd	Kranos Corp dba Schutt Sports Sales	Kranos Corp dba Schutt Sports Fees Rcvd
1, 2, & 3Q's 2018-Submitted	California	\$1,138,280.32	\$22,765.85	\$15,707.76	\$350.21	\$34,864.86	\$699.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	California	\$366,435.75	\$7,328.72	\$12,376.20	\$273.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Colorado	\$0.00	\$0.00	\$0.00	\$0.00	\$108,102.51	\$949.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Colorado	\$0.00	\$0.00	\$0.00	\$0.00	\$20,349.21	\$1,619.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Connecticut	\$602.47	\$12.06	\$24,227.17	\$484.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Connecticut	\$464.02	\$9.29	\$1,397.20	\$27.94	\$0.00	\$0.00	\$0.00	\$0.00	\$10,996.53	\$219.93	\$0.00	\$0.00
4Q 2018-Submitted	Florida	\$23,657.85	\$473.17	\$30,896.62	\$648.31	\$4,349.29	\$86.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Florida	\$1,246.67	\$24.94	\$55,363.81	\$1,107.28	\$0.00	\$0.00	\$0.00	\$0.00	\$36,019.29	\$720.39	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Illinois	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Illinois	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Indiana	\$23,311.97	\$512.88	\$0.00	\$0.00	\$425,083.73	\$9,310.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Indiana	\$809.50	\$17.81	\$0.00	\$0.00	\$20,469.23	\$409.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Iowa	\$33,567.98	\$671.38	\$3,822.24	\$79.65	\$562,682.13	\$11,253.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Iowa	\$2,259.04	\$45.19	\$0.00	\$0.00	\$55,989.75	\$1,119.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Kansas	\$49,709.59	\$994.20	\$40,612.73	\$812.23	\$37,021.25	\$764.17	\$26,308.80	\$526.18	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Kansas	\$37,391.09	\$747.83	\$7,422.26	\$148.45	\$164.52	\$3.29	\$0.00	\$0.00	\$0.00	\$0.00	\$338.17	\$6.76
1, 2, & 3Q's 2018-Submitted	Kentucky	\$22,085.00	\$441.70	\$70,409.50	\$1,408.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$476.50	\$9.53
4Q 2018-Submitted	Kentucky	\$5,516.38	\$110.33	\$60,487.39	\$1,209.75	\$313,185.39	\$6,263.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Massachusetts	\$114.50	\$2.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Michigan	\$144,478.40	\$2,889.58	\$11,018.06	\$220.35	\$63,140.09	\$1,468.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Michigan	\$19,371.57	\$387.44	\$5,002.82	\$100.05	\$3,690.00	\$0.00	\$0.00	\$0.00	\$26,287.17	\$525.74	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Minnesota	\$106,830.99	\$2,136.64	\$14,955.01	\$301.73	\$573,323.95	\$11,466.50	\$0.00	\$0.00	\$179.94	\$3.60	\$0.00	\$0.00
4Q 2018-Submitted	Minnesota	\$13,351.32	\$267.03	\$7,520.53	\$177.38	\$103,255.76	\$2,065.10	\$0.00	\$0.00	\$6,205.00	\$124.10	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Missouri	\$1,640.50	\$32.81	\$4,493.22	\$89.86	\$0.00	\$0.00	\$95,716.50	\$1,914.33	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Missouri	\$58.00	\$1.16	\$0.00	\$0.00	\$129,193.31	\$2,583.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Montana	\$0.00	\$0.00	\$0.00	\$0.00	\$33,365.57	\$667.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Montana	\$0.00	\$0.00	\$9,890.20	\$197.80	\$61,472.08	\$1,229.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Nebraska	\$44,423.51	\$888.48	\$64,901.98	\$1,298.05	\$210,562.47	\$4,211.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Nebraska	\$2,945.25	\$58.91	\$2,631.18	\$52.62	\$15,431.74	\$308.63	\$0.00	\$0.00	\$0.00	\$0.00	\$142.80	\$2.98
1, 2, & 3Q's 2018-Submitted	New Jersey	\$0.00	\$0.00	\$3,013.20	\$60.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	New Jersey	\$0.00	\$0.00	\$22,361.42	\$447.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

Response Status	State	MNJ Sales	MNJ Fees Rcvd	National Business Furniture Sales	National Business Furniture Fees Rcvd	School Specialty Furniture Sales	School Specialty Furniture Fees Rcvd	SICO Furniture Sales	SICO Furniture Fees Rcvd	Bid #018.5							
										Best Plumbing Specialties Sales	Best Plumbing Specialties Fees Rcvd	Kranos Corp dba Schutt Sports Sales	Kranos Corp dba Schutt Sports Fees Rcvd				
1, 2, & 3Q's 2018-Submitted	New Mexico	\$500,477.00	\$10,009.00	\$15,834.00	\$317.00	\$240,222.00	\$4,804.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				
4Q 2018-Submitted	New Mexico	\$252,145.64	\$5,042.91	\$1,288.24	\$25.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				
1, 2, & 3Q's 2018-Submitted	North Dakota	\$20,639.29	\$412.80	\$4,484.30	\$89.69	\$243,486.72	\$4,869.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				
4Q 2018-Submitted	North Dakota	\$10,680.09	\$213.61	\$0.00	\$0.00	\$39,506.76	\$790.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				
1, 2, & 3Q's 2018-Submitted	Ohio	\$836,765.63	\$16,735.30	\$587.02	\$13.52	\$1,309,690.18	\$26,193.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				
4Q 2018-Submitted	Ohio	\$170,227.31	\$3,404.55	\$858.84	\$17.18	\$59,182.93	\$1,183.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				
1, 2, & 3Q's 2018-Submitted	Oregon	\$44,173.97	\$883.48	\$0.00	\$0.00	\$0.00	\$0.00	\$54,872.64	\$1,097.45	\$0.00	\$0.00	\$0.00	\$0.00				
4Q 2018-Submitted	Oregon	\$5,385.59	\$107.71	\$0.00	\$0.00	\$0.00	\$0.00	\$21,050.28	\$421.01	\$0.00	\$0.00	\$0.00	\$0.00				
1, 2, & 3Q's 2018-Submitted	Pennsylvania	\$0.00	\$0.00	\$0.00	\$0.00	\$314,669.89	\$6,293.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				
4Q 2018-Submitted	Pennsylvania	\$0.00	\$0.00	\$0.00	\$0.00	\$83,623.22	\$1,672.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				
1, 2, & 3Q's 2018-Submitted	Texas	\$296,053.57	\$5,921.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				
4Q 2018-Submitted	Texas	\$31,346.00	\$626.00	\$6,037.00	\$120.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				
1, 2, & 3Q's 2018-Submitted	Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$38,360.66	\$767.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				
4Q 2018-Submitted	Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$11,355.88	\$227.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				
1, 2, & 3Q's 2018-Submitted	Washington	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				
4Q 2018-Submitted	Washington	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				
1, 2, & 3Q's 2018-Submitted	West Virginia	\$1,989.93	\$39.80	\$11,318.46	\$226.37	\$176,606.08	\$3,532.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				
4Q 2018-Submitted	West Virginia	\$1,811.72	\$36.23	\$0.00	\$0.00	\$70,670.37	\$1,413.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				
1, 2, & 3Q's 2018-Submitted	Wisconsin	\$80,890.54	\$1,617.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				
4Q 2018-Submitted	Wisconsin	\$0.00	\$0.00	\$0.00	\$0.00	\$2,651.00	\$530.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				
1, 2, & 3Q's 2018-Submitted	Wyoming	\$3,986.06	\$79.72	\$29,037.02	\$580.74	\$49,017.01	\$980.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				
4Q 2018-Submitted	Wyoming	\$2,490.60	\$49.81	\$280.02	\$5.60	\$5,294.99	\$105.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00				
<b>Total 2018 Sales</b>											\$79,687.93		\$957.47				
<b>Total 2018 Admin Fees</b>												\$85,999.60	\$10,891.22	\$109,845.54	\$197,948.22	\$3,958.97	
<b>Totals By Bids</b>											<b>Bid #018.5</b>						
<b>Total 2018 Sales</b>											\$1,644,689.65						
<b>Total 2018 Admin Fees</b>											\$37,979.76						

**AEPA Member Sales & Fees 2018**  
*Report March 18, 2019 (2018 Report)*

Response Status	State	Midwest	Midwest	Partac Peat	Partac Peat	School Health	School Health	School Specialty - School Specialty	School Specialty	Expired Bids / Bid #014, Bid #015 & Bid #016			
		Technology Sales	Technology Fees Rcvd	Corp Sales	Corp Fees Rcvd	Corp Sales	Corp Fees Rcvd	Athletic Equipment & Supplies Sales	- Athletic Equipment & Supplies, Fees Rcvd	Bid #014 Interior Systems Inc. Sales	Bid #014 Interior Systems Administrative Fees Received	Bid #016 School Specialty - Industrial Supply Sales	Bid #014 School Specialty - Industrial Supply Administrative Fees Received
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	California California	\$0.00 \$0.00	\$0.00 \$0.00	\$720.98 \$0.00	\$14.42 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Colorado Colorado	\$0.00 \$0.00	\$0.00 \$0.00	\$1,009.63 \$1,009.63	\$20.19 \$213.95	\$0.00 \$0.00	\$0.00 \$0.00	\$14,579.82 \$6,236.92	\$120.57 \$295.76	\$0.00	\$0.00	\$3,619.58	\$72.39
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Connecticut Connecticut	\$53,850.70 \$1,287.02	\$1,077.03 \$25.73	\$89,942.96 \$97,778.52	\$1,573.74 \$1,955.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted 4Q 2018-Submitted	Florida Florida	\$0.00 \$0.00	\$0.00 \$0.00	\$3,445.68 \$8,552.27	\$69.11 \$171.05	\$0.00 \$0.00	\$0.00 \$0.00	\$5,435.54 \$0.00	\$108.71 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Illinois Illinois	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Indiana Indiana	\$8,674.46 \$4,906.46	\$190.83 \$107.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$12,743.69 \$5,210.94	\$5,489.00 \$104.22	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Iowa Iowa	\$3,419.04 \$5,726.61	\$68.38 \$114.52	\$0.00 \$515.40	\$0.00 \$10.31	\$0.00 \$0.00	\$0.00 \$0.00	\$67,391.70 \$10,462.91	\$1,347.83 \$209.26	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Kansas Kansas	\$13,235.62 \$0.00	\$264.76 \$0.00	\$89.71 \$294.50	\$1.77 \$5.89	\$0.00 \$0.00	\$0.00 \$0.00	\$48.19 \$0.00	\$0.96 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Kentucky Kentucky	\$4,065.50 \$406.48	\$81.31 \$8.14	\$1,455.50 \$0.00	\$29.11 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$519.18	\$0.00 \$10.38	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Massachusetts Massachusetts	\$0.00 \$0.00	\$0.00 \$0.00	\$21,294.55 \$10,641.78	\$305.22 \$212.84	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Michigan Michigan	\$2,510.00 \$0.00	\$50.20 \$0.00	\$329.51 \$0.00	\$6.59 \$0.00	\$5,331.89 \$40,447.83	\$71.92 \$843.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Minnesota Minnesota	\$18,318.10 \$2,057.00	\$366.40 \$41.14	\$0.00 \$1,766.25	\$0.00 \$35.33	\$11,847.41 \$6,436.59	\$236.95 \$128.73	\$39,956.78 \$5,729.31	\$799.10 \$114.59	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Missouri Missouri	\$3,229.00 \$0.00	\$64.58 \$0.00	\$5,957.50 \$0.00	\$119.15 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$20,234.32	\$0.00 \$404.69	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Montana Montana	\$0.00 \$213.30	\$0.00 \$4.27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$12,448.19 \$9,291.34	\$248.97 \$185.83	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Nebraska Nebraska	\$11,251.89 \$2,582.46	\$238.28 \$51.64	\$275.00 \$677.60	\$5.50 \$13.55	\$0.00 \$0.00	\$0.00 \$0.00	\$64,107.49 \$3,841.47	\$1,282.15 \$76.84	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	New Jersey New Jersey	\$54,270.20 \$0.00	\$1,085.40 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00

<u>Response Status</u>	<u>State</u>	Midwest Technology Sales	Midwest Technology Fees Rcvd	Partac Peat Corp Sales	Partac Peat Corp Fees Rcvd	School Health Corp Sales	School Health Corp Fees Rcvd	School Specialty - Athletic Equipment & Supplies Sales	School Specialty - Athletic Equipment & Supplies, Fees Rcvd	<u>Bid #014</u> Interior Systems Inc. Sales	<u>Bid #014</u> Interior Systems Inc. Administrative Fees Received	<u>Bid #014</u> School Specialty - Industrial Supply Sales	<u>Bid #014</u> School Specialty - Industrial Supply Administrative Fees Received
1, 2, & 3Q's 2018-Submitted	New Mexico	\$9,230.00	\$185.00	\$0.00	\$0.00	\$93,280.00	\$1,866.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	New Mexico	\$0.00	\$0.00	\$278.23	\$5.56	\$60,294.34	\$1,205.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	North Dakota	\$9,002.73	\$180.00	\$1,055.00	\$21.10	\$0.00	\$0.00	\$33,910.15	\$678.21	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	North Dakota	\$161.01	\$3.22	\$0.00	\$0.00	\$0.00	\$0.00	\$3,466.12	\$69.32	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Ohio	\$7,723.89	\$146.82	\$140.00	\$2.80	\$0.00	\$0.00	\$150,259.22	\$3,005.19	\$0.00	\$0.00	\$946.68	\$18.93
4Q 2018-Submitted	Ohio	\$515.34	\$10.31	\$2,619.60	\$52.39	\$0.00	\$0.00	\$31,167.53	\$623.35	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Oregon	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Oregon	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Pennsylvania	\$8,996.57	\$179.94	\$31,929.62	\$638.62	\$0.00	\$0.00	\$53,871.93	\$1,077.47	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Pennsylvania	\$6,523.57	\$139.47	\$11,075.00	\$221.50	\$0.00	\$0.00	\$16,582.31	\$331.65	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Texas	\$207.00	\$4.14	\$5,820.50	\$116.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Texas	\$56,876.00	\$1,137.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$18,931.23	\$378.62	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Virginia	\$0.00	\$0.00	\$3,415.07	\$68.30	\$0.00	\$0.00	\$1,090.84	\$21.82	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Washington	\$66,959.50	\$1,339.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Washington	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	West Virginia	\$0.00	\$0.00	\$3,291.04	\$65.82	\$0.00	\$0.00	\$18,595.05	\$371.90	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	West Virginia	\$0.00	\$0.00	\$3,560.00	\$71.20	\$0.00	\$0.00	\$10,015.92	\$200.32	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Wisconsin	\$42,989.00	\$859.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Wisconsin	\$17,192.38	\$304.99	\$0.00	\$0.00	\$0.00	\$0.00	\$1,423.44	\$28.47	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Wyoming	\$0.00	\$0.00	\$284.63	\$5.69	\$0.00	\$0.00	\$2,721.02	\$54.42	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Wyoming	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$527.15	\$10.54	\$0.00	\$0.00	\$0.00	\$0.00
<u>Response Status</u>	<u>State</u>	Midwest Technology Sales	Midwest Technology Fees Rcvd	Partac Peat Corp Sales	Partac Peat Corp Fees Rcvd	School Health Corp Sales	School Health Corp Fees Rcvd	School Specialty - Athletic Equipment & Supplies Sales	School Specialty - Athletic Equipment & Supplies, Fees Rcvd	<u>Bid #014</u> Interior Systems Inc. Sales	<u>Bid #014</u> Interior Systems Inc. Administrative Fees Received	<u>Bid #014</u> School Specialty - Industrial Supply Sales	<u>Bid #014</u> School Specialty - Industrial Supply Administrative Fees Received
Total 2018 Sales		\$416,380.83		\$309,225.66		\$217,638.06		\$620,799.70		\$0.00		\$4,566.26	
Total 2018 Admin Fees			\$8,330.55		\$6,032.88		\$4,353.16		\$17,650.14		\$0.00		\$91.32
Totals By Bids										Expired Bids / Bid #014, Bid #015 & Bid #016			
Total 2018 Sales										\$3,057,470.03			
Total 2018 Admin Fees										\$61,149.63			

**AEPA Member Sales & Fees 2018**  
*Report March 18, 2019 (2018 Report)*

Response Status

State

<u>Bid #014</u> Troxell Sales	<u>Bid #014</u> Troxell Administrative Fees Received	<u>Bid #015</u> CITI, Sales	<u>Bid #015</u> CITI, Fees Rcvd	<u>Bid #015</u> Independent Stationers dba EPIC, Sales	<u>Bid #015</u> Independent Stationers dba EPIC, Fees Rcvd	<u>Bid #015</u> Nilfisk Advance, Inc Sales	<u>Expired Bids / Bid #014, Bid #015 &amp; Bid #016</u> <u>Bid #015</u> Nilfisk Advance, Inc Fees Rcvd	<u>Bid #016</u> TeachingBooks. net, Sales	<u>Bid #016</u> TeachingBooks. net Fees Rcvd	<u>Bid #016</u> TLC Library Corporation, Sales	<u>Bid #016</u> TLC Library Corporation, Admin Fees	
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	California California	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Colorado Colorado	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Connecticut Connecticut	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted 4Q 2018-Submitted	Florida Florida	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Illinois Illinois	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Indiana Indiana	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Iowa Iowa	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Kansas Kansas	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Kentucky Kentucky	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$11,025.00 \$0.00	\$220.50 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Massachusetts Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Michigan Michigan	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,063.22	\$81.27	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Minnesota Minnesota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Missouri Missouri	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Montana Montana	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Nebraska Nebraska	\$0.00	\$0.00	\$0.00	\$0.00	\$27.20	\$0.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	New Jersey New Jersey	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

<u>Response Status</u>	<u>State</u>	<u>Bid #014</u> Troxell Sales	<u>Bid #014</u> Troxell Administrative Fees Received	<u>Bid #015</u> CITI, Sales	<u>Bid #015</u> CITI, Fees Rcvd	<u>Bid #015</u> Independent Stationers dba EPIC, Sales	<u>Bid #015</u> Independent Stationers dba EPIC, Fees Rcvd	<u>Bid #015</u> Nilfisk Advance, Inc Sales	<u>Bid #015</u> Nilfisk Advance, Inc Fees Rcvd	<u>Bid #016</u> TeachingBooks. net, Sales	<u>Bid #016</u> TeachingBooks. net Fees Rcvd	<u>Bid #016</u> TLC Library Corporation, Sales	<u>Bid #016</u> TLC Library Corporation, Admin Fees
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	New Mexico New Mexico	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	North Dakota North Dakota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Ohio Ohio	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Oregon Oregon	\$43,688.35	\$873.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Pennsylvania Pennsylvania	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Texas Texas	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Virginia Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Washington Washington	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	West Virginia West Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Wisconsin Wisconsin	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Wyoming Wyoming	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<u>Response Status</u>	<u>State</u>	<u>Bid #014</u> Troxell Sales	<u>Bid #014</u> Troxell Administrative Fees Received	<u>Bid #015</u> CITI, Sales	<u>Bid #015</u> CITI, Fees Rcvd	<u>Bid #015</u> Independent Stationers dba EPIC, Sales	<u>Bid #015</u> Independent Stationers dba EPIC, Fees Rcvd	<u>Bid #015</u> Nilfisk Advance, Inc Sales	<u>Bid #015</u> Nilfisk Advance, Inc Fees Rcvd	<u>Bid #016</u> TeachingBooks. net, Sales	<u>Bid #016</u> TeachingBooks. net Fees Rcvd	<u>Bid #016</u> TLC Library Corporation, Sales	<u>Bid #016</u> TLC Library Corporation, Admin Fees
Total 2018 Sales		\$43,688.35		\$0.00		\$11,052.20		\$4,063.22		\$0.00		\$0.00	
Total 2018 Admin Fees			\$873.77		\$0.00		\$221.04		\$81.27		\$0.00		\$0.00
Totals By Bids													
Total 2018 Sales													
Total 2018 Admin Fees													

**AEPA Member Sales & Fees 2018**  
**Report March 18, 2019 (2018 Report)**

<u>Response Status</u>	<u>State</u>	<u>Bid #016</u> <u>UBU, Sales</u>	<u>Bid #016</u> <u>UBU, Admin</u> <u>Fees</u>	<u>2018 Total Sales</u>	<u>2018 Total Admin Fees</u>	<u>2018 Total Sales</u>	<u>2018 Total Admin Fees</u>
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	California California	\$0.00	\$0.00	\$75,304,740.59 \$17,673,421.16	\$1,295,063.14 \$353,494.36	\$92,978,161.75	\$1,648,557.50
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Colorado Colorado	\$0.00	\$0.00	\$9,581,423.85 \$3,487,331.38	\$165,332.30 \$131,380.85	\$13,068,755.23	\$296,713.15
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Connecticut Connecticut	\$0.00	\$0.00	\$8,459,471.59 \$2,078,828.00	\$156,288.32 \$38,690.86	\$10,538,299.59	\$194,979.18
4Q 2018-Submitted 4Q 2018-Submitted	Florida Florida	\$0.00	\$0.00	\$4,685,795.62 \$1,031,966.83	\$90,964.93 \$19,632.33	\$5,717,762.45	\$110,597.26
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Illinois Illinois	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Indiana Indiana	\$0.00	\$0.00	\$9,064,353.10 \$4,363,210.74	\$192,946.16 \$95,222.20	\$13,427,563.84	\$288,168.36
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Iowa Iowa	\$0.00	\$0.00	\$7,521,666.64 \$1,112,184.12	\$148,970.36 \$22,152.47	\$8,633,850.76	\$171,122.83
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Kansas Kansas	\$0.00	\$0.00	\$15,364,100.57 \$10,821,775.15	\$287,713.70 \$153,789.59	\$26,185,875.72	\$441,503.29
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Kentucky Kentucky	\$0.00 \$0.00	\$0.00 \$0.00	\$9,954,952.50 \$4,859,735.64	\$199,099.05 \$106,364.54	\$14,814,688.14	\$305,463.59
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Massachusetts Massachusetts	\$0.00	\$0.00	\$2,018,772.07 \$455,887.39	\$40,158.20 \$9,117.77	\$2,474,659.46	\$49,275.97
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Michigan Michigan	\$0.00	\$0.00	\$1,606,273.08 \$406,655.37	\$32,102.54 \$8,079.87	\$2,012,928.45	\$40,182.41
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Minnesota Minnesota	\$0.00	\$0.00	\$11,068,370.73 \$1,840,724.91	\$212,758.70 \$36,728.49	\$12,909,095.64	\$249,487.19
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Missouri Missouri	\$0.00	\$0.00	\$14,875,428.38 \$5,821,786.01	\$297,508.57 \$118,454.14	\$20,697,214.39	\$415,962.71
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Montana Montana	\$0.00	\$0.00	\$2,246,074.20 \$2,541,187.20	\$43,328.29 \$46,380.11	\$4,787,261.40	\$89,708.40
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	Nebraska Nebraska	\$0.00	\$0.00	\$2,483,766.29 \$387,583.65	\$50,053.22 \$6,898.95	\$2,871,349.94	\$56,952.17
1, 2, & 3Q's 2018-Submitted 4Q 2018-Submitted	New Jersey New Jersey	\$0.00	\$0.00	\$7,739,551.36 \$6,199,332.77	\$162,089.71 \$132,062.54	\$13,938,884.13	\$294,152.25

<u>Response Status</u>	<u>State</u>	<u>Bid #016</u> <u>UBU, Sales</u>	<u>Bid #016</u> <u>UBU, Admin Fees</u>	<u>2018 Total Sales</u>	<u>2018 Total Admin Fees</u>	<u>2018 Total Sales</u>	<u>2018 Total Admin Fees</u>
1, 2, & 3Q's 2018-Submitted	New Mexico	\$0.00	\$0.00	\$12,087,743.00	\$241,754.00		
4Q 2018-Submitted	New Mexico			\$21,616,370.41	\$71,927.40	\$33,704,113.41	\$313,681.40
1, 2, & 3Q's 2018-Submitted	North Dakota	\$0.00	\$0.00	\$2,611,030.55	\$49,207.86		
4Q 2018-Submitted	North Dakota			\$280,601.46	\$5,413.19	\$2,891,632.01	\$54,621.05
1, 2, & 3Q's 2018-Submitted	Ohio	\$2,994,100.00	\$59,882.23	\$31,889,576.88	\$607,227.42		
4Q 2018-Submitted	Ohio			\$5,771,941.60	\$113,631.37	\$37,661,518.48	\$720,858.79
1, 2, & 3Q's 2018-Submitted	Oregon	\$0.00	\$0.00	\$9,899,728.10	\$193,893.77		
4Q 2018-Submitted	Oregon			\$5,520,097.62	\$108,873.51	\$15,419,825.72	\$302,767.28
1, 2, & 3Q's 2018-Submitted	Pennsylvania	\$0.00	\$0.00	\$34,500,388.01	\$679,108.84		
4Q 2018-Submitted	Pennsylvania			\$11,234,475.64	\$223,371.29	\$45,734,863.65	\$902,480.13
1, 2, & 3Q's 2018-Submitted	Texas	\$0.00	\$0.00	\$7,977,176.12	\$115,164.70		
4Q 2018-Submitted	Texas			\$2,761,554.00	\$36,442.00	\$10,738,730.12	\$151,606.70
1, 2, & 3Q's 2018-Submitted	Virginia	\$0.00	\$0.00	\$13,877,778.99	\$151,086.18		
4Q 2018-Submitted	Virginia			\$2,888,178.36	\$41,293.95	\$16,765,957.35	\$192,380.13
1, 2, & 3Q's 2018-Submitted	Washington	\$0.00	\$0.00	\$39,154,772.94	\$783,094.51		
4Q 2018-Submitted	Washington			\$11,981,810.40	\$239,636.19	\$51,136,583.34	\$1,022,730.70
1, 2, & 3Q's 2018-Submitted	West Virginia	\$0.00	\$0.00	\$7,948,124.30	\$156,739.17		
4Q 2018-Submitted	West Virginia			\$2,963,757.18	\$59,165.61	\$10,911,881.48	\$215,904.78
1, 2, & 3Q's 2018-Submitted	Wisconsin	\$0.00	\$0.00	\$4,449,837.25	\$79,181.51		
4Q 2018-Submitted	Wisconsin			\$188,390.64	\$2,770.04	\$4,638,227.89	\$81,951.55
1, 2, & 3Q's 2018-Submitted	Wyoming	\$0.00	\$0.00	\$4,273,982.82	\$81,235.43		
4Q 2018-Submitted	Wyoming			\$299,866.84	\$5,778.93	\$4,573,849.66	\$87,014.36
<u>Response Status</u>	<u>State</u>	<u>Bid #016</u> <u>UBU, Sales</u>	<u>Bid #016</u> <u>UBU, Admin Fees</u>	<u>2018 Total Sales</u>	<u>2018 Total Admin Fees</u>	<u>2018 Total Sales</u>	<u>2018 Total Admin Fees</u>
Total 2018 Sales		\$2,994,100.00		\$479,233,534.00		Total 2018 Sales	
Total 2018 Admin Fees			\$59,882.23		\$8,698,823.13	Total 2018 Admin Fees	
Totals By Bids						Totals By Bids	
Total 2018 Sales				\$479,233,534.00		Total 2018 Sales	
Total 2018 Admin Fees				\$8,698,823.13		Total 2018 Admin Fees	

**Member Signed 2018 Contracts**  
**Report March 18, 2019 (2018 Report)**

Member\_Signed\_Contracts\_2018

<u>Response Status</u>	<u>States</u>	<u>2. Name (First)</u>	<u>2. Name (Last)</u>	AstroTurf	Best Plumbing	BioFit Engineered Products	CDW-G	CEIA	Daktronics	Facility Solutions Group	Field Turf USA - Synthetic Turf	Field Turf USA - Tracks & Courts
2018 Signed Contracts-Not Submitted	California	Racquel	Landolf									
2018 Contract-Submitted	Colorado	John	Tillman	1	1	1	1	1	1	1	1	1
2018 Contract-Submitted	Connecticut	Cara	Hart	1	1	1	1	1	1	1	1	1
2018 Contract-Submitted	Florida	Judy	Hall	1	1	1	1	1	1	1	1	1
2018 Signed Contracts-Not Submitted	Illinois											
2018 Signed Contracts-Not Submitted	Indiana	Pamela A.	Clover									
2018 Contract-Submitted	Iowa	Joni	Puffett	0	1	1	1	1	1	1	1	1
2018 Contract-Submitted	Kansas	Tina	Smith	1	1	1	1	1	1	1	1	1
2018 Contract-Submitted	Kentucky	Ann	Burden	0	0	1	1	1	1	1	1	1
2018 Signed Contracts-Not Submitted	Massachusetts	Joan	Preble									
2018 Contract-Submitted	Michigan	Michelle	Selak	1	1	1	1	1	1	1	1	1
2018 Contract-Submitted	Minnesota	Melissa	Mattson	1	1	1	1	1	1	1	1	0
2018 Contract-Submitted	Missouri	Steve	Griggs	1	1	1	1	1	1	1	1	1
2018 Signed Contracts-Not Submitted	Montana											
2018 Contract-Submitted	Nebraska	Craig	Peterson	1	1	1	1	1	1	1	1	1
2018 Contract-Submitted	New Jersey	Teresa	Gerstacker	0	0	0	0	1	0	0	0	1
2018 Signed Contracts-Not Submitted	New Mexico											
2018 Contract-Submitted	North Dakota	Melissa	Mattson	1	1	1	1	1	1	1	1	0
2018 Contract-Submitted	Ohio	Elmo	Kallner	1	1	1	1	1	1	1	1	1
2018 Contract-Submitted	Oregon	Rob	Naughton	1	0	1	1	0	1	1	1	1
2018 Signed Contracts-Not Submitted	Pennsylvania											
2018 Contract-Submitted	Texas	Andrew	Pickens	1	1	1	1	1	1	1	1	1
2018 Signed Contracts-Not Submitted	Virginia											
2018 Contract-Submitted	Washington	THOMAS	KIM	0	0	1	1	0	1	1	1	1
2018 Signed Contracts-Not Submitted	West Virginia	Tinessa	Williamson									
2018 Contract-Submitted	Wisconsin	Jane	Wray	1	1	1	1	1	1	1	1	1
2018 Contract-Submitted	Wyoming	Nita	Werner	1	1	1	1	1	1	1	0	0
<u>Response Status</u>	<u>States</u>	<u>2. Name (First)</u>	<u>2. Name (Last)</u>	<u>AstroTurf</u>	<u>Best Plumbing</u>	<u>BioFit Engineered Products</u>	<u>CDW-G</u>	<u>CEIA</u>	<u>Daktronics</u>	<u>Facility Solutions Group</u>	<u>Field Turf USA - Synthetic Turf</u>	<u>Field Turf USA - Tracks &amp; Courts</u>
	Totals			14	14	17	17	16	17	17	16	15

Member\_Signed\_Contracts\_2018

<u>States</u>	Hellas Construction, Inc - Synthetic Turf	Hellas Construction, Inc - Tracks & Courts	Konica Minolta	Kranos Corp (DBA Schutt Sports)	Kyocera Mita	Mackin Educational Resources	Midwest Technology Products	MNJ	Motz Group - Synthetic Turf	National Business Furniture	Partac Peat Corporation	Progressive Services INC	Quill - Instructional Supply Catalog
<b>California</b>													
Colorado	1	1	1	1	1	1	1	1	1	1	1	1	1
Connecticut	1	1	1	1	1	1	1	1	1	1	1	0	1
Florida	1	1	1	1	1	1	1	1	1	1	1	1	1
<b>Illinois</b>													
<b>Indiana</b>													
Iowa	0	0	1	1	1	1	1	1	0	1	1	0	1
Kansas	1	1	1	1	1	1	1	1	1	1	1	1	1
Kentucky	1	1	1	1	1	1	1	1	1	1	1	1	1
<b>Massachusetts</b>													
Michigan	1	1	1	1	1	1	1	1	1	1	1	1	1
Minnesota	0	1	1	1	1	1	1	1	0	1	1	0	0
Missouri	1	1	1	1	1	1	1	1	1	1	1	1	1
<b>Montana</b>													
Nebraska	1	1	1	1	1	1	1	1	1	1	1	1	1
New Jersey	0	1	1	0	1	0	1	0	0	1	0	0	0
<b>New Mexico</b>													
North Dakota	0	1	1	1	1	1	1	1	0	1	1	0	0
Ohio	1	1	1	1	1	1	1	1	1	1	1	1	1
Oregon	1	1	1	1	1	0	1	1	0	1	1	1	1
<b>Pennsylvania</b>													
Texas	1	1	1	1	1	1	1	1	1	1	1	1	1
<b>Virginia</b>													
Washington	1	1	1	0	1	0	1	0	0	0	0	1	1
<b>West Virginia</b>													
Wisconsin	1	1	1	1	1	1	1	1	1	1	1	0	1
Wyoming	1	1	1	1	1	1	1	1	0	1	1	1	1
<u>States</u>	<i>Hellas Construction, Inc - Synthetic Turf</i>	<i>Hellas Construction, Inc - Tracks &amp; Courts</i>	<i>Konica Minolta</i>	<i>Kranos Corp (DBA Schutt Sports)</i>	<i>Kyocera Mita</i>	<i>Mackin Educational Resources</i>	<i>Midwest Technology Products</i>	<i>MNJ</i>	<i>Motz Group - Synthetic Turf</i>	<i>National Business Furniture</i>	<i>Partac Peat Corporation</i>	<i>Progressive Services INC</i>	<i>Quill - Instructional Supply Catalog</i>
Totals	14	17	18	16	18	15	18	16	11	17	16	12	15

Member\_Signed\_Contracts\_2018

<u>States</u>	Quill - Office Supplies Catalog	Quill - Rest Room, Break Room & Safety Supplies Catalog	School Health	SchoolDude/D ude Solutions	School Specialty - Furniture	School Specialty - Instructional Supply Catalog	School Specialty - Sports Equipment	Shaw Sports Turf - Synthetic Turf	SICO America Inc	Sports Surfaces Distributing - Hardwood & Synthetic Flooring	Techline Sports Lighting	WTI/Tremco	<u># Signed Contracts</u>
<b>California</b>													<b>0</b>
Colorado	1	1	1	1	1	1	1	1	1	1	1	1	34
Connecticut	1	1	1	1	0	0	0	1	1	1	1	1	30
Florida	1	1	1	1	1	1	1	1	1	1	1	1	34
<b>Illinois</b>													<b>0</b>
<b>Indiana</b>													<b>0</b>
Iowa	1	1	0	1	1	1	1	0	1	0	0	1	25
Kansas	1	1	1	1	1	1	1	1	1	1	1	1	34
Kentucky	1	1	0	1	1	1	1	1	1	1	1	1	31
<b>Massachusetts</b>													<b>0</b>
Michigan	1	1	1	0	1	1	1	1	1	1	1	1	33
Minnesota	0	0	1	0	1	1	1	1	1	0	1	1	25
Missouri	1	1	1	1	1	1	1	1	1	1	1	1	34
<b>Montana</b>													<b>0</b>
Nebraska	1	1	1	1	1	1	1	1	1	1	1	1	34
New Jersey	0	0	0	0	1	0	0	0	1	0	0	1	10
<b>New Mexico</b>													<b>0</b>
North Dakota	0	0	1	1	1	1	1	1	1	0	1	1	26
Ohio	1	1	1	1	1	1	1	1	1	1	1	1	34
Oregon	1	1	0	1	1	1	1	0	1	1	1	1	28
<b>Pennsylvania</b>													<b>0</b>
Texas	1	1	0	1	1	1	1	1	1	1	1	1	33
<b>Virginia</b>													<b>0</b>
Washington	1	1	1	0	1	1	1	1	0	0	0	1	21
<b>West Virginia</b>													<b>0</b>
Wisconsin	1	1	1	1	1	1	1	1	1	1	1	1	33
Wyoming	1	1	1	1	1	1	1	0	1	1	1	1	30

<u>States</u>	Quill - Office Supplies Catalog	Quill - Rest Room, Break Room & Safety Supplies Catalog	School Health	SchoolDude/D ude Solutions	School Specialty - Furniture	School Specialty - Instructional Supply Catalog	School Specialty - Sports Equipment	Shaw Sports Turf - Synthetic Turf	SICO America Inc	Sports Surfaces Distributing - Hardwood & Synthetic Flooring	Techline Sports Lighting	WTI/Tremco	<u># Signed Contracts</u>
Totals	15	15	13	14	17	16	16	14	17	13	15	18	

**Member Signed 2018 Contracts w/Reasons**

*Report March 18, 2019 (2018 Report)*

**Members\_Signed\_Contract\_Reasons**

<u>Response Status</u>	<u>States</u>	<u>2. Name (First)</u>	<u>2. Name (Last)</u>	AstroTurf	Best Plumbing	BioFit Engineered Products	CDW-G	CEIA	Daktronics	Facility Solutions Group	Field Turf USA - Synthetic Turf	Field Turf USA - Tracks & Courts
<b>2018 Signed Contracts-Not Submitted</b>	<b>California</b>	<b>Racquel</b>	<b>Landolf</b>									
2018 Contract-Submitted	Colorado	John	Tillman	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2018 Contract-Submitted	Connecticut	Cara	Hart	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2018 Contract-Submitted	Florida	Judy	Hall	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
<b>2018 Signed Contracts-Not Submitted</b>	<b>Illinois</b>											
<b>2018 Signed Contracts-Not Submitted</b>	<b>Indiana</b>	<b>Pamela A.</b>	<b>Clover</b>									
2018 Contract-Submitted	Iowa	Joni	Puffett	No- Other	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2018 Contract-Submitted	Kansas	Tina	Smith	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2018 Contract-Submitted	Kentucky	Ann	Burden	No- Other	No- Other	Yes	Yes	Yes	Yes	Yes	Yes	Yes
<b>2018 Signed Contracts-Not Submitted</b>	<b>Massachusetts</b>	<b>Joan</b>	<b>Preble</b>									
2018 Contract-Submitted	Michigan	Michelle	Selak	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2018 Contract-Submitted	Minnesota	Melissa	Mattson	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No- Other
2018 Contract-Submitted	Missouri	Steve	Griggs	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
<b>2018 Signed Contracts-Not Submitted</b>	<b>Montana</b>											
2018 Contract-Submitted	Nebraska	Craig	Peterson	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2018 Signed Contracts-Not Submitted	New Jersey	Teresa	Gerstacker	No- Other	No- Other	No- Other	No- We have ot	Yes	No- Other	No- Other	No- Other	Yes
<b>2018 Signed Contracts-Not Submitted</b>	<b>New Mexico</b>											
2018 Contract-Submitted	North Dakota	Melissa	Mattson	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No- Other
2018 Contract-Submitted	Ohio	Elmo	Kallner	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2018 Contract-Submitted	Oregon	Rob	Naughton	Yes	No- Not an are	Yes	Yes	No- Not an are	Yes	Yes	Yes	Yes
<b>2018 Signed Contracts-Not Submitted</b>	<b>Pennsylvania</b>											
2018 Contract-Submitted	Texas	Andrew	Pickens	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
<b>2018 Signed Contracts-Not Submitted</b>	<b>Virginia</b>											
2018 Contract-Submitted	Washington	THOMAS	KIM	No- Other	No- Other	Yes	Yes	No- Other	Yes	Yes	Yes	Yes
<b>2018 Signed Contracts-Not Submitted</b>	<b>West Virginia</b>	<b>Tinessa</b>	<b>Williamson</b>									
2018 Contract-Submitted	Wisconsin	Jane	Wray	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2018 Contract-Submitted	Wyoming	Nita	Werner	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No- Other	No- Other





**Member Signed 2018 Contracts w/Reasons**

**Members\_Signed\_Contract\_Reasons**

*Report March 18, 2019 (2018 Report)*

<u>Response Status</u>	<u>States</u>	Shaw Sports Turf - Synthetic Turf	SICO America Inc	Sports Surfaces Distributing - Hardwood & Synthetic Flooring	Techline Sports Lighting	WTI/Tremco
<b>2018 Signed Contracts-Not Submitted</b>	<b>California</b>					
2018 Contract-Submitted	Colorado	Yes	Yes	Yes	Yes	Yes
2018 Contract-Submitted	Connecticut	Yes	Yes	Yes	Yes	Yes
2018 Contract-Submitted	Florida	Yes	Yes	Yes	Yes	Yes
<b>2018 Signed Contracts-Not Submitted</b>	<b>Illinois</b>					
<b>2018 Signed Contracts-Not Submitted</b>	<b>Indiana</b>					
2018 Contract-Submitted	Iowa	No- Other	Yes	No- Other	No- Other	Yes
2018 Contract-Submitted	Kansas	Yes	Yes	Yes	Yes	Yes
2018 Contract-Submitted	Kentucky	Yes	Yes	Yes	Yes	Yes
<b>2018 Signed Contracts-Not Submitted</b>	<b>Massachusetts</b>					
2018 Contract-Submitted	Michigan	Yes	Yes	Yes	Yes	Yes
2018 Contract-Submitted	Minnesota	Yes	Yes	No- Other	Yes	Yes
2018 Contract-Submitted	Missouri	Yes	Yes	Yes	Yes	Yes
<b>2018 Signed Contracts-Not Submitted</b>	<b>Montana</b>					
2018 Contract-Submitted	Nebraska	Yes	Yes	Yes	Yes	1
2018 Signed Contracts-Not Submitted	New Jersey	No- Other	Yes	No- We have ot	No- Other	Yes
<b>2018 Signed Contracts-Not Submitted</b>	<b>New Mexico</b>					
2018 Contract-Submitted	North Dakota	Yes	Yes	No- Other	Yes	Yes
2018 Contract-Submitted	Ohio	Yes	Yes	Yes	Yes	1
2018 Contract-Submitted	Oregon	No- Other	Yes	Yes	Yes	Yes
<b>2018 Signed Contracts-Not Submitted</b>	<b>Pennsylvania</b>					
2018 Contract-Submitted	Texas	Yes	Yes	Yes	Yes	1
<b>2018 Signed Contracts-Not Submitted</b>	<b>Virginia</b>					
2018 Contract-Submitted	Washington	Yes	No- Other	No- Other	No- Other	Yes
<b>2018 Signed Contracts-Not Submitted</b>	<b>West Virginia</b>					
2018 Contract-Submitted	Wisconsin	Yes	Yes	Yes	Yes	Yes
2018 Contract-Submitted	Wyoming	No- Other	Yes	Yes	Yes	Yes

# *AEPA Contract & Nebraska Partnership Overview February, 27, 2019*



**27+**

**Member States**



**25,000,000**

**Students**



**33**

**Purchasing Categories**



# *Agenda*



**Year in Review 2017 - 2018**



**AEPA – Contracts At-A-Glance**



**AEPA – Value Add Components**



**AEPA – Professional Development**



**AEPA – 21<sup>st</sup> Century Safe School**



**AEPA – Instruction & Intervention**



**AEPA – Our Brands: Contracts & Strategic Accounts by State and SSI Representation**



# AEPA – Contracts At-A-Glance

## Bid #IFB019-E: School and Instructional Supplies

- 35% Off List Price on Supply items
- 12% Off List Price on Furniture items\*
- Market basket of items preselected by AEPA
- Contract Period: May 1, 2019 – February 28, 2020

### Freight Terms:

- Free shipping over \$49 on 9 prefix items
- 12% on 5 prefix items – \*Free Freight on all Furniture in all catalogs
- Free shipping on 6 prefix items

## Contract #IFB 018-C Athletic Equipment and Supplies

- 35% Off List Price on Supply items
- 12% Off List Price on Furniture items
- Contract Period: May 1, 2018 thru Feb 28, 2019; renewed thru Feb. 28, 2020

### Freight Terms:

- Free shipping over \$49 on 9 prefix items
- 12% on 5 prefix items
- Free shipping on 6 prefix items



# AEPA – Furniture Contract

## Contract #IFB 018-D Furniture

Contract Period: May 1, 2018 thru Feb 28, 2019; renewed thru Feb. 28, 2020

\*Most Comprehensive offering with SSI – Should be the growth avenue for AEPA

- **Freight Terms:**
- **Inside Delivery**  
Deliveries shall be delivered to the site and unloaded \$45  
Liftgate \$69
- **Delivered & Assembling**  
Inside delivery, uncrating, assembly, set-up, removal of debris/packaging
- **Installation Standard** – To be quoted  
Costs will not exceed 15% of order total
- **Installation Prevailing Wage/Union** – To be quoted  
Costs will not exceed 25% of order total



# AEPA – New Value Add Items

## Online Ordering Benefits

School Specialty offers a special 1% rebate to all districts who place electronic orders through our website for the length of the contract. District rebates are paid annually each calendar year, directly to the purchasing district. The rebate is calculated on the net invoice amount of product only, less shipping and other charges

## Additional Discounted Items

*In addition to the AEPA market basket, School Specialty has the ability to offer 500+ additional deeply discounted items to a district.* This could also replace a Science, Special Needs, PE, Art or other line item bid. This will allow School Specialty to customize pricing around unique usage items within a specific district to offer customized pricing. This can be useful leverage when dealing with a districts intent on line item bidding.

## Reinvigorate Teaching and Learning in the 21<sup>st</sup> Century Safe School



School Specialty offers a variety of Professional Development opportunities to help you implement new programs, engage students, and reinvigorate teaching and learning in the classrooms. Our education experts share current research and best teaching practices on a variety of education topics across content areas.

- **Schoolyard Blog**

What's trending in education? Peruse hundreds of articles for ideas and resources that you can implement in your classroom today. Visit [blog.schoolspecialty.com](http://blog.schoolspecialty.com).

- **Webinars**

Watch and engage directly with our education experts during a live webinar. Or explore our library of recorded webinars to view a topic that interests you. These resources are offered free to our valued customers.

- **Site-Based Workshops**

Our experts will come to you. Partial, full and multi-day workshops, as well as Keynote Conference Presentations, are available for a fee. See reverse side for some of our popular workshop topics.



# AEPA – Professional Development

## 21<sup>st</sup> Century Safe School – Safety & Security

- The key building blocks of 21<sup>st</sup> Century Safe School – products, services and expertise, including professional development – are already encompassed in the scope of our existing AEPA contracts. School Specialty and SSI Guardian can bundle these approved components together to offer a complete, turn-key solution based on a joint level of discovery and assessment.
- The goal of the idea is simple. The 21<sup>st</sup> Century Safe School aids district performance in all ways: student outcomes, teacher satisfaction and retention and community relationships.
- Doing this rests on how our expertise and our products create transformative learning environments, rooted in the best practices of social emotional learning, that help teachers teach and students learn.



# AEPA – Professional Development

School Specialty presented Professional Development opportunities can be designed to meet the specific needs of the district. The following menu is covered under the AEPA contract:

Professional Development Menu							
Subject/Topic	Description	Location	Duration	List Price	12% Group Discount	31-100 Net Price Add'l Participants Fee	101+ Net Price Add'l Participants Fee
<b>Customer Specified Professional Development Day</b>	1. SSI tailored Professional Development solutions up to <b>30</b> participants 2. Included: Training Material up to <b>30</b> participants Facilities, Audio and Video provided by School	Onsite Training	1 Day: 6 hours	\$2699 Plus Travel Expenses	\$2375 Plus Travel Expenses	Add \$69 per participant	Add \$59 per participant
<b>Customer Specified Professional Development Half Day</b>	1. SSI tailored Professional Development solutions up to <b>30</b> participants 2. Included: Training Material up to <b>30</b> participants Facilities, Audio and Video provided by School	Onsite Training	1/2 Day: 3 hours	\$1999 Plus Travel Expenses	\$1759 Plus Travel Expenses	Add \$39 per participant	Add \$29 per participant
<b>21st Century Safe Schools: Creative Space Design for Project-Based Learning</b>	1. Professional Development up to <b>30</b> participants 2. Included: Training Material up to <b>30</b> participants Facilities, Audio and Video provided by School	Onsite Training	1 Day: 6 hours	\$2699 Plus Travel Expenses	\$2375 Plus Travel Expenses	Add \$69 per participant	Add \$59 per participant
<b>21st Century Safe Schools: Creative Space Design for Project-Based Learning</b>	1. Professional Development up to <b>30</b> participants 2. Included: Training Material up to <b>30</b> participants Facilities, Audio and Video provided by School	Onsite Training	1/2 Day: 3 hours	\$1999 Plus Travel Expenses	\$1759 Plus Travel Expenses	Add \$39 per participant	Add \$29 per participant
<b>21st Century Safe Schools: Integrating Technology into a Physical Education Environment</b>	1. Professional Development up to <b>30</b> participants 2. Included: Training Material up to <b>30</b> participants Facilities, Audio and Video provided by School	Onsite Training	1 Day: 6 hours	\$2699 Plus Travel Expenses	\$2375 Plus Travel Expenses	Add \$69 per participant	Add \$59 per participant
<b>21st Century Safe Schools: Integrating Technology into a Physical Education Environment</b>	1. Professional Development up to <b>30</b> participants 2. Included: Training Material up to <b>30</b> participants Facilities, Audio and Video provided by School	Onsite Training	1/2 Day: 3 hours	\$1999 Plus Travel Expenses	\$1759 Plus Travel Expenses	Add \$39 per participant	Add \$29 per participant
<b>21st Century Safe Schools: STEM Integration &amp; Environments</b>	1. Professional Development up to <b>30</b> participants 2. Included: Training Material up to <b>30</b> participants Facilities, Audio and Video provided by School	Onsite Training	1 Day: 6 hours	\$2699 Plus Travel Expenses	\$2375 Plus Travel Expenses	Add \$69 per participant	Add \$59 per participant
<b>21st Century Safe Schools: STEM Integration &amp; Environments</b>	1. Professional Development up to <b>30</b> participants 2. Included: Training Material up to <b>30</b> participants Facilities, Audio and Video provided by School	Onsite Training	1/2 Day: 3 hours	\$1999 Plus Travel Expenses	\$1759 Plus Travel Expenses	Add \$39 per participant	Add \$29 per participant
<b>Web Based PD and Training</b>							
<b>21st Century Safe School Creative Space Design for Project-Based Learning Environments</b>	Web Based training (\$ 125 per hour). Recorded sessions.	Web Based	1 Hour	\$125	\$100		
<b>Customer Specific Professional Dev. Webinar</b>	Web Based training (\$ 125 per hour). Recorded sessions.	Web Based	1 Hour	\$125	\$100		

# Early Childhood – Social Emotional Learning

The **Circle of Education**® program provides the building blocks for social emotional development for children ages birth to six years of age utilizing a social emotional wellness approach

The **Circle of Education**® program is based on:

- Importance of attachment and relationship-based interactions
- Music and brain development
- Family engagement
- Social and emotional foundations of learning readiness
- Significance of play
- Role of technology and educational animation in the learning process



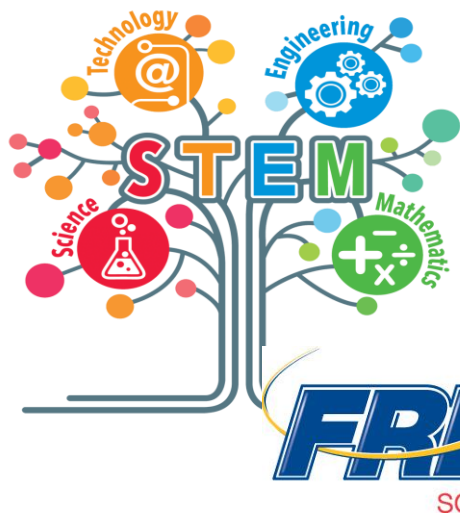


# Science



School Specialty offers a wide range of Science resources including:

- Supplies, Safety, and Classroom Resources
  - Makerspace
  - Robotics
- K-12 Supplemental Curriculum & Supplies
- Lab Design & Furniture
- Professional Development, Teacher Ideas & Inspiration



# Furniture



## 21st Century Classroom Furniture & Equipment

Find a broad selection of furniture that encourages collaboration, promotes creativity and works with technology to stimulate critical thinking –

- seating
- desks
- tables
- classroom and office storage
- dry erase boards
- easels and more.

Our exclusive products like Classroom Select, Royal Seating, and Childcraft are designed and manufactured to our own specifications – so you can be sure that quality and value are built in.

CLASSROOM  
SELECT





# Early Childhood

## CHILDCRAFT®



**School Specialty**

**A love of learning usually begins with a giggle.**

**CHILDCRAFT**  
EARLY CHILDHOOD 2019

**KIDSPACES™ CLASSROOM PACKAGES**  
FREE SHIPPING on orders over \$1000

**Childcraft**  
Early Childhood Supplies and Furniture

**idSpaces™**  
Kindergarten Classroom Package

**One Source, One Price, Extra Savings for a Complete Classroom Package!**

Enjoy ONE price for a classroom package of developmentally appropriate Childcraft furnishings and learning materials...hand-selected by our Early Childhood Experts based on best practices that support early childhood educational standards.

- Streamline ordering with products from ONE source at ONE price for an ENTIRE CLASSROOM of furnishings and learning materials - PLUS inside delivery.
- SAVE \$5 on these packages over your already discounted price! Installation is available at an additional charge.

**LIFETIME**   

Childcraft.com • Phone 800-631-5652 • Fax 888-388-6344

Childcraft and School Specialty offer a full selection of early childhood educational products, including:

- Furniture
- Manipulatives
- Family engagement solutions
- Social-emotional learning tools

We help you create an effective learning environment that offers a complete assortment of high-quality, safe, and developmentally-appropriate products that support early learning standards and educational outcomes for children from birth through Grade 2.

# Instruction & Intervention

## Instruction and Intervention Solutions Focused on Helping Students Reach Their Full Potential

We offer a wide selection of targeted solutions to meet the ever-changing needs of every student and classroom. We provide customers with key supplemental programs to address specific topics:

- Vocabulary
- Reading & Listening Comprehension
- Phonics
- Literature
- Test Prep
- Math
- Reading Intervention

\*School Specialty offers products from Educators publishing Service (EPS) and Triumph Learning (TL) as net priced items under the AEPA contract.



**EPS and School Specialty Now Offer One Dynamic Solution For K-12 Instruction & Intervention**



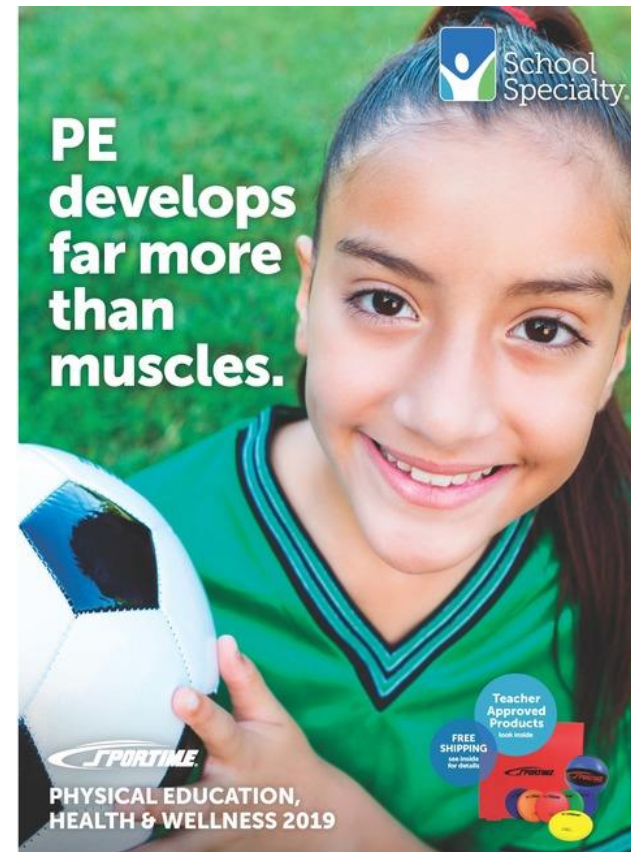
Students reach their full potential through targeted solutions for reading intervention. We provide a wide selection of targeted solutions to meet the ever-changing needs of every student and classroom. We provide key supplemental programs to address specific literacy and math topics, such as vocabulary, phonics, literature, math and reading intervention. We offer over 10,000 instructional resources including games and student materials, and teacher guides to support, supplement and enhance the varying educational needs of all School Specialty's customers.

	 <p><b>SPIRE</b> Intensive, Multisensory Reading Intervention</p>	 <p><b>Listenwise</b> Listenwise Increase Literacy &amp; Learning through Real-world Podcasts</p>
	 <p><b>Classroom Libraries</b> for Language Arts, Math, Science and More</p>	 <p><b>Classroom Resources</b> for Teachers, Students and Learning Centers</p>

# Physical Education

## Sportime PE Equipment to Encourage Physical Activity

Physical fitness is critical to student success. Our products, including innovative physical education equipment from Sportime, are carefully selected to enhance physical development, help children enjoy physical fitness, and show them how to be active throughout their lifetimes.



# Special Needs and Inclusive Learning

## Special Needs Products That Address 6 Key Areas:



Include. Individualize. Innovate. Succeed.™

When you choose Abilitations, you are buying solutions! Our products are designed for professionals like you who are passionate about helping children with special needs. Look to us for innovative solutions for Positioning & Mobility, Gross Motor, Fine Motor, Sensory Processing, Language & Communication, and Activities of Daily Living (ADLs).



### Tools & Solutions You'll Love!



#### Sensory Spaces

We have compiled several simple, creative ideas for sensory space makeovers. Our innovative concepts can help transform a corner into a unique Sensory Space, that fits your budget.



#### Bright Solutions

Bright ideas are all written by professionals in the field, giving you valuable tips and solutions.



#### Sensory Tool Bag

Customize your Sensory Tool Bag with solutions to help with focus and attention, transitions and self-regulation.

#### Top Sellers

Check out some of our best selling items, like the Dream Chair or our Weighted Teacher's Pets. These and other creative concepts keep loyal customers coming back!



#### Schoolyard

Visit our Blog for great tips, products and solutions to help students in the classroom and the therapists, teachers and families who help to support them. Also be sure to check out our Facebook page for stories, contests and more!



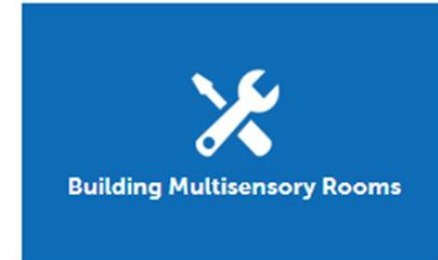
[blog.schoolspecialty.com/special-needs](http://blog.schoolspecialty.com/special-needs)



[/SchoolSpecialty](https://www.facebook.com/SchoolSpecialty)

- Gross Motor
- Fine Motor
- Positioning/Mobility
- Language/Communication

- Sensory Processing
- Activities of Daily Living



[Abilitations.com](http://Abilitations.com) | Phone: 1-800-850-8602

For more information, contact your School Specialty Account Manager:

Name  
Phone  
Email



Individual classroom safety is a vital part of modern school security. The 21st Century Safe Classroom package from SSI Guardian gives you simple, affordable, easy-to-use tools to help ensure your safety in the classroom in the event of an active shooter or other emergency.

## The 21st Century Safe Classroom Package Includes:



### Quick Action Lockdown (QAL)

- Anyone in the classroom can trigger the locks.
- Instantly deadbolt doors.
- Maintains 100% code compliance.
- Superior to barricade devices.
- Compatible with existing cores and cylinders.
- Mortise and cylindrical models available.
- Meets DHS Primer recommendations 24/7 ready position.



### Individual Bleeding Control Kit

- Designed to treat penetrating trauma and major bleeding.
- Patented user app provides easy to use instructions during a crisis event.
- Based on TECC, AHA CPR, & ACEP emergency care guidelines.
- Provides bystanders with the required equipment to save a life.



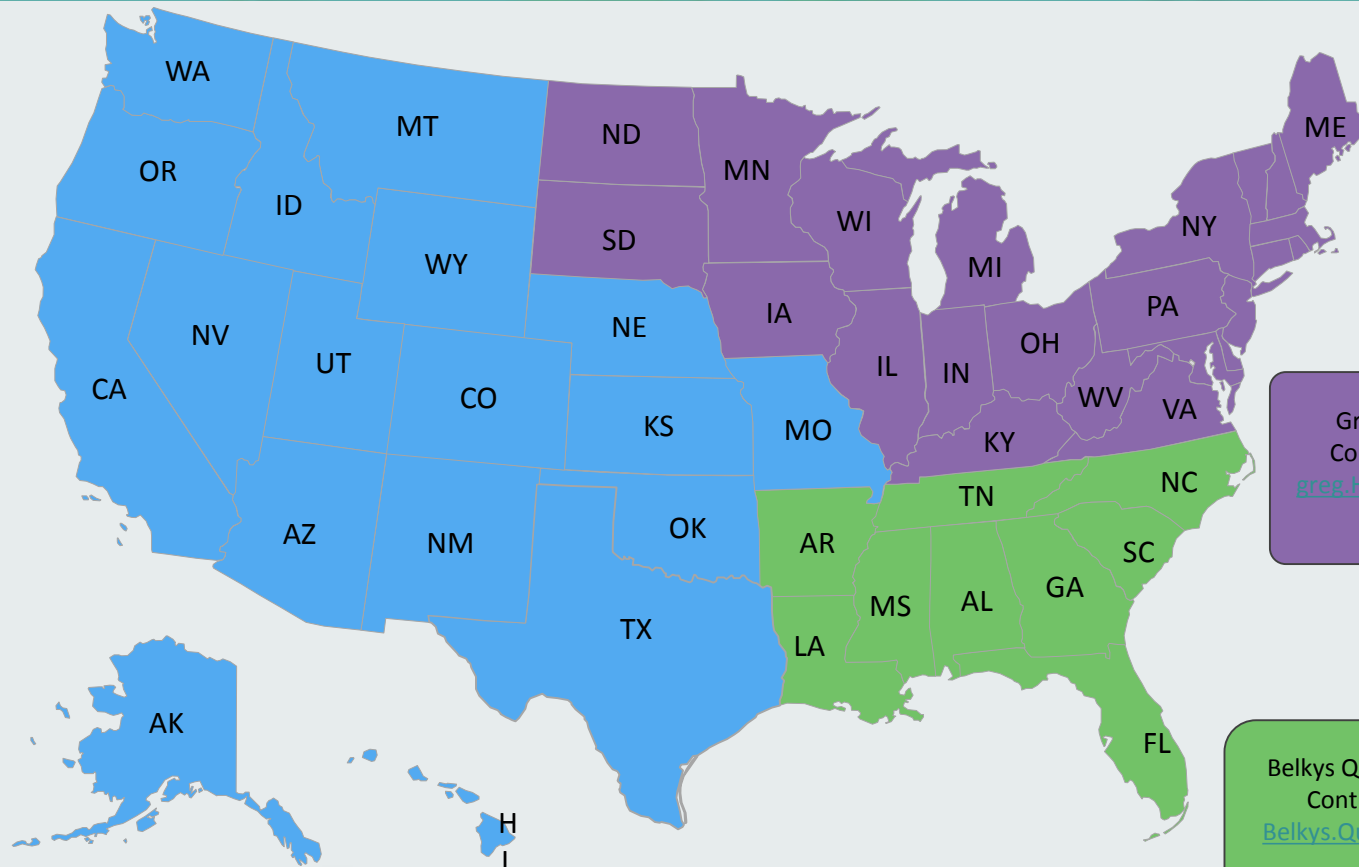
### Lockdown Shade

- Shades instantly block glass openings on classroom doors.
- Lock the door with one hand and drop the shade with the other.
- Required for proper classroom lockdown.



Association of Educational  
PURCHASING AGENCIES

# Cooperative Purchasing, National Contracts & Strategic Accounts SME



Greg Harbaugh – VP, National  
Contracts & Strategic Accounts  
[greg.Harbaugh@schoolspecialty.com](mailto:greg.Harbaugh@schoolspecialty.com)  
856-217-8307

Belkys Quintana – Director of National  
Contracts & Strategic Accounts  
[Belkys.Quintana@schoolspecialty.com](mailto:Belkys.Quintana@schoolspecialty.com),  
786-314-8017

Rosann Cochran – Director of National  
Contracts & Strategic Accounts  
[Rosann.Cochran@schoolspecialty.com](mailto:Rosann.Cochran@schoolspecialty.com),  
469-507-9583



Open Discussion



*Thank you!*