

Legal Committee Meeting
Tuesday, October 1, 2019 3:00 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. Legislative Updates
Committee Chair
 1. Bromm's Updates
Curt and Jason Bromm
 2. LR 63 - Interim study to examine educational service units
 3. ESU Services to Private Schools-Requirements
Executive Director
 4. Legislative Day February 12, 2020
 5. AESA Call to Action Update
Committee Chair
 2. Policies and Procedures
Committee Chair
 1. Article 1 Section of Policy Updates
Committee Chair
 3. COOP
Committee Chair
 1. Coop Strategic Plan
Committee Chair
 2. Coop Communications
Committee Chair
 1. Coop Newsletter
Committee Chair
 2. Coop Brochure 2019-20
Committee Chair
 3. Coop Contracts
Committee Chair
 1. Approve Extension to 2016-2019 Special Buy Agreement with Harris Computer Corp.
Committee Chair

2. Approve Special Buy Agreement with CrisisGo
Committee Chair
4. Staff Written Reports
Committee Chair
 1. Peterson Report
Committee Chair
 1. Annual/Paper Buy
Committee Chair
 2. Specials Buys
Committee Chair
 3. AEPA
Committee Chair
 2. Colleen Lentz (Data)
Colleen Lentz
4. Next Meetings Agenda Items
Committee Chair
5. Adjournment
Committee Chair



Welcome To The ESUCC Cooperative Purchasing Newsletter

The goal of Educational Service Unit Coordinating Council's (ESUCC) Cooperative Purchasing Program is to provide Nebraska schools the opportunity to purchase the best quality product at the lowest possible price.

ESUCC Cooperative Purchasing represents 17 Educational Service Units statewide who in turn service Nebraska school districts with over 320,000+ students and is currently in its 5th decade of operation.

ESUCC Cooperative Purchasing is authorized to coordinate purchasing opportunities for:

- Public & nonpublic school districts/ systems
- Nebraska ESUs
- Public and nonpublic postsecondary institutions (Community, State Colleges and Universities)
- State of Nebraska Public agencies, including any county, city, village, school district, or agency of the state government, drainage, sanitary and improvement district, or other municipal corporation or political subdivisions

ESUCC Commitments & Beliefs:

- Enhance Cooperative Purchasing through effective statewide communication.
- Provide compliant and competitive aggregated bidding and purchasing to control and reduce costs
- Provide equitable statewide pricing for goods and services.
- Provide a user-friendly sourcing and procurement system to meet the needs of member entities.
- Provide statewide and nationally leveraged contracts to its members.
- Savings realized by purchasing in quantity for present and future procurement needs.

Meet Our New ESUCC Executive Director



Welcome Dr. Kraig Lofquist as he assumes the role as Executive Chief Officer of the Educational Service Unit Coordinating Council (ESUCC).

Dr. Kraig J. Lofquist started as the ESUCC Executive Director on July 1st, 2019. Prior to his new position, he was the Chief Administrator of Educational Service Unit 9 for eight years located in Hastings, NE.

Kraig has been a leader within several statewide educational organizations and is also a member of several statewide committees. He is a Past-President of Nebraska's Educational Service Unit Coordinating Council (ESUCC) and has been a member of the Nebraska Rural Community Schools Association's (NRCSA) Legislative Committee. Additionally, he is a member of Nebraska's Committee of Practitioners that works to ensure compliance with federal programs. He is also the Secretary/Treasurer for Nebraska Schoolmasters and is an adjunct faculty member at the University of Nebraska-Kearney.

Kraig received his Bachelor of Science degree from Northern State University, Master of Science in

Education from University of Nebraska at Kearney, Master of Arts in Education from University of Nebraska at Kearney, Education Specialist from Wayne State College, and Doctorate of Educational Leadership at the University of Nebraska -Lincoln. Dr. Lofquist has additional experience as a Speech/Language Pathologist, Director of Special Education and Director of Student Services.

Dr. Lofquist is an avid endurance athlete having completed 44 marathons. He is a proud member of the Seven Continents Club, having run a marathon on each continent. He has also completed 6 Ironman competitions. He is married and has three daughters.

Do You Know About Our Food Program

Cooperative Purchasing Food Buy

The prime vendor food program, established in 1995, provides food product to ESU affiliated schools statewide. The agreement with the prime vendor is for 3 years, with the schools committing to the program on an annual basis. The prime vendor offers their "full house" to the schools at prices established through a rigorous bid process. All merchandise is ordered, delivered, and billed directly to the school. Reporting, monitoring, evaluating, and providing supplemental services are the responsibility of ESUCC Cooperative Purchasing. The current prime vendor is Sysco Foods.



- During the 2018-2019 school year, 112 school lunch programs participated, committing to spend \$7.4M dollars through the program.
- Total sales from the 2018-19 Food Program were \$5.3M, providing a savings of \$1M+ for an average savings of 18%.
- The range of savings is due to total purchases and the use of drop-site incentives and early payment.
- A 1% rebate is given to each school if their annual commit amount is met. 2018-19 rebate total was over \$54K.
- There are no costs, out of pocket fees, or penalties associated with the program.



[ESUCC/ Sysco Food Program](#)

Purchasing Tips:

- **You are guaranteed to receive ESUCC negotiated/ bid pricing when shopping the Marketplace.**
- **If buying direct with a vendor, be sure to ask for ESUCC pricing when ordering.**

Upcoming Events

August -Food Program -New year begins
-Schools are back in session

September -2020 Annual Buy Bid process begins

[ESUCC Coop Calendar](#)

[Visit Our Website](#)



Nebraska Educational Service Units



The goal of ESUCC Cooperative Purchasing is to provide eligible members the opportunity to purchase quality products & services at the lowest possible prices.



2018-2019 Member Savings

Program	Total Savings
Annual/Paper Buy	\$1,145,774.52
Food Program	\$930,298.19
Custodial	\$618,852.71
AEPA	\$1,261,429.99
Special Buy	\$887,281.66
Total Savings	\$4,852,808.79
4 Year Savings Total	\$19,406,798.30

ESUCC Cooperative Purchasing

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 Priscilla Quintana
 Colleen Lentz

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Cooperative Purchasing
 "United We Save"

For More
 Information Visit
www.neesucoop.org

Membership Guide

- Prime Vendor Programs
- Special Buys
- Annual Buy
- Year Round Buys
- AEPA Buys

The Marketplace

The ESUCC Cooperative Purchasing online Marketplace provides your best value for supplies and services by purchasing through ESUCC Cooperative Purchasing from multiple vendors, and programs through one site, while knowing that the contracts you are purchasing from comply with state purchasing regulations. Visit www.neesucoop.org for more information and how to register.

“United We Save”

Athletics

Athletic Equip & Supplies
Athletic Floors
Athletic Lighting
Running Tracks
Scoreboards & Signage
Synthetic Turf
Telescopic Bleachers &
Stadium Seating
Tennis Courts

Buildings & Grounds

Air Filters
Custodial Supplies & Equip
Furniture
Lamps/Bulbs/Ballasts
MRO
Playground & Rec Equipment
Roofing
School Security Solutions

Food Service

Food
Small Wares
Kitchen Supplies

Office & Classroom

Art & Teaching Supplies
Classroom Supplies
Coaching for Teachers
Copiers & Printers
Curriculum & Instruction
Digital Resources
Facility Management
Furniture
Industrial Arts/Tech Supplies
Interactive Classroom
Devices
Office Supplies
Paper
Professional Dev &/Learning

Technology

Catalog Discounts
Cyber Security
E-Recycling
Device Management
Internet Filtering
Line-Item Catalog
Learning Mgmt Systems
Software Licensing
Student Information Systems

Annual Buy

Electronics
General Supplies
Furniture
Maintenance/Shop Supplies
Health & Safety Supplies
Athletic Supplies
Hot Lunch Supplies
Science Equipment/Supplies
Art Supplies
Copier Paper

Program Information

Prime Vendor Buys: A bid-approved vendor's full product line at discounted pricing. All merchandise is ordered, delivered and billed directly to the schools or members. Current Prime Vendor Buy Programs include food & custodial contracts.

Special Buys: The term "Special Buys" refers to programs contracted by ESUCC Cooperative Purchasing. These purchase opportunities are available during the school budget year to provide timely delivery of product and services.

Annual Buy: Nebraska ESUCC Cooperative Purchasing coordinates purchases from annual bid awarded vendors on behalf of qualifying members. The objective is to obtain quality merchandise for the lowest possible price.

Year-Round Buys: Participating vendors provide year-round contracted discounted pricing to qualifying members through our online Marketplace

AEPA: The Association of Educational Purchasing Agencies (AEPA) is a group of Educational Service Agencies/Political Subdivisions organized through a Memorandum of Understanding between participating states for the purpose of securing combined volume purchasing contracts based on potential sales by qualifying customers in participating states.

**EXTENSION TO 2016-2019 SPECIAL BUY AGREEMENT BETWEEN
ESUCC COOPERATIVE PURCHASING AND Harris Computer
Corporation**

This Amendment and Extension is made by and between Nebraska ESUCC Cooperative Purchasing ("Cooperative") and Harris Computer Corporation ("Contractor") to the 2016-2019 Special Buy Agreement ("Agreement") signed by the Cooperative on October 03, 2016, and by the Contractor on October 17, 2016. The Addendum is as follows:

The Terms and Conditions of the Agreement are amended as follows:

No Changes to Terms and Conditions Agreement.

Exhibit "A" is amended to add the following goods or services:

Please remove, from Page 13 EXHIBIT "A", Year1, Year2 and Year3 all references to School Rush.

Please remove from Page 13 EXHIBIT "A", Year1, Year2, and Year3 all references to College Select.

Please add, on page 13 EXHIBIT "A" under the Options Topic:

Year 1	Options not included in the Fixed Price Proposal:			
Year 2	EzSchoolMsg School Messaging	\$3.50	1600	5,600
Year 3	EzSchoolMsg Setup and Training		4	750

Please add, on page 13 "EXHIBIT "A" under the Options Topic:

Year 1	Options not included in the Fixed Price Proposal:			
Year 2	EzSchoolEnroll Parental Demographic Changes	\$2.00	1600	\$3,200
Year 3	EzSchoolEnroll Setup and Training		4	\$750

Exhibit "B" is amended to add the following pricing information:

Please remove from Page 14 EXHIBIT "B", Year1, Year2 and Year3 all references to School Rush.

Please remove from Page 14 EXHIBIT "B", Year1, Year2, and Year3 all references to College Select.

Please add, on page 14 EXHIBIT "B" under the Options Topic:

Year 1	Options not included in the Fixed Price Proposal:			
Year 2	EzSchoolMsg School Messaging	\$3.50	1600	5,600
Year 3	EzSchoolMsg Setup and Training		4	750

Please add, on page 14, EXHIBIT "B" under the Options Topic:

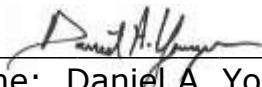
Year 1	Options not included in the Fixed Price Proposal:			
Year 2	EzSchoolEnroll Parental Demographic Changes	\$2.00	1600	\$3,200
Year 3	EzSchoolEnroll Setup and Training		4	\$750

The Agreement permits amendment and modification by a signed, written agreement by both parties that identifies itself as an amendment. The Cooperative has approved an extension and now desires to extend the Agreement for an additional term of thirty-six (36) months until August 1, 2022. Upon the signature of an authorized officer of the Cooperative and the Contractor, the Agreement is hereby extended.

COOPERATIVE

CONTRACTOR

Name: _____
Executive Director
Executed on Date: _____



Name: Daniel A. Youngren
Title: VP of Operations, HES
Executed on Date: 9/6/2019

Coop Directors report to ESUCC Board
submitted by: Craig Peterson
October 2, 2019

1. Annual/Paper Buy

- a. **Definition of the Annual Buy:** This is a line item bid were vendors are awarded by line item. If there is a tie for the bid price then a Nebraska vendor wins over an out of state vendor, otherwise it goes to a coin flip. Bids are sent to registered vendors nation-wide in October. Bid Awards announced in December and January, catalogs with over 4,200 items are published and distributed schools/members in February. The orders are then aggregated by address (all teacher/staff orders for items are aggregated into one line item per address) and sent to vendors in March and April and merchandise is delivered to the Cooperative members during May through July. The product categories offered are as follows: Electronics and Related Supplies, General Supplies, Furniture, Copier Paper, Maintenance-Shop Supplies, Health & Safety Supplies, Athletic Equipment & Supplies, Hot Lunch Equipment & Supplies, Science Equipment & Supplies, and Art Equipment & Supplies.
- b. The 2020 ESUCC-Annual Buy will open for bids on October 8, 2019 at 9:00 a.m. Time has been spent on updating Bid Event Details, Attachments (Terms & Conditions, 2019 shipping locations, 2019 Final Order Quantities, and Section Template), Attributes (Questions to be asked of each vendor) and updating/adding of specifications for line items.
- c. 2020 Annual Buy Timeline
 - i. Public Announcement of RFP - October 8, 2019 9:00 a.m. CST
 - ii. RFP Due Date & Time - December 6, 2019 3:00 p.m. CST (Sections 200, 300, 400, 500, 600, 700, 800, 850, 900)
 - iii. Awards Finalized - January 6, 2020 (Sections 200, 300, 400, 500, 600, 700, 800, 850, 900)
 - iv. RFP Due Date & Time - January 10, 2020 3:00 p.m. CST (100 Electronics Section)
 - v. Awards Finalized - January 21, 2020 (100 Electronics Section)
 - vi. Paper Buy Catalog Opens - February 3, 2020**
 - vii. Paper Buy Order deadline Schools/Members – March 11, 2020**
 - viii. Annual Buy Catalog Opens - February 17, 2020**
 - ix. Paper Orders sent to vendors - March 19, 2020
 - x. First Day for 400 Paper delivery - April 9, 2020
 - xi. Annual Buy Teacher/Staff deadline – April 9, 2020**
 - xii. Annual Buy orders sent to Vendors - April 22, 2020
 - xiii. First Day for Annual Buy delivery - May 22, 2020
 - xiv. Delivery Deadline for 400 Paper - June 9, 2020**
 - xv. Delivery Deadline Annual Buy Items - July 24, 2020**
 - xvi. Overages picked up by Vendors - October 1, 2020

2. Special Buys

- a. **Definition Special Buy:** Contracts are negotiated agreements with exclusive pricing to ESUCC Cooperative Purchasing members. These contracts may range from one to three years. Within the agreement, terms shall be explicitly defined as to both parties' expectations and the scope of the agreement.

b. Setup of Nearpod in Marketplace

- i. Created Nearpod contact in ESUCC Marketplace and sent request for Equal Level to setup punchout to the ESUCC Store. Imported Nearpod product into the ESUCC Store and verified product appears correct with contract. Reviewed with Nearpod representative product in the ESUCC Marketplace before going live with it.

c. Adobe VIP Named User licenses

- i. New Schools coming onboard this last month include Arapahoe, Seward and Ogallala. North Platte is also looking at possibly purchasing.
- ii. Currently we have 16,783 Creative Cloud for Education application licenses purchased and 27,547 licenses of the free Adobe Spark licenses. All users are required to sign in through the Nebraska Cloud Single-Sign-On.
- iii. Savings for each District ranges from \$2,000 to \$12,000 depending on how they would have licensed under a district license, single building or Device license models.

d. Special Buy Contract Considerations

- i. BoardMaker – Request from ESU 6. Contacted BoardMaker via email on 09/05/2019, received a response from their corporate division in the UK and they forwarded my request onto the US division. I had not heard back from anybody by 09/18/2019 so I followed up with another email to the US division contact provided.
- ii. Followed up with SAM Labs on 09/18/2019 about a Special Buy contract and have not received a response.
- iii. Followed up with ReallyGood Stuff about a Special Buy contract and have not received a response.
- iv. With NNNC's Canvas contract expiring in 06/30/2020, NNNC has asked if ESUCC would consider negotiating with Canvas to include pricing for Post-Secondary Ed institutions.
 - 1. NNNC licensing quantities include 11,136 seats for the 2018-19 year and Post-Secondary Ed numbers are unknown.
 - 2. Past issues with ESUCC contract included reconciling invoices, collecting Admin fees, and tracking of orders.

3. AEPA

- a. **Definition of AEPA:** The Association of Educational Purchasing Agencies (AEPA) is a group of Educational Service Agencies/political subdivisions organized through a Memorandum of Understanding between all participating states for the purpose of securing combined volume purchasing contracts based on potential sales by qualifying customers in participating states. Of the many advantages to this unique purchasing group, are the combined human resources representing purchasing/bidding expertise, current and past vendor relationships, past experience and overall vision with regard to the needs of the qualified customers within each represented state. Nebraska is a founding member of AEPA, which started with ten states in 2000 and now has grown to 28 states. AEPA is a voluntary run organization and asks for volunteers from the

membership to complete work in Bid Oversight, Administrative Committees, Marketing, Website management, Reporting and other areas as required.

- b. 2018 AEPA Sales reports
 - i. 34 Signed AEPA Contracts
 - ii. \$2,871,349.94 2018 Total Sales compared to \$2,788,912.01 in 2017
 - iii. \$ 56,952.17 2018 Total Revenue compared to \$55,787 in 2017
 - iv. \$2,454.75 Assessment Fees paid to AEPA for dues. Assessments are based on a \$1,500 flat rate for all members plus .0003*Total Sales to equal the State Members Assessment Fee. Fees are collected in April of each year for the previous year's sales. According to records, I could find this formula has been utilized dating back to 2012. There has been some discussion about possibly raising the rate but the AEPA Executive Committee has made no decision to do so.
 - v. 2018 Top 5 AEPA Vendors (All States Sales)
 - 1. CDW-G \$200,400,004
 - 2. WTI/Tremco - \$66,909,879.88
 - 3. Field Turf - \$34,990,888.01
 - 4. Quill - \$34,242,095.43
 - 5. Konica Minolta - \$30,340,499.58
 - vi. 2018 Top 5 AEPA Vendors for ESUCC
 - 1. School Specialty \$1,208,135.39
 - 2. CDW-G \$397,258.31
 - 3. Daktronics \$384,605
 - 4. WTI/Tremco \$312,60.37
 - 5. Quill \$275,004.98
- c. 2020 AEPA Bid Opening happened on September 16. Vendors that were responsive will move forward to the appropriate bid committees for evaluation of proposals and recommendations for awards at the AEPA Winter meeting in Scottsdale Arizona.
 - i. 020-A Athletic Surfaces - Natural & Synthetic Surfaces for Sports Fields, Tracks, Courts, Playground & Landscaping Applications. Ten vendors considered responsive.
 - ii. 020-B Carpet & Resilient Flooring. Two vendors considered responsive.
 - iii. 020-C Digital Resources & Instructional Materials. Five vendors considered responsive.
 - iv. 020-D Facility Management Software. Two vendors considered responsive.
 - v. 020-E Lawn & Groundskeeping Equipment, Supplies & Services. Three vendors considered responsive.
 - vi. 020-F Digital Display Solutions. Two vendors considered responsive.
- d. AEPA Website updates
 - i. Worked with Custom Creative Solutions in providing updates to the AEPA website and a custom CRM for data reporting by both State members and vendors for contracted sales and admin fees. Final updates are being made before allowing members to report for 2019 Q1-Q3.

- ii. Michigan and Nebraska worked collaboratively in making updates to the AEPA website for confidential files, single document retrieval of bid responses, and audit packages for bid documents where members have access.

4. Additional Information

- i. Setup the City of Ainsworth in the ESUCC Marketplace
- ii. Setup Edgenuity and Odysseyware in the ESUCC Marketplace. Summer courses are only items available through these contracts at this time.
- iii. Had communications with the following vendors throughout the month:
Nearpod, Schoology, Lakeshore Learning, Softchoice, Mueller Sports Medicine, School Specialty, Impero, Virco, JourneyEd, CrisisGo, S&S Worldwide, Paper101, Innovative Office Solutions, Pyramid School Supply, and Really Good Stuff.

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

<u>YR</u>	<u>Vendors</u>	<u>Contracts</u>	<u>State Sales</u>	<u>Admin Received</u>
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 Truf) #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 SchoolDude & FacilityDude (Facility Management Software) #016	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

<u>YR</u>	<u>Vendors</u>	<u>Contracts</u>	<u>State Sales</u>	<u>Admin Received</u>
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
	<u>Expired Contracts</u>			
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)

<u>Submitter ID</u>	<u>Reported Signed Contracts</u>	<u>2018 Member Sales</u>	<u>2018 Member Fees</u>
34 Contracts Offered			
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
Total 2018		\$479,233,534.00	\$8,698,823.13

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
Totals	\$ 476,934,473.58	\$ 463,452,182.88	\$ 471,937,670.57	\$ 470,020,596.88	\$ 479,233,534.00

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
Field Turf (Combined)	\$ 24,645,421	\$ 34,031,052	\$ 50,730,707	\$ 43,718,847	\$ 34,990,888
Field Turf-Track	\$ 10,281,514	\$ 10,697,633	\$ 16,626,745	\$ 12,659,532	\$ 7,413,630
Field Turf-Turf	\$ 14,363,906	\$ 23,333,419	\$ 34,103,962	\$ 31,059,314	\$ 27,577,258
Hellas Construction (Combined)	n/a	n/a	\$ 2,740,486	\$ 2,150,028	\$ 20,889,347
Hellas-Track			\$ 1,677,753	\$ 586,587	\$ 821,503
Hellas-Turf			\$ 1,062,733	\$ 1,563,441	\$ 20,067,844
i3-Identificatioin 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
Quill (Combined)	\$ 28,392,225	\$ 30,400,963	\$ 29,122,075	\$ 29,910,894	\$ 34,242,095
Quill-Kitchen Supplies	\$ 178,511	\$ 3,850	\$ 105,750	\$ -	n/a
Quill-Instructional	\$ 28,213,714	\$ 15,035,483	\$ 10,036,796	\$ 16,409,542	\$ 16,937,228
Quill-Office		\$ 15,361,630	\$ 18,979,528	\$ 13,489,526	\$ 17,278,154
Quill-Rest Room, Break Room & Safety		\$-	\$-	\$ 11,826	\$ 26,713
School Health Corporation	n/a	n/a	n/a	n/a	\$ 217,638
School Specialty (Combined)	\$ 27,875,165	\$ 27,282,020	\$ 27,458,958	\$ 27,265,888	\$ 27,593,783
School Specialty - Instructional	\$ 27,651,833	\$ 19,465,071	\$ 21,100,696	\$ 19,839,270	\$ 21,548,383
School Specialty Career Tech	\$ 33,854	\$ 497,154	\$ 1,601,817	\$ 49,834	\$ 4,566
School Specialty Sports	\$ 114,377	\$ 113,519	\$ 65,174	\$ 176,681	\$ 620,800
School Specialty - FFE	\$ 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
Sport Surfaces (Combined)	\$ 5,599,032	\$ 5,630,829	n/a	\$ 663,419	\$ 517,481
Sports Surfaces-Track	\$ 2,087,395	\$ 3,373,264	\$-	\$ -	n/a
Sports Sufaces-Flooring	\$ 3,511,637	\$ 2,257,565	\$-	\$ 663,419	\$ 517,481
Staples (Combined)	\$ 5,374,033	\$ 3,163,098	\$ 1,783,081	\$ 117,605	n/a
Staples-Office	\$ 5,370,426	\$ 2,305,554	\$ 1,073,576	\$ 94,604	n/a
Staples-Custodial	\$-	\$ 74,638	\$ 23,692	\$ 2,485	n/a
Staples FFE	\$ 3,607	\$ 1,299	\$-	n/a	n/a
Staples - Instructional		\$ 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

Vendor Partner	2014 Total Sales	2015 Total Sales	2016 Total Sales	2017 Total Sales	2018 Total Sales
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
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

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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
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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 dba	\$ 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	Kyocera 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	Kyocera Mita	\$ 1,357,157	16	UBU	\$ 1,096,245	16	Kyocera Mita	\$ 812,662	16	Kyocera Mita America, INC	\$ 1,661,028.03	16	Kyocera 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	\$ -	30	Nilfisk	\$ 4,063
									31	Sivic Solutions Group	\$ -	31	Kranos Corp dba Schutt Sports	\$ 957
									32	TLC Library Corporation	\$ -	32	CEIA	\$ -
												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
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<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	California	\$0.00	\$0.00	\$1,381,997.26	\$27,639.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	California	\$0.00	\$0.00	\$339,611.07	\$6,792.22	\$0.00	\$0.00	\$0.00	\$0.00	\$208,972.24	\$4,179.44	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Colorado	\$0.00	\$0.00	\$985,411.03	\$10,225.42	\$0.00	\$0.00	\$0.00	\$0.00	\$434,358.03	\$4,459.97	\$0.00	\$0.00
4Q 2018-Submitted	Colorado	\$0.00	\$0.00	\$426,341.60	\$18,009.63	\$0.00	\$0.00	\$0.00	\$0.00	\$79,839.88	\$5,825.99	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Connecticut	\$0.00	\$0.00	\$1,544,671.35	\$30,893.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Connecticut	\$0.00	\$0.00	\$370,618.32	\$7,412.37	\$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	\$1,716,508.77	\$34,330.18	\$0.00	\$0.00	\$35,126.95	\$702.54	\$1,305,000.00	\$26,100.00
4Q 2018-Submitted	Florida	\$0.00	\$0.00	\$0.00	\$0.00	\$416,490.56	\$8,329.81	\$0.00	\$0.00	\$12,675.66	\$253.51	\$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	\$2,059,960.33	\$36,326.52	\$0.00	\$0.00	\$548,847.31	\$11,730.22	\$0.00	\$0.00
4Q 2018-Submitted	Indiana	\$0.00	\$0.00	\$0.00	\$0.00	\$870,010.94	\$19,140.24	\$0.00	\$0.00	\$178,143.95	\$3,562.87	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Iowa	\$0.00	\$0.00	\$1,048,077.63	\$20,961.55	\$1,048,077.63	\$20,961.55	\$0.00	\$0.00	\$1,851,584.55	\$37,031.68	\$0.00	\$0.00
4Q 2018-Submitted	Iowa	\$0.00	\$0.00	\$219,403.45	\$4,388.07	\$219,403.45	\$4,388.07	\$0.00	\$0.00	\$227,890.33	\$4,557.81	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Kansas	\$0.00	\$0.00	\$756,480.26	\$15,129.16	\$0.00	\$0.00	\$0.00	\$0.00	\$1,869.25	\$20.50	\$0.00	\$0.00
4Q 2018-Submitted	Kansas	\$0.00	\$0.00	\$899,811.91	\$17,996.24	\$0.00	\$0.00	\$0.00	\$0.00	\$708.57	\$14.17	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Kentucky	\$0.00	\$0.00	\$0.00	\$0.00	\$2,532,494.50	\$50,649.89	\$0.00	\$0.00	\$410,519.50	\$8,210.39	\$0.00	\$0.00
4Q 2018-Submitted	Kentucky	\$0.00	\$0.00	\$0.00	\$0.00	\$625,005.57	\$12,500.11	\$0.00	\$0.00	\$44,282.17	\$885.64	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$141,024.18	\$2,820.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$39,226.69	\$784.55	\$0.00	\$0.00	\$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	\$25,899.13	\$517.98	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Michigan	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$814.29	\$16.29	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Minnesota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,846,511.41	\$36,930.31	\$0.00	\$0.00
4Q 2018-Submitted	Minnesota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$324,974.79	\$6,499.51	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Missouri	\$0.00	\$0.00	\$508,845.50	\$10,176.91	\$0.00	\$0.00	\$0.00	\$0.00	\$642,332.05	\$12,846.64	\$0.00	\$0.00
4Q 2018-Submitted	Missouri	\$0.00	\$0.00	\$365,386.50	\$7,307.73	\$0.00	\$0.00	\$0.00	\$0.00	\$799,305.87	\$16,032.30	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Montana	\$0.00	\$0.00	\$341,644.02	\$6,832.88	\$0.00	\$0.00	\$0.00	\$0.00	\$287,294.20	\$5,745.88	\$0.00	\$0.00
4Q 2018-Submitted	Montana	\$0.00	\$0.00	\$320,644.07	\$6,412.88	\$0.00	\$0.00	\$0.00	\$0.00	\$176,080.42	\$3,521.61	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Nebraska	\$0.00	\$0.00	\$204,851.29	\$4,097.03	\$0.00	\$0.00	\$0.00	\$0.00	\$856,310.02	\$17,126.20	\$0.00	\$0.00
4Q 2018-Submitted	Nebraska	\$0.00	\$0.00	\$70,153.69	\$1,403.07	\$0.00	\$0.00	\$0.00	\$0.00	\$57,882.20	\$1,157.64	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	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
4Q 2018-Submitted	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

<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
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<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 - Sales	<u>Bid #016</u> Field Turf - Tracks, 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	California	\$261,199.00	\$5,223.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,076.70	\$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	\$6,431.67	\$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													

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<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					

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<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	Biofit Engineered Products Fees Rcvd	CDW-G Sales	CDW-G Fees Rcvd	Facility Solution Group Sales	Facility Solution Group Fees Rcvd	MNJ Sales
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	\$1,138,280.32
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	\$366,435.75
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	\$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	\$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	\$602.47
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	\$464.02
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	\$23,657.85
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	\$1,246.67
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	\$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	\$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	\$23,311.97
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	\$809.50
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	\$33,567.98
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	\$2,259.04
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	\$49,709.59
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	\$37,391.09
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	\$22,085.00
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	\$5,516.38
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	\$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	\$114.50
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	\$144,478.40
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	\$19,371.57
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	\$106,830.99
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	\$13,351.32
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	\$1,640.50
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	\$58.00
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	\$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	\$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	\$44,423.51
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	\$2,945.25
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	\$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	\$0.00

<u>Response Status</u>	<u>State</u>	<u>Bid #017</u>	<u>Bid #017</u>	<u>Bid #017</u>	<u>Bid #017</u>	<u>Bid #017</u>	<u>Bid #017</u>	<u>Bid #018</u>						
		Sports Surfaces - Flooring, Sales	Sports Surfaces - Flooring Fees Rcvd	Techline Lighting Sales	Techline Lighting Fees Rcvd	WTI/Tremco Sales	WTI/Tremco Fees Rcvd	Biofit Engineered Products Sales	Biofit Engineered Products Fees Rcvd	CDW-G Sales	CDW-G Fees Rcvd	Facility Solution Group Sales	Facility Solution Group Fees Rcvd	MNJ Sales
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	\$500,477.00
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	\$252,145.64
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	\$20,639.29
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	\$10,680.09
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	\$836,765.63
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	\$170,227.31
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	\$44,173.97
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	\$5,385.59
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	\$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	\$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	\$296,053.57
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	\$31,346.00
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	\$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	\$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	\$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	\$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	\$1,989.93
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	\$1,811.72
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	\$80,890.54
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	\$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	\$3,986.06
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	\$2,490.60
<u>Response Status</u>	<u>State</u>	<u>Bid #017</u>	<u>Bid #017</u>	<u>Bid #017</u>	<u>Bid #017</u>	<u>Bid #017</u>	<u>Bid #017</u>	<u>Bid #018</u>						
		Sports Surfaces - Flooring, Sales	Sports Surfaces - Flooring Fees Rcvd	Techline Lighting Sales	Techline Lighting Fees Rcvd	WTI/Tremco Sales	WTI/Tremco Fees Rcvd	Biofit Engineered Products Sales	Biofit Engineered Products Fees Rcvd	CDW-G Sales	CDW-G Fees Rcvd	Facility Solution Group Sales	Facility Solution Group Fees Rcvd	MNJ Sales
Total 2018 Sales		\$517,480.58		\$2,125,597.12		\$66,909,879.73		\$226,244.29		\$200,400,004.19		\$31,485.29		\$4,297,614.61
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)

Response Status	State	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	California	\$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	\$0.00
4Q 2018-Submitted	California	\$7,328.72	\$12,376.20	\$273.47	\$0.00	\$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	\$108,102.51	\$949.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Colorado	\$0.00	\$0.00	\$0.00	\$20,349.21	\$1,619.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Connecticut	\$12.06	\$24,227.17	\$484.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Connecticut	\$9.29	\$1,397.20	\$27.94	\$0.00	\$0.00	\$0.00	\$0.00	\$10,996.53	\$219.93	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Florida	\$473.17	\$30,896.62	\$648.31	\$4,349.29	\$86.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Florida	\$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	\$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	\$512.88	\$0.00	\$0.00	\$425,083.73	\$9,310.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Indiana	\$17.81	\$0.00	\$0.00	\$20,469.23	\$409.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Iowa	\$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	\$0.00
4Q 2018-Submitted	Iowa	\$45.19	\$0.00	\$0.00	\$55,989.75	\$1,119.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Kansas	\$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	\$0.00
4Q 2018-Submitted	Kansas	\$747.83	\$7,422.26	\$148.45	\$164.52	\$3.29	\$0.00	\$0.00	\$0.00	\$0.00	\$338.17	\$6.76	\$0.00
1, 2, & 3Q's 2018-Submitted	Kentucky	\$441.70	\$70,409.50	\$1,408.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$476.50	\$9.53	\$0.00
4Q 2018-Submitted	Kentucky	\$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	\$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	\$2.29	\$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	\$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	\$0.00
4Q 2018-Submitted	Michigan	\$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	\$0.00
1, 2, & 3Q's 2018-Submitted	Minnesota	\$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	\$0.00
4Q 2018-Submitted	Minnesota	\$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	\$0.00
1, 2, & 3Q's 2018-Submitted	Missouri	\$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	\$0.00
4Q 2018-Submitted	Missouri	\$1.16	\$0.00	\$0.00	\$129,193.31	\$2,583.87	\$0.00	\$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	\$33,365.57	\$667.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Montana	\$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	\$0.00
1, 2, & 3Q's 2018-Submitted	Nebraska	\$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	\$0.00
4Q 2018-Submitted	Nebraska	\$58.91	\$2,631.18	\$52.62	\$15,431.74	\$308.63	\$0.00	\$0.00	\$0.00	\$0.00	\$142.80	\$2.98	\$0.00
1, 2, & 3Q's 2018-Submitted	New Jersey	\$0.00	\$3,013.20	\$60.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	New Jersey	\$0.00	\$22,361.42	\$447.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

Response Status	State	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	\$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	\$0.00
4Q 2018-Submitted	New Mexico	\$5,042.91	\$1,288.24	\$25.76	\$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	\$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	\$0.00
4Q 2018-Submitted	North Dakota	\$213.61	\$0.00	\$0.00	\$39,506.76	\$790.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Ohio	\$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	\$0.00
4Q 2018-Submitted	Ohio	\$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	\$0.00
1, 2, & 3Q's 2018-Submitted	Oregon	\$883.48	\$0.00	\$0.00	\$0.00	\$0.00	\$54,872.64	\$1,097.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Oregon	\$107.71	\$0.00	\$0.00	\$0.00	\$0.00	\$21,050.28	\$421.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Pennsylvania	\$0.00	\$0.00	\$0.00	\$314,669.89	\$6,293.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Pennsylvania	\$0.00	\$0.00	\$0.00	\$83,623.22	\$1,672.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Texas	\$5,921.16	\$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	Texas	\$626.00	\$6,037.00	\$120.00	\$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	\$38,360.66	\$767.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Virginia	\$0.00	\$0.00	\$0.00	\$11,355.88	\$227.12	\$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	\$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	\$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	\$0.00
4Q 2018-Submitted	West Virginia	\$36.23	\$0.00	\$0.00	\$70,670.37	\$1,413.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Wisconsin	\$1,617.83	\$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	\$2,651.00	\$530.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Wyoming	\$79.72	\$29,037.02	\$580.74	\$49,017.01	\$980.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Wyoming	\$49.81	\$280.02	\$5.60	\$5,294.99	\$105.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Response Status	State	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	
Total 2018 Sales			\$538,235.40		\$5,420,034.53		\$197,948.22		\$79,687.93		\$957.47		
Total 2018 Admin Fees		\$85,999.60		\$10,891.22		\$109,845.54		\$3,958.97		\$1,593.76			\$19.27
Totals By Bids									Bid #018.5				
Total 2018 Sales									\$1,644,689.65				
Total 2018 Admin Fees									\$37,979.76				

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

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

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<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 & 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	Quill - Office Supplies Catalog
California														
Colorado	1	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	1
Florida	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Illinois														
Indiana														
Iowa	0	0	1	1	1	1	1	1	0	1	1	0	1	1
Kansas	1	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	1
Massachusetts														
Michigan	1	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	0
Missouri	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Montana														
Nebraska	1	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	0
New Mexico														
North Dakota	0	1	1	1	1	1	1	1	0	1	1	0	0	0
Ohio	1	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	1
Pennsylvania														
Texas	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Virginia														
Washington	1	1	1	0	1	0	1	0	0	0	0	1	1	1
West Virginia														
Wisconsin	1	1	1	1	1	1	1	1	1	1	1	0	1	1
Wyoming	1	1	1	1	1	1	1	1	0	1	1	1	1	1
<u>States</u>	<i>Hellas Construction, Inc - Synthetic Turf</i>	<i>Hellas Construction, Inc - Tracks & 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>	<i>Quill - Office Supplies Catalog</i>
Totals	14	17	18	16	18	15	18	16	11	17	16	12	15	15

<u>States</u>	Quill - Rest Room, Break Room & Safety Supplies Catalog	School Health	SchoolDude/Du de 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>
California												0
Colorado	1	1	1	1	1	1	1	1	1	1	1	34
Connecticut	1	1	1	0	0	0	1	1	1	1	1	30
Florida	1	1	1	1	1	1	1	1	1	1	1	34
Illinois												0
Indiana												0
Iowa	1	0	1	1	1	1	0	1	0	0	1	25
Kansas	1	1	1	1	1	1	1	1	1	1	1	34
Kentucky	1	0	1	1	1	1	1	1	1	1	1	31
Massachusetts												0
Michigan	1	1	0	1	1	1	1	1	1	1	1	33
Minnesota	0	1	0	1	1	1	1	1	0	1	1	25
Missouri	1	1	1	1	1	1	1	1	1	1	1	34
Montana												0
Nebraska	1	1	1	1	1	1	1	1	1	1	1	34
New Jersey	0	0	0	1	0	0	0	1	0	0	1	10
New Mexico												0
North Dakota	0	1	1	1	1	1	1	1	0	1	1	26
Ohio	1	1	1	1	1	1	1	1	1	1	1	34
Oregon	1	0	1	1	1	1	0	1	1	1	1	28
Pennsylvania												0
Texas	1	0	1	1	1	1	1	1	1	1	1	33
Virginia												0
Washington	1	1	0	1	1	1	1	0	0	0	1	21
West Virginia												0
Wisconsin	1	1	1	1	1	1	1	1	1	1	1	33
Wyoming	1	1	1	1	1	1	0	1	1	1	1	30

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

Member Signed 2018 Contracts w/Reasons

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<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	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
2018 Signed Contracts-Not Submitted	Illinois											
2018 Signed Contracts-Not Submitted	Indiana	Pamela A.	Clover									
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
2018 Signed Contracts-Not Submitted	Massachusetts	Joan	Preble									
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
2018 Signed Contracts-Not Submitted	Montana											
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 our	Yes	No- Other	No- Other	No- Other	Yes
2018 Signed Contracts-Not Submitted	New Mexico											
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 area	Yes	Yes	No- Not an area	Yes	Yes	Yes	Yes
2018 Signed Contracts-Not Submitted	Pennsylvania											
2018 Contract-Submitted	Texas	Andrew	Pickens	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2018 Signed Contracts-Not Submitted	Virginia											
2018 Contract-Submitted	Washington	THOMAS	KIM	No- Other	No- Other	Yes	Yes	No- Other	Yes	Yes	Yes	Yes
2018 Signed Contracts-Not Submitted	West Virginia	Tinessa	Williamson									
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

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Members_Signed_Contract_Reasons

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

AEPA 2018 Signed Contracts, Sales & Fees By Contracts
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- 27 States Submitted Complete Sales Reports
- 18 States Submitted Contract Reports

YR	Vendors	Contracts	State Sales	Admin Received
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 SchoolDude & FacilityDude	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

YR	Vendors	Contracts	State Sales	Admin Received
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
	<u>Expired Contracts</u>			
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)

Submitter ID	Reported Signed Contracts	2018 Member Sales	2018 Member Fees
34 Contracts Offered			
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
Total 2018		\$479,233,534.00	\$8,698,823.13

Total Sales By Member States

Report March 18, 2019 (2018 Report)

State	Total Sales by Member 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
Totals	\$ 476,934,473.58	\$ 463,452,182.88	\$ 471,937,670.57	\$ 470,020,596.88	\$ 479,233,534.00

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
Field Turf (Combined)	\$ 24,645,421	\$ 34,031,052	\$ 50,730,707	\$ 43,718,847	\$ 34,990,888
<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
Hellas Construction (Combined)	n/a	n/a	\$ 2,740,486	\$ 2,150,028	\$ 20,889,347
<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
Quill (Combined)	\$ 28,392,225	\$ 30,400,963	\$ 29,122,075	\$ 29,910,894	\$ 34,242,095
<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 & Safety</i>		\$-	\$-	\$ 11,826	\$ 26,713
School Health Corporation	n/a	n/a	n/a	n/a	\$ 217,638
School Specialty (Combined)	\$ 27,875,165	\$ 27,282,020	\$ 27,458,958	\$ 27,265,888	\$ 27,593,783
<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
Sport Surfaces (Combined)	\$ 5,599,032	\$ 5,630,829	n/a	\$ 663,419	\$ 517,481
<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
Staples (Combined)	\$ 5,374,033	\$ 3,163,098	\$ 1,783,081	\$ 117,605	n/a
<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	\$ -	30	Nilfisk	\$ 4,063	
									31	Sivic Solutions Group	\$ -	31	Kranos Corp dba Schutt Sports	\$ 957	
									32	TLC Library Corporation	\$ -	32	CEIA	\$ -	
												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
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<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	California	\$0.00	\$0.00	\$1,381,997.26	\$27,639.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	California	\$0.00	\$0.00	\$339,611.07	\$6,792.22	\$0.00	\$0.00	\$0.00	\$0.00	\$208,972.24	\$4,179.44	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Colorado	\$0.00	\$0.00	\$985,411.03	\$10,225.42	\$0.00	\$0.00	\$0.00	\$0.00	\$434,358.03	\$4,459.97	\$0.00	\$0.00
4Q 2018-Submitted	Colorado	\$0.00	\$0.00	\$426,341.60	\$18,009.63	\$0.00	\$0.00	\$0.00	\$0.00	\$79,839.88	\$5,825.99	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Connecticut	\$0.00	\$0.00	\$1,544,671.35	\$30,893.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Connecticut	\$0.00	\$0.00	\$370,618.32	\$7,412.37	\$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	\$1,716,508.77	\$34,330.18	\$0.00	\$0.00	\$35,126.95	\$702.54	\$1,305,000.00	\$26,100.00
4Q 2018-Submitted	Florida	\$0.00	\$0.00	\$0.00	\$0.00	\$416,490.56	\$8,329.81	\$0.00	\$0.00	\$12,675.66	\$253.51	\$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	\$2,059,960.33	\$36,326.52	\$0.00	\$0.00	\$548,847.31	\$11,730.22	\$0.00	\$0.00
4Q 2018-Submitted	Indiana	\$0.00	\$0.00	\$0.00	\$0.00	\$870,010.94	\$19,140.24	\$0.00	\$0.00	\$178,143.95	\$3,562.87	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Iowa	\$0.00	\$0.00	\$1,048,077.63	\$20,961.55	\$1,048,077.63	\$20,961.55	\$0.00	\$0.00	\$1,851,584.55	\$37,031.68	\$0.00	\$0.00
4Q 2018-Submitted	Iowa	\$0.00	\$0.00	\$219,403.45	\$4,388.07	\$219,403.45	\$4,388.07	\$0.00	\$0.00	\$227,890.33	\$4,557.81	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Kansas	\$0.00	\$0.00	\$756,480.26	\$15,129.16	\$0.00	\$0.00	\$0.00	\$0.00	\$1,869.25	\$20.50	\$0.00	\$0.00
4Q 2018-Submitted	Kansas	\$0.00	\$0.00	\$899,811.91	\$17,996.24	\$0.00	\$0.00	\$0.00	\$0.00	\$708.57	\$14.17	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Kentucky	\$0.00	\$0.00	\$0.00	\$0.00	\$2,532,494.50	\$50,649.89	\$0.00	\$0.00	\$410,519.50	\$8,210.39	\$0.00	\$0.00
4Q 2018-Submitted	Kentucky	\$0.00	\$0.00	\$0.00	\$0.00	\$625,005.57	\$12,500.11	\$0.00	\$0.00	\$44,282.17	\$885.64	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$141,024.18	\$2,820.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$39,226.69	\$784.55	\$0.00	\$0.00	\$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	\$25,899.13	\$517.98	\$0.00	\$0.00	\$0.00	\$0.00
4Q 2018-Submitted	Michigan	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$814.29	\$16.29	\$0.00	\$0.00	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Minnesota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,846,511.41	\$36,930.31	\$0.00	\$0.00
4Q 2018-Submitted	Minnesota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$324,974.79	\$6,499.51	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Missouri	\$0.00	\$0.00	\$508,845.50	\$10,176.91	\$0.00	\$0.00	\$0.00	\$0.00	\$642,332.05	\$12,846.64	\$0.00	\$0.00
4Q 2018-Submitted	Missouri	\$0.00	\$0.00	\$365,386.50	\$7,307.73	\$0.00	\$0.00	\$0.00	\$0.00	\$799,305.87	\$16,032.30	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Montana	\$0.00	\$0.00	\$341,644.02	\$6,832.88	\$0.00	\$0.00	\$0.00	\$0.00	\$287,294.20	\$5,745.88	\$0.00	\$0.00
4Q 2018-Submitted	Montana	\$0.00	\$0.00	\$320,644.07	\$6,412.88	\$0.00	\$0.00	\$0.00	\$0.00	\$176,080.42	\$3,521.61	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	Nebraska	\$0.00	\$0.00	\$204,851.29	\$4,097.03	\$0.00	\$0.00	\$0.00	\$0.00	\$856,310.02	\$17,126.20	\$0.00	\$0.00
4Q 2018-Submitted	Nebraska	\$0.00	\$0.00	\$70,153.69	\$1,403.07	\$0.00	\$0.00	\$0.00	\$0.00	\$57,882.20	\$1,157.64	\$0.00	\$0.00
1, 2, & 3Q's 2018-Submitted	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
4Q 2018-Submitted	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

<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
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<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	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					

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<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				
Total 2018 Sales											\$79,687.93		\$957.47				
Total 2018 Admin Fees												\$85,999.60	\$10,891.22	\$109,845.54	\$197,948.22	\$3,958.97	
Totals By Bids											Bid #018.5						
Total 2018 Sales											\$1,644,689.65						
Total 2018 Admin Fees											\$37,979.76						

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

Response Status	State	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	Expired Bids / Bid #014, Bid #015 & Bid #016			
										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 \$151.40	\$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	\$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
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<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>Expired Bids / Bid #014, Bid #015 & 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	\$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	\$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	\$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	\$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
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	\$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	\$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	\$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	\$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	\$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	\$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
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	\$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	\$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	\$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

<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
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<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</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	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</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>
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
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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 & 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
California													
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
Illinois													
Indiana													
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
Massachusetts													
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
Montana													
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
New Mexico													
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
Pennsylvania													
Texas	1	1	1	1	1	1	1	1	1	1	1	1	1
Virginia													
Washington	1	1	1	0	1	0	1	0	0	0	0	1	1
West Virginia													
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 & 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>
California													0
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
Illinois													0
Indiana													0
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
Massachusetts													0
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
Montana													0
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
New Mexico													0
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
Pennsylvania													0
Texas	1	1	0	1	1	1	1	1	1	1	1	1	33
Virginia													0
Washington	1	1	1	0	1	1	1	1	0	0	0	1	21
West Virginia													0
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
2018 Signed Contracts-Not Submitted	California	Racquel	Landolf									
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
2018 Signed Contracts-Not Submitted	Illinois											
2018 Signed Contracts-Not Submitted	Indiana	Pamela A.	Clover									
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
2018 Signed Contracts-Not Submitted	Massachusetts	Joan	Preble									
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
2018 Signed Contracts-Not Submitted	Montana											
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
2018 Signed Contracts-Not Submitted	New Mexico											
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
2018 Signed Contracts-Not Submitted	Pennsylvania											
2018 Contract-Submitted	Texas	Andrew	Pickens	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2018 Signed Contracts-Not Submitted	Virginia											
2018 Contract-Submitted	Washington	THOMAS	KIM	No- Other	No- Other	Yes	Yes	No- Other	Yes	Yes	Yes	Yes
2018 Signed Contracts-Not Submitted	West Virginia	Tinessa	Williamson									
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
2018 Signed Contracts-Not Submitted	California					
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
2018 Signed Contracts-Not Submitted	Illinois					
2018 Signed Contracts-Not Submitted	Indiana					
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
2018 Signed Contracts-Not Submitted	Massachusetts					
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
2018 Signed Contracts-Not Submitted	Montana					
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
2018 Signed Contracts-Not Submitted	New Mexico					
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
2018 Signed Contracts-Not Submitted	Pennsylvania					
2018 Contract-Submitted	Texas	Yes	Yes	Yes	Yes	1
2018 Signed Contracts-Not Submitted	Virginia					
2018 Contract-Submitted	Washington	Yes	No- Other	No- Other	No- Other	Yes
2018 Signed Contracts-Not Submitted	West Virginia					
2018 Contract-Submitted	Wisconsin	Yes	Yes	Yes	Yes	Yes
2018 Contract-Submitted	Wyoming	No- Other	Yes	Yes	Yes	Yes

October 2019 ESUCC Coop Committee Report

Food Program Update

- **2019-20 Participants: 113**
 - **Spend Commitment:** \$7,121,155.26
 - **Non-Renewals: 6**
 - Tekamah- Herman-No longer doing bus w/ Sysco
 - Gretna Public- Issued RFP
 - St Mary's Lincoln- School Closed
 - Potter-Dix- No reason given
 - Central Nebraska Comm Action Ptnrshp- Do not qualify for program
 - Love & Learn Christian Childcare & Preschool- Do not qualify for program
 - **New Participants: 5**
 - Bishop Neumann Wahoo
 - Banner County
 - Emerson-Hubbard
 - Loomis Public
 - Ravenna Public Schools

- **2018-19 Participants: 114**
 - **Spend Commitment:** \$7,507,251.19
 - **Total Sales:** \$5,351,985.00

- **2017-18 Participants: 114**
 - **Spend Commitment:** \$7,101,278.38
 - **Total Sales:** \$5,392,099.59

- **2016-1 Participants: 111**
 - **Spend Commitment:** \$6,892,280.20
 - **Total Sales:** \$5,017,842.73