

Educational Service Unit Coordinating Council
Legal Committee Meeting
Monday, May 4, 2020, 10:00 AM
Zoom, 6949 South 110th Street, LaVista, NE 68128

1. Call to Order

2. Roll Call

3. Agenda Item

1. COOP

1. Coop Strategic Plan

2. Coop Contracts

1. Approve Addendum with Securly

2. Approve Special Buy Agreement with Sergeant Laboratories for AristotleK12

3. Approve Addendum with Impero

3. Recommend approval to authorize Executive Director to approve/sign contracts during the months of May, June, July, August

4. AEPA

5. Staff Written Reports

1. Peterson Report

1. Annual/Paper Buy

2. Specials Buys

3. AEPA

2. Colleen Lentz (Data)

2. Legislative Updates

1. Bromm's Updates

3. Policies and Procedures

1. HOLD - Approval Article 5 Section of Policy Updates

4. Next Meetings Agenda Items

5. Adjournment

{{Name: Agenda Item Name}}

{{Discussion: Agenda Item Discussion}}

{{Comments: Agenda Item Comments}}

{{Actions: Agenda Item Actions}}

**ADDENDUM TO 2018-2020 SPECIAL BUY AGREEMENT BETWEEN ESUCC
COOPERATIVE PURCHASING AND Securly Inc.**

THIS ADDENDUM is made by and between Nebraska ESUCC Cooperative Purchasing ("Cooperative") and **Securly Inc.** ("Contractor") to the 2018-2020 Special Buy Agreement signed by the Cooperative on May 9, 2018 and by the Contractor on May 3, 2018. The Addendum is as follows:

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

- 360 Cloud: Filter, Home, Auditor, 24, Tipline, Classroom, MDM
- Safety Cloud: Filter, Home, Auditor, Tipline
- Safety Cloud + 24: Filter, Home, Auditor, Tipline, 24
- 1:1 Cloud: Filter, Home, Classroom, MDM

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

Product Description	Per Device/Student	Paid Annually
360 Cloud - All Securly Products Bundled: 1 Year	\$7.30	
360 Cloud - All Securly Products Bundled: 3 Year	\$17.53	\$19.72
360 Cloud - All Securly Products Bundled: 5 Year	\$25.56	\$29.22
Safety Cloud with 24 - Filter, Auditor, Tipline, and 24: 1 Year	\$5.08	
Safety Cloud with 24 - Filter, Auditor, Tipline, and 24: 3 Year	\$12.19	\$13.72
Safety Cloud with 24 - Filter, Auditor, Tipline, and 24: 5 Year	\$17.78	\$20.32
Safety Cloud - Filter, Auditor, and Tipline: 1 Year	\$4.32	
Safety Cloud - Filter, Auditor, and Tipline: 3 Year	\$10.37	\$11.66
Safety Cloud - Filter, Auditor, and Tipline: 5 Year	\$15.12	\$17.28
One-to-one Cloud - Filter, Mobile Device Mgmt, and Classroom Mgmt: 1 Year	\$4.70	
One-to-one Cloud - Filter, Mobile Device Mgmt, and Classroom Mgmt: 3 Year	\$11.28	\$12.69
One-to-one Cloud - Filter, Mobile Device Mgmt, and Classroom Mgmt: 5 Year	\$16.45	\$18.80

All other terms and conditions of the 2018-2020 Special Buy Agreement are unchanged.

COOPERATIVE

CONTRACTOR

Kriag Lofquist
Executive Director



Joe Figueroa
Regional Sales Manager

Executed on: _____

Executed on: 9/30/20



2020-2023 SPECIAL BUY AGREEMENT

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

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

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

4. **Term.** This Agreement is effective on July 1, 2020 ("Effective Date") and shall continue until 12:00 midnight (CST) on June 30, 2023, unless terminated earlier as provided by this Agreement or by law.
5. **Governing Law; Designation of Forum.** This Agreement is governed by and construed in accordance with the laws of the State of Nebraska. Any action to enforce this Agreement must be brought in the state or federal courts of the State of Nebraska. Mandatory and exclusive venue for any disputes shall be in Sarpy County, Nebraska.
6. **Student Privacy Protections.**
 - A. **Definition of Data.** Data include all Personally Identifiable Information (PII), Member Data, and other non-public information. Data include, but are not limited to, student data, metadata, and user content.
 - B. **Definition of Member Data.** Member Data includes all PII and other information that is not intentionally made generally available by ESUCC or its Members on public websites or publications, including but not limited to business, administrative and financial data, intellectual property, and student and personnel data and metadata.
 - C. **Definition of Personally Identifiable Information.** Personally Identifiable Information includes but is not limited to: personal identifiers such as name, address, phone number, date of birth, Social Security number, and student or personnel identification number; "personal information" as used in Neb. Rev. Stat. § 84-712.05 and personally identifiable information contained in student education records as that term is defined in the Family Educational Rights and Privacy Act, 20 USC 1232g.
 - D. **Definition of User.** User means a participant, instructor, or administrator of ESUCC or its Members who are authorized with login credentials by ESUCC or its Members to use the goods and/or services provided by this Agreement.
 - E. **Data De-Identification.** Contractor may use deidentified Data for product development, research, or other purposes. De-identified Data will have all direct and indirect personal identifiers removed. This includes, but is not limited to, name, ID numbers, date of birth, demographic information, location information, and school ID. Furthermore, Contractor agrees not to attempt to re-identify deidentified Data and not to transfer de-identified Data to any party unless that party agrees not to attempt reidentification.
 - F. **Marketing and Advertising.** Contractor will not use any Data to advertise or market to students or their parents. Advertising or marketing may be directed to the ESUCC, Members, or their school districts only if student information is properly de-identified."
 - G. **Modification of Terms of Service.** Contractor will not change how Data are collected, used, or shared under the terms of this Agreement in any way without

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

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

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

7. Termination.

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

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

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

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

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

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

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

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

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

8. Indemnification.

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

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

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

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

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

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

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

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

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

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

- 11. Publicity.** ESUCC does not endorse the goods or services of the Contractor. Except for listing ESUCC as a client during the term of this Agreement, news releases or other publicity concerning this Agreement must not be made by the Contractor without the prior written approval of ESUCC.
- 12. Drug/Alcohol/Tobacco/Weapons Free Workplace.** The Contractor and all subcontractors, if any, shall not manufacture, sell, distribute, dispense, possess or use controlled substances or marijuana, as defined by Nebraska law, during the performance of this Agreement while on ESUCC, ESU, or Member premises or at ESUCC, ESU, or Member related functions. The Contractor and all subcontractors, if any, shall not possess any weapon, as defined by Nebraska law and the federal "Drug-Free Schools Act," on ESUCC, ESU, or Member property or at ESUCC, ESU, or Member related functions. The Contractor and all subcontractors, if any, also shall adhere to all ESUCC, ESU, and Member policies and regulations that prohibit the possession, distribution, sale, dispensation, or use of any alcohol or tobacco products while on ESUCC, ESU, or Member premises or at ESUCC, ESU, or Member related functions. Failure to comply with this provision may be considered a material breach. ESUCC may suspend or terminate the Contractor, subcontractor, or both if it violates these laws, regulations, or policies or this provision.
- 13. Nondiscrimination.** The Contractor and all subcontractors, if any, shall not discriminate against any employee or applicant who is to be employed for performance of this Agreement with respect to his or her hire, tenure, terms, conditions, or privileges of employment, because of his race, color, religion, sex, disability, or national origin.
- 14. Independent Contractor.** Contractor is an independent contractor under this contract and is not an ESUCC, ESU, or Member employee for any purpose. The Contractor retains sole and absolute discretion in the manner and means of carrying out Contractor's activities and responsibilities under this Agreement, except to the extent specified in this Agreement.
- 15. Employment Eligibility Verification.** The Contractor shall use a federal immigration verification system to determine the work eligibility status of employees hired on or after October 1, 2009 and who are physically performing services within the State of Nebraska. If the Contractor employs or contracts with any subcontractor in connection with this Agreement, the Contractor shall include a provision in the contract requiring the subcontractor to use a federal immigration verification system to determine the work eligibility status of new employees physically performing services within the State of Nebraska.
- 16. Taxpayer Identification.** Contractor's federal employer identification number is: 39-1952680
- 17. Sales Tax.** ESUCC, ESUs, and Members are exempt from sales tax and shall not pay any sales tax under this Agreement. ESUCC, ESUs and/or Members will provide the Contractor with applicable sales tax exemption certificates upon written request.

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

Cooperative: ESUCC
Attn: Kraig Lofquist
6949 South 110th Street
LaVista, NE 68128

With copy to:

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

Contractor: Sergeant Laboratories, Inc
200 Mason St #15
Onalaska, WI 54650

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

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

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

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

22. Waivers. The parties may waive any provision in this Agreement only by a writing executed by the party or parties against whom the waiver is sought to be enforced. No failure or delay: (1) In exercising any right or remedy, **or** (2) In requiring the satisfaction of any condition under this Agreement, **and** (3) No act, omission, or course of dealing between the parties operates as a waiver or estoppel of any right, remedy or condition. A waiver made in writing on one occasion is effective only in

that instance and only for the purpose stated. A waiver once given is not to be construed as a waiver on any future occasion or against any other Person.

- 23. Severability.** If any provision of this Agreement is determined to be unenforceable, the remaining provisions of this Agreement remain in full force, if the essential terms and conditions of this Agreement for each party remain enforceable.
- 24. Counterparts.** The parties may execute this Agreement in multiple counterparts, each of which constitutes an original, and all of which, collectively, constitute only one agreement. The signatures of all of the parties need not appear on the same counterpart, and delivery of an executed counterpart signature page by facsimile or other electronic means is as effective as executing and delivering this Agreement in the presence of the other parties to this Agreement. This Agreement is effective upon delivery of one executed counterpart from each party to the other parties. In proving this Agreement, a party must produce or account only for the executed counterpart of the party to be charged.
- 25. Force Majeure.** Neither party shall be liable for any loss or damage suffered by the other party, directly or indirectly, as a result of the non performing party's failure to perform, or delay in performing, any of its obligations contained in this contract (except any obligations to make payments for services rendered or accepted goods received before the failure to perform or the delay in performance), where, in the opinion of ESUCC, such failure or delay is cause by circumstances beyond the non performing party's control or which make performance commercially impracticable, including but not limited to fire, flood, storm or other natural disaster, explosion, accident, war, riot, civil disorder, government regulations or restrictions of any kind or any acts of any government, alien enemy, judicial action, power failure, acts of God, or other natural circumstances. This Force Majeure provision excludes economic hardship, changes in market conditions, and insufficiency of funds on the part of Contractor.
- 26. Assignment.** This Agreement binds the parties and their respective successors and assignees. The Contractor shall not assign or otherwise dispose of this Agreement or any duty, right, or responsibility contemplated in this Agreement to any other person without the previous written consent of ESUCC.
- 27. Subcontractors.** The Contractor shall not subcontract services or any part of this Agreement without the prior written consent of ESUCC.
- 28. Captions.** The descriptive headings of the Articles, Sections and subsections of this Agreement are for convenience only, do not constitute a part of this Agreement, and do not affect this Agreement's construction or interpretation.
- 29. Rights and Remedies Cumulative.** Any enumeration of ESUCC's rights and remedies set forth in this Agreement is not exhaustive. ESUCC's exercise of any right or remedy under this Agreement does not preclude the exercise of any other right or remedy. All of the ESUCC's rights and remedies are cumulative and are in addition to any other right or remedy set forth in this Agreement, any other agreement

between the parties, or which may now or subsequently exist at law or in equity, by statute or otherwise.

30. Relationship Among Parties. This Agreement creates no relationship of joint venture, partnership, limited partnership, agency, or employer- employee between the parties, and the parties acknowledge that no other facts or relations exist that would create any such relationship between them. Neither party has any right or authority to assume or to create any obligation or responsibility on behalf of the other party except as my from time to time be provided by written instrument signed by both parties.

31. Rules of Construction. The parties hereto have each been represented by counsel, or had the opportunity to be represented, during the negotiation and execution of this Agreement, and therefore waive application of any law or rule of construction providing that ambiguities in the contract will be construed against the party drafting such contract.

32. Piggyback Clause. For the term of the Agreement and any mutually agreed extensions, other public agencies may purchase, lease-purchase, or rent the identical item(s) at the same price and upon the same terms and conditions as provided in this Agreement. The term "public agencies" means any county, city, village, school district, or agency of any state government or of the United States; any drainage district, sanitary and improvement district, or other municipal corporation or political subdivision of Nebraska; and any political subdivision of another state.

33. Attachments. Attachments to this Agreement include the following:

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

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

ESUCC

By: _____
Name: Kraig Lofquist
Title: Executive Director
Date: _____

CONTRACTOR

By: _____
Name: Matt Vande Slunt
Title: Operations
Date: _____

EXHIBIT "A"

SCOPE OF GOODS OR SERVICES TO BE PROVIDED TO MEMBERS

AristotleK12 is a Unified Digital Integration Platform that combines classroom management, student analytics, asset & utilization reporting and student centric filtering. For over 20 years, AristotleK12 has worked with educators to create teachable moments in the classroom.

AristotleK12 works simultaneously across Windows and Chromebook devices in a solution revolutionizing instructional technology. AristotleK12 capabilities extend beyond classroom management features to provide a unified platform for educators to spend more time teaching and less time behind a screen.

AristotleK12 includes the following services:

- Automatically receive alerts for student behavior
- Monitor Google Hangouts and other communication outlets in G-Suite
- Generate class summary reports
- Set alerts for inappropriate searches for student's safety
- Track devices that go missing
- Integrate data from Infinite Campus SIS (or any OneRoster compatible information system) along with other class sync options such as Google Classroom to setup groups and classes.
- Recognize student devices by student username
- Rearrange student screens on educator dashboard
- Set filtering criteria for groups of students
- Filter YouTube by channel, category, keyword, or video

AristotleK12 enables the following for educators:

- Send a message to all students or groups/individual students
- View all student screens in real-time
- Open/Close applications and push out web links to all student devices
- Blank student screens with an optional message to redirect attention away from devices
- Share educator screens with all students or groups/individual students
- Share student screens with all students or groups/individual students
- Enable classroom educator to enforce a secure testing environment by locking devices into a specified testing site
- Enable classroom educator to limit browser tabs on student devices
- Enable classroom educator to lock a student device onto a specified application
- Close videos running in the background of student devices
- Force student devices to join a classroom and release devices when classes end
- Enable classroom educator to allow and restrict website access through customizable filters for all students or groups/individual students from their classroom
- Analyze what assets are being used to justify district spending
- See how assets are being used, by who and how often
- Receive automatic reports for student behavior
- View student activity historically

AristotleK12 has integrated new intuitive features into Borderless Classroom enabling educators to manage their classes how they choose and keep their students safe. Educators have the ability to:

- Share live video with students
- Utilize audio capabilities to teach a lesson
- Share their screen with a class
- Have 1:1 check-ins with students during class

EXHIBIT "B"

1. Contractor's Pricing

Contractor's Pricing Model under this Agreement is:

Device Count	Retail	Contract price is 13% off retail
100	\$1,888.89	\$1,643.33
200	\$3,555.56	\$3,093.34
300	\$5,000.00	\$4,350.00
400	\$6,222.22	\$5,413.33
500	\$7,264.99	\$6,320.54
1,000	\$10,783.37	\$9,381.53
2,000	\$15,249.98	\$13,267.48
3,000	\$18,677.34	\$16,249.29
4,000	\$21,566.73	\$18,763.06
5,000	\$24,112.34	\$20,977.74
6,000	\$26,413.75	\$22,979.96
7,000	\$28,530.11	\$24,821.20
8,000	\$30,499.97	\$26,534.97
9,000	\$32,350.10	\$28,144.59
10,000	\$34,100.00	\$29,667.00

Note: Call for specific quotes or site licensing.

2. Payment Terms/ Payment Schedule

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

3. Acceptance of Services or Products:

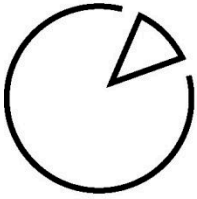
- A. The Contractor shall deliver any goods, perform any services or both in accordance with the schedule set forth in any RFP, RFQ, the time specified in a purchase order issued by ESUCC, ESU, or Member, or this Agreement (whichever is later).
- B. Unless otherwise agreed to by the parties, the Contractor shall provide written

notification of completion of any deliveries, or performances of services or both, to the Member ("Delivery Notice").

- C. Members shall have forty-five (45) days from the date of receipt of the Delivery Notice to provide the Contractor with written notification of acceptance or rejection due to unsatisfactory performance or nonconforming goods.
- D. If the Member issues a rejection notice, the Contractor shall as quickly as is practicable, correct or replace all deficiencies at its expense. ESUCC shall not unreasonably withhold or delay its acceptance or rejection.

4. Title and Risk of Loss:

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



SERGEANT
LABORATORIES, INC.

200 MASON ST
ONALASKA, WI 54650
(608) 788-9143

EXHIBIT "C"

**SOFTWARE LICENSE AGREEMENT
PRODUCT LICENSE AND SUPPORT SERVICES AGREEMENT**

SERGEANT LABORATORIES, INC. ("Licensor") and the party named in the signature box below as "Licensee" agree that from the Effective Date of this document, the terms and conditions as stated on this Cover Page and expressed herein constitute an agreement ("Agreement") between Licensor and Licensee for the use of the Products and/or provision of Support Services as itemized below. The charges quoted herein and the terms and conditions of this Agreement supersede any previous offers for the Products and/or Support Services stated below and the terms and conditions of any purchase order or previous license between Licensee and Licensor.

LICENSOR: Sergeant Laboratories, Inc. 200 Mason Street Suite #15 Onalaska, WI 54650 P: (608)788-9143 F: (608)788-9662	
LICENSEE: Company Name Phone	BILLING ADDRESS: AUTHORIZED SITE(S):

Product Name	Product Version No.	Computer System (Serial Number)	No. of users, CPUs, seats and/or Servers	License Fee	Initial License Term	Service Charge (Initial License Term)
AristotleK12™ Appliance ("the Product")	7.4	SGTXXXXXX-XX	1	-	7/1/16 to 7/1/17	-
AristotleK12™ Universal Agent ("the Software")	7.4		-	-	7/1/16 to 7/1/17	-
Sub-Total				\$	Sub-Total	-
					Tax Total	\$
						\$

Customer acknowledges Product and Software reports provide extensive data analysis including but not limited to forensic level, keystroke data collection which may be disabled. The Product and Software are configured with keystroke data collection enabled by default. Keystroke data collection will be disabled by Licensor if the box below is checked:

Initial here: _____

Disable keystroke collection.

I have read the Agreement in its entirety and have had the opportunity to ask questions of and receive answers from Licensor's authorized representative for the Product and Software and the offer expressed herein is accepted on the terms and conditions specified in the Agreement.

LICENSEE:

Signature:

Name:

Title:

Date:

Licensee's Order Number (for administrative purposes only).

PO#: XXXX

System Serial Number: SGTXXXXXX-XX

LICENSOR: SERGEANT LABORATORIES, INC.

Signature:

Name:

Title:

Date:

ARTICLE I: RECITALS AND DEFINITIONS

Section 1.01 – Cover Page: The information included in the Cover Page is true and correct and is part of this Agreement.

Section 1.02 -- Definitions: The following definitions shall apply:

- (1) Access: The term "access" and variants thereof shall mean to connect to, store data in, retrieve data from or otherwise approach or make use of (directly or indirectly) through electronic means or otherwise the Product.
- (2) Cancellation Notice: The term "Cancellation Notice" shall mean that written notice sent by Licensor to Licensee to the effect that this Agreement is terminated because of breach by Licensee.
- (3) Confidential Information: The term "Confidential Information" shall mean: (a) pricing or information concerning any Licensor products or services; (b) trade secrets and other proprietary rights of Licensor; (c) any business, marketing or technical information that is confidential or proprietary to Licensor.
- (4) Computer: The term "Computer" shall mean that certain computer system as described in the Cover Page and/or Schedule A (or as specified during user registration if this Agreement is being displayed and accepted electronically) which is attached hereto or displayed above to the Licensee and by this reference incorporated herein.
- (5) Defect Notice: The term "Defect Notice" shall mean that certain written notice from Licensee to Licensor identifying, in reasonable detail, one or more discrepancies between the actual performance of the Product and the performance of the Product described in the Documentation.
- (6) Documentation: The term "Documentation" shall mean the Product user guides and user manuals that are made generally available to the public including all such updates thereto.
- (7) Effective Date: The term "Effective Date" shall mean the date this Agreement is signed or electronically accepted by Licensor.
- (8) License Fee: The term "License Fee" shall mean that certain amount identified on the Cover Page, in the column headed License Fee.
- (9) License Term: The term "License Term" shall mean a period of time starting with the Effective Date and continuing until terminated under the terms and conditions of this Agreement.
- (10) Product: The term "Product" shall mean that product identified as "the Product" on the Cover Page, including Updates that are made generally available to Licensee by Licensor as specified in this Agreement.
- (11) Product Problem: The term "Product Problem" shall refer to those instances where a Product is not functioning according to the specifications in the Documentation.
- (12) Renewal Term: The term "Renewal Term" shall mean any period of time that this Agreement is renewed after the Initial License Term.
- (13) Remote Access: The term "Remote Access" shall mean telecommunications access to the Product

using a modem or any access deemed to be remote access by industry standards.

- (14) Software: The term "Software" shall that product identified as "the Software" on the Cover Page, including all of the contents of the electronic files, whether on disk(s), CD-ROM(s) or other media, provided by Licensor under this Agreement.
- (15) Updates: The term "Update" shall mean: (a) any upgrades, modified versions, updates, additions, replacements and copies of the Software (current release only), if any, provided to Licensee by Licensor for the sole purpose of maintenance, error correction, or debugging of the Software, or (b) any upgrades, modified versions, replacements or additions to the Secure Data Vault Server (current model only), if any, provided to you by the Licensor for the sole purpose of maintenance, error correction, or debugging of the Product.
- (16) Unauthorized Access: The term "Unauthorized Access" shall mean any access to the Product or Documentation except for the exclusive purposes of: (a) use pursuant to the terms and conditions of this Agreement; (b) internally demonstrating the performance, utility and functions of the Product for the sole purpose of use pursuant to the terms and conditions of this Agreement; or (c) training employees of Licensee in the use of the Product pursuant to the terms and conditions of this Agreement.
- (17) Unauthorized User: The term "Unauthorized User" shall mean any individual who accesses the Product or Documentation except for employees authorized by Licensee to access the Product or Documentation for the exclusive purposes as set forth in Section 1.02 (16).

ARTICLE II: SCOPE OF LICENSE

Section 2.01 -- Grant of Limited License: Licensor hereby grants to Licensee a non-exclusive, non-transferable, and personal license to use the Software on the Product or other Computer of Licensee, and to use the Documentation, for the License Term only in accordance with the terms and conditions of this Agreement. The foregoing grant of license excludes the right to modify all or any portion of the Software or the Product, or any Documentation, or to create any derivative works thereof, except as expressly authorized by Licensor in writing in advance. The use by Licensee of such modification or derivative work shall be subject to the terms of this Agreement, including all license restrictions set forth in this Article II, unless otherwise expressly agreed by Licensor in writing.

Section 2.02 -- Risk of Loss: Licensee assumes risk of loss to the Product as of the time of shipment and/or downloading of the Product by Licensor.

Section 2.03 -- Authorized Use: Licensee shall prevent Unauthorized Access to the Software and the Product, and shall prevent Unauthorized Users from Accessing the Software and the Product.

Section 2.04 – Other Use Restrictions: Licensee shall use the Software and the Product only in accordance with the Documentation and only on the Computer at the Authorized Site(s) of Licensee as specified in the Cover Page and/or Schedule A of this Agreement (or as specified during user

registration if this Agreement is being displayed and accepted electronically.) Excepting access by Licensor, Licensee shall prevent Remote Access. The Software and the Product may not be sublicensed or relicensed by Licensee nor be deployed or distributed to, or for the benefit of, any third party, including consultants, and may only be used for the internal business purposes of Licensee as specified in this Agreement. Licensee agrees not to sublicense, relicense, rent, assign, loan, lease or use the Software or the Product to provide service bureau, ASP, commercial time-sharing, or similar services to third parties, including consultants, or for any other activities or purposes not expressly authorized in this Agreement without the express, prior written consent of Licensor in each instance. Other than pursuant to a regularly scheduled and followed backup policy applicable to substantially all software licensed by Licensee, Licensee may make no more than one copy of the Software for back-up purposes in support of the use of the Product. Use of the Product is restricted to the number of users, CPUs, seats and/or servers and computer system and machine class, if applicable, for which License Fees have been paid, as specified in the Cover Page and/or in Schedule A (or as specified during user registration if this Agreement is being displayed and accepted electronically.).

Section 2.05 – Compliance Verification: At least once every calendar year and, absent reasonable suspicion of breach of this Agreement, no more than twice in one calendar year, Licensor shall be entitled, after giving Licensee at least five (5) days' notice and subject to Licensee's reasonable requirements relative to safety and security, to audit and inspect Licensee's records and facilities as is reasonably necessary for Licensor to ensure compliance with the provisions of this Agreement. Notwithstanding the foregoing, if Licensor reasonably suspects that Licensee has breached this Agreement, Licensor may audit Licensee's Product-related activities with one (1) day's notice. Licensee shall maintain complete and accurate records, available on request to Licensor, indicating the location(s) where each Product has been installed and, as applicable, the Computer/computer system and the number of users, CPUs, seats, and servers for each Product. If Licensee's non-compliance with this Agreement has resulted in a loss that is equal to or greater than five percent (5%) of the License Fee paid to date for that year or is otherwise reasonably determined to be a material breach of the terms and conditions of this Agreement, Licensee shall reimburse Licensor in full for the cost of such audit in addition to paying any other fees, costs, or damages associated with the non-compliance or breach.

Section 2.06 – Documentation Use: Documentation may be used only in support of authorized use of the Software and the Product as specified in this Agreement.

Section 2.07 – Services: Unless otherwise defined in a separate Extended Service Agreement or Product Maintenance Agreement, Support Services provided by Licensor to Licensee shall consist of technical phone support or e-mail support, at Licensor's discretion, offered for the duration of the Initial License Term only, related to: (a) installation, site preparation and planning; (b) user operation; and (c) Updates. The Initial License Term shall be 12 months beginning on the Effective Date as indicated on the Cover Page. Licensor agrees to provide Support Services specified in this Agreement on the Effective Date for the Initial License Term, using commercially

reasonable efforts in doing so. The non-refundable Service Charge must be paid in accordance with the terms of this Agreement in order for Licensee to be entitled to the Support Services for the Initial License Term. Licensor has no obligation to provide Support Services or any other services for: (i) altered or modified Software or Products; (ii) third party software or applications being used in conjunction with the Software or Products; (iii) Product Problems or other such problems which arise as a result of Licensee's negligence or fault, or from malfunctions of Licensee's hardware or its operating systems; (iv) Product Problems or other such problems which result from changes to the operating environment which make it incompatible with the operating environment for which the Software or Product was originally provided, including without limitation, additions or changes to hardware, operating systems, compilers, or co-resident software; nor has Licensor any obligation to assist Licensee to develop or debug applications which use the Software or Product. At any given time, Licensor shall provide Support Services for the then-current, general-release version of the Software and Product, and the immediately preceding general release version of such Software and Product, but only for a period of six (6) months following the general release of the then-current version of the Software and Product. In all cases, Licensor shall provide Support Services only during the Initial License Term and any Renewal Term.

Section 2.08 – Renewal: If, at least thirty (30) days before the end of the Initial License Term or any subsequent Renewal Term, Licensee does not notify, in writing, Licensor that Licensee will not renew this Agreement, then this Agreement shall be deemed automatically renewed by Licensee for an additional one year Renewal Term, which will include the right to Support Services. License Fees for such Renewal Term will be billed and must be paid in accordance with the terms and conditions of this Agreement. With regards to renewal of this Agreement, the License Fee is subject to reasonable increase at the sole discretion of Licensor. Licensee is entitled to receive Updates during the Initial License Term or any subsequent Renewal Term of this Agreement.

ARTICLE III: PAYMENT

Section 3.01 -- Fees: Licensee shall promptly pay the License Fee and Initial Service Charge within thirty (30) days of delivery of the Product. Additional Service Charges, costs, and fees for any services beyond those described in Section 2.07 will be charged for and invoiced separately at Licensor's discretion.

Section 3.02 -- Costs: Licensee shall pay all direct costs incurred by Licensor in providing Support Services or any other services pursuant to this Agreement. Such direct costs shall include (without limitation) postage, shipping, media charges, telephone, travel, material and reproduction costs.

Section 3.03 -- Invoicing and Payment: Licensor shall invoice Licensee monthly for any costs incurred by Licensor in providing Support Services or any other services under this Agreement or for any balance due on the License Fee. Upon request of Licensee, such invoices shall be accompanied by receipts evidencing such costs. Licensee shall pay any such invoice in full within thirty (30) days of receipt, or in the case of overdue License Fees or other overdue balances, within ten (10) days of receipt of the invoice. Any amounts payable by

Licensee hereunder that remain unpaid after the due date shall be subject to a late charge equal to the lesser of the maximum amount permissible by law or 1.5% per month from the due date until such amount is paid.

Section 3.04 -- Taxes: Licensee shall pay any and all applicable taxes, including without limitation, if applicable, sales, use, property, value added or other taxes based on licenses granted or services provided, excluding taxes on Licensor's net income.

ARTICLE IV -- TERMINATION

Section 4.01 -- Termination Limitations: This Agreement may only be terminated as provided under this Article IV.

Section 4.02 -- Term: The grant of license rights under this Agreement shall be valid only for the License Term.

Section 4.03 -- Termination: Licensee may terminate this Agreement for convenience with no less than ten days written notice of termination to Licensor. Termination of this Agreement shall not limit either party from pursuing other remedies available to it, including injunctive relief, nor shall such termination relieve Licensee of any obligation that has accrued or is otherwise owed by Licensee.

Section 4.04 -- Cancellation for Cause: If Licensee violates its obligations under this Agreement, Licensor may cancel the Agreement by sending a Cancellation Notice describing the noncompliance to the Licensee. Upon receiving a Cancellation Notice, the Licensee shall have ten (10) days from the date of such notice to cure any such noncompliance. If such noncompliance is not cured within the required ten (10) day period, Licensor shall have the right to cancel this Agreement, effective upon written notice, as of the eleventh day after the date of the Cancellation Notice.

Section 4.05 -- Effect of Termination/Actions Upon Termination: Upon termination or cancellation of this Agreement: (i) all rights of Licensee hereunder will terminate, in which event all license rights shall also cease and the Products and Documentation and all copies thereof shall be returned to Licensor or destroyed, as directed by Licensor; (ii) all amounts due to Licensor hereunder will become immediately due and payable; and (iii) the following provisions will survive termination of this Agreement: Section 2.05, Sections 3.01 – 3.04, Sections 4.01 - 4.05, Section 5.02, Section 5.05, Sections 6.01 - 6.05, and Sections 7.01 – 7.15.

ARTICLE V: WARRANTY

Section 5.01 -- Representations and Warranties: Licensor represents and warrants that for the first ninety (90) days after shipment, the Products will substantially conform in material functional respects to the applicable Documentation.

Section 5.02 -- LIMITED WARRANTY: Except for the limited warranty specified above, LICENSOR AND ITS SUPPLIERS DO NOT AND CANNOT WARRANT THE PERFORMANCE OR RESULTS LICENSEE MAY OBTAIN BY USING THE PRODUCT OR DOCUMENTATION. EXCEPT AS EXPRESSLY SET FORTH IN SECTION 5.01 AND EXCEPT FOR ANY WARRANTY, CONDITION, REPRESENTATION OR TERM TO THE EXTENT TO WHICH THE SAME CANNOT OR MAY NOT BE EXCLUDED OR LIMITED BY LAW APPLICABLE TO LICENSEE IN LICENSEE'S JURISDICTION, LICENSOR AND ITS SUPPLIERS HEREBY EXPRESSLY DISCLAIM ANY AND ALL WARRANTIES, CONDITIONS, REPRESENTATIONS,

GUARANTEES OR TERMS (EXPRESS OR IMPLIED WHETHER BY STATUTE, COMMON LAW, CUSTOM, USAGE OR OTHERWISE) AS TO ANY MATTER INCLUDING WITHOUT LIMITATION THE WARRANTIES OF MERCHANTABILITY, INTEGRATION, SATISFACTORY QUALITY, FITNESS FOR ANY PARTICULAR PURPOSE, OR NON-INFRINGEMENT OF ANY INTELLECTUAL PROPERTY RIGHTS OF ANY THIRD PARTY.

Section 5.03 -- Defect Notice: Any Defect Notice must be received by Licensor within thirty (30) days after delivery of the Product. Upon receiving a Defect Notice from Licensee, Licensor shall review the asserted discrepancy to determine if the discrepancy is valid. If, in the reasonable professional judgment of Licensor the discrepancy is valid, Licensor's only obligation shall be, in the Licensor's sole discretion, to correct the discrepancy, using commercially reasonable efforts to do so, or to refund the portion of the License Fee appropriate to the particular defect in question. If, in the reasonable professional judgment of Licensor, such discrepancy is not valid, Licensor shall submit to Licensee a written explanation of the reasons why such asserted discrepancy is not valid. The written explanation of Licensor set forth herein shall be deemed accepted by Licensee within ten (10) days after Licensee's receipt of the written explanation.

Section 5.04 -- Licensor's Indemnity: Licensor shall indemnify and defend Licensee from and against any loss, cost, damage or expense actually incurred by or awarded against Licensee arising from any claim by a third party that any Product infringes any U.S. patent, trademark, copyright or trade secret of such third party, provided that: (i) Licensee promptly gives written notice of such claim, loss, expense, or action (or if Licensee has reason to know of a claim, promptly gives written notice of the circumstances from which such claim, loss, expense, or action may arise); (ii) Licensee provides all reasonably required assistance to Licensor or Licensor's agents in the defense of such claim, loss, expense, or action and gives Licensor sole authority to settle or defend the claim; (iii) the infringement does not result from the combination of the Software or Product with any product not supplied by Licensor for use with the Software or Product; (iv) the infringement does not result from any modification of the Software or Product (other than by Licensor), or any use of the Software or Product other than as specified in the applicable Documentation; and (v) the infringement would not have been avoided if Licensee had implemented any new version or changes to the use or configuration of the Software or Product made available or recommended by Licensor. In the defense or settlement of any such claim, Licensor may, in its sole discretion: (i) replace or modify the Software or Product at issue so that its use is non-infringing; (ii) procure for Licensee the right to continue to use the Software or Product at issue; or (iii) terminate the licenses granted hereunder with respect to the Software or Product (or portion thereof) that is infringing and grant Licensee a credit or refund for the Software Product (or portion thereof) that is infringing.

Section 5.05 -- Limitation of Damages: IN NO EVENT WILL LICENSOR OR ITS SUPPLIERS OR ITS AFFILIATES OR AGENTS BE LIABLE TO LICENSEE FOR ANY OTHER DAMAGES, CLAIMS OR COSTS WHATSOEVER OR ANY CONSEQUENTIAL, INDIRECT, INCIDENTAL DAMAGES, OR ANY LOST PROFITS OR LOST

SAVINGS, EVEN IF A LICENSOR REPRESENTATIVE HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH LOSS, DAMAGES, CLAIMS OR COSTS OR FOR ANY CLAIM BY ANY THIRD PARTY. THE FOREGOING LIMITATIONS AND EXCLUSIONS APPLY TO THE EXTENT PERMITTED BY APPLICABLE LAW IN LICENSEE'S JURISDICTION. LICENSOR'S AGGREGATE LIABILITY AND THAT OF ITS SUPPLIERS, AFFILIATES AND AGENTS UNDER OR IN CONNECTION WITH THIS AGREEMENT SHALL BE LIMITED TO THE AMOUNT ACTUALLY PAID FOR THE PRODUCT, IF ANY. In all cases, Licensor shall not be liable for any failure to perform its obligations under this Agreement because of circumstances beyond the control of Licensor, which such circumstances shall include (without limitation) natural disaster, terrorism, labor disputes, war, declarations of governments, transportation delays, failure of Licensee's Computer or other hardware or systems, telecommunications failure and misuse of the Software, Product or Documentation by Licensee. Licensor is acting on behalf of its suppliers, affiliates and agents for the purpose of disclaiming, excluding and/or limiting obligations, warranties and liability as provided in this Agreement, but in no other respects and for no other purpose. Any claims under this Agreement, including claims arising out of Licensee's rights under Section 5.04, must be brought within one year of the date on which Licensee became aware or should have become aware of the facts giving rise to such claim. Failure to bring such claims within the specified period shall result in a complete waiver of Licensee's rights as regards such claims under this Agreement or otherwise

ARTICLE VI: INTELLECTUAL PROPERTY

Section 6.01 -- Ownership and Title: Except for the limited license granted herein, all right, title, and interest throughout the world in and to (i) the Software, Product and Documentation and (ii) any modifications to or derivative works of all or any part of the Software, Product or any Documentation created by or on behalf of Licensee ("Licensee Enhancements") including rights to patents, copyrights, trademarks and trade secrets therein, shall be and remain the exclusive property of Licensor. The source code of the Product, as well as the structure and organization of the source code, and the Documentation, are the valuable trade secrets and Confidential Information of Licensor. The Software, the Product, and certain components of the Product and Documentation, are protected by copyright, including the United States Copyright Act, international treaty provisions and applicable laws in the jurisdictions in which it is being used. Licensee shall not remove or alter any copyright notices, proprietary legends, or any other similar notices affixed by Licensor to the Software, Product or Documentation, and Licensee shall ensure that all such notices will be affixed and clearly visible on any copies or duplicates of the Software, Product or Documentation which Licensee may be authorized to produce pursuant to this Agreement. With respect to any Licensee Enhancements, Licensee agrees and acknowledges that all right, title, and interest throughout the world in and to such Licensee Enhancements shall irrevocably and unconditionally vest in Licensor as an original matter as a "work made for hire" under the U.S. Copyright Act. In the event that any Licensee Enhancement does not qualify as a "work made for hire" as a matter of law, Licensee hereby

irrevocably and unconditionally agrees to assign and assigns all right, title and interest throughout the world in and to such Licensee Enhancements to Licensor and agrees to execute any and all documents and take any and all further actions required to confirm and perfect such assignment, at Licensor's request. Section 6.02 -- Reverse Engineering: Reverse engineering, disassembly, decompilation and other source code derivation of the Software or the Product are strictly prohibited.

Section 6.03 -- Confidentiality: Licensee hereby acknowledges that the Software, the Product, the Documentation, and related disclosures, include information that is Confidential Information of Licensor. Licensee hereby agrees not to disclose such information except to persons and organizations expressly authorized in writing by Licensor to receive such information. The foregoing does not apply to information: (i) rightfully known by Licensee prior to receipt; or (ii) which becomes public knowledge by acts other than those of the parties after receiving such information; or (iii) is independently developed by Licensee without a breach of obligations hereunder; or (iv) is rightfully received by Licensee from a third party without restriction and without breach of this Agreement.

Section 6.04 -- Copies: Except as expressly authorized in this Agreement, Licensee shall not copy the Software, Product or Documentation and shall not allow the Software, Product or Documentation to be copied without the prior written consent of Licensor.

Section 6.05 -- Indemnification: To the extent permitted by law, Licensee shall defend, indemnify and hold harmless Licensor against any damages or liability arising from use of the Software, Product or Documentation by Licensee and/or any breach by Licensee of this Agreement

ARTICLE VII: MISCELLANEOUS

Section 7.01 -- Assignments: Licensee may not assign or otherwise transfer this Agreement or any right hereunder, including by operation of law, without the prior written consent of Licensor. Any purported assignment in violation of this Section 7.01 shall be void and without effect.

Section 7.02 -- Entire Agreement: This Agreement expresses the entire understanding of the parties and supersedes previous verbal and written agreements between the parties concerning licensing of the Product. Licensee hereby acknowledges that the Documentation shall in no way lessen Licensee's obligations to Licensor under this Agreement or broaden Licensee's rights under this Agreement.

Section 7.03 -- Equitable Remedies: Licensee hereby acknowledges that damages at law may be an inadequate remedy for Licensee's breach of this Agreement. Therefore, Licensee shall have the right to seek specific performance, injunction or other equitable remedy in the event of a breach of this Agreement by Licensee, without necessity of posting a bond or other security thereof.

Section 7.04 -- Amendments and Modifications: Waivers, alterations, modifications or amendments of a provision of this Agreement shall not be binding unless such waiver, alteration, modification or amendment is in writing and signed by the party to be bound.

Section 7.05 -- Severability: If any provision of this Agreement is rendered invalid, the remaining provisions shall remain in full force and effect.

Section 7.06 -- Captions: The headings and captions of this Agreement are inserted for convenience of reference and do not define, limit or describe the scope or intent of this Agreement or any particular section, paragraph, or provision.

Section 7.07 -- Governing Law: This Agreement shall be governed by the laws of the State of Minnesota. This Agreement will not be governed by the conflict of law rules of any jurisdiction or the United Nations Convention on Contracts for the International Sale of Goods, the application of which is expressly excluded.

Section 7.08 -- Notice: Notices shall be in writing and shall be deemed delivered in person when delivered by courier or mailed postage to the person and address designated on the Cover Page.

Section 7.09 -- Bankruptcy: If Licensor must institute, defend, appear or attend a bankruptcy proceeding as a result of the filing of bankruptcy by Licensee, fees and expenses shall be borne by Licensee. If Licensee has a bankruptcy proceeding filed against it, Licensor shall recover attorney fees, expert witness fees, and other costs incurred by such other party in connection with the bankruptcy proceeding, hearing or trial. If Licensee is subject to insolvency, bankruptcy, or any other such proceedings, then Licensor may, in its sole discretion, require Licensee or its receiver or such equivalent party to return the Product(s) and Documentation to Licensor or to destroy them, and, at Licensor's sole discretion, all Support Services hereunder will cease. In all such events as described in this Section, Licensee will not be entitled to any refund of Licensee Fees or Service Charges.

Section 7.10 -- Waiver: Waiver of any breach of this Agreement shall not constitute waiver of another breach. Failing to enforce a provision of this Agreement shall not constitute a waiver or create an estoppel from enforcing such provision.

Section 7.11 -- Arbitration: Any controversy or claim arising out of or relating to this Agreement, or breach thereof, shall be settled by arbitration in accordance with the Rules of the American Arbitration Association, and will be held at Madison, Wisconsin. Judgment upon the award rendered by the arbitrators may be entered in any court having jurisdiction thereof. Qualified Arbitrators shall be selected by the parties in accordance with the Rules of the American Arbitration Association. Each party shall have the right of discovery as set forth in the Federal Rules of Civil Procedure.

Section 7.12 -- Arbitration or Litigation Expense: In the event of litigation or arbitration arising out of this Agreement, each party shall pay its own costs and expenses of litigation and arbitration (excluding fees and expenses of arbitrators and administrative fees and expenses of arbitration).

Section 7.13 -- Other Authorizations: Licensee hereby authorizes Licensor to list Licensee as a customer in any of Licensor's marketing materials, with a brief description of the Product and/or Support Services provided to Licensee, and to provide a copy of this Agreement in conjunction with a financing transaction, acquisition, merger, or other such transactions, or in conjunction with legal or professional consultation.

Section 7.14 -- Export Rules: Licensee will comply with all applicable export and related laws and regulations, obtain any applicable export licenses, and it will not export or re-export directly or indirectly (including via remote access) any part of the Software, Product, Documentation, and/or technical

data to any country subject to an embargo by the United States. Licensee also may not export and/or re-export the Software or the Product, including technical data, to individuals and companies listed on any list of parties proscribed by the United States Government or any agency thereof. In addition, Licensee may not export and/or re-export Software, Product, Documentation and/or technical data, if it knows or has reason to know that a recipient or end-user is engaged in the design, development and use of weapons of mass destruction or is engaged in activities which may be deemed a threat to the national security of the United States.

Section 7.15 -- Notice to U.S. Government End Users: Products acquired with United States Federal Government funds or intended for use within or for any United States federal agency are provided with "Restricted Rights" as defined in DFARS 252.227-7013(c)(1)(ii) or FAR 52.227-19 and are subject to any other such applicable regulations of the U.S. Government.

SCHEDULE A

COMPUTER SYSTEM DESCRIPTION

DataVault ID	Hardware Description	Serial Number
AristotleInsight® Appliance	1U Rackmount Server*	SGTXXXXXX-XX

*Contact Sergeant Laboratories, Inc for detailed hardware specifications.

**ADDENDUM TO 2018-2021 SPECIAL BUY AGREEMENT BETWEEN ESUCC
COOPERATIVE PURCHASING AND Impero Inc.**

THIS ADDENDUM is made by and between Nebraska ESUCC Cooperative Purchasing ("Cooperative") and Impero Inc. ("Contractor") to the 2018-2021 Special Buy Agreement signed by the Cooperative on November 29, 2018, and by the Contractor on November 20, 2018. The Addendum is as follows:

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

Powered by NetSweeper, Impero Web:check is a leading provider of Intelligent Web Filtering and Student Safeguarding Solutions with comprehensive alerting and reporting tools to identify at-risk students. Our CIPA Compliant platform ensures students are protected from harmful and inappropriate content on and off network.

Advanced Filtering Ecosystem - Key Features:

- Core Network Filtering. Including Selective SSL Decryption, Logging and Reporting, Scalability for High Throughput and Complex Networks
- End Point Device Protection. On/Off Network Filtering for Windows, MAC, Chrome, iOS and Android
- Student Monitoring. Control tools that provide Alerting, Notifications and Reporting on potential At-risk Students
- Teacher Permissions. Including temporary Override, Social Media Controls and Safe Search Enforcement functionality

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

Tiers	Deployment Type	License	Org Type	Term	User/Device	Billing Cyc	ESUCC Price
1 - 5,000	Impero Web:Check Cloud	Network Filtering	Academic	1 Yr	User	Year	\$4.20
1 - 5,000	Impero Web:Check On-Site Deployment	Network Filtering	Academic	1 Yr	User	Year	\$2.80
5,000+	Impero Web:Check Cloud	Network Filtering	Academic	1 Yr	User	Year	\$3.70
5,000+	Impero Web:Check On-Site Deployment	Network Filtering	Academic	1 Yr	User	Year	\$2.45
1 - 5,000	Impero Web:Check Cloud	Client Filter	Academic	1 Yr	Device	Year	\$2.80
1 - 5,000	Impero Web:Check On-Site Deployment	Client Filter	Academic	1 Yr	Device	Year	\$2.10
5,000+	Impero Web:Check Cloud	Client Filter	Academic	1 Yr	Device	Year	\$2.45
5,000+	Impero Web:Check On-Site Deployment	Client Filter	Academic	1 Yr	Device	Year	\$1.85

All other terms and conditions of the 2018-2021 Special Buy Agreement shall remain in full force and effect.

COOPERATIVE

Kraig Lofquist
Executive Director
Date Executed _____

CONTRACTOR

A Ball
Name: Alex Ball
Title: VP US Sales
Date Executed 04/30/2020

Table of Contents

a.2019_AEPA_MemberState_Contract_Sales_Fees_Apr4_2020.....	1
b.2019_AEPA_MemberStates_ReportSummary_Apr4_2020.....	3
c.2019_AEPA_MemberStates_Total_Sales_Apr4_2020.....	4
d.2019_AEPA_VendorPartner_Sales_Totals_Apr4_2020.....	5
e.2019_AEPA_MemberState_Ranking_Apr4_2020.....	6
f.2019_AEPA_VendorPartner_Ranking_Apr4_2020.....	7
g.2019_AEPA_MemberStatesSalesReport_Apr4_2020.....	8
h.2019_AEPA_MemberStates_SignedContracts_Apr4_2020.....	32
i.2019_AEPA_MemberStates_Contract_Reasons_Apr4_2020.....	35

AEPA 2019 Signed Contracts, Sales & Fees By Contracts <i>Report April 4, 2020 (2019 Report)</i>				
<ul style="list-style-type: none"> • 28 States Submitted Complete Sales Reports • 19 States Submitted Contract Reports 				
YR	Vendors	Contracts	State Sales	Admin Received
16	AstroTurf (formerly ProGrass LLC) (Synthetic Turf) #016G	14	\$11,443,396.12	\$177,930.70
16	Daktronics Inc (Scoreboard & Marquee Signage) #016I	18	\$13,050,044.51	\$258,083.78
16	Dude Solutions Inc dba SchoolDude & Facility Dude (Facility Management Software) #016A	16	\$12,101,903.21	\$248,806.03
16	Field Turf USA Inc (Synthetic Turf) #016G	15	\$23,199,738.77	\$429,157.10
16	Field Turf USA Inc (Tracks & Courts) #016H	13	\$18,925,656.66	\$371,887.31
16	Hellas Construction Inc (Synthetic Turf) #016G	15	\$15,361,324.43	\$251,987.47
16	Hellas Construction Inc (Tracks & Courts) #016H	15	\$7,061,680.39	\$128,638.49
16	Mackin Educational Resources (Mobile Learning Solutions) #016C	17	\$2,032,455.49	\$85,397.34
16	Motz Group (Synthetic Turf) #016G	8	\$6,421,385.00	\$128,427.70
16	Shaw Sport Turf (Synthetic Turf) #016G	15	\$4,423,077.00	\$88,461.54
17	Konica Minolta (Digital Copiers) #017B	19	\$27,700,124.52	\$557,582.83
17	Kyocera Mita America, INC (Digital Copiers) #017B	19	\$6,613,465.53	\$136,236.11
17	Progressive Services INC (Roofing) #017F	11	\$5,074,794.81	\$101,353.33
17	Sports Surfaces Distributing (Hardwood & Synthetic Flooring) #017C	13	\$576,095.88	\$11,521.93
17	Techline Sports Lighting (Athletic Lighting) #017A	14	\$1,339,430.00	\$23,623.30
17	WTI-Weatherproofing Technologies Inc/Tremco (Roofing) #017F	18	\$79,078,798.39	\$1,601,822.79
18	Biofit Engineered Products (Furniture Supplies) #018D	18	\$342,326.18	\$7,246.83
18	CDWG (Technology Catalog) #018A	18	\$208,815,837.50	\$3,399,947.75
18	Facility Solutions Group (LED Lighting) #018B	17	\$283,297.47	\$5,666.20
18	MNJ Technologies Direct Inc (Technology Catalog) #018A	15	\$4,148,355.14	\$83,082.82
18	National Business Furniture (Furniture Supplies) #018D	18	\$1,173,901.95	\$22,530.11
18	School Specialty (Furniture Supplies) #018D	18	\$6,393,139.77	\$145,958.81
18	SICO (Furniture Supplies) #018D	18	\$3,438.20	\$68.76
18.5	Best Plumbing Specialties (Maintenance, Repair & Operations (MRO)) #018.5A	16	\$267,914.25	\$13,309.72
18.5	Kranos Corporation dba Schutt Sports (Athletic Equipment & Supplies) #018.5C	18	\$12,828.55	\$256.57
18.5	Midwest Technology Products (Career & Technical Education) #018.5B	19	\$505,718.50	\$10,429.40
18.5	Partac Peat Corporation (Athletic Equipment & Supplies) #018.5C	17	\$555,622.29	\$11,122.53

<u>YR</u>	<u>Vendors</u>	<u>Contracts</u>	<u>State Sales</u>	<u>Admin Received</u>
18.5	School Health Corporation (Athletic Equipment & Supplies) #018.5C	14	\$94,858.70	\$1,877.48
18.5	School Specialty, Inc. (Athletic Equipment & Supplies) #018.5C	16	\$678,995.18	\$14,572.81
19	BLICK Art Materials (School & Instructional Supply Catalog) #019E	17	\$781,138.73	\$15,766.77
19	Busch Systems International, Inc. (Custodial Supplies & Equipment) #019B	16	\$400.24	\$8.00
19	Hillyard, Inc. (Custodial Supplies & Equipment) #019B	15	\$27,582.58	\$551.69
19	Pitsco, Inc. (School & Instructional Supply Catalog) #019E	18	\$21,621.80	\$432.34
19	Quill Corporation (Office Supplies Catalog) #019C	15	\$29,288,253.13	\$731,704.90
19	Quill Corporation (School & Instructional Supply Catalog) #019E	15	\$7,850,883.70	\$173,260.06
19	School Specialty (School & Instructional Supply Catalog) #019E	16	\$24,653,296.75	\$518,630.73
19	State Industrial Products (Custodial Supplies & Equipment) #019B	15	\$574.41	\$11.49
19.5	Hussey Seating Company (Bleachers & Stadium Seating) #019.5A	11	\$0.00	\$0.00
19.5	Kompan, Inc (Playground & Recreational Equipment) #019.5B	14	\$0.00	\$0.00
19.5	Playcraft Systems, LLC (Playground & Recreational Equipment) #019.5B	13	\$0.00	\$0.00
19.5	Romtec, Inc (Playground & Recreational Equipment) #019.5B	13	\$0.00	\$0.00
			\$520,303,355.73	\$9,757,353.52

AEPA 2019 Member Signed Contracts, Sales & Admin Fees By State			
<i>Report April 4, 2020 (2019 Report)</i>			
Submitter ID	Reported Signed Contracts	2019 Member Sales	2019 Member Fees
	41 Contracts Offered		
California	33	\$106,289,630.76	\$1,681,545.93
Colorado	41	\$17,780,512.95	\$245,586.11
Connecticut	35	\$10,621,624.26	\$199,702.23
Florida	33	\$15,341,233.97	\$260,730.84
Georgia	0	\$575,233.99	\$11,504.66
Illinois	0	\$9,221,793.20	\$196,353.96
Indiana	0	\$10,393,299.26	\$233,478.03
Iowa	30	\$7,988,414.80	\$178,652.09
Kansas	41	\$27,477,276.18	\$511,058.93
Kentucky	41	\$13,871,716.81	\$266,537.49
Massachusetts	23	\$2,492,925.22	\$49,621.44
Michigan	40	\$4,034,621.40	\$79,538.96
Minnesota	0	\$10,933,949.03	\$219,312.42
Missouri	0	\$24,259,001.97	\$471,545.61
Montana	0	\$4,918,252.33	\$96,058.36
Nebraska	41	\$4,403,767.45	\$79,966.00
New Jersey	13	\$31,162,233.17	\$649,953.87
New Mexico	0	\$21,439,497.94	\$422,626.33
North Dakota	34	\$2,037,581.43	\$39,592.43
Ohio	41	\$39,021,685.25	\$748,819.50
Oregon	0	\$18,628,882.02	\$322,646.75
Pennsylvania	28	\$35,446,787.66	\$699,256.52
Texas	0	\$11,129,793.72	\$154,591.47
Virginia	0	\$16,512,058.26	\$297,327.71
Washington	17	\$50,522,457.00	\$962,708.00
West Virginia	40	\$11,585,834.46	\$456,345.93
Wisconsin	38	\$5,991,289.91	\$100,634.83
Wyoming	39	\$6,222,001.33	\$121,657.12
Total 2019		\$520,303,355.73	\$9,757,353.52

Total Sales By Member States					
<i>Report April 4, 2020 (2019 Report)</i>					
Total Sales by Member State					
State	2015	2016	2017	2018	2019
California	\$ 93,115,976.87	\$ 92,716,065.96	\$ 104,808,449.16	\$ 92,978,161.75	\$ 106,289,630.76
Colorado	\$ 12,382,486.60	\$ 14,001,373.80	\$ 18,397,641.22	\$ 13,068,755.23	\$ 17,780,512.95
Connecticut	\$ 5,761,671.03	\$ 7,157,803.78	\$ 5,275,876.43	\$ 10,538,299.59	\$ 10,621,624.26
Florida	\$ 5,353,185.80	\$ 5,657,122.48	\$ 7,278,259.08	\$ 5,717,762.45	\$ 15,341,233.97
Georgia	-	-	-	\$ -	\$ 575,233.99
Illinois	-	-	-	\$ -	\$ 9,221,793.20
Indiana	\$ 11,089,018.74	\$ 11,730,217.86	\$ 9,721,694.19	\$ 13,427,563.84	\$ 10,393,299.26
Iowa	\$ 11,962,920.86	\$ 10,890,416.99	\$ 9,806,685.97	\$ 8,633,850.76	\$ 7,988,414.80
Kansas	\$ 15,044,065.20	\$ 22,930,233.53	\$ 19,842,682.48	\$ 26,185,875.72	\$ 27,477,276.18
Kentucky	\$ 11,965,817.25	\$ 11,532,075.29	\$ 12,482,887.00	\$ 14,814,688.14	\$ 13,871,716.81
Massachusetts	\$ 1,323,800.33	\$ 1,403,851.44	\$ 2,466,295.83	\$ 2,474,659.46	\$ 2,492,925.22
Michigan	\$ 6,682,146.54	\$ 4,644,951.63	\$ 3,231,646.83	\$ 2,012,928.45	\$ 4,034,621.40
Minnesota	\$ 16,336,553.36	\$ 19,470,332.41	\$ 16,349,919.76	\$ 12,909,095.64	\$ 10,933,949.03
Missouri	\$ 30,300,462.12	\$ 27,014,494.79	\$ 26,259,272.52	\$ 20,697,214.39	\$ 24,259,001.97
Montana	\$ 3,416,705.26	\$ 3,646,373.92	\$ 5,221,567.78	\$ 4,787,261.40	\$ 4,918,252.33
Nebraska	\$ 5,251,199.72	\$ 4,475,183.62	\$ 2,788,912.01	\$ 2,871,349.94	\$ 4,403,767.45
New Jersey	\$ 2,559,429.50	\$ 4,350,330.32	\$ 11,971,299.65	\$ 13,938,884.13	\$ 31,162,233.17
New Mexico	\$ 32,888,945.11	\$ 17,596,065.85	\$ 19,935,181.62	\$ 15,704,113.41	\$ 21,439,497.94
North Dakota	\$ 2,831,383.65	\$ 2,215,507.61	\$ 1,750,092.16	\$ 2,891,632.01	\$ 2,037,581.43
Ohio	\$ 38,030,670.96	\$ 32,805,335.75	\$ 37,792,648.44	\$ 37,661,518.48	\$ 39,021,685.25
Oregon	\$ 19,929,425.38	\$ 21,324,860.91	\$ 18,231,114.67	\$ 15,419,825.72	\$ 18,628,882.02
Pennsylvania	\$ 46,412,718.52	\$ 55,146,824.07	\$ 46,537,462.04	\$ 45,734,863.65	\$ 35,446,787.66
Texas	\$ 6,605,838.34	\$ 7,000,460.51	\$ 9,146,324.42	\$ 10,738,730.12	\$ 11,129,793.72
Virginia	\$ 15,542,463.60	\$ 22,101,833.53	\$ 20,568,159.32	\$ 16,765,957.35	\$ 16,512,058.26
Washington	\$ 47,085,551.00	\$ 44,806,490.00	\$ 47,876,810.50	\$ 51,136,583.34	\$ 50,522,457.00
West Virginia	\$ 13,914,478.38	\$ 18,773,958.92	\$ 7,535,407.80	\$ 10,911,881.48	\$ 11,585,834.46
Wisconsin	\$ 5,280,940.76	\$ 5,151,316.91	\$ 2,100,768.77	\$ 4,638,227.89	\$ 5,991,289.91
Wyoming	\$ 2,384,328.00	\$ 3,394,188.69	\$ 2,643,537.23	\$ 4,573,849.66	\$ 6,222,001.33
Totals	\$ 463,452,182.88	\$ 471,937,670.57	\$ 470,020,596.88	\$ 461,233,534.00	\$ 520,303,355.73

Total Sales By Vendor Partner					
<i>Report April 4, 2020 (2019 Report)</i>					
Total Sales by Vendor Partner					
Vendor Partner	2015 Total Sales	2016 Total Sales	2017 Total Sales	2018 Total Sales	2019 Total Sales
AstroTurf (formerly ProGrass LLC)	\$ 3,722,650	\$ 4,005,338	\$ 2,687,668	\$ 1,305,000	\$ 11,443,396
Best Plumbing Specialties	n/a	n/a	n/a	\$ 79,688	\$ 267,914
Biofit Engineered Products	n/a	n/a	n/a	\$ 226,244	\$ 342,326
Blick Art	n/a	n/a	n/a	n/a	\$ 781,139
Busch Systems	n/a	n/a	n/a	n/a	\$ 400
CDW-G	\$ 210,055,546	\$ 215,767,906	\$ 205,050,395	\$ 182,400,004	\$ 208,815,838
CCS Presentation	\$-	n/a	n/a	n/a	n/a
CEIA	\$ 18,906	\$-	\$ -	\$ -	n/a
Creative Information Technologies (CITI)	\$-	\$ 12,629	\$ -	\$ -	n/a
Daktronics	\$ 7,290,953	\$ 8,344,364	\$ 10,352,360	\$ 12,277,880	\$ 13,050,045
Facility Solutions Group	n/a	n/a	n/a	\$ 31,485	\$ 283,297
Field Turf (Combined)	\$ 34,031,052	\$ 50,730,707	\$ 43,718,847	\$ 34,990,888	\$ 42,125,395
Field Turf-Track	\$ 10,697,633	\$ 16,626,745	\$ 12,659,532	\$ 7,413,630	\$ 18,925,657
Field Turf-Turf	\$ 23,333,419	\$ 34,103,962	\$ 31,059,314	\$ 27,577,258	\$ 23,199,739
Hellas Construction (Combined)	n/a	\$ 2,740,486	\$ 2,150,028	\$ 20,889,347	\$ 22,423,005
Hellas-Track		\$ 1,677,753	\$ 586,587	\$ 821,503	\$ 7,061,680
Hellas-Turf		\$ 1,062,733	\$ 1,563,441	\$ 20,067,844	\$ 15,361,324
Hillyard	-	-	-	-	\$ 27,583
Hussey Seating	n/a	n/a	n/a	n/a	\$ -
i3-Identificatioin International Inc	\$-	\$-	\$ -	n/a	n/a
Independent Stationers	\$ 23,469	\$ 145,660	\$ 106,876	\$ 11,052	n/a
Interior Systems	\$ 218,206	\$ 47,632	\$ 61,205	\$ -	n/a
Kompan	n/a	n/a	n/a	n/a	\$ -
Konica Minolta	\$ 34,444,803	\$ 36,777,085	\$ 35,111,582	\$ 30,340,500	\$ 27,700,125
Kranos Corp dba Schutt Sports	n/a	n/a	n/a	\$ 957	\$ 12,829
Kyocera Mita	\$ 2,188,063	\$ 812,662	\$ 1,661,028	\$ 1,918,594	\$ 6,613,466
Mackin	\$ 588,953	\$ 151,211	\$ 263,046	\$ 1,021,239	\$ 2,032,455
Midwest Technology Products	\$ 111,890	\$ 122,563	\$ 347,228	\$ 416,381	\$ 505,719
MNJ Technologies	\$ 9,379,136	\$ 6,904,649	\$ 5,155,901	\$ 4,297,615	\$ 4,148,355
Motz Group	n/a	\$ 1,048,260	\$ 3,312,037	\$ 7,382,261	\$ 6,421,385
National Business Furniture	n/a	n/a	n/a	\$ 538,235	\$ 1,173,902
Nilfisk	\$ 35,204	\$ 20,579	\$ 8,804	\$ 4,063	n/a
Partac Peat Corporation	n/a	n/a	n/a	\$ 309,226	\$ 555,622
Peripole	\$ 2,541	n/a	n/a	n/a	n/a
Pitsco	n/a	n/a	n/a	n/a	\$ 21,622
Playcraft Systems	n/a	n/a	n/a	n/a	\$ -
Progressive Roofing	\$ 6,596,257	\$ 5,992,332	\$ 9,452,510	\$ 10,091,627	\$ 5,074,795
Quill (Combined)	\$ 30,400,963	\$ 29,122,075	\$ 29,910,894	\$ 34,242,095	\$ 37,139,137
Quill-Kitchen Supplies	\$ 3,850	\$ 105,750	\$ -	n/a	n/a
Quill-Instructional	\$ 15,035,483	\$ 10,036,796	\$ 16,409,542	\$ 16,937,228	\$ 7,850,884
Quill-Office	\$ 15,361,630	\$ 18,979,528	\$ 13,489,526	\$ 17,278,154	\$ 29,288,253
Quill-Rest Room, Break Room & Safety	\$-	\$-	\$ 11,826	\$ 26,713	n/a
Romtec	n/a	n/a	n/a	n/a	\$ -
School Health Corporation	n/a	n/a	n/a	\$ 217,638	\$ 94,859
School Specialty (Combined)	\$ 27,282,020	\$ 27,458,958	\$ 27,265,888	\$ 27,593,783	\$ 31,725,432
School Specialty - Instructional	\$ 19,465,071	\$ 21,100,696	\$ 19,839,270	\$ 21,548,383	\$ 24,653,297
School Specialty Career Tech	\$ 497,154	\$ 1,601,817	\$ 49,834	\$ 4,566	n/a
School Specialty Sports	\$ 113,519	\$ 65,174	\$ 176,681	\$ 620,800	\$ 678,995
School Specialty - FFE	\$ 7,206,276	\$ 4,691,279	\$ 7,200,103	\$ 5,420,035	\$ 6,393,140
SchoolDude / Dude Solutions	\$ 6,959,658	\$ 9,837,893	\$ 14,656,467	\$ 11,210,164	\$ 12,101,903
Shaw Sport Turf	n/a	\$-	\$ 2,867,545	\$ 6,648,874	\$ 4,423,077
Sherwin-Williams	n/a	\$-	\$ -	n/a	n/a
SICO	n/a	n/a	n/a	\$ 197,948	\$ 3,438
Sivic Solutions	\$ 15,500,034	\$ 744,863	\$ -	n/a	n/a
Spectrum	\$-	n/a	n/a	n/a	n/a
Sports Supply Group	\$-	n/a	n/a	n/a	n/a
Sport Surfaces (Combined)	\$ 5,630,829	n/a	\$ 663,419	\$ 517,481	\$ 576,096
Sports Surfaces-Track	\$ 3,373,264	\$-	\$ -	n/a	n/a
Sports Surfaces-Flooring	\$ 2,257,565	\$-	\$ 663,419	\$ 517,481	\$ 576,096
Staples (Combined)	\$ 3,163,098	\$ 1,783,081	\$ 117,605	n/a	n/a
Staples-Office	\$ 2,305,554	\$ 1,073,576	\$ 94,604	n/a	n/a
Staples-Custodial	\$ 74,638	\$ 23,692	\$ 2,485	n/a	n/a
Staples FFE	\$ 1,299	\$-	n/a	n/a	n/a
Staples - Instructional	\$ 781,607	\$ 685,813	\$ 20,515	n/a	n/a
State Industrial Products	n/a	n/a	n/a	n/a	\$ 574
TeachingBooks.net	n/a	\$-	\$ 500	\$ -	n/a
Techline Lighting	\$-	\$ 1,178,948	\$ 795,118	\$ 2,125,597	\$ 1,339,430
TLC Library Corporation	n/a	\$-	\$ -	\$ -	n/a
Troxell	\$ 607,807	\$ 137,306	\$ 759,324	\$ 43,688	n/a
UBU	\$ 1,096,245	\$-	\$ 4,553,078	\$ 2,994,100	n/a
WTI/Tremco	\$ 64,103,900	\$ 68,050,484	\$ 68,991,243	\$ 66,909,880	\$ 79,078,798
Totals	\$ 463,452,183	\$ 471,937,671	\$ 470,020,597	\$ 461,233,534	\$ 520,303,356

Member State Rankings

Report April 4, 2020 (2019 Report)

Member State Rankings														
Rank	State	2015	Rank	State	2016	Rank	State	2017	Rank	State	2018	Rank	State	2019
1	California	\$ 93,115,977	1	California	\$ 92,716,066	1	California	\$ 104,808,449.16	1	California	\$92,978,161.75	1	California	\$ 106,289,630.76
2	Washington	\$ 47,085,551	2	Pennsylvania	\$ 55,146,824	2	Washington	\$ 47,876,810.50	2	Washington	\$51,136,583.34	2	Washington	\$ 50,522,457.00
3	Pennsylvania	\$ 46,412,719	3	Washington	\$ 44,806,490	3	Pennsylvania	\$ 46,537,462.04	3	Pennsylvania	\$45,734,863.65	3	Ohio	\$ 39,021,685.25
4	Ohio	\$ 38,030,671	4	Ohio	\$ 32,805,336	4	Ohio	\$ 37,792,648.44	4	Ohio	\$37,661,518.48	4	Pennsylvania	\$ 35,446,787.66
5	New Mexico	\$ 32,888,945	5	Missouri	\$ 27,014,495	5	Missouri	\$ 26,259,272.52	5	Kansas	\$26,185,875.72	5	New Jersey	\$ 31,162,233.17
6	Missouri	\$ 30,300,462	6	Kansas	\$ 22,930,234	6	Virginia	\$ 20,568,159.32	6	Missouri	\$20,697,214.39	6	Kansas	\$ 27,477,276.18
7	Oregon	\$ 19,929,425	7	Virginia	\$ 22,101,834	7	New Mexico	\$ 19,935,181.62	7	Virginia	\$16,765,957.35	7	Missouri	\$ 24,259,001.97
8	Minnesota	\$ 16,336,553	8	Oregon	\$ 21,324,861	8	Kansas	\$ 19,842,682.48	8	New Mexico	\$15,704,113.41	8	New Mexico	\$ 21,439,497.94
9	Virginia	\$ 15,542,464	9	Minnesota	\$ 19,470,332	9	Colorado	\$ 18,397,641.22	9	Oregon	\$15,419,825.72	9	Oregon	\$ 18,628,882.02
10	Kansas	\$ 15,044,065	10	West Virginia	\$ 18,773,959	10	Oregon	\$ 18,231,114.67	10	Kentucky	\$14,814,688.14	10	Colorado	\$ 17,780,512.95
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	11	Virginia	\$ 16,512,058.26
12	Colorado	\$ 12,382,487	12	Colorado	\$ 14,001,374	12	Kentucky	\$ 12,482,887.00	12	Indiana	\$13,427,563.84	12	Florida	\$ 15,341,233.97
13	Kentucky	\$ 11,965,817	13	Indiana	\$ 11,730,218	13	New Jersey	\$ 11,971,299.65	13	Colorado	\$13,068,755.23	13	Kentucky	\$ 13,871,716.81
14	Iowa	\$ 11,962,921	14	Kentucky	\$ 11,532,075	14	Iowa	\$ 9,806,685.97	14	Minnesota	\$12,909,095.64	14	West Virginia	\$ 11,585,834.46
15	Indiana	\$ 11,089,019	15	Iowa	\$ 10,890,417	15	Indiana	\$ 9,721,694.19	15	West Virginia	\$10,911,881.48	15	Texas	\$ 11,129,793.72
16	Michigan	\$ 6,682,147	16	Connecticut	\$ 7,157,804	16	Texas	\$ 9,146,324.42	16	Texas	\$10,738,730.12	16	Minnesota	\$ 10,933,949.03
17	Texas	\$ 6,605,838	17	Texas	\$ 7,000,461	17	West Virginia	\$ 7,535,407.80	17	Connecticut	\$10,538,299.59	17	Connecticut	\$ 10,621,624.26
18	Connecticut	\$ 5,761,671	18	Florida	\$ 5,657,122	18	Florida	\$ 7,278,259.08	18	Iowa	\$8,633,850.76	18	Indiana	\$ 10,393,299.26
19	Florida	\$ 5,353,186	19	Wisconsin	\$ 5,151,317	19	Connecticut	\$ 5,275,876.43	19	Florida	\$5,717,762.45	19	Illinois	\$ 9,221,793.20
20	Wisconsin	\$ 5,280,941	20	Michigan	\$ 4,644,952	20	Montana	\$ 5,221,567.78	20	Montana	\$4,787,261.40	20	Iowa	\$ 7,988,414.80
21	Nebraska	\$ 5,251,200	21	Nebraska	\$ 4,475,184	21	Michigan	\$ 3,231,646.83	21	Wisconsin	\$4,638,227.89	21	Wyoming	\$ 6,222,001.33
22	Montana	\$ 3,416,705	22	New Jersey	\$ 4,350,330	22	Nebraska	\$ 2,788,912.01	22	Wyoming	\$4,573,849.66	22	Wisconsin	\$ 5,991,289.91
23	North Dakota	\$ 2,831,384	23	Montana	\$ 3,646,374	23	Wyoming	\$ 2,643,537.23	23	North Dakota	\$2,891,632.01	23	Montana	\$ 4,918,252.33
24	New Jersey	\$ 2,559,430	24	Wyoming	\$ 3,394,189	24	Massachusetts	\$ 2,466,295.83	24	Nebraska	\$2,871,349.94	24	Nebraska	\$ 4,403,767.45
25	Wyoming	\$ 2,384,328	25	North Dakota	\$ 2,215,508	25	Wisconsin	\$ 2,100,768.77	25	Massachusetts	\$2,474,659.46	25	Michigan	\$ 4,034,621.40
26	Massachusetts	\$ 1,323,800	26	Massachusetts	\$ 1,403,851	26	North Dakota	\$ 1,750,092.16	26	Michigan	\$2,012,928.45	26	Massachusetts	\$ 2,492,925.22
27									27	Illinois	\$0.00	27	North Dakota	\$ 2,037,581.43
												28	Georgia	\$ 575,233.99
		\$ 463,452,183			\$ 471,937,671			\$ 470,020,597			\$ 461,233,534			\$ 520,303,356

Vendor Partner Rankings
Report April 4, 2020 (2019 Report)

Vendor Partner Rankings

Rank	Vendor Partner	2015	Rank	Vendor Partner	2016	Rank	Vendor Partner	2017	Rank	Vendor Partner	2018	Rank	Vendor Partner	2019
1	CDWG	\$ 210,055,546	1	CDWG	\$ 215,767,906	1	CDWG	\$205,050,394.55	1	CDW-G	\$ 182,400,004	1	CDW-G	\$ 208,815,838
2	WTI/Tremco	\$ 64,103,900	2	WTI/Tremco	\$ 68,050,484	2	WTI-Weatherproofing	\$ 68,991,243.33	2	WTI/Tremco	\$ 66,909,880	2	WTI/Tremco	\$ 79,078,798
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	3	Field Turf (Combined)	\$ 42,125,395
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	4	Quill (Combined)	\$ 37,139,137
5	Quill (Combined)	\$ 30,400,963	5	Quill (Combined)	\$ 29,122,074	5	Quill	\$ 29,910,894.45	5	Konica Minolta	\$ 30,340,500	5	School Specialty (Combined)	\$ 31,725,432
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	6	Konica Minolta	\$ 27,700,125
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	7	Hellas Construction (Combined)	\$ 22,423,005
8	MNJ Technologies	\$ 9,379,136	8	Daktronics	\$ 8,344,364	8	Daktronics Inc	\$ 10,352,359.69	8	Daktronics	\$ 12,277,880	8	Daktronics	\$ 13,050,045
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	9	SchoolDude / Dude Solutions	\$ 12,101,903
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	10	AstroTurf (formerly ProGrass LLC)	\$ 11,443,396
11	Progressive Roofing	\$ 6,596,257	11	ProGrass	\$ 4,005,338	11	UBU Sports	\$ 4,553,077.88	11	Motz Group	\$ 7,382,261	11	Kyocera Mita	\$ 6,613,466
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	12	Motz Group	\$ 6,421,385
13	ProGrass	\$ 3,722,650	13	Staples	\$ 1,783,082	13	Shaw Sport Turf	\$ 2,867,544.84	13	MNJ Technologies	\$ 4,297,615	13	Progressive Roofing	\$ 5,074,795
14	Staples	\$ 3,163,098	14	Techline	\$ 1,178,948	14	ProGrass LLC	\$ 2,687,668.35	14	UBU	\$ 2,994,100	14	Shaw Sport Turf	\$ 4,423,077
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	15	MNJ Technologies	\$ 4,148,355
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	16	Mackin	\$ 2,032,455
17	Troxel	\$ 607,807	17	Sivic	\$ 744,863	17	Techline Sports Lighting	\$ 795,118.00	17	AstroTurf (formerly ProGrass LLC)	\$ 1,305,000	17	Techline Lighting	\$ 1,339,430
18	Mackin	\$ 588,953	18	Mackin	\$ 151,211	18	Troxel Communications	\$ 759,324.24	18	Mackin	\$ 1,021,239	18	National Business Furniture	\$ 1,173,902
19	Interior Systems	\$ 218,206	19	Independent Stationers	\$ 145,660	19	Sports Surfaces Distributing	\$ 663,419.12	19	National Business Furniture	\$ 538,235	19	Blick Art	\$ 781,199
20	Midwest Technology	\$ 111,890	20	Troxel	\$ 137,306	20	Midwest Technology Products	\$ 347,228.11	20	Sport Surfaces (Combined)	\$ 517,481	20	Sport Surfaces (Combined)	\$ 576,096
21	Nilfisk	\$ 35,204	21	Midwest Technology	\$ 122,563	21	Mackin Educational Resources	\$ 263,046.47	21	Midwest Technology Products	\$ 416,381	21	Partac Peat Corporation	\$ 555,622
22	Independent Stationers	\$ 23,469	22	Interior Systems	\$ 47,632	22	Staples	\$ 117,604.88	22	Pratac Peat Corporation	\$ 309,226	22	Midwest Technology Products	\$ 505,719
23	CEIA	\$ 18,906	23	Nilfisk	\$ 20,579	23	Independent Stationers dba Epic	\$ 106,876.01	23	Biofit Engineered Products	\$ 226,244	23	Biofit Engineered Products	\$ 342,326
24	Peripole	\$ 2,541	24	Creative Information Technologies	\$ 12,629	24	Interior Systems Inc	\$ 61,204.56	24	School Health Corporation	\$ 217,638	24	Facility Solutions Group	\$ 283,297
25	Creative Information Technologies	\$ -	25	CEIA	\$ -	25	Nilfisk-Advance, Inc	\$ 8,804.33	25	SICO	\$ 197,948	25	Best Plumbing Specialties	\$ 267,914
26	i3-Identification International Inc	\$ -	26	i3-Identification International Inc	\$ -	26	TeachingBooks.net	\$ 500.00	26	Best Plumbing Specialties	\$ 79,688	26	School Health Corporation	\$ 94,859
27	Techline	\$ -	27	Sports Surfaces	\$ -	27	CEIA	\$ -	27	Troxel	\$ 43,688	27	Hillyard	\$ 27,583
			28	Peripole	\$ -	28	Creative Information	\$ -	28	Facility Solutions Group	\$ 31,485	28	Pitsco	\$ 21,622
			29	UBU	\$ -	29	Identification International, Inc	\$ -	29	Independent Stationers	\$ 11,052	29	Kranos Corp dba Schutt Sports	\$ 12,829
						30	Sherwin-Williams Company	\$ -	30	Nilfisk	\$ 4,063	30	SICO	\$ 3,438
						31	Sivic Solutions Group	\$ -	31	Kranos Corp dba Schutt Sports	\$ 957	31	State Industrial Products	\$ 574
						32	TLC Library Corporation	\$ -	32	CEIA	\$ -	32	Busch Systems	\$ 400
									33	Creative Information Technologies	\$ -	33	Hussey Seating	\$ -
									34	Interior Systems	\$ -	34	Kompan	\$ -
									35	TeachingBooks.net	\$ -	35	Playcraft Systems	\$ -
									36	TLC Library Corporation	\$ -	36	Romtec	\$ -
		\$ 463,452,183			\$ 471,937,670			\$ 470,020,597			\$ 461,233,534			\$ 520,303,356

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016I Signage</u>	<u>Bid #016I Signage</u>	<u>Bid #016A Facility Mgt Software</u>	<u>Bid #016A Facility Mgt Software</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>
Response Status	Billing State:	AstroTurf (formerly ProGrass LLC), Sales	AstroTurf (formerly ProGrass LLC), Fees Rcvd	Daktronics, Sales	Daktronics, Fees Rcvd	Dude Solutions dba SchoolDude & Facility Dude, Sales	Dude Solutionsdba SchoolDude & Facility Dude, Fees Rcvd	Field Turf (Synthetic Turf), Sales	Field Turf (Synthetic Turf), Fees Rcvd
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	\$0.00	\$0.00	\$589,855.95	\$11,797.12	\$3,750,200.49	\$75,004.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	\$0.00	\$0.00	\$923,941.00	\$14,231.74	\$590,674.58	\$21,555.08	\$0.00	\$0.00
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	\$0.00	\$0.00	\$0.00	\$0.00	\$231,156.29	\$4,623.12	\$1,043,570.98	\$20,871.42
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	\$5,268,892.49	\$59,970.43	\$150,105.00	\$3,001.70	\$84,729.96	\$1,694.60	\$0.00	\$0.00
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	\$0.00	\$0.00	\$706,777.00	\$15,919.03	\$387,843.40	\$8,532.56	\$0.00	\$0.00
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	\$0.00	\$0.00	\$119,216.00	\$2,384.32	\$375,094.25	\$7,499.88	\$0.00	\$0.00
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	\$348,390.00	\$6,967.80	\$60,072.00	\$1,201.44	\$287,096.27	\$5,741.92	\$0.00	\$0.00
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	\$0.00	\$0.00	\$637,291.00	\$12,745.82	\$246,337.15	\$4,926.74	\$0.00	\$0.00
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$7,374.99	\$147.50	\$0.00	\$0.00
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	\$0.00	\$0.00	\$65,677.00	\$1,313.54	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	\$0.00	\$0.00	\$1,218,371.00	\$24,367.42	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	\$722,733.50	\$14,454.67	\$100,851.00	\$2,017.02	\$656,022.05	\$13,120.04	\$0.00	\$0.00
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	\$0.00	\$0.00	\$93,957.00	\$1,879.14	\$8,854.53	\$177.09	\$0.00	\$0.00
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	\$0.00	\$0.00	\$413,511.00	\$8,270.22	\$137,405.63	\$2,748.11	\$0.00	\$0.00
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	\$0.00	\$0.00	\$126,246.00	\$2,524.92	\$0.00	\$0.00	\$3,036,369.42	\$64,556.99
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	\$0.00	\$0.00	\$931,039.35	\$18,255.67	\$342,604.50	\$6,827.22	\$282,697.80	\$5,543.10

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016I Signage</u>	<u>Bid #016I Signage</u>	<u>Bid #016A Facility Mgt Software</u>	<u>Bid #016A Facility Mgt Software</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>
Response Status	Billing State:	AstroTurf (formerly ProGrass LLC), Sales	AstroTurf (formerly ProGrass LLC), Fees Rcvd	Daktronics, Sales	Daktronics, Fees Rcvd	Dude Solutions dba SchoolDude & Facility Dude, Sales	Dude Solutionsdba SchoolDude & Facility Dude, Fees Rcvd	Field Turf (Synthetic Turf), Sales	Field Turf (Synthetic Turf), Fees Rcvd
2019 Sales & Fees-Submitted	North Dakota	\$0.00	\$0.00	\$148,735.00	\$2,974.70	\$17,359.71	\$347.19	\$0.00	\$0.00
North Dakota 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Ohio	\$0.00	\$0.00	\$1,286,120.00	\$25,722.40	\$705,679.28	\$14,093.59	\$740,317.02	\$14,806.34
Ohio 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Oregon	\$552,980.00	\$5,529.80	\$606,564.00	\$12,131.28	\$319,688.70	\$6,393.78	\$4,891,688.94	\$59,277.58
Oregon 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Pennsylvania	\$0.00	\$0.00	\$2,510,435.21	\$50,208.70	\$1,499,008.74	\$26,277.95	\$0.00	\$0.00
Pennsylvania 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Texas	\$0.00	\$0.00	\$8,772.00	\$87.72	\$0.00	\$0.00	\$0.00	\$0.00
Texas 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Virginia	\$0.00	\$0.00	\$173,871.00	\$3,477.42	\$964,263.87	\$19,285.28	\$1,084,005.66	\$21,680.11
Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Washington	\$0.00	\$0.00	\$1,905,889.00	\$38,118.00	\$1,209,240.00	\$24,185.00	\$8,288,511.00	\$165,770.00
Washington 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	West Virginia	\$4,550,400.13	\$91,008.00	\$46,304.00	\$926.08	\$0.00	\$0.00	\$386,200.00	\$7,724.00
West Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wisconsin	\$0.00	\$0.00	\$8,043.00	\$160.36	\$201,081.00	\$4,021.62	\$0.00	\$0.00
Wisconsin 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wyoming	\$0.00	\$0.00	\$218,401.00	\$4,368.02	\$80,187.82	\$1,603.76	\$3,446,377.95	\$68,927.56
Wyoming 2019 Total Sales & Fees	Wyoming								

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #016G Synthetic Tu</u>	<u>Bid #016G Synthetic Tu</u>	<u>Bid #016I Signage</u>	<u>Bid #016I Signage</u>	<u>Bid #016A Facility Mgt</u>	<u>Bid #016A Facility Mgt</u>	<u>Bid #016G Synthetic Tu</u>	<u>Bid #016G Synthetic Tu</u>
Response Status	Billing State:	AstroTurf (formerly ProGrass LLC), Sales	AstroTurf (formerly ProGrass LLC), Fees Rcvd	Daktronics, Sales	Daktronics, Fees Rcvd	Dude Solutions dba SchoolDude & Facility Dude, Sales	Dude Solutionsdba SchoolDude & Facility Dude, Fees Rcvd	Field Turf (Synthetic Turf), Sales	Field Turf (Synthetic Turf), Fees Rcvd
Total 2019 Sales		\$11,443,396.12		\$13,050,044.51		\$12,101,903.21		\$23,199,738.77	
Total 2019 Admin Fees			\$177,930.70		\$258,083.78		\$248,806.03		\$429,157.10
Totals By Bids		\$114,020,661.58							
Total 2019 Sales		\$2,168,777.46							
Total 2019 Admin Fees									

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #016H Tracks & Courts</u>	<u>Bid #016H Tracks & Courts</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016H Tracks & Courts</u>	<u>Bid #016H Tracks & Courts</u>	<u>Bid #016C Mobile Learning Solutions</u>	<u>Bid #016C Mobile Learning Solutions</u>
Response Status	Billing State:	Field Turf (Tracks & Courts), Sales	Field Turf (Tracks & Courts), Fees Rcvd	Hellas (Synthetic Turf), Sales	Hellas (Synthetic Turf), Fees Rcvd	Hellas (Tracks & Courts), Sales	Hellas (Tracks & Courts), Fees Rcvd	Mackin, Sales	Mackin, Fees Rcvd
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$109,775.33	\$2,195.50
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	\$1,688,895.99	\$33,777.92	\$0.00	\$0.00	\$0.00	\$0.00	\$1,937.97	\$38.76
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	\$1,388,420.69	\$27,768.41	\$0.00	\$0.00	\$0.00	\$0.00	\$15,215.31	\$304.31
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	\$0.00	\$0.00	\$14,181.25	\$283.63	\$0.00	\$0.00	\$21,532.92	\$415.78
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$126,685.49	\$43,316.94
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$42,410.37	\$933.03
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$339,172.60	\$10,056.62
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	\$1,214,860.42	\$24,297.21	\$1,817,594.00	\$32,115.08	\$2,259,664.36	\$35,855.98	\$62,873.10	\$1,257.47
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,252.66	\$105.05
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$13,319.83	\$266.41
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$261,475.27	\$5,229.51
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$103,463.48	\$2,069.28
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$88,080.58	\$1,761.61
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	\$2,067,242.00	\$41,344.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$56,505.30	\$1,130.11
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	\$2,846,172.53	\$59,208.94	\$1,818,822.52	\$36,376.45	\$335,590.00	\$6,711.80	\$1,215.50	\$24.31
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	\$0.00	\$0.00	\$3,586,444.69	\$70,325.97	\$0.00	\$0.00	\$0.00	\$0.00

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #016H Tracks & Courts</u>	<u>Bid #016H Tracks & Courts</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016H Tracks & Courts</u>	<u>Bid #016H Tracks & Courts</u>	<u>Bid #016C Mobile Learning Solutions</u>	<u>Bid #016C Mobile Learning Solutions</u>
Response Status	Billing State:	Field Turf (Tracks & Courts), Sales	Field Turf (Tracks & Courts), Fees Rcvd	Hellas (Synthetic Turf), Sales	Hellas (Synthetic Turf), Fees Rcvd	Hellas (Tracks & Courts), Sales	Hellas (Tracks & Courts), Fees Rcvd	Mackin, Sales	Mackin, Fees Rcvd
2019 Sales & Fees-Submitted	North Dakota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$11,819.64	\$236.39
North Dakota 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Ohio	\$1,114,211.00	\$22,284.22	\$1,528,026.50	\$30,560.53	\$141,929.50	\$2,838.59	\$74,870.26	\$1,497.41
Ohio 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Oregon	\$4,928,649.03	\$98,572.98	\$1,636,325.47	\$32,726.51	\$986,998.53	\$19,739.97	\$311,706.55	\$6,234.14
Oregon 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Pennsylvania	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$30,385.04	\$1,229.36
Pennsylvania 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Texas	\$0.00	\$0.00	\$4,959,930.00	\$49,599.30	\$325,815.00	\$3,258.15	\$52,345.55	\$1,046.91
Texas 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Virginia	\$445,554.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$11,382.60	\$227.65
Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Washington	\$2,890,161.00	\$57,803.00	\$0.00	\$0.00	\$2,975,133.00	\$59,503.00	\$259,391.00	\$5,188.00
Washington 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	West Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
West Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wisconsin	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Wisconsin 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wyoming	\$341,489.50	\$6,829.79	\$0.00	\$0.00	\$36,550.00	\$731.00	\$31,639.14	\$632.79
Wyoming 2019 Total Sales & Fees	Wyoming								

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #016H Tracks & Co</u>	<u>Bid #016H Tracks & Co</u>	<u>Bid #016G Synthetic Tu</u>	<u>Bid #016G Synthetic Tu</u>	<u>Bid #016H Tracks & Co</u>	<u>Bid #016H Tracks & Co</u>	<u>Bid #016C Mobile Learn</u>	<u>Bid #016C Mobile Learn</u>
Response Status	Billing State:	Field Turf (Tracks & Courts), Sales	Field Turf (Tracks & Courts), Fees Rcvd	Hellas (Synthetic Turf), Sales	Hellas (Synthetic Turf), Fees Rcvd	Hellas (Tracks & Courts), Sales	Hellas (Tracks & Courts), Fees Rcvd	Mackin, Sales	Mackin, Fees Rcvd
Total 2019 Sales		\$18,925,656.66		\$15,361,324.43		\$7,061,680.39		\$2,032,455.49	
Total 2019 Admin Fees			\$371,887.31		\$251,987.47		\$128,638.49		\$85,397.34
Totals By Bids									
Total 2019 Sales									
Total 2019 Admin Fees									

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #017B Digital Copiers</u>	<u>Bid #017B Digital Copiers</u>	<u>Bid #017B Digital Copiers</u>	<u>Bid #017B Digital Copiers</u>
Response Status	Billing State:	Motz Group (Synthetic Turf), Sales	Motz Group (Synthetic Turf), Fees Rcvd	Shaw Sport Turf (Synthetic Turf), Sales	Shaw Sport Turf (Synthetic Turf), Fees Rcvd	Konica Minolta, Sales	Konica Minolta, Fees Rcvd	Kyocera Mita, Sales	Kyocera Mita, Fees Rcvd
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	\$0.00	\$0.00	\$0.00	\$0.00	\$2,786,124.83	\$55,711.64	\$327,361.63	\$6,547.23
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	\$0.00	\$0.00	\$0.00	\$0.00	\$487,325.67	\$8,400.98	\$0.00	\$0.00
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	\$0.00	\$0.00	\$0.00	\$0.00	\$2,121,272.54	\$42,425.46	\$28,775.00	\$575.50
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	\$0.00	\$0.00	\$0.00	\$0.00	\$125,435.98	\$2,508.71	\$24,959.00	\$499.18
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	\$0.00	\$0.00	\$0.00	\$0.00	\$111,936.69	\$2,238.73	\$3,388.25	\$67.76
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	\$0.00	\$0.00	\$0.00	\$0.00	\$482,302.77	\$9,646.06	\$276,971.56	\$5,539.37
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	\$991,750.00	\$19,835.00	\$0.00	\$0.00	\$816,282.44	\$18,346.95	\$139,300.00	\$2,786.00
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	\$0.00	\$0.00	\$0.00	\$0.00	\$78,256.97	\$1,556.14	\$328,893.06	\$6,577.86
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	\$0.00	\$0.00	\$1,719,059.00	\$34,381.18	\$2,031,454.23	\$40,629.09	\$68,684.00	\$1,373.68
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	\$519,367.00	\$10,387.34	\$0.00	\$0.00	\$2,546,900.93	\$50,938.02	\$973,692.14	\$19,473.84
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$2,036,749.95	\$40,735.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	\$0.00	\$0.00	\$0.00	\$0.00	\$662,335.66	\$13,246.70	\$659,883.24	\$13,197.67
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	\$0.00	\$0.00	\$0.00	\$0.00	\$802,660.94	\$16,053.20	\$450,908.74	\$9,824.02
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	\$0.00	\$0.00	\$0.00	\$0.00	\$1,820,213.15	\$36,404.27	\$125,361.00	\$2,507.22
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	\$0.00	\$0.00	\$0.00	\$0.00	\$697,202.40	\$13,944.05	\$0.00	\$0.00
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	\$0.00	\$0.00	\$0.00	\$0.00	\$125,816.49	\$2,516.33	\$2,546.00	\$0.00
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	\$0.00	\$0.00	\$1,918,152.00	\$38,363.04	\$724,009.46	\$14,486.19	\$13,674.71	\$273.49
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	\$0.00	\$0.00	\$0.00	\$0.00	\$35,766.55	\$675.45	\$181,918.00	\$3,638.36

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #017B Digital Copiers</u>	<u>Bid #017B Digital Copiers</u>	<u>Bid #017B Digital Copiers</u>	<u>Bid #017B Digital Copiers</u>
Response Status	Billing State:	Motz Group (Synthetic Turf), Sales	Motz Group (Synthetic Turf), Fees Rcvd	Shaw Sport Turf (Synthetic Turf), Sales	Shaw Sport Turf (Synthetic Turf), Fees Rcvd	Konica Minolta, Sales	Konica Minolta, Fees Rcvd	Kyocera Mita, Sales	Kyocera Mita, Fees Rcvd
2019 Sales & Fees-Submitted	North Dakota	\$0.00	\$0.00	\$0.00	\$0.00	\$22,941.44	\$458.83	\$151,513.83	\$3,030.28
North Dakota 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Ohio	\$4,910,268.00	\$98,205.36	\$0.00	\$0.00	\$2,037,996.13	\$40,759.93	\$1,629,878.71	\$32,597.57
Ohio 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Oregon	\$0.00	\$0.00	\$0.00	\$0.00	\$197,284.40	\$3,945.69	\$261,586.54	\$5,231.73
Oregon 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Pennsylvania	\$0.00	\$0.00	\$0.00	\$0.00	\$3,528,130.19	\$70,562.59	\$21,817.84	\$548.08
Pennsylvania 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Texas	\$0.00	\$0.00	\$0.00	\$0.00	\$778,501.47	\$15,570.02	\$23,689.28	\$473.79
Texas 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Virginia	\$0.00	\$0.00	\$785,866.00	\$15,717.32	\$812,935.72	\$16,258.71	\$50,572.00	\$1,011.44
Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Washington	\$0.00	\$0.00	\$0.00	\$0.00	\$829,167.00	\$16,582.00	\$685,289.00	\$16,806.00
Washington 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	West Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$110,904.00	\$5,177.76	\$0.00	\$0.00
West Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wisconsin	\$0.00	\$0.00	\$0.00	\$0.00	\$890,216.52	\$17,804.33	\$182,802.00	\$3,656.04
Wisconsin 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wyoming	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Wyoming 2019 Total Sales & Fees									

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #017B Digital Copiers</u>	<u>Bid #017B Digital Copiers</u>	<u>Bid #017B Digital Copiers</u>	<u>Bid #017B Digital Copiers</u>
Response Status	Billing State:	Motz Group (Synthetic Turf), Sales	Motz Group (Synthetic Turf), Fees Rcvd	Shaw Sport Turf (Synthetic Turf), Sales	Shaw Sport Turf (Synthetic Turf), Fees Rcvd	Konica Minolta, Sales	Konica Minolta, Fees Rcvd	Kyocera Mita, Sales	Kyocera Mita, Fees Rcvd

Total 2019 Sales		\$6,421,385.00		\$4,423,077.00		\$27,700,124.52		\$6,613,465.53	
Total 2019 Admin Fees			\$128,427.70		\$88,461.54		\$557,582.83		\$136,236.11
Totals By Bids						Bid #017			
Total 2019 Sales						\$120,382,709.13			
Total 2019 Admin Fees						\$2,432,140.29			

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #017F Roofing</u>	<u>Bid #017F Roofing</u>	<u>Bid #017C Hardwood</u>	<u>Bid #017C Hardwood</u>	<u>Bid #017A Athletic</u>	<u>Bid #017A Athletic</u>	<u>Bid #017F Roofing</u>	<u>Bid #017F Roofing</u>
Response Status	Billing State:	Progressive Services, Sales	Progressive Services, Fees Rcvd	Sports Surfaces (Hardwood & Synthetic Flooring), Sales	Sports Surfaces (Hardwood & Synthetic Flooring), Fees Rcvd	Techline Sports Lighting, Sales	Techline Sports Lighting, Fees Rcvd	WTI-Weatherproofing Technologies Inc/Tremco, Sales	WTI-Weatherproofing Technologies Inc/Tremco, Fees Rcvd
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$592,920.12	\$11,858.41
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$104,875.33	\$2,081.55
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,382,899.48	\$127,596.79
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$191,319.61	\$3,826.20
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	\$0.00	\$0.00	\$0.00	\$0.00	\$286,800.00	\$5,736.00	\$1,204,237.89	\$23,691.81
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,122,880.41	\$22,457.59
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	\$0.00	\$0.00	\$0.00	\$0.00	\$196,000.00	\$3,920.00	\$164,069.31	\$3,281.38
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,731,265.33	\$76,219.08
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$9,016,755.17	\$180,335.10
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	\$231,611.50	\$4,632.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450,665.58	\$9,013.31
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$20,226,871.55	\$425,125.56
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	\$364,315.98	\$7,143.45	\$0.00	\$0.00	\$0.00	\$0.00	\$22,096.34	\$433.26

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #017F Roofing</u>	<u>Bid #017F Roofing</u>	<u>Bid #017C Hardwood & Synthetic Flooring</u>	<u>Bid #017C Hardwood & Synthetic Flooring</u>	<u>Bid #017A Athletic Lighting</u>	<u>Bid #017A Athletic Lighting</u>	<u>Bid #017F Roofing</u>	<u>Bid #017F Roofing</u>
Response Status	Billing State:	Progressive Services, Sales	Progressive Services, Fees Rcvd	Sports Surfaces (Hardwood & Synthetic Flooring), Sales	Sports Surfaces (Hardwood & Synthetic Flooring), Fees Rcvd	Techline Sports Lighting, Sales	Techline Sports Lighting, Fees Rcvd	WTI-Weatherproofing Technologies Inc/Tremco, Sales	WTI-Weatherproofing Technologies Inc/Tremco, Fees Rcvd
2019 Sales & Fees-Submitted	North Dakota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
North Dakota 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Ohio	\$334,772.00	\$6,695.44	\$0.00	\$0.00	\$0.00	\$2.00	\$3,827,517.94	\$76,550.37
Ohio 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Oregon	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,147,500.08	\$42,950.01
Oregon 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Pennsylvania	\$0.00	\$0.00	\$576,095.88	\$11,521.93	\$0.00	\$0.00	\$21,671,607.55	\$431,975.92
Pennsylvania 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Texas	\$0.00	\$0.00	\$0.00	\$0.00	\$316,730.00	\$3,167.30	\$0.00	\$0.00
Texas 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Virginia	\$677,910.33	\$13,558.21	\$0.00	\$0.00	\$539,900.00	\$10,798.00	\$0.00	\$0.00
Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Washington	\$3,466,185.00	\$69,324.00	\$0.00	\$0.00	\$0.00	\$0.00	\$7,943,244.00	\$158,865.00
Washington 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	West Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
West Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wisconsin	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$278,072.70	\$5,561.45
Wisconsin 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wyoming	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Wyoming 2019 Total Sales & Fees									
Total 2019 Sales		\$5,074,794.81		\$576,095.88		\$1,339,430.00		\$79,078,798.39	
Total 2019 Admin Fees			\$101,353.33		\$11,521.93		\$23,623.30		\$1,601,822.79
Totals By Bids									
Total 2019 Sales									
Total 2019 Admin Fees									

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018A Technology</u>	<u>Bid #018A Technology</u>	<u>Bid #018B LED</u>	<u>Bid #018B LED</u>	<u>Bid #018A Technology</u>	<u>Bid #018A Technology</u>
Response Status	Billing State:	Biofit, Sales	Biofit, Fees Rcvd	CDWG, Sales	CDWG, Fees Rcvd	Lighting	Lighting	MNJ Technologies, Sales	MNJ Technologies, Fees Rcvd
						Facility Solutions Group, Sales	Facility Solutions Group, Fees Rcvd		
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	\$0.00	\$0.00	\$94,773,897.40	\$1,451,231.63	\$0.00	\$0.00	\$1,441,438.39	\$28,828.79
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	\$0.00	\$0.00	\$12,135,871.07	\$137,003.23	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	\$0.00	\$0.00	\$2,903,795.00	\$45,353.70	\$130,212.40	\$2,604.25	\$18,534.36	\$370.71
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	\$0.00	\$0.00	\$765,600.50	\$14,453.29	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	\$40,000.00	\$1,200.00	\$7,486,447.68	\$120,463.87	\$0.00	\$0.00	\$111,668.70	\$2,233.38
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	\$0.00	\$0.00	\$2,931,151.67	\$70,514.71	\$0.00	\$0.00	\$61,990.21	\$1,363.80
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	\$0.00	\$0.00	\$1,510,273.22	\$45,829.78	\$0.00	\$0.00	\$45,323.13	\$906.47
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	\$0.00	\$0.00	\$9,526,393.85	\$166,014.77	\$3,601.14	\$72.02	\$12,827.53	\$256.56
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	\$19,986.00	\$399.72	\$3,646,006.88	\$62,023.33	\$109,027.70	\$2,180.55	\$72,610.88	\$1,452.21
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	\$0.00	\$0.00	\$163,822.71	\$3,039.58	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	\$0.00	\$0.00	\$907,751.41	\$17,001.57	\$30,347.70	\$606.94	\$236,803.63	\$4,736.09
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	\$0.00	\$0.00	\$1,552,153.11	\$29,276.92	\$554.25	\$11.09	\$187,857.04	\$3,757.15
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	\$0.00	\$0.00	\$8,822,907.98	\$160,250.70	\$0.00	\$0.00	\$1,315.15	\$26.31
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	\$0.00	\$0.00	\$571,740.93	\$9,128.13	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	\$22,825.30	\$456.51	\$944,751.05	\$14,993.57	\$0.00	\$0.00	\$43,596.16	\$871.94
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	\$0.00	\$0.00	\$10,988,987.00	\$216,075.10	\$0.00	\$0.00	\$453,325.00	\$9,059.08

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018A Technology</u>	<u>Bid #018A Technology</u>	<u>Bid #018B LED</u>	<u>Bid #018B LED</u>	<u>Bid #018A Technology</u>	<u>Bid #018A Technology</u>
Response Status	Billing State:	Biofit, Sales	Biofit, Fees Rcvd	CDWG, Sales	CDWG, Fees Rcvd	Lighting	Lighting	MNJ Technologies, Sales	MNJ Technologies, Fees Rcvd
						Facility Solutions Group, Sales	Facility Solutions Group, Fees Rcvd		
2019 Sales & Fees-Submitted	North Dakota	\$0.00	\$0.00	\$431,415.81	\$7,469.16	\$1,052.88	\$21.06	\$48,977.14	\$979.56
North Dakota 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Ohio	\$39,599.40	\$791.99	\$9,314,446.94	\$154,675.04	\$0.00	\$0.00	\$963,256.81	\$19,265.16
Ohio 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Oregon	\$0.00	\$0.00	\$1,093,002.99	\$16,015.13	\$0.00	\$0.00	\$14,495.67	\$289.92
Oregon 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Pennsylvania	\$72,588.68	\$1,451.77	\$1,195,636.73	\$19,713.82	\$0.00	\$0.00	\$16,787.51	\$335.75
Pennsylvania 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Texas	\$65,041.80	\$1,300.84	\$1,686,988.13	\$28,418.49	\$364.40	\$7.29	\$384,234.45	\$7,683.63
Texas 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Virginia	\$0.00	\$0.00	\$8,928,965.92	\$154,564.92	\$0.00	\$0.00	\$0.00	\$0.00
Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Washington	\$82,285.00	\$1,646.00	\$19,892,933.00	\$346,952.00	\$8,137.00	\$163.00	\$0.00	\$0.00
Washington 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	West Virginia	\$0.00	\$0.00	\$3,507,043.74	\$68,620.47	\$0.00	\$0.00	\$19,012.41	\$380.26
West Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wisconsin	\$0.00	\$0.00	\$2,142,358.26	\$23,656.65	\$0.00	\$0.00	\$12,078.03	\$241.59
Wisconsin 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wyoming	\$0.00	\$0.00	\$991,494.52	\$17,208.19	\$0.00	\$0.00	\$2,222.94	\$44.46
Wyoming 2019 Total Sales & Fees	Wyoming								

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018A Technology</u>	<u>Bid #018A Technology</u>	<u>Bid #018B LED Lightin</u>	<u>Bid #018B LED Lightin</u>	<u>Bid #018A Technology</u>	<u>Bid #018A Technology</u>
Response Status	Billing State:	Biofit, Sales	Biofit, Fees Rcvd	CDWG, Sales	CDWG, Fees Rcvd	Facility Solutions Group, Sales	Facility Solutions Group, Fees Rcvd	MNJ Technologies, Sales	MNJ Technologies, Fees Rcvd
Total 2019 Sales		\$342,326.18		\$208,815,837.50		\$283,297.47		\$4,148,355.14	
Total 2019 Admin Fees			\$7,246.83		\$3,399,947.75		\$5,666.20		\$83,082.82
	Bid #018								
Totals By Bids		\$221,160,296.21							
Total 2019 Sales		\$3,664,501.28							
Total 2019 Admin Fees									

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018.5A MRO</u>	<u>Bid #018.5A MRO</u>
Response Status	Billing State:	National Business Furniture, Sales	National Business Furniture, Fees Rcvd	School Specialty (Furniture Supplies), Sales	School Specialty (Furniture Supplies), Fees Rcvd	SICO, Sales	SICO, Fees Rcvd	Best Plumbing, Sales	Best Plumbing, Fees Rcvd
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	\$2,321.62	\$56.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	\$0.00	\$0.00	\$276,915.08	\$5,538.31	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	\$67,698.29	\$1,353.98	\$0.00	\$0.00	\$0.00	\$0.00	\$14,271.68	\$285.42
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	\$55,960.28	\$1,367.85	\$18,143.24	\$362.87	\$0.00	\$0.00	\$112,995.11	\$2,259.91
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	\$7,692.28	\$153.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	\$0.00	\$0.00	\$87,337.74	\$1,746.76	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	\$41,049.72	\$885.91	\$596,451.48	\$13,121.93	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	\$0.00	\$0.00	\$624,104.06	\$12,482.09	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	\$53,101.64	\$1,055.70	\$933,124.94	\$18,662.49	\$3,438.20	\$68.76	\$0.00	\$0.00
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	\$27,174.39	\$543.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	\$101,219.28	\$2,024.38	\$207,927.71	\$4,158.56	\$0.00	\$0.00	\$87,965.16	\$1,759.30
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	\$61,012.84	\$1,220.26	\$621,775.62	\$12,435.49	\$0.00	\$0.00	\$13,282.43	\$265.64
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	\$68,550.01	\$1,371.00	\$290,668.10	\$6,107.67	\$0.00	\$0.00	\$1,876.88	\$37.54
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	\$2,008.00	\$40.16	\$40,537.52	\$810.75	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	\$38,568.05	\$771.36	\$355,876.90	\$7,117.55	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	\$109,673.62	\$2,193.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	\$23,695.21	\$464.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018.5A MRO</u>	<u>Bid #018.5A MRO</u>
Response Status	Billing State:	National Business Furniture, Sales	National Business Furniture, Fees Rcvd	School Specialty (Furniture Supplies), Sales	School Specialty (Furniture Supplies), Fees Rcvd	SICO, Sales	SICO, Fees Rcvd	Best Plumbing, Sales	Best Plumbing, Fees Rcvd
2019 Sales & Fees-Submitted North Dakota 2019 Total Sales & Fees	North Dakota	\$82,794.42	\$1,655.85	\$221,595.69	\$4,431.91	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Ohio 2019 Total Sales & Fees	Ohio	\$5,300.79	\$123.22	\$1,138,968.30	\$22,779.36	\$0.00	\$0.00	\$81.30	\$1.63
2019 Sales & Fees-Submitted Oregon 2019 Total Sales & Fees	Oregon	\$6,279.80	\$125.60	\$1,906.07	\$38.12	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Pennsylvania 2019 Total Sales & Fees	Pennsylvania	\$85,710.85	\$658.73	\$253,500.84	\$5,070.07	\$0.00	\$0.00	\$2,870.16	\$57.39
2019 Sales & Fees-Submitted Texas 2019 Total Sales & Fees	Texas	\$3,594.90	\$57.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Virginia 2019 Total Sales & Fees	Virginia	\$4,226.34	\$97.11	\$88,435.83	\$1,768.72	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Washington 2019 Total Sales & Fees	Washington	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted West Virginia 2019 Total Sales & Fees	West Virginia	\$0.00	\$0.00	\$257,912.76	\$21,767.01	\$0.00	\$0.00	\$34,571.53	\$8,642.89
2019 Sales & Fees-Submitted Wisconsin 2019 Total Sales & Fees	Wisconsin	\$30,193.30	\$603.87	\$354,014.56	\$7,080.29	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Wyoming 2019 Total Sales & Fees	Wyoming Wyoming	\$296,076.32	\$5,704.86	\$23,943.33	\$478.86	\$0.00	\$0.00	\$0.00	\$0.00

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018.5A MRO</u>	<u>Bid #018.5A MRO</u>
Response Status	Billing State:	National Business Furniture, Sales	National Business Furniture, Fees Rcvd	School Specialty (Furniture Supplies), Sales	School Specialty (Furniture Supplies), Fees Rcvd	SICO, Sales	SICO, Fees Rcvd	Best Plumbing, Sales	Best Plumbing, Fees Rcvd
Total 2019 Sales		\$1,173,901.95		\$6,393,139.77		\$3,438.20		\$267,914.25	
Total 2019 Admin Fees			\$22,530.11		\$145,958.81		\$68.76		\$13,309.72
Totals By Bids								Bid #018.5	
Total 2019 Sales								\$2,115,937.47	
Total 2019 Admin Fees								\$51,568.51	

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5B Career & Tech Ed</u>	<u>Bid #018.5B Career & Tech Ed</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>
Response Status	Billing State:	Kranos Corp dba Schutt Sports, Sales	Kranos Corp dba Schutt Sports, Fees Rcvd	Midwest Technology, Sales	Midwest Technology, Fees Rcvd	Partac Peat, Sales	Partac Peat, Fees Rcvd	School Health, Sales	School Health, Fees Rcvd
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	\$3,759.20	\$75.18	\$600.53	\$12.00	\$5,729.54	\$114.59	\$0.00	\$0.00
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	\$572.66	\$11.45	\$0.00	\$0.00	\$2,634.38	\$52.69	\$0.00	\$0.00
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	\$0.00	\$0.00	\$24,590.14	\$487.81	\$273,690.97	\$5,483.82	\$0.00	\$0.00
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	\$0.00	\$0.00	\$2,205.61	\$44.15	\$24,921.88	\$498.44	\$0.00	\$0.00
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	\$0.00	\$0.00	\$102,093.79	\$2,246.02	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	\$0.00	\$0.00	\$7,101.51	\$139.52	\$8,814.99	\$176.30	\$0.00	\$0.00
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	\$4,174.03	\$83.48	\$55,335.93	\$1,106.71	\$1,584.30	\$31.69	\$2,769.75	\$55.40
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	\$0.00	\$0.00	\$11,419.94	\$228.41	\$8,923.24	\$178.47	\$261.00	\$5.22
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	\$422.52	\$8.45	\$0.00	\$0.00	\$46,813.03	\$936.05	\$0.00	\$0.00
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	\$210.00	\$4.20	\$11,022.48	\$220.45	\$1,458.72	\$29.17	\$5,152.25	\$103.04
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	\$3,193.16	\$63.86	\$27,691.85	\$553.84	\$2,227.21	\$44.54	\$27,048.04	\$540.97
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	\$0.00	\$0.00	\$4,401.23	\$88.06	\$11,832.00	\$236.64	\$0.00	\$0.00
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	\$58.08	\$1.16	\$34,751.55	\$695.03	\$298.21	\$5.96	\$863.32	\$17.27
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	\$0.00	\$0.00	\$4,128.32	\$82.57	\$0.00	\$0.00	\$1,307.54	\$26.15
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	\$0.00	\$0.00	\$30,557.50	\$607.93	\$231.14	\$4.53	\$50,246.39	\$985.22

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5B Career & Tech Ed</u>	<u>Bid #018.5B Career & Tech Ed</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>
Response Status	Billing State:	Kranos Corp dba Schutt Sports, Sales	Kranos Corp dba Schutt Sports, Fees Rcvd	Midwest Technology, Sales	Midwest Technology, Fees Rcvd	Partac Peat, Sales	Partac Peat, Fees Rcvd	School Health, Sales	School Health, Fees Rcvd
2019 Sales & Fees-Submitted	North Dakota	\$7.35	\$0.15	\$16,856.78	\$337.11	\$0.00	\$0.00	\$4,393.49	\$87.87
North Dakota 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Ohio	\$0.00	\$0.00	\$53,281.44	\$1,065.58	\$5,460.02	\$109.52	\$396.31	\$7.93
Ohio 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Oregon	\$0.00	\$0.00	\$0.00	\$0.00	\$6,831.86	\$136.64	\$0.00	\$0.00
Oregon 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Pennsylvania	\$431.55	\$8.64	\$0.00	\$0.00	\$61,829.51	\$1,236.65	\$0.00	\$0.00
Pennsylvania 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Texas	\$0.00	\$0.00	\$1,312.80	\$26.26	\$33,634.91	\$672.70	\$2,420.61	\$48.41
Texas 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$20,019.27	\$400.38	\$0.00	\$0.00
Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Washington	\$0.00	\$0.00	\$86,892.00	\$1,803.00	\$0.00	\$0.00	\$0.00	\$0.00
Washington 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	West Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$4,367.31	\$87.35	\$0.00	\$0.00
West Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wisconsin	\$0.00	\$0.00	\$31,377.40	\$627.55	\$3,099.30	\$61.99	\$0.00	\$0.00
Wisconsin 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wyoming	\$0.00	\$0.00	\$97.70	\$57.40	\$31,220.50	\$624.41	\$0.00	\$0.00
Wyoming 2019 Total Sales & Fees									

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5B Career & T</u>	<u>Bid #018.5B Career & T</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>
Response Status	Billing State:	Kranos Corp dba Schutt Sports, Sales	Kranos Corp dba Schutt Sports, Fees Rcvd	Midwest Technology, Sales	Midwest Technology, Fees Rcvd	Partac Peat, Sales	Partac Peat, Fees Rcvd	School Health, Sales	School Health, Fees Rcvd

Total 2019 Sales		\$12,828.55		\$505,718.50		\$555,622.29		\$94,858.70	
Total 2019 Admin Fees			\$256.57		\$10,429.40		\$11,122.53		\$1,877.48

Totals By Bids
Total 2019 Sales
Total 2019 Admin Fees

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #019E Instructional Supplies</u>	<u>Bid #019E Instructional Supplies</u>	<u>Bid #019B Custodial Supplies</u>	<u>Bid #019B Custodial Supplies</u>	<u>Bid #019B Custodial Supplies</u>	<u>Bid #019B Custodial Supplies</u>
Response Status	Billing State:	School Specialty (Athletic Equipment & Supplies), Sales	School Specialty (Athletic Equipment & Supplies), Fees Rcvd	BLICK Art, Sales	BLICK Art, Fees Rcvd	Busch Systems, Sales	Busch Systems, Fees Rcvd	Hillyard, Sales	Hillyard, Fees Rcvd
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	\$1,031.16	\$20.62	\$14,799.55	\$295.99	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	\$14,751.06	\$295.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	\$0.00	\$0.00	\$208,641.63	\$4,174.63	\$0.00	\$0.00	\$26,936.08	\$538.76
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	\$1,346.22	\$26.92	\$872.65	\$17.45	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	\$4,227.50	\$84.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	\$18,557.68	\$408.28	\$71,011.64	\$1,562.26	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	\$47,871.93	\$957.44	\$26,264.22	\$525.29	\$400.24	\$8.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	\$138,381.84	\$2,767.64	\$15,671.02	\$313.42	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	\$2,786.41	\$55.73	\$68,605.16	\$1,372.10	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	\$0.00	\$0.00	\$153,604.66	\$3,072.10	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	\$46,113.44	\$922.28	\$74,969.77	\$1,499.40	\$0.00	\$0.00	\$646.50	\$12.93
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	\$53,224.26	\$700.36	\$53,948.20	\$1,078.96	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	\$8,779.97	\$175.60	\$523.00	\$10.46	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	\$36,611.29	\$542.05	\$32,456.98	\$649.14	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #019E Instructional Supplies</u>	<u>Bid #019E Instructional Supplies</u>	<u>Bid #019B Custodial Supplies</u>	<u>Bid #019B Custodial Supplies</u>	<u>Bid #019B Custodial Supplies</u>	<u>Bid #019B Custodial Supplies</u>
Response Status	Billing State:	School Specialty (Athletic Equipment & Supplies), Sales	School Specialty (Athletic Equipment & Supplies), Fees Rcvd	BLICK Art, Sales	BLICK Art, Fees Rcvd	Busch Systems, Sales	Busch Systems, Fees Rcvd	Hillyard, Sales	Hillyard, Fees Rcvd
2019 Sales & Fees-Submitted	North Dakota	\$32,808.78	\$656.17	\$42,606.41	\$852.12	\$0.00	\$0.00	\$0.00	\$0.00
North Dakota 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Ohio	\$151,825.43	\$3,036.52	\$11,467.09	\$229.34	\$0.00	\$0.00	\$0.00	\$0.00
Ohio 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Oregon	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Oregon 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Pennsylvania	\$43,211.29	\$864.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Pennsylvania 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Texas	\$0.00	\$0.00	\$1,765.29	\$35.31	\$0.00	\$0.00	\$0.00	\$0.00
Texas 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Virginia	\$7,266.54	\$144.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Washington	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Washington 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	West Virginia	\$31,456.64	\$2,139.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
West Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wisconsin	\$34,080.69	\$681.62	\$1,670.00	\$33.57	\$0.00	\$0.00	\$0.00	\$0.00
Wisconsin 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wyoming	\$4,663.05	\$93.26	\$2,261.46	\$45.23	\$0.00	\$0.00	\$0.00	\$0.00
Wyoming 2019 Total Sales & Fees									

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #019E Instructional</u>	<u>Bid #019E Instructional</u>	<u>Bid #019B Custodial Su</u>	<u>Bid #019B Custodial Su</u>	<u>Bid #019B Custodial Su</u>	<u>Bid #019B Custodial Su</u>
Response Status	Billing State:	School Specialty (Athletic Equipment & Supplies), Sales	School Specialty (Athletic Equipment & Supplies), Fees Rcvd	BLICK Art, Sales	BLICK Art, Fees Rcvd	Busch Systems, Sales	Busch Systems, Fees Rcvd	Hillyard, Sales	Hillyard, Fees Rcvd
Total 2019 Sales		\$678,995.18		\$781,138.73		\$400.24		\$27,582.58	
Total 2019 Admin Fees			\$14,572.81		\$15,766.77		\$8.00		\$551.69
Totals By Bids				\$62,623,751.34					
Total 2019 Sales				\$1,440,365.98					
Total 2019 Admin Fees									

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>	<u>Bid #019C Office</u> <u>Supplies</u>	<u>Bid #019C Office</u> <u>Supplies</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>
Response Status	Billing State:	Pitsco, Sales	Pitsco, Fees Rcvd	Quill (Office Supplies Catalog), Sales	Quill (Office Supplies Catalog), Fees Rcvd	Quill (School & Instructional Supply Catalog), Sales	Quill (School & Instructional Supply Catalog), Fees Rcvd	School Specialty (School & Instructional Supply Catalog), Sales	School Specialty (School & Instructional Supply Catalog), Fees Rcvd
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	\$0.00	\$0.00	\$1,889,815.02	\$37,796.30	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	\$0.00	\$0.00	\$1,224,221.08	\$16,025.48	\$0.00	\$0.00	\$432,772.41	\$8,655.44
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	\$1,645.96	\$32.93	\$394,207.22	\$7,884.14	\$1,624,114.39	\$32,482.31	\$0.00	\$0.00
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	\$0.00	\$0.00	\$2,242,126.70	\$44,842.62	\$0.00	\$0.00	\$44,325.70	\$886.52
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	\$0.00	\$0.00	\$450,625.73	\$9,012.51	\$1,591.04	\$31.82	\$0.00	\$0.00
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	\$0.00	\$0.00	\$29,321.20	\$586.42	\$477,517.89	\$9,550.36	\$99,312.67	\$1,986.25
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	\$0.00	\$0.00	\$2,599,352.06	\$57,502.44	\$0.00	\$0.00	\$887,277.80	\$19,520.11
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	\$0.00	\$0.00	\$2,270,973.39	\$45,419.47	\$13,621.10	\$272.42	\$2,001,140.11	\$40,022.80
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	\$1,119.85	\$22.28	\$1,711,022.82	\$34,220.46	\$361,852.10	\$7,237.05	\$3,292,091.97	\$65,841.84
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	\$0.00	\$0.00	\$3,617,666.83	\$72,353.33	\$0.00	\$0.00	\$235,527.09	\$4,710.53
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	\$0.00	\$0.00	\$224,422.19	\$4,488.45	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	\$11,392.50	\$227.85	\$268,870.75	\$5,377.42	\$1,440.47	\$28.81	\$14.20	\$0.28
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	\$1,932.27	\$38.65	\$0.00	\$0.00	\$0.00	\$0.00	\$2,006,822.01	\$40,136.40
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	\$0.00	\$0.00	\$0.00	\$0.00	\$873,900.79	\$20,121.21	\$1,546,360.92	\$30,927.23
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	\$0.00	\$0.00	\$0.00	\$0.00	\$546,146.22	\$10,922.92	\$649,649.26	\$12,992.99
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	\$317.52	\$6.35	\$104,721.45	\$2,094.43	\$450,732.91	\$5,047.81	\$1,150,888.68	\$23,017.79
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	\$0.00	\$0.00	\$2,711,588.50	\$54,025.34	\$0.00	\$0.00	\$1,433,983.99	\$28,562.04

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>	<u>Bid #019C Office</u> <u>Supplies</u>	<u>Bid #019C Office</u> <u>Supplies</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>
Response Status	Billing State:	Pitsco, Sales	Pitsco, Fees Rcvd	Quill (Office Supplies Catalog), Sales	Quill (Office Supplies Catalog), Fees Rcvd	Quill (School & Instructional Supply Catalog), Sales	Quill (School & Instructional Supply Catalog), Fees Rcvd	School Specialty (School & Instructional Supply Catalog), Sales	School Specialty (School & Instructional Supply Catalog), Fees Rcvd
2019 Sales & Fees-Submitted	North Dakota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$802,703.06	\$16,054.08
North Dakota 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Ohio	\$976.03	\$19.52	\$0.00	\$0.00	\$3,016,282.23	\$60,325.65	\$5,988,756.82	\$119,775.29
Ohio 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Oregon	\$0.00	\$0.00	\$617,369.62	\$12,347.39	\$0.00	\$0.00	\$48,023.77	\$960.48
Oregon 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Pennsylvania	\$3,128.65	\$62.58	\$2,352,736.64	\$47,054.73	\$0.00	\$0.00	\$1,520,874.80	\$30,417.57
Pennsylvania 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Texas	\$1,109.02	\$22.18	\$2,311,082.86	\$39,666.24	\$0.00	\$0.00	\$172,461.25	\$3,448.99
Texas 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Virginia	\$0.00	\$0.00	\$1,734,359.82	\$34,687.19	\$2,933.46	\$58.66	\$179,589.40	\$3,591.79
Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Washington	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Washington 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	West Virginia	\$0.00	\$0.00	\$1,583,870.51	\$187,322.72	\$7,491.45	\$17,715.84	\$1,046,299.98	\$44,833.90
West Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wisconsin	\$0.00	\$0.00	\$854,750.89	\$17,094.86	\$0.00	\$0.00	\$967,452.26	\$19,349.04
Wisconsin 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wyoming	\$0.00	\$0.00	\$95,147.85	\$1,902.96	\$473,259.65	\$9,465.20	\$146,968.60	\$2,939.37
Wyoming 2019 Total Sales & Fees	Wyoming								

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #019E Instructional</u>	<u>Bid #019E Instructional</u>	<u>Bid #019C Office Suppl</u>	<u>Bid #019C Office Suppl</u>	<u>Bid #019E Instructional</u>	<u>Bid #019E Instructional</u>	<u>Bid #019E Instructional</u>	<u>Bid #019E Instructional</u>
Response Status	Billing State:	Pitsco, Sales	Pitsco, Fees Rcvd	Quill (Office Supplies Catalog), Sales	Quill (Office Supplies Catalog), Fees Rcvd	Quill (School & Instructional Supply Catalog), Sales	Quill (School & Instructional Supply Catalog), Fees Rcvd	School Specialty (School & Instructional Supply Catalog), Sales	School Specialty (School & Instructional Supply Catalog), Fees Rcvd

Total 2019 Sales		\$21,621.80		\$29,288,253.13		\$7,850,883.70		\$24,653,296.75	
Total 2019 Admin Fees			\$432.34		\$731,704.90		\$173,260.06		\$518,630.73

Totals By Bids
Total 2019 Sales
Total 2019 Admin Fees

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #019B Custodial</u> <u>Supplies</u>	<u>Bid #019B Custodial</u> <u>Supplies</u>	<u>Bid #019.5A</u> <u>Telescopic Seating</u>	<u>Bid #019.5A</u> <u>Telescopic Seating</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>
Response Status	Billing State:	State Industrial Products, Sales	State Industrial Products, Fees Rcvd	Hussey Seating, Sales	Hussey Seating, Fees Rcvd	Kompan, Sales	Kompan, Fees Rcvd	Playcraft Systems, Sales	Playcraft Systems, Fees Rcvd
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	\$574.41	\$11.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #019B Custodial</u> <u>Supplies</u>	<u>Bid #019B Custodial</u> <u>Supplies</u>	<u>Bid #019.5A</u> <u>Telescopic Seating</u>	<u>Bid #019.5A</u> <u>Telescopic Seating</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>
Response Status	Billing State:	State Industrial Products, Sales	State Industrial Products, Fees Rcvd	Hussey Seating, Sales	Hussey Seating, Fees Rcvd	Kompan, Sales	Kompan, Fees Rcvd	Playcraft Systems, Sales	Playcraft Systems, Fees Rcvd
2019 Sales & Fees-Submitted	North Dakota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
North Dakota 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Ohio	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Ohio 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Oregon	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Oregon 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Pennsylvania	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Pennsylvania 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Texas	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Texas 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Washington	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Washington 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	West Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
West Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wisconsin	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Wisconsin 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wyoming	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Wyoming 2019 Total Sales & Fees	Wyoming								

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #019B Custodial Su</u>	<u>Bid #019B Custodial Su</u>	<u>Bid #019.5A Telescopic</u>	<u>Bid #019.5A Telescopic</u>	<u>Bid #019.5B Playground</u>	<u>Bid #019.5B Playground</u>	<u>Bid #019.5B Playground</u>	<u>Bid #019.5B Playground</u>
Response Status	Billing State:	State Industrial Products, Sales	State Industrial Products, Fees Rcvd	Hussey Seating, Sales	Hussey Seating, Fees Rcvd	Kompan, Sales	Kompan, Fees Rcvd	Playcraft Systems, Sales	Playcraft Systems, Fees Rcvd
Total 2019 Sales		\$574.41		\$0.00		\$0.00		\$0.00	
Total 2019 Admin Fees			\$11.49		\$0.00		\$0.00		\$0.00
				Bid #019.5					
Totals By Bids				\$0.00					
Total 2019 Sales				\$0.00					
Total 2019 Admin Fees									

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>	<u>2019 Total Sales</u>	<u>2019 Total Admin</u> <u>Fees</u>	<u>2019 Grand Total</u> <u>Sales</u>	<u>2019 Grand Total</u> <u>Admin Fees</u>	<u>Bid Year</u>
Response Status	Billing State:	Romtec, Sales	Romtec, Fees Revd					Response Status
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	\$0.00	\$0.00	\$106,289,630.76 \$0.00	\$1,681,545.93 \$0.00	\$106,289,630.76	\$1,681,545.93	2019 Sales & Fees-Submitted California 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	\$0.00	\$0.00	\$17,780,512.95 \$0.00	\$245,586.11 \$0.00	\$17,780,512.95	\$245,586.11	2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	\$0.00	\$0.00	\$10,621,624.26 \$0.00	\$199,702.23 \$0.00	\$10,621,624.26	\$199,702.23	2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	\$0.00	\$0.00	\$15,341,233.97 \$0.00	\$260,730.84 \$0.00	\$15,341,233.97	\$260,730.84	2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	\$0.00	\$0.00	\$575,233.99 \$0.00	\$11,504.66 \$0.00	\$575,233.99	\$11,504.66	2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	\$0.00	\$0.00	\$9,221,793.20 \$0.00	\$196,353.96 \$0.00	\$9,221,793.20	\$196,353.96	2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	\$0.00	\$0.00	\$10,393,299.26 \$0.00	\$233,478.03 \$0.00	\$10,393,299.26	\$233,478.03	2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	\$0.00	\$0.00	\$7,988,414.80 \$0.00	\$178,652.09 \$0.00	\$7,988,414.80	\$178,652.09	2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	\$0.00	\$0.00	\$27,477,276.18 \$0.00	\$511,058.93 \$0.00	\$27,477,276.18	\$511,058.93	2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	\$0.00	\$0.00	\$13,871,716.81 \$0.00	\$266,537.49 \$0.00	\$13,871,716.81	\$266,537.49	2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	\$0.00	\$0.00	\$2,492,925.22 \$0.00	\$49,621.44 \$0.00	\$2,492,925.22	\$49,621.44	2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	\$0.00	\$0.00	\$4,034,621.40 \$0.00	\$79,538.96 \$0.00	\$4,034,621.40	\$79,538.96	2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	\$0.00	\$0.00	\$10,933,949.03 \$0.00	\$219,312.42 \$0.00	\$10,933,949.03	\$219,312.42	2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	\$0.00	\$0.00	\$24,259,001.97 \$0.00	\$471,545.61 \$0.00	\$24,259,001.97	\$471,545.61	2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	\$0.00	\$0.00	\$4,918,252.33 \$0.00	\$96,058.36 \$0.00	\$4,918,252.33	\$96,058.36	2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	\$0.00	\$0.00	\$4,403,767.45 \$0.00	\$79,966.00 \$0.00	\$4,403,767.45	\$79,966.00	2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	\$0.00	\$0.00	\$31,162,233.17 \$0.00	\$649,953.87 \$0.00	\$31,162,233.17	\$649,953.87	2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	\$0.00	\$0.00	\$21,439,497.94 \$0.00	\$422,626.33 \$0.00	\$21,439,497.94	\$422,626.33	2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>	<u>2019 Total Sales</u>	<u>2019 Total Admin</u> <u>Fees</u>	<u>2019 Grand Total</u> <u>Sales</u>	<u>2019 Grand Total</u> <u>Admin Fees</u>	<u>Bid Year</u>
Response Status	Billing State:	Romtec, Sales	Romtec, Fees Rcvd					Response Status
2019 Sales & Fees-Submitted	North Dakota	\$0.00	\$0.00	\$2,037,581.43	\$39,592.43			2019 Sales & Fees-Submitted
North Dakota 2019 Total Sales & Fees				\$0.00	\$0.00	\$2,037,581.43	\$39,592.43	North Dakota 2019 Total Sales & F
2019 Sales & Fees-Submitted	Ohio	\$0.00	\$0.00	\$39,021,685.25	\$748,819.50			2019 Sales & Fees-Submitted
Ohio 2019 Total Sales & Fees				\$0.00	\$0.00	\$39,021,685.25	\$748,819.50	Ohio 2019 Total Sales & Fees
2019 Sales & Fees-Submitted	Oregon	\$0.00	\$0.00	\$18,628,882.02	\$322,646.75			2019 Sales & Fees-Submitted
Oregon 2019 Total Sales & Fees				\$0.00	\$0.00	\$18,628,882.02	\$322,646.75	Oregon 2019 Total Sales & Fees
2019 Sales & Fees-Submitted	Pennsylvania	\$0.00	\$0.00	\$35,446,787.66	\$699,256.52			2019 Sales & Fees-Submitted
Pennsylvania 2019 Total Sales & Fees				\$0.00	\$0.00	\$35,446,787.66	\$699,256.52	Pennsylvania 2019 Total Sales & F
2019 Sales & Fees-Submitted	Texas	\$0.00	\$0.00	\$11,129,793.72	\$154,591.47			2019 Sales & Fees-Submitted
Texas 2019 Total Sales & Fees				\$0.00	\$0.00	\$11,129,793.72	\$154,591.47	Texas 2019 Total Sales & Fees
2019 Sales & Fees-Submitted	Virginia	\$0.00	\$0.00	\$16,512,058.26	\$297,327.71			2019 Sales & Fees-Submitted
Virginia 2019 Total Sales & Fees				\$0.00	\$0.00	\$16,512,058.26	\$297,327.71	Virginia 2019 Total Sales & Fees
2019 Sales & Fees-Submitted	Washington	\$0.00	\$0.00	\$50,522,457.00	\$962,708.00			2019 Sales & Fees-Submitted
Washington 2019 Total Sales & Fees				\$0.00	\$0.00	\$50,522,457.00	\$962,708.00	Washington 2019 Total Sales & Fee
2019 Sales & Fees-Submitted	West Virginia	\$0.00	\$0.00	\$11,585,834.46	\$456,345.93			2019 Sales & Fees-Submitted
West Virginia 2019 Total Sales & Fees				\$0.00	\$0.00	\$11,585,834.46	\$456,345.93	West Virginia 2019 Total Sales & F
2019 Sales & Fees-Submitted	Wisconsin	\$0.00	\$0.00	\$5,991,289.91	\$100,634.83			2019 Sales & Fees-Submitted
Wisconsin 2019 Total Sales & Fees				\$0.00	\$0.00	\$5,991,289.91	\$100,634.83	Wisconsin 2019 Total Sales & Fees
2019 Sales & Fees-Submitted	Wyoming	\$0.00	\$0.00	\$6,222,001.33	\$121,657.12			2019 Sales & Fees-Submitted
Wyoming 2019 Total Sales & Fees	Wyoming			\$0.00	\$0.00	\$6,222,001.33	\$121,657.12	Wyoming 2019 Total Sales & Fees

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #019.5B Playground</u>	<u>Bid #019.5B Playground & Req</u>	<u>2019 Total Sales</u>	<u>2019 Total Admin</u> <u>Fees</u>	<u>2019 Grand Total</u> <u>Sales</u>	<u>2019 Grand Total</u> <u>Admin Fees</u>	<u>Response Status</u>
Response Status	Billing State:	Romtec, Sales	Romtec, Fees Rcvd					Response Status
Total 2019 Sales		\$0.00		\$520,303,355.73		Total 2019 Sales		
Total 2019 Admin Fees			\$0.00		\$9,757,353.52	Total 2019 Admin Fees		
Totals By Bids				\$520,303,355.73		Totals By Bids		
Total 2019 Sales				\$9,757,353.52		Total 2019 Sales		
Total 2019 Admin Fees						Total 2019 Admin Fees		

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid Year</u>		
Response Status	Billing State:	Billing State:	Members (Name)	Entry Time
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	California California	CALSAVE/Epylon Corporation	2/26/20 10:06 PM
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	Colorado Colorado	Colorado BOCES Association	3/5/20 5:16 PM
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	Connecticut Connecticut	CREC	2/27/20 7:21 PM
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	Florida Florida	PAEC	2/10/20 9:13 PM
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	Georgia Georgia	Cooperative Purchasing Agency (Georgia)	2/28/20 1:56 PM
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	Illinois Illinois	Illinois Learning Technology Purchase Program	3/10/20 3:50 PM
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	Indiana Indiana	IAESC	3/11/20 1:50 PM
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	Iowa Iowa	AEA Purchasing	3/3/20 3:27 PM
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	Kansas Kansas	Southeast Kansas Education Service Center	3/13/20 7:15 PM
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	Kentucky Kentucky	Green River Regional Educational Coop	3/10/20 3:03 PM
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	Massachusetts Massachusetts	The Education Cooperative (TEC)	3/13/20 12:33 PM
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	Michigan Michigan	Oakland Schools	2/28/20 6:18 PM
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	Minnesota Minnesota	Minnesota Service Cooperatives	3/13/20 7:39 PM
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	Missouri Missouri	EducationPlus	3/13/20 7:00 PM
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	Montana Montana	Montana Cooperative Service Coop	2/16/20 12:20 AM
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	Nebraska Nebraska	Nebraska ESUCC Cooperative Purchasing	3/13/20 7:36 PM
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	New Jersey New Jersey	Educational Service Commission of New Jersey	2/11/20 4:42 PM
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	New Mexico New Mexico	Cooperative Educational Services - NM	3/19/20 10:57 PM

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid Year</u>		
Response Status	Billing State:	Billing State:	Members (Name)	Entry Time
2019 Sales & Fees-Submitted North Dakota 2019 Total Sales & Fees	North Dakota	North Dakota North Dakota	North Dakota Educators Service Cooperative	3/12/20 7:53 PM
2019 Sales & Fees-Submitted Ohio 2019 Total Sales & Fees	Ohio	Ohio Ohio	Ohio Council of Educational Purchasing Consort	3/5/20 2:11 PM
2019 Sales & Fees-Submitted Oregon 2019 Total Sales & Fees	Oregon	Oregon Oregon	InterMountain Educational	3/20/20 7:16 PM
2019 Sales & Fees-Submitted Pennsylvania 2019 Total Sales & Fees	Pennsylvania	Pennsylvania Pennsylvania	Keystone Purchasing Network	3/10/20 7:44 PM
2019 Sales & Fees-Submitted Texas 2019 Total Sales & Fees	Texas	Texas Texas	Region 16 Education Service Center	3/12/20 2:44 PM
2019 Sales & Fees-Submitted Virginia 2019 Total Sales & Fees	Virginia	Virginia Virginia	Fairfax County Public Schools	3/20/20 8:40 PM
2019 Sales & Fees-Submitted Washington 2019 Total Sales & Fees	Washington	Washington Washington	King County Directors' Association	3/10/20 7:23 PM
2019 Sales & Fees-Submitted West Virginia 2019 Total Sales & Fees	West Virginia	West Virginia West Virginia	Regional Educational Service Center Agency 2	3/13/20 11:53 AM
2019 Sales & Fees-Submitted Wisconsin 2019 Total Sales & Fees	Wisconsin	Wisconsin Wisconsin	CESA Purchasing	3/19/20 5:09 PM
2019 Sales & Fees-Submitted Wyoming 2019 Total Sales & Fees	Wyoming	Wyoming Wyoming	NEW BOCES	3/2/20 2:14 PM

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid Year</u>		
Response Status	Billing State:	State:	Members (Name)	

Total 2019 Sales
Total 2019 Admin Fees

Total 2019 Sales
Total 2019 Admin Fees

Totals By Bids
Total 2019 Sales
Total 2019 Admin Fees

Totals By Bids
Total 2019 Sales
Total 2019 Admin Fees

Member Signed 2019 Contracts

Report March 23, 2020 (2019 Report)

<u>Response Status</u>	<u>States</u>	<u>2. Name (First)</u>	<u>2. Name (Last)</u>	AstroTurf	Best Plumbing	BioFit Engineered Products	BLICK Art Materials	Busch Systems International Inc.	CDW-G	Daktronics	Dude Solutions Inc	Facility Solutions Group	Field Turf USA - Synthetic Turf	Field Turf USA - Tracks & Courts
2019 Signed Contracts-Submitted	California	Racquel	Landolf	1	1	1	1	1	1	1	1	1	1	1
2019 Signed Contracts-Submitted	Colorado	Tim	Sanger	1	1	1	1	1	1	1	1	1	1	1
2019 Signed Contracts-Submitted	Connecticut	Cara	Hart	1	1	1	1	1	1	1	1	1	1	1
2019 Signed Contracts-Submitted	Florida	Judy	Hall	1	1	1	1	1	1	1	1	1	0	0
2019 Signed Contracts-Not Submitted	Georgia													
2019 Signed Contracts-Not Submitted	Illinois													
2019 Signed Contracts-Not Submitted	Indiana													
2019 Signed Contracts-Submitted	Iowa	Joni	Puffett	0	1	1	1	1	1	1	1	1	0	0
2019 Signed Contracts-Submitted	Kansas	Tina	Smith	1	1	1	1	1	1	1	1	1	1	1
2019 Signed Contracts-Submitted	Kentucky	Ann	Burden	1	1	1	1	1	1	1	1	1	1	1
2019 Signed Contracts-Submitted	Massachusetts	Joan	Preble	0	0	1	1	1	1	0	1	0	0	0
2019 Signed Contracts-Submitted	Michigan	Michelle	Selak	1	1	1	1	1	1	1	0	1	1	1
2019 Signed Contracts-Submitted	Minnesota	Melissa	Mattson	1	1	1	1	1	1	1	0	1	1	0
2019 Signed Contracts-Not Submitted	Missouri													
2019 Signed Contracts-Not Submitted	Montana													
2019 Signed Contracts-Submitted	Nebraska	Craig	Peterson	1	1	1	1	1	1	1	1	1	1	1
2019 Signed Contracts-Submitted	New Jersey	Teresa	Gerstacker	0	0	0	0	0	0	1	0	0	1	1
2019 Signed Contracts-Not Submitted	New Mexico													
2019 Signed Contracts-Submitted	North Dakota	Jane	Eastes	1	1	1	1	1	1	1	1	1	1	0
2019 Signed Contracts-Submitted	Ohio	Elmo	Kallner	1	1	1	1	1	1	1	1	1	1	1
2019 Signed Contracts-Not Submitted	Oregon													
2019 Signed Contracts-Submitted	Pennsylvania	Jeff	Kimball	0	1	1	1	1	1	1	1	1	0	0
2019 Signed Contracts-Not Submitted	Texas													
2019 Signed Contracts-Not Submitted	Virginia													
2019 Signed Contracts-Submitted	Washington	THOMAS	KIM	0	0	1	0	0	1	1	1	1	1	1
2019 Signed Contracts-Submitted	West Virginia	Tinessa	Williamson	1	1	1	1	1	1	1	1	1	1	1
2019 Signed Contracts-Submitted	Wisconsin	Jane	Wray	1	1	1	1	1	1	1	1	1	1	1
2019 Signed Contracts-Submitted	Wyoming	Nita	Werner	1	1	1	1	0	1	1	1	1	1	1

<u>Response Status</u>	<u>States</u>	<u>2. Name (First)</u>	<u>2. Name (Last)</u>	AstroTurf	Best Plumbing	BioFit Engineered Products	BLICK Art Materials	Busch Systems International Inc.	CDW-G	Daktronics	Dude Solutions Inc	Facility Solutions Group	Field Turf USA - Synthetic Turf	Field Turf USA - Tracks & Courts
------------------------	---------------	------------------------	-----------------------	-----------	---------------	----------------------------------	------------------------	--	-------	------------	-----------------------	--------------------------------	---------------------------------------	--

<u>States</u>	Hellas Construction, Inc - Synthetic Turf	Hellas Construction, Inc - Tracks & Courts	Hillyard Inc.	Hussey Seating Company	Kompan Inc	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	Pitsco Inc
California	1	1	0			1	1	1	1	1	1	0	1	1	1
Colorado	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Connecticut	0	0	1	1	1	1	1	1	1	1	1	1	1	1	1
Florida	1	1	1			1	1	1	1	1	0	0	1	1	1
Georgia															
Illinois															
Indiana															
Iowa	0	0	1	1	1	1	1	1	1	1	1	0	1	1	1
Kansas	1	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	1
Massachusetts	0	0	1	0	0	1	1	1	1	1	1	0	1	1	1
Michigan	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Minnesota	1	1	1	0	1	1	1	1	1	1	1	0	1	1	1
Missouri															
Montana															
Nebraska	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
New Jersey	1	1	0	0	0	1	0	1	0	1	0	0	1	0	0
New Mexico															
North Dakota	1	1	1	0	1	1	1	1	1	1	1	0	1	1	1
Ohio	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Oregon															
Pennsylvania	0	0	0	1	1	1	1	1	1	1	0	0	1	1	1
Texas															
Virginia															
Washington	1	1	0	0	0	1	1	1	1	1	0	0	0	0	1
West Virginia	1	1	1	0	1	1	1	1	1	1	1	1	1	1	1
Wisconsin	1	1	1	1	1	1	1	1	0	1	1	0	1	1	1
Wyoming	1	1	1	1	1	1	1	1	1	1	1	0	1	1	1

<u>States</u>	Hellas Construction, Inc - Synthetic Turf	Hellas Construction, Inc - Tracks & Courts	Hillyard Inc.	Hussey Seating Company	Kompan Inc	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	Pitsco Inc
---------------	---	--	---------------	------------------------	------------	----------------	---------------------------------	--------------	------------------------------	-----------------------------	-----	-----------------------------	-----------------------------	-------------------------	------------

<u>States</u>	Playcraft Systems Inc	Progressive Services INC	Quill - Instructional Supply Catalog	Quill - Office Supplies Catalog	Romtec Inc	School Health	School Specialty - Furniture	School Specialty - Instructional Supply Catalog	School Specialty - Sports Equipment	Shaw Sports Turf- Synthetic Turf
California		1	1	1		0	1	1	1	1
Colorado	1	1	1	1	1	1	1	1	1	1
Connecticut	1	0	1	1	1	0	1	0	0	1
Florida		1	1	1		1	1	1	1	1
Georgia										
Illinois										
Indiana										
Iowa	1	0	1	1	1	0	1	1	1	0
Kansas	1	1	1	1	1	1	1	1	1	1
Kentucky	1	1	1	1	1	1	1	1	1	1
Massachusetts	0	0	1	1	0	1	1	1	1	0
Michigan	1	1	1	1	1	1	1	1	1	1
Minnesota	0	0	0	0	1	1	1	1	1	1
Missouri										
Montana										
Nebraska	1	1	1	1	1	1	1	1	1	1
New Jersey	0	0	0	0	0	0	1	0	0	1
New Mexico										
North Dakota	1	0	0	0	1	1	1	1	1	1
Ohio	1	1	1	1	1	1	1	1	1	1
Oregon										
Pennsylvania	1	0	1	1	0	1	1	1	1	0
Texas										
Virginia										
Washington	0	1	0	0	0	0	0	0	0	0
West Virginia	1	1	1	1	1	1	1	1	1	1
Wisconsin	1	0	1	1	1	1	1	1	1	1
Wyoming	1	1	1	1	1	1	1	1	1	1

<u>States</u>	Playcraft Systems Inc	Progressive Services INC	Quill - Instructional Supply Catalog	Quill - Office Supplies Catalog	Romtec Inc	School Health	School Specialty - Furniture	School Specialty - Instructional Supply Catalog	School Specialty - Sports Equipment	Shaw Sports Turf- Synthetic Turf
---------------	-----------------------	--------------------------	--------------------------------------	---------------------------------	------------	---------------	------------------------------	---	-------------------------------------	----------------------------------

Member Signed 2019 Contracts w/Reasons

Report March 23, 2020 (2019 Report)

<u>Response Status</u>	<u>States</u>	<u>2. Name (First)</u>	<u>2. Name (Last)</u>	AstroTurf	Best Plumbing	BioFit Engineered Products	BLICK Art Materials	Busch Systems International Inc.
2019 Signed Contracts-Submitted	California	Racquel	Landolf	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Colorado	Tim	Sanger	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Connecticut	Cara	Hart	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Florida	Judy	Hall	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Not Submitted	Georgia							
2019 Signed Contracts-Not Submitted	Illinois							
2019 Signed Contracts-Not Submitted	Indiana							
2019 Signed Contracts-Submitted	Iowa	Joni	Puffett	No- Not an area we support	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Kansas	Tina	Smith	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Kentucky	Ann	Burden	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Massachusetts	Joan	Preble	No- Legally can't sign	No- Legally can't sign	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Michigan	Michelle	Selak	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Minnesota	Melissa	Mattson	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Not Submitted	Missouri							
2019 Signed Contracts-Not Submitted	Montana							
2019 Signed Contracts-Submitted	Nebraska	Craig	Peterson	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	New Jersey	Teresa	Gerstacker	No- We have our own contract	No- We have our own contract	No- Other	No- We have our own contract	No- We have our own contract
2019 Signed Contracts-Not Submitted	New Mexico							
2019 Signed Contracts-Submitted	North Dakota	Jane	Eastes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Ohio	Elmo	Kallner	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Not Submitted	Oregon							
2019 Signed Contracts-Submitted	Pennsylvania	Jeff	Kimball	No- Legally can't sign	Yes	Yes	Yes	Yes
2019 Signed Contracts-Not Submitted	Texas							
2019 Signed Contracts-Not Submitted	Virginia							
2019 Signed Contracts-Submitted	Washington	THOMAS	KIM	No- Other	No- Other	Yes	No- Other	No- Other
2019 Signed Contracts-Submitted	West Virginia	Tinessa	Williamson	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Wisconsin	Jane	Wray	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Wyoming	Nita	Werner	Yes	Yes	Yes	Yes	No- Other

Member Signed 2019 Contracts w/Reasons

Report March 23, 2020 (2019 Report)

Response Status

<u>Response Status</u>	<u>States</u>	CDW-G	Daktronics	Dude Solutions Inc	Facility Solutions Group	Field Turf USA - Synthetic Turf	Field Turf USA - Tracks & Courts
2019 Signed Contracts-Submitted	California	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Colorado	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Connecticut	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Florida	Yes	Yes	Yes	Yes	No- Other	No- Other
2019 Signed Contracts-Not Submitted	Georgia						
2019 Signed Contracts-Not Submitted	Illinois						
2019 Signed Contracts-Not Submitted	Indiana						
2019 Signed Contracts-Submitted	Iowa	Yes	Yes	Yes	Yes	No- Not an area we support	No- Not an area we support
2019 Signed Contracts-Submitted	Kansas	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Kentucky	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Massachusetts	Yes	No- Legally can't sign	Yes	No- Legally can't sign	No- Legally can't sign	No- Legally can't sign
2019 Signed Contracts-Submitted	Michigan	Yes	Yes	No- Other	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Minnesota	Yes	Yes	No- Other	Yes	Yes	No- Other
2019 Signed Contracts-Not Submitted	Missouri						
2019 Signed Contracts-Not Submitted	Montana						
2019 Signed Contracts-Submitted	Nebraska	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	New Jersey	No- We have our own contract	Yes	No- Other	No- We have our own contract	Yes	Yes
2019 Signed Contracts-Not Submitted	New Mexico						
2019 Signed Contracts-Submitted	North Dakota	Yes	Yes	Yes	Yes	Yes	No- Other
2019 Signed Contracts-Submitted	Ohio	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Not Submitted	Oregon						
2019 Signed Contracts-Submitted	Pennsylvania	Yes	Yes	Yes	Yes	No- We have our own contract	No- We have our own contract
2019 Signed Contracts-Not Submitted	Texas						
2019 Signed Contracts-Not Submitted	Virginia						
2019 Signed Contracts-Submitted	Washington	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	West Virginia	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Wisconsin	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Wyoming	Yes	Yes	Yes	Yes	Yes	Yes

Member Signed 2019 Contracts w/Reasons

Report March 23, 2020 (2019 Report)

<u>Response Status</u>	<u>States</u>	Hellas Construction, Inc - Synthetic Turf	Hellas Construction, Inc - Tracks & Courts	Hillyard Inc.	Hussey Seating Company	Kompan Inc	Konica Minolta
2019 Signed Contracts-Submitted	California	Yes	Yes	In the Process of Signing			Yes
2019 Signed Contracts-Submitted	Colorado	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Connecticut	No- Other	No- Other	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Florida	Yes	Yes	Yes			Yes
2019 Signed Contracts-Not Submitted	Georgia						
2019 Signed Contracts-Not Submitted	Illinois						
2019 Signed Contracts-Not Submitted	Indiana						
2019 Signed Contracts-Submitted	Iowa	No- Not an area we support	No- Not an area we support	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Kansas	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Kentucky	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Massachusetts	No- Legally can't sign	No- Legally can't sign	Yes	No- Other	No- Other	Yes
2019 Signed Contracts-Submitted	Michigan	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Minnesota	Yes	Yes	Yes	No- We have our own contract	Yes	Yes
2019 Signed Contracts-Not Submitted	Missouri						
2019 Signed Contracts-Not Submitted	Montana						
2019 Signed Contracts-Submitted	Nebraska	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	New Jersey	Yes	Yes	No- We have our own contract	No- We have our own contract	No- Other	Yes
2019 Signed Contracts-Not Submitted	New Mexico						
2019 Signed Contracts-Submitted	North Dakota	Yes	Yes	Yes	No- We have our own contract	Yes	Yes
2019 Signed Contracts-Submitted	Ohio	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Not Submitted	Oregon						
2019 Signed Contracts-Submitted	Pennsylvania	No- Legally can't sign	No- Legally can't sign	No- Other	Yes	Yes	Yes
2019 Signed Contracts-Not Submitted	Texas						
2019 Signed Contracts-Not Submitted	Virginia						
2019 Signed Contracts-Submitted	Washington	Yes	Yes	No- Other	No- Other	No- Other	Yes
2019 Signed Contracts-Submitted	West Virginia	Yes	Yes	Yes	In the Process of Signing	Yes	Yes
2019 Signed Contracts-Submitted	Wisconsin	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Wyoming	Yes	Yes	Yes	Yes	Yes	Yes

Member Signed 2019 Contracts w/Reasons

Report March 23, 2020 (2019 Report)

<u>Response Status</u>	<u>States</u>	Kranos Corp (DBA Schutt Sports)	Kyocera Mita	Mackin Educational Resources	Midwest Technology Products	MNJ	Motz Group - Synthetic Turf	National Business Furniture
2019 Signed Contracts-Submitted	California	Yes	Yes	Yes	Yes	Yes	No- Other	Yes
2019 Signed Contracts-Submitted	Colorado	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Connecticut	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Florida	Yes	Yes	Yes	Yes	No- Other	No- Other	Yes
2019 Signed Contracts-Not Submitted	Georgia							
2019 Signed Contracts-Not Submitted	Illinois							
2019 Signed Contracts-Not Submitted	Indiana							
2019 Signed Contracts-Submitted	Iowa	Yes	Yes	Yes	Yes	Yes	No- Not an area we support	Yes
2019 Signed Contracts-Submitted	Kansas	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Kentucky	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Massachusetts	Yes	Yes	Yes	Yes	Yes	No- Legally can't sign	Yes
2019 Signed Contracts-Submitted	Michigan	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Minnesota	Yes	Yes	Yes	Yes	Yes	No- Other	Yes
2019 Signed Contracts-Not Submitted	Missouri							
2019 Signed Contracts-Not Submitted	Montana							
2019 Signed Contracts-Submitted	Nebraska	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	New Jersey	No- We have our own contract	Yes	No- Other	Yes	No- We have our own contract	No- Other	Yes
2019 Signed Contracts-Not Submitted	New Mexico							
2019 Signed Contracts-Submitted	North Dakota	Yes	Yes	Yes	Yes	Yes	No- Other	Yes
2019 Signed Contracts-Submitted	Ohio	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Not Submitted	Oregon							
2019 Signed Contracts-Submitted	Pennsylvania	Yes	Yes	Yes	Yes	No- Other	No- Legally can't sign	Yes
2019 Signed Contracts-Not Submitted	Texas							
2019 Signed Contracts-Not Submitted	Virginia							
2019 Signed Contracts-Submitted	Washington	Yes	Yes	Yes	Yes	No- Other	No- Other	No- Other
2019 Signed Contracts-Submitted	West Virginia	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Wisconsin	Yes	Yes	No- Other	Yes	Yes	No- Other	Yes
2019 Signed Contracts-Submitted	Wyoming	Yes	Yes	Yes	Yes	Yes	No- Other	Yes

Member Signed 2019 Contracts w/Reasons

Report March 23, 2020 (2019 Report)

Response StatusStates

Partac Peat Corporation

Pitsco Inc

Playcraft Systems Inc

Progressive Services
INCQuill - Instructional Supply
Catalog

Quill - Office Supplies Catalog

2019 Signed Contracts-Submitted	California	Yes	Yes		Yes	Yes	Yes
2019 Signed Contracts-Submitted	Colorado	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Connecticut	Yes	Yes	Yes	No- Other	Yes	Yes
2019 Signed Contracts-Submitted	Florida	Yes	Yes		Yes	Yes	Yes
2019 Signed Contracts-Not Submitted	Georgia						
2019 Signed Contracts-Not Submitted	Illinois						
2019 Signed Contracts-Not Submitted	Indiana						
2019 Signed Contracts-Submitted	Iowa	Yes	Yes	Yes	No- Other	Yes	Yes
2019 Signed Contracts-Submitted	Kansas	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Kentucky	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Massachusetts	Yes	Yes	No- Other	No- Legally can't sign	Yes	Yes
2019 Signed Contracts-Submitted	Michigan	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Minnesota	Yes	Yes	No- Other	No- Other	No- Other	No- Other
2019 Signed Contracts-Not Submitted	Missouri						
2019 Signed Contracts-Not Submitted	Montana						
2019 Signed Contracts-Submitted	Nebraska	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	New Jersey	No- We have our own contract	No- Other	No- We have our own contract	No- Other	No- We have our own contract	No- We have our own contract
2019 Signed Contracts-Not Submitted	New Mexico						
2019 Signed Contracts-Submitted	North Dakota	Yes	Yes	Yes	No- Other	No- Other	No- Other
2019 Signed Contracts-Submitted	Ohio	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Not Submitted	Oregon						
2019 Signed Contracts-Submitted	Pennsylvania	Yes	Yes	Yes	No- Legally can't sign	Yes	Yes
2019 Signed Contracts-Not Submitted	Texas						
2019 Signed Contracts-Not Submitted	Virginia						
2019 Signed Contracts-Submitted	Washington	No- Other	Yes	No- Other	Yes	No- Other	No- Other
2019 Signed Contracts-Submitted	West Virginia	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Wisconsin	Yes	Yes	Yes	No- Other	Yes	Yes
2019 Signed Contracts-Submitted	Wyoming	Yes	Yes	Yes	Yes	Yes	Yes

Member Signed 2019 Contracts w/Reasons
Report March 23, 2020 (2019 Report)

<u>Response Status</u>	<u>States</u>	Sports Surfaces Distributing - Hardwood & Synthetic Flooring	State Industrial Products	Techline Sports Lighting	WTI/Tremco	<u># Signed Contracts</u>	<u>States</u>	
2019 Signed Contracts-Submitted	California	Yes	No- Other	Yes	Yes	0	California	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	Colorado	Yes	Yes	Yes	Yes	0	Colorado	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	Connecticut	Yes	Yes	Yes	Yes	0	Connecticut	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	Florida	Yes	Yes	Yes	Yes	0	Florida	2019 Signed Contracts-Submitted
2019 Signed Contracts-Not Submitted	Georgia					0	Georgia	2019 Signed Contracts-Not Submitted
2019 Signed Contracts-Not Submitted	Illinois					0	Illinois	2019 Signed Contracts-Not Submitted
2019 Signed Contracts-Not Submitted	Indiana					0	Indiana	2019 Signed Contracts-Not Submitted
2019 Signed Contracts-Submitted	Iowa	No- Not an area we support	Yes	No- Other	Yes	0	Iowa	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	Kansas	Yes	Yes	Yes	Yes	0	Kansas	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	Kentucky	Yes	Yes	Yes	Yes	0	Kentucky	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	Massachusetts	No- Legally can't sign	Yes	No- Legally can't sign	No- Legally can't sign	0	Massachusetts	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	Michigan	Yes	Yes	Yes	Yes	0	Michigan	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	Minnesota	No- We have our own contract	Yes	Yes	Yes	0	Minnesota	2019 Signed Contracts-Submitted
2019 Signed Contracts-Not Submitted	Missouri					0	Missouri	2019 Signed Contracts-Not Submitted
2019 Signed Contracts-Not Submitted	Montana					0	Montana	2019 Signed Contracts-Not Submitted
2019 Signed Contracts-Submitted	Nebraska	Yes	Yes	Yes	Yes	0	Nebraska	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	New Jersey	No- We have our own contract	No- Other	No- Other	Yes	0	New Jersey	2019 Signed Contracts-Submitted
2019 Signed Contracts-Not Submitted	New Mexico					0	New Mexico	2019 Signed Contracts-Not Submitted
2019 Signed Contracts-Submitted	North Dakota	No- We have our own contract	Yes	Yes	Yes	0	North Dakota	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	Ohio	Yes	Yes	Yes	Yes	0	Ohio	2019 Signed Contracts-Submitted
2019 Signed Contracts-Not Submitted	Oregon					0	Oregon	2019 Signed Contracts-Not Submitted
2019 Signed Contracts-Submitted	Pennsylvania	Yes	No- Other	No- Other	Yes	0	Pennsylvania	2019 Signed Contracts-Submitted
2019 Signed Contracts-Not Submitted	Texas					0	Texas	2019 Signed Contracts-Not Submitted
2019 Signed Contracts-Not Submitted	Virginia					0	Virginia	2019 Signed Contracts-Not Submitted
2019 Signed Contracts-Submitted	Washington	No- Other	No- Other	No- Other	Yes	0	Washington	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	West Virginia	Yes	Yes	Yes	Yes	0	West Virginia	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	Wisconsin	Yes	Yes	Yes	Yes	0	Wisconsin	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	Wyoming	Yes	Yes	Yes	Yes	0	Wyoming	2019 Signed Contracts-Submitted

AEPA Inc.

c/o Kathleen Lane, CPS
7520 Montgomery NE, Bldg. E17
Albuquerque, NM 87109
Email: abqlane@aol.com



BILL TO	INVOICE
---------	---------

NEBRASKA ESUCC COOPERATIVE PURCHASING 412 W. 14th Ave, Holdrege, NE 68949	DATE 4/8/2020 INVOICE# NE_2019
--	-------------------------------------

PAYMENT DESCRIPTION	SALES	TOTAL
2019 Member Reported Sales	\$4,403,767.45	
Sales Assessment @ .00035:		\$1,541.32
Fixed Assessment @ \$2,500:		\$2,500.00
	TOTAL	\$4,041.32

Thank you for being an active member!

CONTACT INFO
Craig Peterson craig.peterson@esucc.org 308-995-0665

Table of Contents

AEPA Agenda Apr 2020 On Line Final.....	1
Motion to approve Zoom meeting and electronic voting.....	4
Past Meeting Minutes.....	5
Minutes Winter Meeting_December 2019_DRAFT.....	5
Minutes Exec Committee_Dec 2019_DRAFT.....	23
Exec Committee_Jan 2020_DRAFT.....	27
Carolina Alliance 4 Innovation AEPA Membership Application 2020.....	32
AEPA Financial Report March 2020.....	35
AEPA Bid 21 Timeline updated 4.3.20.....	44
AEPA Administrative Bid Committee Report 4-2020.....	46
AEPA Bylaws--Rev 2020 Markup Draft 4-22-2020.....	48
AEPA Bylaws--Rev 2020 No Markup Draft 4-22-2020.....	61
AEPA Procedures--Rev 2020 Markup Draft 4-22-2020.....	74
AEPA Procedures--Rev 2020 No Markup Draft 4-22-2020.....	95
2019 Sale Reports.....	115
a.2019_AEPA_MemberState_Contract_Sales_Fees_Apr4_2020.....	115
b.2019_AEPA_MemberStates_ReportSummary_Apr4_2020.....	117
c.2019_AEPA_MemberStates_Total_Sales_Apr4_2020.....	118
d.2019_AEPA_VendorPartner_Sales_Totals_Apr4_2020.....	119
e.2019_AEPA_MemberState_Ranking_Apr4_2020.....	120
f.2019_AEPA_VendorPartner_Ranking_Apr4_2020.....	121
g.2019_AEPA_MemberStatesSalesReport_Apr4_2020.....	122
h.2019_AEPA_MemberStates_SignedContracts_Apr4_2020.....	146
i.2019_AEPA_MemberStates_Contract_Reasons_Apr4_2020.....	149
2020 Committees.....	156
AEPA Administrative_Committees 2020.....	156
AEPA_Bid_Category_Committees_2020.....	157
AEPA Strategic Work Plan November 2019.....	158
Winter Meeting Survey_Take2.....	164
AEPA Vendor Partner Advisory Committee Final.....	169
AEPA Vendor Mentoring Program Final.....	171



AGENDA

AEPA Semi-Annual Meeting April 27-28, 2020

8:00am PST; 9:00am MST; 10:00am CST; 11:00am EST
Via Zoom

Monday, April 27, 2020

10:00am PST	Executive Committee Meeting	Via Zoom
-------------	-----------------------------	----------

Tuesday, April 28, 2020

8:00am PST	<p>General Meeting</p> <ul style="list-style-type: none"> • Call to order • Roll Call • Introductions • <i>Action Item:</i> Approval to hold virtual meeting and electronic voting • <i>Action Item:</i> Approval of agenda as presented • <i>Action Item:</i> Approval to waive reading of minutes • <i>Action Item:</i> Approval of minutes Dec 2-4, 2019 • Meeting notice and proof of mailing • New Member Committee • <i>Action Item:</i> Approval of application for membership of Carolinas Alliance 4 Innovation CA4I (South Carolina) • Finance Committee <ul style="list-style-type: none"> ➢ <i>Action Item:</i> Approval of Financial Report ➢ <i>Action Item:</i> Approval of Administrative Support Staff Fee to the President's agency for period 7/1/18-6/30/19 • Bid Committee <ul style="list-style-type: none"> ➢ 021 Bid Timeline <ul style="list-style-type: none"> a. <i>Action Item:</i> Approval of 021 Bid Timeline ➢ 021 Bid Category Status Update 	<p>Via Zoom</p> <p><i>Pres. Tamra Hurst, OH</i></p> <p><i>Secretary Tina Smith, KS</i></p> <p><i>Exec. Dir. George Wilson</i></p> <p><i>Pres. Tamra Hurst, OH</i></p> <p><i>Pres. Tamra Hurst, OH</i></p> <p><i>Pres. Tamra Hurst, OH</i></p> <p><i>Pres. Tamra Hurst, OH</i></p> <p><i>Secretary Tina Smith, KS</i></p> <p><i>Ex. Dir. George Wilson</i></p> <p><i>Treas. Dave Mahalko, WA</i></p> <p><i>Jane Eastes, ND</i></p>
------------	---	--

	<ul style="list-style-type: none"> ➤ <i>Action Items</i> (as needed): <ul style="list-style-type: none"> Athletic Field Lighting Hardwood and Synthetic Flooring Copiers, MFP's, Printer and MPS Roofing and Related Services HVAC Systems (New Category) Disaster Recovery (New Category) Safety and Security (New Category) ➤ Discussion on Parameters for a Mid-Year (0.5) Solicitation: <ul style="list-style-type: none"> a. Re-issuance of a previously unsuccessful solicitation b. Extraordinary, broadly available funding opportunities that are time sensitive c. Narrowly defined category with a set of current specifications available for use through a state agency or other avenue ➤ Discussion on allowing the use of Requests for Proposals (RFPs) • Enabling Documents <i>Action Item:</i> Approval of changes to Enabling Documents as presented • Sales and Assessment Reporting Committee • Nominating Committee <ul style="list-style-type: none"> ➤ <i>Action Item:</i> Election of Officers – Vice-President, Secretary • Administrative and Bid Committee Assignments • Marketing Committee • Professional Development Committee • Website Committee • Strategic Plan Review \$619 million dollar goal Strategies: <ul style="list-style-type: none"> ➤ Strategy 1 – Tamra Hurst ➤ Strategy 2 – Jane Eastes ➤ Strategy 3 – Robin Strauser ➤ Strategy 4 – Tina Smith ➤ Strategy 5 – Dave Mahalko ➤ Strategy 6 – Larche Hardy ➤ Strategy 7 – George Wilson ➤ Strategy 8 – Anna Marie Hollander 	<p><i>Andrew Pickens, TX</i> <i>Michelle Pratt, VA</i> <i>Jane Eastes, ND</i> <i>Ken Swink, OH</i> <i>Thomas Kim, NM</i> <i>Andrew Pickens, TX</i> <i>Anna Marie Hollander, MI</i> <i>Kevin Benson, GA</i></p> <p><i>Ex. Dir. George Wilson</i> <i>Jane Eastes, ND</i></p> <p><i>VP Robin Strauser, NM</i></p> <p><i>Pres. Tamra Hurst, OH</i> <i>Jeremy Kovash, ND</i></p> <p><i>Pres. Tamra Hurst, OH</i> <i>Larche Hardy, FL</i> <i>Andrew Pickens, TX</i> <i>Craig Peterson, NE</i> <i>Ex. Dir. George Wilson</i></p>
--	--	---

	<ul style="list-style-type: none"> • Meeting Planning Committee <ul style="list-style-type: none"> ➤ AEPA Winter Meeting Survey Results ➤ <i>Action Item:</i> Approval of meeting dates and locations as listed • Informational Items <ul style="list-style-type: none"> ➤ Vendor Partner Advisory Committee ➤ Vendor Partner Mentoring Program ➤ Public Record Requests • Executive Director Update 	<p><i>Secretary Tina Smith, KS</i></p> <p><i>Pres. Tamra Hurst, OH</i></p> <p><i>Exec. Dir. George Wilson</i></p>
	<ul style="list-style-type: none"> • Adjourn <i>Action Item:</i> Motion to adjourn 	<p><i>Pres. Tamra Hurst, OH</i></p>

Future Meeting Dates/Locations

Meeting	Location	Dates
<i>Executive Committee Meeting</i>	<i>Louisville, KY</i>	<i>July 23-24, 2020</i>
AEPA Annual Winter Meeting	Orlando, FL	November 30-December 2, 2020
<i>Executive Committee Meeting</i>	<i>Scottsdale, AZ</i>	<i>January 21-22, 2021</i>
AEPA Annual Spring Meeting	Kansas City, KS	April 18-20, 2021
<i>Executive Committee Meeting</i>	<i>Nashville, TN</i>	<i>July 22-23, 2021</i>
AEPA Annual Winter Meeting	Houston, TX	November 29-December 1, 2021

Meeting Documents:

[http://www.aepacoop.org/pages/Association of Educational Pur](http://www.aepacoop.org/pages/Association_of_Educational_Pur)



Action Item: Motion to approve holding a virtual meeting and electronic voting

Whereas, AEPA Bylaws Article 3.1, Place of Meetings, states that the date and locations of all Board meetings will be approved by Board action and reflected in the meeting minutes, and

Whereas, the AEPA Board has previously approved the dates and location of the Annual Meeting as April 26-28, 2020 in Austin, TX, and

Whereas, the nationwide Covid-19 Pandemic has made it impossible for the Board to meet in person in Austin, TX due to travel restrictions in many of the member states,

Now Therefore Be It Resolved That

The 2020 AEPA Annual Meeting will be held via Zoom conference on Tuesday, April 28, 2020 and

Be It Further Resolved That

Voting on the business of AEPA at the 2020 AEPA Annual Meeting will be held per voice vote, electronic votes or, if necessary, secret ballot via electronic means.



**AEPA WINTER MEETING
SCOTTSDALE, AZ
DECEMBER 2-4, 2019**

MONDAY, DECEMBER 2, 2019

The meeting of the Association of Educational Purchasing Agencies was called to order by President Tamra Hurst, OH at 5:30 p.m. Following roll call, it was determined that members present constituted the quorum needed to conduct business. Meeting attendee lists are included as Exhibit A.

GENERAL MEETING ITEMS

- **Approval of agenda as presented**
 - Motion to Approve: MN
 - Second: CT
 - Motion Carried: Unanimous, with discussion
- **Approval to waive reading of minutes**
 - Motion to Approve: WI
 - Second: GA
 - Motion Carried: Unanimous
- **Approval of minutes April 7-9, 2019**
 - Motion to Approve: NJ
 - Second: NE
 - Motion Carried: Unanimous

MEETING NOTICE AND PROOF OF MAILING

- Review of meeting notice and proof of mailing provided by Tina Smith, Secretary, KS.
 - In accordance with Section 3.3 of the AEPA Bylaws, on August 20, 2019 the meeting notice was sent by the Secretary via email to members and vendors using the record of email contact information on file, and also posted to the AEPA website. Subsequent email reminders were also provided.

REPORTS

- Finance Committee Report
Treasurer Dave Mahalko, WA presented the Treasurer's report. All financial reports are posted to the website.
 - **ACTION ITEMS**
 - **Approval of Treasurer's Report**
 - Motion to Approve: KS
 - Second: CT
 - Motion Carried: Unanimous
 - **Approval of 2020 Budget**
 - Motion to Approve: TX
 - Second: MI
 - Motion Carried: Wyoming, Indiana opposed



AEPA to generate an invoice for member assessments based on member reported sales effective CY2019.

- Motion to Approve: WA
- Second: CO
- Motion Carried: Unanimous, with discussion

AEPA to increase the member assessment to \$2,500 plus .00035% of member reported sales effective Cy2019 and collected in April 2020.

- Motion to Approve: WA
- Second: MI
 - Motion to amend the motion to include that the larger states pay a higher assessment fee than the smaller states
 - Motion to Approve: IN
 - Motion Lost
 - Motion to defer to original motion
 - Motion Carried WI, NE, WY, IN, IL opposed; with discussion

REPORTS

- **Marketing Committee Report: Dane Hewitt, WA**
- **Website Committee Report: Craig Peterson, NE**
- **Sales and Assessment Reporting Committee: President Tamra Hurst, OH**
- **Meeting Planning Committee Report: Secretary Tina Smith, KS**
 - **ACTION ITEM**
Approval of meeting dates and locations as recommended including authorization to contract with hotels and pay expenses as recommended by planning committee and as per AEPA Bylaw 9.2.
 - Motion to Approve: CT
 - Second: TX
 - Motion Carried: Unanimous
- **Enabling Documents Committee Report: Elmo Kallner, OH**
- **Executive Committee Report; President Tamra Hurst, OH**

ACTION ITEM

- **Motion to adjourn the meeting temporarily**
 - Motion to Approve: WA
 - Second: KS
 - Motion Carried: Unanimous

MEETING ADJOURNED

The meeting was temporarily adjourned at 6:33 p.m.



TUESDAY, DECEMBER 3, 2019

The meeting resumed at 8:40 a.m.

REPORTS

- **VENDOR MEETING UPDATE: Executive Director George Wilson**
- **STRATEGIC PLAN UPDATE: Executive Director George Wilson**

The executive director provided a review of the AEPA Strategic Plan and the following individuals provided an update on work completed for each strategy.

 - Strategy 1 – Tamra Hurst, OH
 - Strategy 2 – Jane Eastes, ND
 - Strategy 3 – Robin Strauser, NM
 - Strategy 4 – Tina Smith, KS
 - Strategy 5 – Dave Mahalko, WA
 - Strategy 6 – Larche Hardy, FL
 - Strategy 8 – Elmo Kallner, OH
 - Strategy 7 – There will be no strategy committee for advocacy. George Wilson will serve as the main legislative advocate for AEPA.
- **Bid Committee Reports: Jane Eastes, ND**, provided the bid committee report, which included the number of bid downloads, questions and answers, and bids received for the 020 bid cycle. The reports are available on the AEPA website. The committee received an Open Records request for bid submittals and has requested advisement from legal counsel as to which state to process such requests.
- **Recognition of Committee Chairs – Tamra Hurst, OH**

Elmo Kallner, OH, presented an overview of the mission of AEPA and the importance of volunteers. President Tamra Hurst, OH, recognized the following committee chairs:

 - Ted Witt, CA
 - Cara Hart, CT
 - Larche Hardy, FL
 - Phil Partenheimer, IN
 - Joni Puffett, IA
 - Tina Smith, KS
 - Anna Marie Hollander, MI
 - Melissa Mattson, MN
 - Lisa Truax, MN
 - Craig Peterson, NE
 - Teresa Gerstacker, NJ
 - Pat Moran, NJ
 - Robin Strauser, NM
 - John Tortelli, NM
 - Jane Eastes, ND
 - Elmo Kallner, OH
 - Ken Swink, OH
 - Andrew Pickens, TX
 - Michelle Pratt, VA
 - David Mahalko, WA
 - Tammy Stowers, WV
 - Nita Werner, WY



BID EXTENSIONS AND AWARDS BY CATEGORY

Extension of Bid 017

- 017A: Athletic Field Lighting

Andrew Pickens, TX, provided a review of the bid committee recommendation.

- Techline Sports Lighting
 - Motion to Approve: TX
 - Second: FL
 - Motion Carried: Unanimous

- 017B: Copiers, MFPs, Printers and Managed Print Services

Jane Eastes, ND, provided a review of the bid committee recommendations.

- Konica Minolta
 - Motion to Approve: ND
 - Second: MT
 - Motion Carried: Unanimous
- Kyocera Mita
 - Motion to Approve: ND, with plan of improvement
 - Second: IN
 - Motion Carried: Unanimous

- 017C: Hardwood and Synthetic Flooring

Michelle Pratt, VA, provided a review of the bid committee recommendation.

- Sports Surfaces Distributing
 - Motion to Approve: VA, with plan of improvement
 - Second: PA
 - Motion Carried: Unanimous

- 017F: Roofing and Related Services

Elmo Kallner, OH, provided a review of the bid committee recommendations.

- Progressive Roofing
 - Motion to Approve: OH, with line item price changes
 - Second: WY
 - Motion Carried: Unanimous
- WTI/Tremco
 - Motion to Approve: OH, with line item price changes
 - Second: WA
 - Motion Carried: Unanimous

Each of the extended vendors in attendance were given an opportunity to address the group.

Extension of Bid 018

- 018A: Technology Catalog

Elmo Kallner, OH, provided a review of the bid committee recommendations.

- MNJ Technologies
 - Motion to Approve: OH, with plan of improvement
 - Second: IA
 - Motion Carried: Unanimous



- CDW Government
 - Motion to Approve: OH with plan of improvement
 - Second: WY
 - Motion Carried: Unanimous
- 018B: LED Lighting
 - Facilities Solutions Group
 - Motion to Approve: IA
 - Second: CT
 - Motion Carried: Unanimous
- 018D: Furniture
 - Biofit Engineered Products
 - Motion to Approve: MN, with plan of improvement
 - Second: NM
 - Motion Carried: Unanimous
 - National Business Furniture
 - Motion to Approve: MN, with plan of improvement
 - Second: WV
 - Motion Carried: Unanimous
 - School Specialty, Inc.,
 - Motion to Approve: MN
 - Second: MT
 - Motion Carried: Unanimous
 - SICO America
 - Motion to Non-Renew: MN
 - Second: CT
 - Motion Carried: Unanimous

Each of the extended vendors in attendance were given an opportunity to address the group.

Extension of Bid 018.5

- 018.5A: Maintenance, Repair and Operations
 - Best Plumbing Specialties, Inc.
 - Motion to Approve: MI
 - Second: MT
 - Motion Carried: Unanimous
- 018.5B: Industrial Arts and Career and Tech Supplies
 - Midwest Technology Products
 - Motion to Approve: OH
 - Second: IA
 - Motion Carried: Unanimous



•018.5C: Athletic Equipment & Supplies

Nita Werner, WY, provided a review of the bid committee recommendations.

- Partac Peat Corp
 - Motion to Approve: WY
 - Second: TX
 - Motion Carried: Unanimous
- School Health Corp
 - Motion to Approve: WY, with plan of improvement
 - Second: MA
 - Motion Carried: Unanimous
- School Specialty, Inc.,
 - Motion to Approve: WY
 - Second: MT
 - Motion Carried: Unanimous
- Kranos, dba Schutt Sports
 - Motion to Approve: WY
 - Second: MN
 - Motion Carried: Unanimous

Each of the extended vendors in attendance were given an opportunity to address the group.

PROFESSIONAL DEVELOPMENT

Jane Wray and Mitchell Lilly, WI, provided a professional development session on Brand Promise and Social Media.

Extension of Bid 019

•019B: Custodial Supplies and Equipment

Cara Hart, CT, provided a review of the bid committee recommendation.

- Busch Systems International, Inc.
 - Motion to Approve: CT, with plan of improvement
 - Second: IA
 - Motion Carried: Unanimous
- Hillyard, Inc.
 - Motion to Approve: CT, with plan of improvement
 - Second: NM
 - Motion Carried: Unanimous
- State Industrial Products
 - Motion to Approve: CT, with plan of improvement
 - Second: KS
 - Motion Carried: Unanimous

•019C: Office Supplies and Equipment

Jane Eastes, ND, provided a review of the bid committee recommendation.

- Quill Corporation
 - Motion to Approve: ND
 - Second: CO



- Motion Carried: Unanimous
- 019E: School and Instructional Supplies
Phil Partenheimer, IN, provided a review of the bid committee recommendations.
 - Blick Art Materials
 - Motion to Approve: IN
 - Second: MO
 - Motion Carried: Unanimous
 - Pitsco Education
 - Motion to Approve: IN
 - Second: WY
 - Motion Carried: Unanimous
 - Quill Corporation
 - Motion to Approve: IN
 - Second: NE
 - Motion Carried: Unanimous
 - School Specialty, Inc.
 - Motion to Approve: IN
 - Second: CO
 - Motion Carried: Unanimous

Each of the extended vendors in attendance were given an opportunity to address the group.

Extension of Bid 019.5

- 019.5A: Telescopic Bleachers and Seating
Lisa Truax, MN, provided a review of the bid committee recommendations.
 - Hussey Seating Company
 - Motion to Approve: MN
 - Second: WY
 - Motion Carried: Unanimous
- 019.5B: Playground and Recreation Structures
Tammy Stowers, WV, provided a review of the bid committee recommendations
 - Kompan, Inc.
 - Motion to Approve: WV
 - Second: MN
 - Motion Carried: Unanimous
 - Playcraft Systems
 - Motion to Approve: WV
 - Second: OR
 - Motion Carried: Unanimous
 - Romtec, Inc.
 - Motion to Approve: WV
 - Second: KS
 - Motion Carried: Unanimous

Each of the extended vendors in attendance were given an opportunity to address the group.



Award of Bid 020

- 020A Natural and Synthetic Surfaces for Sports Fields
Nita Werner, WY, provided a review of the bid committee recommendations.
- 020A Natural and Synthetic Surfaces: Category 1-Synthetic Turf
 - ACT Global (All Regions)
 - Motion to Approve: WY
 - Second: NM
 - Motion Carried: Unanimous
 - Astro Turf (All Regions)
 - Motion to Approve: WY
 - Second: FL
 - Motion Carried: Unanimous
 - Field Turf (All Regions)
 - Motion to Approve: WY
 - Second: WA
 - Motion Carried: Unanimous
 - Hellas (All Regions)
 - Motion to Approve: WY
 - Second: KS
 - Motion Carried: Unanimous
 - Sports Surfaces Distributing (Regions 2,3,4,5,7,8)
 - Motion to Approve: WY
 - Second: NM
 - Motion Carried: Unanimous
 - Shaw Industries (All Regions)
 - Motion to Approve: WY
 - Second: GA
 - Motion Carried: Unanimous
 - SprintTurf (All Regions)
 - Motion to Approve: WY
 - Second: Washington
 - Motion Carried: Unanimous
 - The Motz Group (All Regions)
 - Motion to Approve: WY
 - Second: IN
 - Motion Carried: Unanimous
 - Vescio Group (Regions 5,6)
 - Motion to Approve: WY
 - Second: KY
 - Motion Carried: Unanimous
 - ACT Global Category 2 – Natural
 - Motion to Approve: WY
 - Second: KY
 - Motion Carried: Unanimous



- 020A Natural and Synthetic Surfaces: Category 2-Natural Turf
 - Astro Turf (All Regions)
 - Motion to Approve: WY
 - Second: KY
 - Motion Carried: Unanimous
 - Vescio Category (Regions 5,6)
 - Motion to Approve: WY
 - Second: KY
 - Motion Carried: Unanimous
 - Motion to reject Shaw
 - Motion to Approve: WY
 - Second: NM
 - Motion Carried: Unanimous
- 020A Natural and Synthetic Surfaces: Category 3-Running Track/Tennis/Athletic Courts
 - ACT Global (All Regions)
 - Motion to Approve: WY
 - Second: KY
 - Motion Carried: Unanimous
 - Astro Turf Category (All Regions)
 - Motion to Approve: WY
 - Second: FL
 - Motion Carried: Unanimous
 - Field Turf Category 3 (All Regions)
 - Motion to Approve: WY
 - Second: WA
 - Motion Carried: Unanimous
 - Hellas Category 3 (All Regions)
 - Motion to Approve: WY
 - Second: WI
 - Motion Carried: Unanimous
 - Sports Surfaces Distributing (Regions 2,3,4,5,7,8)
 - Motion to Approve: WY
 - Second: KY
 - Motion Carried: Unanimous
 - Shaw Industries (All Regions)
 - Motion to Approve: WY
 - Second: WI
 - Motion Carried: Unanimous
 - SprinTurf (All Regions)
 - Motion to Approve: WY
 - Second: WA
 - Motion Carried: Unanimous
 - The Motz Group (Regions 3,5,6)
 - Motion to Approve: WY



- Second: OH
 - Motion Carried: Unanimous
 - Reject Mathusek
 - Motion to Approve: WY
 - Second: Cara Hart, CT
 - Motion Carried: Unanimous
- 020A Natural and Synthetic Surfaces: Category 4-Synthetic Turf for Playground/Ped/Commercial/Landscaping
 - ACT Global (All Regions)
 - Motion to Approve: WY
 - Second: MN
 - Motion Carried: Unanimous
 - Astro Turf (All Regions)
 - Motion to Approve: WY
 - Second: MO
 - Motion Carried: Unanimous
 - Field Turf (All Regions)
 - Motion to Approve: WY
 - Second: OR
 - Motion Carried: Unanimous
 - Hellas (All Regions)
 - Motion to Approve: WY
 - Second: TX
 - Motion Carried: Unanimous
 - Sports Surfaces Distributing (Regions 2,3,4,5,7,8)
 - Motion to Approve: WY
 - Second: KY
 - Motion Carried: Unanimous
 - Shaw Industries (All Regions)
 - Motion to Approve: WY
 - Second: GA
 - Motion Carried: Unanimous
 - SprinTurf (All Regions)
 - Motion to Approve: WY
 - Second: WA
 - Motion Carried: Unanimous
- 020B Carpet and Resilient Flooring

Pat Moran, NJ, provided a review of the bid committee recommendations.

 - Interface
 - Motion to Approve: NJ
 - Second: GA
 - Motion Carried: Unanimous
 - The Gillespie Group
 - Motion to Approve: NJ
 - Second: NM
 - Motion Carried: Unanimous



- 020C Digital Resources and Instructional Material
Craig Peterson, NE, provided a review of the bid committee recommendations.
 - Rejection of bids from Learn Platform, Inc., Newsela, Inc., and Saddleback Educational Publishing
 - Motion to Approve: NE
 - Second: NJ
 - Motion Carried: Unanimous
 - Complete Book and Media Supply
 - Motion to Approve: NE
 - Second: NM
 - Motion Carried: Unanimous
 - Mackin Book Company
 - Motion to Approve: NE
 - Second: WY
 - Motion Carried: Unanimous
 - Bio Company
 - Motion to Approve: NE
 - Second: MI
 - Motion Carried: Unanimous
 - Imagination Station, DBA IStation
 - Motion to Approve: NE
 - Second: WI
 - Motion Carried: Unanimous
- 020D Facility Management Software
Cara Hart, CT, provided a review of the bid committee recommendations.
 - Rejection of bid from AkitaBox, Inc.
 - Motion to Approve: CT
 - Second: CA
 - Motion Carried: Unanimous
 - Dude Solutions
 - Motion to Approve: CT
 - Second: CO
 - Motion Carried: Unanimous
- 020E Lawn and Groundskeeping Equipment
Ted Witt, CA, provided a review of the bid committee recommendations.
 - Rejection of bid from SMG
 - Motion to Approve: CA
 - Second: IN
 - Motion Carried: Unanimous
 - Bob Cat
 - Motion to Approve: CA
 - Second: MN
 - Motion Carried: Unanimous
 - Husq – Mowers, catalog items
 - Motion to Approve: CA



- Second: WA
- Motion Carried: Unanimous
- 020F Digital Display Solutions
 - Tina Smith, KS, provided a review of the bid committee recommendations.
 - Rejection of bid from Imperatives, Inc.
 - Motion: KS
 - Second: CT
 - Motion Carried: Unanimous
 - Daktronics, Inc.
 - Motion: KS
 - Second: IN
 - Motion Carried: Unanimous
- 020G Vehicles
 - Robin Strauser, NM, provided a review of the bid committee recommendations.
 - Rejection of bids from Dutch Miller Auto Group, IG Burton and Company, Inc., Southwest Chevrolet, and Whitmoyer Auto Group
 - Motion: NM
 - Second: KS
 - Motion Carried: Unanimous
 - Melloy Brothers Enterprises (Region 7)
 - Motion: NM
 - Second: KS
 - Motion Carried: Unanimous
 - Mall Chevrolet (Region 2)
 - Motion: NM
 - Second: PA
 - Motion Carried; Unanimous
 - Phil Long Dealerships (All Regions)
 - Motion: NM
 - Second: WA
 - Motion Carried: Unanimous

ACTION ITEM

- Motion to adjourn the meeting temporarily and convene at 9:00 a.m. on Wednesday
 - Motion to Approve: WA
 - Second: KS
 - Motion Carried: Unanimous

MEETING ADJOURNED

The meeting was temporarily adjourned at 3:49 p.m.

WEDNESDAY, DECEMBER 4, 2019

The meeting resumed at 9:05 a.m.



REPORT

- **VENDOR MEETING RECAP: President Tamra Hurst, OH**

Tamra Hurst, OH, summarized the discussion from her meeting with new vendors.

Award of Bid 020

Each of the 020 contract award vendors in attendance were given an opportunity to address the group.

ACTION ITEMS: Bids

- **Approval of Rebid of 017 categories**

- Motion to Approve: NM
- Second: OH
- Motion Carried: Unanimous

- Discussion of 021 Categories

Jane Eastes, ND, facilitated a discussion for potential 021 Bid categories, which included breakout discussions to brainstorm potential categories. Melissa Mattson, MN, and Lisa Truax, MN provided an overview of the 021 timeline.

- **Approval three new categories for bid**

- **HVAC with subcategories, Bid 020.5**
- **Disaster Recovery Services, Bid 021**
- **Safety and Security, Bid 021**

- Motion to Approve: NM
- Second: WY
- Motion Carried: Unanimous

- **Renewal of Bid Manager Contract for Lakes County Service Cooperative for the period January 1, 2020 – December 31, 2020**

- Motion: OH
- Second: GA
- Motion Carried: IN opposed

- **Renewal of Bid Specification Writer contract for Ed Pabor for the period January 1, 2020 – December 31, 2020**

- Motion: KS
- Second: TX
- Motion Carried: IN opposed

George Wilson left the meeting 11:58 a.m.

Executive Director Evaluation

Elmo Kallner, OH, provided a review of the Executive Director Evaluation as conducted by the AEPA Executive Committee.

ACTION ITEM

Renewal of AEPA/AESA Strategic Alliance and Licensing Agreement including authorization for AESA to enter into an agreement with George Wilson to provide Executive Director services for 2010.

- Motion: MN



- Second: WY
- Motion Carried: IN opposes

George Wilson returned to the meeting 12:03 p.m.

EXECUTIVE DIRECTOR UPDATE

George Wilson provided a report, which has been loaded to the AEPA website.

FINAL COMMENTS

George Wilson thanked the members of the meeting planning committee as well as all members for their time and effort in supporting AEPA.

ACTION ITEM

- Motion to adjourn the meeting
 - Motion to Approve: WI
 - Second: WY
 - Motion Carried: Unanimous

MEETING ADJOURNED

The meeting was adjourned at 12:06 p.m.

Respectfully Submitted,


 Tina Smith, KS, Secretary

 Tamra Hurst, OH, President

 George Wilson, Executive Director

Future Meeting Dates and Locations

MEETING	LOCATION	DATES
<i>Executive Committee Meeting</i>	<i>Scottsdale, AZ</i>	<i>January 23-24, 2020</i>
AEPA Annual Spring Meeting	Austin, TX	April 26-28, 2020
<i>Executive Committee Meeting</i>	<i>Louisville, KY</i>	<i>July 21-22, 2020</i>
AEPA Annual Winter Meeting	Orlando, FL	November 30-December 2, 2020
<i>Executive Committee Meeting</i>	<i>Scottsdale, AZ</i>	<i>January 21-22, 2021</i>
AEPA Annual Spring Meeting	Kansas City, KS	April 18-20, 2021
<i>Executive Committee Meeting</i>	<i>Nashville, TN</i>	<i>July 22-23, 2021</i>
AEPA Annual Winter Meeting	Houston, TX	November 29-December 1, 2021



EXHIBIT A to AEPA 2019 WINTER MEETING MINUTES

ATTENDEES

Category	First Name	Last Name	State	Signed In
EXEC DIR	George	Wilson	Non-Voting	x
AESA	John	Bass	Non-Voting	x
MEMBER	Racquel	Landolf	CALIFORNIA	x
MEMBER	Ted	Witt	CALIFORNIA	x
MEMBER	Tim	Blanton	CALIFORNIA	x
MEMBER	Dale	McCall	COLORADO	x
MEMBER	Tim	Sanger	COLORADO	x
MEMBER	Cara	Hart	CONNECTICUT	x
MEMBER	Judy	Hall	FLORIDA	x
MEMBER	Larche	Hardy	FLORIDA	x
MEMBER	Kevin	Benson	GEORGIA	x
MEMBER	Courtney	Fleeger	ILLINOIS	x
MEMBER	Hope	Hardin-Borbely	ILLINOIS	x
MEMBER	Pamela	Clover	INDIANA	x
MEMBER	Phil	Partenheimer	INDIANA	x
MEMBER	Joni	Puffett	IOWA	x
MEMBER	Cinda	Holmes	KANSAS	x
MEMBER	Tina	Smith	KANSAS	x
MEMBER	Ann	Burden	KENTUCKY	x
MEMBER	Patricia	Sheffer	KENTUCKY	x
MEMBER	Joan	Preble	MASSACHUSETTS	x
MEMBER	Anna Marie	Hollander	MICHIGAN	x
MEMBER	Michelle	Selak	MICHIGAN	x
MEMBER	Tim	Loock	MICHIGAN	X
MEMBER	Lisa	Truax	MINNESOTA	X
MEMBER	Melissa	Mattson	MINNESOTA	X
MEMBER	Steve	Griggs	MISSOURI	X



MEMBER	Dave	Puyear	MONTANA	X
MEMBER	Craig	Peterson	NEBRASKA	X
MEMBER	Patrick	Moran	NEW JERSEY	x
MEMBER	Teresa	Gerstacker	NEW JERSEY	x
MEMBER	Gustavo	Rossell	NEW MEXICO	x
MEMBER	John	Tortelli	NEW MEXICO	x
MEMBER	Robin	Strauser	NEW MEXICO	x
MEMBER	Jane	Eastes	NORTH DAKOTA	x
MEMBER	Elmo	Kallner	OHIO	x
MEMBER	Ken	Swink	OHIO	x
MEMBER	Tamra	Hurst	OHIO	x
MEMBER	Rob	Naughton	OREGON	x
MEMBER	Cassie	Seabridge	PENNSYLVANIA	x
MEMBER	Jeff	Kimball	PENNSYLVANIA	x
MEMBER	John	Brenchley	PENNSYLVANIA	x
MEMBER	Andrew	Pickens	TEXAS	x
MEMBER	Todd	Merriman	TEXAS	x
MEMBER	Michelle	Pratt	VIRGINIA	x
MEMBER	Dane	Hewitt	WASHINGTON	x
MEMBER	David	Mahalko	WASHINGTON	x
MEMBER	Thomas	Kim	WASHINGTON	x
MEMBER	Jan	Hanlon	WEST VIRGINA	x
MEMBER	Tambria	Stowers	WEST VIRGINA	x
MEMBER	Jane	Wray	WISCONSIN	x
MEMBER	Mitchell	Lilly	WISCONSIN	x
MEMBER	Nita	Werner	WYOMING	x

Category	First Name	Last Name	Organization Name	Signed In
VENDOR	Brent	Crow	Act Global	x
VENDOR	Dan	Collier	Act Global	x
VENDOR	Victoria	Stringham	Astro Turf	x
VENDOR	Jennifer	Bruder	Bio Corp.	x



VENDOR	Joshua	Ernst	Bio Corp.	x
VENDOR	Matthew	Coyne	Biofit	x
VENDOR	Heather	Havens	Blick Art Materials	x
VENDOR	Barry	Hanson	Bobcat	x
VENDOR	Brian	Fisher	CDW-G	x
VENDOR	David	White	CDW-G	x
VENDOR	Bryan	Nagel	Daktronics	x
VENDOR	Marlo	Jones	Daktronics	x
VENDOR	Joshua	Peach	Dude Solutions	x
VENDOR	Kevin	Stilwell	Dude Solutions	x
VENDOR	Bernie	Erickson	Facility Solutions Group	x
VENDOR	Lesley	Miles	FieldTurf	x
VENDOR	Ruth	Hawley	Hellas	x
VENDOR	Matthew	Johnston	Hillyard	x
VENDOR	Jacob	Breig	Husqvarna	x
VENDOR	Thomas	Cutler	Konica Minolta	x
VENDOR	Rebecca	Haworth	Kranos/Schutt Sports	x
VENDOR	Dennis	Lees	Kyocera	x
VENDOR	Lynn	Bendt	Mackin	x
VENDOR	Grace	Mundt	Mackin	x
VENDOR	James	Cassell	Melloy Dodge	x
VENDOR	Brian	Pletsch	MNJ Technologies	x
VENDOR	Denise	Pierce	Partac Peat	x
VENDOR	Eric	Roberg	Phil Long Dealerships	x
VENDOR	Rhett	Butler	Phil Long Dealerships	x
VENDOR	Brandon	Brill	Pitsco Education	x
VENDOR	Brian	Flanagan	Playcraft Systems	x
VENDOR	Alice	Hunt	Progressive Roofing	x
VENDOR	Rick	Fennemore	Progressive Roofing	x
VENDOR	Cameron	Shapiro	Quill.com	x
VENDOR	Kris	Lamar	Romtec, Inc.	x
VENDOR	Cyrus	Severance	School Health	x
VENDOR	Belkys	Quintana	School Specialty	x



VENDOR	Greg	Harbaugh	School Specialty	x
VENDOR	Helen	Schleis	School Specialty	x
VENDOR	Rosann	Cochran	School Specialty	x
VENDOR	Jimmy	Marshall	Shaw Sports Turf	x
VENDOR	Robert	Cohen	Sports Surfaces Dist	x
VENDOR	Courtney	Ticen	Sprinturf	x
VENDOR	Jeff	Bergevin	Sprinturf	x
VENDOR	Mark	Olds	Sprinturf	x
VENDOR	Tia	Protopapa	State Industrial	x
VENDOR	Steve	Jones	Techline	x
VENDOR	Melissa	Senatore	The Gillespie Group	x
VENDOR	Sarah	Shewmaker	The Motz Group	x
VENDOR	Zach	Burns	The Motz Group	x
VENDOR	Craig	Nelson	Tremco	x
VENDOR	Jane	Krivos	Tremco	x
VENDOR	Regina	Martino	Tremco	x
VENDOR	Doug	Vescio	Vescio Sportsfields	x



**AEPA EXECUTIVE COMMITTEE MEETING
EMBASSY SUITES – SCOTTSDALE, AZ**

MONDAY, DECEMBER 2, 2019

The meeting of the Executive Committee of the Association of Education Purchasing Agencies (AEPA) was called to order by President Tamra Hurst, OH, at 2:00 P.M. local time. Following roll call it was determined that the following members were present and constituted the quorum needed to conduct business:

VOTING		PRESENT	NON-VOTING		PRESENT
FL	Larche Hardy	X	AEPA	George Wilson	X
KS	Tina Smith	X	AESA	John Bass	X
MI	Anna Marie Hollander	X			
ND	Jane Eastes	X			
NM	Robin Strauser	X			
OH	Tamra Hurst	X			
OH	Elmo Kallner	X			
TX	Andrew Pickens	X			
WA	David Mahalko	X			

ACTION ITEMS

- **Approval of December 2, 2019 Executive Committee Agenda**
 - Motion to Approve as Presented: Elmo Kallner, OH
 - Second: Andrew Pickens, TX
 - Motion Carried: Unanimous
- **Approval to waive the reading of minutes of July 23-24, 2019 Executive Committee Meeting**
 - Motion to Approve: David Mahalko, WA
 - Second: Larche Hardy, FL
 - Motion Carried: Unanimous
- **Action Item: Approval of minutes of July 23-24, 2019**
 - Motion to Approve: Jane Eastes, ND
 - Second: Elmo Kallner, OH
 - Motion Carried: Unanimous

REPORT:

Website Committee – Craig Peterson

Craig Peterson, NE, provided information regarding the committee's work on the AEPA website, collection of sales data, and future work related to report templates and website analytics. The Website Committee report is available on the AEPA website.



ACTION ITEMS

- **Financial Report**

David Mahalko, AEPA Treasurer, presented the AEPA financial report as of November 30, 2019 as well as the 2020 Budget Requests. All financial reports are posted on the website.

 - **Action Item: Approval of YTD Financial Report**
 - Motion to Approve: Tina Smith, KS
 - Second: Elmo Kallner, OH
 - Motion Carried: Unanimous
 - **Action Item:**
 - **AEPA to generate an invoice for member assessments based on member reported sales effective CY2019.**
 - **AEPA to increase the member assessment to \$2,500 plus .00035% of member reported sales effective CY2019 and collected in April 2020.**
 - Motion to Approve: David Mahalko, WA
 - Second: Anna Marie Hollander, MI
 - Motion Carried: Unanimous
- **Bid Manager Specialist/Bid Specifications Writer**

George Wilson, Executive Director, provided a review of updated descriptions for the Bid Manager and the Bid Specification Writer contracts with AEPA.

 - **Action Item: Renewal of Lakes Country Service Cooperative's Bid Manager contract at \$16,500 for the period January 1, 2020-December 31, 2020.**
 - Motion to Approve: Tina Smith, KS
 - Second: Larche Hardy, FL
 - Motion Carried: Unanimous
 - **Action Item: Renewal of Ed Pabor's Bid Specification Writer contract for the period January 1, 2020-December 31, 2020.**
 - Motion to Approve: Andrew Pickens, TX
 - Second: Anna Marie Hollander, MI
 - Motion Carried: Unanimous

REPORTS

- **Committee Reports**
 - **Marketing Committee: Larche Hardy, FL**

Larche Hardy, FL, reported on the committee's work regarding advertising and the work of Mitchell Lilly on newsletters and social media for AEPA.
 - **Meeting Committee: Tina Smith, KS**

Tina Smith, KS, provided a summary of the meeting planning for the Winter Meeting. Additional questions will be added to the meeting follow up survey to collect feedback on the timing of the AEPA Winter Meeting.

John Bass entered the meeting at 3:34 p.m.



- **Bid Committee: Jane Eastes, ND**
 - **Action Item: Recommendation for Bid Extensions 017, 018, 018.5, 019, 019.5**
 - Motion to Approve: Tina Smith, KS
 - Second: Elmo Kallner, OH
 - Motion Carried: Unanimous
 - **Action Item: Recommendation for award of 020 bids.**
 - Motion to Approve: Robin Strauser, NM
 - Second: Andrew Pickens, TX
 - Motion Carried: Unanimous
- **Sales and Assessment Reporting Committee Report: Tamra Hurst, OH**

Tamra Hurst, OH, reported that sales submitted through Q3 2019 reflect growth over the prior year's Quarters 1-3 totals.
- **Enabling Documents Committee Report: Elmo Kallner, OH**

Elmo Kallner, OH, shared that all Enabling Documents are up to date on the AEPA website.

George Wilson left the meeting at 3:47 p.m.

John Bass left the meeting at 3:47 p.m.

REPORT

- **Executive Director Evaluation: Elmo Kallner, OH**

Elmo Kallner, OH, reviewed the AEPA employment and evaluation process for the Executive Director position.

 - **ACTION ITEM: Approve Evaluation of Executive Director, George Wilson**
 - Motion to Approve: Elmo Kallner, OH
 - Second: Larche Hardy, FL
 - Motion Carried: Unanimous
- **AESA/AEPA Strategic Alliance and Licensing Agreement: Tamra Hurst, OH**

President Tamra Hurst presented the renewal recommendation including authorization of AESA to enter into an agreement with George Wilson to provide Executive Director services for 2020, with no changes from 2019 in the amount payable to AESA under the agreement.

 - **ACTION ITEM: Approval of the agreement as presented.**
 - Motion to Approve: Elmo Kallner, OH
 - Second: Jane Eastes, ND
 - Motion Carried: Unanimous

George Wilson returned to the meeting at 3:52 p.m.

John Bass returned to the meeting at 3:52 p.m.



DISCUSSION ITEMS

The following discussion items were addressed by the Executive Committee:

- General discussion related to AESA and promotion of strategic of partners.

Elmo Kallner left the meeting at 3:57 p.m.

Elmo Kallner returned to the meeting at 4:00 p.m.

David Mahalko left the meeting at 4:00 p.m.

David Mahalko returned to the meeting at 4:07 p.m.

- National Cooperative Procurement Partners (NCCP) Membership at \$10K annually.
- Strategy 7 Reclassification _Advocacy
- New State Member – The Arizona agency that was considering membership in AEPA has declined.

Gripes, Praises and Celebrations

- Tamra Hurst, OH, shared that Elmo Kallner, OH, will be retiring soon, with a timeline to be determined.

ACTION ITEMS

- **Motion to adjourn**

- | | |
|----------------------|-------------------|
| ▪ Motion to Approve: | David Mahalko, WA |
| ▪ Second: | Tina Smith, KS |
| ▪ Motion Carried: | Unanimous |

Meeting adjourned 4:23 p.m.

Respectfully Submitted,


Tina Smith, KS, Secretary

Tamra Hurst, OH, President

George Wilson, Executive Director



**AEPA EXECUTIVE COMMITTEE MEETING
EMBASSY SUITES, SCOTTSDALE, AZ
JANUARY 23-24, 2020**

THURSDAY, JANUARY 23, 2020

The meeting of the Executive Committee of the Association of Education Purchasing Agencies (AEPA) was called to order by President Tamra Hurst, OH at 8:21 A.M. local time. Following roll call it was determined that the following members were present and constituted the quorum needed to conduct business:

VOTING		PRESENT	NON-VOTING		PRESENT
FL	Larche Hardy	X	AEPA	George Wilson	X
KS	Tina Smith	X	AESA	John Bass	X
MI	Anna Marie Hollander	X			
ND	Jane Eastes	X			
NM	Robin Strauser	X			
OH	Tamra Hurst	X			
TX	Andrew Pickens	X			
WA	David Mahalko	X			

ACTION ITEMS

- **Approval of January 23-24, 2020 Executive Committee Agenda**
 - Motion to Approve as Presented: NM
 - Second: WA
 - Motion Carried: Unanimous
- **Approval to waive the reading of minutes of December 2, 2019 Executive Committee Meeting**
 - Motion to Approve: KS
 - Second: FL
 - Motion Carried: Unanimous
- **Action Item: Approval of minutes of December 2, 2019**
 - Motion to Approve: TX
 - Second: WI
 - Motion Carried: Unanimous
- **Action Item: Approval of Financial Report Finance Committee, Treasurer Dave Mahalko**
 - Motion to Approve: KS
 - Second: ND
 - Motion Carried: Unanimous



REPORTS

- **Committee Reports**

- **Bid Committee: Jane Eastes, ND**

- 020.5 Bid Update from Jane Eastes, ND.
 - **Action Item: Approval Move Safety and Security Bid (Larche Hardy, Chair) to 021 cycle**
 - Motion to Approve: FL
 - Second: WI
 - Motion Carried: Unanimous
 - Jane Eastes, ND, provided an update on the 021 Bid timelines and approved categories.
 - Categories:
 - Athletic Field Lighting
 - Copiers, MFPs, Printer and Managed Print Services
 - Disaster Recovery Services (New)
 - Hardwood and Synthetic Flooring
 - HVAC Systems (New)
 - Roofing and Related Services
 - George Wilson, Executive Director, provided a review of the work, including upcoming expectations, for the AEPA Bid Specification Writer and Bid Manager Positions.

- **Website Committee: Craig Peterson, NE**

Craig Peterson, NE, joined via Zoom to update the Executive Committee on the AEPA website, including discussion on calendars, file downloads, forms, and data. An invoice template will be created based on member reported sales.

- **AEPA Strategic Goal: George Wilson, Executive Director**

Executive Director George Wilson provided an update of the strategic goals, with a review of items that could have impact on goal attainment, including:

- Statutory/legislative challenges, use of E-Rate dollars, and federal endorsement of cooperative purchasing.
- The Executive Committee participated in discussion regarding opportunities for AEPA vendors in individual states, enhancing processes, new categories, and adding states.
- An update was provided by each Executive Committee member leading a strategy.

DISCUSSION - DEEP DIVE II

Bid committee chair, Jane Eastes, ND, lead group discussion on the following topics related to AEPA bid strategies:

- Methods for getting the best feedback to determine bid categories
- Limiting the number of new bid categories to consider in each bid cycle
- Possible criteria for a .5 bid
- Potential use of RFP vs IFB for select categories



REPORTS

- **AEPA Strategic Goal: George Wilson, Executive Director**
 Executive Director George Wilson provided an update of the strategic goals, with a review of items that could have impact on goal attainment, including:

 - Statutory/legislative challenges, use of E-Rate dollars, and federal endorsement of cooperative purchasing.
 - The Executive Committee participated in discussion regarding opportunities for AEPA vendors in individual states, enhancing processes, new categories, and adding states.
 - An update on activities and progress was provided by each Executive Committee member leading a strategy.
- **Professional Development Committee: Andrew Pickens, TX**
 Andrew Pickens provided an update on professional development opportunities for AEPA meetings and construction of a three-year plan, which could include delivery from AEPA member states and Ed Pabor, Bid Specification Writer.

Meeting Adjourned: 3:54 p.m.

- Motion to Approve: David Mahalko, WA
- Second: Tina Smith, KS
- Motion Carried: Unanimous

Meeting Resumed: Friday, January 24, 2020, 8:25 a.m.

The meeting of the Executive Committee of the Association of Educational Purchasing Agencies resumed with the following members present:

VOTING		PRESENT	NON-VOTING		PRESENT
FL	Larche Hardy	X	AEPA	George Wilson	X
KS	Tina Smith	X	AESA	John Bass	X
MI	Anna Marie Hollander	X			
ND	Jane Eastes	X			
NM	Robin Strauser	X			
OH	Tamra Hurst	X			
OH	Elmo Kallner	X			
TX	Andrew Pickens	X			
WA	David Mahalko	X			

DISCUSSION

- **Committees for 2020**
 President Tamra Hurst, OH, shared the committee lists for 2020 with the group. Committee lists are provided on the AEPA website.



DISCUSSION

- **Meeting Timeframe Discussion**

President Tamra Hurst, OH, and Executive Director George Wilson lead discussion regarding the timeframe to schedule the annual Winter Meeting and the feedback received from member states and vendors. A new survey will be distributed, with feedback to be collected from one member state representative and one vendor representative.

REPORTS

- **Meeting Planning Committee: Tina Smith, KS**

Tina Smith, KS, provided a recap of the fall meeting in Scottsdale, including financials. An overview of survey results was shared with the group. The upcoming Spring Meeting in Austin was discussed, including the general agenda timelines and vendor roundtable schedules.

- **Policies, Procedures, Bylaws Committee: Robin Strauser, NM**

Robin Strauser, NM, recently named chair of the committee, is in the process of reviewing documents and will bring recommendations through the committee.

- **Marketing Committee: Larche Hardy, FL**

Larche Hardy, FL, shared long-term marketing strategies, to include a social media presence managed by Mitchell Lilly, WI. More information on strategic direction will be provided after the next committee call. A draft contract with MultiView, Inc. a digital solutions and marketing company, will be shared with the President.

- **Nominating Committee: Tamra Hurst, OH**

President Tamra Hurst, OH, shared that Jeremy Kovash, ND, will chair the Nominating Committee.

- **Other items of interest: George Wilson, Executive Director**

- Executive Director George Wilson provided a summary of the vendor meeting held during the Winter Meeting in Scottsdale and shared that vendors expressed an interest in having a vendor advisory council, as well as a vendor mentoring program.
- President Tamra Hurst, OH, shared the legal opinion from AEPA counsel Regina Jackson on how public requests for information received from AEPA should be handled and whose law governs.
- Executive Director George Wilson shared the upcoming renewal information for Directors and Officers insurance.

George Wilson and John Bass left the meeting at 10:23 a.m.

- President Tamra Hurst, OH, lead discussion on the Strategic Alliance Agreement between AEPA and AESA, with a current term of one calendar year. The executive committee discussed the potential to enter into a multi-year agreement with AESA due to the employment of the Executive Director. The President will discuss the potential of a two-year agreement with AESA and report back to the Executive Committee.

George Wilson and John Bass returned to the meeting at 10:36 a.m.

Minutes



Meeting Adjourned: 10:45 a.m.

- Motion to Approve: David Mahalko, WA
- Second: Tina Smith, KS
- Motion Carried: Unanimous

Respectfully Submitted,


Tina Smith, KS, Secretary

Tamra Hurst, OH, President

George Wilson, Executive Director

----- Forwarded message -----

From: aepacoop@gmail.com <aepacoop@gmail.com>

Date: Thu, Mar 12, 2020 at 8:56 AM

Subject: New submission from AEPA Application for Membership

To: <aepacoop@gmail.com>

Introduction

Legal Name of Entity:

Carolinas Alliance 4 Innovation, Inc.

Agency Address

101 North Main Street
Suite 1400
Greenville, South Carolina 29601
United States
[Map It](#)

Agency Address:

1907 Bethel Road, Simpsonville, SC 29681

Primary Contact Name:

Fred Payne

Primary Contact Title

Board Member, Director of Coordinator

Primary Contact Phone:

(864) 884-8899

Primary Contact E-mail:

Fred.Payne@ca4i.org

Check below which one best describes your type of entity:

- Private Entity

Select all that apply to your entity:

- Are you a Non-Profit
- Are you subject to an "Open Meetings" law/provision
- Are you subject to a "Public Information Act" law/provision

Describes who owns or controls your entity:

Board of Directors

Select all that apply to your entity:

- Provide products or services to public school districts in your state

- Provide products or services to public school districts outside your state
- Provide products or services to private schools in your state
- Provide products or services to private schools outside your state
- Provide products or services to other public entities (cities, counties) in your state
- Provide products or services to other public entities outside your state.
- Provide products or services to non-profit entities (churches, hospitals) in your state.
- Provide products or services to non-profit entities outside your state
- Provide products or services to private entities in your state
- Provide products or services to private entities outside your state

Complete the following regarding your relationship to other entities:

How many School Districts are in your state?

50+

What is the Student population in your state?

About 750,000

How many ESC/ESA/ESD's are in your state?

Not known

How many of these ESC/ESA/ESD's does your agency represent when bidding?

Not known

To what organizations do you belong?

Starting to provide cooperative purchasing services to governmental, educational and other agencies.

Complete the following if you provided cooperative purchasing in your state last year:

How many districts in your state purchased through your contracts last year?

The City of Greenville, SC, purchased lighting services with FSG through Kentucky AEPA in 2019.

How many ESC/ESA/ESD's in your state purchased through your contracts last year?

None, but we could have provided the FSG contract to Greenville

What were your total sales last year?

0 - not organized

What were your total sales in your state last year?

0 - not organized

Complete the following requests:

Identify the products and services you provide to school districts and other entities, and if you work with other states, list them.

Identifying the services now, A special focus can include "smart urban infrastructure" equipment, supplies, and services, including lighting, sensors, electronics, cameras, cyber-security, and crises alert systems for use in advanced communications and transportation. Could also include various school, office, paper, art, audio-visual, furniture, first aid, sports, playground supplies and equipment.

Discuss your capacity and resources to deliver a high quality cooperative purchasing program.

Carolinas Alliance 4 Innovation, Inc. was formed in 2017 as a 501.c.6 private corporation that serves as a voluntary consortium of public-private partners to promote public benefit through innovation for economic and community development. Our team has advised numerous public and private entities on "smart" solutions to transportation, communication, infrastructure, engineering, and education issues. We have been involved in coordinating and writing grant applications valued at millions, and have provided exemplary civil service for our partners. Smart City Connects has recognized CA4I for a "Smart 50" award in 2018 (Outstanding Community Organization) and in 2020 (Smart Urban Infrastructure). Our Board Members are leaders in government, public & private education, engineering, and non-profit organizations.

Describe your relationship to other ESA's in your state, if ESA's exist in your state.

We do not have any direct relationship or knowledge of ESA clients at this time.

Describe your relationship with AESA.

We are an applicant for membership in AEPA. We have had several telephone and email contacts with George Wilson who has been a great Ambassador for AEPA and AESA.

Please upload the signed MOU

- [CA4I-AEPA-MOU-3-11-2020.pdf](#)

Please complete the digital signature block.

Digital Signature

Fred Payne

Date

03/12/2020

Title

CA4I Board Member and Coordination Director

AEPA
Balance Sheet - Cash Basis
As of March 31, 2020

	Mar 31, 20
ASSETS	
Current Assets	
Checking/Savings	
American Bank	
American Bank-Checking	84,181.42
Total American Bank	84,181.42
Bank of America	
AEPA - Checking	34,656.59
Total Bank of America	34,656.59
Total Checking/Savings	118,838.01
Total Current Assets	118,838.01
Fixed Assets	
Accum. Depreciation	-47.00
Computer Equipment	936.92
Total Fixed Assets	889.92
TOTAL ASSETS	119,727.93
LIABILITIES & EQUITY	
Equity	
Unrestricted Net Assets	179,590.26
Net Income	-59,862.33
Total Equity	119,727.93
TOTAL LIABILITIES & EQUITY	119,727.93

AEPA
Profit & Loss-Month and Year to Date-Cash Basis
March 2020

	Mar 20	Jan - Mar 20
Ordinary Income/Expense		
Expense		
Contract Services		
Accounting Fees	0.00	1,132.68
AESA	20,595.00	20,595.00
Legal Fees	389.50	389.50
Outside Contract Services	324.00	852.00
Website development	11,750.00	11,750.00
Total Contract Services	33,058.50	34,719.18
Operations		
Postage, Mailing Service	0.00	80.85
Supplies	40.82	40.82
Total Operations	40.82	121.67
Other Types of Expenses		
Insurance - Liability, D and O	0.00	1,961.38
Marketing	2,083.33	2,083.33
Memberships and Dues	190.00	190.00
Total Other Types of Expenses	2,273.33	4,234.71
Travel and Meetings		
Conference, Convention, Meeting	0.00	20,788.86
Total Travel and Meetings	0.00	20,788.86
Total Expense	35,372.65	59,864.42
Net Ordinary Income	-35,372.65	-59,864.42
Other Income/Expense		
Other Income		
Investments		
Interest-Checking/Savings	0.73	2.09
Total Investments	0.73	2.09
Total Other Income	0.73	2.09
Net Other Income	0.73	2.09
Net Income	-35,371.92	-59,862.33

AEPA
General Ledger- Three months
As of March 31, 2020

Cash Basis

Type	Date	Num	Name	Memo	Paid Amount	Balance
American Bank						
American Bank-Checking						
Deposit	01/31/2020			Interest	0.69	84,179.33
Deposit	02/29/2020			Interest	0.67	84,180.02
Deposit	03/31/2020			Interest	0.73	84,180.69
Total American Bank-Checking					2.09	84,181.42
Total American Bank					2.09	84,181.42
Bank of America						
AEPA - Checking						
Check	01/09/2020	2126	Southeast Kansas Education Service Ce...		-268.48	94,521.01
Check	01/09/2020	2127	Konica Minolta Business Solutions, USA		-100.00	94,521.01
Check	01/09/2020	2128	AEA Purchasing		-100.00	94,152.53
Check	01/09/2020	2129	Partac Peat		-100.00	94,052.53
Check	01/09/2020	2130	Panhandle Area Educational Consortium		-100.00	93,952.53
Check	01/09/2020	2131	Hellas Construction		-550.00	93,852.53
Check	01/09/2020	2132	VOID		0.00	93,302.53
Check	01/09/2020	2133	Edward Pabor		-36.00	93,302.53
Check	01/09/2020	2134	Kathleen R. Lane, CPA		-1,213.53	92,053.00
Check	01/23/2020	2135	Visa	Tina Smith	-18,728.22	73,324.78
Check	01/27/2020	2136	Hub International		-1,961.38	71,363.40
Check	02/06/2020	2137	Edward Pabor		-492.00	70,871.40
Check	02/20/2020	2138	Visa	T Smith	-842.16	70,029.24
Check	03/05/2020	2139	Edward Pabor		-324.00	69,705.24
Check	03/05/2020	2140	Custom Creative, LLC		-6,400.00	63,305.24
Check	03/05/2020	2141	Custom Creative, LLC		-5,350.00	57,955.24
Check	03/12/2020	2142	AESA		-20,595.00	37,360.24
Check	03/12/2020	2143	NIGP		-190.00	37,170.24
Check	03/26/2020	2144	Visa	D Mahalko Visa	-2,083.33	35,086.91
Check	03/26/2020	2145	ELPO Legal		-389.50	34,697.41
Check	03/26/2020	eft	Bank of America		-40.82	34,656.59
Total AEPA - Checking					-59,864.42	34,656.59
Total Bank of America					-59,864.42	34,656.59
Accum. Depreciation						
Total Accum. Depreciation						-47.00
Computer Equipment						
Total Computer Equipment						936.92
Unrestricted Net Assets						
Total Unrestricted Net Assets						-179,590.26
Contract Services						
Accounting Fees						
Check	01/09/2020	2134	Kathleen R. Lane, CPA	4th qtr 2019	1,132.68	1,132.68
Total Accounting Fees					1,132.68	1,132.68
AESA						
Check	03/12/2020	2142	AESA	1st quarter 2020 ED	20,595.00	20,595.00
Total AESA					20,595.00	20,595.00
Legal Fees						
Check	01/09/2020	2132	VOID	ELPO duplicate payment see check#2...	0.00	0.00
Check	03/26/2020	2145	ELPO Legal		389.50	389.50
Total Legal Fees					389.50	389.50
Outside Contract Services						
Check	01/09/2020	2133	Edward Pabor		36.00	36.00
Check	02/06/2020	2137	Edward Pabor		492.00	528.00
Check	03/05/2020	2139	Edward Pabor	Disaster Recovery solicitation	324.00	852.00
Total Outside Contract Services					852.00	852.00
Website development						
Check	03/05/2020	2140	Custom Creative, LLC	CRM Service inv#10275	6,400.00	6,400.00
Check	03/05/2020	2141	Custom Creative, LLC	2020 website maint and tec updates	5,350.00	11,750.00
Total Website development					11,750.00	11,750.00
Total Contract Services					34,719.18	34,719.18
Operations						
Postage, Mailing Service						0.00

AEPA
General Ledger- Three months
As of March 31, 2020

Cash Basis

Type	Date	Num	Name	Memo	Paid Amount	Balance
Check	01/09/2020	2134	Kathleen R. Lane, CPA		80.85	80.85
Total Postage, Mailing Service					80.85	80.85
Supplies						0.00
Check	03/28/2020	eft	Bank of America	Check order	40.82	40.82
Total Supplies					40.82	40.82
Total Operations					121.67	121.67
Other Types of Expenses						0.00
Insurance - Liability, D and O						0.00
Check	01/27/2020	2136	Hub International	Insurance annual	1,961.38	1,961.38
Total Insurance - Liability, D and O					1,961.38	1,961.38
Marketing						0.00
Check	03/28/2020	2144	Visa	Multiview Inc - DM Visa	2,083.33	2,083.33
Total Marketing					2,083.33	2,083.33
Memberships and Dues						0.00
Check	03/12/2020	2143	NIGP	membership dues	190.00	190.00
Total Memberships and Dues					190.00	190.00
Total Other Types of Expenses					4,234.71	4,234.71
Travel and Meetings						0.00
Conference, Convention, Meeting						0.00
Check	01/09/2020	2128	Southeast Kansas Education Service Ce...	Winter meeting supplies	268.48	268.48
Check	01/09/2020	2127	Konica Minolta Business Solutions, USA	2019 AEPA MVP	100.00	368.48
Check	01/09/2020	2128	AEA Purchasing	2019 AEPA MVP	100.00	468.48
Check	01/09/2020	2129	Partac Peat	2019 AEPA MVP	100.00	568.48
Check	01/09/2020	2130	Panhandle Area Educational Consortium	2019 AEPA MVP	100.00	668.48
Check	01/09/2020	2131	Hellas Construction	2019 sales performance winner -refun...	550.00	1,218.48
Check	01/23/2020	2135	Visa	Embassy Suites winter meeting	18,728.22	19,946.70
Check	02/20/2020	2138	Visa	T Smith-Embassy Suites-AZ	842.16	20,788.86
Total Conference, Convention, Meeting					20,788.86	20,788.86
Total Travel and Meetings					20,788.86	20,788.86
Investments						0.00
Interest-Checking/Savings						0.00
Deposit	01/31/2020			Interest	-0.69	-0.69
Deposit	02/29/2020			Interest	-0.67	-1.36
Deposit	03/31/2020			Interest	-0.73	-2.09
Total Interest-Checking/Savings					-2.09	-2.09
Total Investments					-2.09	-2.09
TOTAL					0.00	0.00

3:57 PM

04/09/20

AEPA
Reconciliation Summary
AEPA - Checking, Period Ending 03/31/2020

	<u>Mar 31, 20</u>
Beginning Balance	72,668.40
Cleared Transactions	
Checks and Payments - 8 Items	-13,738.98
Total Cleared Transactions	-13,738.98
Cleared Balance	<u>58,929.42</u>
Uncleared Transactions	
Checks and Payments - 6 Items	-24,272.83
Total Uncleared Transactions	-24,272.83
Register Balance as of 03/31/2020	<u>34,656.59</u>
New Transactions	
Checks and Payments - 1 Item	-1,201.23
Deposits and Credits - 1 Item	6,339.64
Total New Transactions	5,138.41
Ending Balance	<u>39,795.00</u>

AEPA
Reconciliation Detail
AEPA - Checking, Period Ending 03/31/2020

Type	Date	Num	Name	Clr	Amount	Balance
Beginning Balance						72,668.40
Cleared Transactions						
Checks and Payments - 8 Items						
Check	01/09/2020	2128	AEA Purchasing	X	-100.00	-100.00
Check	02/06/2020	2137	Edward Pabor	X	-492.00	-592.00
Check	02/20/2020	2138	Visa	X	-842.16	-1,434.16
Check	03/05/2020	2140	Custom Creative, LLC	X	-6,400.00	-7,834.16
Check	03/05/2020	2141	Custom Creative, LLC	X	-5,350.00	-13,184.16
Check	03/05/2020	2139	Edward Pabor	X	-324.00	-13,508.16
Check	03/12/2020	2143	NIGP	X	-190.00	-13,698.16
Check	03/26/2020	eft	Bank of America	X	-40.82	-13,738.98
Total Checks and Payments					-13,738.98	-13,738.98
Total Cleared Transactions					-13,738.98	-13,738.98
Cleared Balance					-13,738.98	58,929.42
Uncleared Transactions						
Checks and Payments - 6 Items						
Check	11/21/2019	2121	Informa/Penton		-1,005.00	-1,005.00
Check	01/09/2020	2127	Konica Minolta Busi...		-100.00	-1,105.00
Check	01/09/2020	2129	Partac Peat		-100.00	-1,205.00
Check	03/12/2020	2142	AESA		-20,595.00	-21,800.00
Check	03/26/2020	2144	Visa		-2,083.33	-23,883.33
Check	03/26/2020	2145	ELPO Legal		-389.50	-24,272.83
Total Checks and Payments					-24,272.83	-24,272.83
Total Uncleared Transactions					-24,272.83	-24,272.83
Register Balance as of 03/31/2020					-38,011.81	34,656.59
New Transactions						
Checks and Payments - 1 Item						
Check	04/02/2020	2146	Kathleen R. Lane, C...		-1,201.23	-1,201.23
Total Checks and Payments					-1,201.23	-1,201.23
Deposits and Credits - 1 item						
Deposit	04/02/2020				6,339.64	6,339.64
Total Deposits and Credits					6,339.64	6,339.64
Total New Transactions					5,138.41	5,138.41
Ending Balance					-32,873.40	39,795.00

3:40 PM

04/09/20

AEPA
Reconciliation Summary
American Bank-Checking, Period Ending 03/31/2020

	<u>Mar 31, 20</u>
Beginning Balance	84,180.69
Cleared Transactions	
Deposits and Credits - 1 Item	<u>0.73</u>
Total Cleared Transactions	<u>0.73</u>
Cleared Balance	<u>84,181.42</u>
Register Balance as of 03/31/2020	84,181.42
Ending Balance	84,181.42

3:40 PM

04/09/20

AEPA Reconciliation Detail

American Bank-Checking, Period Ending 03/31/2020

Type	Date	Num	Name	Clr	Amount	Balance
Beginning Balance						84,180.69
Cleared Transactions						
Deposits and Credits - 1 Item						
Deposit	03/31/2020			X	0.73	0.73
Total Deposits and Credits					0.73	0.73
Total Cleared Transactions					0.73	0.73
Cleared Balance					0.73	84,181.42
Register Balance as of 03/31/2020					0.73	84,181.42
Ending Balance					0.73	84,181.42



Timeline for AEPA 021

Task	Assigned To/Action By:	Date(s)
Review, change, and finalize Bid 021 templates	Admin Bid Comm	December 7, 2019 - May 3, 2020
Schedule Conference Calls for Bid 021 Kickoff	Bid Mgr	March 10, 2019
Kickoff of Bid 021 <ul style="list-style-type: none"> Call with each category comm for overview of Bid 021 Category Comm provides status update (research, potential respondents, layout of bid) Develop summary of outreach and findings Review presentation for April meeting 	Admin Bid Comm Category Comm Bid Mgr	April 2 - 3, 2020
Participation Survey sent to member states	Bid Mgr	April 2, 2020
Participation Survey Due	States	April 20, 2020
State Ts & Cs Due	States	April 27, 2020
Presentation of 021 <ul style="list-style-type: none"> Present on outreach and category specifications (i.e. scope, pricing layout) Member states to provide feedback 	Category Comm	AEPA Spring Meeting April 28, 2020
Approved templates for Part B & Part F sent to Category Comm	Admin Bid Comm	May 4, 2020
Check in with Category Comm re: status of documents	Admin Bid Comm Bid Mgr	May 28 - 29, 2020
Category Comm submit Part B and Part F to Bid Mgr	Category Comm	June 12, 2020
Review Part B & F from Category Comm	Admin Bid Comm Bid Mgr	June 12 - June 19, 2020
Admin Bid Comm approves Part B & Part F	Admin Bid Comm	Week of June 22, 2020
Legal Notice sent to member states	Bid Mgr	July 1, 2020
Finalize Bid 021 documents for Posting	Bid Mgr	July 6 - July 17, 2020
Release Bid 021 via Public Purchase	Bid Mgr	July 20, 2020
Non-required conference call for each bid category	Admin Bid Comm Category Comm Bid Mgr	August 12, 2020
Question deadline	Admin Bid Comm Category Comm	August 24, 2020
Addendum Deadline	Admin Bid Comm Category Comm	August 26, 2020
Submit legal affidavits to BM	States	September 1, 2020
Bid Opening - electronically via Zoom	Admin Bid Comm Category Comm Bid Mgr	September 9, 2020 1:30 p.m., est
Qualified responses available to Category Comm for evaluation	Bid Mgr	September 11, 2020 end of day
Notify qualified and non-qualified vendors	Bid Mgr	September 14, 2020
Submit bid documents, responses, notification reports for posting	Bid Mgr	by September 23, 2020
Discussion on potential recommendations	Admin Bid Comm Category Comm Bid Mgr	September 23-25, 2020
Send recommendation to Bid Mgr	Category Comm	October 5, 2020

Review of recommendations	Admin Bid Comm George & Tammy	October 5 - 14, 2020
Notify recommended Vendors; send invite to Winter 2020 meeting. Notify non-recommended Vendor	Bid Mgr	October 15-16, 2020
Recommendations sent for posting on AEPA website	Bid Mgr	November 13, 2020

AEPA Administrative Bid Committee

Summary of Work in Progress

April 27, 2020

Work with Bid Managers and Category Committee Chairs:

- Review and Update Bid #21 Timeline.
- Attend first round check in calls with Category Chairs – completed first 2 weeks in April, 2020.
- Sent bid templates for Part B (Specifications) and Part F (Pricing documents) to Category Committees. (Templates subject to language revisions).

In Progress:

➤ Webinar

Add a recorded Webinar for potential bidders explaining the AEPA Bid documents in more detail, give an overview of the forms and pricing sheets, review what needs to be returned for a successful submission (thanks to John Tortelli, NM, for the suggestion).

➤ Document Language Review and Potential Revision:

1. Financial Document requirements:

Currently requires submission of a letter of line of credit from the Bidder's chief financial institution, or for a publicly traded company a complete Annual Financial Report.

The Committee would like to propose accepting additional types of reports as evidence of financial health.

Draft Change:

NOTE: AEPA requires reports that describe the financial soundness of your organization. You will be asked to include a third-party report or reports that demonstrate your firm's strength. Accepted reports include audited financials (balance sheet and P&L statement) for the past three years, a Letter of Credit or Line of Credit from a bank or lending institution, Dun & Bradstreet reports, a complete Annual Financial Report (for publicly traded companies). Reports must be for the last three concurrent fiscal years. Scan the report(s) into a PDF

document and title as per the instructions. Alternatively, Bidders may choose to send the report(s) by email directly to the AEPA Executive Director, George Wilson, at georgewilson.aepa@outlook.com. The pdf report(s) must be received by the Executive Director before the due date and time of the bid opening.

2. Consolidate duplicated language for Disbarment and Suspension in Part A on pages 16 and 30.
3. Compare and review State Terms and Conditions with AEPA General Terms and Conditions to address duplication as much as possible.

➤ Request for Proposal (RFP) Templates

Begin discussion and drafting of Request for Proposal templates in anticipation of potential governing document changes.

- Continue drafting guidance for Category Committee chairs on the solicitation tools, how to use the templates, evaluation, and similar topics.

The Committee is meeting every other week to discuss improvements to the solicitation documents and provide support for Category Committees.

Next Milestones:

May check in calls with Category Committees

Part B, Specifications and Part F, Pricing Documents due to Administrative Bid Committee June 12, 2020.

Respectfully,

Jane Eastes, Anna Marie Hollander, Andrew Pickens, Ken Swink



Association of Educational Purchasing Agencies, Inc.

(AEPA)

BYLAWS

**Association of Educational Purchasing Agencies, Inc.
(AEPA)**

BYLAWS

Table of Contents

ARTICLE 1.	MEMBERSHIP OF THE ORGANIZATION	4
SECTION 1.1	MEMBERSHIP	4
SECTION 1.2	LIMITATION OF MEMBERSHIP	4
SECTION 1.3	MEMBERSHIP APPLICATION	4
SECTION 1.4	MEMBERSHIP APPROVALS	4
SECTION 1.5	TERMINATION OF MEMBERSHIP	4
SECTION 1.6	FISCAL LIABILITY	4
ARTICLE 2.	BOARD OF DIRECTORS	5
SECTION 2.1	NUMBER OF DIRECTORS.....	5
SECTION 2.2	IDENTIFICATION OF THE BOARD	5
SECTION 2.3	ACTION BY UNANIMOUS WRITTEN CONSENT	5
SECTION 2.4	POWER TO MAKE BYLAWS.....	5
SECTION 2.5	POWER TO ELECT CORPORATE OFFICERS.....	5
SECTION 2.6	POWER TO ELECT OTHER OFFICERS AND APPOINT AGENTS.....	5
2.6.1	<i>Ex-officio Directors</i>	5
SECTION 2.7	REMOVAL OF OFFICERS AND AGENTS	5
SECTION 2.8	POWER TO FILL VACANCIES.....	5
SECTION 2.9	DELEGATION OF POWERS	5
SECTION 2.10	POWER TO REQUIRE BONDS.....	6
SECTION 2.11	COMPENSATION	6
SECTION 2.12	DUTIES.....	6
ARTICLE 3.	MEETINGS	7
SECTION 3.1	PLACE OF MEETINGS	7
SECTION 3.2	ANNUAL MEETING.....	7
SECTION 3.3	NOTICE OF ANNUAL MEETING	7
SECTION 3.4	DELAYED ANNUAL MEETING.....	7
SECTION 3.5	ORDER OF BUSINESS AT ANNUAL MEETING	7
SECTION 3.6	REGULAR MEETING OF THE BOARD.....	8
3.6.1	<i>Open Meetings</i>	8
SECTION 3.7	SPECIAL MEETING OF THE BOARD	8
SECTION 3.8	NOTICES AND MAILINGS	8
SECTION 3.9	WAIVER OF NOTICE	8
SECTION 3.10	ROBERTS RULES OF ORDER.....	8
ARTICLE 4.	QUORUM	8
SECTION 4.1	QUORUM.....	8
ARTICLE 5.	VOTING, ELECTIONS AND PROXIES	9

SECTION 5.1	WHO IS ENTITLED TO VOTE	9
SECTION 5.2	ELECTIONS	9
SECTION 5.3	PROXIES	9
SECTION 5.4	MAJORITY VOTING.....	9
SECTION 5.5	ELECTRONIC VOTING	9
ARTICLE 6.	CORPORATE OFFICERS	9
SECTION 6.1	OFFICER ELIGIBILITY	9
SECTION 6.2	PRESIDENT	9
SECTION 6.3	EXECUTIVE DIRECTOR	10
SECTION 6.4	VICE PRESIDENTS	10
SECTION 6.5	SECRETARY	10
SECTION 6.6	TREASURER.....	10
SECTION 6.7	TERM OF OFFICE	11
SECTION 6.8	ADDITIONAL OFFICERS	11
SECTION 6.9	RESIGNATION.....	11
ARTICLE 7.	INDEMNIFICATION	11
SECTION 7.1	INDEMNIFICATION.....	11
ARTICLE 8.	CORPORATE SEAL.....	11
SECTION 8.1	SEAL.....	11
SECTION 8.2	FAILURE TO AFFIX SEAL	11
ARTICLE 9.	EXECUTION OF INSTRUMENTS	12
SECTION 9.1	CHECKS AND DRAFTS	12
SECTION 9.2	CONTRACTS, CONVEYANCES OR OTHER INSTRUMENTS.....	12
SECTION 9.3	Documents	12
ARTICLE 10.	POWER OF BOARD TO BORROW MONEY	12
SECTION 10.1	BORROWING MONEY.....	12
ARTICLE 11.	ADOPTION, AMENDMENTS AND PRECEDENCE OF BYLAWS.....	12
SECTION 11.1	ADOPTION	12
SECTION 11.2	AMENDMENTS	12
SECTION 11.3	PRECEDENCE.....	12

Association of Educational Purchasing Agencies, Inc.

(AEPA)

BYLAWS

ADOPTED July 27, 2007

AMENDED December 2, 2008

AMENDED September 17, 2010

AMENDED April 2013

AMENDED April 25, 2017

AMENDED April 9, 2019

ARTICLE 1. Membership of the Organization

SECTION 1.1 Membership

The Association of Educational Purchasing Agencies, Inc. (AEPA), a Nevada corporation, is a membership organization and its affairs shall be managed exclusively under the authority of its Board of Directors of the AEPA (Board).

SECTION 1.2 Limitation of Membership

AEPA will designate one member agency (hereinafter "Member") per state that is operating legally under the rules and regulations of that Member's state. Any additional educational entities that wish to participate in AEPA will negotiate with the authorized Member within that entity's state and participate through that Member in a manner in which the entity and Member agree, providing such agreement is not in conflict with any Board Policies or Procedures of AEPA. The Member will be the only communication link between AEPA and the non-Member entity in that Member's state.

SECTION 1.3 Membership Application

To become a Member of AEPA, a prospective member agency will submit to the President of AEPA an approved *Memorandum of Understanding* and *AEPA Application for Membership*, both signed by authorized Officers of the prospective member, making known their request for membership to AEPA.

SECTION 1.4 Membership Approvals

Membership must be approved by a majority vote of the total membership.

SECTION 1.5 Termination of Membership

Membership in AEPA may be terminated at the request of the Member or at any time by a vote of the majority of the total membership.

SECTION 1.6 Fiscal Liability

No Member shall be responsible for the debts, obligations or representations of any other Member.

ARTICLE 2. Board of Directors

SECTION 2.1 Number of Directors

The Board shall be composed of not more than two Directors per Member.

The Board shall increase or decrease the number of Directors with the addition or loss of Members. However, no action by the Board in increasing or decreasing the number of Directors shall have the effect of shortening any Director's term of office unless his/her membership terminates.

SECTION 2.2 Identification of the Board

The Member may change its Director(s) at will.

SECTION 2.3 Action by Unanimous Written Consent

If and when the Directors shall severally or collectively consent in writing to any action to be taken by AEPA, such action shall be as valid corporate action as though it had been authorized at a meeting of the Board. Consent in writing shall include email transactions.

SECTION 2.4 Power to Make Bylaws

The Board shall have power to make and amend any Bylaw or Bylaws, providing that the Board shall not make or alter any Bylaw or Bylaws fixing the qualifications, classifications or term of office of any Director of the then-existing Board.

SECTION 2.5 Power to Elect Corporate Officers

The Board shall elect from among the Directors a President, one or more Vice-Presidents, a Secretary and a Treasurer for the Corporation.

SECTION 2.6 Power to Elect Other Officers and Appoint Agents

The Board shall have power to elect such other Officers and appoint agents as the Board may deem necessary for transactions of the business of the Corporation.

2.6.1 Ex-officio Directors

At the discretion of the Board Ex-officio directors may be appointed to carry forth the duties as set forth by the Board for said Director. The Ex-officio Director is considered to be a non-voting member of the Board.

SECTION 2.7 Removal of Officers and Agents

Any Officer or agent may be removed by the Board whenever in the judgment of the Board the business interests of AEPA will be served thereby. Removal shall be by a vote of the majority of the total membership.

SECTION 2.8 Power to Fill Vacancies

The Board shall have power to fill any vacancy in any office occurring for any reason whatsoever.

SECTION 2.9 Delegation of Powers

For any reason deemed sufficient by the Board, whether occasioned by absence or otherwise, the Board may delegate all or any of the powers and duties of any office to any other Officer or Director, but no Officer or Director shall execute, acknowledge or verify any instrument in more than one capacity.

SECTION 2.10 Power to Require Bonds

The Board at its expense may require any Officer or agent to file with AEPA a satisfactory bond conditioned for faithful performance of his or her duties.

SECTION 2.11 Compensation

The compensation, if any, of Directors, Officers and agents shall be fixed by the Board.

SECTION 2.12 Duties

The Board shall have the control and general management of the affairs and business of AEPA. In performing duties a Director must do so in good faith, with the care an ordinarily prudent person in a like position would exercise under similar circumstances, and in a manner that the Director reasonably believes to be in the best interests of the mission, goals and purposes of the organization. An individual who has special skills or expertise has a duty to use such skills or expertise.

The duties of the Board shall include:

- 2.12.1 Establishing basic organizational and management Bylaws, Policies and Procedures.
- 2.12.2 Establishing, reviewing and approving program objectives and performance measures and significant transactions.
- 2.12.3 Hiring an independent auditor and reviewing and approving auditing and accounting principles and practices used in preparing the organization's financial statements.
- 2.12.4 Reviewing and approving the organization's budget and financial objectives, as well as investments, joint ventures and business transactions.
- 2.12.5 Establishing such policies as self-dealing, compensation of key employees and conflict of interest policies as deemed appropriate.
- 2.12.6 Establishing and overseeing a compliance program to address regulatory and liability concerns.
- 2.12.7 Ensuring that any salaries, wages, together with fringe benefits or other forms of compensation paid to or provided to an employee, Officer or Director do not exceed a value which is reasonable and commensurate with the duties and working hours associated with such employment and with the compensation ordinarily paid persons in similar positions with similar duties. In so doing, the Board shall make inquiry into and consider the compensation paid to individuals in other organizations similarly situated; and
- 2.12.8 At its discretion, the Board may designate a committee to perform any of the above duties.
- 2.12.9 Any employee or an individual having a contract for services, rendered on behalf of AEPA Inc., will adhere to all Bylaws, Policies and Procedures of AEPA Inc.

ARTICLE 3. Meetings

SECTION 3.1 Place of Meetings

Any or all meetings of the Board of AEPA may be held within or outside the State of Nevada. Date and location of all meetings will be determined by approved Board action and reflected in meeting minutes.

In the rare case when a meeting of the full Board, where Directors are physically present is impossible or ill-advised due to extenuating circumstances, AEPA Officers may decide to hold a "Virtual" meeting utilizing whatever electronic media is deemed appropriate to hold a meeting where a quorum of Directors are able to attend. Such virtual meetings may be the result of, but not limited to, the case of local, state or national emergencies or Acts of God prohibiting travel to the physical place of the scheduled meeting or where the congregation of groups the size of the AEPA Board would be banned by local, state or federal authorities.

SECTION 3.2 Annual Meeting

An Annual Meeting of the Board shall be held in the month of March or April, the purposes of which shall be the validation of a Board, annual financial review, election of Officers and transacting any other business properly brought before it.

SECTION 3.3 Notice of Annual Meeting

At least three (3) months prior to the date fixed by Section 3.2 of this Article for the holding of the Annual Meeting of the Board, written notice, including the time and place of such meeting, shall be mailed or emailed, as herein provided, to each Member of the Board entitled to vote at such meeting.

SECTION 3.4 Delayed Annual Meeting

If, for any reason, the Annual Meeting of the Board shall not be held during the months of March or April, such meeting may be called and held as a special meeting, and the same proceedings may be had there as at an Annual Meeting, provided that the Notice of such meeting shall be the same herein required for the annual meeting, namely, not less than a three (3) month notice.

SECTION 3.5 Order of Business at Annual Meeting

The order of business at the Annual Meeting of the Board shall be as follows:

- 3.5.1. Roll Call
- 3.5.2. Reading Notice and Proof of Mailing
- 3.5.3. Reading of Minutes of Last Meeting
- 3.5.4. Report of President
- 3.5.5. Report of Secretary – validation of the Board
- 3.5.6. Report of Treasurer – annual financial report
- 3.5.7. Election of Officers
- 3.5.8. Transaction of Other Business

Transaction of other business mentioned in the Notice, or other business or issues which a majority of the Directors present decide should be added to the Agenda.

3.5.9. Adjournment

In the absence of any objection, the presiding officer may vary the order of business at his or her discretion.

SECTION 3.6 Regular Meeting of the Board

A Regular Meeting of the Board shall be held in the month of October, November or December. Three (3) month Notice of regular meetings of the Board shall be required.

3.6.1 Open Meetings

Any meeting (Board of Directors, or Executive Committee) of AEPA Inc. shall be considered an open meeting unless action by the Board dictates the meeting to be closed. Before closing a meeting, the Board shall make a statement on the record and provide the specific grounds for the meeting to be closed. Such grounds may include but are not limited to: alleged victims or reporters of criminal sexual conduct, domestic violence, maltreatment, active criminal investigations, non-public data, medical records, consideration of allegations or charges of an employee or Director, labor negotiations, employee evaluations, property transactions, security matters or upon the advice of legal counsel to maintain attorney-client privilege.

SECTION 3.7 Special Meeting of the Board

Special meetings of the Board may be called by a majority of the Directors with three (3) months' Notice by mail or email. Action taken at any such meeting shall not be invalidated for want of notice if such notice shall be waived as provided in Section 3.9 Hereof.

SECTION 3.8 Notices and Mailings

All Notices required to be given by any provision of these Bylaws shall state the authority pursuant to which they are issued (such as "by order of the President," or "by order of the Board" as the case may be). Notice may be given by United States mail and shall be deemed duly served when the same has been deposited in the United States mail, first class, with postage fully prepaid, plainly addressed to the addressee at his or her last address appearing upon the records of AEPA. Notice may also be provided by email sent to the addressee's last email address appearing on the records of AEPA provided such notice is verified by receipt.

SECTION 3.9 Waiver of Notice

Notice of the time, place and purpose of any meeting of the Board may be waived in writing, either before, during or after such meeting has been held.

SECTION 3.10 Roberts Rules of Order

Meetings shall be conducted according to Roberts Rules of Order.

ARTICLE 4. Quorum

SECTION 4.1 Quorum

A majority of the total number of Members shall constitute a quorum. A quorum shall

be required to take action at any meeting of the Board, unless otherwise stated. ~~These same quorum rules would apply in the event of a Virtual meeting.~~

ARTICLE 5. Voting, Elections and Proxies

SECTION 5.1 Who Is Entitled to Vote

At every meeting of the Board, each Member has one vote upon each item of business submitted to a vote.

SECTION 5.2 Elections

Election of Officers shall be held annually at the spring meeting. Nominations for Officers shall be solicited by a nominating committee of three (3) Member representatives appointed by the AEPA President in advance of the meeting and from the floor prior to the vote. A person shall be elected to an office upon receipt of a majority vote. When there are two or more nominees for a position, there shall be a private written ballot counted by a committee of Directors.

SECTION 5.3 Proxies

Proxy voting is not allowed.

SECTION 5.4 Majority Voting

A majority of those Members constituting a quorum is required to take official action unless otherwise stated.

SECTION 5.5 Electronic Voting

5.5.1 The President may ~~use~~ authorize electronic voting when, in his or her opinion, it is not practical to hold the vote during membership meetings. An electronic vote by email will require that a motion be made and seconded. The motion, along with the name of the ~~Member-Director~~ representatives who made the motion and seconded it, will be included in the email. A majority of the total membership is required to pass the motion.

5.5.2 In the event that a Virtual meeting is necessitated by factors stated in Article 3.1 above, then electronic voting would be allowed, in whatever manner deemed appropriate by the Officers, to conduct the business of AEPA.

Formatted: Body Text, Justified, Indent: Left: 1", Right: 0.08"

ARTICLE 6. Corporate Officers

SECTION 6.1 Officer Eligibility

To be eligible to hold office with AEPA Inc. the officer must be a delegate of the Member agency.

SECTION 6.2 President

The President shall be elected by and from the membership of the Board. He or she shall be the Chief Executive Officer (CEO) of AEPA. The President is elected for a two-year term and will serve at the direction of the Board. The CEO along with

an appointed Executive Director shall have general and active management of the business of AEPA and shall see that all orders and resolutions of the Board are carried into effect. The CEO and the Executive Director shall be ex-officio members of all committees and shall have the general powers and duties of supervision and management usually vested in the office of president of a corporation. The President and the Executive Director shall be responsible for general operations of AEPA including, but not limited to, facilitating meetings, and fostering communication. The President will preside at all board meetings.

SECTION 6.3 Executive Director

The Executive Director is recommended by the Executive Committee and contracted to serve the association by a vote of the Board of AEPA. He or she shall have the responsibility of day to day management of the business of AEPA and shall see that all orders and resolutions of the Board are carried into effect. The Executive Director shall provide the President and Board regular and up-to-date information regarding the business of AEPA. The Executive Director shall support and assist to facilitate all committee meetings as needed with Committee Chairs. The Executive Director, along with the President of AEPA shall be jointly responsible to foster communication. The Executive Director shall facilitate all AEPA meetings.

SECTION 6.4 Vice Presidents

At least one Vice President shall be elected by the Board. Such Vice Presidents (indicated as First Vice President, Second Vice President, Third Vice President), in the order of their position rank, shall perform the duties and exercise the powers of the President during the absence or disability of the President. The Vice President(s) shall perform such other duties as may be delegated by the Board or by the President. The President and Vice President may not be from the same Member.

SECTION 6.5 Secretary

The Secretary shall be elected by the Board and shall be invited to attend all meetings of the Board, and shall preserve the books of AEPA, true minutes of the proceedings of all such meetings and record keeping including minutes of the meetings. If the Secretary is not in attendance, the President or meeting chair shall appoint a secretary pro-temp for that meeting. The minutes of the meeting will be distributed to all Members and placed on the AEPA website within 30 days of the meeting. The Secretary shall safely keep in his or her custody the seal of the Corporation and shall have the authority to affix the same to all instruments where its use is required. He or she shall give all notices required by statute, bylaw or resolution. He or she shall perform such other duties as may be delegated by the Board or by the President. The Secretary may not be from the same Member as the President or Vice Presidents.

SECTION 6.6 Treasurer

The Treasurer or President's designee shall have custody of all corporate funds and securities and shall keep in books, belonging to AEPA, full and accurate accounts of all receipts and disbursements; he or she shall deposit all monies, securities and other valuable effects in the name of AEPA in such depositories as may be designated for that purpose by the Board. He or she shall disburse the funds of AEPA as may be ordered by the Board, taking proper vouchers for such disbursements, and shall render to the President and Directors at the

regular meetings of the Board, and whenever requested by them, an account of all his or her transactions as Treasurer and of the financial condition of AEPA. If required by the Board, he or she shall deliver to the President, and shall keep in force, a bond at the expense of AEPA in form, amount and with a surety or securities satisfactory to the Board, conditioned for faithful performance of the duties of his or her office, and for restoration to AEPA in case of his or her death, resignation, retirement or removal from office, of all books, papers, vouchers, money and property of whatever kind in his or her possession or under his or her control belonging to AEPA. He or she shall perform such other duties as may be delegated by the Board or by the President. The Treasurer may not be from the same Member as the President, Vice President(s) or Secretary.

SECTION 6.7 Term of Office

The term of office for all Officers shall be two (2) years or until their successors have been duly elected and qualified. The term of each office shall be July 1 through June 30. Election of the President and Treasurer shall be in odd-numbered years, and the Vice President(s) and Secretary in the even-numbered years. Election of Officers shall be held at the Annual Meeting of the Board or at a special meeting called for that purpose.

SECTION 6.8 Additional Officers

Additional Officers may be elected at the determination of the Board.

SECTION 6.9 Resignation

Any Officer of AEPA may resign at any time by giving written notice to the Officers of the Board. Such resignation shall take effect at the time specified therein; and unless otherwise specified therein, acceptance of such resignation shall not be necessary to make it effective.

ARTICLE 7. Indemnification

SECTION 7.1 Indemnification

The Corporation will indemnify each Member, Director, Officer, and the Executive Director of AEPA, and their heirs, legal representatives and assigns, against expenses, costs and attorney's fees actually and reasonably incurred in connection with the defense of any action, suit or proceeding, civil or criminal, in which the Member, Director, Officer, and the Executive Director is made a party by reason of being or having been a Member, Director, Officer and the Executive Director of AEPA. The indemnification may include any amounts paid to satisfy a judgment or to compromise or settle a claim. The Member, Director or Officer will not be indemnified if he or she is adjudged to have been guilty of willful misconduct or recklessness in the performance of his or her duty to AEPA.

ARTICLE 8. Corporate Seal

SECTION 8.1 Seal

The Board shall provide an appropriate seal bearing the name of the Corporation, which shall be the corporate seal. It shall be in the custody of the Secretary and shall be affixed to documents as authorized by these Bylaws, the President or by the Board.

SECTION 8.2 Failure to Affix Seal

The failure to affix the corporate seal shall not have any effect on the validity of any document.

ARTICLE 9. Execution of Instruments

SECTION 9.1 Checks and Drafts

All checks, drafts and orders for payment of money shall be signed in the name of AEPA and shall be countersigned by such Officers or agents as the Board shall from time to time designate for that purpose.

SECTION 9.2 Contracts, Conveyances or Other Instruments

When the execution of any contract, conveyance or other instrument has been authorized without specification of the executing Officers, the President, or any Vice President, and the Secretary, may execute the same on behalf of AEPA and may affix the corporate seal thereto. The Board shall have power to designate the Officers and agents who shall have authority to execute any instrument on behalf of AEPA.

SECTION 9.3 Documents

All AEPA Inc. documents are property of the organization. They must be released back to the organization within 30 days in the event of an Officer, Director or agent of the Board's resignation or removal.

ARTICLE 10. Power of Board to Borrow Money

SECTION 10.1 Borrowing Money

The Board shall have no power or authority to borrow money.

ARTICLE 11. Adoption, Amendments and Precedence of Bylaws

SECTION 11.1 Adoption

These AEPA Bylaws are adopted by the Board of Directors on this 27th day of July 2007.

SECTION 11.2 Amendments

These Bylaws may be amended, altered, added to or repealed by the affirmative vote of two-thirds (2/3) of the total membership, providing the amendment, alteration, addition or repeal is proposed at an annual, regular or special meeting of the Board and adopted at a subsequent meeting.

SECTION 11.3 Precedence

Articles of Incorporation shall take precedence over the Bylaws. The Bylaws shall take precedence over the Board Policies and Procedures.

I hereby certify that the foregoing Bylaws of the Association of Educational Purchasing Agencies, Inc., a Nevada Corporation, consisting of 13 pages, are the Bylaws of this Corporation, adopted by its Board of Directors on September 17, 2010.

Secretary

ATTEST:

President

STATE OF INDIANA)
)
COUNTY OF CLARK)

On this__day of_in the year 2010 before me personally appeared Tom Post and Pam Clover, to me known to be (or proven to me on the basis of satisfactory evidence) the persons named in, and who executed the foregoing instrument, and acknowledged that they executed the same as their voluntary act and deed.

Notary Public

My Commission Expires:



Association of Educational Purchasing Agencies, Inc.

(AEPA)

BYLAWS

**Association of Educational Purchasing Agencies, Inc.
(AEPA)**

BYLAWS

Table of Contents

ARTICLE 1.	MEMBERSHIP OF THE ORGANIZATION	4
SECTION 1.1	MEMBERSHIP	4
SECTION 1.2	LIMITATION OF MEMBERSHIP	4
SECTION 1.3	MEMBERSHIP APPLICATION	4
SECTION 1.4	MEMBERSHIP APPROVALS	4
SECTION 1.5	TERMINATION OF MEMBERSHIP	4
SECTION 1.6	FISCAL LIABILITY	4
ARTICLE 2.	BOARD OF DIRECTORS	5
SECTION 2.1	NUMBER OF DIRECTORS.....	5
SECTION 2.2	IDENTIFICATION OF THE BOARD	5
SECTION 2.3	ACTION BY UNANIMOUS WRITTEN CONSENT	5
SECTION 2.4	POWER TO MAKE BYLAWS.....	5
SECTION 2.5	POWER TO ELECT CORPORATE OFFICERS	5
SECTION 2.6	POWER TO ELECT OTHER OFFICERS AND APPOINT AGENTS	5
2.6.1	<i>Ex-officio Directors</i>	5
SECTION 2.7	REMOVAL OF OFFICERS AND AGENTS	5
SECTION 2.8	POWER TO FILL VACANCIES.....	5
SECTION 2.9	DELEGATION OF POWERS.....	5
SECTION 2.10	POWER TO REQUIRE BONDS.....	6
SECTION 2.11	COMPENSATION.....	6
SECTION 2.12	DUTIES.....	6
ARTICLE 3.	MEETINGS.....	7
SECTION 3.1	PLACE OF MEETINGS.....	7
SECTION 3.2	ANNUAL MEETING	7
SECTION 3.3	NOTICE OF ANNUAL MEETING	7
SECTION 3.4	DELAYED ANNUAL MEETING	7
SECTION 3.5	ORDER OF BUSINESS AT ANNUAL MEETING	7
SECTION 3.6	REGULAR MEETING OF THE BOARD.....	8
3.6.1	<i>Open Meetings</i>	8
SECTION 3.7	SPECIAL MEETING OF THE BOARD.....	8
SECTION 3.8	NOTICES AND MAILINGS	8
SECTION 3.9	WAIVER OF NOTICE.....	8
SECTION 3.10	ROBERTS RULES OF ORDER	8
ARTICLE 4.	QUORUM	8
SECTION 4.1	QUORUM	8
ARTICLE 5.	VOTING, ELECTIONS AND PROXIES	9

SECTION 5.1	WHO IS ENTITLED TO VOTE	9
SECTION 5.2	ELECTIONS	9
SECTION 5.3	PROXIES	9
SECTION 5.4	MAJORITY VOTING	9
SECTION 5.5	ELECTRONIC VOTING	9
ARTICLE 6.	CORPORATE OFFICERS	9
SECTION 6.1	OFFICER ELIGIBILITY	9
SECTION 6.2	PRESIDENT	9
SECTION 6.3	EXECUTIVE DIRECTOR	10
SECTION 6.4	VICE PRESIDENTS	10
SECTION 6.5	SECRETARY	10
SECTION 6.6	TREASURER.....	10
SECTION 6.7	TERM OF OFFICE	11
SECTION 6.8	ADDITIONAL OFFICERS	11
SECTION 6.9	RESIGNATION.....	11
ARTICLE 7.	INDEMNIFICATION	11
SECTION 7.1	INDEMNIFICATION	11
ARTICLE 8.	CORPORATE SEAL	11
SECTION 8.1	SEAL	11
SECTION 8.2	FAILURE TO AFFIX SEAL	11
ARTICLE 9.	EXECUTION OF INSTRUMENTS	12
SECTION 9.1	CHECKS AND DRAFTS.....	12
SECTION 9.2	CONTRACTS, CONVEYANCES OR OTHER INSTRUMENTS.....	12
SECTION 9.3	Documents.....	12
ARTICLE 10.	POWER OF BOARD TO BORROW MONEY.....	12
SECTION 10.1	BORROWING MONEY	12
ARTICLE 11.	ADOPTION, AMENDMENTS AND PRECEDENCE OF BYLAWS	12
SECTION 11.1	ADOPTION	12
SECTION 11.2	AMENDMENTS.....	12
SECTION 11.3	PRECEDENCE	12

Association of Educational Purchasing Agencies, Inc.

(AEPA)

BYLAWS

ADOPTED July 27, 2007

AMENDED December 2, 2008

AMENDED September 17, 2010

AMENDED April 2013

AMENDED April 25, 2017

AMENDED April 9, 2019

ARTICLE 1. Membership of the Organization

SECTION 1.1 Membership

The Association of Educational Purchasing Agencies, Inc. (AEPA), a Nevada corporation, is a membership organization and its affairs shall be managed exclusively under the authority of its Board of Directors of the AEPA (Board).

SECTION 1.2 Limitation of Membership

AEPA will designate one member agency (hereinafter "Member") per state that is operating legally under the rules and regulations of that Member's state. Any additional educational entities that wish to participate in AEPA will negotiate with the authorized Member within that entity's state and participate through that Member in a manner in which the entity and Member agree, providing such agreement is not in conflict with any Board Policies or Procedures of AEPA. The Member will be the only communication link between AEPA and the non-Member entity in that Member's state.

SECTION 1.3 Membership Application

To become a Member of AEPA, a prospective member agency will submit to the President of AEPA an approved *Memorandum of Understanding* and *AEPA Application for Membership*, both signed by authorized Officers of the prospective member, making known their request for membership to AEPA.

SECTION 1.4 Membership Approvals

Membership must be approved by a majority vote of the total membership.

SECTION 1.5 Termination of Membership

Membership in AEPA may be terminated at the request of the Member or at any time by a vote of the majority of the total membership.

SECTION 1.6 Fiscal Liability

No Member shall be responsible for the debts, obligations or representations of any other Member.

ARTICLE 2. Board of Directors

SECTION 2.1 Number of Directors

The Board shall be composed of not more than two Directors per Member.

The Board shall increase or decrease the number of Directors with the addition or loss of Members. However, no action by the Board in increasing or decreasing the number of Directors shall have the effect of shortening any Director's term of office unless his/her membership terminates.

SECTION 2.2 Identification of the Board

The Member may change its Director(s) at will.

SECTION 2.3 Action by Unanimous Written Consent

If and when the Directors shall severally or collectively consent in writing to any action to be taken by AEPA, such action shall be as valid corporate action as though it had been authorized at a meeting of the Board. Consent in writing shall include email transactions.

SECTION 2.4 Power to Make Bylaws

The Board shall have power to make and amend any Bylaw or Bylaws, providing that the Board shall not make or alter any Bylaw or Bylaws fixing the qualifications, classifications or term of office of any Director of the then-existing Board.

SECTION 2.5 Power to Elect Corporate Officers

The Board shall elect from among the Directors a President, one or more Vice-Presidents, a Secretary and a Treasurer for the Corporation.

SECTION 2.6 Power to Elect Other Officers and Appoint Agents

The Board shall have power to elect such other Officers and appoint agents as the Board may deem necessary for transactions of the business of the Corporation.

2.6.1 Ex-officio Directors

At the discretion of the Board Ex-officio directors may be appointed to carry forth the duties as set forth by the Board for said Director. The Ex-officio Director is considered to be a non-voting member of the Board.

SECTION 2.7 Removal of Officers and Agents

Any Officer or agent may be removed by the Board whenever in the judgment of the Board the business interests of AEPA will be served thereby. Removal shall be by a vote of the majority of the total membership.

SECTION 2.8 Power to Fill Vacancies

The Board shall have power to fill any vacancy in any office occurring for any reason whatsoever.

SECTION 2.9 Delegation of Powers

For any reason deemed sufficient by the Board, whether occasioned by absence or otherwise, the Board may delegate all or any of the powers and duties of any office to any other Officer or Director, but no Officer or Director shall execute, acknowledge or verify any instrument in more than one capacity.

SECTION 2.10 Power to Require Bonds

The Board at its expense may require any Officer or agent to file with AEPA a satisfactory bond conditioned for faithful performance of his or her duties.

SECTION 2.11 Compensation

The compensation, if any, of Directors, Officers and agents shall be fixed by the Board.

SECTION 2.12 Duties

The Board shall have the control and general management of the affairs and business of AEPA. In performing duties a Director must do so in good faith, with the care an ordinarily prudent person in a like position would exercise under similar circumstances, and in a manner that the Director reasonably believes to be in the best interests of the mission, goals and purposes of the organization. An individual who has special skills or expertise has a duty to use such skills or expertise.

The duties of the Board shall include:

- 2.12.1 Establishing basic organizational and management Bylaws, Policies and Procedures.
- 2.12.2 Establishing, reviewing and approving program objectives and performance measures and significant transactions.
- 2.12.3 Hiring an independent auditor and reviewing and approving auditing and accounting principles and practices used in preparing the organization's financial statements.
- 2.12.4 Reviewing and approving the organization's budget and financial objectives, as well as investments, joint ventures and business transactions.
- 2.12.5 Establishing such policies as self-dealing, compensation of key employees and conflict of interest policies as deemed appropriate.
- 2.12.6 Establishing and overseeing a compliance program to address regulatory and liability concerns.
- 2.12.7 Ensuring that any salaries, wages, together with fringe benefits or other forms of compensation paid to or provided to an employee, Officer or Director do not exceed a value which is reasonable and commensurate with the duties and working hours associated with such employment and with the compensation ordinarily paid persons in similar positions with similar duties. In so doing, the Board shall make inquiry into and consider the compensation paid to individuals in other organizations similarly situated; and
- 2.12.8 At its discretion, the Board may designate a committee to perform any of the above duties.
- 2.12.9 Any employee or an individual having a contract for services, rendered on behalf of AEPA Inc., will adhere to all Bylaws, Policies and Procedures of AEPA Inc.

ARTICLE 3. Meetings

SECTION 3.1 Place of Meetings

Any or all meetings of the Board of AEPA may be held within or outside the State of Nevada. Date and location of all meetings will be determined by approved Board action and reflected in meeting minutes.

In the rare case when a meeting of the full Board, where Directors are physically present is impossible or ill-advised due to extenuating circumstances, AEPA Officers may decide to hold a "Virtual" meeting utilizing whatever electronic media is deemed appropriate to hold a meeting where a quorum of Directors are able to attend. Such virtual meetings may be the result of, but not limited to, the case of local, state or national emergencies or Acts of God prohibiting travel to the physical place of the scheduled meeting or where the congregation of groups the size of the AEPA Board would be banned by local, state or federal authorities.

SECTION 3.2 Annual Meeting

An Annual Meeting of the Board shall be held in the month of March or April, the purposes of which shall be the validation of a Board, annual financial review, election of Officers and transacting any other business properly brought before it.

SECTION 3.3 Notice of Annual Meeting

At least three (3) months prior to the date fixed by Section 3.2 of this Article for the holding of the Annual Meeting of the Board, written notice, including the time and place of such meeting, shall be mailed or emailed, as herein provided, to each Member of the Board entitled to vote at such meeting.

SECTION 3.4 Delayed Annual Meeting

If, for any reason, the Annual Meeting of the Board shall not be held during the months of March or April, such meeting may be called and held as a special meeting, and the same proceedings may be had there as at an Annual Meeting, provided that the Notice of such meeting shall be the same herein required for the annual meeting, namely, not less than a three (3) month notice.

SECTION 3.5 Order of Business at Annual Meeting

The order of business at the Annual Meeting of the Board shall be as follows:

- 3.5.1. Roll Call
- 3.5.2. Reading Notice and Proof of Mailing
- 3.5.3. Reading of Minutes of Last Meeting
- 3.5.4. Report of President
- 3.5.5. Report of Secretary – validation of the Board
- 3.5.6. Report of Treasurer – annual financial report
- 3.5.7. Election of Officers
- 3.5.8. Transaction of Other Business

Transaction of other business mentioned in the Notice, or other business or issues which a majority of the Directors present decide should be added to the Agenda.

3.5.9. Adjournment

In the absence of any objection, the presiding officer may vary the order of business at his or her discretion.

SECTION 3.6 Regular Meeting of the Board

A Regular Meeting of the Board shall be held in the month of October, November or December. Three (3) month Notice of regular meetings of the Board shall be required.

3.6.1 Open Meetings

Any meeting (Board of Directors, or Executive Committee) of AEPA Inc. shall be considered an open meeting unless action by the Board dictates the meeting to be closed. Before closing a meeting, the Board shall make a statement on the record and provide the specific grounds for the meeting to be closed. Such grounds may include but are not limited to: alleged victims or reporters of criminal sexual conduct, domestic violence, maltreatment, active criminal investigations, non-public data, medical records, consideration of allegations or charges of an employee or Director, labor negotiations, employee evaluations, property transactions, security matters or upon the advice of legal counsel to maintain attorney-client privilege.

SECTION 3.7 Special Meeting of the Board

Special meetings of the Board may be called by a majority of the Directors with three (3) months' Notice by mail or email. Action taken at any such meeting shall not be invalidated for want of notice if such notice shall be waived as provided in Section 3.9 Hereof.

SECTION 3.8 Notices and Mailings

All Notices required to be given by any provision of these Bylaws shall state the authority pursuant to which they are issued (such as "by order of the President," or "by order of the Board" as the case may be). Notice may be given by United States mail and shall be deemed duly served when the same has been deposited in the United States mail, first class, with postage fully prepaid, plainly addressed to the addressee at his or her last address appearing upon the records of AEPA. Notice may also be provided by email sent to the addressee's last email address appearing on the records of AEPA provided such notice is verified by receipt.

SECTION 3.9 Waiver of Notice

Notice of the time, place and purpose of any meeting of the Board may be waived in writing, either before, during or after such meeting has been held.

SECTION 3.10 Roberts Rules of Order

Meetings shall be conducted according to Roberts Rules of Order.

ARTICLE 4. Quorum

SECTION 4.1 Quorum

A majority of the total number of Members shall constitute a quorum. A quorum shall

be required to take action at any meeting of the Board, unless otherwise stated.

ARTICLE 5. Voting, Elections and Proxies

SECTION 5.1 Who Is Entitled to Vote

At every meeting of the Board, each Member has one vote upon each item of business submitted to a vote.

SECTION 5.2 Elections

Election of Officers shall be held annually at the spring meeting. Nominations for Officers shall be solicited by a nominating committee of three (3) Member representatives appointed by the AEPA President in advance of the meeting and from the floor prior to the vote. A person shall be elected to an office upon receipt of a majority vote. When there are two or more nominees for a position, there shall be a private written ballot counted by a committee of Directors.

SECTION 5.3 Proxies

Proxy voting is not allowed.

SECTION 5.4 Majority Voting

A majority of those Members constituting a quorum is required to take official action unless otherwise stated.

SECTION 5.5 Electronic Voting

5.5.1 The President may authorize electronic voting when, in his or her opinion, it is not practical to hold the vote during membership meetings. An electronic vote by email will require that a motion be made and seconded. The motion, along with the name of the Director representatives who made the motion and seconded it, will be included in the email. A majority of the total membership is required to pass the motion.

5.5.2 In the event that a Virtual meeting is necessitated by factors stated in Article 3.1 above, then voting would be allowed, in whatever manner deemed appropriate by the Officers, to conduct the business of AEPA.

ARTICLE 6. Corporate Officers

SECTION 6.1 Officer Eligibility

To be eligible to hold office with AEPA Inc. the officer must be a delegate of the Member agency.

SECTION 6.2 President

The President shall be elected by and from the membership of the Board. He or she shall be the Chief Executive Officer (CEO) of AEPA. The President is elected for a two-year term and will serve at the direction of the Board. The CEO along with an appointed Executive Director shall have general and active management of the business of AEPA and shall see that all orders and resolutions of the Board are carried into effect. The CEO and the Executive

Director shall be ex-officio members of all committees and shall have the general powers and duties of supervision and management usually vested in the office of president of a corporation. The President and the Executive Director shall be responsible for general operations of AEPA including, but not limited to, facilitating meetings, and fostering communication. The President will preside at all board meetings.

SECTION 6.3 Executive Director

The Executive Director is recommended by the Executive Committee and contracted to serve the association by a vote of the Board of AEPA. He or she shall have the responsibility of day to day management of the business of AEPA and shall see that all orders and resolutions of the Board are carried into effect. The Executive Director shall provide the President and Board regular and up-to-date information regarding the business of AEPA. The Executive Director shall support and assist to facilitate all committee meetings as needed with Committee Chairs. The Executive Director, along with the President of AEPA shall be jointly responsible to foster communication. The Executive Director shall facilitate all AEPA meetings.

SECTION 6.4 Vice Presidents

At least one Vice President shall be elected by the Board. Such Vice Presidents (indicated as First Vice President, Second Vice President, Third Vice President), in the order of their position rank, shall perform the duties and exercise the powers of the President during the absence or disability of the President. The Vice President(s) shall perform such other duties as may be delegated by the Board or by the President. The President and Vice President may not be from the same Member.

SECTION 6.5 Secretary

The Secretary shall be elected by the Board and shall be invited to attend all meetings of the Board, and shall preserve the books of AEPA, true minutes of the proceedings of all such meetings and record keeping including minutes of the meetings. If the Secretary is not in attendance, the President or meeting chair shall appoint a secretary pro-temp for that meeting. The minutes of the meeting will be distributed to all Members and placed on the AEPA website within 30 days of the meeting. The Secretary shall safely keep in his or her custody the seal of the Corporation and shall have the authority to affix the same to all instruments where its use is required. He or she shall give all notices required by statute, bylaw or resolution. He or she shall perform such other duties as may be delegated by the Board or by the President. The Secretary may not be from the same Member as the President or Vice Presidents.

SECTION 6.6 Treasurer

The Treasurer or President's designee shall have custody of all corporate funds and securities and shall keep in books, belonging to AEPA, full and accurate accounts of all receipts and disbursements; he or she shall deposit all monies, securities and other valuable effects in the name of AEPA in such depositories as may be designated for that purpose by the Board. He or she shall disburse the funds of AEPA as may be ordered by the Board, taking proper vouchers for such disbursements, and shall render to the President and Directors at the regular meetings of the Board, and whenever requested by them, an account of all his or her transactions as Treasurer and of the financial condition of AEPA. If required by the Board, he or she shall deliver to the President, and shall keep in

force, a bond at the expense of AEPA in form, amount and with a surety or securities satisfactory to the Board, conditioned for faithful performance of the duties of his or her office, and for restoration to AEPA in case of his or her death, resignation, retirement or removal from office, of all books, papers, vouchers, money and property of whatever kind in his or her possession or under his or her control belonging to AEPA. He or she shall perform such other duties as may be delegated by the Board or by the President. The Treasurer may not be from the same Member as the President, Vice President(s) or Secretary.

SECTION 6.7 Term of Office

The term of office for all Officers shall be two (2) years or until their successors have been duly elected and qualified. The term of each office shall be July 1 through June 30. Election of the President and Treasurer shall be in odd-numbered years, and the Vice President(s) and Secretary in the even-numbered years. Election of Officers shall be held at the Annual Meeting of the Board or at a special meeting called for that purpose.

SECTION 6.8 Additional Officers

Additional Officers may be elected at the determination of the Board.

SECTION 6.9 Resignation

Any Officer of AEPA may resign at any time by giving written notice to the Officers of the Board. Such resignation shall take effect at the time specified therein; and unless otherwise specified therein, acceptance of such resignation shall not be necessary to make it effective.

ARTICLE 7. Indemnification

SECTION 7.1 Indemnification

The Corporation will indemnify each Member, Director, Officer, and the Executive Director of AEPA, and their heirs, legal representatives and assigns, against expenses, costs and attorney's fees actually and reasonably incurred in connection with the defense of any action, suit or proceeding, civil or criminal, in which the Member, Director, Officer, and the Executive Director is made a party by reason of being or having been a Member, Director, Officer and the Executive Director of AEPA. The indemnification may include any amounts paid to satisfy a judgment or to compromise or settle a claim. The Member, Director or Officer will not be indemnified if he or she is adjudged to have been guilty of willful misconduct or recklessness in the performance of his or her duty to AEPA.

ARTICLE 8. Corporate Seal

SECTION 8.1 Seal

The Board shall provide an appropriate seal bearing the name of the Corporation, which shall be the corporate seal. It shall be in the custody of the Secretary and shall be affixed to documents as authorized by these Bylaws, the President or by the Board.

SECTION 8.2 Failure to Affix Seal

The failure to affix the corporate seal shall not have any effect on the validity of any document.

ARTICLE 9. Execution of Instruments

SECTION 9.1 Checks and Drafts

All checks, drafts and orders for payment of money shall be signed in the name of AEPA and shall be countersigned by such Officers or agents as the Board shall from time to time designate for that purpose.

SECTION 9.2 Contracts, Conveyances or Other Instruments

When the execution of any contract, conveyance or other instrument has been authorized without specification of the executing Officers, the President, or any Vice President, and the Secretary, may execute the same on behalf of AEPA and may affix the corporate seal thereto. The Board shall have power to designate the Officers and agents who shall have authority to execute any instrument on behalf of AEPA.

SECTION 9.3 Documents

All AEPA Inc. documents are property of the organization. They must be released back to the organization within 30 days in the event of an Officer, Director or agent of the Board's resignation or removal.

ARTICLE 10. Power of Board to Borrow Money

SECTION 10.1 Borrowing Money

The Board shall have no power or authority to borrow money.

ARTICLE 11. Adoption, Amendments and Precedence of Bylaws

SECTION 11.1 Adoption

These AEPA Bylaws are adopted by the Board of Directors on this 27th day of July 2007.

SECTION 11.2 Amendments

These Bylaws may be amended, altered, added to or repealed by the affirmative vote of two-thirds (2/3) of the total membership, providing the amendment, alteration, addition or repeal is proposed at an annual, regular or special meeting of the Board and adopted at a subsequent meeting.

SECTION 11.3 Precedence

Articles of Incorporation shall take precedence over the Bylaws. The Bylaws shall take precedence over the Board Policies and Procedures.



Association of Educational Purchasing Agencies, Inc.

(AEPA)

PROCEDURES

**Association of Educational Purchasing Agencies, Inc.
(AEPA)**

PROCEDURES

ARTICLE 1.	MISSION STATEMENT	5
ARTICLE 2.	HISTORY AND GOVERNANCE OF AEPA	5
SECTION 2.1	THE INITIAL COOPERATIVE, UNINCORPORATED EFFORT	5
2.1.1.	<i>First Meeting</i>	5
2.1.2.	<i>First Solicitation</i>	5
2.1.3.	<i>Subsequent Efforts</i>	6
SECTION 2.2	FORMATION OF THE CORPORATION	6
ARTICLE 3.	THE ENABLING DOCUMENTS	6
SECTION 3.1	AEPA ARTICLES OF INCORPORATION	6
SECTION 3.2	AEPA BYLAWS	6
SECTION 3.3	AEPA BOARD POLICIES	6
SECTION 3.4	AEPA PROCEDURES	6
3.4.1	<i>Strategic Alliance Agreement</i>	6
ARTICLE 4.	DEFINITIONS	7
SECTION 4.1	MAJORITY	7
SECTION 4.2	APPROVED CONTRACT	7
SECTION 4.3	AWARDED CONTRACT	7
ARTICLE 5.	ORGANIZATION	7
SECTION 5.1	COMMITTEES	7
5.1.1.	<i>Executive Committee</i>	7
5.1.2	<i>BidSolicitation Committee</i>	7
5.1.3	<i>BidSolicitation Utilization Committee</i>	7
5.1.4	<i>Category Committee</i>	8
5.1.5	<i>Marketing Committee</i>	8
5.1.6	<i>New Member Committee</i>	8
5.1.7	<i>Partnerships Committee</i>	8
5.1.8	<i>Website Committee</i>	9
5.1.9	<i>Enabling Documents Committee</i>	9
5.1.10	<i>Nominating Committee</i>	9
5.1.11	<i>Finance Committee</i>	9
SECTION 5.2	<u>BIDSOLICITATION COORDINATOR</u>	9
ARTICLE 6.	FINANCIAL	9
SECTION 6.1	FEES AND DUES	10
6.1.1.	<i>Registration Fees</i>	9 Registration
Fees	10	
SECTION 6.2	FINANCIAL REPORT	910
SECTION 6.3	RECEIVE AND DISPERSE FUNDS	10

SECTION 6.4	EXPENDITURES	10
SECTION 6.5	TRADE SHOW EXPENSE REIMBURSEMENT	10
SECTION 6.6	CREDIT CARDS	11
ARTICLE 7.	MEMBERSHIP	11
SECTION 7.1	MINIMUM LEVEL OF CONTRACT PARTICIPATION	11
SECTION 7.2	COMPLIANCE	12
SECTION 7.3	CONTRACT USAGE REPORTS	12
SECTION 7.4	MEETING PARTICIPATION	12
SECTION 7.5	ACTIVE PARTICIPATION	12
SECTION 7.6	MEMBER CONFLICT OF INTEREST	12
7.6.1	<i>Member Individual Bid Solicitation</i>	12
7.6.2	<i>Financial Benefit</i>	12
7.6.3	<i>New Member Use</i>	13
7.6.4	<i>Harmony</i>	13
ARTICLE 8.	AWARDED VENDOR RESPONSIBILITIES	143
SECTION 8.1	MARKETING	143
SECTION 8.2	REPORTING	143
SECTION 8.3	MINIMUM LEVELS OF PARTICIPATION	143
SECTION 8.4	CONTRACT TERM LENGTH	14
SECTION 8.5	CONTRACT EXTENSIONS	14
ARTICLE 9.	BIDSOLICITATION PROCESS	14
SECTION 9.1	BIDSOLICITATION DEVELOPMENT	14
9.1.1.	<i>Solicitation Overview</i>	15
9.1.2.	<i>General Terms and Conditions</i>	14
9.1.3.	<i>State Terms and Conditions</i>	14
9.1.4.	<i>Commodity Specifications</i>	14
9.1.5.	<i>Forms</i>	14
SECTION 9.2	ADVERTISING, PUBLICATION AND DISTRIBUTION	14
SECTION 9.3	QUESTIONS	154
SECTION 9.4	RECEIVING BIDSOLICITATIONS	154
SECTION 9.5	COMMODITY SELECTION FOR POTENTIAL BIDSOLICITATIONS	154
SECTION 9.6	TERM OF CONTRACTS	154
SECTION 9.7	STATE TERMS AND CONDITIONS	154
SECTION 9.8	BIDSOLICITATION PUBLICATION	15
SECTION 9.9	PROSPECTIVE BIDDERS Respondents , RESPONDERS Responders	15
9.9.1.	<i>Bid Solicitation Distribution</i>	15
9.9.2.	<i>Member Prospective Bidders respondents Responders Distribution</i>	15
9.9.3.	<i>Web Link</i>	15
SECTION 9.10	QUESTIONS CONCERNING THE INVITATION FOR BID (IFB) RFB , IFB or RFP	15
SECTION 9.11	BID SOLICITATION RECEIVING AND OPENING	15
SECTION 9.12	MID-YEAR (0.5) SOLICITATION	16
ARTICLE 10.	EVALUATION PROCESS	165
SECTION 10.1	BID SOLICITATION ACCEPTANCE DISTRIBUTION	165
SECTION 10.2	OVERSIGHT COMMITTEE RECOMMENDATIONS	165
SECTION 10.3	APPROVAL MEETING	165
SECTION 10.4	EVALUATION CRITERIA	165
ARTICLE 11.	APPROVAL AND AWARD PROCESS	16
SECTION 11.1	SOLICITATION INTENT	16

Formatted: Font: Not Italic

Formatted: Font: Not Italic

Formatted: Font: Not Italic

Formatted: Font: Not Italic

Formatted: Font: Not Italic

Formatted: Font: Not Italic

Formatted: Font color: Auto

Formatted: Font color: Auto

Formatted: Font color: Auto

SECTION 11.2	PRESENTATION OF BIDS RESPONSES	176
SECTION 11.3	APPROVAL VOTE	176
SECTION 11.4	LINE ITEM OR CATALOG DETERMINATION	176
SECTION 11.5	APPROVED VENDOR CONTACTS MEMBERS	176
SECTION 11.6	MEMBER REVIEW	176
SECTION 11.7	BEGINNING DATE	176
ARTICLE 12.	CONTRACT MANAGEMENT	176
SECTION 12.1	CONTRACT AWARD	176
12.1.1	First Year	16First
	Year	17
12.1.2	Additional Volume Discount	17
SECTION 12.2	CONTRACT EXTENSIONS	1787
12.2.1.	Oversight Recommendation	17Oversight
	Recommendation	17Oversight
	Recommendation	18
12.2.2	Extension Vote	1718
12.2.3	Member Extension	1718
12.2.4	Use of Only Approved Extensions	1718
SECTION 12.3	CONTRACT APPEAL PROCESS	17SECTION
12.3	CONTRACT APPEAL PROCESS	18
12.3.1.	Initial Contact with Oversight Committee	178
12.3.2	First Appeal to President	187
12.3.3	Final Appeal to Board	187
SECTION 12.4	CONTRACT MODIFICATIONS	187
ARTICLE 13.	ADOPTION, AMENDMENTS AND PRECEDENCE	18
SECTION 13.1	ADOPTION	18
SECTION 13.2	AMENDMENTS	18
SECTION 13.3	PRECEDENCE	18
ARTICLE 14.	ATTACHMENTS	1819
SECTION 14.1	ARTICLES OF INCORPORATION	198
SECTION 14.2	BYLAWS	198
SECTION 14.3	BOARD POLICY	198
SECTION 14.4	PROCEDURES	198
SECTION 14.5	MEMORANDUM OF UNDERSTANDING (MOU) BETWEEN MEMBERS	198
SECTION 14.6	AEPA APPLICATION FOR MEMBERSHIP	198
SECTION 14.7	ANNUAL AEPA MEMBER REPORT	198
SECTION 14.8	ANNUAL AEPA VENDOR REPORT	198
SECTION 14.9	BIDSOLICITATION EVALUATION AND CONTRACT RECOMMENDATION FORM	198
SECTION 14.10	COMMITTEE LIST, RESPONSIBILITIES AND MEMBERSHIP	198
SECTION 14.11	CURRENT AND ARCHIVED INVITATIONS FOR BIDS, RFB's, IFB's or RFP's	198
SECTION 14.12	MINUTES OF AEPA MEETINGS	198
SECTION 14.13	ORGANIZATIONAL CHART	198
SECTION 14.14	RECOMMENDATION FOR CONTRACT EXTENSION FORM	198

Formatted: Strikethrough

Formatted: Font color: Auto

Formatted: Font color: Auto

Association of Educational Purchasing Agencies, Inc. (AEPA)

Procedures

ADOPTED July 27, 2007

AMENDED December 2, 2008

AMENDED September 17, 2010

AMENDED November 28, 2011

AMENDED April 2013

AMENDED April 25, 2017

AMENDED April 17, 2018

AMENDED November 26, 2018

ARTICLE 1. Mission Statement

The mission of the Association of Educational Purchasing Agencies, Inc. (AEPA) is to cooperatively serve our Members through a continuous effort to explore and solve present and future purchasing needs. Our goals include working to secure multi-state volume purchasing contracts with benefits that are measurable, cost-effective and continuously exceed our Members' expectations. AEPA is committed to accomplishing this mission lawfully and ethically, using leading-edge technology and futuristic business practices.

ARTICLE 2. History and Governance of AEPA

SECTION 2.1 -The Initial Cooperative, Unincorporated Effort

2.1.1. First Meeting

The Association of Educational Purchasing Agencies (AEPA-U) was formed in May of 2000 as a cooperative, unincorporated effort. There were seven states at the May 2000 meeting that became the founding states. They included Arizona, Indiana, Minnesota, Nebraska, New Mexico, Oregon and Washington. Three additional states (Kansas, Kentucky and Pennsylvania) became Members prior to award of the first AEPA-U bid in December of 2000.

2.1.2. First Solicitation

For its first solicitation, AEPA-U agreed on several principles, including the following: one simultaneous bid would be issued for all participating agencies, each agency would independently advertise the bid, the bid would be available on a web site with each state linking to that site, all questions regarding the bid would be answered in writing by one person, all bids would be received at one central site, bids would initially be approved or rejected by AEPA-U, there would be a one-year contract with three possible one-year extensions, no more than 12 agencies could participate in the first bid, and after AEPA-U approval, each Member would determine if contracts could be awarded in accordance with that state's laws and regulations.

2.1.3. Subsequent Efforts

Since the first bid, additional agencies have become AEPA-U Members by completing a Memorandum of Understanding, and additional bids have been prepared, advertised, distributed and approved in a method similar to the initial model. Bids have been developed and published each year, with bid AEPA-U 007 published in September 2006 with vendor approval granted in December 2006. The term of the bid for the first year is through February 28 (approximately 15 months after Board approval), and the remaining three extensions for one year are through the following February.

SECTION 2.2 Formation of the Corporation

AEPA was incorporated in March of 2007. Two items required for membership are an *Application for Membership* and the *Memorandum of Understanding*.

ARTICLE 3. The Enabling Documents

SECTION 3.1 AEPA Articles of Incorporation

The Articles of Incorporation determine the basic foundations of the Corporation.

SECTION 3.2 AEPA Bylaws

The Bylaws describe the basic organization of the Corporation and include Organization Membership, Board of Directors, Meetings, Quorum, Voting, Elections and Proxies, Corporate Officers, Indemnification, Corporate Seal, Execution of Instruments, Power to Borrow Money, and Amendment of Bylaws.

SECTION 3.3 AEPA Board Policies

The Policy mandates the processes to ensure AEPA retains the tax-exempt status of the Corporation. Key aspects include conflict of interest and disclosure, self-dealing and compensation of key employees.

SECTION 3.4 AEPA Procedures

The Procedures are intended to include items that are necessary for the operation of the corporation. Members are required to comply with the

established Procedures.

3.4.1 Strategic Alliance Agreement

A Strategic Alliance Agreement between AEPA and another organization, that has been approved by AEPA, shall have its contents implemented as if they are adopted AEPA Procedures.

ARTICLE 4. Definitions

SECTION 4.1 Majority

The *majority* shall be a simple majority of those present and voting at a meeting unless otherwise stated. A majority of total membership shall be required for amendment of Procedures (13.2).

SECTION 4.2 Approved Contract

AEPA approves a contract whose terms and conditions are then extended to AEPA Members.

SECTION 4.3 Awarded Contract

Members award contracts in compliance with the terms and conditions of the applicable AEPA-approved contract.

ARTICLE 5. Organization

SECTION 5.1 Committees

Unless otherwise noted, the President of AEPA with Board approval appoints all committees. At the discretion of the President of AEPA, committees may be added or dissolved as needed for the efficient operation of AEPA. All committees shall be composed of staff from at least two Members. Each committee shall elect a Chair.

5.1.1. Executive Committee

The Committee shall consist of the Corporate Officers, the chairs of the ~~Bid-Solicitation~~ Committee, Enabling Documents Committee, Finance Committee, Marketing Committee, and four other at large Directors so named by the President as per Section 5.1. The at large Directors shall serve two-year terms, not to exceed six years. The function of the committee shall be, but is not limited to, review, plan and recommend AEPA items to the Board for approval. The corporate Officers, with the approval of the Executive Committee, shall act on behalf of the Board on matters related to the business of AEPA within the adopted Bylaws, Policies, Procedures and the annual budget. Meeting dates shall be determined by the Officers and members are expected to attend all meetings.

5.1.2. ~~Bid-Solicitation~~ Committee

Appointed by the ~~Bid-Solicitation~~ Coordinator, the Committee will assist in the development of new ~~bidsolicitations~~ (including review of AEPA General Terms and Conditions, Agency Terms and Conditions,

bidsolicitation forms, item specifications and general format of the bidsolicitation) and work with the BidSolicitation Coordinator to refine bidsolicitation documents and procedures to ensure an efficient and professional solicitation process from start to finish. The BidSolicitation Committee will work with the BidSolicitation Coordinator to ensure the bidsolicitation is developed, published, distributed, monitored, opened and recommendations are made in a timely manner. The BidSolicitation Committee will also assist with responses to bidders-potential respondents and vendor partners regarding bid-solicitation documents and specifications.

This committee will be responsible for receiving, opening and tabulating bidsolicitation documents and initially determining if vendor responses are considered responsive according to the requirements published in the bidsolicitation specifications. All responses will be tabulated and reported to the Board. Responsive bids-respondents will be sent to the Category Committee for analysis.

5.1.3. Bid-Solicitation Utilization Committee

The Committee acts as a clearinghouse for vendor and Member contract awards, contract extensions and volume of sales. Membership utilization expectations, including both percent of contracts signed and volume per student, will be annually determined and disseminated at the spring meeting. Data will be tracked and reported to the membership at least twice a year. The BidSolicitation Utilization Committee membership shall include representation from both low-volume and high-volume Members.

5.1.4. Category Committee

A Category Committee will be established for each bidsolicitation technical category. The Committee will develop the commodity specifications for the bid-solicitation in an open nonrestrictive way to allow numerous bidders-respondents to have a chance to respond. They will also assist the Bid-Solicitation Solicitation Committee in developing the bid-solicitation evaluation criteria for the category to allow for an open and honest competition to select the recommended bidder responder or bidders-respondents responders—if the bidsolicitation allows for multiple awards. The Category Committee analyzes bidsolicitation responses and provides written reasons for recommending or not recommending bidsolicitation responses based on the evaluation criteria as outlined in the bidsolicitation documents.

The Category Committee assists the BidSolicitation Committee to answer questions received during the bidsolicitation process; reviews responsive bids-respondents making a recommendation to the membership for approval or rejection; monitors implementation of the contract in each state; receives and analyzes utilization information from the Bid Solicitation Utilization Committee; and makes recommendations to the membership for contract extensions. The Committee also receives marketing plans from vendors during extension process as required by the membership.

Formatted: Font color: Auto

Formatted: Font color: Auto

5.1.5. Marketing Committee

The Committee promotes awareness of AEPA to potential Members, ~~bidders~~responders, vendors and the general public.

5.1.6. New Member Committee

The Committee solicits new membership from a qualified agency in non-member states. The Committee will also assist Members during their first year of affiliation with AEPA.

5.1.7. Partnerships Committee

The Committee continually evaluates the need for affiliation and partnership with other groups where a strategic alliance would be beneficial to AEPA.

5.1.8. Website Committee

The Committee maintains the AEPA website to be used both by the Members and general public. The website will be used to post information such as bid solicitations, meeting information, minutes and other items related to AEPA.

5.1.9. Enabling Documents Committee

The Committee reviews, updates and maintains the AEPA Articles of Incorporation, Bylaws, Board Policies and Procedures, reporting annually to the membership.

5.1.10. Nominating Committee

The Committee solicits nominations for elected officers in advance of the meeting for presentation to membership.

5.1.11 Finance Committee

The Committee shall annually review the monies, securities and other valuable effects in the name of AEPA. The committee shall develop a system of tracking transactions, prepare required reports and determine when an independent audit is needed.

SECTION 5.2 Bid Solicitation Coordinator

The Bid Solicitation Coordinator is selected for a one-year term and will serve at the direction of the President of AEPA. Bid Solicitation Committee members shall be from at least two other Members. The Bid Solicitation Coordinator shall serve as the Chairman of the Bid Solicitation Committee and will appoint one member of the committee to serve as Vice Chairman of the Bid Solicitation Committee, who will assume the duties of the Chairman if the Chairman is unable to fulfill his or her duties. The Bid Solicitation Committee Chairman and Vice Chairman may not be from the same agency. It shall be the responsibility of the Bid Solicitation Coordinator to oversee the bid solicitation process, ensure that the bid solicitation(s) is/are developed, published, received and reviewed annually in accordance with AEPA Procedures and make recommendations to the President on changes and improvements to the bid solicitation process for efficiency and effectiveness.

ARTICLE 6. Financial

SECTION 6.1 Fees and Dues

An annual fee will be assessed to member agencies subject to the review and approval of the Board at the winter meeting. Payment will be due to AEPA Inc. on or before June 30 of the following year.

6.1.1 Registration Fees

Members will be required to pay a registration fee for AEPA meetings as determined by the Officers. Non-Members will be required to pay a registration fee for AEPA meetings as determined by the Officers. Any member or non-member that registers after the registration deadline will be assessed a late registration fee as determined by the Officers.

SECTION 6.2 Financial Report

The Treasurer for AEPA will provide the membership with a listing of all financial transactions at the annual and regular meeting, and at other times when requested by a majority of membership.

The Treasurer shall have custody of all corporate funds and securities and shall keep in books, belonging to AEPA full and accurate accounts of all receipts and disbursements; he or she shall deposit or review the deposit of all monies, securities and other valuable effects in the name of AEPA in such depositories as may be designated for that purpose by the Board. He or she shall disburse or review the disbursement of the funds of AEPA as may be ordered by the Board, taking proper vouchers for the disbursements, and shall render to the President and Directors at the regular meetings of the Board, and whenever requested by them, an account of all his or her transactions as Treasurer and of the financial condition of AEPA. If required by the Board he or she shall deliver to the President and shall keep in force a bond at the expense of AEPA in form, amount and with a surety or securities satisfactory to the Board, conditioned for faithful performance of duties or his or her office and for restoration to AEPA in case of his or her death, resignation, retirement or removal from office of all books, papers, vouchers, money and property of whatever kind in his or her possession or under his or her control belonging to AEPA. The Treasurer may not be from the same Member agency as the President, Vice President or Secretary.

SECTION 6.3 Receive and Disperse Funds

The President and/or Treasurer, as officers of the AEPA, Inc., or their designees as approved by the Board and/or the Executive Committee are authorized to receive and disperse AEPA funds in compliance with AEPA, Inc. Policy and Procedures.

SECTION 6.4 Expenditures

Any expenditure made by the approved officers of the AEPA, Inc. shall not be made from an account with a balance less than the expenditure.

SECTION 6.5 Trade Show Expense Reimbursement

Reimbursements for a maximum of two (2) Members to exhibit at national trade shows shall be determined and approved by the Board. Reimbursements shall not exceed \$20,000.00 annually including the following limitations per Member attending; Member shall use reasonable commercial efforts to obtain cost effective travel arrangements such as a competitive economy class airfare or mileage at the current IRS reimbursement rate, lodging at trade show rate a maximum of 3 nights, food up to \$50.00/day and other costs- cab, parking, shuttle (excludes rental car) not to exceed \$50.00.

SECTION 6.6 Credit Cards

This section is to identify the appropriate use of AEPA Inc. credit card program available to authorized members to make business related purchases for goods or services.

- 6.6.1. The Executive Committee of AEPA Inc. will designate members allowed to hold an AEPA Inc. credit card. Those issued a credit card must be a member and have an on-going need to make business purchases such as travel, meeting expenses or other related expenses.
- 6.6.2. Cardholders may not use the cards for personal purchases or loan their card to another individual, with the exception of individuals within the organization authorized by the cardholders to make purchases using the organization credit card.
- 6.6.3. Cardholders and approvers must ensure that purchases with the organization card comply with all AEPA Inc. policies and purchasing procedures. Funds must not be expended that cannot be supported with the AEPA Inc. budgets.
- 6.6.4. All purchases must be supported by itemized receipts. A scanned copy of the receipt or invoice must be e-mailed to the Treasurer within 30 days of the end of the month of the expenditure unless other arrangements have been made with the Treasurer. Cardholders must keep original copy of receipt or invoice for calendar year.
- 6.6.5. Cardholders who make non-business related, unauthorized purchases or purchases that cannot supported as a business expense by appropriate documentation will be personally responsible for those purchases. A misuse of an AEPA Inc. credit card may result in termination of credit card use for that individual member.
- 6.6.6. Cardholders are responsible for reporting card loss, theft, or unauthorized use to the Treasurer and/or Executive Committee as soon as they are aware of the occurrence.
- 6.6.7. The Treasurer shall submit to the Executive Committee on a regular basis a summary of financial transaction to include credit purchase and use at each Executive Committee meeting or when requested by the Board.

ARTICLE 7. Membership

SECTION 7.1 Minimum Level of Contract Participation

It is the responsibility of the Member to actively promote the use of AEPA contracts. Each Member shall complete the *Annual AEPA Member Report*. Any Member whose use falls below one-half of the ~~bids~~solicitations which the Member is legally allowed to use, shall present a report to the membership on the status of the AEPA contracts by their member agencies and the potential for future use. The Board shall suggest corrective action to the Member and monitor further usage of contracts by the Member. Action by the Board could include termination of membership.

SECTION 7.2 Compliance

It is the responsibility of each Member to ensure that the AEPA solicitation process and contracts are in compliance with its state laws. Members will make every effort to make their agency Terms and Conditions consistent with the Terms and Conditions of the majority of the Member states. AEPA assumes no liability for non-compliance with state, federal or local laws or regulations by any Member.

SECTION 7.3 Contract Usage Reports

Contracts must be monitored for use by the Member and the Member must provide contract usage information as authorized by AEPA.

SECTION 7.4 Meeting Participation

Each Member is expected to send at least one authorized representative to each of two required meetings. Not more than two representatives from each Member will be seated at the meeting table. The Presiding Officer may waive this procedure if space permits.

SECTION 7.5 Active Participation

Each Member will actively participate in and support the mission of the AEPA. Each member will serve on at least one or more AEPA committees, complete the annual Disclosure, Code of Conduct and any other forms so required by the Board. Members with special skills or expertise have a duty to serve in a leadership capacity of the organization.

SECTION 7.6 Member Conflict of Interest

7.6.1. Member Individual ~~Bid~~Solicitation

An AEPA Member may market and provide AEPA contracts in another Member state provided that both Members mutually agree in writing and the agreement is forwarded to the AEPA President.

AEPA Members that market or make available AEPA contracts in "non-AEPA" states will submit in writing to the AEPA President the following information: name of the state, name of the vendors, and the volume generated by the AEPA contracts.

~~Re-bidding-soliciting~~ AEPA contracts for use in other AEPA states is prohibited. Any alleged infraction must be documented- and- brought- to the- Board- for -review- and- action.

7.6.2. Financial Benefit

A Member that will or may receive any financial benefit from a vendor

or potential vendor beyond the stated administrative fee shall not participate in prohibited activities, including:

- 7.6.2.1. Drafting Solicitations to which the vendor might respond,
- 7.6.2.2. Contract Oversight Committee membership for any bidsolicitation that includes or could include the vendor,
- 7.6.2.3. Discussions regarding the vendor or potential vendor, or
- 7.6.2.4. Voting on approval or any other action related to the vendor or potential vendor.

7.6.3. New Member Use

AEPA encourages new Members to avail themselves of all AEPA contracts which they have the legal authority to perform.

7.6.4 Harmony

To promote harmony, Members shall cooperate as follows in marketing and selling items and services from AEPA contracts in non-member states.

7.6.4.1 Existing AEPA member relationships in non-member states.

7.6.4.1.1 All Members shall be grandfathered into non-member states or areas of non-Member states where, prior to March 1, 2008 they have had:

7.6.4.1.1.1 Sales within the last year, or

7.6.4.1.1.2 Written evidence of a plan with a vendor to market within that state.

7.6.4.1.2 Such effort shall be limited to 10 states per Member

7.6.4.2 Other than listed in (7.6.4.1) above, all Members shall submit to the AEPA President their request to market and sell in non-member states for each AEPA vendor contract they intend to market or sell.

7.6.4.2.1 Should more than one Member indicate intent to market or sell a specific vendor contract in a specific state, those Members shall discuss and resolve the conflict.

7.6.4.2.2 Should they not be able to reach an agreement, the vendor in question shall determine which Member shall have marketing and sales right for that non-Member state or part of that state.

7.6.4.3 A vendor may identify a specific state or states where they do not want their AEPA contract marketed or sold.

7.6.4.4 AEPA Members may discuss joint sales and marketing endeavors in a non- AEPA State and have the option to share the commission.

ARTICLE 8. Awarded Vendor Responsibilities

SECTION 8.1 Marketing

Each AEPA-approved vendor is expected to have a proactive marketing plan in place. If there is more than one contract for a vendor in the state of a Member, and the AEPA contract is more advantageous to the Member, then the vendor shall market the AEPA contract as the solution of choice.

SECTION 8.2 Reporting

Each vendor will report sales by state to the AEPA ~~Bid~~Solicitation Utilization Committee.

SECTION 8.3 Minimum Levels of Participation

It is the responsibility of the AEPA-approved vendor to actively promote the use of its AEPA-approved contracts. Each vendor shall complete the Annual AEPA Vendor Report. Any vendor whose use falls below sales to one-half to the Members shall present a report to the membership on the status of the use of their AEPA contracts and the potential for future use.

SECTION 8.4 Contract Term Length

AEPA contracts are awarded for an initial term of up to 15 months. Up to three annual extensions are available. Ending dates for all contracts awarded by individual Members shall coincide with the AEPA ending dates.

SECTION 8.5 Contract Extensions

Approved vendors can only extend the AEPA contract to current AEPA Members. If membership by a Member is terminated, extensions of the contract will not be available to that Member.

ARTICLE 9. ~~Bid Process~~ Bid/Proposal Process

SECTION 9.1 ~~Bid~~Solicitation Development

~~When it is in the best interest of AEPA member agencies, AEPA may allow Requests for Proposals, (RFP) in lieu of issuing an Invitation for Bid, Request for Bids, (RFB IFB). AEPA will use Common Law contracts, as the guiding guidance document for issuing RFP's. An approval process will be developed by the AEPA Administrative Solicitation Committee to allow an AEPA Category Committee to request to use an RFP process instead of an RFB IFB process.~~

~~Bid~~Solicitation development will be the overall responsibility of the ~~Bid~~Solicitation Coordinator. The ~~bid~~solicitation will contain five major parts

Formatted: Justified, Indent: Left: 1", Right: 0.07", Line spacing: Multiple 1 li, Tab stops: Not at 1.58"

Formatted: Strikethrough

Formatted: Font color: Auto

Formatted: Strikethrough

Formatted: Strikethrough

Formatted: Font color: Auto

Formatted: Strikethrough

Formatted: Font color: Auto

Formatted: Font color: Auto

Formatted: Font color: Auto

Formatted: Font color: Auto

Formatted: Strikethrough

Formatted: Font color: Auto

that will be drafted by various people and/or committees as listed below.

- 9.1.1. ~~Bid-Solicitation~~ Overview--~~BidSolicitation~~ Coordinator
- 9.1.2. General Terms and Conditions--Membership
- 9.1.3. State Terms and Conditions-- Each Member
- 9.1.4. Commodity Specifications-- Category Committee
- 9.1.5. Forms--~~BidSolicitation~~ Coordinator

SECTION 9.2 Advertising, Publication and Distribution

Each AEPA ~~Invitation for Bid (IFB) solicitation~~ will be a single issue simultaneously ~~bid solicitation~~ by all Members. ~~Bids Solicitations~~ will be advertised and published by each Member. The ~~Bid-Solicitation~~ Distribution Committee will track prospective ~~bidders-responders~~ that are notified of the ~~bid solicitation~~ availability.

SECTION 9.3 Questions

Only the ~~Bid-Solicitation~~ Questions and Answers Committee will answer questions concerning the ~~bid-solicitation~~

SECTION 9.4 Receiving Bids

The ~~Bid-Solicitation~~ Acceptance Committee will receive ~~bids-responses~~ and initially determine the responsive ~~bidders-responders-respondents~~

SECTION 9.5 Commodity Selection for Potential ~~BidsSolicitations~~

Board will approve the commodity categories to be ~~advertised~~

SECTION 9.6 Term of Contracts

Unless otherwise agreed to by majority vote, all ~~bids-solicitations~~ will result in initial contracts for up to fifteen (15) months with three possible one-year extensions.

SECTION 9.7 State Terms and Conditions

Each Member will provide the ~~Bid-Solicitation~~ Coordinator with State Terms and Conditions that it requires in addition to the General Terms and Conditions.

SECTION 9.8 ~~Bid-Solicitation~~ Publication

Each Member will actively promote AEPA ~~bids-solicitations~~ to prospective ~~bidders-responders~~ and assist in the ~~bid-solicitation~~ publication as outlined by AEPA.

SECTION 9.9 Prospective ~~BiddersRespondents~~, Responders

9.9.1. ~~Bid-Solicitation~~ Distribution

The ~~bids-solicitations~~ will be made available on the AEPA website.

9.9.2. Member Prospective ~~Bidders-Respondent~~, Responder Distribution

Each Member will make timely notification to their prospective ~~bidders-responders~~ of ~~invitation for Bid (IFB)RFB, IFB or RFP~~ availability.

Formatted: Left, Indent: Left: 1.08", Right: 0", Space Before: 5.95 pt

Formatted: Strikethrough, Not Expanded by / Condensed by

Formatted: Font color: Auto

Formatted: Font color: Accent 1

Formatted: Indent: Left: 0.5", First line: 0.5"

Formatted: Font color: Auto

Formatted: Font color: Auto

Formatted: Indent: First line: 0.5"

Formatted: Font color: Auto

Formatted: Font color: Auto

Formatted: Font color: Auto

9.9.3. Web Link

Members will provide a link from their website (if one exists) to the AEPA website to enable prospective ~~bidders~~ ~~respondents~~ responders to obtain the ~~bid solicitation~~ solicitation documents.

Formatted: Font color: Auto

Formatted: Font color: Auto

SECTION 9.10 Questions Concerning the ~~Invitation for Bid (IFB)~~ solicitation

All questions concerning the ~~Invitation for Bid (IFB)~~ solicitation will be addressed to the ~~Bid Solicitation~~ Questions and Answers Committee. The ~~Bid Solicitation~~ Questions and Answers Committee will issue all responses after review by Members.

SECTION 9.11 ~~Bid Solicitation~~ Solicitation Receiving and Opening

Formatted: Font color: Auto

~~Bids~~ Solicitation responses will be received and opened by the ~~Bid Solicitation~~ Committee. Any late ~~bids~~ responses will be returned to the ~~bidding~~ respondent unopened with a letter of explanation.

SECTION 9.12 Mid-year (0.5) Solicitation

Formatted: Font color: Auto

In the event ~~the~~ AEPA's Board wishes to ~~do issue~~ a mid-year solicitation, ~~one or more~~ of the following parameters will be ~~followed met~~ in determining whether a mid-year solicitation will be approved:

9.12.1 Re-issuance of a previously unsuccessful solicitation

9.12.2 Extraordinary, ~~broadly available~~ funding opportunities that are ~~time sensitive~~ time sensitive

Formatted: Indent: Left: 1", Hanging: 0.5"

Formatted: Font color: Auto

9.12.3 Narrowly defined category with a set of current specifications available for use through a state agency or other avenue-

Formatted: Font color: Auto

ARTICLE 10. Evaluation Process

SECTION 10.1 ~~Bid Solicitation~~ Acceptance Distribution

Once the ~~bids~~ responses are opened and tabulated by the ~~Bid Solicitation~~ Committee, documents required for evaluation will be distributed to the appropriate Contract Oversight Committee. During the evaluation process, the Contract Oversight Committee may recommend to the Board that certain ~~bids~~ responses be rejected. Committee actions will be included in the evaluation report to the general membership.

SECTION 10.2 Oversight Committee Recommendations

The recommendation by the Category Committee will present the ~~bid solicitation~~ responses ranked in ~~the~~ the appropriate order for the RFB, IFB or RFP-

Formatted: Font color: Auto

SECTION 10.3 Approval Meeting

The Category Committee evaluation will be presented on the approved AEPA form and the recommendations will be available to the Board at least 24 hours prior to the approval meeting.

Formatted: Body Text, Justified, Indent: Left: 1", Right: 0.08", Space Before: 6.05 pt

SECTION 10.4 Evaluation Criteria

Evaluation criteria will be determined by the Category Committee and shall be included in the bid-solicitation specifications.

ARTICLE 11. Approval and Award Process

SECTION 11.1 Solicitation Intent

The intent of an AEPA solicitation is to obtain vendors that will provide products and services to all Members. Upon the recommendation of the Category Committee and by vote of the membership, a respondent may be approved for an award that will provide services and products to a minimum of 90% of the members who indicate they will use the contract. Members served shall include at least two of the three least populated states.

SECTION 11.2 Presentation of BidsResponses

Recommendations by the Category Committees will be considered by the Board.

SECTION 11.3 Approval Vote

AEPA contracts are approved by a majority vote of participating Members for that category.

SECTION 11.4 Line Item or Catalog Determination

Each AEPA solicitation will be identified as either a line item bid or a catalog-bid solicitation. Catalog bid-solicitations provide for fixed discounts for the entire nationally published catalog or sub-catalog and items that may change price and characteristics frequently. Line item bid-solicitations involve specifically defined items at set prices. Line item bid-solicitations allow price and item modification as permitted in the bid-solicitation document during AEPA meetings. Catalog bid-solicitations allow price and item modification as permitted in the bid-solicitation document upon change of the catalog with discounts remaining constant.

SECTION 11.5 Approved Vendor Contacts Members

Once a vendor is approved by AEPA, the vendor is responsible for initiating communication to finalize the contract documents and complete any additional paperwork required by the Member.

SECTION 11.6 Member Review

It is the responsibility of the Members to review each AEPA approved bid response and determine if a contract is to be awarded for that Member.

SECTION 11.7 Beginning Date

The beginning date of the contract is the date of the "award" by the Member. The ending date of the contract will coincide with the AEPA ending date.

ARTICLE 12. Contract Management

SECTION 12.1 Contract Award

12.1.1. First Year

Once a contract is awarded by the Member, it is valid through February 28, approximately 15 months following AEPA initial approval.

12.1.2. Additional Volume Discount

As part of their bid-solicitation submission, ~~an AEPA~~ a respondent ~~vendor~~ may provide for volume discounts. The threshold for the discount should be included in their bid-solicitation documents.

Formatted: Font color: Auto

SECTION 12.2 Contract Extensions

12.2.1. Oversight Recommendation

The Category Committees are responsible for reviewing bidsolicitations and contracts and making extension recommendations, in writing, to the membership.

12.2.2. Extension Vote

A majority of those in attendance that have signed the contract, and have it as a current offering in their agency, must approve all contract extensions, terminations and modifications.

12.2.3. Member Extension

Once AEPA approval is made, each Member is responsible for determining if it will extend an AEPA approved contract renewal for its state.

12.2.4. Use of Only Approved Extensions

It is the responsibility of the Member to allow only the use of an AEPA vendor offering that is currently approved by AEPA.

SECTION 12.3 Contract Appeal Process

12.3.1. Initial Contact With Category Committee

~~A vendor, bidder-Respondent or prospective bidder~~ desiring appeal of a decision regarding a bidsolicitation or a contract, shall first address the appropriate Category Committee.

12.3.2. First Appeal to President

If the issue is not satisfactorily resolved, it may be submitted to the President of AEPA.

12.3.3. Final Appeal to Board

If the issue is not satisfactorily resolved, it may be submitted to the Board.

SECTION 12.4 Contract Modifications

AEPA recommends a contract with the vendor, and then each Member has the

option to award the contract. If a vendor or a Member requests a change in the contract, such change must be referred to the appropriate Category Committee. The appropriate Category Committee will make a recommendation to the President for action by the AEPA membership. The contract can only be modified by a vote of the AEPA membership. The appropriate vendor having a contract with a Member may adopt any approved changes in the contract.

ARTICLE 13. Adoption, Amendments and Precedence

SECTION 13.1 Adoption

These Procedures are adopted on the 27th of July 2007.

SECTION 13.2 Amendments

The Procedures may be amended by a majority vote of the total membership.

SECTION 13.3 Precedence

The Articles of Incorporation, Bylaws and Board Policies take precedence over the Procedures. The Procedures take precedence over any other documents of AEPA.

ARTICLE 14. Attachments

Certain documents need to be maintained by AEPA to ensure good management.

- SECTION 14.1 Articles of Incorporation
- SECTION 14.2 Bylaws
- SECTION 14.3 Board Policy
- SECTION 14.4 Procedures
- SECTION 14.5 Memorandum of Understanding (MOU) between Members
- SECTION 14.6 AEPA Application for Membership
- SECTION 14.7 Annual AEPA Member Report
- SECTION 14.8 Annual AEPA Vendor Report
- SECTION 14.9 Bid Solicitation Evaluation and Contract Recommendation Form
- SECTION 14.10 Committee List, Responsibilities and Membership
- SECTION 14.11 Current and Archived Invitations for Bids, RFB's, IFB's or RFP's
- SECTION 14.12 Minutes of AEPA Meetings
- SECTION 14.13 Organizational Chart
- SECTION 14.14 Recommendation for Contract Extension Form

Formatted: Font color: Auto

I hereby certify that the foregoing Procedures of the Association of Educational Purchasing Agencies, Inc., a Nevada Corporation, consisting of 17 pages, are the Procedures of this Corporation, adopted by its Board of Directors on September 17, 2010.

Secretary

ATTEST:

President

STATE OF INDIANA)
)

COUNTY OF CLARK)

On this _____ day of _____ in the year 2010 before me personally appeared Tom Post and Pam Clover, to me known to be (or proven to me on the basis of satisfactory evidence) the persons named in, and who executed the foregoing instrument, and acknowledged that they executed the same as their voluntary act and deed.

Formatted: Not Highlight

Notary Public

My Commission Expires:



Association of Educational Purchasing Agencies, Inc.

(AEPA)

PROCEDURES

Association of Educational Purchasing Agencies, Inc.

(AEPA)

PROCEDURES

ARTICLE 1.	MISSION STATEMENT	5
ARTICLE 2.	HISTORY AND GOVERNANCE OF AEPA.....	5
SECTION 2.1	THE INITIAL COOPERATIVE, UNINCORPORATED EFFORT	5
2.1.1.	<i>First Meeting</i>	5
2.1.2.	<i>First Solicitation</i>	5
2.1.3.	<i>Subsequent Efforts</i>	6
SECTION 2.2	FORMATION OF THE CORPORATION.....	6
ARTICLE 3.	THE ENABLING DOCUMENTS.....	6
SECTION 3.1	AEPA ARTICLES OF INCORPORATION.....	6
SECTION 3.2	AEPA BYLAWS	6
SECTION 3.3	AEPA BOARD POLICIES	6
SECTION 3.4	AEPA PROCEDURES.....	6
3.4.1	<i>Strategic Alliance Agreement</i>	6
ARTICLE 4.	DEFINITIONS	7
SECTION 4.1	MAJORITY	7
SECTION 4.2	APPROVED CONTRACT	7
SECTION 4.3	AWARDED CONTRACT	7
ARTICLE 5.	ORGANIZATION	7
SECTION 5.1	COMMITTEES	7
5.1.1.	<i>Executive Committee</i>	7
5.1.2	<i>Solicitation Committee</i>	7
5.1.3	<i>Solicitation Utilization Committee</i>	8
5.1.4	<i>Category Committee</i>	8
5.1.5	<i>Marketing Committee</i>	8
5.1.6	<i>New Member Committee</i>	8
5.1.7	<i>Partnerships Committee</i>	9
5.1.8	<i>Website Committee</i>	9
5.1.9	<i>Enabling Documents Committee</i>	9
5.1.10	<i>Nominating Committee</i>	9
5.1.11	<i>Finance Committee</i>	9
SECTION 5.2	SOLICITATION COORDINATOR	9
ARTICLE 6.	FINANCIAL.....	9
SECTION 6.1	FEES AND DUES	10
6.1.1.	<i>Registration Fees</i>	10
SECTION 6.2	FINANCIAL REPORT	10
SECTION 6.3	RECEIVE AND DISPERSE FUNDS	10
SECTION 6.4	EXPENDITURES.....	10

SECTION 6.5	TRADE SHOW EXPENSE REIMBURSEMENT	10
SECTION 6.6	CREDIT CARDS.....	11
ARTICLE 7.	MEMBERSHIP	11
SECTION 7.1	MINIMUM LEVEL OF CONTRACT PARTICIPATION	11
SECTION 7.2	COMPLIANCE.....	12
SECTION 7.3	CONTRACT USAGE REPORTS	12
SECTION 7.4	MEETING PARTICIPATION.....	12
SECTION 7.5	ACTIVE PARTICIPATION	12
SECTION 7.6	MEMBER CONFLICT OF INTEREST	12
7.6.1	<i>Member Individual Solicitation</i>	12
7.6.2	<i>Financial Benefit</i>	12
7.6.3	<i>New Member Use</i>	13
7.6.4	<i>Harmony</i>	13
ARTICLE 8.	AWARDED VENDOR RESPONSIBILITIES.....	14
SECTION 8.1	MARKETING	14
SECTION 8.2	REPORTING	14
SECTION 8.3	MINIMUM LEVELS OF PARTICIPATION	14
SECTION 8.4	CONTRACT TERM LENGTH.....	14
SECTION 8.5	CONTRACT EXTENSIONS	14
ARTICLE 9.	SOLICITATION PROCESS.....	14
SECTION 9.1	SOLICITATION DEVELOPMENT	14
9.1.1.	<i>Solicitation Overview</i>	15
9.1.2.	<i>General Terms and Conditions</i>	14
9.1.3.	<i>State Terms and Conditions</i>	14
9.1.4.	<i>Commodity Specifications</i>	14
9.1.5.	<i>Forms</i>	14
SECTION 9.2	ADVERTISING, PUBLICATION AND DISTRIBUTION.....	15
SECTION 9.3	QUESTIONS.....	15
SECTION 9.4	RECEIVING SOLICITATIONS.....	15
SECTION 9.5	COMMODITY SELECTION FOR POTENTIAL SOLICITATIONS.....	15
SECTION 9.6	TERM OF CONTRACTS	15
SECTION 9.7	STATE TERMS AND CONDITIONS	15
SECTION 9.8	SOLICITATION PUBLICATION.....	15
SECTION 9.9	PROSPECTIVE RESPONDERS	15
9.9.1.	<i>Solicitation Distribution</i>	15
9.9.2.	<i>Member Prospective Responders Distribution</i>	15
9.9.3.	<i>Web Link</i>	15
SECTION 9.10	QUESTIONS CONCERNING THE IFB or RFP	15
SECTION 9.11	SOLICITATION RECEIVING AND OPENING	15
SECTION 9.12	MID-YEAR (0.5) SOLICITATION	16
ARTICLE 10.	EVALUATION PROCESS.....	16
SECTION 10.1	SOLICITATION ACCEPTANCE DISTRIBUTION	16
SECTION 10.2	OVERSIGHT COMMITTEE RECOMMENDATIONS	16
SECTION 10.3	APPROVAL MEETING.....	16
SECTION 10.4	EVALUATION CRITERIA	16
ARTICLE 11.	APPROVAL AND AWARD PROCESS	16
SECTION 11.1	SOLICITATION INTENT.....	16
SECTION 11.2	PRESENTATION OF RESPONSES	17
SECTION 11.3	APPROVAL VOTE	17
SECTION 11.4	LINE ITEM OR CATALOG DETERMINATION	17

SECTION 11.5	APPROVED VENDOR CONTACTS MEMBERS	17
SECTION 11.6	MEMBER REVIEW	17
SECTION 11.7	BEGINNING DATE	17
ARTICLE 12.	CONTRACT MANAGEMENT	17
SECTION 12.1	CONTRACT AWARD	17
12.1.1	<i>First Year</i>	17
12.1.2	<i>Additional Volume Discount</i>	17
SECTION 12.2	CONTRACT EXTENSIONS	17
12.2.1.	<i>Oversight Recommendation</i>	17
12.2.2	<i>Extension Vote</i>	18
12.2.3	<i>Member Extension</i>	18
12.2.4	<i>Use of Only Approved Extensions</i>	18
SECTION 12.3	CONTRACT APPEAL PROCESS	18
12.3.1.	<i>Initial Contact with Oversight Committee</i>	18
12.3.2	<i>First Appeal to President</i>	18
12.3.3	<i>Final Appeal to Board</i>	18
SECTION 12.4	CONTRACT MODIFICATIONS	18
ARTICLE 13.	ADOPTION, AMENDMENTS AND PRECEDENCE	18
SECTION 13.1	ADOPTION	18
SECTION 13.2	AMENDMENTS	18
SECTION 13.3	PRECEDENCE	18
ARTICLE 14.	ATTACHMENTS	19
SECTION 14.1	ARTICLES OF INCORPORATION	19
SECTION 14.2	BYLAWS	19
SECTION 14.3	BOARD POLICY	19
SECTION 14.4	PROCEDURES	19
SECTION 14.5	MEMORANDUM OF UNDERSTANDING (MOU) BETWEEN MEMBERS	19
SECTION 14.6	AEPA APPLICATION FOR MEMBERSHIP	19
SECTION 14.7	ANNUAL AEPA MEMBER REPORT	19
SECTION 14.8	ANNUAL AEPA VENDOR REPORT	19
SECTION 14.9	SOLICITATION EVALUATION AND CONTRACT RECOMMENDATION FORM	19
SECTION 14.10	COMMITTEE LIST, RESPONSIBILITIES AND MEMBERSHIP	19
SECTION 14.11	CURRENT AND ARCHIVED IFB's or RFP's	19
SECTION 14.12	MINUTES OF AEPA MEETINGS	19
SECTION 14.13	ORGANIZATIONAL CHART	19
SECTION 14.14	RECOMMENDATION FOR CONTRACT EXTENSION FORM	19

Association of Educational Purchasing Agencies, Inc.

(AEPA)

Procedures

ADOPTED July 27, 2007

AMENDED December 2, 2008

AMENDED September 17, 2010

AMENDED November 28, 2011

AMENDED April 2013

AMENDED April 25, 2017

AMENDED April 17, 2018

AMENDED November 26, 2018

ARTICLE 1. Mission Statement

The mission of the Association of Educational Purchasing Agencies, Inc. (AEPA) is to cooperatively serve our Members through a continuous effort to explore and solve present and future purchasing needs. Our goals include working to secure multi-state volume purchasing contracts with benefits that are measurable, cost-effective and continuously exceed our Members' expectations. AEPA is committed to accomplishing this mission lawfully and ethically, using leading-edge technology and futuristic business practices.

ARTICLE 2. History and Governance of AEPA

SECTION 2.1 The Initial Cooperative, Unincorporated Effort

2.1.1. First Meeting

The Association of Educational Purchasing Agencies (AEPA-U) was formed in May of 2000 as a cooperative, unincorporated effort. There were seven states at the May 2000 meeting that became the founding states. They included Arizona, Indiana, Minnesota, Nebraska, New Mexico, Oregon and Washington. Three additional states (Kansas, Kentucky and Pennsylvania) became Members prior to award of the first AEPA-U bid in December of 2000.

2.1.2. First Solicitation

For its first solicitation, AEPA-U agreed on several principles, including the following: one simultaneous bid would be issued for all participating agencies, each agency would independently advertise the bid, the bid would be available on a web site with each state linking to that site, all questions regarding the bid would be answered in writing by one person,

all bids would be received at one central site, bids would initially be approved or rejected by AEPA-U, there would be a one-year contract with three possible one-year extensions, no more than 12 agencies could participate in the first bid, and after AEPA-U approval, each Member would determine if contracts could be awarded in accordance with that state's laws and regulations.

2.1.3. Subsequent Efforts

Since the first bid, additional agencies have become AEPA-U Members by completing a Memorandum of Understanding, and additional bids have been prepared, advertised, distributed and approved in a method similar to the initial model. Bids have been developed and published each year, with bid AEPA-U 007 published in September 2006 with vendor approval granted in December 2006. The term of the bid for the first year is through February 28 (approximately 15 months after Board approval), and the remaining three extensions for one year are through the following February.

SECTION 2.2 Formation of the Corporation

AEPA was incorporated in March of 2007. Two items required for membership are an *Application for Membership* and the *Memorandum of Understanding*.

ARTICLE 3. The Enabling Documents

SECTION 3.1 AEPA Articles of Incorporation

The Articles of Incorporation determine the basic foundations of the Corporation.

SECTION 3.2 AEPA Bylaws

The Bylaws describe the basic organization of the Corporation and include Organization Membership, Board of Directors, Meetings, Quorum, Voting, Elections and Proxies, Corporate Officers, Indemnification, Corporate Seal, Execution of Instruments, Power to Borrow Money, and Amendment of Bylaws.

SECTION 3.3 AEPA Board Policies

The Policy mandates the processes to ensure AEPA retains the tax-exempt status of the Corporation. Key aspects include conflict of interest and disclosure, self-dealing and compensation of key employees.

SECTION 3.4 AEPA Procedures

The Procedures are intended to include items that are necessary for the operation of the corporation. Members are required to comply with the established Procedures.

3.4.1 Strategic Alliance Agreement

A Strategic Alliance Agreement between AEPA and another organization, that has been approved by AEPA, shall have its contents implemented

as if they are adopted AEPA Procedures.

ARTICLE 4. Definitions

SECTION 4.1 Majority

The *majority* shall be a simple majority of those present and voting at a meeting unless otherwise stated. A majority of total membership shall be required for amendment of Procedures (13.2).

SECTION 4.2 Approved Contract

AEPA approves a contract whose terms and conditions are then extended to AEPA Members.

SECTION 4.3 Awarded Contract

Members award contracts in compliance with the terms and conditions of the applicable AEPA-approved contract.

ARTICLE 5. Organization

SECTION 5.1 Committees

Unless otherwise noted, the President of AEPA with Board approval appoints all committees. At the discretion of the President of AEPA, committees may be added or dissolved as needed for the efficient operation of AEPA. All committees shall be composed of staff from at least two Members. Each committee shall elect a Chair.

5.1.1. Executive Committee

The Committee shall consist of the Corporate Officers, the chair of the Solicitation Committee, Enabling Documents Committee, Finance Committee, Marketing Committee, and four other at large Directors so named by the President as per Section 5.1. The at large Directors shall serve two-year terms, not to exceed six years. The function of the committee shall be, but is not limited to, review, plan and recommend AEPA items to the Board for approval. The corporate Officers, with the approval of the Executive Committee, shall act on behalf of the Board on matters related to the business of AEPA within the adopted Bylaws, Policies, Procedures and the annual budget. Meeting dates shall be determined by the Officers and members are expected to attend all meetings.

5.1.2. Solicitation Committee

Appointed by the Solicitation Coordinator, the Committee will assist in the development of new solicitations (including review of AEPA General Terms and Conditions, Agency Terms and Conditions, solicitation forms, item specifications and general format of the solicitation) and work with the Solicitation Coordinator to refine solicitation documents and procedures to ensure an efficient and professional solicitation process from start to finish. The Solicitation Committee will work with the Solicitation Coordinator to ensure the solicitation is developed, published,

distributed, monitored, opened and recommendations are made in a timely manner. The Solicitation Committee will also assist with responses to potential respondents and vendor partners regarding solicitation documents and specifications.

This committee will be responsible for receiving, opening and tabulating solicitation documents and initially determining if vendor responses are considered responsive according to the requirements published in the solicitation specifications. All responses will be tabulated and reported to the Board. Responsive respondents will be sent to the Category Committee for analysis.

5.1.3. Solicitation Utilization Committee

The Committee acts as a clearinghouse for vendor and Member contract awards, contract extensions and volume of sales. Membership utilization expectations, including both percent of contracts signed and volume per student, will be annually determined and disseminated at the spring meeting. Data will be tracked and reported to the membership at least twice a year. The Solicitation Utilization Committee membership shall include representation from both low-volume and high-volume Members.

5.1.4. Category Committee

A Category Committee will be established for each solicitation technical category. The Committee will develop the commodity specifications for the solicitation in an open nonrestrictive way to allow numerous respondents to have a chance to respond. They will also assist the Solicitation Committee in developing the solicitation evaluation criteria for the category to allow for an open and honest competition to select the recommended responder or responders—if the solicitation allows for multiple awards. The Category Committee analyzes solicitation responses and provides written reasons for recommending or not recommending solicitation responses based on the evaluation criteria as outlined in the solicitation documents.

The Category Committee assists the Solicitation Committee to answer questions received during the solicitation process; reviews responsive respondents making a recommendation to the membership for approval or rejection; monitors implementation of the contract in each state; receives and analyzes utilization information from the Solicitation Utilization Committee; and makes recommendations to the membership for contract extensions. The Committee also receives marketing plans from vendors during extension process as required by the membership.

5.1.5. Marketing Committee

The Committee promotes awareness of AEPA to potential Members, responders, vendors and the general public.

5.1.6. New Member Committee

The Committee solicits new membership from a qualified agency in non-member states. The Committee will also assist Members during their first

year of affiliation with AEPA.

5.1.7. Partnerships Committee

The Committee continually evaluates the need for affiliation and partnership with other groups where a strategic alliance would be beneficial to AEPA.

5.1.8. Website Committee

The Committee maintains the AEPA website to be used both by the Members and general public. The website will be used to post information such as solicitations, meeting information, minutes and other items related to AEPA.

5.1.9. Enabling Documents Committee

The Committee reviews, updates and maintains the AEPA Articles of Incorporation, Bylaws, Board Policies and Procedures, reporting annually to the membership.

5.1.10. Nominating Committee

The Committee solicits nominations for elected officers in advance of the meeting for presentation to membership.

5.1.11 Finance Committee

The Committee shall annually review the monies, securities and other valuable effects in the name of AEPA. The committee shall develop a system of tracking transactions, prepare required reports and determine when an independent audit is needed.

SECTION 5.2 Solicitation Coordinator

The Solicitation Coordinator is selected for a one-year term and will serve at the direction of the President of AEPA. Solicitation Committee members shall be from at least two other Members. The Solicitation Coordinator shall serve as the Chairman of the Solicitation Committee and will appoint one member of the committee to serve as Vice Chairman of the Solicitation Committee, who will assume the duties of the Chairman if the Chairman is unable to fulfill his or her duties. The Solicitation Committee Chairman and Vice Chairman may not be from the same agency. It shall be the responsibility of the Solicitation Coordinator to oversee the solicitation process, ensure that the solicitation(s) is/are developed, published, received and reviewed annually in accordance with AEPA Procedures and make recommendations to the President on changes and improvements to the solicitation process for efficiency and effectiveness.

ARTICLE 6. Financial

SECTION 6.1 Fees and Dues

An annual fee will be assessed to member agencies subject to the review and approval of the Board at the winter meeting. Payment will be due to AEPA Inc. on or before June 30 of the following year.

6.1.1 Registration Fees

Members will be required to pay a registration fee for AEPA meetings as determined by the Officers. Non-Members will be required to pay a registration fee for AEPA meetings as determined by the Officers. Any member or non-member that registers after the registration deadline will be assessed a late registration fee as determined by the Officers.

SECTION 6.2 Financial Report

The Treasurer for AEPA will provide the membership with a listing of all financial transactions at the annual and regular meeting, and at other times when requested by a majority of membership.

The Treasurer shall have custody of all corporate funds and securities and shall keep in books, belonging to AEPA full and accurate accounts of all receipts and disbursements; he or she shall deposit or review the deposit of all monies, securities and other valuable effects in the name of AEPA in such depositories as may be designated for that purpose by the Board. He or she shall disburse or review the disbursement of the funds of AEPA as may be ordered by the Board, taking proper vouchers for the disbursements, and shall render to the President and Directors at the regular meetings of the Board, and whenever requested by them, an account of all his or her transactions as Treasurer and of the financial condition of AEPA. If required by the Board he or she shall deliver to the President and shall keep in force a bond at the expense of AEPA in form, amount and with a surety or securities satisfactory to the Board, conditioned for faithful performance of duties or his or her office and for restoration to AEPA in case of his or her death, resignation, retirement or removal from office of all books, papers, vouchers, money and property of whatever kind in his or her possession or under his or her control belonging to AEPA. The Treasurer may not be from the same Member agency as the President, Vice President or Secretary.

SECTION 6.3 Receive and Disperse Funds

The President and/or Treasurer, as officers of the AEPA, Inc., or their designees as approved by the Board and/or the Executive Committee are authorized to receive and disperse AEPA funds in compliance with AEPA, Inc. Policy and Procedures.

SECTION 6.4 Expenditures

Any expenditure made by the approved officers of the AEPA, Inc. shall not be made from an account with a balance less than the expenditure.

SECTION 6.5 Trade Show Expense Reimbursement

Reimbursements for a maximum of two (2) Members to exhibit at national trade shows shall be determined and approved by the Board. Reimbursements shall not exceed \$20,000.00 annually including the following limitations per Member attending; Member shall use reasonable commercial efforts to obtain cost effective travel arrangements such as a competitive economy class airfare or mileage at the current IRS reimbursement rate, lodging at trade show rate a

maximum of 3 nights, food up to \$50.00/day and other costs- cab, parking, shuttle (excludes rental car) not to exceed \$50.00.

SECTION 6.6 Credit Cards

This section is to identify the appropriate use of AEPA Inc. credit card program available to authorized members to make business related purchases for goods or services.

- 6.6.1. The Executive Committee of AEPA Inc. will designate members allowed to hold an AEPA Inc. credit card. Those issued a credit card must be a member and have an on-going need to make business purchases such as travel, meeting expenses or other related expenses.
- 6.6.2. Cardholders may not use the cards for personal purchases or loan their card to another individual, with the exception of individuals within the organization authorized by the cardholders to make purchases using the organization credit card.
- 6.6.3. Cardholders and approvers must ensure that purchases with the organization card comply with all AEPA Inc. policies and purchasing procedures. Funds must not be expended that cannot be supported with the AEPA Inc. budgets.
- 6.6.4. All purchases must be supported by itemized receipts. A scanned copy of the receipt or invoice must be e-mailed to the Treasurer within 30 days of the end of the month of the expenditure unless other arrangements have been made with the Treasurer. Cardholders must keep original copy of receipt or invoice for calendar year.
- 6.6.5. Cardholders who make non-business related, unauthorized purchases or purchases that cannot be supported as a business expense by appropriate documentation will be personally responsible for those purchases. A misuse of an AEPA Inc. credit card may result in termination of credit card use for that individual member.
- 6.6.6. Cardholders are responsible for reporting card loss, theft, or unauthorized use to the Treasurer and/or Executive Committee as soon as they are aware of the occurrence.
- 6.6.7. The Treasurer shall submit to the Executive Committee on a regular basis a summary of financial transaction to include credit purchase and use at each Executive Committee meeting or when requested by the Board.

ARTICLE 7. Membership

SECTION 7.1 Minimum Level of Contract Participation

It is the responsibility of the Member to actively promote the use of AEPA contracts. Each Member shall complete the *Annual AEPA Member Report*. Any Member whose use falls below one-half of the solicitations which the Member is legally allowed to use, shall present a report to the membership on the status of the AEPA contracts by their member agencies and the potential for future use. The Board shall suggest corrective action to the Member and monitor further usage of contracts by the Member. Action by the Board could

include termination of membership.

SECTION 7.2 Compliance

It is the responsibility of each Member to ensure that the AEPA solicitation process and contracts are in compliance with its state laws. Members will make every effort to make their agency Terms and Conditions consistent with the Terms and Conditions of the majority of the Member states. AEPA assumes no liability for non-compliance with state, federal or local laws or regulations by any Member.

SECTION 7.3 Contract Usage Reports

Contracts must be monitored for use by the Member and the Member must provide contract usage information as authorized by AEPA.

SECTION 7.4 Meeting Participation

Each Member is expected to send at least one authorized representative to each of two required meetings. Not more than two representatives from each Member will be seated at the meeting table. The Presiding Officer may waive this procedure if space permits.

SECTION 7.5 Active Participation

Each Member will actively participate in and support the mission of the AEPA. Each member will serve on at least one or more AEPA committees, complete the annual Disclosure, Code of Conduct and any other forms so required by the Board. Members with special skills or expertise have a duty to serve in a leadership capacity of the organization.

SECTION 7.6 Member Conflict of Interest

7.6.1. Member Individual Solicitation

An AEPA Member may market and provide AEPA contracts in another Member state provided that both Members mutually agree in writing and the agreement is forwarded to the AEPA President.

AEPA Members that market or make available AEPA contracts in “non-AEPA” states will submit in writing to the AEPA President the following information: name of the state, name of the vendors, and the volume generated by the AEPA contracts.

Re-soliciting AEPA contracts for use in other AEPA states is prohibited. Any alleged infraction must be documented and brought to the Board for review and action.

7.6.2. Financial Benefit

A Member that will or may receive any financial benefit from a vendor or potential vendor beyond the stated administrative fee shall not participate in prohibited activities, including:

7.6.2.1. Drafting Solicitations to which the vendor might respond,

7.6.2.2. Contract Oversight Committee membership for any solicitation that includes or could include the vendor,

- 7.6.2.3. Discussions regarding the vendor or potential vendor, or
- 7.6.2.4. Voting on approval or any other action related to the vendor or potential vendor.

7.6.3. New Member Use

AEPA encourages new Members to avail themselves of all AEPA contracts which they have the legal authority to perform.

7.6.4 Harmony

To promote harmony, Members shall cooperate as follows in marketing and selling items and services from AEPA contracts in non-member states.

7.6.4.1 Existing AEPA member relationships in non-member states.

7.6.4.1.1 All Members shall be grandfathered into non-member states or areas of non-Member states where, prior to March 1, 2008 they have had:

7.6.4.1.1.1 Sales within the last year, or

7.6.4.1.1.2 Written evidence of a plan with a vendor to market within that state.

7.6.4.1.2 Such effort shall be limited to 10 states per Member

7.6.4.2 Other than listed in (7.6.4.1) above, all Members shall submit to the AEPA President their request to market and sell in non-member states for each AEPA vendor contract they intend to market or sell.

7.6.4.2.1 Should more than one Member indicate intent to market or sell a specific vendor contract in a specific state, those Members shall discuss and resolve the conflict.

7.6.4.2.2 Should they not be able to reach an agreement, the vendor in question shall determine which Member shall have marketing and sales right for that non-Member state or part of that state.

7.6.4.3 A vendor may identify a specific state or states where they do not want their AEPA contract marketed or sold.

7.6.4.4 AEPA Members may discuss joint sales and marketing endeavors in a non- AEPA State and have the option to share the commission.

ARTICLE 8. Awarded Vendor Responsibilities

SECTION 8.1 Marketing

Each AEPA-approved vendor is expected to have a proactive marketing plan in place. If there is more than one contract for a vendor in the state of a Member, and the AEPA contract is more advantageous to the Member, then the vendor shall market the AEPA contract as the solution of choice.

SECTION 8.2 Reporting

Each vendor will report sales by state to the AEPA Solicitation Utilization Committee.

SECTION 8.3 Minimum Levels of Participation

It is the responsibility of the AEPA-approved vendor to actively promote the use of its AEPA-approved contracts. Each vendor shall complete the Annual AEPA Vendor Report. Any vendor whose use falls below sales to one-half to the Members shall present a report to the membership on the status of the use of their AEPA contracts and the potential for future use.

SECTION 8.4 Contract Term Length

AEPA contracts are awarded for an initial term of up to 15 months. Up to three annual extensions are available. Ending dates for all contracts awarded by individual Members shall coincide with the AEPA ending dates.

SECTION 8.5 Contract Extensions

Approved vendors can only extend the AEPA contract to current AEPA Members. If membership by a Member is terminated, extensions of the contract will not be available to that Member.

ARTICLE 9. Bid/Proposal Process

SECTION 9.1 Solicitation Development

When it is in the best interest of AEPA member agencies, AEPA may allow Requests for Proposals, (RFP) in lieu of issuing an Invitation for Bid, (IFB). AEPA will use Common Law contracts as the guidance document for issuing RFP's. An approval process will be developed by the AEPA Solicitation Committee to allow an AEPA Category Committee to request to use an RFP process instead of an IFB process.

Solicitation development will be the overall responsibility of the Solicitation Coordinator. The solicitation will contain five major parts that will be drafted by various people and/or committees as listed below.

9.1.1. Solicitation Overview--Solicitation Coordinator

9.1.2. General Terms and Conditions--Membership

9.1.3. State Terms and Conditions-- Each Member

9.1.4. Commodity Specifications-- Category Committee

9.1.5. Forms--Solicitation Coordinator

SECTION 9.2 Advertising, Publication and Distribution

Each AEPA solicitation will be a single issue simultaneous solicitation by all Members. Solicitations will be advertised and published by each Member. The Solicitation Distribution Committee will track prospective responders that are notified of the solicitation availability.

SECTION 9.3 Questions

Only the Solicitation Questions and Answers Committee will answer questions concerning the solicitation

SECTION 9.4 Receiving Bids

The Solicitation Acceptance Committee will receive responses and initially determine the responsive respondents

SECTION 9.5 Commodity Selection for Potential Solicitations

Board will approve the commodity categories to be advertised.

SECTION 9.6 Term of Contracts

Unless otherwise agreed to by majority vote, all solicitations will result in initial contracts for up to fifteen (15) months with three possible one-year extensions.

SECTION 9.7 State Terms and Conditions

Each Member will provide the Solicitation Coordinator with State Terms and Conditions that it requires in addition to the General Terms and Conditions.

SECTION 9.8 Solicitation Publication

Each Member will actively promote AEPA solicitations to prospective responders and assist in the solicitation publication as outlined by AEPA.

SECTION 9.9 Prospective Responders

9.9.1. Solicitation Distribution

The solicitations will be made available on the AEPA website.

9.9.2. Member Prospective Responder Distribution

Each Member will make timely notification to their prospective responders of IFB or RFP availability.

9.9.3. Web Link

Members will provide a link from their website (if one exists) to the AEPA website to enable prospective responders to obtain the solicitation documents.

SECTION 9.10 Questions Concerning the solicitation

All questions concerning the solicitation will be addressed to the Solicitation Questions and Answers Committee. The Solicitation Questions and Answers Committee will issue all responses after review by Members.

SECTION 9.11 Solicitation Receiving and Opening

Solicitation responses will be received and opened by the Solicitation Committee. Any late responses will be returned to the respondent unopened

with a letter of explanation.

SECTION 9.12 Mid-year (0.5) Solicitation

In the event the AEPA Board wishes to issue a mid-year solicitation, one or more of the following parameters will be met in determining whether a mid-year solicitation will be approved:

9.12.1 Re-issuance of a previously unsuccessful solicitation

9.12.2 Extraordinary, broadly available funding opportunities that are time sensitive

9.12.3 Narrowly defined category with a set of current specifications available for use through a state agency or other avenue

ARTICLE 10. Evaluation Process

SECTION 10.1 Solicitation Acceptance Distribution

Once the responses are opened and tabulated by the Solicitation Committee, documents required for evaluation will be distributed to the appropriate Contract Oversight Committee. During the evaluation process, the Contract Oversight Committee may recommend to the Board that certain responses be rejected. Committee actions will be included in the evaluation report to the general membership.

SECTION 10.2 Oversight Committee Recommendations

The recommendation by the Category Committee will present the solicitation responses ranked in the appropriate order for the IFB or RFP

SECTION 10.3 Approval Meeting

The Category Committee evaluation will be presented on the approved AEPA form and the recommendations will be available to the Board at least 24 hours prior to the approval meeting.

SECTION 10.4 Evaluation Criteria

Evaluation criteria will be determined by the Category Committee and shall be included in the solicitation specifications.

ARTICLE 11. Approval and Award Process

SECTION 11.1 Solicitation Intent

The intent of an AEPA solicitation is to obtain vendors that will provide products and services to all Members. Upon the recommendation of the Category Committee and by vote of the membership, a respondent may be approved for an award that will provide services and products to a minimum of 90% of the members who indicate they will use the contract. Members served shall include at least two of the three least populated states.

SECTION 11.2 Presentation of Responses

Recommendations by the Category Committees will be considered by the Board.

SECTION 11.3 Approval Vote

AEPA contracts are approved by a majority vote of participating Members for that category.

SECTION 11.4 Line Item or Catalog Determination

Each AEPA solicitation will be identified as either a line item or a catalog solicitation. Catalog solicitations provide for fixed discounts for the entire nationally published catalog or sub-catalog and items that may change price and characteristics frequently. Line item solicitations involve specifically defined items at set prices. Line item solicitations allow price and item modification as permitted in the solicitation document during AEPA meetings. Catalog solicitations allow price and item modification as permitted in the solicitation document upon change of the catalog with discounts remaining constant.

SECTION 11.5 Approved Vendor Contacts Members

Once a vendor is approved by AEPA, the vendor is responsible for initiating communication to finalize the contract documents and complete any additional paperwork required by the Member.

SECTION 11.6 Member Review

It is the responsibility of the Members to review each AEPA approved response and determine if a contract is to be awarded for that Member.

SECTION 11.7 Beginning Date

The beginning date of the contract is the date of the "award" by the Member. The ending date of the contract will coincide with the AEPA ending date.

ARTICLE 12. Contract Management

SECTION 12.1 Contract Award

12.1.1. First Year

Once a contract is awarded by the Member, it is valid through February 28, approximately 15 months following AEPA initial approval.

12.1.2. Additional Volume Discount

As part of their solicitation submission, a respondent may provide for volume discounts. The threshold for the discount should be included in their solicitation documents.

SECTION 12.2 Contract Extensions

12.2.1. Oversight Recommendation

The Category Committees are responsible for reviewing solicitations and contracts and making extension recommendations, in writing, to the membership.

12.2.2. Extension Vote

A majority of those in attendance that have signed the contract, and have it as a current offering in their agency, must approve all contract extensions, terminations and modifications.

12.2.3. Member Extension

Once AEPA approval is made, each Member is responsible for determining if it will extend an AEPA approved contract renewal for its state.

12.2.4. Use of Only Approved Extensions

It is the responsibility of the Member to allow only the use of an AEPA vendor offering that is currently approved by AEPA.

SECTION 12.3 Contract Appeal Process

12.3.1. Initial Contact With Category Committee

A Respondent desiring appeal of a decision regarding a solicitation or a contract, shall first address the appropriate Category Committee.

12.3.2. First Appeal to President

If the issue is not satisfactorily resolved, it may be submitted to the President of AEPA.

12.3.3. Final Appeal to Board

If the issue is not satisfactorily resolved, it may be submitted to the Board.

SECTION 12.4 Contract Modifications

AEPA recommends a contract with the vendor, and then each Member has the option to award the contract. If a vendor or a Member requests a change in the contract, such change must be referred to the appropriate Category Committee. The appropriate Category Committee will make a recommendation to the President for action by the AEPA membership. The contract can only be modified by a vote of the AEPA membership. The appropriate vendor having a contract with a Member may adopt any approved changes in the contract.

ARTICLE 13. Adoption, Amendments and Precedence

SECTION 13.1 Adoption

These Procedures are adopted on the 27th of July 2007.

SECTION 13.2 Amendments

The Procedures may be amended by a majority vote of the total membership.

SECTION 13.3 Precedence

The Articles of Incorporation, Bylaws and Board Policies take precedence over the Procedures. The Procedures take precedence over any other documents of AEPA.

ARTICLE 14. Attachments

Certain documents need to be maintained by AEPA to ensure good management.

SECTION 14.1	Articles of Incorporation
SECTION 14.2	Bylaws
SECTION 14.3	Board Policy
SECTION 14.4	Procedures
SECTION 14.5	Memorandum of Understanding (MOU) between Members
SECTION 14.6	AEPA Application for Membership
SECTION 14.7	Annual AEPA Member Report
SECTION 14.8	Annual AEPA Vendor Report
SECTION 14.9	Solicitation Evaluation and Contract Recommendation Form
SECTION 14.10	Committee List, Responsibilities and Membership
SECTION 14.11	Current and Archived IFB's or RFP's
SECTION 14.12	Minutes of AEPA Meetings
SECTION 14.13	Organizational Chart
SECTION 14.14	Recommendation for Contract Extension Form

I hereby certify that the foregoing Procedures of the Association of Educational Purchasing Agencies, Inc., a Nevada Corporation, consisting of 17 pages, are the Procedures of this Corporation, adopted by its Board of Directors on September 17, 2010.

Secretary

ATTEST:

President

STATE OF INDIANA)
)
COUNTY OF CLARK)

On this day of _____ in the year 2010 before me personally appeared Tom Post and Pam Clover, to me known to be (or proven to me on the basis of satisfactory evidence) the persons named in, and who executed the foregoing instrument, and acknowledged that they executed the same as their voluntary act and deed.

Notary Public

My Commission Expires:

AEPA 2019 Signed Contracts, Sales & Fees By Contracts				
<i>Report April 4, 2020 (2019 Report)</i>				
<ul style="list-style-type: none"> • 28 States Submitted Complete Sales Reports • 19 States Submitted Contract Reports 				
YR	Vendors	Contracts	State Sales	Admin Received
16	AstroTurf (formerly ProGrass LLC) (Synthetic Turf) #016G	14	\$11,443,396.12	\$177,930.70
16	Daktronics Inc (Scoreboard & Marquee Signage) #016I	18	\$13,050,044.51	\$258,083.78
16	Dude Solutions Inc dba SchoolDude & Facility Dude (Facility Management Software) #016A	16	\$12,101,903.21	\$248,806.03
16	Field Turf USA Inc (Synthetic Turf) #016G	15	\$23,199,738.77	\$429,157.10
16	Field Turf USA Inc (Tracks & Courts) #016H	13	\$18,925,656.66	\$371,887.31
16	Hellas Construction Inc (Synthetic Turf) #016G	15	\$15,361,324.43	\$251,987.47
16	Hellas Construction Inc (Tracks & Courts) #016H	15	\$7,061,680.39	\$128,638.49
16	Mackin Educational Resources (Mobile Learning Solutions) #016C	17	\$2,032,455.49	\$85,397.34
16	Motz Group (Synthetic Turf) #016G	8	\$6,421,385.00	\$128,427.70
16	Shaw Sport Turf (Synthetic Turf) #016G	15	\$4,423,077.00	\$88,461.54
17	Konica Minolta (Digital Copiers) #017B	19	\$27,700,124.52	\$557,582.83
17	Kyocera Mita America, INC (Digital Copiers) #017B	19	\$6,613,465.53	\$136,236.11
17	Progressive Services INC (Roofing) #017F	11	\$5,074,794.81	\$101,353.33
17	Sports Surfaces Distributing (Hardwood & Synthetic Flooring) #017C	13	\$576,095.88	\$11,521.93
17	Techline Sports Lighting (Athletic Lighting) #017A	14	\$1,339,430.00	\$23,623.30
17	WTI-Weatherproofing Technologies Inc/Tremco (Roofing) #017F	18	\$79,078,798.39	\$1,601,822.79
18	Biofit Engineered Products (Furniture Supplies) #018D	18	\$342,326.18	\$7,246.83
18	CDWG (Technology Catalog) #018A	18	\$208,815,837.50	\$3,399,947.75
18	Facility Solutions Group (LED Lighting) #018B	17	\$283,297.47	\$5,666.20
18	MNJ Technologies Direct Inc (Technology Catalog) #018A	15	\$4,148,355.14	\$83,082.82
18	National Business Furniture (Furniture Supplies) #018D	18	\$1,173,901.95	\$22,530.11
18	School Specialty (Furniture Supplies) #018D	18	\$6,393,139.77	\$145,958.81
18	SICO (Furniture Supplies) #018D	18	\$3,438.20	\$68.76
18.5	Best Plumbing Specialties (Maintenance, Repair & Operations (MRO)) #018.5A	16	\$267,914.25	\$13,309.72
18.5	Kranos Corporation dba Schutt Sports (Athletic Equipment & Supplies) #018.5C	18	\$12,828.55	\$256.57
18.5	Midwest Technology Products (Career & Technical Education) #018.5B	19	\$505,718.50	\$10,429.40
18.5	Partac Peat Corporation (Athletic Equipment & Supplies) #018.5C	17	\$555,622.29	\$11,122.53

<u>YR</u>	<u>Vendors</u>	<u>Contracts</u>	<u>State Sales</u>	<u>Admin Received</u>
18.5	School Health Corporation (Athletic Equipment & Supplies) #018.5C	14	\$94,858.70	\$1,877.48
18.5	School Specialty, Inc. (Athletic Equipment & Supplies) #018.5C	16	\$678,995.18	\$14,572.81
19	BLICK Art Materials (School & Instructional Supply Catalog) #019E	17	\$781,138.73	\$15,766.77
19	Busch Systems International, Inc. (Custodial Supplies & Equipment) #019B	16	\$400.24	\$8.00
19	Hillyard, Inc. (Custodial Supplies & Equipment) #019B	15	\$27,582.58	\$551.69
19	Pitsco, Inc. (School & Instructional Supply Catalog) #019E	18	\$21,621.80	\$432.34
19	Quill Corporation (Office Supplies Catalog) #019C	15	\$29,288,253.13	\$731,704.90
19	Quill Corporation (School & Instructional Supply Catalog) #019E	15	\$7,850,883.70	\$173,260.06
19	School Specialty (School & Instructional Supply Catalog) #019E	16	\$24,653,296.75	\$518,630.73
19	State Industrial Products (Custodial Supplies & Equipment) #019B	15	\$574.41	\$11.49
19.5	Hussey Seating Company (Bleachers & Stadium Seating) #019.5A	11	\$0.00	\$0.00
19.5	Kompan, Inc (Playground & Recreational Equipment) #019.5B	14	\$0.00	\$0.00
19.5	Playcraft Systems, LLC (Playground & Recreational Equipment) #019.5B	13	\$0.00	\$0.00
19.5	Romtec, Inc (Playground & Recreational Equipment) #019.5B	13	\$0.00	\$0.00
			\$520,303,355.73	\$9,757,353.52

AEPA 2019 Member Signed Contracts, Sales & Admin Fees By State			
<i>Report April 4, 2020 (2019 Report)</i>			
Submitter ID	Reported Signed Contracts	2019 Member Sales	2019 Member Fees
	41 Contracts Offered		
California	33	\$106,289,630.76	\$1,681,545.93
Colorado	41	\$17,780,512.95	\$245,586.11
Connecticut	35	\$10,621,624.26	\$199,702.23
Florida	33	\$15,341,233.97	\$260,730.84
Georgia	0	\$575,233.99	\$11,504.66
Illinois	0	\$9,221,793.20	\$196,353.96
Indiana	0	\$10,393,299.26	\$233,478.03
Iowa	30	\$7,988,414.80	\$178,652.09
Kansas	41	\$27,477,276.18	\$511,058.93
Kentucky	41	\$13,871,716.81	\$266,537.49
Massachusetts	23	\$2,492,925.22	\$49,621.44
Michigan	40	\$4,034,621.40	\$79,538.96
Minnesota	0	\$10,933,949.03	\$219,312.42
Missouri	0	\$24,259,001.97	\$471,545.61
Montana	0	\$4,918,252.33	\$96,058.36
Nebraska	41	\$4,403,767.45	\$79,966.00
New Jersey	13	\$31,162,233.17	\$649,953.87
New Mexico	0	\$21,439,497.94	\$422,626.33
North Dakota	34	\$2,037,581.43	\$39,592.43
Ohio	41	\$39,021,685.25	\$748,819.50
Oregon	0	\$18,628,882.02	\$322,646.75
Pennsylvania	28	\$35,446,787.66	\$699,256.52
Texas	0	\$11,129,793.72	\$154,591.47
Virginia	0	\$16,512,058.26	\$297,327.71
Washington	17	\$50,522,457.00	\$962,708.00
West Virginia	40	\$11,585,834.46	\$456,345.93
Wisconsin	38	\$5,991,289.91	\$100,634.83
Wyoming	39	\$6,222,001.33	\$121,657.12
Total 2019		\$520,303,355.73	\$9,757,353.52

Total Sales By Member States					
<i>Report April 4, 2020 (2019 Report)</i>					
Total Sales by Member State					
State	2015	2016	2017	2018	2019
California	\$ 93,115,976.87	\$ 92,716,065.96	\$ 104,808,449.16	\$ 92,978,161.75	\$ 106,289,630.76
Colorado	\$ 12,382,486.60	\$ 14,001,373.80	\$ 18,397,641.22	\$ 13,068,755.23	\$ 17,780,512.95
Connecticut	\$ 5,761,671.03	\$ 7,157,803.78	\$ 5,275,876.43	\$ 10,538,299.59	\$ 10,621,624.26
Florida	\$ 5,353,185.80	\$ 5,657,122.48	\$ 7,278,259.08	\$ 5,717,762.45	\$ 15,341,233.97
Georgia	-	-	-	\$ -	\$ 575,233.99
Illinois	-	-	-	\$ -	\$ 9,221,793.20
Indiana	\$ 11,089,018.74	\$ 11,730,217.86	\$ 9,721,694.19	\$ 13,427,563.84	\$ 10,393,299.26
Iowa	\$ 11,962,920.86	\$ 10,890,416.99	\$ 9,806,685.97	\$ 8,633,850.76	\$ 7,988,414.80
Kansas	\$ 15,044,065.20	\$ 22,930,233.53	\$ 19,842,682.48	\$ 26,185,875.72	\$ 27,477,276.18
Kentucky	\$ 11,965,817.25	\$ 11,532,075.29	\$ 12,482,887.00	\$ 14,814,688.14	\$ 13,871,716.81
Massachusetts	\$ 1,323,800.33	\$ 1,403,851.44	\$ 2,466,295.83	\$ 2,474,659.46	\$ 2,492,925.22
Michigan	\$ 6,682,146.54	\$ 4,644,951.63	\$ 3,231,646.83	\$ 2,012,928.45	\$ 4,034,621.40
Minnesota	\$ 16,336,553.36	\$ 19,470,332.41	\$ 16,349,919.76	\$ 12,909,095.64	\$ 10,933,949.03
Missouri	\$ 30,300,462.12	\$ 27,014,494.79	\$ 26,259,272.52	\$ 20,697,214.39	\$ 24,259,001.97
Montana	\$ 3,416,705.26	\$ 3,646,373.92	\$ 5,221,567.78	\$ 4,787,261.40	\$ 4,918,252.33
Nebraska	\$ 5,251,199.72	\$ 4,475,183.62	\$ 2,788,912.01	\$ 2,871,349.94	\$ 4,403,767.45
New Jersey	\$ 2,559,429.50	\$ 4,350,330.32	\$ 11,971,299.65	\$ 13,938,884.13	\$ 31,162,233.17
New Mexico	\$ 32,888,945.11	\$ 17,596,065.85	\$ 19,935,181.62	\$ 15,704,113.41	\$ 21,439,497.94
North Dakota	\$ 2,831,383.65	\$ 2,215,507.61	\$ 1,750,092.16	\$ 2,891,632.01	\$ 2,037,581.43
Ohio	\$ 38,030,670.96	\$ 32,805,335.75	\$ 37,792,648.44	\$ 37,661,518.48	\$ 39,021,685.25
Oregon	\$ 19,929,425.38	\$ 21,324,860.91	\$ 18,231,114.67	\$ 15,419,825.72	\$ 18,628,882.02
Pennsylvania	\$ 46,412,718.52	\$ 55,146,824.07	\$ 46,537,462.04	\$ 45,734,863.65	\$ 35,446,787.66
Texas	\$ 6,605,838.34	\$ 7,000,460.51	\$ 9,146,324.42	\$ 10,738,730.12	\$ 11,129,793.72
Virginia	\$ 15,542,463.60	\$ 22,101,833.53	\$ 20,568,159.32	\$ 16,765,957.35	\$ 16,512,058.26
Washington	\$ 47,085,551.00	\$ 44,806,490.00	\$ 47,876,810.50	\$ 51,136,583.34	\$ 50,522,457.00
West Virginia	\$ 13,914,478.38	\$ 18,773,958.92	\$ 7,535,407.80	\$ 10,911,881.48	\$ 11,585,834.46
Wisconsin	\$ 5,280,940.76	\$ 5,151,316.91	\$ 2,100,768.77	\$ 4,638,227.89	\$ 5,991,289.91
Wyoming	\$ 2,384,328.00	\$ 3,394,188.69	\$ 2,643,537.23	\$ 4,573,849.66	\$ 6,222,001.33
Totals	\$ 463,452,182.88	\$ 471,937,670.57	\$ 470,020,596.88	\$ 461,233,534.00	\$ 520,303,355.73

Total Sales By Vendor Partner					
<i>Report April 4, 2020 (2019 Report)</i>					
Total Sales by Vendor Partner					
Vendor Partner	2015 Total Sales	2016 Total Sales	2017 Total Sales	2018 Total Sales	2019 Total Sales
AstroTurf (formerly ProGrass LLC)	\$ 3,722,650	\$ 4,005,338	\$ 2,687,668	\$ 1,305,000	\$ 11,443,396
Best Plumbing Specialties	n/a	n/a	n/a	\$ 79,688	\$ 267,914
Biofit Engineered Products	n/a	n/a	n/a	\$ 226,244	\$ 342,326
Blick Art	n/a	n/a	n/a	n/a	\$ 781,139
Busch Systems	n/a	n/a	n/a	n/a	\$ 400
CDW-G	\$ 210,055,546	\$ 215,767,906	\$ 205,050,395	\$ 182,400,004	\$ 208,815,838
CCS Presentation	\$-	n/a	n/a	n/a	n/a
CEIA	\$ 18,906	\$-	\$ -	\$ -	n/a
Creative Information Technologies (CITI)	\$-	\$ 12,629	\$ -	\$ -	n/a
Daktronics	\$ 7,290,953	\$ 8,344,364	\$ 10,352,360	\$ 12,277,880	\$ 13,050,045
Facility Solutions Group	n/a	n/a	n/a	\$ 31,485	\$ 283,297
Field Turf (Combined)	\$ 34,031,052	\$ 50,730,707	\$ 43,718,847	\$ 34,990,888	\$ 42,125,395
Field Turf-Track	\$ 10,697,633	\$ 16,626,745	\$ 12,659,532	\$ 7,413,630	\$ 18,925,657
Field Turf-Turf	\$ 23,333,419	\$ 34,103,962	\$ 31,059,314	\$ 27,577,258	\$ 23,199,739
Hellas Construction (Combined)	n/a	\$ 2,740,486	\$ 2,150,028	\$ 20,889,347	\$ 22,423,005
Hellas-Track		\$ 1,677,753	\$ 586,587	\$ 821,503	\$ 7,061,680
Hellas-Turf		\$ 1,062,733	\$ 1,563,441	\$ 20,067,844	\$ 15,361,324
Hillyard	-	-	-	-	\$ 27,583
Hussey Seating	n/a	n/a	n/a	n/a	\$ -
i3-Identificatioin International Inc	\$-	\$-	\$ -	n/a	n/a
Independent Stationers	\$ 23,469	\$ 145,660	\$ 106,876	\$ 11,052	n/a
Interior Systems	\$ 218,206	\$ 47,632	\$ 61,205	\$ -	n/a
Kompan	n/a	n/a	n/a	n/a	\$ -
Konica Minolta	\$ 34,444,803	\$ 36,777,085	\$ 35,111,582	\$ 30,340,500	\$ 27,700,125
Kranos Corp dba Schutt Sports	n/a	n/a	n/a	\$ 957	\$ 12,829
Kyocera Mita	\$ 2,188,063	\$ 812,662	\$ 1,661,028	\$ 1,918,594	\$ 6,613,466
Mackin	\$ 588,953	\$ 151,211	\$ 263,046	\$ 1,021,239	\$ 2,032,455
Midwest Technology Products	\$ 111,890	\$ 122,563	\$ 347,228	\$ 416,381	\$ 505,719
MNJ Technologies	\$ 9,379,136	\$ 6,904,649	\$ 5,155,901	\$ 4,297,615	\$ 4,148,355
Motz Group	n/a	\$ 1,048,260	\$ 3,312,037	\$ 7,382,261	\$ 6,421,385
National Business Furniture	n/a	n/a	n/a	\$ 538,235	\$ 1,173,902
Nilfisk	\$ 35,204	\$ 20,579	\$ 8,804	\$ 4,063	n/a
Partac Peat Corporation	n/a	n/a	n/a	\$ 309,226	\$ 555,622
Peripole	\$ 2,541	n/a	n/a	n/a	n/a
Pitsco	n/a	n/a	n/a	n/a	\$ 21,622
Playcraft Systems	n/a	n/a	n/a	n/a	\$ -
Progressive Roofing	\$ 6,596,257	\$ 5,992,332	\$ 9,452,510	\$ 10,091,627	\$ 5,074,795
Quill (Combined)	\$ 30,400,963	\$ 29,122,075	\$ 29,910,894	\$ 34,242,095	\$ 37,139,137
Quill-Kitchen Supplies	\$ 3,850	\$ 105,750	\$ -	n/a	n/a
Quill-Instructional	\$ 15,035,483	\$ 10,036,796	\$ 16,409,542	\$ 16,937,228	\$ 7,850,884
Quill-Office	\$ 15,361,630	\$ 18,979,528	\$ 13,489,526	\$ 17,278,154	\$ 29,288,253
Quill-Rest Room, Break Room & Safety	\$-	\$-	\$ 11,826	\$ 26,713	n/a
Romtec	n/a	n/a	n/a	n/a	\$ -
School Health Corporation	n/a	n/a	n/a	\$ 217,638	\$ 94,859
School Specialty (Combined)	\$ 27,282,020	\$ 27,458,958	\$ 27,265,888	\$ 27,593,783	\$ 31,725,432
School Specialty - Instructional	\$ 19,465,071	\$ 21,100,696	\$ 19,839,270	\$ 21,548,383	\$ 24,653,297
School Specialty Career Tech	\$ 497,154	\$ 1,601,817	\$ 49,834	\$ 4,566	n/a
School Specialty Sports	\$ 113,519	\$ 65,174	\$ 176,681	\$ 620,800	\$ 678,995
School Specialty - FFE	\$ 7,206,276	\$ 4,691,279	\$ 7,200,103	\$ 5,420,035	\$ 6,393,140
SchoolDude / Dude Solutions	\$ 6,959,658	\$ 9,837,893	\$ 14,656,467	\$ 11,210,164	\$ 12,101,903
Shaw Sport Turf	n/a	\$-	\$ 2,867,545	\$ 6,648,874	\$ 4,423,077
Sherwin-Williams	n/a	\$-	\$ -	n/a	n/a
SICO	n/a	n/a	n/a	\$ 197,948	\$ 3,438
Sivic Solutions	\$ 15,500,034	\$ 744,863	\$ -	n/a	n/a
Spectrum	\$-	n/a	n/a	n/a	n/a
Sports Supply Group	\$-	n/a	n/a	n/a	n/a
Sport Surfaces (Combined)	\$ 5,630,829	n/a	\$ 663,419	\$ 517,481	\$ 576,096
Sports Surfaces-Track	\$ 3,373,264	\$-	\$ -	n/a	n/a
Sports Surfaces-Flooring	\$ 2,257,565	\$-	\$ 663,419	\$ 517,481	\$ 576,096
Staples (Combined)	\$ 3,163,098	\$ 1,783,081	\$ 117,605	n/a	n/a
Staples-Office	\$ 2,305,554	\$ 1,073,576	\$ 94,604	n/a	n/a
Staples-Custodial	\$ 74,638	\$ 23,692	\$ 2,485	n/a	n/a
Staples FFE	\$ 1,299	\$-	n/a	n/a	n/a
Staples - Instructional	\$ 781,607	\$ 685,813	\$ 20,515	n/a	n/a
State Industrial Products	n/a	n/a	n/a	n/a	\$ 574
TeachingBooks.net	n/a	\$-	\$ 500	\$ -	n/a
Techline Lighting	\$-	\$ 1,178,948	\$ 795,118	\$ 2,125,597	\$ 1,339,430
TLC Library Corporation	n/a	\$-	\$ -	\$ -	n/a
Troxell	\$ 607,807	\$ 137,306	\$ 759,324	\$ 43,688	n/a
UBU	\$ 1,096,245	\$-	\$ 4,553,078	\$ 2,994,100	n/a
WTI/Tremco	\$ 64,103,900	\$ 68,050,484	\$ 68,991,243	\$ 66,909,880	\$ 79,078,798
Totals	\$ 463,452,183	\$ 471,937,671	\$ 470,020,597	\$ 461,233,534	\$ 520,303,356

Member State Rankings

Report April 4, 2020 (2019 Report)

Member State Rankings														
Rank	State	2015	Rank	State	2016	Rank	State	2017	Rank	State	2018	Rank	State	2019
1	California	\$ 93,115,977	1	California	\$ 92,716,066	1	California	\$ 104,808,449.16	1	California	\$92,978,161.75	1	California	\$ 106,289,630.76
2	Washington	\$ 47,085,551	2	Pennsylvania	\$ 55,146,824	2	Washington	\$ 47,876,810.50	2	Washington	\$51,136,583.34	2	Washington	\$ 50,522,457.00
3	Pennsylvania	\$ 46,412,719	3	Washington	\$ 44,806,490	3	Pennsylvania	\$ 46,537,462.04	3	Pennsylvania	\$45,734,863.65	3	Ohio	\$ 39,021,685.25
4	Ohio	\$ 38,030,671	4	Ohio	\$ 32,805,336	4	Ohio	\$ 37,792,648.44	4	Ohio	\$37,661,518.48	4	Pennsylvania	\$ 35,446,787.66
5	New Mexico	\$ 32,888,945	5	Missouri	\$ 27,014,495	5	Missouri	\$ 26,259,272.52	5	Kansas	\$26,185,875.72	5	New Jersey	\$ 31,162,233.17
6	Missouri	\$ 30,300,462	6	Kansas	\$ 22,930,234	6	Virginia	\$ 20,568,159.32	6	Missouri	\$20,697,214.39	6	Kansas	\$ 27,477,276.18
7	Oregon	\$ 19,929,425	7	Virginia	\$ 22,101,834	7	New Mexico	\$ 19,935,181.62	7	Virginia	\$16,765,957.35	7	Missouri	\$ 24,259,001.97
8	Minnesota	\$ 16,336,553	8	Oregon	\$ 21,324,861	8	Kansas	\$ 19,842,682.48	8	New Mexico	\$15,704,113.41	8	New Mexico	\$ 21,439,497.94
9	Virginia	\$ 15,542,464	9	Minnesota	\$ 19,470,332	9	Colorado	\$ 18,397,641.22	9	Oregon	\$15,419,825.72	9	Oregon	\$ 18,628,882.02
10	Kansas	\$ 15,044,065	10	West Virginia	\$ 18,773,959	10	Oregon	\$ 18,231,114.67	10	Kentucky	\$14,814,688.14	10	Colorado	\$ 17,780,512.95
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	11	Virginia	\$ 16,512,058.26
12	Colorado	\$ 12,382,487	12	Colorado	\$ 14,001,374	12	Kentucky	\$ 12,482,887.00	12	Indiana	\$13,427,563.84	12	Florida	\$ 15,341,233.97
13	Kentucky	\$ 11,965,817	13	Indiana	\$ 11,730,218	13	New Jersey	\$ 11,971,299.65	13	Colorado	\$13,068,755.23	13	Kentucky	\$ 13,871,716.81
14	Iowa	\$ 11,962,921	14	Kentucky	\$ 11,532,075	14	Iowa	\$ 9,806,685.97	14	Minnesota	\$12,909,095.64	14	West Virginia	\$ 11,585,834.46
15	Indiana	\$ 11,089,019	15	Iowa	\$ 10,890,417	15	Indiana	\$ 9,721,694.19	15	West Virginia	\$10,911,881.48	15	Texas	\$ 11,129,793.72
16	Michigan	\$ 6,682,147	16	Connecticut	\$ 7,157,804	16	Texas	\$ 9,146,324.42	16	Texas	\$10,738,730.12	16	Minnesota	\$ 10,933,949.03
17	Texas	\$ 6,605,838	17	Texas	\$ 7,000,461	17	West Virginia	\$ 7,535,407.80	17	Connecticut	\$10,538,299.59	17	Connecticut	\$ 10,621,624.26
18	Connecticut	\$ 5,761,671	18	Florida	\$ 5,657,122	18	Florida	\$ 7,278,259.08	18	Iowa	\$8,633,850.76	18	Indiana	\$ 10,393,299.26
19	Florida	\$ 5,353,186	19	Wisconsin	\$ 5,151,317	19	Connecticut	\$ 5,275,876.43	19	Florida	\$5,717,762.45	19	Illinois	\$ 9,221,793.20
20	Wisconsin	\$ 5,280,941	20	Michigan	\$ 4,644,952	20	Montana	\$ 5,221,567.78	20	Montana	\$4,787,261.40	20	Iowa	\$ 7,988,414.80
21	Nebraska	\$ 5,251,200	21	Nebraska	\$ 4,475,184	21	Michigan	\$ 3,231,646.83	21	Wisconsin	\$4,638,227.89	21	Wyoming	\$ 6,222,001.33
22	Montana	\$ 3,416,705	22	New Jersey	\$ 4,350,330	22	Nebraska	\$ 2,788,912.01	22	Wyoming	\$4,573,849.66	22	Wisconsin	\$ 5,991,289.91
23	North Dakota	\$ 2,831,384	23	Montana	\$ 3,646,374	23	Wyoming	\$ 2,643,537.23	23	North Dakota	\$2,891,632.01	23	Montana	\$ 4,918,252.33
24	New Jersey	\$ 2,559,430	24	Wyoming	\$ 3,394,189	24	Massachusetts	\$ 2,466,295.83	24	Nebraska	\$2,871,349.94	24	Nebraska	\$ 4,403,767.45
25	Wyoming	\$ 2,384,328	25	North Dakota	\$ 2,215,508	25	Wisconsin	\$ 2,100,768.77	25	Massachusetts	\$2,474,659.46	25	Michigan	\$ 4,034,621.40
26	Massachusetts	\$ 1,323,800	26	Massachusetts	\$ 1,403,851	26	North Dakota	\$ 1,750,092.16	26	Michigan	\$2,012,928.45	26	Massachusetts	\$ 2,492,925.22
27									27	Illinois	\$0.00	27	North Dakota	\$ 2,037,581.43
												28	Georgia	\$ 575,233.99
		\$ 463,452,183			\$ 471,937,671			\$ 470,020,597			\$ 461,233,534			\$ 520,303,356

Vendor Partner Rankings
Report April 4, 2020 (2019 Report)

Vendor Partner Rankings

Rank	Vendor Partner	2015	Rank	Vendor Partner	2016	Rank	Vendor Partner	2017	Rank	Vendor Partner	2018	Rank	Vendor Partner	2019
1	CDWG	\$ 210,055,546	1	CDWG	\$ 215,767,906	1	CDWG	\$205,050,394.55	1	CDW-G	\$ 182,400,004	1	CDW-G	\$ 208,815,838
2	WTI/Tremco	\$ 64,103,900	2	WTI/Tremco	\$ 68,050,484	2	WTI-Weatherproofing	\$ 68,991,243.33	2	WTI/Tremco	\$ 66,909,880	2	WTI/Tremco	\$ 79,078,798
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	3	Field Turf (Combined)	\$ 42,125,395
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	4	Quill (Combined)	\$ 37,139,137
5	Quill (Combined)	\$ 30,400,963	5	Quill (Combined)	\$ 29,122,074	5	Quill	\$ 29,910,894.45	5	Konica Minolta	\$ 30,340,500	5	School Specialty (Combined)	\$ 31,725,432
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	6	Konica Minolta	\$ 27,700,125
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	7	Hellas Construction (Combined)	\$ 22,423,005
8	MNJ Technologies	\$ 9,379,136	8	Daktronics	\$ 8,344,364	8	Daktronics Inc	\$ 10,352,359.69	8	Daktronics	\$ 12,277,880	8	Daktronics	\$ 13,050,045
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	9	SchoolDude / Dude Solutions	\$ 12,101,903
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	10	AstroTurf (formerly ProGrass LLC)	\$ 11,443,396
11	Progressive Roofing	\$ 6,596,257	11	ProGrass	\$ 4,005,338	11	UBU Sports	\$ 4,553,077.88	11	Motz Group	\$ 7,382,261	11	Kvocera Mita	\$ 6,613,466
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	12	Motz Group	\$ 6,421,385
13	ProGrass	\$ 3,722,650	13	Staples	\$ 1,783,082	13	Shaw Sport Turf	\$ 2,867,544.84	13	MNJ Technologies	\$ 4,297,615	13	Progressive Roofing	\$ 5,074,795
14	Staples	\$ 3,163,098	14	Techline	\$ 1,178,948	14	ProGrass LLC	\$ 2,687,668.35	14	UBU	\$ 2,994,100	14	Shaw Sport Turf	\$ 4,423,077
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	15	MNJ Technologies	\$ 4,148,355
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	16	Mackin	\$ 2,032,455
17	Troxel	\$ 607,807	17	Sivic	\$ 744,863	17	Techline Sports Lighting	\$ 795,118.00	17	AstroTurf (formerly ProGrass LLC)	\$ 1,305,000	17	Techline Lighting	\$ 1,339,430
18	Mackin	\$ 588,953	18	Mackin	\$ 151,211	18	Troxel Communications	\$ 759,324.24	18	Mackin	\$ 1,021,239	18	National Business Furniture	\$ 1,173,902
19	Interior Systems	\$ 218,206	19	Independent Stationers	\$ 145,660	19	Sports Surfaces Distributing	\$ 663,419.12	19	National Business Furniture	\$ 538,235	19	Blick Art	\$ 781,198
20	Midwest Technology	\$ 111,890	20	Troxel	\$ 137,306	20	Midwest Technology Products	\$ 347,228.11	20	Sport Surfaces (Combined)	\$ 517,481	20	Sport Surfaces (Combined)	\$ 576,096
21	Nilfisk	\$ 35,204	21	Midwest Technology	\$ 122,563	21	Mackin Educational Resources	\$ 263,046.47	21	Midwest Technology Products	\$ 416,381	21	Partac Peat Corporation	\$ 555,622
22	Independent Stationers	\$ 23,469	22	Interior Systems	\$ 47,632	22	Staples	\$ 117,604.88	22	Pratac Peat Corporation	\$ 309,226	22	Midwest Technology Products	\$ 505,719
23	CEIA	\$ 18,906	23	Nilfisk	\$ 20,579	23	Independent Stationers dba Epic	\$ 106,876.01	23	Biofit Engineered Products	\$ 226,244	23	Biofit Engineered Products	\$ 342,326
24	Peripole	\$ 2,541	24	Creative Information Technologies	\$ 12,629	24	Interior Systems Inc	\$ 61,204.56	24	School Health Corporation	\$ 217,638	24	Facility Solutions Group	\$ 283,297
25	Creative Information Technologies	\$ -	25	CEIA	\$ -	25	Nilfisk-Advance, Inc	\$ 8,804.33	25	SICO	\$ 197,948	25	Best Plumbing Specialties	\$ 267,914
26	i3-Identification International Inc	\$ -	26	i3-Identification International Inc	\$ -	26	TeachingBooks.net	\$ 500.00	26	Best Plumbing Specialties	\$ 79,688	26	School Health Corporation	\$ 94,859
27	Techline	\$ -	27	Sports Surfaces	\$ -	27	CEIA	\$ -	27	Troxell	\$ 43,688	27	Hillyard	\$ 27,583
			28	Peripole	\$ -	28	Creative Information	\$ -	28	Facility Solutions Group	\$ 31,485	28	Pitsco	\$ 21,622
			29	UBU	\$ -	29	Identification International, Inc	\$ -	29	Independent Stationers	\$ 11,052	29	Kranos Corp dba Schutt Sports	\$ 12,829
						30	Sherwin-Williams Company	\$ -	30	Nilfisk	\$ 4,063	30	SICO	\$ 3,438
						31	Sivic Solutions Group	\$ -	31	Kranos Corp dba Schutt Sports	\$ 957	31	State Industrial Products	\$ 574
						32	TLC Library Corporation	\$ -	32	CEIA	\$ -	32	Busch Systems	\$ 400
									33	Creative Information Technologies	\$ -	33	Hussey Seating	\$ -
									34	Interior Systems	\$ -	34	Kompan	\$ -
									35	TeachingBooks.net	\$ -	35	Playcraft Systems	\$ -
									36	TLC Library Corporation	\$ -	36	Romtec	\$ -
		\$ 463,452,183			\$ 471,937,670			\$ 470,020,597			\$ 461,233,534			\$ 520,303,356

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016I Signage</u>	<u>Bid #016I Signage</u>	<u>Bid #016A Facility Mgt Software</u>	<u>Bid #016A Facility Mgt Software</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>
Response Status	Billing State:	AstroTurf (formerly ProGrass LLC), Sales	AstroTurf (formerly ProGrass LLC), Fees Rcvd	Daktronics, Sales	Daktronics, Fees Rcvd	Dude Solutions dba SchoolDude & Facility Dude, Sales	Dude Solutionsdba SchoolDude & Facility Dude, Fees Rcvd	Field Turf (Synthetic Turf), Sales	Field Turf (Synthetic Turf), Fees Rcvd
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	\$0.00	\$0.00	\$589,855.95	\$11,797.12	\$3,750,200.49	\$75,004.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	\$0.00	\$0.00	\$923,941.00	\$14,231.74	\$590,674.58	\$21,555.08	\$0.00	\$0.00
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	\$0.00	\$0.00	\$0.00	\$0.00	\$231,156.29	\$4,623.12	\$1,043,570.98	\$20,871.42
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	\$5,268,892.49	\$59,970.43	\$150,105.00	\$3,001.70	\$84,729.96	\$1,694.60	\$0.00	\$0.00
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	\$0.00	\$0.00	\$706,777.00	\$15,919.03	\$387,843.40	\$8,532.56	\$0.00	\$0.00
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	\$0.00	\$0.00	\$119,216.00	\$2,384.32	\$375,094.25	\$7,499.88	\$0.00	\$0.00
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	\$348,390.00	\$6,967.80	\$60,072.00	\$1,201.44	\$287,096.27	\$5,741.92	\$0.00	\$0.00
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	\$0.00	\$0.00	\$637,291.00	\$12,745.82	\$246,337.15	\$4,926.74	\$0.00	\$0.00
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$7,374.99	\$147.50	\$0.00	\$0.00
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	\$0.00	\$0.00	\$65,677.00	\$1,313.54	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	\$0.00	\$0.00	\$1,218,371.00	\$24,367.42	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	\$722,733.50	\$14,454.67	\$100,851.00	\$2,017.02	\$656,022.05	\$13,120.04	\$0.00	\$0.00
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	\$0.00	\$0.00	\$93,957.00	\$1,879.14	\$8,854.53	\$177.09	\$0.00	\$0.00
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	\$0.00	\$0.00	\$413,511.00	\$8,270.22	\$137,405.63	\$2,748.11	\$0.00	\$0.00
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	\$0.00	\$0.00	\$126,246.00	\$2,524.92	\$0.00	\$0.00	\$3,036,369.42	\$64,556.99
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	\$0.00	\$0.00	\$931,039.35	\$18,255.67	\$342,604.50	\$6,827.22	\$282,697.80	\$5,543.10

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016I Signage</u>	<u>Bid #016I Signage</u>	<u>Bid #016A Facility Mgt Software</u>	<u>Bid #016A Facility Mgt Software</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>
Response Status	Billing State:	AstroTurf (formerly ProGrass LLC), Sales	AstroTurf (formerly ProGrass LLC), Fees Rcvd	Daktronics, Sales	Daktronics, Fees Rcvd	Dude Solutions dba SchoolDude & Facility Dude, Sales	Dude Solutionsdba SchoolDude & Facility Dude, Fees Rcvd	Field Turf (Synthetic Turf), Sales	Field Turf (Synthetic Turf), Fees Rcvd
2019 Sales & Fees-Submitted North Dakota 2019 Total Sales & Fees	North Dakota	\$0.00	\$0.00	\$148,735.00	\$2,974.70	\$17,359.71	\$347.19	\$0.00	\$0.00
2019 Sales & Fees-Submitted Ohio 2019 Total Sales & Fees	Ohio	\$0.00	\$0.00	\$1,286,120.00	\$25,722.40	\$705,679.28	\$14,093.59	\$740,317.02	\$14,806.34
2019 Sales & Fees-Submitted Oregon 2019 Total Sales & Fees	Oregon	\$552,980.00	\$5,529.80	\$606,564.00	\$12,131.28	\$319,688.70	\$6,393.78	\$4,891,688.94	\$59,277.58
2019 Sales & Fees-Submitted Pennsylvania 2019 Total Sales & Fees	Pennsylvania	\$0.00	\$0.00	\$2,510,435.21	\$50,208.70	\$1,499,008.74	\$26,277.95	\$0.00	\$0.00
2019 Sales & Fees-Submitted Texas 2019 Total Sales & Fees	Texas	\$0.00	\$0.00	\$8,772.00	\$87.72	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Virginia 2019 Total Sales & Fees	Virginia	\$0.00	\$0.00	\$173,871.00	\$3,477.42	\$964,263.87	\$19,285.28	\$1,084,005.66	\$21,680.11
2019 Sales & Fees-Submitted Washington 2019 Total Sales & Fees	Washington	\$0.00	\$0.00	\$1,905,889.00	\$38,118.00	\$1,209,240.00	\$24,185.00	\$8,288,511.00	\$165,770.00
2019 Sales & Fees-Submitted West Virginia 2019 Total Sales & Fees	West Virginia	\$4,550,400.13	\$91,008.00	\$46,304.00	\$926.08	\$0.00	\$0.00	\$386,200.00	\$7,724.00
2019 Sales & Fees-Submitted Wisconsin 2019 Total Sales & Fees	Wisconsin	\$0.00	\$0.00	\$8,043.00	\$160.36	\$201,081.00	\$4,021.62	\$0.00	\$0.00
2019 Sales & Fees-Submitted Wyoming 2019 Total Sales & Fees	Wyoming Wyoming	\$0.00	\$0.00	\$218,401.00	\$4,368.02	\$80,187.82	\$1,603.76	\$3,446,377.95	\$68,927.56

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #016G Synthetic Tu</u>	<u>Bid #016G Synthetic Tu</u>	<u>Bid #016I Signage</u>	<u>Bid #016I Signage</u>	<u>Bid #016A Facility Mgt</u>	<u>Bid #016A Facility Mgt</u>	<u>Bid #016G Synthetic Tu</u>	<u>Bid #016G Synthetic Tu</u>
Response Status	Billing State:	AstroTurf (formerly ProGrass LLC), Sales	AstroTurf (formerly ProGrass LLC), Fees Rcvd	Daktronics, Sales	Daktronics, Fees Rcvd	Dude Solutions dba SchoolDude & Facility Dude, Sales	Dude Solutionsdba SchoolDude & Facility Dude, Fees Rcvd	Field Turf (Synthetic Turf), Sales	Field Turf (Synthetic Turf), Fees Rcvd
Total 2019 Sales		\$11,443,396.12		\$13,050,044.51		\$12,101,903.21		\$23,199,738.77	
Total 2019 Admin Fees			\$177,930.70		\$258,083.78		\$248,806.03		\$429,157.10
Totals By Bids		\$114,020,661.58							
Total 2019 Sales		\$2,168,777.46							
Total 2019 Admin Fees									

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #016H Tracks & Courts</u>	<u>Bid #016H Tracks & Courts</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016H Tracks & Courts</u>	<u>Bid #016H Tracks & Courts</u>	<u>Bid #016C Mobile Learning Solutions</u>	<u>Bid #016C Mobile Learning Solutions</u>
Response Status	Billing State:	Field Turf (Tracks & Courts), Sales	Field Turf (Tracks & Courts), Fees Rcvd	Hellas (Synthetic Turf), Sales	Hellas (Synthetic Turf), Fees Rcvd	Hellas (Tracks & Courts), Sales	Hellas (Tracks & Courts), Fees Rcvd	Mackin, Sales	Mackin, Fees Rcvd
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$109,775.33	\$2,195.50
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	\$1,688,895.99	\$33,777.92	\$0.00	\$0.00	\$0.00	\$0.00	\$1,937.97	\$38.76
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	\$1,388,420.69	\$27,768.41	\$0.00	\$0.00	\$0.00	\$0.00	\$15,215.31	\$304.31
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	\$0.00	\$0.00	\$14,181.25	\$283.63	\$0.00	\$0.00	\$21,532.92	\$415.78
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$126,685.49	\$43,316.94
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$42,410.37	\$933.03
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$339,172.60	\$10,056.62
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	\$1,214,860.42	\$24,297.21	\$1,817,594.00	\$32,115.08	\$2,259,664.36	\$35,855.98	\$62,873.10	\$1,257.47
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,252.66	\$105.05
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$13,319.83	\$266.41
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$261,475.27	\$5,229.51
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$103,463.48	\$2,069.28
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$88,080.58	\$1,761.61
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	\$2,067,242.00	\$41,344.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$56,505.30	\$1,130.11
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	\$2,846,172.53	\$59,208.94	\$1,818,822.52	\$36,376.45	\$335,590.00	\$6,711.80	\$1,215.50	\$24.31
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	\$0.00	\$0.00	\$3,586,444.69	\$70,325.97	\$0.00	\$0.00	\$0.00	\$0.00

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #016H Tracks & Courts</u>	<u>Bid #016H Tracks & Courts</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016H Tracks & Courts</u>	<u>Bid #016H Tracks & Courts</u>	<u>Bid #016C Mobile Learning Solutions</u>	<u>Bid #016C Mobile Learning Solutions</u>
Response Status	Billing State:	Field Turf (Tracks & Courts), Sales	Field Turf (Tracks & Courts), Fees Rcvd	Hellas (Synthetic Turf), Sales	Hellas (Synthetic Turf), Fees Rcvd	Hellas (Tracks & Courts), Sales	Hellas (Tracks & Courts), Fees Rcvd	Mackin, Sales	Mackin, Fees Rcvd
2019 Sales & Fees-Submitted	North Dakota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$11,819.64	\$236.39
North Dakota 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Ohio	\$1,114,211.00	\$22,284.22	\$1,528,026.50	\$30,560.53	\$141,929.50	\$2,838.59	\$74,870.26	\$1,497.41
Ohio 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Oregon	\$4,928,649.03	\$98,572.98	\$1,636,325.47	\$32,726.51	\$986,998.53	\$19,739.97	\$311,706.55	\$6,234.14
Oregon 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Pennsylvania	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$30,385.04	\$1,229.36
Pennsylvania 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Texas	\$0.00	\$0.00	\$4,959,930.00	\$49,599.30	\$325,815.00	\$3,258.15	\$52,345.55	\$1,046.91
Texas 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Virginia	\$445,554.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$11,382.60	\$227.65
Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Washington	\$2,890,161.00	\$57,803.00	\$0.00	\$0.00	\$2,975,133.00	\$59,503.00	\$259,391.00	\$5,188.00
Washington 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	West Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
West Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wisconsin	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Wisconsin 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wyoming	\$341,489.50	\$6,829.79	\$0.00	\$0.00	\$36,550.00	\$731.00	\$31,639.14	\$632.79
Wyoming 2019 Total Sales & Fees	Wyoming								

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #016H Tracks & Co</u>	<u>Bid #016H Tracks & Co</u>	<u>Bid #016G Synthetic Tu</u>	<u>Bid #016G Synthetic Tu</u>	<u>Bid #016H Tracks & Co</u>	<u>Bid #016H Tracks & Co</u>	<u>Bid #016C Mobile Learn</u>	<u>Bid #016C Mobile Learn</u>
Response Status	Billing State:	Field Turf (Tracks & Courts), Sales	Field Turf (Tracks & Courts), Fees Rcvd	Hellas (Synthetic Turf), Sales	Hellas (Synthetic Turf), Fees Rcvd	Hellas (Tracks & Courts), Sales	Hellas (Tracks & Courts), Fees Rcvd	Mackin, Sales	Mackin, Fees Rcvd
Total 2019 Sales		\$18,925,656.66		\$15,361,324.43		\$7,061,680.39		\$2,032,455.49	
Total 2019 Admin Fees			\$371,887.31		\$251,987.47		\$128,638.49		\$85,397.34
Totals By Bids									
Total 2019 Sales									
Total 2019 Admin Fees									

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #017B Digital Copiers</u>	<u>Bid #017B Digital Copiers</u>	<u>Bid #017B Digital Copiers</u>	<u>Bid #017B Digital Copiers</u>
Response Status	Billing State:	Motz Group (Synthetic Turf), Sales	Motz Group (Synthetic Turf), Fees Revd	Shaw Sport Turf (Synthetic Turf), Sales	Shaw Sport Turf (Synthetic Turf), Fees Revd	Konica Minolta, Sales	Konica Minolta, Fees Revd	Kyocera Mita, Sales	Kyocera Mita, Fees Revd
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	\$0.00	\$0.00	\$0.00	\$0.00	\$2,786,124.83	\$55,711.64	\$327,361.63	\$6,547.23
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	\$0.00	\$0.00	\$0.00	\$0.00	\$487,325.67	\$8,400.98	\$0.00	\$0.00
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	\$0.00	\$0.00	\$0.00	\$0.00	\$2,121,272.54	\$42,425.46	\$28,775.00	\$575.50
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	\$0.00	\$0.00	\$0.00	\$0.00	\$125,435.98	\$2,508.71	\$24,959.00	\$499.18
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	\$0.00	\$0.00	\$0.00	\$0.00	\$111,936.69	\$2,238.73	\$3,388.25	\$67.76
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	\$0.00	\$0.00	\$0.00	\$0.00	\$482,302.77	\$9,646.06	\$276,971.56	\$5,539.37
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	\$991,750.00	\$19,835.00	\$0.00	\$0.00	\$816,282.44	\$18,346.95	\$139,300.00	\$2,786.00
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	\$0.00	\$0.00	\$0.00	\$0.00	\$78,256.97	\$1,556.14	\$328,893.06	\$6,577.86
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	\$0.00	\$0.00	\$1,719,059.00	\$34,381.18	\$2,031,454.23	\$40,629.09	\$68,684.00	\$1,373.68
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	\$519,367.00	\$10,387.34	\$0.00	\$0.00	\$2,546,900.93	\$50,938.02	\$973,692.14	\$19,473.84
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$2,036,749.95	\$40,735.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	\$0.00	\$0.00	\$0.00	\$0.00	\$662,335.66	\$13,246.70	\$659,883.24	\$13,197.67
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	\$0.00	\$0.00	\$0.00	\$0.00	\$802,660.94	\$16,053.20	\$450,908.74	\$9,824.02
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	\$0.00	\$0.00	\$0.00	\$0.00	\$1,820,213.15	\$36,404.27	\$125,361.00	\$2,507.22
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	\$0.00	\$0.00	\$0.00	\$0.00	\$697,202.40	\$13,944.05	\$0.00	\$0.00
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	\$0.00	\$0.00	\$0.00	\$0.00	\$125,816.49	\$2,516.33	\$2,546.00	\$0.00
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	\$0.00	\$0.00	\$1,918,152.00	\$38,363.04	\$724,009.46	\$14,486.19	\$13,674.71	\$273.49
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	\$0.00	\$0.00	\$0.00	\$0.00	\$35,766.55	\$675.45	\$181,918.00	\$3,638.36

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #016G Synthetic Turf</u>	<u>Bid #017B Digital Copiers</u>	<u>Bid #017B Digital Copiers</u>	<u>Bid #017B Digital Copiers</u>	<u>Bid #017B Digital Copiers</u>
Response Status	Billing State:	Motz Group (Synthetic Turf), Sales	Motz Group (Synthetic Turf), Fees Rcvd	Shaw Sport Turf (Synthetic Turf), Sales	Shaw Sport Turf (Synthetic Turf), Fees Rcvd	Konica Minolta, Sales	Konica Minolta, Fees Rcvd	Kyocera Mita, Sales	Kyocera Mita, Fees Rcvd
2019 Sales & Fees-Submitted	North Dakota	\$0.00	\$0.00	\$0.00	\$0.00	\$22,941.44	\$458.83	\$151,513.83	\$3,030.28
North Dakota 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Ohio	\$4,910,268.00	\$98,205.36	\$0.00	\$0.00	\$2,037,996.13	\$40,759.93	\$1,629,878.71	\$32,597.57
Ohio 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Oregon	\$0.00	\$0.00	\$0.00	\$0.00	\$197,284.40	\$3,945.69	\$261,586.54	\$5,231.73
Oregon 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Pennsylvania	\$0.00	\$0.00	\$0.00	\$0.00	\$3,528,130.19	\$70,562.59	\$21,817.84	\$548.08
Pennsylvania 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Texas	\$0.00	\$0.00	\$0.00	\$0.00	\$778,501.47	\$15,570.02	\$23,689.28	\$473.79
Texas 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Virginia	\$0.00	\$0.00	\$785,866.00	\$15,717.32	\$812,935.72	\$16,258.71	\$50,572.00	\$1,011.44
Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Washington	\$0.00	\$0.00	\$0.00	\$0.00	\$829,167.00	\$16,582.00	\$685,289.00	\$16,806.00
Washington 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	West Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$110,904.00	\$5,177.76	\$0.00	\$0.00
West Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wisconsin	\$0.00	\$0.00	\$0.00	\$0.00	\$890,216.52	\$17,804.33	\$182,802.00	\$3,656.04
Wisconsin 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wyoming	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Wyoming 2019 Total Sales & Fees	Wyoming								

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #016G Synthetic Tu</u>	<u>Bid #016G Synthetic Tu</u>	<u>Bid #016G Synthetic Tu</u>	<u>Bid #016G Synthetic Tu</u>	<u>Bid #017B Digital Copie</u>	<u>Bid #017B Digital Copie</u>	<u>Bid #017B Digital Copie</u>	<u>Bid #017B Digital Copie</u>
Response Status	Billing State:	Motz Group (Synthetic Turf), Sales	Motz Group (Synthetic Turf), Fees Rcvd	Shaw Sport Turf (Synthetic Turf), Sales	Shaw Sport Turf (Synthetic Turf), Fees Rcvd	Konica Minolta, Sales	Konica Minolta, Fees Rcvd	Kyocera Mita, Sales	Kyocera Mita, Fees Rcvd
Total 2019 Sales		\$6,421,385.00		\$4,423,077.00		\$27,700,124.52		\$6,613,465.53	
Total 2019 Admin Fees			\$128,427.70		\$88,461.54		\$557,582.83		\$136,236.11
Totals By Bids						Bid #017			
Total 2019 Sales						\$120,382,709.13			
Total 2019 Admin Fees						\$2,432,140.29			

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #017F Roofing</u>	<u>Bid #017F Roofing</u>	<u>Bid #017C Hardwood</u>	<u>Bid #017C Hardwood</u>	<u>Bid #017A Athletic</u>	<u>Bid #017A Athletic</u>	<u>Bid #017F Roofing</u>	<u>Bid #017F Roofing</u>
Response Status	Billing State:	Progressive Services, Sales	Progressive Services, Fees Rcvd	Sports Surfaces (Hardwood & Synthetic Flooring), Sales	Sports Surfaces (Hardwood & Synthetic Flooring), Fees Rcvd	Techline Sports Lighting, Sales	Techline Sports Lighting, Fees Rcvd	WTI-Weatherproofing Technologies Inc/Tremco, Sales	WTI-Weatherproofing Technologies Inc/Tremco, Fees Rcvd
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$592,920.12	\$11,858.41
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$104,875.33	\$2,081.55
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,382,899.48	\$127,596.79
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$191,319.61	\$3,826.20
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	\$0.00	\$0.00	\$0.00	\$0.00	\$286,800.00	\$5,736.00	\$1,204,237.89	\$23,691.81
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,122,880.41	\$22,457.59
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	\$0.00	\$0.00	\$0.00	\$0.00	\$196,000.00	\$3,920.00	\$164,069.31	\$3,281.38
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,731,265.33	\$76,219.08
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$9,016,755.17	\$180,335.10
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	\$231,611.50	\$4,632.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450,665.58	\$9,013.31
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$20,226,871.55	\$425,125.56
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	\$364,315.98	\$7,143.45	\$0.00	\$0.00	\$0.00	\$0.00	\$22,096.34	\$433.26

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #017F Roofing</u>	<u>Bid #017F Roofing</u>	<u>Bid #017C Hardwood & Synthetic Flooring</u>	<u>Bid #017C Hardwood & Synthetic Flooring</u>	<u>Bid #017A Athletic Lighting</u>	<u>Bid #017A Athletic Lighting</u>	<u>Bid #017F Roofing</u>	<u>Bid #017F Roofing</u>
Response Status	Billing State:	Progressive Services, Sales	Progressive Services, Fees Rcvd	Sports Surfaces (Hardwood & Synthetic Flooring), Sales	Sports Surfaces (Hardwood & Synthetic Flooring), Fees Rcvd	Techline Sports Lighting, Sales	Techline Sports Lighting, Fees Rcvd	WTI-Weatherproofing Technologies Inc/Tremco, Sales	WTI-Weatherproofing Technologies Inc/Tremco, Fees Rcvd
2019 Sales & Fees-Submitted	North Dakota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
North Dakota 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Ohio	\$334,772.00	\$6,695.44	\$0.00	\$0.00	\$0.00	\$2.00	\$3,827,517.94	\$76,550.37
Ohio 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Oregon	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,147,500.08	\$42,950.01
Oregon 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Pennsylvania	\$0.00	\$0.00	\$576,095.88	\$11,521.93	\$0.00	\$0.00	\$21,671,607.55	\$431,975.92
Pennsylvania 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Texas	\$0.00	\$0.00	\$0.00	\$0.00	\$316,730.00	\$3,167.30	\$0.00	\$0.00
Texas 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Virginia	\$677,910.33	\$13,558.21	\$0.00	\$0.00	\$539,900.00	\$10,798.00	\$0.00	\$0.00
Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Washington	\$3,466,185.00	\$69,324.00	\$0.00	\$0.00	\$0.00	\$0.00	\$7,943,244.00	\$158,865.00
Washington 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	West Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
West Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wisconsin	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$278,072.70	\$5,561.45
Wisconsin 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wyoming	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Wyoming 2019 Total Sales & Fees									
Total 2019 Sales		\$5,074,794.81		\$576,095.88		\$1,339,430.00		\$79,078,798.39	
Total 2019 Admin Fees			\$101,353.33		\$11,521.93		\$23,623.30		\$1,601,822.79
Totals By Bids									
Total 2019 Sales									
Total 2019 Admin Fees									

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018A Technology</u>	<u>Bid #018A Technology</u>	<u>Bid #018B LED</u>	<u>Bid #018B LED</u>	<u>Bid #018A Technology</u>	<u>Bid #018A Technology</u>
Response Status	Billing State:	Biofit, Sales	Biofit, Fees Rcvd	CDWG, Sales	CDWG, Fees Rcvd	Lighting	Lighting	MNJ Technologies, Sales	MNJ Technologies, Fees Rcvd
						Facility Solutions Group, Sales	Facility Solutions Group, Fees Rcvd		
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	\$0.00	\$0.00	\$94,773,897.40	\$1,451,231.63	\$0.00	\$0.00	\$1,441,438.39	\$28,828.79
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	\$0.00	\$0.00	\$12,135,871.07	\$137,003.23	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	\$0.00	\$0.00	\$2,903,795.00	\$45,353.70	\$130,212.40	\$2,604.25	\$18,534.36	\$370.71
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	\$0.00	\$0.00	\$765,600.50	\$14,453.29	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	\$40,000.00	\$1,200.00	\$7,486,447.68	\$120,463.87	\$0.00	\$0.00	\$111,668.70	\$2,233.38
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	\$0.00	\$0.00	\$2,931,151.67	\$70,514.71	\$0.00	\$0.00	\$61,990.21	\$1,363.80
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	\$0.00	\$0.00	\$1,510,273.22	\$45,829.78	\$0.00	\$0.00	\$45,323.13	\$906.47
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	\$0.00	\$0.00	\$9,526,393.85	\$166,014.77	\$3,601.14	\$72.02	\$12,827.53	\$256.56
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	\$19,986.00	\$399.72	\$3,646,006.88	\$62,023.33	\$109,027.70	\$2,180.55	\$72,610.88	\$1,452.21
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	\$0.00	\$0.00	\$163,822.71	\$3,039.58	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	\$0.00	\$0.00	\$907,751.41	\$17,001.57	\$30,347.70	\$606.94	\$236,803.63	\$4,736.09
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	\$0.00	\$0.00	\$1,552,153.11	\$29,276.92	\$554.25	\$11.09	\$187,857.04	\$3,757.15
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	\$0.00	\$0.00	\$8,822,907.98	\$160,250.70	\$0.00	\$0.00	\$1,315.15	\$26.31
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	\$0.00	\$0.00	\$571,740.93	\$9,128.13	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	\$22,825.30	\$456.51	\$944,751.05	\$14,993.57	\$0.00	\$0.00	\$43,596.16	\$871.94
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	\$0.00	\$0.00	\$10,988,987.00	\$216,075.10	\$0.00	\$0.00	\$453,325.00	\$9,059.08

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018A Technology</u>	<u>Bid #018A Technology</u>	<u>Bid #018B LED</u>	<u>Bid #018B LED</u>	<u>Bid #018A Technology</u>	<u>Bid #018A Technology</u>
Response Status	Billing State:	Biofit, Sales	Biofit, Fees Rcvd	CDWG, Sales	CDWG, Fees Rcvd	Lighting	Lighting	MNJ Technologies, Sales	MNJ Technologies, Fees Rcvd
						Facility Solutions Group, Sales	Facility Solutions Group, Fees Rcvd		
2019 Sales & Fees-Submitted	North Dakota	\$0.00	\$0.00	\$431,415.81	\$7,469.16	\$1,052.88	\$21.06	\$48,977.14	\$979.56
North Dakota 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Ohio	\$39,599.40	\$791.99	\$9,314,446.94	\$154,675.04	\$0.00	\$0.00	\$963,256.81	\$19,265.16
Ohio 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Oregon	\$0.00	\$0.00	\$1,093,002.99	\$16,015.13	\$0.00	\$0.00	\$14,495.67	\$289.92
Oregon 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Pennsylvania	\$72,588.68	\$1,451.77	\$1,195,636.73	\$19,713.82	\$0.00	\$0.00	\$16,787.51	\$335.75
Pennsylvania 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Texas	\$65,041.80	\$1,300.84	\$1,686,988.13	\$28,418.49	\$364.40	\$7.29	\$384,234.45	\$7,683.63
Texas 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Virginia	\$0.00	\$0.00	\$8,928,965.92	\$154,564.92	\$0.00	\$0.00	\$0.00	\$0.00
Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Washington	\$82,285.00	\$1,646.00	\$19,892,933.00	\$346,952.00	\$8,137.00	\$163.00	\$0.00	\$0.00
Washington 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	West Virginia	\$0.00	\$0.00	\$3,507,043.74	\$68,620.47	\$0.00	\$0.00	\$19,012.41	\$380.26
West Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wisconsin	\$0.00	\$0.00	\$2,142,358.26	\$23,656.65	\$0.00	\$0.00	\$12,078.03	\$241.59
Wisconsin 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wyoming	\$0.00	\$0.00	\$991,494.52	\$17,208.19	\$0.00	\$0.00	\$2,222.94	\$44.46
Wyoming 2019 Total Sales & Fees	Wyoming								

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018A Technology</u>	<u>Bid #018A Technology</u>	<u>Bid #018B LED Lightin</u>	<u>Bid #018B LED Lightin</u>	<u>Bid #018A Technology</u>	<u>Bid #018A Technology</u>
Response Status	Billing State:	Biofit, Sales	Biofit, Fees Rcvd	CDWG, Sales	CDWG, Fees Rcvd	Facility Solutions Group, Sales	Facility Solutions Group, Fees Rcvd	MNJ Technologies, Sales	MNJ Technologies, Fees Rcvd
Total 2019 Sales		\$342,326.18		\$208,815,837.50		\$283,297.47		\$4,148,355.14	
Total 2019 Admin Fees			\$7,246.83		\$3,399,947.75		\$5,666.20		\$83,082.82
Totals By Bids	Bid #018	\$221,160,296.21							
Total 2019 Sales		\$3,664,501.28							
Total 2019 Admin Fees									

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018.5A MRO</u>	<u>Bid #018.5A MRO</u>
Response Status	Billing State:	National Business Furniture, Sales	National Business Furniture, Fees Rcvd	School Specialty (Furniture Supplies), Sales	School Specialty (Furniture Supplies), Fees Rcvd	SICO, Sales	SICO, Fees Rcvd	Best Plumbing, Sales	Best Plumbing, Fees Rcvd
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	\$2,321.62	\$56.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	\$0.00	\$0.00	\$276,915.08	\$5,538.31	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	\$67,698.29	\$1,353.98	\$0.00	\$0.00	\$0.00	\$0.00	\$14,271.68	\$285.42
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	\$55,960.28	\$1,367.85	\$18,143.24	\$362.87	\$0.00	\$0.00	\$112,995.11	\$2,259.91
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	\$7,692.28	\$153.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	\$0.00	\$0.00	\$87,337.74	\$1,746.76	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	\$41,049.72	\$885.91	\$596,451.48	\$13,121.93	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	\$0.00	\$0.00	\$624,104.06	\$12,482.09	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	\$53,101.64	\$1,055.70	\$933,124.94	\$18,662.49	\$3,438.20	\$68.76	\$0.00	\$0.00
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	\$27,174.39	\$543.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	\$101,219.28	\$2,024.38	\$207,927.71	\$4,158.56	\$0.00	\$0.00	\$87,965.16	\$1,759.30
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	\$61,012.84	\$1,220.26	\$621,775.62	\$12,435.49	\$0.00	\$0.00	\$13,282.43	\$265.64
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	\$68,550.01	\$1,371.00	\$290,668.10	\$6,107.67	\$0.00	\$0.00	\$1,876.88	\$37.54
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	\$2,008.00	\$40.16	\$40,537.52	\$810.75	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	\$38,568.05	\$771.36	\$355,876.90	\$7,117.55	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	\$109,673.62	\$2,193.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	\$23,695.21	\$464.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018.5A MRO</u>	<u>Bid #018.5A MRO</u>
Response Status	Billing State:	National Business Furniture, Sales	National Business Furniture, Fees Rcvd	School Specialty (Furniture Supplies), Sales	School Specialty (Furniture Supplies), Fees Rcvd	SICO, Sales	SICO, Fees Rcvd	Best Plumbing, Sales	Best Plumbing, Fees Rcvd
2019 Sales & Fees-Submitted North Dakota 2019 Total Sales & Fees	North Dakota	\$82,794.42	\$1,655.85	\$221,595.69	\$4,431.91	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Ohio 2019 Total Sales & Fees	Ohio	\$5,300.79	\$123.22	\$1,138,968.30	\$22,779.36	\$0.00	\$0.00	\$81.30	\$1.63
2019 Sales & Fees-Submitted Oregon 2019 Total Sales & Fees	Oregon	\$6,279.80	\$125.60	\$1,906.07	\$38.12	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Pennsylvania 2019 Total Sales & Fees	Pennsylvania	\$85,710.85	\$658.73	\$253,500.84	\$5,070.07	\$0.00	\$0.00	\$2,870.16	\$57.39
2019 Sales & Fees-Submitted Texas 2019 Total Sales & Fees	Texas	\$3,594.90	\$57.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Virginia 2019 Total Sales & Fees	Virginia	\$4,226.34	\$97.11	\$88,435.83	\$1,768.72	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Washington 2019 Total Sales & Fees	Washington	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted West Virginia 2019 Total Sales & Fees	West Virginia	\$0.00	\$0.00	\$257,912.76	\$21,767.01	\$0.00	\$0.00	\$34,571.53	\$8,642.89
2019 Sales & Fees-Submitted Wisconsin 2019 Total Sales & Fees	Wisconsin	\$30,193.30	\$603.87	\$354,014.56	\$7,080.29	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Wyoming 2019 Total Sales & Fees	Wyoming Wyoming	\$296,076.32	\$5,704.86	\$23,943.33	\$478.86	\$0.00	\$0.00	\$0.00	\$0.00

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018D Furniture</u>	<u>Bid #018.5A MRO</u>	<u>Bid #018.5A MRO</u>
Response Status	Billing State:	National Business Furniture, Sales	National Business Furniture, Fees Rcvd	School Specialty (Furniture Supplies), Sales	School Specialty (Furniture Supplies), Fees Rcvd	SICO, Sales	SICO, Fees Rcvd	Best Plumbing, Sales	Best Plumbing, Fees Rcvd
Total 2019 Sales		\$1,173,901.95		\$6,393,139.77		\$3,438.20		\$267,914.25	
Total 2019 Admin Fees			\$22,530.11		\$145,958.81		\$68.76		\$13,309.72
Totals By Bids								Bid #018.5	
Total 2019 Sales								\$2,115,937.47	
Total 2019 Admin Fees								\$51,568.51	

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5B Career & Tech Ed</u>	<u>Bid #018.5B Career & Tech Ed</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>
Response Status	Billing State:	Kranos Corp dba Schutt Sports, Sales	Kranos Corp dba Schutt Sports, Fees Rcvd	Midwest Technology, Sales	Midwest Technology, Fees Rcvd	Partac Peat, Sales	Partac Peat, Fees Rcvd	School Health, Sales	School Health, Fees Rcvd
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	\$3,759.20	\$75.18	\$600.53	\$12.00	\$5,729.54	\$114.59	\$0.00	\$0.00
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	\$572.66	\$11.45	\$0.00	\$0.00	\$2,634.38	\$52.69	\$0.00	\$0.00
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	\$0.00	\$0.00	\$24,590.14	\$487.81	\$273,690.97	\$5,483.82	\$0.00	\$0.00
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	\$0.00	\$0.00	\$2,205.61	\$44.15	\$24,921.88	\$498.44	\$0.00	\$0.00
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	\$0.00	\$0.00	\$102,093.79	\$2,246.02	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	\$0.00	\$0.00	\$7,101.51	\$139.52	\$8,814.99	\$176.30	\$0.00	\$0.00
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	\$4,174.03	\$83.48	\$55,335.93	\$1,106.71	\$1,584.30	\$31.69	\$2,769.75	\$55.40
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	\$0.00	\$0.00	\$11,419.94	\$228.41	\$8,923.24	\$178.47	\$261.00	\$5.22
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	\$422.52	\$8.45	\$0.00	\$0.00	\$46,813.03	\$936.05	\$0.00	\$0.00
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	\$210.00	\$4.20	\$11,022.48	\$220.45	\$1,458.72	\$29.17	\$5,152.25	\$103.04
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	\$3,193.16	\$63.86	\$27,691.85	\$553.84	\$2,227.21	\$44.54	\$27,048.04	\$540.97
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	\$0.00	\$0.00	\$4,401.23	\$88.06	\$11,832.00	\$236.64	\$0.00	\$0.00
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	\$58.08	\$1.16	\$34,751.55	\$695.03	\$298.21	\$5.96	\$863.32	\$17.27
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	\$0.00	\$0.00	\$4,128.32	\$82.57	\$0.00	\$0.00	\$1,307.54	\$26.15
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	\$0.00	\$0.00	\$30,557.50	\$607.93	\$231.14	\$4.53	\$50,246.39	\$985.22

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5B Career & Tech Ed</u>	<u>Bid #018.5B Career & Tech Ed</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>
Response Status	Billing State:	Kranos Corp dba Schutt Sports, Sales	Kranos Corp dba Schutt Sports, Fees Rcvd	Midwest Technology, Sales	Midwest Technology, Fees Rcvd	Partac Peat, Sales	Partac Peat, Fees Rcvd	School Health, Sales	School Health, Fees Rcvd
2019 Sales & Fees-Submitted	North Dakota	\$7.35	\$0.15	\$16,856.78	\$337.11	\$0.00	\$0.00	\$4,393.49	\$87.87
North Dakota 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Ohio	\$0.00	\$0.00	\$53,281.44	\$1,065.58	\$5,460.02	\$109.52	\$396.31	\$7.93
Ohio 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Oregon	\$0.00	\$0.00	\$0.00	\$0.00	\$6,831.86	\$136.64	\$0.00	\$0.00
Oregon 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Pennsylvania	\$431.55	\$8.64	\$0.00	\$0.00	\$61,829.51	\$1,236.65	\$0.00	\$0.00
Pennsylvania 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Texas	\$0.00	\$0.00	\$1,312.80	\$26.26	\$33,634.91	\$672.70	\$2,420.61	\$48.41
Texas 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$20,019.27	\$400.38	\$0.00	\$0.00
Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Washington	\$0.00	\$0.00	\$86,892.00	\$1,803.00	\$0.00	\$0.00	\$0.00	\$0.00
Washington 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	West Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$4,367.31	\$87.35	\$0.00	\$0.00
West Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wisconsin	\$0.00	\$0.00	\$31,377.40	\$627.55	\$3,099.30	\$61.99	\$0.00	\$0.00
Wisconsin 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wyoming	\$0.00	\$0.00	\$97.70	\$57.40	\$31,220.50	\$624.41	\$0.00	\$0.00
Wyoming 2019 Total Sales & Fees									
<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5B Career & Tech Ed</u>	<u>Bid #018.5B Career & Tech Ed</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>
Response Status	Billing State:	Kranos Corp dba Schutt Sports, Sales	Kranos Corp dba Schutt Sports, Fees Rcvd	Midwest Technology, Sales	Midwest Technology, Fees Rcvd	Partac Peat, Sales	Partac Peat, Fees Rcvd	School Health, Sales	School Health, Fees Rcvd
Total 2019 Sales		\$12,828.55		\$505,718.50		\$555,622.29		\$94,858.70	
Total 2019 Admin Fees			\$256.57		\$10,429.40		\$11,122.53		\$1,877.48
Totals By Bids									
Total 2019 Sales									
Total 2019 Admin Fees									

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #019E Instructional Supplies</u>	<u>Bid #019E Instructional Supplies</u>	<u>Bid #019B Custodial Supplies</u>	<u>Bid #019B Custodial Supplies</u>	<u>Bid #019B Custodial Supplies</u>	<u>Bid #019B Custodial Supplies</u>
Response Status	Billing State:	School Specialty (Athletic Equipment & Supplies), Sales	School Specialty (Athletic Equipment & Supplies), Fees Rcvd	BLICK Art, Sales	BLICK Art, Fees Rcvd	Busch Systems, Sales	Busch Systems, Fees Rcvd	Hillyard, Sales	Hillyard, Fees Rcvd
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	\$1,031.16	\$20.62	\$14,799.55	\$295.99	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	\$14,751.06	\$295.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	\$0.00	\$0.00	\$208,641.63	\$4,174.63	\$0.00	\$0.00	\$26,936.08	\$538.76
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	\$1,346.22	\$26.92	\$872.65	\$17.45	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	\$4,227.50	\$84.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	\$18,557.68	\$408.28	\$71,011.64	\$1,562.26	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	\$47,871.93	\$957.44	\$26,264.22	\$525.29	\$400.24	\$8.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	\$138,381.84	\$2,767.64	\$15,671.02	\$313.42	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	\$2,786.41	\$55.73	\$68,605.16	\$1,372.10	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	\$0.00	\$0.00	\$153,604.66	\$3,072.10	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	\$46,113.44	\$922.28	\$74,969.77	\$1,499.40	\$0.00	\$0.00	\$646.50	\$12.93
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	\$53,224.26	\$700.36	\$53,948.20	\$1,078.96	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	\$8,779.97	\$175.60	\$523.00	\$10.46	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	\$36,611.29	\$542.05	\$32,456.98	\$649.14	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #019E Instructional Supplies</u>	<u>Bid #019E Instructional Supplies</u>	<u>Bid #019B Custodial Supplies</u>	<u>Bid #019B Custodial Supplies</u>	<u>Bid #019B Custodial Supplies</u>	<u>Bid #019B Custodial Supplies</u>
Response Status	Billing State:	School Specialty (Athletic Equipment & Supplies), Sales	School Specialty (Athletic Equipment & Supplies), Fees Rcvd	BLICK Art, Sales	BLICK Art, Fees Rcvd	Busch Systems, Sales	Busch Systems, Fees Rcvd	Hillyard, Sales	Hillyard, Fees Rcvd
2019 Sales & Fees-Submitted	North Dakota	\$32,808.78	\$656.17	\$42,606.41	\$852.12	\$0.00	\$0.00	\$0.00	\$0.00
North Dakota 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Ohio	\$151,825.43	\$3,036.52	\$11,467.09	\$229.34	\$0.00	\$0.00	\$0.00	\$0.00
Ohio 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Oregon	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Oregon 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Pennsylvania	\$43,211.29	\$864.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Pennsylvania 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Texas	\$0.00	\$0.00	\$1,765.29	\$35.31	\$0.00	\$0.00	\$0.00	\$0.00
Texas 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Virginia	\$7,266.54	\$144.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Washington	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Washington 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	West Virginia	\$31,456.64	\$2,139.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
West Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wisconsin	\$34,080.69	\$681.62	\$1,670.00	\$33.57	\$0.00	\$0.00	\$0.00	\$0.00
Wisconsin 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wyoming	\$4,663.05	\$93.26	\$2,261.46	\$45.23	\$0.00	\$0.00	\$0.00	\$0.00
Wyoming 2019 Total Sales & Fees	Wyoming								

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #018.5C Athletic Equip</u>	<u>Bid #019E Instructional</u>	<u>Bid #019E Instructional</u>	<u>Bid #019B Custodial Su</u>	<u>Bid #019B Custodial Su</u>	<u>Bid #019B Custodial Su</u>	<u>Bid #019B Custodial Su</u>
Response Status	Billing State:	School Specialty (Athletic Equipment & Supplies), Sales	School Specialty (Athletic Equipment & Supplies), Fees Rcvd	BLICK Art, Sales	BLICK Art, Fees Rcvd	Busch Systems, Sales	Busch Systems, Fees Rcvd	Hillyard, Sales	Hillyard, Fees Rcvd
Total 2019 Sales		\$678,995.18		\$781,138.73		\$400.24		\$27,582.58	
Total 2019 Admin Fees			\$14,572.81		\$15,766.77		\$8.00		\$551.69
Totals By Bids				\$62,623,751.34					
Total 2019 Sales				\$1,440,365.98					
Total 2019 Admin Fees									

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>	<u>Bid #019C Office</u> <u>Supplies</u>	<u>Bid #019C Office</u> <u>Supplies</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>
Response Status	Billing State:	Pitsco, Sales	Pitsco, Fees Rcvd	Quill (Office Supplies Catalog), Sales	Quill (Office Supplies Catalog), Fees Rcvd	Quill (School & Instructional Supply Catalog), Sales	Quill (School & Instructional Supply Catalog), Fees Rcvd	School Specialty (School & Instructional Supply Catalog), Sales	School Specialty (School & Instructional Supply Catalog), Fees Rcvd
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	\$0.00	\$0.00	\$1,889,815.02	\$37,796.30	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	\$0.00	\$0.00	\$1,224,221.08	\$16,025.48	\$0.00	\$0.00	\$432,772.41	\$8,655.44
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	\$1,645.96	\$32.93	\$394,207.22	\$7,884.14	\$1,624,114.39	\$32,482.31	\$0.00	\$0.00
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	\$0.00	\$0.00	\$2,242,126.70	\$44,842.62	\$0.00	\$0.00	\$44,325.70	\$886.52
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	\$0.00	\$0.00	\$450,625.73	\$9,012.51	\$1,591.04	\$31.82	\$0.00	\$0.00
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	\$0.00	\$0.00	\$29,321.20	\$586.42	\$477,517.89	\$9,550.36	\$99,312.67	\$1,986.25
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	\$0.00	\$0.00	\$2,599,352.06	\$57,502.44	\$0.00	\$0.00	\$887,277.80	\$19,520.11
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	\$0.00	\$0.00	\$2,270,973.39	\$45,419.47	\$13,621.10	\$272.42	\$2,001,140.11	\$40,022.80
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	\$1,119.85	\$22.28	\$1,711,022.82	\$34,220.46	\$361,852.10	\$7,237.05	\$3,292,091.97	\$65,841.84
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	\$0.00	\$0.00	\$3,617,666.83	\$72,353.33	\$0.00	\$0.00	\$235,527.09	\$4,710.53
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	\$0.00	\$0.00	\$224,422.19	\$4,488.45	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	\$11,392.50	\$227.85	\$268,870.75	\$5,377.42	\$1,440.47	\$28.81	\$14.20	\$0.28
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	\$1,932.27	\$38.65	\$0.00	\$0.00	\$0.00	\$0.00	\$2,006,822.01	\$40,136.40
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	\$0.00	\$0.00	\$0.00	\$0.00	\$873,900.79	\$20,121.21	\$1,546,360.92	\$30,927.23
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	\$0.00	\$0.00	\$0.00	\$0.00	\$546,146.22	\$10,922.92	\$649,649.26	\$12,992.99
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	\$317.52	\$6.35	\$104,721.45	\$2,094.43	\$450,732.91	\$5,047.81	\$1,150,888.68	\$23,017.79
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	\$0.00	\$0.00	\$2,711,588.50	\$54,025.34	\$0.00	\$0.00	\$1,433,983.99	\$28,562.04

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>	<u>Bid #019C Office</u> <u>Supplies</u>	<u>Bid #019C Office</u> <u>Supplies</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>	<u>Bid #019E</u> <u>Instructional Supplies</u>
Response Status	Billing State:	Pitsco, Sales	Pitsco, Fees Rcvd	Quill (Office Supplies Catalog), Sales	Quill (Office Supplies Catalog), Fees Rcvd	Quill (School & Instructional Supply Catalog), Sales	Quill (School & Instructional Supply Catalog), Fees Rcvd	School Specialty (School & Instructional Supply Catalog), Sales	School Specialty (School & Instructional Supply Catalog), Fees Rcvd
2019 Sales & Fees-Submitted	North Dakota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$802,703.06	\$16,054.08
North Dakota 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Ohio	\$976.03	\$19.52	\$0.00	\$0.00	\$3,016,282.23	\$60,325.65	\$5,988,756.82	\$119,775.29
Ohio 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Oregon	\$0.00	\$0.00	\$617,369.62	\$12,347.39	\$0.00	\$0.00	\$48,023.77	\$960.48
Oregon 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Pennsylvania	\$3,128.65	\$62.58	\$2,352,736.64	\$47,054.73	\$0.00	\$0.00	\$1,520,874.80	\$30,417.57
Pennsylvania 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Texas	\$1,109.02	\$22.18	\$2,311,082.86	\$39,666.24	\$0.00	\$0.00	\$172,461.25	\$3,448.99
Texas 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Virginia	\$0.00	\$0.00	\$1,734,359.82	\$34,687.19	\$2,933.46	\$58.66	\$179,589.40	\$3,591.79
Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Washington	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Washington 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	West Virginia	\$0.00	\$0.00	\$1,583,870.51	\$187,322.72	\$7,491.45	\$17,715.84	\$1,046,299.98	\$44,833.90
West Virginia 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wisconsin	\$0.00	\$0.00	\$854,750.89	\$17,094.86	\$0.00	\$0.00	\$967,452.26	\$19,349.04
Wisconsin 2019 Total Sales & Fees									
2019 Sales & Fees-Submitted	Wyoming	\$0.00	\$0.00	\$95,147.85	\$1,902.96	\$473,259.65	\$9,465.20	\$146,968.60	\$2,939.37
Wyoming 2019 Total Sales & Fees									

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #019E Instructional</u>	<u>Bid #019E Instructional</u>	<u>Bid #019C Office Suppl</u>	<u>Bid #019C Office Suppl</u>	<u>Bid #019E Instructional</u>	<u>Bid #019E Instructional</u>	<u>Bid #019E Instructional</u>	<u>Bid #019E Instructional</u>
Response Status	Billing State:	Pitsco, Sales	Pitsco, Fees Rcvd	Quill (Office Supplies Catalog), Sales	Quill (Office Supplies Catalog), Fees Rcvd	Quill (School & Instructional Supply Catalog), Sales	Quill (School & Instructional Supply Catalog), Fees Rcvd	School Specialty (School & Instructional Supply Catalog), Sales	School Specialty (School & Instructional Supply Catalog), Fees Rcvd
Total 2019 Sales		\$21,621.80		\$29,288,253.13		\$7,850,883.70		\$24,653,296.75	
Total 2019 Admin Fees			\$432.34		\$731,704.90		\$173,260.06		\$518,630.73
Totals By Bids									
Total 2019 Sales									
Total 2019 Admin Fees									

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #019B Custodial</u> <u>Supplies</u>	<u>Bid #019B Custodial</u> <u>Supplies</u>	<u>Bid #019.5A</u> <u>Telescopic Seating</u>	<u>Bid #019.5A</u> <u>Telescopic Seating</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>
Response Status	Billing State:	State Industrial Products, Sales	State Industrial Products, Fees Rcvd	Hussey Seating, Sales	Hussey Seating, Fees Rcvd	Kompan, Sales	Kompan, Fees Rcvd	Playcraft Systems, Sales	Playcraft Systems, Fees Rcvd
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	\$574.41	\$11.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #019B Custodial</u> <u>Supplies</u>	<u>Bid #019B Custodial</u> <u>Supplies</u>	<u>Bid #019.5A</u> <u>Telescopic Seating</u>	<u>Bid #019.5A</u> <u>Telescopic Seating</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>	
Response Status	Billing State:	State Industrial Products, Sales	State Industrial Products, Fees Rcvd	Hussey Seating, Sales	Hussey Seating, Fees Rcvd	Kompan, Sales	Kompan, Fees Rcvd	Kompan, Fees Rcvd	Playcraft Systems, Sales	Playcraft Systems, Fees Rcvd
2019 Sales & Fees-Submitted	North Dakota	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
North Dakota 2019 Total Sales & Fees										
2019 Sales & Fees-Submitted	Ohio	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Ohio 2019 Total Sales & Fees										
2019 Sales & Fees-Submitted	Oregon	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Oregon 2019 Total Sales & Fees										
2019 Sales & Fees-Submitted	Pennsylvania	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Pennsylvania 2019 Total Sales & Fees										
2019 Sales & Fees-Submitted	Texas	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Texas 2019 Total Sales & Fees										
2019 Sales & Fees-Submitted	Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Virginia 2019 Total Sales & Fees										
2019 Sales & Fees-Submitted	Washington	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Washington 2019 Total Sales & Fees										
2019 Sales & Fees-Submitted	West Virginia	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
West Virginia 2019 Total Sales & Fees										
2019 Sales & Fees-Submitted	Wisconsin	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Wisconsin 2019 Total Sales & Fees										
2019 Sales & Fees-Submitted	Wyoming	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Wyoming 2019 Total Sales & Fees	Wyoming									

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #019B Custodial Su</u>	<u>Bid #019B Custodial Su</u>	<u>Bid #019.5A Telescopic</u>	<u>Bid #019.5A Telescopic</u>	<u>Bid #019.5B Playground</u>	<u>Bid #019.5B Playground</u>	<u>Bid #019.5B Playground</u>	<u>Bid #019.5B Playground</u>
Response Status	Billing State:	State Industrial Products, Sales	State Industrial Products, Fees Rcvd	Hussey Seating, Sales	Hussey Seating, Fees Rcvd	Kompan, Sales	Kompan, Fees Rcvd	Playcraft Systems, Sales	Playcraft Systems, Fees Rcvd
Total 2019 Sales		\$574.41		\$0.00		\$0.00		\$0.00	
Total 2019 Admin Fees			\$11.49		\$0.00		\$0.00		\$0.00
				Bid #019.5					
Totals By Bids				\$0.00					
Total 2019 Sales				\$0.00					
Total 2019 Admin Fees									

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>	<u>2019 Total Sales</u>	<u>2019 Total Admin</u> <u>Fees</u>	<u>2019 Grand Total</u> <u>Sales</u>	<u>2019 Grand Total</u> <u>Admin Fees</u>	<u>Bid Year</u>
Response Status	Billing State:	Romtec, Sales	Romtec, Fees Revd					Response Status
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	\$0.00	\$0.00	\$106,289,630.76 \$0.00	\$1,681,545.93 \$0.00	\$106,289,630.76	\$1,681,545.93	2019 Sales & Fees-Submitted California 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	\$0.00	\$0.00	\$17,780,512.95 \$0.00	\$245,586.11 \$0.00	\$17,780,512.95	\$245,586.11	2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	\$0.00	\$0.00	\$10,621,624.26 \$0.00	\$199,702.23 \$0.00	\$10,621,624.26	\$199,702.23	2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	\$0.00	\$0.00	\$15,341,233.97 \$0.00	\$260,730.84 \$0.00	\$15,341,233.97	\$260,730.84	2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	\$0.00	\$0.00	\$575,233.99 \$0.00	\$11,504.66 \$0.00	\$575,233.99	\$11,504.66	2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	\$0.00	\$0.00	\$9,221,793.20 \$0.00	\$196,353.96 \$0.00	\$9,221,793.20	\$196,353.96	2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	\$0.00	\$0.00	\$10,393,299.26 \$0.00	\$233,478.03 \$0.00	\$10,393,299.26	\$233,478.03	2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	\$0.00	\$0.00	\$7,988,414.80 \$0.00	\$178,652.09 \$0.00	\$7,988,414.80	\$178,652.09	2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	\$0.00	\$0.00	\$27,477,276.18 \$0.00	\$511,058.93 \$0.00	\$27,477,276.18	\$511,058.93	2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	\$0.00	\$0.00	\$13,871,716.81 \$0.00	\$266,537.49 \$0.00	\$13,871,716.81	\$266,537.49	2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	\$0.00	\$0.00	\$2,492,925.22 \$0.00	\$49,621.44 \$0.00	\$2,492,925.22	\$49,621.44	2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	\$0.00	\$0.00	\$4,034,621.40 \$0.00	\$79,538.96 \$0.00	\$4,034,621.40	\$79,538.96	2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	\$0.00	\$0.00	\$10,933,949.03 \$0.00	\$219,312.42 \$0.00	\$10,933,949.03	\$219,312.42	2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	\$0.00	\$0.00	\$24,259,001.97 \$0.00	\$471,545.61 \$0.00	\$24,259,001.97	\$471,545.61	2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	\$0.00	\$0.00	\$4,918,252.33 \$0.00	\$96,058.36 \$0.00	\$4,918,252.33	\$96,058.36	2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	\$0.00	\$0.00	\$4,403,767.45 \$0.00	\$79,966.00 \$0.00	\$4,403,767.45	\$79,966.00	2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	\$0.00	\$0.00	\$31,162,233.17 \$0.00	\$649,953.87 \$0.00	\$31,162,233.17	\$649,953.87	2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	\$0.00	\$0.00	\$21,439,497.94 \$0.00	\$422,626.33 \$0.00	\$21,439,497.94	\$422,626.33	2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>	<u>Bid #019.5B</u> <u>Playground & Req</u>	<u>2019 Total Sales</u>	<u>2019 Total Admin</u> <u>Fees</u>	<u>2019 Grand Total</u> <u>Sales</u>	<u>2019 Grand Total</u> <u>Admin Fees</u>	<u>Bid Year</u>
Response Status	Billing State:	Romtec, Sales	Romtec, Fees Rcvd					Response Status
2019 Sales & Fees-Submitted	North Dakota	\$0.00	\$0.00	\$2,037,581.43	\$39,592.43			2019 Sales & Fees-Submitted
North Dakota 2019 Total Sales & Fees				\$0.00	\$0.00	\$2,037,581.43	\$39,592.43	North Dakota 2019 Total Sales & Fees
2019 Sales & Fees-Submitted	Ohio	\$0.00	\$0.00	\$39,021,685.25	\$748,819.50			2019 Sales & Fees-Submitted
Ohio 2019 Total Sales & Fees				\$0.00	\$0.00	\$39,021,685.25	\$748,819.50	Ohio 2019 Total Sales & Fees
2019 Sales & Fees-Submitted	Oregon	\$0.00	\$0.00	\$18,628,882.02	\$322,646.75			2019 Sales & Fees-Submitted
Oregon 2019 Total Sales & Fees				\$0.00	\$0.00	\$18,628,882.02	\$322,646.75	Oregon 2019 Total Sales & Fees
2019 Sales & Fees-Submitted	Pennsylvania	\$0.00	\$0.00	\$35,446,787.66	\$699,256.52			2019 Sales & Fees-Submitted
Pennsylvania 2019 Total Sales & Fees				\$0.00	\$0.00	\$35,446,787.66	\$699,256.52	Pennsylvania 2019 Total Sales & Fees
2019 Sales & Fees-Submitted	Texas	\$0.00	\$0.00	\$11,129,793.72	\$154,591.47			2019 Sales & Fees-Submitted
Texas 2019 Total Sales & Fees				\$0.00	\$0.00	\$11,129,793.72	\$154,591.47	Texas 2019 Total Sales & Fees
2019 Sales & Fees-Submitted	Virginia	\$0.00	\$0.00	\$16,512,058.26	\$297,327.71			2019 Sales & Fees-Submitted
Virginia 2019 Total Sales & Fees				\$0.00	\$0.00	\$16,512,058.26	\$297,327.71	Virginia 2019 Total Sales & Fees
2019 Sales & Fees-Submitted	Washington	\$0.00	\$0.00	\$50,522,457.00	\$962,708.00			2019 Sales & Fees-Submitted
Washington 2019 Total Sales & Fees				\$0.00	\$0.00	\$50,522,457.00	\$962,708.00	Washington 2019 Total Sales & Fees
2019 Sales & Fees-Submitted	West Virginia	\$0.00	\$0.00	\$11,585,834.46	\$456,345.93			2019 Sales & Fees-Submitted
West Virginia 2019 Total Sales & Fees				\$0.00	\$0.00	\$11,585,834.46	\$456,345.93	West Virginia 2019 Total Sales & Fees
2019 Sales & Fees-Submitted	Wisconsin	\$0.00	\$0.00	\$5,991,289.91	\$100,634.83			2019 Sales & Fees-Submitted
Wisconsin 2019 Total Sales & Fees				\$0.00	\$0.00	\$5,991,289.91	\$100,634.83	Wisconsin 2019 Total Sales & Fees
2019 Sales & Fees-Submitted	Wyoming	\$0.00	\$0.00	\$6,222,001.33	\$121,657.12			2019 Sales & Fees-Submitted
Wyoming 2019 Total Sales & Fees	Wyoming			\$0.00	\$0.00	\$6,222,001.33	\$121,657.12	Wyoming 2019 Total Sales & Fees

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid #019.5B Playground</u>	<u>Bid #019.5B Playground & Req</u>	<u>2019 Total Sales</u>	<u>2019 Total Admin</u> <u>Fees</u>	<u>2019 Grand Total</u> <u>Sales</u>	<u>2019 Grand Total</u> <u>Admin Fees</u>	<u>Response Status</u>
Response Status	Billing State:	Romtec, Sales	Romtec, Fees Rcvd					
Total 2019 Sales		\$0.00		\$520,303,355.73		Total 2019 Sales		
Total 2019 Admin Fees			\$0.00		\$9,757,353.52	Total 2019 Admin Fees		
Totals By Bids				\$520,303,355.73		Totals By Bids		
Total 2019 Sales				\$9,757,353.52		Total 2019 Sales		
Total 2019 Admin Fees						Total 2019 Admin Fees		

AEPA Member Sales & Fees 2019
Report April 4, 2020 (2019 Report)

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid Year</u>		
Response Status	Billing State:	Billing State:	Members (Name)	Entry Time
2019 Sales & Fees-Submitted California 2019 Total Sales & Fees	California	California California	CALSAVE/Epylon Corporation	2/26/20 10:06 PM
2019 Sales & Fees-Submitted Colorado 2019 Total Sales & Fees	Colorado	Colorado Colorado	Colorado BOCES Association	3/5/20 5:16 PM
2019 Sales & Fees-Submitted Connecticut 2019 Total Sales & Fees	Connecticut	Connecticut Connecticut	CREC	2/27/20 7:21 PM
2019 Sales & Fees-Submitted Florida 2019 Total Sales & Fees	Florida	Florida Florida	PAEC	2/10/20 9:13 PM
2019 Sales & Fees-Submitted Georgia 2019 Total Sales & Fees	Georgia	Georgia Georgia	Cooperative Purchasing Agency (Georgia)	2/28/20 1:56 PM
2019 Sales & Fees-Submitted Illinois 2019 Total Sales & Fees	Illinois	Illinois Illinois	Illinois Learning Technology Purchase Program	3/10/20 3:50 PM
2019 Sales & Fees-Submitted Indiana 2019 Total Sales & Fees	Indiana	Indiana Indiana	IAESC	3/11/20 1:50 PM
2019 Sales & Fees-Submitted Iowa 2019 Total Sales & Fees	Iowa	Iowa Iowa	AEA Purchasing	3/3/20 3:27 PM
2019 Sales & Fees-Submitted Kansas 2019 Total Sales & Fees	Kansas	Kansas Kansas	Southeast Kansas Education Service Center	3/13/20 7:15 PM
2019 Sales & Fees-Submitted Kentucky 2019 Total Sales & Fees	Kentucky	Kentucky Kentucky	Green River Regional Educational Coop	3/10/20 3:03 PM
2019 Sales & Fees-Submitted Massachusetts 2019 Total Sales & Fees	Massachusetts	Massachusetts Massachusetts	The Education Cooperative (TEC)	3/13/20 12:33 PM
2019 Sales & Fees-Submitted Michigan 2019 Total Sales & Fees	Michigan	Michigan Michigan	Oakland Schools	2/28/20 6:18 PM
2019 Sales & Fees-Submitted Minnesota 2019 Total Sales & Fees	Minnesota	Minnesota Minnesota	Minnesota Service Cooperatives	3/13/20 7:39 PM
2019 Sales & Fees-Submitted Missouri 2019 Total Sales & Fees	Missouri	Missouri Missouri	EducationPlus	3/13/20 7:00 PM
2019 Sales & Fees-Submitted Montana 2019 Total Sales & Fees	Montana	Montana Montana	Montana Cooperative Service Coop	2/16/20 12:20 AM
2019 Sales & Fees-Submitted Nebraska 2019 Total Sales & Fees	Nebraska	Nebraska Nebraska	Nebraska ESUCC Cooperative Purchasing	3/13/20 7:36 PM
2019 Sales & Fees-Submitted New Jersey 2019 Total Sales & Fees	New Jersey	New Jersey New Jersey	Educational Service Commission of New Jersey	2/11/20 4:42 PM
2019 Sales & Fees-Submitted New Mexico 2019 Total Sales & Fees	New Mexico	New Mexico New Mexico	Cooperative Educational Services - NM	3/19/20 10:57 PM

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid Year</u>	
Response Status	Billing State:	Billing State:	Members (Name) Entry Time
2019 Sales & Fees-Submitted North Dakota 2019 Total Sales & Fees	North Dakota	North Dakota North Dakota	North Dakota Educators Service Cooperative 3/12/20 7:53 PM
2019 Sales & Fees-Submitted Ohio 2019 Total Sales & Fees	Ohio	Ohio Ohio	Ohio Council of Educational Purchasing Consort 3/5/20 2:11 PM
2019 Sales & Fees-Submitted Oregon 2019 Total Sales & Fees	Oregon	Oregon Oregon	InterMountain Educational 3/20/20 7:16 PM
2019 Sales & Fees-Submitted Pennsylvania 2019 Total Sales & Fees	Pennsylvania	Pennsylvania Pennsylvania	Keystone Purchasing Network 3/10/20 7:44 PM
2019 Sales & Fees-Submitted Texas 2019 Total Sales & Fees	Texas	Texas Texas	Region 16 Education Service Center 3/12/20 2:44 PM
2019 Sales & Fees-Submitted Virginia 2019 Total Sales & Fees	Virginia	Virginia Virginia	Fairfax County Public Schools 3/20/20 8:40 PM
2019 Sales & Fees-Submitted Washington 2019 Total Sales & Fees	Washington	Washington Washington	King County Directors' Association 3/10/20 7:23 PM
2019 Sales & Fees-Submitted West Virginia 2019 Total Sales & Fees	West Virginia	West Virginia West Virginia	Regional Educational Service Center Agency 2 3/13/20 11:53 AM
2019 Sales & Fees-Submitted Wisconsin 2019 Total Sales & Fees	Wisconsin	Wisconsin Wisconsin	CESA Purchasing 3/19/20 5:09 PM
2019 Sales & Fees-Submitted Wyoming 2019 Total Sales & Fees	Wyoming	Wyoming Wyoming	NEW BOCES 3/2/20 2:14 PM

<u>Bid Year</u>	<u>Billing State:</u>	<u>Bid Year</u>	
Response Status	Billing State:	State:	Members (Name)

Total 2019 Sales
Total 2019 Admin Fees

Total 2019 Sales
Total 2019 Admin Fees

Totals By Bids
Total 2019 Sales
Total 2019 Admin Fees

Totals By Bids
Total 2019 Sales
Total 2019 Admin Fees

Member Signed 2019 Contracts
Report March 23, 2020 (2019 Report)

<u>Response Status</u>	<u>States</u>	<u>2. Name (First)</u>	<u>2. Name (Last)</u>	AstroTurf	Best Plumbing	BioFit Engineered Products	BLICK Art Materials	Busch Systems International Inc.	CDW-G	Daktronics	Dude Solutions Inc	Facility Solutions Group	Field Turf USA - Synthetic Turf	Field Turf USA - Tracks & Courts
2019 Signed Contracts-Submitted	California	Racquel	Landolf	1	1	1	1	1	1	1	1	1	1	1
2019 Signed Contracts-Submitted	Colorado	Tim	Sanger	1	1	1	1	1	1	1	1	1	1	1
2019 Signed Contracts-Submitted	Connecticut	Cara	Hart	1	1	1	1	1	1	1	1	1	1	1
2019 Signed Contracts-Submitted	Florida	Judy	Hall	1	1	1	1	1	1	1	1	1	0	0
2019 Signed Contracts-Not Submitted	Georgia													
2019 Signed Contracts-Not Submitted	Illinois													
2019 Signed Contracts-Not Submitted	Indiana													
2019 Signed Contracts-Submitted	Iowa	Joni	Puffett	0	1	1	1	1	1	1	1	1	0	0
2019 Signed Contracts-Submitted	Kansas	Tina	Smith	1	1	1	1	1	1	1	1	1	1	1
2019 Signed Contracts-Submitted	Kentucky	Ann	Burden	1	1	1	1	1	1	1	1	1	1	1
2019 Signed Contracts-Submitted	Massachusetts	Joan	Preble	0	0	1	1	1	1	0	1	0	0	0
2019 Signed Contracts-Submitted	Michigan	Michelle	Selak	1	1	1	1	1	1	1	0	1	1	1
2019 Signed Contracts-Submitted	Minnesota	Melissa	Mattson	1	1	1	1	1	1	1	0	1	1	0
2019 Signed Contracts-Not Submitted	Missouri													
2019 Signed Contracts-Not Submitted	Montana													
2019 Signed Contracts-Submitted	Nebraska	Craig	Peterson	1	1	1	1	1	1	1	1	1	1	1
2019 Signed Contracts-Submitted	New Jersey	Teresa	Gerstacker	0	0	0	0	0	0	1	0	0	1	1
2019 Signed Contracts-Not Submitted	New Mexico													
2019 Signed Contracts-Submitted	North Dakota	Jane	Eastes	1	1	1	1	1	1	1	1	1	1	0
2019 Signed Contracts-Submitted	Ohio	Elmo	Kallner	1	1	1	1	1	1	1	1	1	1	1
2019 Signed Contracts-Not Submitted	Oregon													
2019 Signed Contracts-Submitted	Pennsylvania	Jeff	Kimball	0	1	1	1	1	1	1	1	1	0	0
2019 Signed Contracts-Not Submitted	Texas													
2019 Signed Contracts-Not Submitted	Virginia													
2019 Signed Contracts-Submitted	Washington	THOMAS	KIM	0	0	1	0	0	1	1	1	1	1	1
2019 Signed Contracts-Submitted	West Virginia	Tinessa	Williamson	1	1	1	1	1	1	1	1	1	1	1
2019 Signed Contracts-Submitted	Wisconsin	Jane	Wray	1	1	1	1	1	1	1	1	1	1	1
2019 Signed Contracts-Submitted	Wyoming	Nita	Werner	1	1	1	1	0	1	1	1	1	1	1

<u>Response Status</u>	<u>States</u>	<u>2. Name (First)</u>	<u>2. Name (Last)</u>	AstroTurf	Best Plumbing	BioFit Engineered Products	BLICK Art Materials	Busch Systems International Inc.	CDW-G	Daktronics	Dude Solutions Inc	Facility Solutions Group	Field Turf USA - Synthetic Turf	Field Turf USA - Tracks & Courts
------------------------	---------------	------------------------	-----------------------	-----------	---------------	----------------------------	---------------------	----------------------------------	-------	------------	--------------------	--------------------------	---------------------------------	----------------------------------

<u>States</u>	Hellas Construction, Inc - Synthetic Turf	Hellas Construction, Inc - Tracks & Courts	Hillyard Inc.	Hussey Seating Company	Kompan Inc	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	Pitsco Inc
California	1	1	0			1	1	1	1	1	1	0	1	1	1
Colorado	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Connecticut	0	0	1	1	1	1	1	1	1	1	1	1	1	1	1
Florida	1	1	1			1	1	1	1	1	0	0	1	1	1
Georgia															
Illinois															
Indiana															
Iowa	0	0	1	1	1	1	1	1	1	1	1	0	1	1	1
Kansas	1	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	1
Massachusetts	0	0	1	0	0	1	1	1	1	1	1	0	1	1	1
Michigan	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Minnesota	1	1	1	0	1	1	1	1	1	1	1	0	1	1	1
Missouri															
Montana															
Nebraska	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
New Jersey	1	1	0	0	0	1	0	1	0	1	0	0	1	0	0
New Mexico															
North Dakota	1	1	1	0	1	1	1	1	1	1	1	0	1	1	1
Ohio	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Oregon															
Pennsylvania	0	0	0	1	1	1	1	1	1	1	0	0	1	1	1
Texas															
Virginia															
Washington	1	1	0	0	0	1	1	1	1	1	0	0	0	0	1
West Virginia	1	1	1	0	1	1	1	1	1	1	1	1	1	1	1
Wisconsin	1	1	1	1	1	1	1	1	0	1	1	0	1	1	1
Wyoming	1	1	1	1	1	1	1	1	1	1	1	0	1	1	1
<u>States</u>	<i>Hellas Construction, Inc - Synthetic Turf</i>	<i>Hellas Construction, Inc - Tracks & Courts</i>	<i>Hillyard Inc.</i>	<i>Hussey Seating Company</i>	<i>Kompan Inc</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>Pitsco Inc</i>

<u>States</u>	Playcraft Systems Inc	Progressive Services INC	Quill - Instructional Supply Catalog	Quill - Office Supplies Catalog	Romtec Inc	School Health	School Specialty - Furniture	School Specialty - Instructional Supply Catalog	School Specialty - Sports Equipment	Shaw Sports Turf- Synthetic Turf
California		1	1	1		0	1	1	1	1
Colorado	1	1	1	1	1	1	1	1	1	1
Connecticut	1	0	1	1	1	0	1	0	0	1
Florida		1	1	1		1	1	1	1	1
Georgia										
Illinois										
Indiana										
Iowa	1	0	1	1	1	0	1	1	1	0
Kansas	1	1	1	1	1	1	1	1	1	1
Kentucky	1	1	1	1	1	1	1	1	1	1
Massachusetts	0	0	1	1	0	1	1	1	1	0
Michigan	1	1	1	1	1	1	1	1	1	1
Minnesota	0	0	0	0	1	1	1	1	1	1
Missouri										
Montana										
Nebraska	1	1	1	1	1	1	1	1	1	1
New Jersey	0	0	0	0	0	0	1	0	0	1
New Mexico										
North Dakota	1	0	0	0	1	1	1	1	1	1
Ohio	1	1	1	1	1	1	1	1	1	1
Oregon										
Pennsylvania	1	0	1	1	0	1	1	1	1	0
Texas										
Virginia										
Washington	0	1	0	0	0	0	0	0	0	0
West Virginia	1	1	1	1	1	1	1	1	1	1
Wisconsin	1	0	1	1	1	1	1	1	1	1
Wyoming	1	1	1	1	1	1	1	1	1	1

<u>States</u>	Playcraft Systems Inc	Progressive Services INC	Quill - Instructional Supply Catalog	Quill - Office Supplies Catalog	Romtec Inc	School Health	School Specialty - Furniture	School Specialty - Instructional Supply Catalog	School Specialty - Sports Equipment	Shaw Sports Turf- Synthetic Turf
---------------	-----------------------	--------------------------	--------------------------------------	---------------------------------	------------	---------------	------------------------------	---	-------------------------------------	----------------------------------

Member Signed 2019 Contracts w/Reasons

Report March 23, 2020 (2019 Report)

<u>Response Status</u>	<u>States</u>	<u>2. Name (First)</u>	<u>2. Name (Last)</u>	AstroTurf	Best Plumbing	BioFit Engineered Products	BLICK Art Materials	Busch Systems International Inc.
2019 Signed Contracts-Submitted	California	Racquel	Landolf	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Colorado	Tim	Sanger	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Connecticut	Cara	Hart	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Florida	Judy	Hall	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Not Submitted	Georgia							
2019 Signed Contracts-Not Submitted	Illinois							
2019 Signed Contracts-Not Submitted	Indiana							
2019 Signed Contracts-Submitted	Iowa	Joni	Puffett	No- Not an area we support	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Kansas	Tina	Smith	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Kentucky	Ann	Burden	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Massachusetts	Joan	Preble	No- Legally can't sign	No- Legally can't sign	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Michigan	Michelle	Selak	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Minnesota	Melissa	Mattson	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Not Submitted	Missouri							
2019 Signed Contracts-Not Submitted	Montana							
2019 Signed Contracts-Submitted	Nebraska	Craig	Peterson	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	New Jersey	Teresa	Gerstacker	No- We have our own contract	No- We have our own contract	No- Other	No- We have our own contract	No- We have our own contract
2019 Signed Contracts-Not Submitted	New Mexico							
2019 Signed Contracts-Submitted	North Dakota	Jane	Eastes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Ohio	Elmo	Kallner	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Not Submitted	Oregon							
2019 Signed Contracts-Submitted	Pennsylvania	Jeff	Kimball	No- Legally can't sign	Yes	Yes	Yes	Yes
2019 Signed Contracts-Not Submitted	Texas							
2019 Signed Contracts-Not Submitted	Virginia							
2019 Signed Contracts-Submitted	Washington	THOMAS	KIM	No- Other	No- Other	Yes	No- Other	No- Other
2019 Signed Contracts-Submitted	West Virginia	Tinessa	Williamson	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Wisconsin	Jane	Wray	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Wyoming	Nita	Werner	Yes	Yes	Yes	Yes	No- Other

Member Signed 2019 Contracts w/Reasons
Report March 23, 2020 (2019 Report)
Response Status

<u>Response Status</u>	<u>States</u>	CDW-G	Daktronics	Dude Solutions Inc	Facility Solutions Group	Field Turf USA - Synthetic Turf	Field Turf USA - Tracks & Courts
2019 Signed Contracts-Submitted	California	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Colorado	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Connecticut	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Florida	Yes	Yes	Yes	Yes	No- Other	No- Other
2019 Signed Contracts-Not Submitted	Georgia						
2019 Signed Contracts-Not Submitted	Illinois						
2019 Signed Contracts-Not Submitted	Indiana						
2019 Signed Contracts-Submitted	Iowa	Yes	Yes	Yes	Yes	No- Not an area we support	No- Not an area we support
2019 Signed Contracts-Submitted	Kansas	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Kentucky	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Massachusetts	Yes	No- Legally can't sign	Yes	No- Legally can't sign	No- Legally can't sign	No- Legally can't sign
2019 Signed Contracts-Submitted	Michigan	Yes	Yes	No- Other	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Minnesota	Yes	Yes	No- Other	Yes	Yes	No- Other
2019 Signed Contracts-Not Submitted	Missouri						
2019 Signed Contracts-Not Submitted	Montana						
2019 Signed Contracts-Submitted	Nebraska	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	New Jersey	No- We have our own contract	Yes	No- Other	No- We have our own contract	Yes	Yes
2019 Signed Contracts-Not Submitted	New Mexico						
2019 Signed Contracts-Submitted	North Dakota	Yes	Yes	Yes	Yes	Yes	No- Other
2019 Signed Contracts-Submitted	Ohio	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Not Submitted	Oregon						
2019 Signed Contracts-Submitted	Pennsylvania	Yes	Yes	Yes	Yes	No- We have our own contract	No- We have our own contract
2019 Signed Contracts-Not Submitted	Texas						
2019 Signed Contracts-Not Submitted	Virginia						
2019 Signed Contracts-Submitted	Washington	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	West Virginia	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Wisconsin	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Wyoming	Yes	Yes	Yes	Yes	Yes	Yes

Member Signed 2019 Contracts w/Reasons

Report March 23, 2020 (2019 Report)

<u>Response Status</u>	<u>States</u>	Hellas Construction, Inc - Synthetic Turf	Hellas Construction, Inc - Tracks & Courts	Hillyard Inc.	Hussey Seating Company	Kompan Inc	Konica Minolta
2019 Signed Contracts-Submitted	California	Yes	Yes	In the Process of Signing			Yes
2019 Signed Contracts-Submitted	Colorado	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Connecticut	No- Other	No- Other	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Florida	Yes	Yes	Yes			Yes
2019 Signed Contracts-Not Submitted	Georgia						
2019 Signed Contracts-Not Submitted	Illinois						
2019 Signed Contracts-Not Submitted	Indiana						
2019 Signed Contracts-Submitted	Iowa	No- Not an area we support	No- Not an area we support	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Kansas	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Kentucky	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Massachusetts	No- Legally can't sign	No- Legally can't sign	Yes	No- Other	No- Other	Yes
2019 Signed Contracts-Submitted	Michigan	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Minnesota	Yes	Yes	Yes	No- We have our own contract	Yes	Yes
2019 Signed Contracts-Not Submitted	Missouri						
2019 Signed Contracts-Not Submitted	Montana						
2019 Signed Contracts-Submitted	Nebraska	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	New Jersey	Yes	Yes	No- We have our own contract	No- We have our own contract	No- Other	Yes
2019 Signed Contracts-Not Submitted	New Mexico						
2019 Signed Contracts-Submitted	North Dakota	Yes	Yes	Yes	No- We have our own contract	Yes	Yes
2019 Signed Contracts-Submitted	Ohio	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Not Submitted	Oregon						
2019 Signed Contracts-Submitted	Pennsylvania	No- Legally can't sign	No- Legally can't sign	No- Other	Yes	Yes	Yes
2019 Signed Contracts-Not Submitted	Texas						
2019 Signed Contracts-Not Submitted	Virginia						
2019 Signed Contracts-Submitted	Washington	Yes	Yes	No- Other	No- Other	No- Other	Yes
2019 Signed Contracts-Submitted	West Virginia	Yes	Yes	Yes	In the Process of Signing	Yes	Yes
2019 Signed Contracts-Submitted	Wisconsin	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Wyoming	Yes	Yes	Yes	Yes	Yes	Yes

Member Signed 2019 Contracts w/Reasons

Report March 23, 2020 (2019 Report)

<u>Response Status</u>	<u>States</u>	Kranos Corp (DBA Schutt Sports)	Kyocera Mita	Mackin Educational Resources	Midwest Technology Products	MNJ	Motz Group - Synthetic Turf	National Business Furniture
2019 Signed Contracts-Submitted	California	Yes	Yes	Yes	Yes	Yes	No- Other	Yes
2019 Signed Contracts-Submitted	Colorado	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Connecticut	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Florida	Yes	Yes	Yes	Yes	No- Other	No- Other	Yes
2019 Signed Contracts-Not Submitted	Georgia							
2019 Signed Contracts-Not Submitted	Illinois							
2019 Signed Contracts-Not Submitted	Indiana							
2019 Signed Contracts-Submitted	Iowa	Yes	Yes	Yes	Yes	Yes	No- Not an area we support	Yes
2019 Signed Contracts-Submitted	Kansas	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Kentucky	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Massachusetts	Yes	Yes	Yes	Yes	Yes	No- Legally can't sign	Yes
2019 Signed Contracts-Submitted	Michigan	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Minnesota	Yes	Yes	Yes	Yes	Yes	No- Other	Yes
2019 Signed Contracts-Not Submitted	Missouri							
2019 Signed Contracts-Not Submitted	Montana							
2019 Signed Contracts-Submitted	Nebraska	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	New Jersey	No- We have our own contract	Yes	No- Other	Yes	No- We have our own contract	No- Other	Yes
2019 Signed Contracts-Not Submitted	New Mexico							
2019 Signed Contracts-Submitted	North Dakota	Yes	Yes	Yes	Yes	Yes	No- Other	Yes
2019 Signed Contracts-Submitted	Ohio	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Not Submitted	Oregon							
2019 Signed Contracts-Submitted	Pennsylvania	Yes	Yes	Yes	Yes	No- Other	No- Legally can't sign	Yes
2019 Signed Contracts-Not Submitted	Texas							
2019 Signed Contracts-Not Submitted	Virginia							
2019 Signed Contracts-Submitted	Washington	Yes	Yes	Yes	Yes	No- Other	No- Other	No- Other
2019 Signed Contracts-Submitted	West Virginia	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Wisconsin	Yes	Yes	No- Other	Yes	Yes	No- Other	Yes
2019 Signed Contracts-Submitted	Wyoming	Yes	Yes	Yes	Yes	Yes	No- Other	Yes

Member Signed 2019 Contracts w/Reasons

Report March 23, 2020 (2019 Report)

Response StatusStates

Partac Peat Corporation

Pitsco Inc

Playcraft Systems Inc

Progressive Services
INCQuill - Instructional Supply
Catalog

Quill - Office Supplies Catalog

2019 Signed Contracts-Submitted	California	Yes	Yes		Yes	Yes	Yes
2019 Signed Contracts-Submitted	Colorado	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Connecticut	Yes	Yes	Yes	No- Other	Yes	Yes
2019 Signed Contracts-Submitted	Florida	Yes	Yes		Yes	Yes	Yes
2019 Signed Contracts-Not Submitted	Georgia						
2019 Signed Contracts-Not Submitted	Illinois						
2019 Signed Contracts-Not Submitted	Indiana						
2019 Signed Contracts-Submitted	Iowa	Yes	Yes	Yes	No- Other	Yes	Yes
2019 Signed Contracts-Submitted	Kansas	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Kentucky	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Massachusetts	Yes	Yes	No- Other	No- Legally can't sign	Yes	Yes
2019 Signed Contracts-Submitted	Michigan	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Minnesota	Yes	Yes	No- Other	No- Other	No- Other	No- Other
2019 Signed Contracts-Not Submitted	Missouri						
2019 Signed Contracts-Not Submitted	Montana						
2019 Signed Contracts-Submitted	Nebraska	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	New Jersey	No- We have our own contract	No- Other	No- We have our own contract	No- Other	No- We have our own contract	No- We have our own contract
2019 Signed Contracts-Not Submitted	New Mexico						
2019 Signed Contracts-Submitted	North Dakota	Yes	Yes	Yes	No- Other	No- Other	No- Other
2019 Signed Contracts-Submitted	Ohio	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Not Submitted	Oregon						
2019 Signed Contracts-Submitted	Pennsylvania	Yes	Yes	Yes	No- Legally can't sign	Yes	Yes
2019 Signed Contracts-Not Submitted	Texas						
2019 Signed Contracts-Not Submitted	Virginia						
2019 Signed Contracts-Submitted	Washington	No- Other	Yes	No- Other	Yes	No- Other	No- Other
2019 Signed Contracts-Submitted	West Virginia	Yes	Yes	Yes	Yes	Yes	Yes
2019 Signed Contracts-Submitted	Wisconsin	Yes	Yes	Yes	No- Other	Yes	Yes
2019 Signed Contracts-Submitted	Wyoming	Yes	Yes	Yes	Yes	Yes	Yes

Member Signed 2019 Contracts w/Reasons

Report March 23, 2020 (2019 Report)

<u>Response Status</u>	<u>States</u>	Sports Surfaces Distributing - Hardwood & Synthetic Flooring	State Industrial Products	Techline Sports Lighting	WTI/Tremco	<u># Signed Contracts</u>	<u>States</u>	
2019 Signed Contracts-Submitted	California	Yes	No- Other	Yes	Yes	0	California	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	Colorado	Yes	Yes	Yes	Yes	0	Colorado	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	Connecticut	Yes	Yes	Yes	Yes	0	Connecticut	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	Florida	Yes	Yes	Yes	Yes	0	Florida	2019 Signed Contracts-Submitted
2019 Signed Contracts-Not Submitted	Georgia					0	Georgia	2019 Signed Contracts-Not Submitted
2019 Signed Contracts-Not Submitted	Illinois					0	Illinois	2019 Signed Contracts-Not Submitted
2019 Signed Contracts-Not Submitted	Indiana					0	Indiana	2019 Signed Contracts-Not Submitted
2019 Signed Contracts-Submitted	Iowa	No- Not an area we support	Yes	No- Other	Yes	0	Iowa	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	Kansas	Yes	Yes	Yes	Yes	0	Kansas	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	Kentucky	Yes	Yes	Yes	Yes	0	Kentucky	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	Massachusetts	No- Legally can't sign	Yes	No- Legally can't sign	No- Legally can't sign	0	Massachusetts	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	Michigan	Yes	Yes	Yes	Yes	0	Michigan	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	Minnesota	No- We have our own contract	Yes	Yes	Yes	0	Minnesota	2019 Signed Contracts-Submitted
2019 Signed Contracts-Not Submitted	Missouri					0	Missouri	2019 Signed Contracts-Not Submitted
2019 Signed Contracts-Not Submitted	Montana					0	Montana	2019 Signed Contracts-Not Submitted
2019 Signed Contracts-Submitted	Nebraska	Yes	Yes	Yes	Yes	0	Nebraska	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	New Jersey	No- We have our own contract	No- Other	No- Other	Yes	0	New Jersey	2019 Signed Contracts-Submitted
2019 Signed Contracts-Not Submitted	New Mexico					0	New Mexico	2019 Signed Contracts-Not Submitted
2019 Signed Contracts-Submitted	North Dakota	No- We have our own contract	Yes	Yes	Yes	0	North Dakota	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	Ohio	Yes	Yes	Yes	Yes	0	Ohio	2019 Signed Contracts-Submitted
2019 Signed Contracts-Not Submitted	Oregon					0	Oregon	2019 Signed Contracts-Not Submitted
2019 Signed Contracts-Submitted	Pennsylvania	Yes	No- Other	No- Other	Yes	0	Pennsylvania	2019 Signed Contracts-Submitted
2019 Signed Contracts-Not Submitted	Texas					0	Texas	2019 Signed Contracts-Not Submitted
2019 Signed Contracts-Not Submitted	Virginia					0	Virginia	2019 Signed Contracts-Not Submitted
2019 Signed Contracts-Submitted	Washington	No- Other	No- Other	No- Other	Yes	0	Washington	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	West Virginia	Yes	Yes	Yes	Yes	0	West Virginia	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	Wisconsin	Yes	Yes	Yes	Yes	0	Wisconsin	2019 Signed Contracts-Submitted
2019 Signed Contracts-Submitted	Wyoming	Yes	Yes	Yes	Yes	0	Wyoming	2019 Signed Contracts-Submitted

Administrative Committees

Category	Chairperson	Member	Member	Member	Member	Ex Oficio Members
Executive Committee	Tamra Hurst OH	Kevin Benson GA (7.1.2020)	Jane Eastes ND	Larche Hardy FL	Anna Marie Hollander MI	George Wilson Ex Dir
		Dave Malhalko WA	Andrew Pickens TX	Joni Puffett IA (7.1.2020)	Tina Smith KS	Regina Jackson, Legal Council
		Robin Strauser NM				Joan Wade, Ex Dir, AESA John Bass, CFO, AESA
Bid Committee	Jane Eastes ND	Anna Marie Hollander MI	Michelle Pratt VA	Robin Strauser NM	Ken Swink OH	George Wilson ED
Reporting	Tamra Hurst OH	Cinda Holmes KS	Colleen Lentz NE	Nita Werner WY		George Wilson ED
Enabling Documents	Robin Strauser NM	Tim Blanton CA	Tim Sanger CO	Nita Werner WY		George Wilson ED Regina Jackson, Legal Council
Finance	Dave Mahalko WA	Tamra Hurst OH	Tim Murley KY	Tina Smith KS	Robin Strauser NM	George Wilson ED
Marketing	Larche Hardy FL	Courtney Fleeger IL	Judy Hall FL	Cara Hart CT	Dane Hewitt WA	George Wilson ED
		Mitchell Lilly WI	Melissa Mattson MN	Andrew Pickens TX	Robin Strauser NM	
		Ted Witt CA				
Meeting Planning	Tina Smith KS	Cara Hart CT	Joni Puffett IA	Dave Puyear MT	Nita Werner WY	George Wilson ED
New Member	Tamra Hurst OH	Ann Burden KY	Larche Hardy FL	Hope Hardin-Borbely IL	Nita Werner WY	John Bass AESA George Wilson ED
Nominating	Jeremy Kovash MN	Andrew Pickens TX	Joni Puffett IA			
Partnership	Tamra Hurst OH	Jan Hanlon WV	Jeremy Kovash MN	Andrew Pickens TX	Joan Preble MA	George Wilson ED
Website	Craig Peterson NE	Cara Hart CT	Melissa Mattson MN	Andrew Pickens TX	Michele Selak MI	George Wilson ED
		Robin Strauser NM				
Professional Dev	Andrew Pickens TX	Joni Puffett IA	Tina Smith KS	Ted Witt CA	Jane Wray WI	George Wilson ED

Bid Category Committees

Bid Year	Category	Chairperson	Member	Member	Member	Member
Bid 018**	Athletic Equipment and Supplies	Nita Werner WY/Teresa Gerstacker NJ	Ann Burden KY	Steve Griggs MO	Dave Puyear MT	
Bid 018	Furniture	Melissa Matson MN	Steve Griggs MO	Dave Puyear MT	Tina Smith KS	
Bid 018	LED Lighting	Joni Puffett IA	Jeff Kimball PA	Pam Clover IN		
Bid 018	Technology Catalog	TBD	Lori Hoing IA	Cinda Holmes KS	Tim Sanger CO	
Bid 018.5	Athletic Equipment and Supplies	Nita Werner WY/Teresa Gerstacker NJ	Ann Burden KY	Steve Griggs MO	Dave Puyear MT	
Bid 018.5	Industrial Arts and Career and Tech Supplies	Ken Swink OH	Phil Partenheimer IN	Tim Sanger CO		
Bid 018.5	Maintenance, Repair and Operations	Anna Marie Hollander MI	Larche Hardy FL	Rob Naughton OR	Phil Partenheimer IN	Andrew Pickens TX
Bid 019**	Telescopic Bleachers and Seating	Jane Wray WI	Cara Hart CT	Joni Puffett IA		
Bid 019	Custodial Supplies and Equipment	Cara Hart CT	John Brenchley PA	Teresa Gerstacker NJ	Joan Preble MA	
Bid 019	Office Supplies and Equipment	Jane Eastes ND	Teresa Gerstacker NJ	Craig Peterson NE	Ken Swink OH	
Bid 019**	Playground and Recreational Structures	Jan Hanlon WV	John Tortelli NM	Nita Werner WY	Jane Wray WI	
Bid 019	School and Instructional Supplies	Phil Partenheimer IN	Steve Griggs MO	Pat Moran NJ	Andrew Pickens TX	
Bid 019**	School Security	Larche Hardy FL	Patrick Moran NJ	Michelle Pratt VA	Nita Werner WY	
Bid 019**	Transportation	John Tortelli NM	Anna Marie Hollander MI	Rob Naughton OR		
Bid 019.5	Telescopic Bleachers and Seating	Lisa Truax MN	Cara Hart CT	Melissa Matson MN	Joni Puffett IA	
Bid 019.5	Playground and Recreational Equipment	Tambria Stowers WV	John Tortelli NM	Nita Werner WY	Jane Wray WI	
Bid 020	Natural & Synthetic Surfaces for Sports Fields, Tracks, Courts, Playground & Landscaping Applications	John Tortelli NM	Ann Burden KY	Andrew Pickens TX	Nita Werner WY	
Bid 020	Carpet and Resilient Flooring	Pat Moran NJ	Larche Hardy, FL	Anna Marie Hollander, MI	Craig Peterson, NE	
Bid 020	Digital Resources and Instructional Materials	Craig Peterson NE	Hope Hardin-Borbely IL	Jeff Kimball PA	Andrew Pickens TX	Joan Preble MA
Bid 020	Facility Management Software	Cara Hart CT	Michelle Pratt VA	Tina Smith KS	Tim Sanger CO	
Bid 020	Lawn and Groundskeeping Equipment, Supplies and Services	Ted Witt CA	Steve Griggs MO	Rob Naughton OR	Andrew Pickens TX	
Bid 020	Digital Display Solutions	Tina Smith KS	Rob Naughton OR	Michelle Pratt VA	Joni Puffett IA	
Bid 020	Vehicles	Robin Strauser NM	Jan Hanlon WV	Jeff Kimball PA	Dave Puyear MT	John Tortelli NM
Bid 021	Athletic Field Lighting	Andrew Pickens TX	Jan Hanlon WV	Rob Naughton OR		
Bid 021	Copiers, MFPs, Printers and Managed Print Services	Jane Eastes ND	Laurie Hoing IA	Melissa Matson MN	Dave Mahalko WA	
Bid 021	Disaster Recovery	Anna Marie Hollander MI	Hope Hardin-Borbely IL	Joni Puffett IA	Jane Wray WI	
Bid 021	Hardwood and Synthetic Flooring	Michelle Pratt VA	Tim Sanger CO	Kevin Benson GA	John Tortelli NM	
Bid 021	HVAC Systems	Thomas Kim WA/Andrew Pickens TX	Judy Hall FL	Andrew Pickens TX	Tina Smith KS	
Bid 021	Roofing and Related Services	Ken Swink OH	Kevin Benson GA	Patrick Moran NJ	Rob Naughton OR	Tina Smith KS
Bid 021	Safety and Security	Kevin Benson GA	Larche Hardy FL	Patrick Moran NJ	Michelle Pratt VA	Jane Wray WI
			Nita Werner WY			
**Category was either rebid, not extended or not rebid at expiration of cycle						

AEPA Strategic Work Plan

Goal: Increase sales to \$619,000,000 by 2023 by using the eight (8) strategies below.

Strategy	Work Completed November 2019	Task(s)	Completion Date	Person Responsible	Committee Members	Next Steps	Additional Comments
1 Identify the Next BIG Thing	Reviewed meeting summary, Review the AEPA sales goal, Review the strategy, Review the work completed, Discuss the tasks to be completed, Discuss the data collection process	1) Enhance the database of potential contracts by soliciting information from Bid Category Chairs, Bid Specification Writer and other vendors.	November 2019	Tammy Hurst	Tammy Hurst, Michelle Pratt, Anna Marie Hollander, Jane Wray, Scott Massey- V, Daryl Hensley- V	What's available to tap into? Look into what is out there currently. Pursue how to get information and what is needed.	
		2) Work with Bid Specification Writer, Bid Category Chairs and Executive Director to identify and contact potential bidders prior to bid cycle implementation	021 Bid Cycle				

AEPA Strategic Work Plan

Goal: Increase sales to \$619,000,000 by 2023 by using the eight (8) strategies below.

Strategy	Work Completed November 2019	Task(s)	Completion Date	Person Responsible	Committee Members	Next Steps	Additional Comments
<p>2 Develop Clear Member & Vendor Standards of Performance</p>	<p>Reviewed meeting summary, Brainstormed minimum standards, Review the AEPA sales goal, Review the strategy, Review the work completed, Discuss the tasks to be completed, Discuss the data collection process</p>	<p>1) Develop a framework of minimum marketing & financial Standards for members & vendor partners</p>	<p>December 2019</p>	<p>Jane Eastes</p>	<p>Jane Eastes, Nita Werner, Hope Hardin-Borbely, Tim Loock, Ted Witt, John Brenchley, Cara Hart, Marc Biga - V, Sarah Shewmaker - V, Emma Holland - V</p>	<p>Vendor Standards of Performance-Designate a dedicated senior-level contract manager to each Member Agency; Train regional and inside sales staff on AEPA contracts; Develop a marketing plan to support AEPA contracts; List AEPA prominently as a National Cooperative Contract; Create an AEPA-specific sell sheet with a space to add a Member Agency logo and contact information; Complete the sales and administrative fee report; Have ongoing communication with the Category Committee Chair, Member Agencies, and Member Agencies Participating Entities; Annually attend two (2) AEPA meetings; Participate in national and local conference trade shows to promote the AEPA contracts; Report to AEPA on standards of performance and marketing effectiveness when requested. AEPA Member Agency Responsibilities-Work collaboratively with Vendor Partners to build an effective marketing plan; Send direct communications to state contacts announcing the contract with the Vendor Partner within 30 days of start date; Develop marketing materials for state distribution; Assist the Vendor Partner to market the contract to potential Participating Entities; Provide local or regional vendor sales staff with opportunities to meet with members; Meet with local/regional sales staff; Work with vendor partner to identify and help manage costs associated with fulfilling the contract; Work with the Vendor Partner to identify eligible Participating Entities within the state; Attend two (2) AEPA meetings; Work with Vendor Partners to set annual goals for growth; Share effective marketing and sales strategies within AEPA; AEPA Organizational Assistance-Communicate standards of performance; Provide avenues of communication; Provide professional development; Collect and analyze performance information</p>	<p>Members should join vendors in customer meetings. Develop joint marketing plan. List procurement language on website or put in writing for vendors. If we're going to hold vendors accountable, we need to give them time to work with them. If a member has discussions with a customer then the member has to let the vendor know. Members need to hold an initial meeting with regional/local sales people. CY and KY have one-pagers that explain the coop to sales people which could be used as samples for other member states. Build a marketing calendar based on events in each state. Work on legislative changes in each state. Use each other's websites to research and learn. In CA you can't back out of a bid once you say you will participate in the bid.</p>
		<p>2) Develop a framework of minimum Standards of communication between member states & vendor partners</p>	<p>December 2019</p>				

AEPA Strategic Work Plan

Goal: Increase sales to \$619,000,000 by 2023 by using the eight (8) strategies below.

Strategy	Work Completed November 2019	Task(s)	Completion Date	Person Responsible	Committee Members	Next Steps	Additional Comments
<p>3 Increase Revenue Through Improved Relations with Vendor Partner Personnel Who Take Orders and Make Sales</p>	<p>Reviewed meeting summary, Review the AEPA sales goal, Review the strategy, Review the work completed, Discuss the tasks to be completed, Discuss the data collection process</p>	<p>1) Develop a draft document for use by members when communicating with vendor partner sales staff</p>	<p>December 2019</p>	<p>Robin Strauser</p>	<p>Robin Strauser, Pfeiffer, Jane Wray, Ruth Hawley - V, Sara Rosenfeld - V, Denise Pierce - V</p>	<p>Draft document to use by December 2019 - Have list of vendor sales staff by December 2019. Collect data: Vendors' sales people by each member state. Who will collect: Committee, with people being responsible for certain vendors. Measure data by percent of vendors providing sales personnel lists. Disaggregated by each member state. Shared with stakeholders on AEPA website. With better communication with sales people/order takers, they will better understand the AEPA model, contract and how to use the contract to their benefit. Monitor progress by how many vendors have provided lists of sales people and is that information being posted to the AEPA website. Send information to members and goal team, plan a conference call, & Establish next steps/assign tasks. Find one or two additional strategies. Use the suggestions to communicate with vendors. Work on vendor sales kit, social media, and webinar or powerpoint. Inform vendor partner sales teams who AEPA is, what we do and the benefits of using the AEPA contracts.</p>	<p>What will be the most accepted method of data collection?</p>
		<p>2) Develop a list of vendor partner sales staff</p>	<p>December 2019</p>				
		<p>3) Develop a vendor sales kit for states to share with vendor partner sales staff</p>	<p>December 2019</p>				
		<p>4) Create an online marketplace on the AEPA website for all member states to access</p>	<p>December 2019</p>				
		<p>5) Develop a plan for meeting with sales staff of each vendor partner</p>	<p>December 2019</p>				
		<p>6) Schedule dates and times to meet with sales staff</p>	<p>December 2019</p>				
		<p>7) Design a PowerPoint and companion handout to be shared by vendor partner leadership with sales staff on the features and benefits of using the AEPA contract.</p>	<p>December 2019</p>				

AEPA Strategic Work Plan

Goal: Increase sales to \$619,000,000 by 2023 by using the eight (8) strategies below.

Strategy	Work Completed November 2019	Task(s)	Completion Date	Person Responsible	Committee Members	Next Steps	Additional Comments
4 Reward Excellence of AEPA Members & Vendor Partners	First award ceremony for recognition of excellence categories held at Group Dinner Event April 2019	1) Establish a committee with members and responsibilities 2) Develop categories of recognition of growth with criteria 3) Develop an award timeline	November 2018	Tina Smith	Tina Smith, Ann Burden, Joan Preble, Joni Puffett, Alice Hunt-V, Marlo Jones-V	Review first year process and procedures and any feedback for continuous improvement; Distribute nomination forms to members/vendors on first Monday in January 2020; Determine award recipients on or before April 1, 2020; Order and personalize awards; Present 2020 awards at the Annual April Meeting 2020.	Feedback has been positive; Consider feedback from bid chairs on vendor nominations.
		Nominations forms distributed to members; nominations accepted; nominations reviewed by committee; awards ordered and personalized; award presentation	April 2019				
		Nominations forms distributed to members; nominations accepted; nominations reviewed by committee; awards ordered and personalized; award presentation	April 2020				

AEPA Strategic Work Plan

Goal: Increase sales to \$619,000,000 by 2023 by using the eight (8) strategies below.

Strategy	Work Completed November 2019	Task(s)	Completion Date	Person Responsible	Committee Members	Next Steps	Additional Comments
5 Enhance AEPA's Brand Image and Awareness	1)Updated business partner page, contact information, and logo on AESA website 2)Developed an article titled "AEPA adds new cooperative purchasing agency in GA" published in AESA's On-Line Newsletter dated 6.11.19 3) Developed new AEPA brand statement/logo and sent to members for inclusion on their websites on 8.2.19.	1) Develop articles and publish new image ads in AESA's monthly online newsletter, 2) Update vendor partner pages and logos on the AESA website, 3) Develop a new brand statement/logo to be used by all 27 member agency websites	April 2020	Dave Mahalko	Dave Mahalko, Tammy Hurst, Eileen Baus, Sue Nathason, Craig Nelson - V, Josh Peach - V, Dan Reisetter - V	1) Develop articles and publish new image ads in AESA's online newsletter 2) Update our vendor partner pages and logos on the AESA website, 3) Develop a new brand statement/logo to be used by all 27 member agency websites. 4)Develop article for AESA website in Q1 2020 5)Send reminder to AEPA members that only nine state agencies have updated websites with new AEPA brand statement/logo	
6 Add Five (5) New States	Began a List of potential new states, Review the AEPA sales goal, Review the strategy, Review the work completed, Discuss the tasks to be completed, Discuss the data collection process. ONE STATE ADDED. Work with John Bass (AESAs) to help ID new states. Larche has this action item. Data aggregated by spreadsheet with list of states not currently in program. Rank the criteria (columns across top). Color code each prospect, depending on barriers or likelihood to adopt based on local/state landscape.	1) Working with John Bass at AESA, compile a list of potential new states	December 2018	Larche Hardy	Larche Hardy, Tammy Hurst, Ann Burden, Nita Werner	Look at ways to establish lead agency. Can be school district, not necessarily on ESA (like VA model). Get state to recognize AEPA as state contract (as CDWG did in NE). Pursue ESA route first. If no ESAs, then pursue other routes, e.g. large school district or state wide entity. Collecting data: Larche - prospective states - do they have ESAs? What is the landscape rank by number of students?	SC, NC, TN, MS, LA, & AR are possible member states. CONCERN - WSCA NASPA growing more prevalent. Rural district - better prospects than large urban districts (size matters) because large districts have purchasing/buyer resources. Dealer network - the MFR holds the contract; dealers/resellers are authorized to sell under it. One state each year. We are on track (list of five is done 2018-2023). How to attain growth in existing states? Another topic.
2) Consider alternatives, then develop language that outlines what constitutes an AEPA lead agency in a state	December 2019						

AEPA Strategic Work Plan

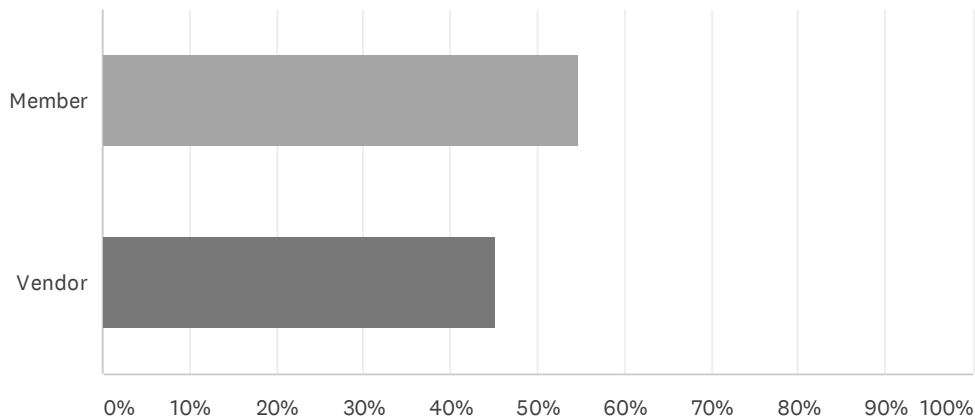
Goal: Increase sales to \$619,000,000 by 2023 by using the eight (8) strategies below.

Strategy	Work Completed November 2019	Task(s)	Completion Date	Person Responsible	Committee Members	Next Steps	Additional Comments
7 Advocacy				George Wilson, Joan Wade-ASEA			
8 Collect customer data for use in deciding what to bid	Reviewed meeting summary, Review the AEPA sales goal, Review the strategy, Review the work completed, Discuss the tasks to be completed, Discuss the data collection process	1) Employ a survey for members and vendor partners to collect data on local contracts and future bids. Survey will be combined with toerh member/vendor surveys.	Fall 2019	Elmo Kallner	Elmo Kallner, Cinda Holmes, Nita Werner, Laurie Hoing, Colleen Lentz, Melissa Mattson, Tim Murley, Dale McCall, Steve Nicholson -V, Rick Fennemore V, Lesley Miles-V, Sarah Cruz-V	Collect customer data for use in deciding what to bid. Develop a survey and write questions to include on it. Top two programs not a part of AEPA. Data to collect: potential new AEPA bid categories. Measure data: Aggregated in survey monkey by sales. Dissaggregated by spreadsheet. Stakeholders will use to determine bid categories in future years. Email five questions to Elmo by 04/30/18. Refine questions. Conference call and select final questions by 05/31/18. Send out surveys with due date of 06/15/18.	KS will do survey monkey. Survey monkey will aggregate data for us, includes Excel document of results.
		2) Create an AEPA database of customer needs	December 2019				

To reach goal, consider the following: **CHALLENGES/ROAD BLOCKS/RISKS:** Large group of 27 states with varying laws, rules, & ideas. Member and vendor turnover and fatigue. Establishing standards can appear punitive and therefore negative. Sharing successful contracts with other states can seem counter-productive. Collecting accurate, relevant and timely data; **SHORT & LONG TERM ACTION STEPS:** No more than 16; **INCORPORATING THIS WORK INTO AEPA'S ONGOING PROCESS:** Examine our meeting structures, internal communication, improve bid processes, data collection, category selection, and specification development; **RESOURCES NEEDED:** Money, people, and time; **DATA COLLECTION and REPORTING PROCESSES:** What needs collected? How do we measure it? What do we do with it? and how do we monitor it? **COMMUNICATION PLAN:** Newsletter, webcast, executive summaries, surveys, social media, **MARKETING PLAN:** Telling the AEPA story and networking; **WHO IS RESPONSIBLE:** Those who are willing and interested in AEPA.

Q1 Are you a member or a vendor?

Answered: 51 Skipped: 0



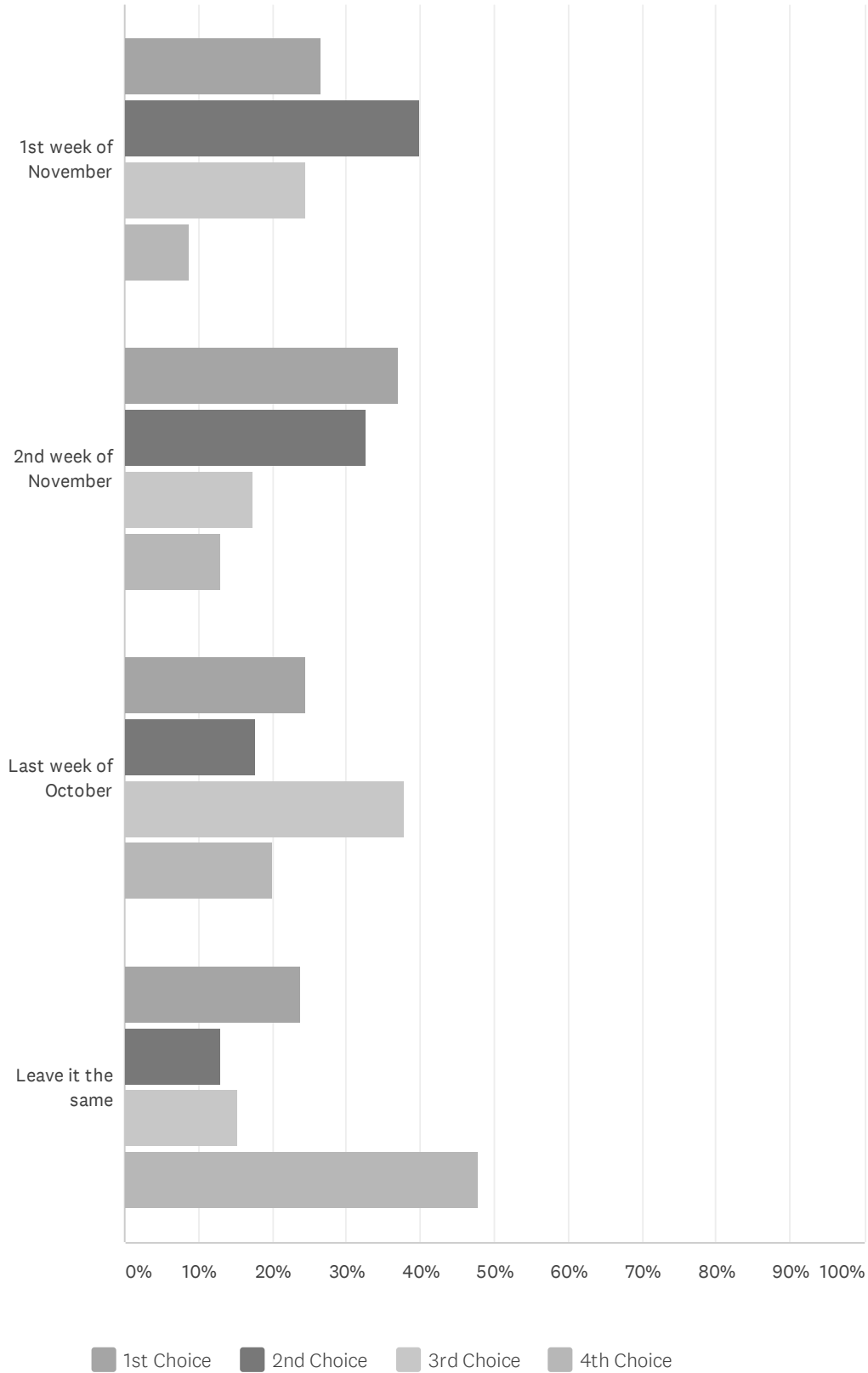
ANSWER CHOICES	RESPONSES	
Member	54.90%	28
Vendor	45.10%	23
TOTAL		51

Q2 Please enter your state name or your company name.

Answered: 51 Skipped: 0

Q3 Thinking about the AEPA Winter Meeting (beginning with 2021), please rank the following time periods by your order of preference.

Answered: 51 Skipped: 0

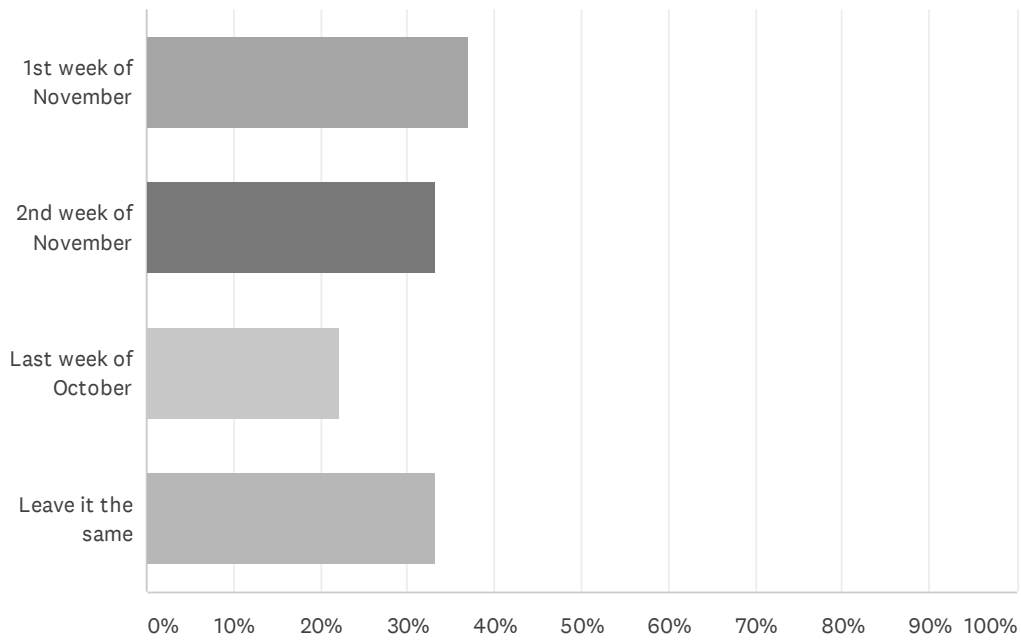


AEPA Winter Meeting Survey Redux

	1ST CHOICE	2ND CHOICE	3RD CHOICE	4TH CHOICE	TOTAL	WEIGHTED AVERAGE
1st week of November	26.67% 12	40.00% 18	24.44% 11	8.89% 4	45	2.16
2nd week of November	36.96% 17	32.61% 15	17.39% 8	13.04% 6	46	2.07
Last week of October	24.44% 11	17.78% 8	37.78% 17	20.00% 9	45	2.53
Leave it the same	23.91% 11	13.04% 6	15.22% 7	47.83% 22	46	2.87

Q4 Of the proposed time frames for the 2021 Winter Meeting, please indicate if any of the dates listed are a total conflict for your organization – meaning it conflicts with something that will prevent any member of your agency or company from attending. Choose any that are a total conflict. (Skip this question if there are no conflicts for you!)

Answered: 27 Skipped: 24



ANSWER CHOICES	RESPONSES
1st week of November	37.04% 10
2nd week of November	33.33% 9
Last week of October	22.22% 6
Leave it the same	33.33% 9
Total Respondents: 27	



Nationally Bid, Locally Awarded Cooperative Purchasing Contracts

AEPA Vendor Partner Advisory Committee

The Association of Educational Purchasing Agencies (AEPA) Vendor Partner Advisory Committee is established for the purpose of providing advice, counsel, and/or recommendations to the AEPA President and others as requested by the AEPA President. The advice, counsel, and/or recommendations shall not bind the AEPA President to take any specific action. This committee shall be voluntary to AEPA vendor partners who meet the qualifications delineated in this document.

A. Duties of Committee Members:

1. Be aware of issues, opportunities, and/or challenges on items of strategic importance to AEPA.
2. Provide support and guidance on establishing and achieving goals and objectives of AEPA.
3. Engage in discussions on the issues, opportunities, and/or challenges that AEPA is or could face.
4. Make recommendations to the AEPA President when requested to do so.

B. Benefits of a Vendor Partner Advisory Committee:

1. Provide credible advice, counsel, and/or recommendations making it easier to build stable and profitable partnerships between AEPA members and vendor partners.
2. Provide expertise based from a wide variety of backgrounds and authentic experiences from vendor perspective. This information can then be used to make more informed decisions.
3. Bring additional resources to AEPA including, but not limited to, contacts with other potentially successful vendors who may wish to become AEPA vendor partners.

C. Membership on the AEPA Vendor Partner Committee:

1. Must have had at least four years as a vendor partner of AEPA
2. Must have had at least three million dollars in annual sales using the AEPA state contracts over each of the past two calendar years
3. Must have attended or been represented at both AEPA yearly meetings for the past two calendar years (exceptions may be made for extenuating circumstances by AEPA President)
4. Must be in adequate standing with all AEPA state agencies



Nationally Bid, Locally Awarded Cooperative Purchasing Contracts

D. Terms of Service:

1. The first six committee members will be appointed as soon as possible after the AEPA Spring 2020 Meeting.
2. Initial appointees will serve one, two, or three years.
3. Terms will begin on July 1.
4. Each year following the initial appointments, beginning with the AEPA Spring 2021 Meeting, the AEPA vendor partners present during the meeting shall recommend two vendor partners for service on the committee. This recommendation shall be made to the AEPA President. The vendor partners recommended shall meet all the AEPA requirements established in this document.
5. Beginning with the 2021 appointments, terms shall be for three years.
6. Service on the committee may not exceed six years total.
7. Each vendor partner (company) shall not have more than one representative on the committee at any one time.
8. The AEPA President shall accept the recommendations from the vendor partners unless the vendor partner recommended fails to meet the AEPA requirements as set forth in this document.

E. Required Actions/Standards for the AEPA Vendor Partner Advisory Committee:

1. Be and remain in adequate standing with all AEPA state agencies.
2. Commit to attending two AEPA yearly meetings during the time of service on the committee.
3. Be willing to meet quarterly, via the worldwide web or conference call, with the AEPA President or others with whom the AEPA President chooses.
4. Make suggestions to the President on items to be considered by the committee that are of strategic importance to AEPA.
5. Reach out to other AEPA vendor partners for input and feedback on issues when needed.
6. Keep any discussions that could reflect poorly on any AEPA member or vendor partner confidential, as well as any discussion that is proprietary to AEPA.

F. Removal from the Committee:

A vendor partner shall be removed from the committee by the AEPA President when the vendor partner fails to meet the requirements for membership or actions/standards set forth in this document. The AEPA President may appoint a replacement for the vendor partner as soon as possible or at the Spring AEPA Meeting (which ever occurs first). This vendor partner shall serve the remainder of the term.



Nationally Bid, Locally Awarded Cooperative Purchasing Contracts

AEPA Vendor Partner Mentoring Program

The Association of Educational Purchasing Agencies (AEPA) is establishing, at the request of vendor partners, a vendor partner mentoring program. The program will begin with new AEPA vendor partners recommended at the AEPA 2020 Fall meeting.

A. Purpose

1. To provide support to new AEPA vendor partners during the first two years of membership.
2. To develop vendor partner to vendor partner relationships that enhance the self-worth of mentee and mentor.
3. To educate new AEPA vendor partners as to the AEPA model of cooperative purchasing.
4. To build confidence in new AEPA vendor partners.

Mentees benefit by:

Building a relationship with a mentor
Gaining access to knowledge and skills
Learning what is needed and when it is needed
Expanding professional relationship

Mentors benefit by:

Sharing hard-earned wisdom and skills
Developing rewarding relationships
Renewing a sense of mission and purpose

AEPA benefits by:

Enhanced confidence in the overall management of AEPA contracts
Improved productivity and efficiency
Increase energy and resources to focus on strategic goals

- B. A mentee is any vendor partner new to AEPA that has been recommended for a contract to the state agencies of AEPA.
- C. A mentor is any current AEPA vendor partner who has been recommended by AEPA for a contract for at least four years.
- D. Participation is on a voluntary basis.



Nationally Bid, Locally Awarded Cooperative Purchasing Contracts

- E. Mentees who desire to participate in the program will make a request in writing to the AEPA President. The President will consult with the Vendor Partner Advisory Committee as to the assignment of mentors with mentees.

- F. If issues arise between a mentees or a mentor, one or both parties is encouraged to contact the AEPA Executive Director.

Coop Directors report to ESUCC Board
 submitted by: Craig Peterson
 April 8, 2020

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. **Paper Buy Recap** - Orders sent to Paper101 in the amount of \$856,459.15. This is down \$101,253.28 from 2019 totals.
 2019 - \$957,712.43
 2018 - \$866,109.76
 2017 - \$790,259.16
 2016 - \$925,156.08
- c. **Annual Buy Recap**
 - i. Total orders sent \$2,389,178.36 compared to \$2,280,138.82 last year. This is up \$109,039.54 from last year. Between the Paper and Annual Buys, we where up only \$7,786.26 in sales, up slightly compared to last year.
 - ii. 10,657 orders were merged into 7,158 orders through the Order Aggregation by address process that Equal Level runs before sending orders to vendors.
 - iii. There were a number of orders that had to be manually merged due to schools changing an address half way through the process or for late orders placed.
 - iv. 2019 - \$2,280,138.82
 2018 - \$2,282,359.68
 2017 - \$2,407,565.41

2. Year over Year Marketplace purchases to include both year-round, Paper, and Annual Buy's

	January	February	March	April
2016	\$ 2,567.08	\$ 250,162.71	\$ 887,101.29	\$ 2,657,808.25
2017	\$ 7,445.64	\$ 232,445.70	\$ 812,113.22	\$ 2,450,067.97
2018	\$ 16,404.15	\$ 223,012.95	\$ 882,895.68	\$ 2,513,162.25
2019	\$ 19,241.18	\$ 373,428.57	\$ 858,433.70	\$ 2,439,624.59
2020	\$ 14,553.90	\$ 335,257.61	\$ 892,944.95	\$ 2,586,806.28

3. Food Buy

- a. Colleen has prepared and sent electronically the Notice of Intent to participate for the 2020-2021 School year for the period August 1 2020 to July 31 2021.

- b. This will be the last year before the Food Buy is rebid. Coop staff will begin the process this Summer by reviewing the timeline and updating any new USDA requirements for the bid. I would like to have the bid ready to publish by early Fall so we can make awards the first of January and have renewals ready for the next year by the end April.

4. 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. **Annual Renewals – currently collecting orders**
 - i. Infobase **Deadline:** May 15
 - 1. Learn360 (Orders received from ESU's 8, 13 and Ainsworth School). Current pricing tier is at \$.0.72 student. 27,433 student licenses ordered to date.
 - 2. Other offerings include a number online databases
 - ii. Swank – Movie Licensing - \$77,359 in orders to date. **Deadline:** May 15
 - iii. World Book - \$73,270.32 in orders to date. **Deadline:** May 15
 - iv. Securly - \$19,255.50 in orders to date. **Deadline:** June 15
 - v. Impero - \$4,225 in orders to date. **Deadline:** May 15
 - vi. Edgenuity
 - vii. Odysseyware
 - viii. Newsela \$3,800 in orders to date
 - ix. Wyebot \$700 in orders to date
 - x. CrisisGo
 - xi. Adobe VIP \$40,890 in orders to date. **Deadline:** June 28
 - xii. Schoology
 - xiii. Articulate **Deadline:** May 15
 - xiv. IXL \$8,597.50 in orders to date

5. 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. **Terms & Conditions**
 - i. State Terms & Conditions have been reviewed by legal and submitted for the AEPA 2021 bids.

- c. **Virtual Meeting** - The Spring meeting in Austin, TX on April 26-28 was cancelled for in person attendance. Business meeting was held Over Zoom on April 28.
 - i. Meeting Highlights
 - 1. Action to Approve holding a Virtual Meeting
 - 2. Approval of South Carolina (Carolinas Alliance 4 Innovation CA4I) as a new state member
 - 3. Bid 2021
 - a. Timeline approved
 - b. Bid Categories and status updates
 - i. Athletic Field Lighting
 - ii. Hardwood and Synthetic Flooring
 - iii. Copiers, MFP's, Printer and MPS
 - iv. Roofing and Related Services
 - v. HVAC Systems (New Category)
 - vi. Disaster Recovery (New Category)
 - vii. Safety and Security (New Category)
 - 4. Parameters for Mid-Year bids
 - 5. Discussion on allowing the use of Request for Proposals (RFPs)
 - 6. Approved changes to Enabling documents to allow RFPs
 - 7. Election of Vice-President and Secretary
 - 8. Administrative and Bid Committee Assignments
 - 9. Strategic Plan Review
 - a. \$619 million dollar goal by 2023
 - 10. Vendor Partner Advisory Committee to be formed
 - 11. Vendor Partner Mentoring program to be formed
 - 12. Public Record Requests
 - a. Public record requests are to be addressed from the state they are requested from.
- d. Summary of 2019 Sales Reports
 - 1. AEPA Total Sales (All Vendors) \$520,303,355.73
 - 2. ESUCC has 41 signed contracts with AEPA vendors
 - 3. ESUCC Total Sales (All Vendors January 1 – December 31 2019) \$4,403,767.45 (\$79,966 in revenue)
 - 4. ESUCC Sales by year
 - a. 2019 - \$4,403,767.45
 - b. 2018 - \$2,871,349.94
 - c. 2017 - \$2,788,912.01
 - d. 2016 - \$4,475,183.62
 - e. 2015 - \$5,251,199.72
 - 5. AEPA all Vendor Sales by year
 - a. 2019 - \$520,303,356
 - b. 2018 - \$461,233,534
 - c. 2017 - \$470,020,597
 - d. 2016 - \$471,937,671

- e. 2015 - \$463,452,183
- 6. Nebraska ranks 24 out of 28 states in Sales
- 7. CDW-G ranks 1st out of 36 vendors in Sales with \$208,815,838
- 8. ESUCC vendor rankings by sales
 - a. School Specialty \$1,543,376.87
 - b. CDW-G \$944,751.05
 - c. Quill \$555,45436
 - d. WTI-Tremco \$450,665.58
 - e. Daktronics \$413,511
 - f. Dude Solutions \$137,405.63
 - g. Konica Minolta \$125,816.49
 - h. Mackin \$56,505.30
 - i. MNJ Technologies \$43,596.16
 - j. National Business Furniture \$38,568.05
 - k. Midwest Technology \$34,751.55
 - l. Blick Art \$32,456.98
 - m. Biofit \$22,825.30
 - n. Kyocera \$2,546

6. Additional Information

- i. Communications with the following vendors/organizations throughout the month:
 - 1. Harris School Solutions – updating of product in the Marketplace, update of vendor overview, contacts update.
 - 2. Custom Creative – AEPA website and CRM development/update meeting
 - 3. Impero – additional product to be added as addendum
 - 4. Securly – adding additional product bundles and contract renewal after this year.
 - 5. Edgenuity/Odysseyware – setup webinar and discussions around adding items to addendum.
 - 6. AEPA vendor call with Istation to discuss marketing to AEPA Member states. Follow up about scheduling a webinar date.
 - 7. FSG – AEPA Webinar information for member states scheduled, Topic Using UV Lights for disinfection in schools.

May 2020

- Spring 2020 Newsletter went out in April- see below.
- 2020-21 Food Program intent to participate invites (289 ct) were sent out via mail merge allowing schools to submit their intent to participate or not through an online form.
- Q1 2020 Sales not final yet. YTD sales still showing \$1M+ above last year.

Colleen Lentz
ESUCC Cooperative Purchasing

[View this email in your browser](#)



United We Save

Since 1968 Nebraska Educational Service Unit Coordinating Council- Cooperative Purchasing



Spring 2020 Newsletter | Issue 4



ESUCC Coop Custodial Program

This program offers schools the availability of *custodial supplies* and *equipment* year-round, with direct ordering, delivery and billing.

Bids were awarded as a catalog based on the vendors "full house offering" and a market basket analysis. Vendors were selected through a bid process.

- The Home Depot (aka SupplyWorks) is also an awarded supplier for ***furnace filters***.
- The Home Depot Pro also offers in-service ***workshops and product shows*** for custodians throughout the year.

[Buy Now](#)



DID YOU KNOW?

* In 2018-19 ESUCC Coop members purchased **\$1.5m** of product through the Custodial Program

saving over **\$618k**

* Nebraska is a **founding member** of AEPA, which started with 10 states in 2000 and now has grown to **28 states**.



Nationally Bid ... Locally Awarded!

Imagine the buying power and expertise of 28 state agencies working together. That's AEPA, bringing you nationally bid contracts designed to meet state bid law requirements.

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.

AEPA Product Categories - Vendor Names

Athletic Equipment and Supplies: Beam Clay, School Health, School Specialty, Schutt Sports

Athletic Lighting: Techline Sports Lighting

Athletic Surfaces: Act Global Americas, AstroTurf, Field Turf, Hellas Const, Shaw Sports Turf, Sprinturf, The Motz Group

Career and Technical Education: Midwest Technology Products

Carpet & Resilient Flooring: Interface Americas, The Gillespie Group

Custodial Supplies: Busch Systems Intern'l, Hillyard, State Industrial Products

Digital Copiers: Konica Minolta, Kyocera

Digital Display Solutions: Daktronics

Digital Resources & Instructional Mtls: Bio Corp, Complete Book & Media Supply, Istation, Mackin

Facility Mgmt Software: Dude Solutions

Furniture: Biofit Engineered Products, National Business Furniture, School Specialty

LED Lighting: Facility Solutions Group

Maintenance, Repair & Operation: Best Plumbing Specialties

Office Supplies: Quill, School Specialty

Playground and Recreational Equipment: Kompan, Playcraft Systems, Romtec

Roofing: Progressive Roofing, Tremco-Weatherproofing Technologies

School & Instructional Supplies: Blick Art Material, Pitsco Education

Technology Catalog: CDW-G, MNJ Technologies

Telescopic Bleachers and Stadium: Hussey Seating

Vehicles: Phil Long Dealerships



Watch for the [2020-21 ESUCC-Sysco Food Program Service Agreements](#) to arrive in April



Annual Software/ License Renewals

Swank Movie License

World Book

Securly

Articulate 360

Infobase

Impero

Schoology

Edgenuity

Odysseyware

Newsela

Wyebot



**2020 Annual Buy Deadline to
Place Orders Through
the [Marketplace](#)**

**CrisisGo
Adobe VIP**

Questions? Contact Craig: 308-995-0665 | Priscilla-Colleen: 402-387-1245 | coop@esucc.org



*Copyright © *ESU Coordinating Council, All rights reserved.
You are receiving this email because you are a member.*

Our mailing address is:
ESUCC Cooperative Purchasing
1292 E 4th St
Ainsworth, NE 69210

Want to change how you receive these emails?
You can [update your preferences](#) or [unsubscribe from this list](#).

