

Notice of Award

4400011454

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PRICING

Manufacturer	Category	Percent (%) Discount off Manufacturer's Price List (Delivered)
BCI Burke	Playground Equipment	7%
BCI Burke	Outdoor Fitness	7%
BCI Burke	Site Accessories	7%
BCI Burke	Surfacing Material	5%
BCI Burke	Related Products	7%
BCI Burke	Services	See installation rate charts

Burke will offer the following volume discounts on Burke Playground Equipment, Sports & Recreation Equipment, Site Amenities and Borders:

List Price Range	Discount off list price
\$1-\$49,999	Standard proposed discount of 7% off list price
\$50,000-\$99,999	10% Discount off list price
\$100,000 and above	15% Discount off list price

Burke offers promotions throughout the year which will provide additional customer discounts. These promotional prices will be offered to GovMVMT customers and quoted accordingly. We will encourage GovMVMT customers to utilize these deep discounts when they are available.
Please note that volume pricing does not apply to surfacing or installation

Standard Delivery	Indicate Standard Delivery Time	<u>4-5 Weeks ARO</u>
Design Services	Charge for design services	<u>\$0.00 /hour</u>
Installation	Charge for installing equipment	see installation rate charts

Customers are able to purchase non-Burke contracted products and services through our network of Authorized Representatives. Burke will provide line item quotations for these "open market" items on the GovMVMT quote, and will clearly indicate that these are "open market" goods and/or services. Customers will be required to sign the Burke quotation, which is an indication that they agree to the products and services as quoted.

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Attachment A

2025 Burke Turf Installation Rates	
Burke Turf Installation - <1,000 Square Ft.	\$25.00/sq. * ft.*
Burke Turf Installation - 1,000 to 1,499 Square Ft.	\$20.00/sq. * ft.*
Burke Turf Installation - 1,500 to 1,999 Square Ft.	\$19.50/sq. * ft.*
Burke Turf Installation - >2,000 Square Ft.	\$19.00/sq. *ft.*

***Notes**

- Installation rates listed above are "not to exceed" rates.
- Specific job requirements may dictate a variance of +/- 3% to the above installation charges.
- Jobs that require Prevailing Wage will be quoted on a separate basis and will not fall under the above table.
- Customer is responsible for providing a clear, level site for installation per Mfg. Installation Instructions.
- Customer is responsible for obtaining any required permits.
- The above prices are for installation of Burke Turf only and exclude site work and landscaping, removal of existing equipment, dumpster for trash removal, and storage of good prior to installation.

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Attachment A

2025 Equipment Installation Rates			
STATE	INSTALLATION RATE NOT TO EXCEED % OF EQUIPMENT LIST PRICE	STATE	INSTALLATION RATE NOT TO EXCEED % OF EQUIPMENT LIST PRICE
Alabama	45%	Nebraska	40%
Arizona	45%	Nevada	40%
Arkansas	45%	New Hampshire	45%
California	45%	New Jersey	45%
Colorado	40%	New Mexico	45%
Connecticut	40%	New York	45%
Delaware	45%	North Carolina	40%
District of Columbia	45%	North Dakota	45%
Florida	45%	Ohio	45%
Georgia	45%	Oklahoma	40%
Idaho	40%	Oregon	45%
Illinois	45%	Pennsylvania	45%
Indiana	45%	Rhode Island	40%
Iowa	45%	South Carolina	40%
Kansas	40%	South Dakota	45%
Kentucky	40%	Tennessee	40%
Louisiana	45%	Texas	40%
Maine	45%	Utah	45%
Maryland	45%	Vermont	45%
Massachusetts	45%	Virginia	45%
Michigan	45%	Washington	45%
Minnesota	40%	West Virginia	45%
Mississippi	45%	Wisconsin	45%
Missouri	40%	Wyoming	40%
Montana	45%	Canada - All provinces	45%

Notes

- Installation rates listed above are "not to exceed" percentages.
- Installation costs are quoted as a percentage of the equipment list price (before contracted discount).
- Prices are based on minimum equipment purchases of at least \$5,000
- Specific job requirements may dictate a variance of +/- 3% to the above installation charges.
- Jobs that require Prevailing Wage will be quoted on a separate basis and will not fall under the above table.
- Customer is responsible for providing a clear, level site for installation.
- If existing subsurface is concrete or asphalt additional charges may apply.
- Customer is responsible for unknown conditions such as any underground obstructions or utilities but not limited to them
- Customer is responsible for obtaining any required permits.
- The above discounts are for Burke equipment installation only and exclude site work and landscaping, removal of existing dumpster for trash removal, storage of goods prior to installation, safety surfacing, and borders.

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2025 Burke Tile Installation Rates			
STATE	Per Tile	STATE	Per Tile
Alabama	\$19.00	Nebraska	\$17.00
Arizona	\$17.00	Nevada	\$19.00
Arkansas	\$17.00	New Hampshire	\$17.00
California	\$19.00	New Jersey	\$19.00
Colorado	\$19.00	New Mexico	\$17.00
Connecticut	\$17.00	New York	\$19.00
Delaware	\$17.00	North Carolina	\$17.00
District of Columbia	\$19.00	North Dakota	\$17.00
Florida	\$17.00	Ohio	\$19.00
Georgia	\$17.00	Oklahoma	\$17.00
Idaho	\$19.00	Oregon	\$19.00
Illinois	\$17.00	Pennsylvania	\$19.00
Indiana	\$19.00	Rhode Island	\$17.00
Iowa	\$17.00	South Carolina	\$17.00
Kansas	\$17.00	South Dakota	\$17.00
Kentucky	\$17.00	Tennessee	\$17.00
Louisiana	\$17.00	Texas	\$19.00
Maine	\$17.00	Utah	\$19.00
Maryland	\$19.00	Vermont	\$17.00
Massachusetts	\$17.00	Virginia	\$19.00
Michigan	\$19.00	Washington	\$19.00
Minnesota	\$17.00	West Virginia	\$18.00
Mississippi	\$17.00	Wisconsin	\$18.00
Missouri	\$17.00	Wyoming	\$18.00
Montana	\$17.00	Canada - All provinces	\$19.00

Notes

- Installation rates listed above are "not to exceed" rates.
- Rates above apply to the installation of tiles and edge components (inside corners, outside corners, bevel edges, ADA)
- Specific job requirements may dictate a variance of +/- 3% to the above installation charges.
- Jobs that require Prevailing Wage will be quoted on a separate basis and will not fall under the above table.
- Customer is responsible for providing a clear, level site for installation per Mfg. Installation Instructions.
- Customer is responsible for obtaining any required permits.
- The above prices are for installation of Burke Tiles only and exclude site work and landscaping, removal of existing equipment, dumpster for trash removal, and storage of good prior to installation.

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Attachment B



BCI BURKE REPRESENTATIVES

SUBCONTRACTOR NAME	PRINCIPAL/ OWNER	APPROX # OF REPS	STREET ADDRESS CITY, STATE, ZIP	TERRITORY	PHONE #	EMAIL
AK Sales & Consulting, Inc.	Michael Jacobs Tawsha Jacobs	6	1202 E 19th Street Roswell, NM 88201	New Mexico	505-934-0042	michael@aksales.org tawsha@aksales.org
All Recreation of Virginia, Inc.	John Lombardi	5	20609 Gordon Park Square Suite 190 Ashburn, VA 20147	Virginia, Washington D.C., Maryland	888-429-0001	jpl@allrec.com
American Recreational Products	Bob Brown Kevin Brown	8	144-1 Remington Blvd Ronkonkoma, NY 11779	Southeastern New York (See bciburke.com for specific counties)	631-244-0011	bob@americanrecreational.com kevin@americanrecreational.com
Aspire 2 Play	Julie Scott	2	34201 E Ryan Road Oak Grove, MO 64075	Kansas, Northwestern Missouri (See bciburke.com for specific counties)	816-500-9016	admin@aspire2play.com
AtoZ Recreation	Brandon Smith	3	PO Box 626 Littleton, CO 80160	Colorado, Wyoming	303-670-3789	brandon@atozrecreation.com
Barrs Recreation	John Barrs Carolynne Barrs	7	36 Diane Street Pittsboro, NC 27312	North Carolina, South Carolina	919-781-4870	johnb@barrsrec.com carolynneb@barrsrec.com
Ben Shaffer Recreation, Inc.	Scott Tumminello Patty Tumminello	9	PO Box 844 Lake Hopatcong, NJ 07849-0844	Maine, Vermont, New Hampshire, New Jersey - Excluding Middlesex County municipalities (See bciburke.com for specific counties)	973-663-2021	scott@benshaffer.com patty@benshaffer.com
Buell Recreation	Rachel Gora	2	7327 SW Barnes Rd #601 Portland, OR 97225	Washington, Oregon, Northern Idaho, Northern Nevada (See bciburke.com for specific counties)	503-922-1650	rachel@buellrecreation.com
Child's Play, Inc.	Jay Robertson Kathy Robertson	14	10661 Shady Trail Dallas TX 75220	Northeastern Texas (See bciburke.com for specific counties)	972-484-0600	jay@childsplayinc.net kathy@childsplayinc.net
Childscapes	Tim Pesko	2	835 Plain Street Unit 21 Marshfield, MA 02050	Massachusetts, Connecticut & Rhode Island	781-837-6412	tpesko@childscapes.net
Cobequid Consulting Ltd.	Garnet McLaughlin Alexis McLaughlin	1	RR1 Economy Nova Scotia, Canada B0M 1J0	Nova Scotia, New Brunswick, Prince Edward Island in Canada (See bciburke.com for specific territories)	902-647-2271	cobequidconsulting1@gmail.com
Creative Sites, LLC	Julie Kutilek	1	11506 Pierce St Omaha, NE 68144	Nebraska, Western Iowa (See bciburke.com for specific counties)	402-614-4606	julie@creative.omhcoxnmail.com
Davis Playgrounds, Inc.	Wayne Davis	3	104 Orchid Dr Maumelle, AR 72113	Arkansas	501-851-0756	wayne@davisplaygrounds.com
DX3 Concept	Eric Deguire Nancy Dion	3	467 du Louvre St-Hilaire, QC J3H 4R7	Quebec	514-269-1919	eric@dx3concept.com facturation@dx3concept.com
Florida Recreational Products	Steve Noskin	5	684 Spikes Road Panama City, FL 32409	North Florida (See bciburke.com for specific territories)	850-890-5783	Steve@firepro.com poflandscapes@gmail.com
fun abounds	Leigh Walden	8	114 Venice St Sugar Land, TX 77478	Southern Texas (See bciburke.com for specific counties)	855-226-8637	lwalden@iabplaygrounds.com
Grondahl Recreation	Larry Grondahl	1	1202 W. 18th Street Williston, ND 58801	Montana, North Dakota	701-572-7897	grondahl@dia.net
Innovative Playgrounds	Alvino Larios	3	12407 E Slauson Ave, Unit D Whittier, CA 90606	Southern California (See bciburke.com for specific counties)	562-693-5200	alarios@innovplay.com
Intermountain Playground Company	Mitch Winchester Austin Winchester	3	7329 W Airway Ct Suite G Boise, ID 83709	Southern Idaho (See bciburke.com for specific counties)	208-375-2993	mitch@intermountainplaygroundco.com austin@intermountainplaygroundco.com

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BCI BURKE REPRESENTATIVES

SUBCONTRACTOR NAME	PRINCIPAL/ OWNER	APPROX # OF REPS	STREET ADDRESS CITY, STATE, ZIP	TERRITORY	PHONE #	EMAIL
J.J. Ryan	Rich Fustos	1	242 Amboy Ave PO Box 252 Woodbridge, NJ 07095	Middlesex County municipalities in New Jersey (See bciburke.com for specific counties)	732-634-1082	jryaninc@aol.com
Lee Recreation	Vern Lee Lana Lee	7	260 W. Main Street Cambridge, WI 53523	Wisconsin, Upper Michigan (See bciburke.com for specific counties)	800-775-8937	vern@leerecreation.com lane@leerecreation.com
My Turn Playsystems Inc.	Zach Fluto	2	1606 4th Ave NW Suite B West Fargo, ND 58078	South Dakota	855-268-7529	sales@myturnplaysystems.com
NeXXus Recreation	Mark Eberz	2	1 Main Street, Lower Suite #3 Hamburg, NY 14075	Western NY (See bciburke.com for specific counties)	716-316-0289	mark@hexxusrecreation.com
Park N Water	Stephen Van Meer	6	6 Wardlaw Avenue Orangeville, ON L9W 6K1	Portions of Ontario (See bciburke.com for specific territories)	519-215-2970	steve@parknwater.com
Planet Recess	Treyner McAdams	2	PO Box 78160 Baton Rouge, LA 70837	Mississippi, Louisiana	225-778-4700	treyner@planetrecess.com
Play Illinois	Mike Maloney	5	310 N Grant Street Westmont, IL 60559	Illinois	844-222-9990	mike@playil.com
Play It Safe Playgrounds and Park Equipment	Jordan Lynde	14	7931 E Pecos Road #160 Mesa, AZ 85212	Arizona, Southern Nevada (See bciburke.com for specific counties)	480-347-8486	jordan@playitsafeplaygrounds.com
PlaySouth, LLC	Andy Bryant	5	PO Box 492467 Atlanta, GA 30349	Georgia	678-488-6572	andy@playsouth.net
PlayQuest Recreation	Derek Giesbrecht Curtis Giesbrecht	11	8440 45 St Edmonton, AB T6B 2N6	Alberta, Manitoba, British Columbia, Saskatchewan, Northwest Territories, Nunavut Territory, Yukon, & portions of Ontario in Canada (See bciburke.com for specific territories)	780-809-8678	derek@playquest.ca curtis@playquest.ca
Recreation Resource USA	Kevin Umbreit Heather Umbreit	8	503 N Walnut Road #200 Kennett Square, PA 19348	Delaware, West Virginia, Eastern Pennsylvania (See bciburke.com for specific counties)	610-444-4402	kevin@recreation-resource.com heather@recreation-resource.com
Snider Recreation	Jeff Snider James Snider	13	10139 Royaltown Rd Ste K North Royalton OH 44133	Michigan (except for the Upper Peninsula), Indiana, Ohio, Northwestern Pennsylvania (See bciburke.com for specific counties)	440-877-9151	jeffsnider@cvsnyder.com jcsnyder@cvsnyder.com
Specified Play Equipment Company	David Yosso	5	121 Industrial Rd #1 Belmont, CA 94002	Western California (See bciburke.com for specific counties)	650-394-4484	david@specplay.com
St. Croix Recreation	Christopher Johnsen	3	1826 Tower Drive W Stillwater, MN 55082	Minnesota	651-430-1247	cj@stroixrec.com
The Playground Consultants	Dana Amini	2	15 Monarch Hill Court Wildwood, MO 63005	Missouri except some Northwestern counties (See bciburke.com for specific counties)	314-489-3242	dana@theplaygroundconsultants.com
Top Line Recreation	Terry Perkins Sonia Perkins	7	2922 Howland Blvd Suite 3 Deltona, FL 32725	Florida (Excluding Panhandle) (See bciburke.com for specific counties)	800-921-4509	terry@toplinerec.com soniap@toplinerec.com