

TIPS VENDOR AGREEMENT

PART 1 ONLY

Between Johnson Roofing, Inc. and
(Company Name)

THE INTERLOCAL PURCHASING SYSTEM (TIPS),
a Department of Texas Education Service Center Region 8 for
TIPS RFP 210603 Roofing - PART 1 ONLY

General Information

The Vendor Agreement ("Agreement") made and entered into by and between The Interlocal Purchasing System (hereinafter "TIPS") a government cooperative purchasing program authorized by the Region 8 Education Service Center, having its principal place of business at 4845 US Hwy 271 North, Pittsburg, Texas 75686 and the TIPS Vendor. This Agreement consists of the provisions set forth below, including provisions of all attachments referenced herein. In the event of a conflict between the provisions set forth below and those contained in any attachment, the provisions set forth shall control unless otherwise agreed by the parties in writing and by signature and date on the attachment.

A Purchase Order ("PO"), Agreement or Contract is the TIPS Member's approval providing the authority to proceed with the negotiated delivery order under the Agreement. Special terms and conditions as agreed between the Vendor and TIPS Member should be added as addendums to the Purchase Order, Agreement or Contract. Items such as certificate of insurance, bonding requirements, small or disadvantaged business goals are some, but not all, of the possible addendums.

Terms and Conditions

Freight

All quotes to Members shall provide a line item for cost for freight or shipping regardless if there is a charge or not. If no charge for freight or shipping, indicate by stating "No Charge", "\$0", "included in price" or other similar indication. Otherwise, all shipping, freight or delivery charges shall be passed through to the TIPS Member at cost with no markup and said charges shall be agreed by the TIPS Member unless alternative shipping terms are agreed by TIPS as a result of the proposal award.

Warranty Conditions

All new supplies equipment and services shall include manufacturer's minimum standard warranty unless otherwise agreed to in writing. Vendor shall be legally permitted to sell all products offered for sale to TIPS Members if the offering is included in the Request for Proposal ("RFP") category. All goods proposed and sold shall be new unless clearly stated in writing.

Customer Support

The Vendor shall provide timely and accurate customer support for orders to TIPS Members as agreed by the Parties. Vendors shall respond to such requests within a commercially reasonable time after receipt of

the request. If support and/or training is a line item sold or packaged with a sale, support shall be as agreed with the TIPS Member.

Agreements

Agreements for purchase will normally be put into effect by means of a purchase order(s) executed by authorized agents of the TIPS Member participating government entities, but other means of placing an order may be used at the Member's discretion.

Tax exempt status

Most TIPS Members are tax exempt and the related laws and/or regulations of the controlling jurisdiction(s) of the TIPS Member shall apply.

Assignments of Agreements

No assignment of this Agreement may be made without the prior notification of TIPS. Written approval of TIPS shall not be unreasonably withheld. Payment for delivered goods and services can only be made to the awarded Vendor, Vendor designated reseller or vendor assigned company.

Disclosures

- Vendor and TIPS affirm that he/she, or any authorized employees or agents, has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor or service to a public servant in connection with this Agreement.
- Vendor shall attach, in writing, a complete description of any and all relationships that might be considered a conflict of interest in doing business with the TIPS program.
- The Vendor affirms that, to the best of his/her knowledge, the offer has been arrived at independently, and is submitted without collusion with anyone to obtain information or gain any favoritism that would in any way limit competition or give an unfair advantage over other vendors in the award of this Agreement.

Term of Agreement and Renewals

The Agreement with TIPS is for approximately three (3) years with an option for renewal for an additional one (1) consecutive year. If TIPS offers the renewal extension year, the Vendor will be notified by email to the primary contact of the awarded Vendor and shall be deemed accepted by the Vendor unless the awarded Vendor notifies TIPS of its objection to the additional term. TIPS may or may not exercise the available extension(s) provided in the original solicitation beyond the base three-year term. Whether or not to offer the extension is at the sole discretion of TIPS.

“Start Date” for Term Calculation Purposes Only: Regardless of actual award/effective date of Contract, for Agreement “term” calculation purposes only, the Agreement “start date” is the last day of the month that Award Notifications are anticipated as published in the Solicitation

Example: *If the anticipated award date published in the Solicitation is May 22, 2020 but extended negotiations delay award until June 27, 2020 The end date of the resulting initial “three-year” term Agreement, (which is subject to an extension(s)) will still be May 31, 2023.*

“Termination Date”: The scheduled Agreement “termination date” shall be the last day of the month of the month of the Original Solicitation’s Anticipated Award Date plus three years.

Example: *If the original term is approximately three years, and the solicitation provides an anticipated award date of May 22, 2020, the expiration date of the original three-year term shall be May 31, 2023.*

Extensions: Any extensions of the original term shall begin on the next day after the day the original term expires.

Example Following the Previous Example: *If TIPS offers a one-year extension, the expiration of the extended term shall be May 31, 2024.*

TIPS may offer to extend Vendor Agreements to the fullest extent the original Solicitation permits.

Automatic Renewal Clauses Incorporated in Awarded Vendor Agreements with TIPS Members Resulting from the Solicitation and with the Vendor Named in this Agreement.

No Agreement for goods or services with a TIPS Member by the awarded vendor named in this Agreement that results from the solicitation award named in this Agreement, may incorporate an automatic renewal clause that exceeds month to month terms with which the TIPS Member must comply. All renewal terms incorporated in an Agreement by the vendor with the TIPS Member shall only be valid and enforceable when the vendor receives written confirmation by purchase order, executed Agreement or other written instruction issued by the TIPS Member for any renewal period. The purpose of this clause is to avoid a TIPS Member inadvertently renewing an Agreement during a period in which the governing body of the TIPS Member has not properly appropriated and budgeted the funds to satisfy the Agreement renewal. This term is not negotiable and any Agreement between a TIPS Member and a TIPS awarded vendor with an automatic renewal clause that conflicts with these terms is rendered void and unenforceable.

Shipments

The Vendor shall ship, deliver or provide ordered products or services within a commercially reasonable time after the receipt of the order from the TIPS Member. If a delay in said delivery is anticipated, the Vendor shall notify TIPS Member as to why delivery is delayed and shall provide an estimated time for completion of the order. TIPS or the requesting entity may cancel the order if estimated delivery time is not acceptable or not as agreed by the parties.

Invoices

Each invoice or pay request shall include the TIPS Member’s purchase order number or other identifying designation as provided in the order by the TIPS Member. If applicable, the shipment tracking number or pertinent information for verification of TIPS Member receipt shall be made available upon request.

Payments

The TIPS Member will make payments directly to the Vendor, the Vendor Assigned Dealer or as agreed by the Vendor and the TIPS Member after receiving invoice and in compliance with applicable payment statute(s), whichever is the greater time or as otherwise provided by an agreement of the parties.

Pricing

Price increases will be honored according to the terms of the solicitation. All pricing submitted to TIPS shall include the participation fee, as provided in the solicitation, to be remitted to TIPS by the Vendor. Vendor will not show adding the fee to the invoice presented to TIPS Member customer.

Participation Fees and Reporting of Sales to TIPS by Vendor

The Participation Fee that was published as part of the Solicitation and the fee published is the legally effective fee, along with any fee conditions stated in the Solicitation. Collection of the fees by TIPS is required under Texas Government Code §791.011 Et seq. Fees are due on all TIPS purchases reported by either Vendor or Member. Fees are due to TIPS upon payment by the Member to the Vendor, Reseller or Vendor Assigned Dealer. Vendor, Reseller or Vendor Assigned Dealer agrees that the participation fee is due to TIPS for all Agreement sales immediately upon receipt of payment including partial payment, from the Member Entity and must be paid to TIPS at least on a monthly basis, specifically within 31 calendar days of receipt of payment, if not more frequently, or as otherwise agreed by TIPS in writing and signed by an authorized signatory of TIPS. Thus, when an awarded Vendor, Reseller or Vendor Assigned Dealer receives any amount of payment, even partial payment, for a TIPS sale, the legally effective fee for that amount is immediately due to TIPS from the Vendor and fees due to TIPS should be paid at least on a monthly basis, specifically within 31 calendar days of receipt of payment, if not more frequently.

Reporting of Sales to TIPS by Vendor

Vendor is required to report all sales under the TIPS contract to TIPS. When a public entity initiates a purchase with a TIPS Awarded Vendor, if the Member inquires verbally or in writing whether the Vendor holds a TIPS Contract, it is the duty of the Vendor to verify whether or not the Member is seeking a TIPS purchase. Once verified, the Vendor must include the TIPS Contract number on any communications and related sales documents exchanged with the TIPS Member entity. To report sales, the Vendor must login to the TIPS Vendor Portal online at https://www.tips-usa.com/vendors_form.cfm and click on the PO's and Payments tab. Pages 3-7 of the [Vendor Portal User Guide](#) will walk you through the process of reporting sales to TIPS. Please refer to the TIPS [Accounting FAQ's](#) for more information about reporting sales and if you have further questions, contact the Accounting Team at accounting@tips-usa.com. The Vendor or vendor assigned dealers are responsible for keeping record of all sales that go through the TIPS Agreement and submitting same to TIPS. Failure to render the participation fee to TIPS shall constitute a breach of this agreement with our parent governmental entity, Texas Education Service Center Region 8, as established by the Texas legislature and shall be grounds for termination of this agreement and any other agreement held with TIPS and possible legal action. Any overpayment of participation fees to TIPS by a Vendor will be refunded to the Vendor within ninety (90) days of receipt of notification if TIPS receives written notification of the overpayment not later than the expiration of six (6) months from the date of overpayment and TIPS determines that the amount was not legally due to TIPS pursuant to this agreement and applicable law. It is the Vendor's responsibility to identify which sales are TIPS Agreement sales and pay the correct participation fee due for TIPS Agreement sales. Any notification of overpayment received by TIPS after the expiration of six (6) months from the date of overpayment will be non-refundable. Region 8 ESC and TIPS reserve the right to extend the six (6) month deadline to notify if approved by the Region 8 ESC Board of Directors. TIPS reserves all rights under the law to collect the fees due. Please contact TIPS at tips@tips-usa.com or call (866) 839-8477 if you have questions about paying fees.

Indemnity

The Vendor agrees to indemnify and hold harmless and defend TIPS, TIPS Member(s), officers and employees from and against all claims and suits by third parties for damages, injuries to persons (including death), property damages, losses, and expenses including court costs and reasonable attorney's fees, arising out of, or resulting from, Vendor's performance under this Agreement, including all such causes of action based upon common, constitutional, or statutory law, or based in whole or in part, upon allegations of negligent or intentional acts on the part of the Vendor, its officers, employees, agents, subcontractors, licensees, or invitees. Parties found liable shall pay their proportionate share of damages as agreed by the parties or as ordered by a court of competent jurisdiction over the case. **NO LIMITATION OF LIABILITY FOR DAMAGES FOR PERSONAL INJURY OR PROPERTY DAMAGE ARE PERMITTED OR AGREED BY TIPS/ESC REGION 8.** Per

Texas Education Code §44.032(f), and pursuant to its requirements only, reasonable Attorney's fees are recoverable by the prevailing party in any dispute resulting in litigation.

State of Texas Franchise Tax

By signature hereon, the Vendor hereby certifies that he/she is not currently delinquent in the payment of any franchise taxes owed the State of Texas under Chapter 171, Tax Code.

Miscellaneous

The Vendor acknowledges and agrees that continued participation in TIPS is subject to TIPS sole discretion and that any Vendor may be removed from the participation in the Program at any time with or without cause. Nothing in the Agreement or in any other communication between TIPS and the Vendor may be construed as a guarantee that TIPS or TIPS Members will submit any orders at any time. TIPS reserves the right to request additional proposals for items or services already on Agreement at any time.

Purchase Order Pricing/Product Deviation

If a deviation of pricing/product on a Purchase Order or contract modification occurs between the Vendor and the TIPS Member, TIPS must be notified within five (5) business days of receipt of change order.

Termination for Convenience of TIPS Agreement Only

TIPS reserves the right to terminate this agreement for cause or no cause for convenience with a thirty (30) days prior written notice. Termination for convenience is conditionally required under Federal Regulations 2 CFR part 200 if the customer is using federal funds for the procurement. All purchase orders presented to the Vendor, but not fulfilled by the Vendor, by a TIPS Member prior to the actual termination of this agreement shall be honored at the option of the TIPS Member. The awarded Vendor may terminate the agreement with ninety (90) days prior written notice to TIPS 4845 US Hwy North, Pittsburg, Texas 75686. The vendor will be paid for goods and services delivered prior to the termination provided that the goods and services were delivered in accordance with the terms and conditions of the terminated agreement. This termination clause does not affect the sales agreements executed by the Vendor and the TIPS Member customer pursuant to this agreement. TIPS Members may negotiate a termination for convenience clause that meets the needs of the transaction based on applicable factors, such as funding sources or other needs.

TIPS Member Purchasing Procedures

Usually, purchase orders or their equal are issued by participating TIPS Member to the awarded vendor and should indicate on the order that the purchase is per the applicable TIPS Agreement Number. Orders are typically emailed to TIPS at tipspo@tips-usa.com.

- Awarded Vendor delivers goods/services directly to the participating member.
- Awarded Vendor invoices the participating TIPS Member directly.
- Awarded Vendor receives payment directly from the participating member.
- Fees are due to TIPS upon payment by the Member to the Vendor. Vendor agrees to pay the participation fee to TIPS for all Agreement sales upon receipt of payment including partial payment, from the Member Entity or as otherwise agreed by TIPS in writing and signed by an authorized signatory of TIPS.

Licenses

Awarded Vendor shall maintain, in current status, all federal, state and local licenses, bonds and permits required for the operation of the business conducted by awarded Vendor. Awarded Vendor shall remain reasonably fully informed of and in compliance with all ordinances and regulations pertaining to the lawful

provision of goods or services under the Agreement. TIPS and TIPS Members reserves the right to stop work and/or cancel an order or terminate this or any other sales Agreement of any awarded Vendor whose license(s) required for performance under this Agreement have expired, lapsed, are suspended or terminated subject to a 30-day cure period unless prohibited by applicable statute or regulation.

Novation

If awarded Vendor sells or transfers all assets, rights or the entire portion of the assets or rights required to perform this Agreement, a successor in interest must guarantee to perform all obligations under this Agreement. A simple change of name agreement will not change the Agreement obligations of awarded vendor. TIPS will consider Contract Assignments on a case by case basis. TIPS must be notified within five (5) business days of the transfer of assets or rights.

Site Requirements (*only when applicable to service or job*)

Cleanup: When performing work on site at a TIPS Member's property, awarded Vendor shall clean up and remove all debris and rubbish resulting from their work as required or directed by TIPS Member or as agreed by the parties. Upon completion of work, the premises shall be left in good repair and an orderly, neat, clean and unobstructed condition.

Preparation: Awarded Vendor shall not begin a project for which TIPS Member has not prepared the site, unless awarded Vendor does the preparation work at no cost, or until TIPS Member includes the cost of site preparation in a purchase order. Site preparation includes, but is not limited to: moving furniture, installing wiring for networks or power, and similar pre-installation requirements.

Registered sex offender restrictions: For work to be performed at schools, awarded Vendor agrees that no employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are, or reasonably expected to be, present unless otherwise agreed by the TIPS Member. Awarded Vendor agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the TIPS Member's discretion. Awarded Vendor must identify any additional costs associated with compliance of this term. If no costs are specified, compliance with this term will be provided at no additional charge. **Safety measures:** Awarded Vendor shall take all reasonable precautions for the safety of employees on the worksite, and shall erect and properly maintain all necessary safeguards for protection of workers and the public. Awarded Vendor shall post warning signs against all hazards created by the operation and work in progress. Proper precautions shall be taken pursuant to state law and standard practices to protect workers, general public and existing structures from injury or damage.

Safety Measures

Awarded Vendor shall take all reasonable precautions for the safety of employees on the worksite, and shall erect and properly maintain all necessary safeguards for protection of workers and the public. Awarded vendor shall post warning signs against all hazards created by the operation and work in progress. Proper precautions shall be taken pursuant to state law and standard practices to protect workers, general public and existing structures from injury or damage.

Smoking

Persons working under Agreement shall adhere to the TIPS Member's or local smoking statutes, codes or policies.

Marketing

Awarded Vendor agrees to allow TIPS to use their name and logo within TIPS website, marketing materials and advertisement subject to any reasonable restrictions provided to TIPS in the Proposal to the

Solicitation. The Vendor may submit an acceptable use directive for Vendor's names and logos with which TIPS agrees to comply. Any use of TIPS name and logo or any form of publicity, inclusive of press release, regarding this Agreement by awarded vendor must have prior approval from TIPS which will not be unreasonably withheld. Request may be made by email to TIPS@TIPS-USA.COM.

Supplemental Agreements

The TIPS Member entity participating in the TIPS Agreement and awarded Vendor may enter into a separate Supplemental Agreement or contract to further define the level of service requirements over and above the minimum defined in this Agreement such as but not limited to, invoice requirements, ordering requirements, specialized delivery, etc. Any Supplemental Agreement or contract developed as a result of this Agreement is exclusively between the TIPS Member entity customer and the Vendor. TIPS, its agents, TIPS Members and employees not a party to the Supplemental Agreement with the TIPS Member customer, shall not be made party to any claim for breach of such agreement unless named and agreed by the Party in question in writing in the agreement. If a Vendor submitting a Proposal requires TIPS and/or TIPS Member to sign an additional agreement, those agreements shall comply with the award made by TIPS to the Vendor. Supplemental Vendor's Agreement documents may not become part of TIPS' Agreement with Vendor unless and until an authorized representative of TIPS reviews and approves it. TIPS review and approval may be at any time during the life of this Vendor Agreement. TIPS permits TIPS Members to negotiate additional terms and conditions with the Vendor for the provision of goods or services under the Vendor's TIPS Agreement so long as they do not materially conflict with this Agreement.

Survival Clause

All applicable sales, leases, Supplemental Agreements, contracts, software license agreements, warranties or service agreements that were entered into between Vendor and TIPS or the TIPS Member Customer under the terms and conditions of this Agreement shall survive the expiration or termination of this Agreement. All Orders, Purchase Orders issued or contracts executed by TIPS or a TIPS Member and accepted by the Vendor prior to the expiration or termination of this agreement, shall survive expiration or termination of the Agreement, subject to previously agreed terms and conditions agreed by the parties or as otherwise specified herein relating to termination of this agreement.

Legal obligations

It is the responding Vendor's responsibility to be aware of and comply with all local, state and federal laws governing the sale of products/services identified in the applicable Solicitation that resulted in this Vendor Agreement and any awarded Agreement thereof. Applicable laws and regulations must be followed even if not specifically identified herein.

Audit rights

Due to transparency statutes and public accountability requirements of TIPS and TIPS Members', the awarded Vendor shall, at their sole expense, maintain appropriate due diligence of all purchases made by TIPS Member that utilizes this Agreement. TIPS and Region 8 ESC each reserve the right to audit the accounting of TIPS related purchases for a period of three (3) years from the time such purchases are made. This audit right shall survive termination of this Agreement for a period of one (1) year from the effective date of termination. In order to ensure and confirm compliance with this agreement, TIPS shall have authority to conduct audits of Awarded Vendor's pricing or TIPS transaction documentation with TIPS Members with 30 days' notice unless the audit is ordered by a Court Order or by a Government Agency with authority to do so without notice. Notwithstanding the foregoing, in the event that TIPS is made aware of any pricing being offered to eligible entities that is materially inconsistent with the pricing under this agreement, TIPS shall have the ability to conduct the audit internally or may engage a third- party auditing

firm to investigate any possible non-compliant conduct or may terminate the Agreement according to the terms of this Agreement. In the event of an audit, the requested materials shall be reasonably provided in the time, format and at the location acceptable to Region 8 ESC or TIPS. TIPS agrees not to perform a random audit the TIPS transaction documentation more than once per calendar year, but reserves the right to audit for just cause or as required by any governmental agency or court with regulatory authority over TIPS or the TIPS Member.

Force Majeure

If by reason of Force Majeure, either party hereto shall be rendered unable wholly or in part to carry out its obligations under this Agreement then such party shall give notice and full particulars of Force Majeure in writing to the other party within a reasonable time after occurrence of the event or cause relied upon, and the obligation of the party giving such notice, so far as it is affected by such Force Majeure, shall be suspended during the continuance of the inability then claimed, except as hereinafter provided, but for no longer period, and such party shall endeavor to remove or overcome such inability with all reasonable dispatch.

Choice of Law

The Agreement between the Vendor and TIPS/ESC Region 8 and any addenda or other additions resulting from this procurement process, however described, shall be governed by, construed and enforced in accordance with the laws of the State of Texas, regardless of any conflict of laws principles.

Venue, Jurisdiction and Service of Process

Any Proceeding arising out of or relating to this procurement process or any contract issued by TIPS resulting from or any contemplated transaction shall be brought in a court of competent jurisdiction in Camp County, Texas and each of the parties irrevocably submits to the exclusive jurisdiction of said court in any such proceeding, waives any objection it may now or hereafter have to venue or to convenience of forum, agrees that all claims in respect of the Proceeding shall be heard and determined only in any such court, and agrees not to bring any proceeding arising out of or relating to this procurement process or any contract resulting from or any contemplated transaction in any other court. The parties agree that either or both of them may file a copy of this paragraph with any court as written evidence of the knowing, voluntary and freely bargained for agreement between the parties irrevocably to waive any objections to venue or to convenience of forum. Process in any Proceeding referred to in the first sentence of this Section may be served on any party anywhere in the world. Venue for any dispute resolution process, other than litigation, between TIPS and the Vendor shall be located in Camp or Titus County, Texas.

Project Delivery Order Procedures

The TIPS Member having approved and signed an interlocal agreement, or other TIPS Membership document, may make a request of the awarded Vendor under this Agreement when the TIPS Member desires goods or services awarded to the Vendor. Notification may occur via phone, the web, courier, email, fax, or in person. Upon notification of a pending request, the awarded Vendor shall acknowledge the TIPS Member's request as soon as possible, but must make contact with the TIPS Member within two working days.

Status of TIPS Members as Related to This Agreement

TIPS Members stand in the place of TIPS as related to this agreement and have the same access to the proposal information and all related documents. TIPS Members have all the same rights under the awarded Agreement as TIPS.

Vendor's Resellers as Related to This Agreement

Vendor's Named Resellers ("Resellers") under this Agreement shall comply with all terms and conditions of this agreement and all addenda or incorporated documents. All actions related to sales by Authorized Vendor's Resellers under this Agreement are the responsibility of the awarded Vendor. If Resellers fail to report sales to TIPS under your Agreement, the awarded Vendor is responsible for their contractual failures and shall be billed for the fees. The awarded Vendor may then recover the fees from their named reseller.

Support Requirements

If there is a dispute between the awarded Vendor and TIPS Member, TIPS or its representatives may, at TIPS sole discretion, assist in conflict resolution if requested by either party. TIPS, or its representatives, reserves the right to inspect any project and audit the awarded Vendor's TIPS project files, documentation and correspondence related to the requesting TIPS Member's order. If there are confidentiality requirements by either party, TIPS shall comply to the extent permitted by law.

Incorporation of Solicitation

The TIPS Solicitation which resulted in this Vendor Agreement, whether a Request for Proposals, the Request for Competitive Sealed Proposals or Request for Qualifications solicitation, or other, the Vendor's response to same and all associated documents and forms made part of the solicitation process, including any addenda, are hereby incorporated by reference into this Agreement as if copied verbatim.

SECTION HEADERS OR TITLES

THE SECTION HEADERS OR TITLES WITHIN THIS DOCUMENT ARE MERELY GUIDES FOR CONVENIENCE AND ARE NOT FOR CLASSIFICATION OR LIMITING OF THE RESPONSIBILITIES OF THE PARTIES TO THIS DOCUMENT.

STATUTORY REQUIREMENTS

Texas governmental entities are prohibited from doing business with companies that fail to certify to this condition as required by Texas Government Code Sec. 2270.

By executing this agreement, you certify that you are authorized to bind the undersigned Vendor and that your company (1) does not boycott Israel; and (2) will not boycott Israel during the term of the Agreement.

You certify that your company is not listed on and does not and will not do business with companies that are on the Texas Comptroller of Public Accounts list of Designated Foreign Terrorists Organizations per Texas Gov't Code 2270.0153 found at <https://comptroller.texas.gov/purchasing/docs/foreign-terrorist.pdf>

You certify that if the certified statements above become untrue at any time during the life of this Agreement that the Vendor will notify TIPS within three (3) business day of the change by a letter on Vendor's letterhead from and signed by an authorized representative of the Vendor stating the non-compliance decision and the TIPS Agreement number and description at:

Attention: General Counsel
ESC Region 8/The Interlocal Purchasing System (TIPS)
4845 Highway 271 North
Pittsburg, TX,75686
And by an email sent to bids@tips-usa.com

Insurance Requirements

The undersigned Vendor agrees to maintain the below minimum insurance requirements for TIPS Contract Holders:

General Liability	\$1,000,000 each Occurrence/ Aggregate
Automobile Liability	\$300,000 Includes owned, hired & non-owned
Workers' Compensation	Statutory limits for the jurisdiction in which the Vendor performs under this Agreement.
Umbrella Liability	\$1,000,000

When the Vendor or its subcontractors are liable for any damages or claims, the Vendor's policy, when the Vendor is responsible for the claim, must be primary over any other valid and collectible insurance carried by the Member. Any immunity available to TIPS or TIPS Members shall not be used as a defense by the contractor's insurance policy. The coverages and limits are to be considered minimum requirements and in no way limit the liability of the Vendor(s). Insurance shall be written by a carrier with an A-; VII or better rating in accordance with current A.M. Best Key Rating Guide. Only deductibles applicable to property damage are acceptable, unless proof of retention funds to cover said deductibles is provided. "Claims made" policies will not be accepted. Vendor's required minimum coverage shall not be suspended, voided, cancelled, non-renewed or reduced in coverage or in limits unless replaced by a policy that provides the minimum required coverage except after thirty (30) days prior written notice by certified mail, return receipt requested has been given to TIPS or the TIPS Member if a project or pending delivery of an order is ongoing. Upon request, certified copies of all insurance policies shall be furnished to the TIPS or the TIPS Member.

Special Terms and Conditions

- **Orders:** All Vendor orders received from TIPS Members must be emailed to TIPS at tipspo@tips-usa.com. Should a TIPS Member send an order directly to the Vendor, it is the Vendor's responsibility to forward a copy of the order to TIPS at the email above within 3 business days and confirm its receipt with TIPS.
- **Vendor Encouraging Members to bypass TIPS agreement:** Encouraging TIPS Members to purchase directly from the Vendor or through another agreement, when the Member has requested using the TIPS cooperative Agreement or price, and thereby bypassing the TIPS Agreement is a violation of the terms and conditions of this Agreement and will result in removal of the Vendor from the TIPS Program.
- **Order Confirmation:** All TIPS Member Agreement orders are approved daily by TIPS and sent to the Vendor. The Vendor should confirm receipt of orders to the TIPS Member (customer) within 3 business days.
- **Vendor custom website for TIPS:** If Vendor is hosting a custom TIPS website, updated pricing when effective. TIPS shall be notified when prices change in accordance with the award.
- **Back Ordered Products:** If product is not expected to ship within the time provided to the TIPS Member by the Vendor, the Member is to be notified within 3 business days and appropriate action taken based on customer request.

The TIPS Vendor Agreement Signature Page is inserted here.

TIPS Vendor Agreement Signature Form

TIPS 210603 Roofing (2 PART with JOC) - PART 1 ONLY

Company Name Johnson Roofing, Inc.

Address 574 Youngblood Road


City Waco State TX Zip 76706

Phone 254-662-5571 Fax 254-662-4807

Email of Authorized Representative sherri@jroof.com

Name of Authorized Representative Sherri Johnson McDonald

Title President / CEO

Signature of Authorized Representative 

Date 7/13/21

TIPS Authorized Representative Name David Fitts

Title Executive Director

TIPS Authorized Representative Signature 

Approved by ESC Region 8 

Date 9-30-2021

Addendum to TIPS Vendor Agreement executed on or after September 1, 2021

Insert name of Vendor Johnson Roofing, Inc. TIPS Solicitation # 210603 P1

CERTIFICATION REGARDING BOYCOTTING CERTAIN ENERGY COMPANIES

If (a) company is not a sole proprietorship; (b) company has ten (10) or more full-time employees; and (c) this contract has a value of \$100,000 or more that is to be paid wholly or partly from public funds, the following certification shall apply; otherwise, this certification is not required. Pursuant to TEX. GOV'T CODE Ch. 2274 of SB 13 (87th session), the company hereby certifies and verifies that the company, or any wholly owned subsidiary, majority-owned subsidiary, parent company, or affiliate of these entities or business associations, if any, does not boycott energy companies and will not boycott energy companies during the term of the contract. For purposes of this contract, the term "company" shall mean an organization, association, corporation, partnership, joint venture, limited partnership, limited liability partnership, or limited liability company, that exists to make a profit. The term "boycott energy company" shall mean "without an ordinary business purpose, refusing to deal with, terminating business activities with, or otherwise taking any action intended to penalize, inflict economic harm on, or limit commercial relations with a company because the company (a) engages in the exploration, production, utilization, transportation, sale, or manufacturing of fossil fuel-based energy and does not commit or pledge to meet environmental standards beyond applicable federal and state law, or (b) does business with a company described by paragraph (a)." See TEX. GOV'T CODE § 809.001(1).

SJM Initials of Authorized Representative of Vendor, if applicable

CERTIFICATION PROHIBITING DISCRIMINATION AGAINST FIREARM AND AMMUNITION INDUSTRIES

If (a) company is not a sole proprietorship; (b) company has at least ten (10) full-time employees; (c) this contract has a value of at least \$100,000 that is paid wholly or partly from public funds; (d) the contract is not excepted under TEX. GOV'T CODE § 2274.003 of SB 19 (87th leg.); and (e) governmental entity has determined that company is not a sole-source provider or governmental entity has not received any bids from a company that is able to provide this written verification, the following certification shall apply; otherwise, this certification is not required. Pursuant to TEX. GOV'T CODE Ch. 2274 of SB 19 (87th session), the company hereby certifies and verifies that the company, or association, corporation, partnership, joint venture, limited partnership, limited liability partnership, or limited liability company, including a wholly owned subsidiary, majority-owned subsidiary parent company, or affiliate of these entities or associations, that exists to make a profit, does not have a practice, policy, guidance, or directive that discriminates against a firearm entity or firearm trade association and will not discriminate during the term of this contract against a firearm entity or firearm trade association. For purposes of this contract, "discriminate against a firearm entity or firearm trade association" shall mean, with respect to the entity or association, to: "(1) refuse to engage in the trade of any goods or services with the entity or association based solely on its status as a firearm entity or firearm trade association; (2) refrain from continuing an existing business relationship with the entity or association based solely on its status as a firearm entity or firearm trade association; or (3) terminate an existing business relationship with the entity or association based solely on its status as a firearm entity or firearm trade association. See TEX. GOV'T CODE § 2274.001(3) of SB 19. "Discrimination against a firearm entity or firearm trade association" does not include: "(1) the established policies of a merchant, retail seller, or platform that restrict or prohibit the listing or selling of ammunition, firearms, or firearm accessories; and (2) a company's refusal to engage in the trade of any goods or services, decision to refrain from continuing an existing business relationship, or decision to terminate an existing business relationship to comply with federal, state, or local law, policy, or regulations or a directive by a regulatory agency, or for any traditional business reason that is specific to the customer or potential customer and not based solely on an entity's or association's status as a firearm entity or firearm trade association." See TEX. GOV'T CODE § 2274.001(3) of SB 19.

SJM Initials of Authorized Representative of Vendor, if applicable

CERTIFICATION REGARDING CERTAIN FOREIGN-OWNED COMPANIES IN CONNECTION WITH CRITICAL INFRASTRUCTURE

Client name is prohibited from entering into a contract or other agreement relating to critical infrastructure that would grant to the company direct or remote access to or control of critical infrastructure in this state, excluding access specifically allowed by the *client name* for product warranty and support purposes. Company, certifies that neither it nor its parent company nor any affiliate of company or its parent company, is (1) owned by or the majority of stock or other ownership interest of the company is held or controlled by individuals who are citizens of China, Iran, North Korea, Russia, or a designated country; (2) a company or other entity, including governmental entity, that is owned or controlled by citizens of or is directly controlled by the government of China, Iran, North Korea, Russia, or a designated country; or (3) headquartered in China, Iran, North Korea, Russia, or a designated country. For purposes of this contract, "critical infrastructure" means "a communication infrastructure system, cybersecurity system, electric grid, hazardous waste treatment system, or water treatment facility." See TEX. GOV'T CODE § 2274.0101(2) of SB 1226 (87th leg.). The company verifies and certifies that company will not grant direct or remote access to or control of critical infrastructure, except for product warranty and support purposes, to prohibited individuals, companies, or entities, including governmental entities, owned, controlled, or headquartered in China, Iran, North Korea, Russia, or a designated country, as determined by the Governor.

SJM Initials of Authorized Representative of Vendor, if applicable

NOTICE TO MEMBERS REGARDING ATTRIBUTE RESPONSES

TIPS VENDORS RESPOND TO ATTRIBUTE QUESTIONS AS PART OF TIPS COMPETITIVE SOLICITATION PROCESS. THE VENDOR'S RESPONSES TO ATTRIBUTE QUESTIONS ARE INCLUDED HEREIN AS "SUPPLIER RESPONSE." PLEASE BE ADVISED THAT DEVIATIONS, IF ANY, IN VENDOR'S RESPONSE TO ATTRIBUTE QUESTIONS MAY NOT REFLECT VENDOR'S FINAL ATTRIBUTE RESPONSE, WHICH IS SUBJECT TO NEGOTIATIONS PRIOR TO AWARD. PLEASE CONTACT THE TIPS OFFICE AT 866-839-8477 WITH QUESTIONS OR CONCERNS REGARDING VENDOR ATTRIBUTE RESPONSE DEVIATIONS. PLEASE KEEP IN MIND THAT TIPS DOES NOT PROVIDE LEGAL COUNSEL TO MEMBERS. TIPS RECOMMENDS THAT YOU CONSULT YOUR LEGAL COUNSEL WHEN EXECUTING CONTRACTS WITH OR MAKING PURCHASES FROM TIPS VENDORS.



210603

**Johnson Roofing, Inc.
Johnson Roofing, Inc.
Supplier Response**

Event Information

Number: 210603
Title: Roofing (2 PART with JOC)
Type: Request for Proposal
Issue Date: 6/3/2021
Deadline: 7/16/2021 03:00 PM (CT)
Notes: This is a 2 PART solicitation. PART 1 is for projects that are not considered construction or a public work. It includes, but is not limited to, parts, supplies, maintenance services and repairs. PART 2 Job Order Contract (JOC) is for projects considered construction or public work projects. The determination of whether or not a project requires a PART 2 JOC is the responsibility of the TIPS member entity. Vendors are encouraged to respond to BOTH PARTS 1 and 2 to meet the needs of our members, but responses to both parts is not required.

IF YOU CURRENTLY HOLD TIPS CONTRACT 180702 Roofing (JOC), YOU MUST RESPOND TO THIS SOLICITATION TO PREVENT LAPSE OF CONTRACT UNLESS YOU HOLD ANOTHER CURRENT TIPS CONTRACT THAT COVERS ALL OF YOUR ROOFING OFFERINGS. THIS AWARDED CONTRACT WILL REPLACE YOUR EXPIRING TIPS CONTRACT 180702 Roofing (JOC).

Contact Information

Address: Region 8 Education Service Center
4845 US Highway 271 North
Pittsburg, TX 75686

Phone: +1 (866) 839-8477

Email: bids@tips-usa.com

Johnson Roofing, Inc. Information

Contact: Sherri Johnson-McDonald
Address: 574 Youngblood Road
Waco
Waco, TX 76706
Phone: (254) 662-5571
Fax: (254) 662-4807
Email: sherri@jroof.com
Web Address: JRoof.com

By submitting your response, you certify that you are authorized to represent and bind your company.

Greg Vaughan

Signature

Submitted at 7/15/2021 10:36:17 AM

gvaughan@jroof.com

Email

Requested Attachments

Supplementary

Johnson Roofing 80 Year Anniversary Magazine.pdf

Supplementary information can be scanned and uploaded. (Company information, brochures, catalogs, etc.) (PDF Format ONLY)

DO NOT UPLOAD encrypted or password protected files.

Vendor Agreement PART 1 ONLY

Vendor Agreement PART 1 ONLY.pdf

The vendor must download the Vendor Agreement from the attachment tab, fill in the requested information and upload the completed agreement.

DO NOT UPLOAD encrypted or password protected files.

Agreement Signature Form PART 1 ONLY

Agreement Signature Form PART 1 ONLY.pdf

If you have not taken exception or deviation to the agreement language in the solicitation attributes, download the AGREEMENT SIGNATURE FORM from the "ATTACHMENTS" tab. This PDF document is a fillable form. Download the document to your computer, fill in the requested company information, print the file, SIGN the form, SCAN the completed and signed AGREEMENT SIGNATURE FORM, and upload here.

If you have taken exception to any of the agreement language and noted the exception in the deviations section of the attributes for the agreement, complete the AGREEMENT SIGNATURE FORM, but DO NOT SIGN until those deviations have been negotiated and resolved with TIPS management. Upload the unsigned form here, because this is a required document.

Pricing Form 1 PART 1 ONLY

210603 Pricing Form 1 PART 1 ONLY.xlsx

The vendor must download the PRICING SPREADSHEET SHEET from the attachment tab, fill in the requested information and upload the completed spreadsheet.

DO NOT UPLOAD encrypted or password protected files.

Vendor Agreement PART 2 ONLY

Vendor Agreement JOC_PART 2 ONLY.pdf

If proposing on Part 2, the vendor must download the Vendor Agreement from the attachment tab, fill in the requested information and upload the completed agreement.

DO NOT UPLOAD encrypted or password protected files.

Agreement Signature Form PART 2 ONLY

Agreement Signature Form PART 2 ONLY.pdf

If proposing on Part 2, the vendor must download the Vendor Agreement from the attachment tab, fill in the requested information and upload the completed agreement.

DO NOT UPLOAD encrypted or password protected files.

Pricing Form 2 PART 1 ONLY

210603 Pricing Form 2 PART 1 ONLY.xlsx

The vendor must download the PRICING SPREADSHEET SHEET from the attachment tab, fill in the requested information and upload the completed spreadsheet.
DO NOT UPLOAD encrypted or password protected files.

Warranty

Johnson Roofing Inc. Sample Warranty.pdf

Warranty information (if applicable) must be scanned and uploaded. (PDF Format ONLY)
DO NOT UPLOAD encrypted or password protected files.

OPTIONAL - PART 2 - JOC Pricing of Itemized List of RS Means Non-Prepriced Items

No response

The Vendor may download the optional Pricing of Itemized List of RS Means Non-Prepriced Items form from the attachment tab, fill in the requested information, and upload the completed spreadsheet. DO NOT UPLOAD encrypted or password protected files.

OPTIONAL PRICING EXHIBIT XACTIMATE UNIT PRICE BOOK PART 2 ONLY

No response

PROPOSERS MAY SUBMIT ATTACHMENT ENTITLED "Optional Pricing Exhibit Xactimate Unit Price Book" AS AN ADDITIONAL PRICING METHOD TO THE REQUIRED RS MEANS METHOD. You may not offer Xactimate Pricing in lieu of RS Means Pricing and doing so will disqualify you. If you submit Xactimate as an additional option for pricing, it will be averaged with the score assigned for RS Means to arrive at your final pricing score during evaluation of your proposal.

Reference Form (PARTS 1 & 2)

Reference_Form.xls

Valid Reference Email addresses are REQUIRED on the spreadsheet. The vendor must download the References spreadsheet from the attachment tab, fill in the requested information and upload the completed spreadsheet. DO NOT UPLOAD encrypted or password protected files.

D/M/WBE Certification OPTIONAL

WOSB.docx

D/M/WBE Certification documentation may be scanned and uploaded if you desire to claim your status as one of the identified enterprises. (Disadvantaged Business Enterprise, Minority Business Enterprise and/or Woman Business Enterprise) If vendor has more than one certification scan into one document. (PDF Format ONLY)
DO NOT UPLOAD encrypted or password protected files.

Proposed Goods and Services

Johnson Roofing.pdf

Please upload one or more documents or sheets describing your offerings, line cards, catalogs, links to offerings OR list links to your offerings that illustrate the catalog of proposed lines of goods and or services you carry and offer under this proposal. It does not have to be exhaustive but should, at a minimum tell us what you are offering. It could be as simple as a sheet with your link to your online catalog of goods and services.

All Other Certificates

2018-22 HUB on Letterhead.docx

All Other Certificates (if applicable) must be scanned and uploaded. If vendor has more than one other certification scan into one document. (PDF Format ONLY)
DO NOT UPLOAD encrypted or password protected files.

Logo and Other Company Marks

Johnson Roofing, Inc. Logos.jpg

Conflict of Interest Form CIQ- ONLY REQUIRED IF A CONFLICT EXISTS PER THE INSTRUCTIONS

No response

ONLY REQUIRED IF A CONFLICT EXISTS PER THE INSTRUCTIONS

Conflict of Interest Form for Vendors that are required to submit the form. The Conflict of Interest Form is included in the Base documents or can be found at <https://www.tips-usa.com/assets/documents/docs/CIQ.pdf>.

Certificate of Corporate Offerer - COMPLETE ONLY IF OFFERER IS A CORPORATION

CERTIFICATE OF CORPORATE OFFERER FORM.pdf

COMPLETE AND UPLOAD FORM IN ATTACHMENTS SECTION ONLY IF OFFERER IS A CORPORATION

Lobbying Report Standard Form-LLL, "disclosure Form to Report Lobbying,"

No response

If you answered "I HAVE Lobbied per above" to attribute #66, please download and complete and upload the Standard Form-LLL, "disclosure Form to Report Lobbying," in the Response attachments section.

Confidentiality Form

CONFIDENTIALITY_CLAIM_FORM.pdf

REQUIRED CONFIDENTIALITY FORM. Complete the form according to your company requirements, make any desired attachments and upload to the appropriate section under "Response Attachments" THIS FORM DETERMINES HOW ESC8/TIPS RESPONDS TO LEGAL PUBLIC INFORMATION REQUESTS.

Bonding Capacity Letter from Surety/Insurance Company

Surety Letter-TIPS 7-13-21.pdf

REQUIRED IF YOU ARE PROPOSING ON PART 2 -Attach the Bonding Capacity Letter from Surety/Insurance Company. if you do not have one available at time of proposal, attached a letter stating it will be submitted when received to prove bonding capacity. No award can be made until official bonding capacity letter is received by TIPS.

Current W-9 Tax Form

W-9 - JR - 2021.pdf

You are required by TIPS to upload a current W-9 Internal Revenue Service (IRS) Tax Form for your entity. This form will be utilized by TIPS to properly identify your entity.

Bid Attributes

1	Yes - No Disadvantaged/Minority/Women Business Enterprise - D/M/WBE (Required by some participating governmental entities) Vendor certifies that their firm is a D/M/WBE? Vendor must upload proof of certification to the "Response Attachments" D/M/WBE CERTIFICATES section. <input type="text" value="Yes"/>
2	Yes - No Historically Underutilized Business - HUB (Required by some participating governmental entities) Vendor certifies that their firm is a HUB as defined by the State of Texas at https://comptroller.texas.gov/purchasing/vendor/hub/ or in a HUBZone as defined by the US Small Business Administration at https://www.sba.gov/offices/headquarters/ohp Proof of one or both may be submitted. Vendor must upload proof of certification to the "Response Attachments" HUB CERTIFICATES section. <input type="text" value="Yes"/>
3	Yes - No The Vendor can provide services and/or products to all 50 US States? <input type="text" value="Yes"/>
4	States Served: If answer is NO to question #3, please list which states can be served. (Example: AR, OK, TX) <input type="text" value="No response"/>
5	Company and/or Product Description: This information will appear on the TIPS website in the company profile section, if awarded a TIPS contract. (Limit 750 characters.) <input type="text" value="Johnson Roofing is a contracting company, specializing in all aspects of commercial, industrial, institutional and residential roof system applications."/>
6	Primary Contact Name Primary Contact Name <input type="text" value="Sherri Johnson McDonald"/>

7	Primary Contact Title Primary Contact Title <input type="text" value="CEO"/>
8	Primary Contact Email Primary Contact Email <input type="text" value="sherri@jroof.com"/>
9	Primary Contact Phone Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477 <input type="text" value="2546625571"/>
10	Primary Contact Fax Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477 <input type="text" value="No response"/>
11	Primary Contact Mobile Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477 <input type="text" value="2547441574"/>
12	Secondary Contact Name Secondary Contact Name <input type="text" value="Greg Vaughan"/>
13	Secondary Contact Title Secondary Contact Title <input type="text" value="VP Client Relations"/>
14	Secondary Contact Email Secondary Contact Email <input type="text" value="gvaughan@jroof.com"/>
15	Secondary Contact Phone Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477 <input type="text" value="2546625571"/>
16	Secondary Contact Fax Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477 <input type="text" value="No response"/>

17	Secondary Contact Mobile Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477 <input type="text" value="254662.5571"/>
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18	Admin Fee Contact Name Admin Fee Contact Name. This person is responsible for paying the admin fee to TIPS. <input type="text" value="robin sharp"/>
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19	Admin Fee Contact Email Admin Fee Contact Email <input type="text" value="rsharp@jroof.com"/>
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20	Admin Fee Contact Phone Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477 <input type="text" value="2546625571"/>
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21	Purchase Order Contact Name Purchase Order Contact Name. This person is responsible for receiving Purchase Orders from TIPS. <input type="text" value="Robin Sharp"/>
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22	Purchase Order Contact Email Purchase Order Contact Email <input type="text" value="rsharp@jroof.com"/>
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23	Purchase Order Contact Phone Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477 <input type="text" value="2546625571"/>
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24	Company Website Company Website (Format - www.company.com) <input type="text" value="www.jroof.com"/>
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25	Entity D/B/A's and Assumed Names Please identify all of your entity's assumed names and D/B/A's. Please note that you will be identified publicly by the legal name under which you responded to this solicitation unless you organize otherwise with TIPS after award. <input type="text" value="No response"/>
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26	Primary Address Primary Address <input type="text" value="574 youngblood road"/>
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27	Primary Address City Primary Address City <input type="text" value="Waco"/>
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28	Primary Address State
	Primary Address State (2 Digit Abbreviation) <input type="text" value="TX"/>

29	Primary Address Zip
	Primary Address Zip <input type="text" value="76706"/>

30	Search Words:
	Please list search words to be posted in the TIPS database about your company that TIPS website users might search. Words may be product names, manufacturers, or other words associated with the category of award. YOU MAY NOT LIST NON-CATEGORY ITEMS. (Limit 500 words) (Format: product, paper, construction, manufacturer name, etc.) <input type="text" value="Commercial, Industrial, Institutional Roofing Systems applications. Full service contracting firm. WOB and HUB."/>

31	Do you want TIPS Members to be able to spend Federal grant funds with you if awarded? Is it your intent to be able to sell to our members regardless of the fund source, whether it be local, state or federal?
	<p>Most of our members receive Federal Government grants and they make up a significant portion of their budgets. The members need to know if your company is willing to sell to them when they spend federal budget funds on their purchase. There are attributes that follow that are provisions from the federal regulations in 2 CFR part 200. Your answers will determine if your award will be designated as Federal or Education Department General Administrative Regulations (EDGAR)compliant.</p> <p>Do you want TIPS Members to be able to spend Federal grant funds with you if awarded and is it your intent to be able to sell to our members regardless of the fund source, whether it be local, state or federal?</p> <input type="text" value="Yes"/>

32	Yes - No
	Certification of Residency - The vendor's ultimate parent company or majority owner: (A) has its principal place of business in Texas; OR (B) employs at least 500 persons in Texas? This question is required as a data gathering function for information to our members making purchases with awarded vendors. Does not affect scoring with TIPS. <input type="text" value="Yes"/>

33	Company Residence (City)
	Vendor's principal place of business is in the city of? <input type="text" value="Waco"/>

3
4 **Company Residence (State)**

Vendor's principal place of business is in the state of?

Texas

3
5 **Discount Offered - CAUTION READ CAREFULLY BECAUSE VENDORS FREQUENTLY MAKE MISTAKES ON THIS ATTRIBUTE QUESTION**

Remember this is a MINIMUM discount percentage so, be sure the discount percentage inserted here can be applied to ANY OFFERING OF GOODS OR SERVICES THROUGH OUT THE LIFE OF THE CONTRACT

CAUTION: BE CERTAIN YOU CAN HONOR THIS MINIMUM DISCOUNT PERCENTAGE ON ANY OFFERED SERVICE OR GOOD NOW OR DURING THE LIFE OF THE CONTRACT.

What is the MINIMUM percentage discount off of any item or service you offer to TIPS Members that is in your regular catalog (as defined in the solicitation specifications document), website, store or shelf pricing or when adding new goods or services to your offerings during the life of the contract? The resulting price of any goods or services Catalog list prices after this discount is applied is a ceiling on your pricing and not a floor because, in order to be more competitive in the individual circumstance, you may offer a larger discount depending on the items or services purchased and the quantity at time of sale.

Must answer with a number between 0% and 100%.

1%

3
6 **Yes - No**

If awarded on Part 1 of the TIPS Contract, for the duration of the Contract, Vendor agrees to provide catalog pricing, as defined in the solicitation and below, to TIPS upon request for any goods and services offered on PART 1 of the Vendor's TIPS Contract, if any.

"Catalog" means the available list of tangible personal property or services, in the most current listing, regardless of date, during the life of the contract, that takes the form of a catalog, price list, schedule, shelf price or other form that:

- A. is regularly maintained by the manufacturer or Vendor of an item; and
- B. is either published or otherwise available for inspection by a customer during the purchase process;
- C. to which the minimum discount proposed by the proposing Vendor may be applied.

YES

3
7 **TIPS administration fee**

By submitting a proposal, I agree that all pricing submitted to TIPS shall include the participation fee, as designated in the solicitation or as otherwise agreed in writing and shall be remitted to TIPS by the Vendor or the vendor's named resellers and as agreed in the Vendor agreement. I agree that the fee shall not and will not be added by the vendor as a separate line item on a TIPS member invoice, quote, proposal or any other written communications with the TIPS member.

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REQUIRED FOR PART 2 JOC - PRICING OF Regular Hours Coefficient

What is your regular hours coefficient for the RS Means Price Book? (FAILURE TO RESPOND PROHIBITS PART 2 JOC EVALUATION)

Remember that this is a ceiling price proposed. You can discount lower than your proposed contract coefficient, but not higher.

This is one of three pricing questions that are required for consideration for award on this solicitation. Please consider your answer carefully. An explanation of the TIPS scoring of pricing is included in the attachments for your information.

The below is an Example of how pricing model works (not intended to influence your proposed coefficient, you should propose a coefficient that you determine is right for your business):

To propose the exact pricing as the RS Means Unit Price Book, you would insert a 1.0 and to propose a 5% discount for the RS Means Price Book would be a .95 regular hours coefficient and so on.

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REQUIRED FOR PART 2 JOC - PRICING OF After Hours Coefficient

What is your after hours coefficient for the RS Means Price Book for work performed after normal working hours? (FAILURE TO RESPOND PROHIBITS PART 2 JOC EVALUATION)

Remember that this is a ceiling price proposed. You can discount to any TIPS Member customer a lower coefficient than your proposed contract coefficient, but not higher.

This is one of three pricing questions that are required for consideration for award on this solicitation. Please consider your answer carefully. An explanation of the TIPS scoring of pricing titled "Pricing Coefficient Instruction" is included in the attachments for your information.

The below is an EXAMPLE of how the pricing model works (It is not intended to influence your proposed coefficient, you should propose a coefficient that you determine is reasonable for your business for the life of the contract): The most common after hours coefficient is time and a half of the RS Means Unit Price Book prices. To illustrate this coefficient, if your regular hours coefficient is .95, your after hours coefficient would be 1.45.

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REQUIRED FOR 2 PART JOC - PRICING for Markup of Non-Prepriced Items in RS Means Unit Price Book

What is your proposed Markup Percentage on materials not found in the RS Means Price Book? (FAILURE TO RESPOND PROHIBITS PART 2 JOC EVALUATION)

If any materials being utilized for a project cannot be found in the RS Means Price Book, this question is what is the markup percentage on those materials?

When answering this question please insert the number that represents your percentage of proposed markup. Example: if you are proposing a 30 percent markup, please insert the number "30".

Remember that this is a ceiling markup. You may markup a lesser percentage to the TIPS Member customer when pricing the project, but not a greater percentage.

EXAMPLE: You need special materials that are not in the RS Means Unit Price Book for a project. You would buy the materials and mark them up to the TIPS Member customer by the percentage you propose in this question. If the materials cost you, the contractor, \$100 and you proposed a markup on this question for the material of 30 percent, then you would charge the TIPS Member customer \$130 for the materials.

4 1	<p>Yes - No</p> <p>Vendor agrees to remit to TIPS the required administration fee or, if resellers are named, guarantee the fee remittance by or for the reseller named by the vendor?</p> <p>TIPS/ESC Region 8 is required by Texas Government Code § 791 to be compensated for its work and thus, failure to agree shall render your response void and it will not be considered.</p> <p><input type="text" value="Agreed"/></p>
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4 2	<p>Yes - No</p> <p>Do you offer additional discounts to TIPS members for large order quantities or large scope of work?</p> <p><input type="text" value="Yes"/></p>
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4 3	<p>Years experience in this category of goods or services.</p> <p>Company years experience in this category of goods or services?</p> <p><input type="text" value="80"/></p>
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4 4	<p>Resellers:</p> <p>Does the vendor have resellers that it will name under this contract?</p> <p>Resellers are defined as other companies that sell your products under an agreement with you, as the awarded vendor of TIPS.</p> <p>EXAMPLE: BIGmart is a reseller of ACME brand televisions. If ACME were a TIPS awarded vendor, then ACME would list BIGmart as a reseller.</p> <p>(If applicable, Vendor should add all Authorized Resellers within the TIPS Vendor Portal upon award).</p> <p><input type="text" value="No"/></p>
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4 5	<p>Right of Refusal</p> <p>Does the proposing vendor wish to reserve the right not to perform under the awarded agreement with a TIPS member at vendor's discretion?</p> <p><input type="text" value="Yes"/></p>
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46 NON-COLLUSIVE BIDDING CERTIFICATE

By submission of this bid or proposal, the Bidder certifies that:

- 1) This bid or proposal has been independently arrived at without collusion with any other Bidder or with any Competitor;
- 2) This bid or proposal has not been knowingly disclosed and will not be knowingly disclosed, prior to the opening of bids, or proposals for this project, to any other Bidder, Competitor or potential competitor:
- 3) No attempt has been or will be made to induce any other person, partnership or corporation to submit or not to submit a bid or proposal;
- 4) The person signing this bid or proposal certifies that he has fully informed himself regarding the accuracy of the statements contained in this certification, and under the penalties being applicable to the Bidder as well as to the person signing in its behalf.

Not a negotiable term. Failure to agree will render your proposal non-responsive and it will not be considered.

47 CONFLICT OF INTEREST QUESTIONNAIRE - FORM CIQ -Do you have any CONFLICT OF INTEREST TO REPORT OR DISCLOSE under this statutory requirement?

Do you have any CONFLICT OF INTEREST TO REPORT OR DISCLOSE under this statutory requirement? YES or NO

If you have a conflict of interest as described in this form or the Local Government Code Chapter 176, cited therein- you are required to complete and file with TIPS. The Form CIQ is one of the attachments to this solicitation.

There is an optional upload for this form provided if you have a conflict and must file the form

48 Filing of Form CIQ

If yes (above), have you filed a form CIQ by uploading the form to this RFP as directed above?

49 Regulatory Standing

I certify to TIPS for the proposal attached that my company is in good standing with all governmental agencies Federal or state that regulate any part of our business operations. If not, please explain in the next attribute question.

50 Regulatory Standing

Regulatory Standing explanation of no answer on previous question.

Antitrust Certification Statements (Tex. Government Code § 2155.005)

By submission of this bid or proposal, the Bidder certifies that:

I affirm under penalty of perjury of the laws of the State of Texas that:

(1) I am duly authorized to execute this contract on my own behalf or on behalf of the company, corporation, firm, partnership or individual (Company) listed below;

(2) In connection with this bid, neither I nor any representative of the Company has violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15;

(3) In connection with this bid, neither I nor any representative of the Company has violated any federal antitrust law;

(4) Neither I nor any representative of the Company has directly or indirectly communicated any of the contents of this bid to a competitor of the Company or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Company.

Suspension or Debarment Instructions

Instructions for Certification:

1. By answering yes to the next Attribute question below, the vendor and prospective lower tier participant is providing the certification set out herein in accordance with these instructions.
2. The certification in this clause is a material representation of fact upon which reliance was placed when this transaction was entered into. If it is later determined that the prospective lower tier participant knowingly rendered an erroneous certification in addition to other remedies available to the federal government, the department or agency with which this transaction originated may pursue available remedies, including suspension and / or debarment.
3. The prospective lower tier participant shall provide immediate written notice to the person to which this proposal is submitted if at any time the prospective lower tier participant learns that its certification was erroneous when submitted or has become erroneous by reason of changed circumstances.
4. The terms "covered transaction," "debarred," "suspended," "ineligible," "lower tier covered transaction," "participants," "person," "primary covered transaction," "principal," "proposal" and "voluntarily excluded," as used in this clause, have the meanings set out in the Definitions and Coverage sections of rules implementing Executive Order 12549. You may contact the person to which this proposal is submitted for assistance in obtaining a copy of those regulations.
5. The prospective lower tier participant agrees by submitting this form that, should the proposed covered transaction be entered into, it shall not knowingly enter into any lower tier covered transaction with a person who is debarred, suspended, declared ineligible or voluntarily excluded from participation in this covered transaction, unless authorized by the department or agency with which this transaction originated.
6. The prospective lower tier participant further agrees by submitting this form that it will include this clause titled "Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion-Lower Tier Covered Transaction" without modification in all lower tier covered transactions and in all solicitations for lower tier covered transactions.
7. A participant in a covered transaction may rely upon a certification of a prospective participant in a lower tier covered transaction that it is not debarred, suspended, ineligible or voluntarily excluded from the covered transaction, unless it knows that the certification is erroneous. A participant may decide the method and frequency by which it determines the eligibility of its principals. Each participant may, but is not required to, check the Nonprocurement List.
8. Nothing contained in the foregoing shall be construed to require establishment of a system of records in order to render in good faith the certification required by this clause. The knowledge and information of a participant is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.
9. Except for transactions authorized under paragraph 5 of these instructions, if a participant in a covered transaction knowingly enters into a lower tier covered transaction with a person who is suspended, debarred, ineligible or voluntarily excluded from participation in this transaction, in addition to other remedies available to the federal government, the department or agency with which this transaction originated may pursue available remedies, including suspension and / or debarment.

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Suspension or Debarment Certification

By answering yes, you certify that no federal suspension or debarment is in place, which would preclude receiving a federally funded contract as described above.

Debarment and Suspension (Executive Orders 12549 and 12689)—A contract award (see 2 CFR 180.220) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR part 1986 Comp., p. 189) and 12689 (3 CFR part 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

By answering yes, you certify that no federal suspension or debarment is in place, which would preclude receiving a federally funded contract as described above.

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Non-Discrimination Statement and Certification

In accordance with Federal civil rights law, all U.S. Departments, including the U.S. Department of Agriculture (USDA) civil rights regulations and policies, the USDA, its Agencies, offices, and employees, and institutions participating in or administering USDA programs are prohibited from discriminating based on race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, family/parental status, income derived from a public assistance program, political beliefs, or reprisal or retaliation for prior civil rights activity, in any program or activity conducted or funded by USDA (not all bases apply to all programs). Remedies and complaint filing deadlines vary by program or incident.

Persons with disabilities who require alternative means of communication for program information (e.g., Braille, large print, audiotape, American Sign Language, etc.) should contact the responsible Agency or USDA's TARGET Center at (202) 720-2600 (voice and TTY) or contact USDA through the Federal Relay Service at (800) 877-8339. Additionally, program information may be made available in languages other than English.

To file a program discrimination complaint, complete the USDA Program Discrimination Complaint Form, AD-3027, found online at [How to File a Program Discrimination Complaint](#) and at any USDA office or write a letter addressed to USDA and provide in the letter all of the information requested in the form. To request a copy of the complaint form, call (866) 632-9992. Submit your completed form or letter to USDA by: (1) mail: U.S. Department of Agriculture, Office of the Assistant Secretary for Civil Rights, 1400 Independence Avenue, SW, Washington, D.C. 20250-9410; (2) fax: (202) 690-7442; or (3) email: program.intake@usda.gov.

(Title VI of the Education Amendments of 1972; Section 504 of the Rehabilitation Act of 1973; the Age Discrimination Act of 1975; Title 7 CFR Parts 15, 15a, and 15b; the Americans with Disabilities Act; and FNS Instruction 113-1, Civil Rights Compliance and Enforcement – Nutrition Programs and Activities)

All U.S. Departments, including the USDA are equal opportunity provider, employer, and lender.

Not a negotiable term. Failure to agree will render your proposal non-responsive and it will not be considered. I certify that in the performance of a contract with TIPS or its members, that our company will conform to the foregoing anti-discrimination statement and comply with the cited and all other applicable laws and regulations.

Yes, I certify (Yes)

5 2 CFR PART 200 Contract Provisions Explanation

Required Federal contract provisions of Federal Regulations for Contracts for contracts with ESC Region 8 and TIPS Members:

The following provisions are required to be in place and agreed if the procurement is funded in any part with federal funds.

The ESC Region 8 and TIPS Members are the subgrantee or Subrecipient by definition. Most of the provisions are located in 2 CFR PART 200 - Appendix II to Part 200—Contract Provisions for Non-Federal Entity Contracts Under Federal Awards at 2 CFR PART 200. Others are included within 2 CFR part 200 et al.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

5 2 CFR PART 200 Contracts

Contracts for more than the simplified acquisition threshold currently set at \$250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

Notice: Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, ESC Region 8 and TIPS Members reserves all rights and privileges under the applicable laws and regulations with respect to this procurement in the event of breach of contract by either party.

Does vendor agree?

5 2 CFR PART 200 Termination

Termination for cause and for convenience by the grantee or subgrantee including the manner by which it will be effected and the basis for settlement. (All contracts in excess of \$10,000)

Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, ESC Region 8 and TIPS Members reserves the right to terminate any agreement in excess of \$10,000 resulting from this procurement process for cause after giving the vendor an appropriate opportunity and up to 30 days, to cure the causal breach of terms and conditions. ESC Region 8 and TIPS Members reserves the right to terminate any agreement in excess of \$10,000 resulting from this procurement process for convenience with 30 days notice in writing to the awarded vendor. The vendor would be compensated for work performed and goods procured as of the termination date if for convenience of the ESC Region 8 and TIPS Members. Any award under this procurement process is not exclusive and the ESC Region 8 and TIPS reserves the right to purchase goods and services from other vendors when it is in the best interest of the ESC Region 8 and TIPS.

Does vendor agree?

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2 CFR PART 200 Clean Air Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended—Contracts and subgrants of amounts in excess of \$250,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

Pursuant to the Clean Air Act, et al above, when federal funds are expended by ESC Region 8 and TIPS Members, ESC Region 8 and TIPS Members requires that the proposer certify that during the term of an award by the ESC Region 8 and TIPS Members resulting from this procurement process the vendor agrees to comply with all of the above regulations, including all of the terms listed and referenced therein.

Does vendor agree?

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2 CFR PART 200 Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)—Contractors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, ESC Region 8 and TIPS Members requires the proposer certify that during the term and during the life of any contract with ESC Region 8 and TIPS Members resulting from this procurement process the vendor certifies to the terms included or referenced herein.

Does vendor agree?

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2 CFR PART 200 Federal Rule

Compliance with all applicable standards, orders, or requirements issued under section 306 of the Clean Air Act (42 U.S.C. 1857(h)), section 508 of the Clean Water Act (33 U.S.C. 1368), Executive Order 11738, and Environmental Protection Agency regulations (40 CFR part 15). (Contracts, subcontracts, and subgrants of amounts in excess of \$250,000)

Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, ESC Region 8 and TIPS Members requires the proposer certify that in performance of the contracts, subcontracts, and subgrants of amounts in excess of \$250,000, the vendor will be in compliance with all applicable standards, orders, or requirements issued under section 306 of the Clean Air Act (42 U.S.C. 1857(h)), section 508 of the Clean Water Act (33 U.S.C. 1368), Executive Order 11738, and Environmental Protection Agency regulations (40 CFR part 15).

Does vendor certify that it is in compliance with the Clean Air Act?

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1 **2 CFR PART 200 Procurement of Recovered Materials**

A non-Federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

Does vendor certify that it is in compliance with the Solid Waste Disposal Act as described above?

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2 **2 CFR PART 200 Rights to Inventions**

If the Federal award meets the definition of "funding agreement" under 37 CFR §401.2 (a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

Pursuant to the above, when the foregoing applies to ESC Region 8 and TIPS Members, Vendor certifies that during the term of an award resulting from this procurement process, Vendor agrees to comply with all applicable requirements as referenced in the Federal rule above.

Does vendor agree?

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3 **2 CFR PART 200 Domestic Preferences for Procurements**

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award. For purposes of 2 CFR Part 200.322, "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States. Moreover, for purposes of 2 CFR Part 200.322, "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum, plastics and polymer-based products such as polyvinyl chloride pipe, aggregates such as concrete, glass, including optical fiber, and lumber.

Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, Vendor certifies that to the greatest extent practicable Vendor will provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products).

Does vendor agree?

6 4 2 CFR PART 200 Ban on Foreign Telecommunications

Federal grant funds may not be used to purchase equipment, services, or systems that use “covered telecommunications” equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. “Covered telecommunications” means purchases from Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities), and video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).

Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, Vendor certifies that Vendor will not purchase equipment, services, or systems that use “covered telecommunications”, as defined by 2 CFR §200.216 equipment or services as a substantial or essential component of any system, or as critical technology as part of any system.

Does vendor agree?

6 5 2 CFR PART 200 Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all contracts that meet the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 must include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 CFR part 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.”

Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members on any federally assisted construction contract, the equal opportunity clause is incorporated by reference herein.

Does vendor agree?

6 6 2 CFR PART 200 Contract Work Hours and Safety Standards Act (40 U.S.C. 3701-3708)

[Applicable ONLY to contracts in excess of \$100,000 involving mechanics or laborers.] Contract Work Hours and Safety Standards Act (40 U.S.C. 3701-3708). Where applicable, all contracts awarded by the non-Federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members on qualifying contracts, Vendor certifies that Vendor will be in compliance with all applicable provisions of the Contract Work Hours and Safety Standards Act during the term of an award for all contracts by the District resulting from this procurement process.

Does vendor agree?

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7 **Certification Regarding Lobbying**

Applicable to Grants, Subgrants, Cooperative Agreements, and Contracts Exceeding \$100,000 in Federal Funds

Submission of this certification is a prerequisite for making or entering into this transaction and is imposed by section 1352, Title 31, U.S. Code. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The undersigned certifies, to the best of his or her knowledge and belief, that:

(1) No Federal appropriated funds have been paid or will be paid by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "disclosure Form to Report Lobbying," in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all covered subawards exceeding \$100,000 in Federal funds at all appropriate tiers and that all subrecipients shall certify and disclose accordingly.

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8 **Lobbying Report Standard Form-LLL, "disclosure Form to Report Lobbying,"**

ONLY IF you answered "I HAVE Lobbied per above" to attribute above titled "[Certification Regarding Lobbying](#)", please download and complete and upload the Standard Form-LLL, "disclosure Form to Report Lobbying," in the Response attachments section.

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9 **Subcontracting with small and minority businesses, women's business enterprises, and labor surplus area firms.**

Do you ever anticipate the possibility of subcontracting any of your work under this award if you are successful?

IF NO, DO NOT ANSWER THE NEXT ATTRIBUTE QUESTION. . IF YES, and ONLY IF YES, you must answer the next question YES if you want a TIPS Member to be authorized to spend Federal Grant Funds for Procurement.

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ONLY IF YES TO THE PREVIOUS QUESTION OR if you ever do subcontract any part of your performance under the TIPS Agreement, do you agree to comply with the following federal requirements?

ONLY IF YES TO THE ABOVE QUESTIONS OR if you ever do subcontract any part of your performance under the TIPS Agreement,

do you agree to comply with the following federal requirements?

Federal Regulation 2 CFR §200.321 Contracting with small and minority businesses, women's business enterprises, and labor surplus area firms. (a)The non-Federal entity must take all necessary affirmative steps to assure that minority businesses, women's business enterprises, and labor surplus area firms are used when possible.

(b) Affirmative steps must include:(1) Placing qualified small and minority businesses and women's business enterprises on solicitation lists;

(2) Assuring that small and minority businesses, and women's business enterprises are solicited whenever they are potential sources;

(3) Dividing total requirements, when economically feasible, into smaller tasks or quantities to permit maximum participation by small and minority businesses, and women's business enterprises;

(4) Establishing delivery schedules, where the requirement permits, which encourage participation by small and minority businesses, and women's business enterprises;

(5) Using the services and assistance, as appropriate, of such organizations as the Small Business Administration and the Minority Business Development Agency of the Department of Commerce ; and

(6) Requiring the prime contractor, if subcontracts are to be let, to take the affirmative steps listed in paragraphs(1) through (5) of this section.

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If proposing on PART 2, Davis-Bacon Act compliance.

IF proposing on PART 2, Texas Statute requires compliance with Davis-Bacon Act, as amended (40 U.S.C. 3141-3148). When required by Federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-Federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part S, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act {40 U.S.C. 314S), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

BY SUBMITTING A PROPOSAL FOR PART 2 OF THIS SOLICITATION, the Vendor agrees, AS REQUIRED BY LAW, to comply with the Davis Bacon Act, IF APPLICABLE and if proposing on PART 2 of this solicitation.

**7
2** **Contract Work Hours and Safety Standards Act (40 U.S.C. 3701-3708)**

Where applicable, all contracts awarded by the non-Federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

By submitting a proposal to PART 2 of this solicitation and IF the customer is utilizing federal funds as described above, the Vendor agrees to comply with the Contract Work Hours and Safety Standards Act (40 U.S.C. 3701-3708).

**7
3** **Indemnification**

The ESC Region 8 and TIPS is a Texas Political Subdivision and a local governmental entity; therefore, is prohibited from indemnifying third parties pursuant to the Texas Constitution (Article 3, Section 52) except as specifically provided by law or as ordered by a court of competent jurisdiction. A provision in a contract to indemnify or hold a party harmless is a promise to pay for any expenses the indemnified party incurs, if a specified event occurs, such as breaching the terms of the contract or negligently performing duties under the contract. Article III, Section 49 of the Texas Constitution states that "no debt shall be created by or on behalf of the State ... " The Attorney General has counseled that a contractually imposed obligation of indemnity creates a "debt" in the constitutional sense. Tex. Att'y Gen. Op. No. MW-475 (1982). Contract clauses which require the System or institutions to indemnify must be deleted or qualified with "to the extent permitted by the Constitution and Laws of the State of Texas." Liquidated damages, attorney's fees, waiver of vendor's liability, and waiver of statutes of limitations clauses should also be deleted or qualified with "to the extent permitted by the Constitution and laws of State of Texas."

Do you agree to these terms?

Yes, I Agree (Yes)

**7
4** **Remedies**

The parties shall be entitled to exercise any right or remedy available to it either at law or in equity, subject to the choice of law, venue and service of process clauses limitations agreed herein. Nothing in this agreement shall commit the TIPS to an arbitration resolution of any disagreement under any circumstances. Any Claim arising out of or related to the Contract, except for those specifically waived under the terms of the Contract, may, after denial of the Board of Directors, be subject to mediation at the request of either party. Any issues not resolved hereunder MAY be referred to non-binding mediation to be conducted by a mutually agreed upon mediator as a prerequisite to the filing of any lawsuit over such issue(s). The parties shall share the mediator's fee and any associated filing fee equally. Mediation shall be held in Camp or Titus County, Texas. Agreements reached in mediation shall be reduced to writing, and will be subject to the approval by the District's Board of Directors, signed by the Parties if approved by the Board of Directors, and, if signed, shall thereafter be enforceable as provided by the laws of the State of Texas.

Do you agree to these terms?

**7
5** **Remedies Explanation of No Answer**

**7
6** **Choice of Law**

The agreement between the Vendor and TIPS/ESC Region 8 and any addenda or other additions resulting from this procurement process, however described, shall be governed by, construed and enforced in accordance with the laws of the State of Texas, regardless of any conflict of laws principles.
THIS DOES NOT APPLY to a vendor's agreement entered into with a TIPS Member, as the Member may be located outside Texas.

Do you agree to these terms?

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7** **Venue, Jurisdiction and Service of Process**

Any proceeding, involving Region 8 ESC or TIPS, arising out of or relating to this procurement process or any contract issued by TIPS resulting from or any contemplated transaction shall be brought in a court of competent jurisdiction in Camp County, Texas and each of the parties irrevocably submits to the exclusive jurisdiction of said court in any such proceeding, waives any objection it may now or hereafter have to venue or to convenience of forum, agrees that all claims in respect of the Proceeding shall be heard and determined only in any such court, and agrees not to bring any proceeding arising out of or relating to this procurement process or any contract resulting from or any contemplated transaction in any other court. The parties agree that either or both of them may file a copy of this paragraph with any court as written evidence of the knowing, voluntary and freely bargained for agreement between the parties irrevocably to waive any objections to venue or to convenience of forum. Process in any Proceeding referred to in the first sentence of this Section may be served on any party anywhere in the world. Any dispute resolution process other than litigation shall have venue in Camp County or Titus County Texas.

Do you agree to these terms?

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8** **Alternative Dispute Resolution Explanation of No Answer**

**7
9** **Infringement(s)**

The successful vendor will be expected to indemnify and hold harmless the TIPS and its employees, officers, agents, representatives, contractors, assignees and designees from any and all third party claims and judgments involving infringement of patent, copyright, trade secrets, trade or service marks, and any other intellectual or intangible property rights attributed to or claims based on the Vendor's proposal or Vendor's performance of contracts awarded and approved.

Do you agree to these terms?

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0** **Infringement(s) Explanation of No Answer**

**8
1** **Acts or Omissions**

The successful vendor will be expected to indemnify and hold harmless the TIPS, its officers, employees, agents, representatives, contractors, assignees and designees from and against any and all liability, actions, claims, demands or suits, and all related costs, attorney's fees and expenses arising out of, or resulting from any acts or omissions of the vendor or its agents, employees, subcontractors, or suppliers in the execution or performance of any agreements ultimately made by TIPS and the vendor.

Do you agree to these terms?

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2 **Acts or Omissions Explanation of No Answer**

No response

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3 **Contract Governance**

Any contract made or entered into by the TIPS is subject to and is to be governed by Section 271.151 et seq, Tex Loc Gov't Code. Otherwise, TIPS does not waive its governmental immunities from suit or liability except to the extent expressly waived by other applicable laws in clear and unambiguous language.

Yes, I Agree (Yes)

8
4 **Payment Terms and Funding Out Clause**

Payment Terms:

TIPS or TIPS members shall not be liable for interest or late payment fees on past due balances at a rate higher than permitted by the laws or regulations of the jurisdiction of the TIPS Member.

Funding Out Clause:

Vendor agrees to abide by the laws and regulations, including Texas Local Government Code § 271.903, or any statutory or regulatory limitations of the jurisdiction of any TIPS Member which governs contracts entered into by the Vendor and TIPS or a TIPS Member that requires all contracts approved by TIPS or a TIPS Member are subject to the budgeting and appropriation of currently available funds by the entity or its governing body.

See statute(s) for specifics or consult your legal counsel.

Not a negotiable term. Failure to agree will render your proposal non-responsive and it will not be considered.

Do you agree to these terms?

Yes, I Agree (Yes)

8
5 **Insurance and Fingerprint Requirements Information**

Insurance

If applicable and your staff will be on TIPS member premises for delivery, training or installation etc. and/or with an automobile, you must carry automobile insurance as required by law. You may be asked to provide proof of insurance.

Fingerprint

It is possible that a vendor may be subject to Chapter 22 of the Texas Education Code. The Texas Education Code, Chapter 22, Section 22.0834 & 22.08341. Statutory language may be found at: <http://www.statutes.legis.state.tx.us/>

If the vendor has staff that meet both of these criterion:

- (1) will have continuing duties related to the contracted services; and
- (2) has or will have direct contact with students

Then you have "covered" employees for purposes of completing the attached form.

TIPS recommends all vendors consult their legal counsel for guidance in compliance with this law. If you have questions on how to comply, see below. If you have questions on compliance with this code section, contact the Texas Department of Public Safety Non-Criminal Justice Unit, Access and Dissemination Bureau, FAST-FACT at NCJU@txdps.state.tx.us and you should send an email identifying you as a contractor to a Texas Independent School District or ESC Region 8 and TIPS. Texas DPS phone number is (512) 424-2474.

See form in the next attribute to complete entitled:
Texas Education Code Chapter 22 Contractor Certification for Contractor Employees

Texas Education Code Chapter 22 Contractor Certification for Contractor Employees

Introduction: Texas Education Code Chapter 22 requires entities that contract with school districts to provide services to obtain criminal history record information regarding covered employees. Contractors must certify to the district that they have complied. Covered employees with disqualifying criminal histories are prohibited from serving at a school district.

Definitions: Covered employees: Employees of a contractor or subcontractor who have or will have continuing duties related to the service to be performed at the District and have or will have direct contact with students. The District will be the final arbiter of what constitutes direct contact with students. Disqualifying criminal history: Any conviction or other criminal history information designated by the District, or one of the following offenses, if at the time of the offense, the victim was under 18 or enrolled in a public school:

(a) a felony offense under Title 5, Texas Penal Code; (b) an offense for which a defendant is required to register as a sex offender under Chapter 62, Texas Code of Criminal Procedure; or (c) an equivalent offense under federal law or the laws of another state.

I certify that:

NONE (Section A) of the employees of Contractor and any subcontractors are covered employees, as defined above. If this box is checked, I further certify that Contractor has taken precautions or imposed conditions to ensure that the employees of Contractor and any subcontractor will not become covered employees. Contractor will maintain these precautions or conditions throughout the time the contracted services are provided.

OR

SOME (Section B) or all of the employees of Contractor and any subcontractor are covered employees. If this box is checked, I further certify that:

(1) Contractor has obtained all required criminal history record information regarding its covered employees. None of the covered employees has a disqualifying criminal history.

(2) If Contractor receives information that a covered employee subsequently has a reported criminal history, Contractor will immediately remove the covered employee from contract duties and notify the District in writing within 3 business days.

(3) Upon request, Contractor will provide the District with the name and any other requested information of covered employees so that the District may obtain criminal history record information on the covered employees.

(4) If the District objects to the assignment of a covered employee on the basis of the covered employee's criminal history record information, Contractor agrees to discontinue using that covered employee to provide services at the District.

Noncompliance or misrepresentation regarding this certification may be grounds for contract termination.

None

8 **Texas Business and Commerce Code § 272 Requirements as of 9-1-2017**

7 SB 807 prohibits construction contracts to have provisions requiring the contract to be subject to the laws of another state, to be required to litigate the contract in another state, or to require arbitration in another state. A contract with such provisions is voidable. Under this new statute, a "construction contract" includes contracts, subcontracts, or agreements with (among others) architects, engineers, contractors, construction managers, equipment lessors, or materials suppliers. "Construction contracts" are for the design, construction, alteration, renovation, remodeling, or repair of any building or improvement to real property, or for furnishing materials or equipment for the project. The term also includes moving, demolition, or excavation. BY RESPONDING TO THIS SOLICITATION, AND WHEN APPLICABLE, THE PROPOSER AGREES TO COMPLY WITH THE TEXAS BUSINESS AND COMMERCE CODE § 272 WHEN EXECUTING CONTRACTS WITH TIPS MEMBERS THAT ARE TEXAS GOVERNMENT ENTITIES.

8 **Texas Government Code 2270 & 2270 Verification Form**

8 Texas Government Code 2270 & 2271 Verification Form
If (a) Vendor is not a sole proprietorship; (b) Vendor has ten (10) or more full-time employees; and (c) this Agreement has a value of \$100,000 or more, the following certification shall apply; otherwise, this certification is not required. Pursuant to Chapter 2271 of the Texas Government Code, the Vendor hereby certifies and verifies that neither the Vendor, nor any affiliate, subsidiary, or parent company of the Vendor, if any (the "Vendor Companies"), boycotts Israel, and the Vendor agrees that the Vendor and Vendor Companies will not boycott Israel during the term of this Agreement. For purposes of this Agreement, the term "boycott" shall mean and include refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made for ordinary business purposes.
Our entity further certifies that it is is not listed on and we do not do business with companies prohibited by Texas Government Code 2270 or that are on the Texas Comptroller of Public Accounts list of Designated Foreign Terrorists Organizations per Texas Gov't Code 2270.0153 found at <https://comptroller.texas.gov/purchasing/docs/foreign-terrorist.pdf>
I swear and affirm that the above is true and correct.

YES

8 **Logos and other company marks**

9 Please upload your company logo to be added to your individual profile page on the TIPS website. If any particular specifications are required for use of your company logo, please upload that information under the "Logo and Other Company Marks" section under the "Response Attachment" tab. Preferred Logo Format: 300 x 225 px - .png, .eps, .jpeg preferred

Potential uses of company logo:

- * Your Vendor Profile Page of TIPS website
- * Potentially on TIPS website scroll bar for Top Performing Vendors
- * TIPS Quarterly eNewsletter sent to TIPS Members
- * Co-branding Flyers and or email blasts to our TIPS Members (Permission and approval will be obtained before publishing)

9 0	Solicitation Deviation/Compliance Does the vendor agree with the General Conditions Standard Terms and Conditions or Item Specifications listed in this proposal invitation? <input type="text" value="Yes"/>
----------------	--

9 1	Solicitation Exceptions/Deviations Explanation If the bidder intends to deviate from the General Conditions Standard Terms and Conditions or Item Specifications listed in this proposal invitation, all such deviations must be listed on this attribute, with complete and detailed conditions and information included or attached. TIPS will consider any deviations in its proposal award decisions, and TIPS reserves the right to accept or reject any bid based upon any deviations indicated below or in any attachments or inclusions. In the absence of any deviation entry on this attribute, the proposer assures TIPS of their full compliance with the Standard Terms and Conditions, Item Specifications, and all other information contained in this Solicitation. <input type="text" value="No response"/>
----------------	---

9 2	Agreement Deviation/Compliance Does the vendor agree with the language in the Vendor Agreement? <input type="text" value="Yes"/>
----------------	---

9 3	Agreement Exceptions/Deviations Explanation If the proposing Vendor desires to deviate from the Vendor Agreement language, all such deviations must be listed on this attribute, with complete and detailed conditions and information included. TIPS will consider any deviations in its proposal award decisions, and TIPS reserves the right to accept or reject any proposal based upon any deviations indicated below. In the absence of any deviation entry on this attribute, the proposer assures TIPS of their full compliance with the Vendor Agreement. <input type="text" value="No response"/>
----------------	--

9 4	Long Term Cost Evaluation Criterion on PART 1 EVALUATION ONLY READ CAREFULLY and see in the RFP document under "Proposal Scoring and Evaluation". Points will be assigned to this criterion based on your answer to this Attribute. Points are awarded if you agree not increase your catalog prices (as defined herein) more than X% annually over the previous year for the life of the contract, unless an exigent circumstance exists in the marketplace and the excess price increase which exceeds X% annually is supported by documentation provided by you and your suppliers and shared with TIPS, if requested. If you agree NOT to increase prices more than 5%, except when justified by supporting documentation, you are awarded 10 points; if 6% to 14%, except when justified by supporting documentation, you receive 1 to 9 points incrementally. Price increases 14% or greater, except when justified by supporting documentation, receive 0 points. <input type="text" value="price increases will be <10% annually per question"/>
----------------	---

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5

Felony Conviction Notice

Texas Education Code, Section 44.034, Notification of Criminal History, Subsection (a), states “a person or business entity that enters into a contract with a school district must give advance notice to the district if the person or an owner or operator of the business entity has been convicted of a felony. The notice must include a general description of the conduct resulting in the conviction of a felony.” Subsection (b) states “a school district may terminate a contract with a person or business entity if the district determines that the person or business entity failed to give notice as required by Subsection (a) or misrepresented the conduct resulting in the conviction. The district must compensate the person or business entity for services performed before the termination of the contract.” (c) This section does not apply to a publicly held corporation. The person completing this proposal certifies that they are authorized to provide the answer to this question.

Select A., B. or C.

A. My firm is a publicly held corporation; therefore, this reporting requirement is not applicable.

OR B. My firm is not owned nor operated by anyone who has been convicted of a felony, OR

C. My firm is owned or operated by the following individual(s) who has/have been convicted of a felony. (if you answer C below, you are required to provide information in the next attribute.

B. Firm not owned nor operated by felon; per above

9
6

If you answered C. My Firm is owned or operated by a felon to the previous question, you are REQUIRED TO ANSWER THE FOLLOWING QUESTIONS.

If you answered C. My Firm is owned or operated by a felon to the previous question, you must provide the following information.

- 1. Name of Felon(s)
- 2. The named person's role in the firm, and
- 3. Details of Conviction(s).

No response

9
7

Required Confidentiality Claim Form

Required Confidentiality Claim Form

This completed form is required by TIPS. By submitting a response to this solicitation you agree to download from the “Attachments” section, complete according to the instructions on the form, then upload the completed form, with any confidential attachments, if applicable, to the “Response Attachments” section titled “Confidentiality Form” in order to provide to TIPS the completed form titled, “CONFIDENTIALITY CLAIM FORM”. **THIS REQUIRED PROCESS IS THE ONLY WAY TO DEEM PROPOSAL DOCUMENTATION CONFIDENTIAL ANY OTHER CONFIDENTIAL DESIGNATION WILL BE DISREGARDED UNLESS THE DOCUMENT IS IDENTIFIED BY AND ATTACHED TO THE REQUIRED FORM.** By completing this process, you provide us with the information we require to comply with the open record laws of the State of Texas as they may apply to your proposal submission. If you do not provide the form with your proposal, an award will not be made if your proposal is qualified for an award, until TIPS has an accurate, completed form from you.

Read the form carefully before completing and if you have any questions, email bids@tips-usa.com.

9
8

Choice of Law clauses for TIPS Members

If the vendor is awarded a contract with TIPS under this solicitation, the vendor agrees to make any Choice of Law clauses in any contract or agreement entered into between the awarded vendor and with a TIPS member entity to read as follows: "Choice of law shall be the laws of the state where the customer resides" or words to that effect.

Agreed

99

Venue of dispute resolution with a TIPS Member

In the event of litigation or use of any dispute resolution model when resolving disputes with a TIPS member entity as a result of a transaction between the vendor and TIPS or the TIPS member entity, the Venue for any litigation or other agreed upon model shall be in the state and county where the customer resides unless otherwise agreed by the parties at the time the dispute resolution model is decided by the parties.

100

Indemnity Limitation with TIPS Members

Texas and other states restrict by law or state Constitution the ability of a governmental entity to indemnify others. TIPS requires that any contract entered into between a vendor and TIPS or a TIPS Member as a result of an award under this Solicitation limit the requirement that the Customer indemnify the Vendor by either eliminating any such indemnity requirement clauses in any agreements, contracts or other binding documents **OR** by prefacing all indemnity clauses required of TIPS or the TIPS Member entity with the following: "To the extent permitted by the laws or the Constitution of the state where the customer resides, ".

Agreement is a required condition to award of a contract resulting from this Solicitation.

101

Arbitration Clauses

Except for certain circumstances, TIPS forbids a mandatory arbitration clause in any contract or agreement entered into between the awarded vendor with TIPS or a TIPS member entity. Does the vendor agree to exclude any arbitration requirement in any contracts or agreement entered into between TIPS or a TIPS member entity through an awarded contract with TIPS?

Agreement is a required condition to award of a contract resulting from this Solicitation.

102

Upload of Current W-9 Required

Please note that you are required by TIPS to upload a current W-9 Internal Revenue Service (IRS) Tax Form for your entity. This form will be utilized by TIPS to properly identify your entity.

CERTIFICATION BY CORPORATE OFFERER

COMPLETE ONLY IF OFFERER IS A CORPORATION,
THE FOLLOWING CERTIFICATE SHOULD BE EXECUTED AND INCLUDED AS PART OF PROPOSAL FORM/PROPOSAL FORM.

OFFERER: Johnson Roofing, Inc.
(Name of Corporation)

Sherri Johnson McDonald certify that I am the Secretary of the Corporation
I, (Name of Corporate Secretary)

named as OFFERER herein above; that

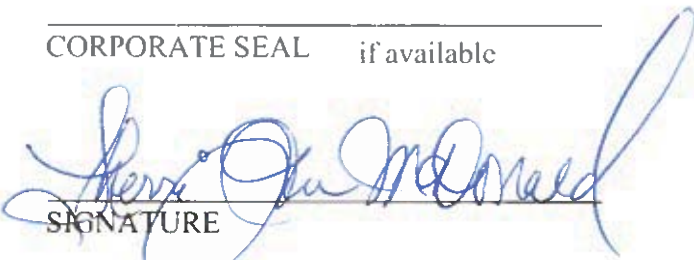
Greg Vaughan
(Name of person who completed proposal document)

who signed the foregoing proposal on behalf of the corporation offerer is the authorized person that is acting as

VP Client Relations
(Title/Position of person signing proposal/offer document within the corporation)

of the said Corporation; that said proposal/offer was duly signed for and in behalf of said corporation by authority of its governing body, and is within the scope of its corporate powers.

CORPORATE SEAL if available


SIGNATURE

7/13/2021
DATE

Required Confidential Information Status Form

Johnson Roofing, Inc.

Name of company

Sherri Johnson McDonald

Printed Name and Title of authorized company officer declaring below the confidential status of material

574 Youngblood Road

Waco

TX

76706

254 662 5571

Address

City

State

ZIP

Phone

ALL VENDORS MUST COMPLETE THE ABOVE SECTION

CONFIDENTIAL INFORMATION SUBMITTED IN RESPONSE TO COMPETITIVE PROCUREMENT REQUESTS OF EDUCATION SERVICE CENTER REGION 8 AND TIPS (ESC8) IS GOVERNED BY TEXAS GOVERNMENT CODE, CHAPTER 552

If you consider any portion of your proposal to be confidential information and not subject to public disclosure pursuant to Chapter 552 Texas Gov't Code or other law(s), you must attach a copy of all claimed confidential materials within your proposal and put this COMPLETED form as a cover sheet to said materials then scan, name "CONFIDENTIAL" and upload with your proposal submission. (You must include all the confidential information in the submitted proposal. The copy uploaded is to indicate which material in your proposal, if any, you deem confidential in the event the receives a Public Information Request.) ESC8 and TIPS will follow procedures of controlling statute(s) regarding any claim of confidentiality and shall not be liable for any release of information required by law. Upon your claim and your defense to the Office of Texas Attorney General is required to make the final determination whether the information submitted by you and held by ESC8 and TIPS is confidential and exempt from public disclosure.

ALL VENDORS MUST COMPLETE ONE OF THE TWO OPTIONS BELOW.

OPTION 1:

I DO CLAIM parts of my proposal to be confidential and **DO NOT** desire to expressly waive a claim of confidentiality of all information contained within our response to the solicitation. The attached contains material from our proposal that I classify and deem confidential under Texas Gov't Code Sec. 552 or other law(s) and I invoke my statutory rights to confidential treatment of the enclosed materials.

IF CLAIMING PARTS OF YOUR PROPOSAL CONFIDENTIAL, YOU MUST ATTACH THE SHEETS TO THIS FORM AND LIST THE NUMBER OF TOTAL PAGES THAT ARE CONFIDENTIAL.

ATTACHED ARE COPIES OF _____ PAGES OF CLAIMED CONFIDENTIAL MATERIAL FROM OUR PROPOSAL THAT WE DEEM TO BE NOT PUBLIC INFORMATION AND WILL DEFEND THAT CLAIM TO THE TEXAS ATTORNEY GENERAL IF REQUESTED WHEN A PUBLIC INFORMATION REQUEST IS MADE FOR OUR PROPOSAL.

Signature _____ Date _____

OR

OPTION 2:

I DO NOT CLAIM any of my proposal to be confidential, complete the section below.

Express Waiver: I desire to expressly waive any claim of confidentiality as to any and all information contained within our response to the competitive procurement process (e.g. RFP, CSP, Bid, RFQ, etc.) by completing the following and submitting this sheet with our response to Education Service Center Region 8 and TIPS.

Signature  Date 7/13/2021

JOHNSON ROOFING, INC. (117437228)

Welcome Sherri

Last logged in at 2020-03-30 12:27:19 UTC

SAM.gov profile

Last update 05/31/2018 at 07:39 PM

DBA:**Business Contact:** SHERRI JOHNSON**Corporate URL:** www.jroof.com**DUNS:** 117437228**Email:** sherri@jroof.com**Current Programs:**Women-Owned Small Business
Women-Owned Small Business
Women-Owned Small Business
Women-Owned Small Business
Women-Owned Small Business**CAGE:** 0HK87**Phone:** 2546625571**Mailing Address:** 574 YOUNG BLOOD**Address:** 574 YOUNG BLOOD WACO, TX
76706-7162

WACO, TX 76706-7162

Entity Owned: No

More details



8(a)

The **8(a) Business Development (BD) Program** offers a broad scope of assistance to firms that are owned and controlled at least 51% socially and economically disadvantaged individual(s).

Get started now on your [8\(a\) Initial Application](#).

Women-Owned Small Business

Status: Active

Status: Expired

Status: Expired

Status: Expired

Status: Expired



Texas Historically Underutilized Business (HUB) Certificate



Certificate/VID Number: 1760019450400
File/Vendor Number: 486480
Approval Date: 29-OCT-2018
Scheduled Expiration Date: 29-OCT-2022

The Texas Comptroller of Public Accounts (CPA), hereby certifies that

JOHNSON ROOFING, INC.

has successfully met the established requirements of the State of Texas Historically Underutilized Business (HUB) Program to be recognized as a HUB. This certificate printed 02-NOV-2018, supersedes any registration and certificate previously issued by the HUB Program. If there are any changes regarding the information (i.e., business structure, ownership, day-to-day management, operational control, business location) provided in the submission of the business' application for registration/certification as a HUB, you must immediately (within 30 days of such changes) notify the HUB Program in writing. The CPA reserves the right to conduct a compliance review at any time to confirm HUB eligibility. HUB certification may be suspended or revoked upon findings of ineligibility.

*Laura Cagle-Hinojosa, Statewide HUB Program Manager
Statewide Support Services Division*

Note: In order for State agencies and institutions of higher education (universities) to be credited for utilizing this business as a HUB, they must award payment under the Certificate/VID Number identified above. Agencies, universities and prime contractors are encouraged to verify the company's HUB certification prior to issuing a notice of award by accessing the Internet (<https://mycpa.cpa.state.tx.us/tpasscmblsearch/index.jsp>) or by contacting the HUB Program at 512-463-5872 or toll-free in Texas at 1-888-863-5881.

Rev. 06/16

JOHNSON ROOFING

P.O. BOX 11009 WACO, TEXAS 76716
LIMITED WARRANTY

Owner _____
Address of Owner _____
Type and name of bldg. _____
Location _____
Area of roof _____
Date of completion _____

LIMITED WARRANTY, herein referred to as "Warranty"

Johnson Roofing, Inc. (hereinafter "Johnson"), hereby warrants, subject to the terms and conditions set forth herein, that for a period of 2 years from the date of completion, Johnson will, free of charge to the Owner, make repairs to leaks in the said roof and related flashing installed by Johnson resulting solely from defects in workmanship applied by or through Johnson. Johnson shall, within the warranty period and during normal working hours, inspect and furnish the labor and materials to repair leaks covered under this Warranty at no cost to the Owner. This Warranty is made in accordance with the Magnuson-Moss Warranty Act and subject to the following terms and conditions:

1. In order for this Warranty to be effective, the Owner must first notify Johnson of any repairs required under this warranty prior to the expiration of the Warranty. In order to pursue any claim that Johnson has not honored this Warranty, notification of a leak must be given to Johnson in writing at the address shown above within five (5) days after a leak is experienced. Johnson shall make repairs as soon as practicable after notification.
2. This Warranty does not extend to conditions caused by, and Johnson shall not be responsible for leaks caused by (1) abuse, misuse, lack of maintenance, accident or negligence in maintaining the roof; (2) lightning, hail, wind storm, hurricane, acid rain, thermal shock or ice storm or other acts of God; (3) acts of God, acts of terrorists etc. (4) other building components, including cracking, building movement, settlement, deflection of roof deck, deterioration of walls, water entry through masonry or other points other than the roof, and defects in the materials used as a base under the roof; (5) faulty vents, equipment supports, and other penetrations of the roof work and edge conditions, unless such work was performed by Johnson; (6) service to or maintenance of any roof top equipment or traffic of any nature on the roof; (7) acts or omissions of other trades or contractor; (8) movement of metal work; (9) ponding of water; (10) discharge of vegetable, mineral, animal oils, greases, solvents or chemicals such as industrial wastes upon the roof surface or (11) damage caused by birds, animals, insects, or anything beyond the control of Johnson.
3. Repairs or alterations made by other than Johnson shall cancel this Warranty. No work shall be done on said roof, including, but without limitations, openings made for flues, vents, drains, sign braces, satellite dishes, railings, or other equipment fastened to or set on the roof, unless Johnson shall first be notified and be given the opportunity, at the expense of the Owner, to make the necessary roofing application thereto. Failure to observe this condition shall render this Warranty null and void with respect to any area of the roof affected thereby.
4. Nothing in this warranty shall render Johnson liable in any respect for any damage to the Owner's building, grounds, or any components or contents thereof, (including mold) or interruption of any business conducted in the building.

JOHNSON SHALL NOT BE LIABLE FOR ANY INCIDENTAL OR CONSEQUENTIAL DAMAGES.

5. This Warranty is intended for the benefit of the Owner named above and is not transferable or assignable by the Owner without the express written consent of Johnson. An initial one time maintenance and transfer fee will apply.
6. This warranty shall not be effective unless Johnson had received full payment for installation, repairs, or service in connection with the roofing system covered by this Warranty.
7. Johnson's obligation to make repairs to leaks resulting from a deficiency in workmanship during the term of this Warranty is its sole and exclusive obligation to Owner and Owner's exclusive remedy against Johnson. This Warranty is not a maintenance contract. Upon expiration of the warranty Johnson shall have no further obligation.

THIS WARRANTY IS GIVEN AND ACCEPTED IN LIEU OF ALL OTHER LIABILITY OR WARRANTIES ON THE PART OF JOHNSON, EXPRESS OR IMPLIED, IN FACT OR IN LAW. ALL IMPLIED WARRANTIES AND SPECIFICALLY THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE ARE EXPRESSLY EXCLUDED AND DISCLAIMED.

8. Owner shall do his own checking as to the responsibility for leaks or other damage, and if Owner calls Johnson for a leak unrelated to or not covered under this Warranty, Owner agrees to pay Time & Materials Rates covering the cost of mechanic's time, insurance, cartage and any material expended in investigating the damage. All work done under this warranty will be performed during Johnson normal working hours.
9. Any claims alleging any breach of this Warranty or any other claim against Johnson must be initiated no later than (2) years after the expiration of this warranty.

Additional conditions or exclusions _____

JOHNSON ROOFING, INC. _____

Date _____ Authorized Signature _____
_____ Title _____



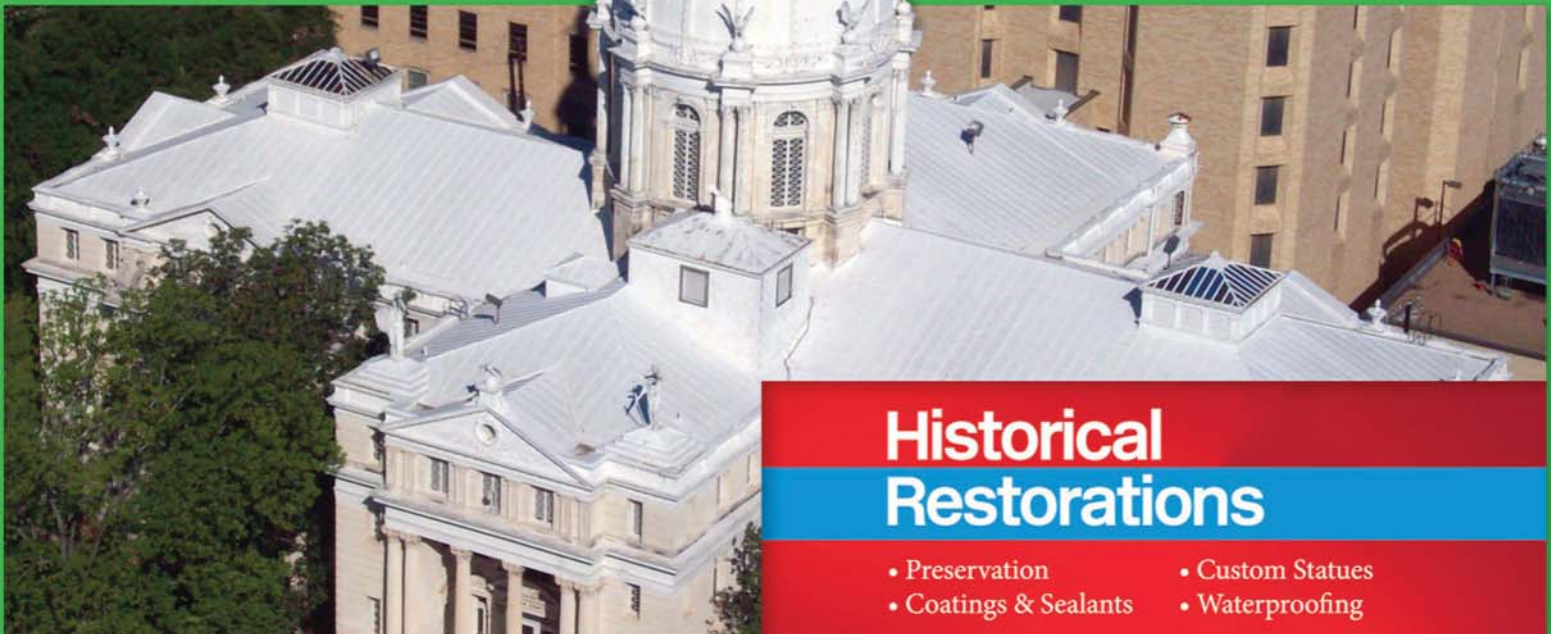
Excellence in Commercial Roof Systems

- Green/Garden
- Single-Ply
- Shingles
- Built-up
- Slate
- Tile
- Sheet Metal
- Proactive Maintenance
- Roof Top Renewables



Custom Metal Roof Systems

- Converting existing flat roofs into metal sloped systems
- UL Certified Metal Fabrication Shop
- Custom Fabrications



Historical Restorations

- Preservation
- Coatings & Sealants
- Custom Statues
- Waterproofing



Excellence in Stadium Roof Systems



JOHNSON ROOFING

PURSuing EXCELLENCE SINCE 1941

Family Owned *and* Operated Since 1941

Visit www.JRoof.com



TEXAS FAMILY BUSINESS OF THE YEAR 2012 - TEXAS TREASURE AWARD 2013
TEXAS HUB 486480 • WOSB • RCAT TEXAS ROOFING LICENSE #03-0188

History

With a proud legacy stretching back to 1941, JOHNSON ROOFING has been recognized as the leader in quality roof systems. A sincere commitment to serve the needs of our customers has helped cement our reputation as a premier roofing contractor. It all began with Jack and Bill Johnson hauling shingles in a horse trailer and now we are one of the largest roofing companies in the State of Texas. In fact, Roofing Contractor Magazine recently recognized JOHNSON ROOFING as the 22nd largest roofing contractor in the USA!

PHILOSOPHY

Our company's philosophy is to "PURSUE EXCELLENCE" which fully supports our commitment to making your roof BETTER - *Not Cheaper*. Cheap roofs, cheap prices, and cheap attitudes are not part of our practice because we believe the long term investment in a quality roof provides a myriad of dividends for our customers. Therefore, when you bring together the components of quality materials and quality workmanship, the end result is a true quality roof system.

PROFESSIONAL ROOFING TEAM

JOHNSON ROOFING is proud of its hardworking roofing team because the truth is; a roofing contractor is only as good as the skill of the team who actually installs your roof. Our highly trained experienced technicians in the Roofing and Sheet Metal trades are dedicated to "PURSUING EXCELLENCE". On-going training thru **JOHNSON ROOFING UNIVERSITY** and various manufacturers educational seminars, along with intensive safety programs are some of the ways we ensure our team has the latest up-to-date knowledge of state-of-the-art roofing products, techniques, and skills.

CAPACITY

Over 150 pieces of heavy equipment including cranes, skytraks, man lifts, conveyors, kettles, a large fleet of equipped trucks and our UL Certified Sheet Metal Shop all contribute to our efficiency. We have the capacity to meet the requirements for even the most demanding roof systems: commercial, residential, new roofs, re-roofs and repairs.
"From a 200 acre roof to your Mom's back porch, no job is too large or too small!!"

VALUE-ADD

JOHNSON ROOFING'S **UL CERTIFIED SHEET METAL DEPARTMENT** has joined the elite ranks of the limited number of roofing contractors nationwide to receive an Underwriters Laboratory Certificate recognizing our ability to fabricate materials to a higher quality standard. Presently, only twenty-eight contractors nationwide hold this certification, and we are one of only six in the State of Texas. By meeting the most stringent requirements of sheet metal fabrication recognized by the leading quality control authority in the world, we are able to affix the UL label to our sheet metal fabricated products, ultimately ensuring a premier product for our customers.

JOHNSON ROOFING is a Certified Applicator for the world's top roofing manufacturers: Berridge, Carlisle, Centria, Fibertite, Firestone, GACO, GAF, IB, Johns-Manville, MBCI, McElroy, Petersen Aluminum, Sarnafil, Siplast, Soprema and many more.

SERVICE

Great skill in Roofing, Custom Sheet Metal, Architectural Wall Panels, etc., coupled with a swift and responsible adoption of new technologies, are some of the reasons customers love our work and continue to keep coming back. Our policy is to listen to YOU, our customer! We will help you make the best decision for your building and for your budget, using quality materials produced by reputable manufacturers as well as competent and efficient service. At JOHNSON ROOFING we are dedicated to giving you the **BEST ROOF FOR YOUR INVESTMENT**. Let us help extend the life of your roof with **JOHNSON ROOF MANAGEMENT**, our pro-active roof maintenance program.

CALL US TODAY!! We look forward to the opportunity to earn your trust as YOUR ROOFING CONTRACTOR.

Corporate Office: (254) 662-5571 ★ JRoof.com ★ P.O. Box 11009, Waco, TX 76716



• Pat Neff Hall, Baylor University, Waco



• North Texas Regional Office, DFW



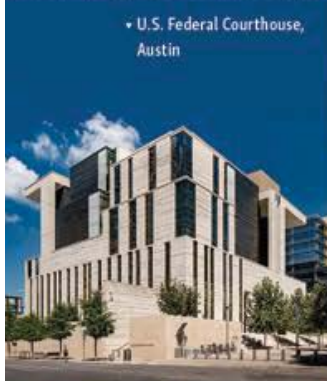
• SweetHearts of Texas Rodeo Performance Team



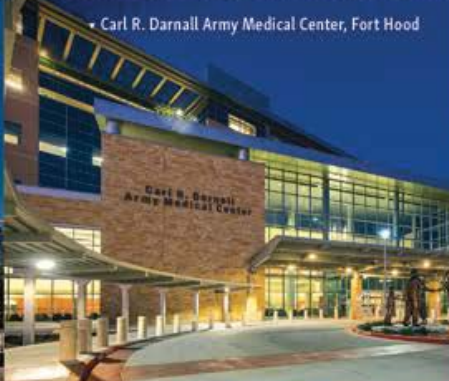
• Bill Leading Parade



• South Texas Regional Office, San Antonio



• U.S. Federal Courthouse, Austin



• Carl R. Darnall Army Medical Center, Fort Hood



• McLane Stadium, Baylor University, Waco



• University of Mary Hardin-Baylor, Belton



• Jack, Margaret, & Bill at JMB Appaloosa Ranch



• Sherri at the Heart O' Texas Rodeo Opening Ceremonies



The Johnson Way

UPHOLDING 80 YEARS of EXCELLENCE

Dear Friends,

We are honored to celebrate with you our 80-year history, share the great blessings the Lord has provided our Johnson Roofing family, and embrace the future together. We faithfully believe in God's promise of "hope and a future." — Jeremiah 29:11



Sherri Johnson McDonald

- 3rd-Generation President & CEO, Johnson Roofing
- Manager, JMB Appaloosa Ranch
- Manager, Appaloosa Trading Post/Rodeo Pawn
- Manager, Chinook's Champion Properties

So do not fear, for I am with you;
do not be dismayed, for I am your God.
I will strengthen you and help you;
I will uphold you with my righteous right hand.
— Isaiah 41:10

Our 80th anniversary kicked off with the January 2021 opening of our South Texas Regional Office in San Antonio, attributed to our substantial work volume down the south I-35 corridor.

The North Texas Regional Office that we opened in 2019 is going strong. We are currently replacing the roof on the Earle Cabell Federal Building and U.S. Courthouse in downtown Dallas. We are nearing completion of a roof replacement at Tinker Air Force Base in Oklahoma, and our work in Central Texas continues to experience exponential growth. Our projects currently span from South Texas to Oklahoma and into Louisiana.

Another part of our anniversary celebration will be our expanded support of our heroes, the active military and veteran community, which you'll learn about in the following pages.

Many years ago, when my late Grandfather, Jack Johnson, and my Dad, Bill Johnson, began hauling roof shingles in a horse trailer, they, along with my late Grandmother Margaret, aspired to be a top roofing contractor in the United States. Their philosophy of "Pursuing Excellence" is as strong today as it was 80 years ago and will continue to be so in the future.

I feel fortunate that the foundation that my Dad and Grandparents laid for Johnson Roofing is so strong, like that of the house built on a rock in Jesus' Sermon on the Mount. My goal in leading the company is to ensure that when the rains come down and the floods come up, the Johnson Roofing family is steadfast in faith, and our foundation is stronger than ever.

Johnson Roofing's blessings are many, including our strong team, loyal customers, manufacturers who produce top-notch materials, and vendors who are committed to our success. We believe the best is yet to come for Johnson Roofing.

I am honored and blessed beyond measure that the Lord and my Dad chose me to carry on our family's legacy of excellence into the next 80 years. My Dad is truly my hero. He raised me in a Christian home, gave me a great love for horses at a young age, and taught me to be an accomplished horsewoman. He also instilled in me a very strong work ethic combined with a strong sense of compassion for others that have benefited my life personally and professionally. I treasure every single day with my Dad and feel very blessed that I am able to work alongside him to continue the great legacy he and the Lord have built.

Praying God's abundant blessings over you and your family.

▼ Bill baptizing his Grandchildren, Cayman Islands, 2010

▼ Sherri & her sisters

▲ Sherri, aka "Granni" & her quadruplet Granddaughters, aka "Granni's Angels," 2021

The Johnson Family, 2015 ▼



▼ Margaret Johnson, "Mammie," the matriarch of the Johnson Family, aka "Hollywood" for her beauty

▼ Mammie & her Great-Grandchildren, 2009



▲ Bill & his Children Shawn, Stuart, Sherri





PURSuing EXCELLENCE FOR ALL TIME

- ◀ Core Team, Corporate Office
- ▼ The Johnson Roofing Family, 2020 Christmas Party



▲ Celebrating the Family Business of the Year Award, Jackson Hole, Wyoming, 2013

Johnson Roofing, as you know it today, was born out of Margaret and Jack Johnson's home-building, lumberyard, and cabinet-shop businesses. Margaret was the backbone of the operation, while Jack handled sales and performed the work alongside their employees. Their son, Bill, was born in 1941. Christianity and excellence were the foundation on which the Johnsons lived their lives.

In the mid-1960s, after Bill graduated from Baylor, a massive hailstorm hit Waco. Jack and Bill hauled shingles in a horse trailer and helped people get their roofs back on, while Margaret held down the office. That's when Johnson Roofing ignited. Bill continued to lead and grow the business with Christian values and excellence at the forefront of everything he, his family, and his roofing team pursued.

Under Bill's leadership, Johnson Roofing continued to serve residential customers, while the commercial side grew. Commercial projects significantly increased in the 1980s, and, by the 1990s, Johnson Roofing became one of the largest roofing contractors in Texas, where it remains today. Around 2010, the company completed two unconventional projects — the Baylor Sciences Building and the McLennan County Courthouse. For the 500,000 square-foot Baylor Sciences Building, Johnson Roofing installed a

concave and convex metal roof panel system, which is quite rare.

The McLennan County Courthouse, due to the historical nature of the building, is another memorable project. The work was performed under the Texas Historic Courthouse Preservation Program and Texas Historical Commission's guidelines to bring the building back to its majestic glory. Johnson Roofing's sheet metal shop restored and repaired the architectural ornamentation and the statues, including the 19-foot tall, 7,600-pound statue, Themis, whose home is atop the beautiful Courthouse.

Bill believed, and still believes today, that the field team, supported by every other team, sets the bar for the project's success. Every other team member supports the field team. The goals are simple at Johnson Roofing: 1. Everyone going home safely to their families every day and 2. Excellence in all work.

Bill's daughter Sherri agrees. She'll be the first to tell you about her respect for the team in the field. "My role is to guide the team and to remove the obstacles so everyone can do their jobs with excellence. I provide every opportunity for training and every technology needed for maximizing efficiency, which is carrying on exactly what my Dad has done all these years."

To include a photo of the thousands of commercial and residential projects from the past 80 years is impossible. Instead, here are a few of the company's landmark commercial projects:

- ◆ AAFES, Waco
- ◆ Ascension Providence Hospital, Waco
- ◆ Baylor Scott & White Hillcrest Campus, Waco
- ◆ Baylor University, Waco
 - Baylor Law School
 - Baylor Sciences Building
 - McLane Stadium
 - Pat Neff Hall
 - Truett Seminary
- ◆ Central Texas Marketplace, Waco
- ◆ Coryell County Courthouse, Gatesville
- ◆ Dell Children's Medical Center of Central Texas, Austin
- ◆ Earle Cabell Federal Building and U.S. Courthouse, Dallas
- ◆ Fort Hood Army Base, Texas
 - Carl R. Darnall Army Medical Center
 - H-Frame Barracks
 - Hammerhead Barracks
 - MATES, North Fort Hood, Gatesville
 - Volar Barracks (2)
- ◆ Fort Polk Army Base, Louisiana
 - Unit Operations Facility
- ◆ Greater Waco Chamber of Commerce, Waco
- ◆ Levi Strauss, Waco (currently Coca-Cola)
- ◆ M&M Mars, Waco
- ◆ McLane Company, Temple
- ◆ McLennan County Courthouse, Waco
- ◆ Pactiv, Temple
- ◆ Richland Mall, Waco
- ◆ Tinker Air Force Base, Oklahoma
 - E-3G Mission and Flight Simulator Training Facility
- ◆ University of Mary Hardin-Baylor, Belton
- ◆ U.S. Federal Courthouse, Austin



▲ Baylor Sciences Building, Baylor University, Waco



▲ McLennan County Courthouse, Waco



PURSUING EXCELLENCE IN PERFORMANCE

Jack was drawn like a magnet to the epicenter of Appaloosa breeding. In the early 1950s, he traveled with Margaret and Bill to the National Appaloosa Horse Show in Deer Lodge, Montana. A Hall of Fame horse, Red Eagle was there, as well as his son, Simcoe's Chinook, the talk of the sale. Jack and Margaret purchased two Appaloosa stallions: Simcoe's Chinook, and another Appaloosa stallion, Chief Smokey. Their lives were never the same. They bought and moved to a ranch southeast of Waco and named it JMB Appaloosa Ranch, which stands for Jack, Margaret, and Bill.

Bill, with Chinook and Smokey, went on to win hundreds of competitions across the nation. Bill came into his own as a premier horseman in the 1950s, 60s, and 70s, including winning the championship trophy at the National Cutting Horse Futurity in Galveston when he was 19 years old.

It was at the Ranch that Jack and Margaret launched Johnson Auctions, a twice-a-month horse/consignment sale. For the next

36 years, people from all over Central Texas would come to the Ranch for the auctions. One night when the auctioneer didn't show, Bill took the microphone to conduct the sale. He was still a teenager, nervous and shaking in his boots, but did a fine job. Over time and many more Tuesday night auctions, Bill honed his auction chant, bid calling, and cattle rattle and became a licensed auctioneer. When the Ranch auctions ended, Bill turned Johnson Auctions into an auctioneering business and conducted many sales. Johnson Auctions continues to donate many fundraiser auctions for Central Texas charities. The Johnsons continue to donate many of the Appaloosa foals from the family's Championship bloodlines to area charities.

While attending Baylor University, Bill's entrepreneurial spirit came alive. With a herd of horses on the Ranch, he expanded his horseback riding lessons and turned it into a business. Eventually his students and other area horse enthusiasts wanted to come to the Ranch simply to ride, so he added horseback riding to his operation. By the mid-1970s, about 100 people would come to the Ranch every weekend, including friend Judge Joe Johnson and his daughter, Dena. Baylor fraternities and sororities and many other area organizations flocked to the Ranch for hayride parties. The entire Johnson family supervised all the activities.



▲ Bill, Ranch Sorting, 2020

▼ Sherri Roping, Heart O' Texas Coliseum, 2011



"Once a month during my childhood years, my Dad, Judge Joe Johnson, would take me to ride horses at Johnson Ranch. Bill Johnson would welcome us, handpick our horses, and get us all saddled up. We would ride through beautiful scenery, galloping through fields, and even jumping over logs. I am so grateful to Johnson Ranch for the wonderful memories that my Dad and I were able to make together."

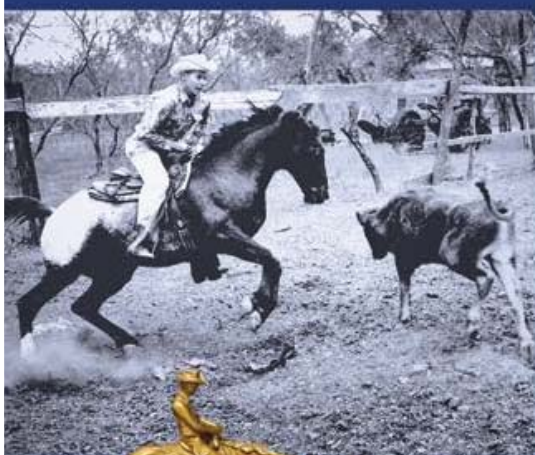
— Dena Johnson Williams

By the late 1980s, many Central Texans had been to the Ranch for an auction, horseback ride, or hayride!

During this time, Sherri's horse handling and riding skills continued to improve – so much so that she was asked to be a Heart O' Texas Rodeo Flag Girl by her aunt, Freddie Steensen, who was the Flag Girl coordinator. Flag Girls represent the rodeo sponsors and are known and respected for their traditional beauty, professional showmanship, and unparalleled horsemanship. Sherri's six or seven years as a Heart O' Texas Rodeo Flag Girl led to an entrepreneurial endeavor all her own. After seeing rodeo officials hire performance teams from outside Central Texas, she and her sister, Shawn, brought together the best riders in the area and created the SweetHearts of Texas Rodeo Performance Team. The team performed at rodeos and special events in Central Texas.

All the while, Johnson Roofing was growing.

▼ SweetHearts of Texas Rodeo Performance Team, Fort Worth 2000



▲ Bill & Simcoe's Chinook win the National Cutting Horse Association's Champion Cutting Horse Trophy, 1960; soon after, a popular Western magazine features them in a cover story using the photo above of Bill cutting bridleless





▲ Bill & Sherri presenting an Appaloosa horse to former President George H. W. Bush & Barbara Bush, former President George W. Bush & Laura Bush

▼ Signs along The Way to the Waco office



PURSuing EXCELLENCE IN SURROUNDINGS

Johnson Roofing’s corporate headquarters is adjacent to the family’s JMB Appaloosa Ranch. This property makes for a family atmosphere because Johnson Roofing is a family of nearly 100 team members and subcontractor partners. Early in the mornings, the Waco team travels a dirt road, lined with billboards of Bible verses and motivational quotes, crossing a couple of cattle guards to get to the office. On both sides of the road, it’s “watch for manure piles” when walking from office to vehicle! That’s not the case for the Johnson family because, as all ranchers say, “manure smells like money.”

The common spaces inside the office contain 80 years of Johnson Roofing and Johnson family accolades — letters of thanks from Lieutenant Generals, trophies from rodeo competitions, newspaper articles, photos with past U.S. presidents, and much more. It’s an atmosphere that exudes excellence.

Even the Johnson Roofing truck fleet reflects a devotion to God and support of the military. On the sides of the trucks are the words, “In God We Trust” and “Land of the Free, Home of the Brave.” On Mondays, the team gathers around the office flagpole to pray for God’s provision over each employee and Johnson Roofing.

Finally, the Johnson Roofing family works hard and plays hard. Weather permitting, events and parties are outdoors, where there’s lots of space for the kids to run around. Picnic tables are in areas just outside the office. And they have a lot of fun!

Appaloosas, including Strawberry, roam the Waco office parking lot hoping to be fed cookies ▶



▲ The Johnson Roofing Way: sunrise, steeple & buffaloes





Bill's granddaughters, ↑
Brittani & Shanna



Great Depression

Johnson Lumber
Yard & Cabinet
Shop opens
on S. 11th Street

←
Waco Tornado
Rebuilt Johnson
Lumber Yard
& Cabinet Shop
on S. 11th Street

Johnson Auctions
established,
a twice-a-
month horse /
consignment
sale at the JMB
Appaloosa Ranch

←
Bill graduates
from Baylor
University
Jack & Bill deliver
roofing shingles
in a horse trailer
after Waco
hailstorm

↑
Bill licensed as
Texas Auctioneer
#6004
Johnson Auctions
transforms into
a commercial
auctioneering
business

Re-roofed ↑
majority of
Baylor University
campus after
a major hailstorm

1929-33

1930s

1953

1955

1966

1975

1990s

PURSuing EXCELLENCE THROUGH THE YEARS

Early
1930s

Johnson Grocery
opens at S. 3rd
Street and Waco
Creek serving
Waco residents

1941

Bill Johnson born
in Waco (Dec 6)
Johnson Roofing
established

1954

Jack Johnson
purchases
property near
Waco, names
it JMB Appaloosa
Ranch & relocates
family

1963

Launch
of horseback
lessons, riding
& hayrides
businesses at
JMB Appaloosa
Ranch

Early
1970s

Johnson Roofing
relocates next to
JMB Appaloosa
Ranch

1980

Bill named
President
of Roofing
Contractors
Association of
Texas (RCAT)

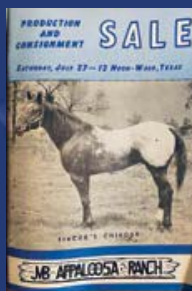
1995

Formation of the SweetHearts
of Texas Rodeo Performance Team
Bill receives RCAT's top
honor, The Curtis Blackwell
Memorial Award, for significant
contribution to RCAT & the
roofing industry

JMB
APPALOOSA RANCH

1959

Roofed new First
Federal Bank building,
Waco



←
1967

The Johnson Family; pictured
left to right, top to bottom:
Bill Johnson, Margaret
Johnson, Jack Johnson, Anna
Heussner, Sherri Johnson,
& Shawn Johnson



1963 ↑

Catalog from Johnson Auctions Production & Consignment Sale





“As a valued member of the community, Bill Johnson has put into place professional and ethical business standards that have set the standard for others, and Waco and McLennan County have benefited from his leadership. He has used his resources to help support officeholders, political candidates, and military personnel and their families. He has also contributed to the state’s ranching heritage.” — *Texas Rep. Charles “Doc” Anderson*



License No: 03-0040



Bill named President of RCAT Board of Directors & Board Member of the Central Texas RCAT

1996-98

“Operation Building Bridges” at JMB Appaloosa Ranch with Ted Nugent, former Texas Governor Rick Perry & others

2006



Bill awarded the Spirit of America Medal by the national Good Soldier Foundation for his commitment to honor the military, their families, veterans, and the sacrifices made

“Operation Building Bridges” BBQ at North Fort Hood

2009



Texas Historical Commission recognizes Johnson Roofing with its “Texas Treasure Business Award”

2013



Johnson Roofing University (JRU) launches

2017

Sherri named CEO of Johnson Roofing

Johnson Roofing’s North Texas Regional Office opens

2019



Texas Rep. Charles “Doc” Anderson issues a resolution commending Johnson Roofing’s 80th Anniversary

Mar 2021

2001

SweetHearts of Texas Rodeo Performance Team opens the Heart O’ Texas Rodeo following the September 11th attacks

Yellow Rose of Texas Western Wear & Antique Store opens in Crawford during George W. Bush’s presidency

2008

Replaced the roofs on the entire campus of the University of Mary Hardin-Baylor

2012

Sherri begins serving on RCAT’s Board of Directors

2015

Sherri named Vice President of Johnson Roofing

Sherri named Vice President of RCAT’s Board of Directors

2018

Sherri named President of RCAT; Bill & Sherri are RCAT’s sole, parent-child past Presidents

Jan 2021

Johnson Roofing’s South Texas Regional Office opens

Feb 2021

Work begins on the Earle Cabell Federal Building and U.S. Courthouse in Dallas



Apr 2021

Relaunched Johnson Roof Management (JRM) Expanded Service and Maintenance Program



Shawn, Bill & Sherri at the dedication of the 18-foot metal angel sculpture by Lei Hennessy Owen, Crawford, which is now located at the corporate office



2012

Johnson Roofing named a Texas Family Business of the Year, awarded “Large Family Business of the Year” from Baylor University’s Institute for Family Business



SweetHearts of Texas Rodeo Performance Team, Fort Worth 2000



“A big congratulations to Johnson Roofing on their 80th Anniversary! Central Texans and myself celebrate this momentous accomplishment. Bill Johnson is a lifetime Wacoan, a man of deep faith, and role model for the next generation. He has put his talents and skills to work for the benefit of many. Only great things ahead!” — *U.S. Congressman Pete Sessions*

* Some dates are approximate



PURSUING EXCELLENCE IN PREPAREDNESS



A successful company is a group of intelligent, successful people. Preparing for industry shifts, leadership transitions, or just retaining the talent you have is critical for stability and future growth. Realizing an actual deficiency in the skilled labor market, Sherri created and implemented Johnson Roofing University (JRU) in 2017. JRU formalized a leadership training program that encourages career development in the Johnson Roofing team. The JRU training modules include:

- ◆ National Roofing Contractor Association's (NRCA) industry-standard roofing installation training.
- ◆ Manufacturer-specific roof system training.
- ◆ Management training.
- ◆ In-depth and ongoing safety training.

JRU offers a career-based curriculum for laborers, leadmen, foremen, and field superintendents, a mentorship program, and FMI's leadership and project management training for upper-level management.

At Johnson Roofing, the number one goal is safety, driven by a pursuit of excellence. The protection of the field team, building owners, occupants, and passers-by are of utmost importance. To that end, safety training is a substantial component of JRU, and Johnson Roofing has one of the best, if not the best, safety records for a roofing contractor in the state of Texas, as demonstrated by the company's 0.64 experience modification rating (EMR). An EMR gauges past cost of injuries and future chances of risk.

Today, Johnson Roofing has 25 NRCA Certified Torch Applicators, 23 First Aid and CPR providers. The company employs 15 Competent Persons for fall protection in accordance with the U.S. Army COE Safety Manual OSHA 29 CFR 1926 Sub Part M Fall Protection. This advanced, 24-hour training includes regulation training, planning, and hands-on workshops.

On several occasions, Johnson Roofing has received Texas Mutual Insurance's safety award. The Central Texas Chapter of the Associated General Contractors of America recognized the company for its safety record.

"What differentiates Johnson Roofing from our competitors is that we fully-train our crews on OSHA regulations with special emphasis on fall protection. We also provide supplemental training for all of our subcontractor partners. All crews and subcontractor partners are covered by workers' compensation insurance, protecting both the workers and the property owners."

— Sherri Johnson McDonald



It's Not Just My Job-It's My Career!!



EXCELLENCE!

AUTHOR UNKNOWN

- Perfection is being right.
- Excellence is willing to be wrong.*
- Perfection is fear.
- Excellence is taking a risk.*
- Perfection is anger and frustration.
- Excellence is powerful.*
- Perfection is control.
- Excellence is spontaneous.*
- Perfection is judgment.
- Excellence is accepting.*
- Perfection is talking.
- Excellence is giving.*
- Perfection is doubt.
- Excellence is confidence.*
- Perfection is pressure.
- Excellence is natural.*
- Perfection is the destination.
- Excellence is the journey.*





▶ Carl R. Darnall Army Medical Center, Fort Hood



▶ Jerry Allen (left) mentors Tanner Davis (right)



PURSUING EXCELLENCE IN MENTORING: JERRY ALLEN AND TANNER DAVIS

Q&A WITH TANNER DAVIS

What were you doing before working at Johnson Roofing?

Before working at Johnson Roofing, I worked at a roofing company as a laborer. I worked at Sanderson Farms doing sanitation, and I worked in a steel mill doing quality control.

What attracted you to want to work at Johnson Roofing?

It was a family-owned company with plenty of room to learn and grow. Also, that Johnson Roofing takes the time to teach you a trade that you can do for the rest of your life.

What year were you first hired, how old were you, and what was your first position?

2011, I was 20 years old and hired as a laborer.

What has been your career path at Johnson Roofing (first position to current position)?

Laborer, Leadman, Foreman, Field Superintendent, Project Manager, Senior Project Manager.

How were you able to advance your career?

I advanced by working hard and always striving to be the best I could be, regardless of what others were doing.

What role did/does Johnson Roofing University (JRU) play in your career advancement?

JRU allows me to take off my work hat and put my learning hat on. Being able to slow down and take in what subject we are going over in JRU is a huge benefit. We learn a lot in the field, but taking the rush out of learning is great.

What would you tell someone with no roofing experience and minimal work history about looking for a job at Johnson Roofing?

Johnson Roofing is a place of endless opportunities. The more you put into it, the more you will get out of it and vice versa. If you work hard and take ownership of what you are doing, you will have a very rewarding career at Johnson Roofing.

Do you still attend JRU trainings?

Yes, I completed FMI's Project Management Institute in January 2021. We are continually training on new products from manufacturers, and I also attend industry events.

What are your plans?

My next goal is to be Operations Manager followed by Director of Operations.

Within about two years of being hired at Johnson Roofing, Tanner had advanced to leadman, where he assisted foremen. In this role, he worked on the largest new construction project in Bell County, the Carl R. Darnall Army Medical Center at Fort Hood. This design-build project replaced the existing Carl R. Darnall Army Medical Center at Ft. Hood with a new, state-of-the-art healthcare facility for service members and their families. It consisted of constructing a 612,000-square foot hospital building, three clinic buildings totaling 324,000 square feet, a 25,000-square foot central utility plant, and three parking garages totaling 1,062,000 square feet. Darnall is the largest project to date funded by the American Recovery and Reinvestment Act of 2009. It is the largest design-build project in the Department of Defense's (DOD) medical construction.

A Few Thoughts About Jerry

For several years, Jerry has mentored Tanner, and here's what Tanner has to say about their relationship:

"Jerry has taught me to take the time to do things by the book and actually to worry about the small stuff. It's not in my nature to focus on small things, but Jerry has taught me how big the small things can turn out to be if not adequately addressed. Jerry is a great boss and a great mentor, and a friend to my family and me. When I need someone to talk to, he has always made me feel welcome and accepted. He is a great man and role model that many have had the opportunity to learn and grow from."

Jerry's work at Johnson Roofing began in 1972. Back then, Bill mentored Jerry, and it soon became apparent that Jerry had excellent estimating skills coupled with an ability to notice and understand things clearly. After leaving to pursue other opportunities, Jerry returned in 1989, and thankfully, is still part of the company's core leadership team today. When asked about Jerry, Sherri describes him as wise, second-to-none, knowledgeable, technically astute, and highly regarded in the roofing industry. It's not surprising that he received RCAT's prestigious "Outstanding Service to the Roofing Industry" award. Congratulations to Jerry for his 32 years at Johnson Roofing, and the entire Johnson Roofing family thanks him for his dedication.

"In both my personal and professional life, Jerry has been a respected mentor to me. Still today, I depend on his wise counsel.

He is a mighty Man of God, and it is truly an honor and blessing to have him in my life."

"In both my personal and professional life, Jerry has been a respected mentor to me. Still today, I depend on his wise counsel. He is a mighty Man of God, and it is truly an honor and blessing to have him in my life."

— Sherri Johnson McDonald

▶ Jerry Allen accepting RCAT's "Outstanding Service to the Roofing Industry" award



▼ Waco-area volunteers,
North Fort Hood BBQ, 2009



▼ Operation Building Bridges,
North Fort Hood BBQ, 2009



▼ Sherri leading the soldiers,
North Fort Hood Area, 2009



PURSUING EXCELLENCE IN COMMUNITY SERVICE

Bill's compassion for the armed forces and veterans is second to none, as demonstrated by the numerous activities in which he is involved. He realized that Fort Hood soldiers come to Texas from all over the United States with little to no family nearby. By inviting them to BBQs, Christmas parties, and the Ranch, the soldiers gain a sense of community. Bill's family and the Johnson Roofing family were 100 percent "boots on the ground" in these endeavors. "Operation Building Bridges" signifies the relationships established between the soldiers and Central Texans.

One activity incredibly close to Bill's heart is the Riderless Horse presentation every year at Memorial Day remembrance ceremonies and the annual Veterans Day parade in downtown Waco. Bill's dad, Jack, had passed down a collection of authentic items from the Civil War and Indian War era: a McClellan

Cavalry saddle, bridle, bits, sabre, and boots. And, of course, Bill has a team of champion Appaloosa horses from which to choose.

Waco's 2012 Veterans Day parade was Bill's first Riderless Horse presentation. A Marine in full dress marched directly to Bill and his horse. The Marine got close, stopped at attention, and looked them over. The Marine said, "Well done," then he pivoted, turned, and marched away. Bill felt that is what is called "passing muster." But he was deeply shocked at what he and his horse were to face in the following 13 blocks. Men were saluting at attention, women were wholeheartedly crying, some children were yelling, "Why don't you ride the horse? Why are the boots turned backward?"

Bill walked silently, eyes straight ahead as he choked back tears. His Appaloosa horse, Jack, did not flinch. Never in his life had he experienced such an outpouring of emotion and love in the celebration of our brave men and women and the sacrifices made by those heroes who never came back from protecting America's freedom. Bill looks forward to this parade every year and will continue this tradition as long as possible. What an honor!

Whether at parades, the JMB Appaloosa Ranch, Fort Hood, or elsewhere, Bill values the time he spends with active military and veterans. Of the many activities Bill, his family, and the Johnson Roofing team enjoyed, two special events will be in their hearts forever. In 2006, Bill hosted an all-day affair of food, fun, and relaxation. Busloads of soldiers and their families arrived at the Ranch from Fort Hood. Residents and restaurants donated food, and Ted Nugent

rocked the National Anthem. Former Texas Governor Rick Perry, Former U.S. House Representative Chet Edwards, Texas Representative Charles "Doc" Anderson, and many other friends were in attendance. Between the soldiers, their families, volunteers, guests, etc., the number of people at the Ranch that day totaled in the thousands.

Following the 2009 Fort Hood tragedy, Bill got a call from Lt. Gen. Robert W. Cone, asking him to organize and serve a Texas barbeque for over 100 soldiers from Units 1908 and 467, Medical Detachment Combat Stress units.

Of the 13 people murdered on November 5, three were from the 467th. Several from both units were wounded. Together with a group of Waco community volunteers, the Johnson family welcomed the opportunity to comfort the men and women. In a letter following the event, Cone wrote to Bill, "Your generosity directly contributed to establishing an atmosphere where these Soldiers could begin to heal and put what happened in perspective."

Each year through Operation Building Bridges, Johnson Roofing installs a new roof on a veteran's home. For this year's 80th anniversary, Johnson Roofing launched an essay contest called "Operation Roof Readiness." Central Texans are encouraged to write a 100-word essay about a veteran who needs a roof and submit it to OperationRoofReadiness@JRoof.com by October 15, 2021. The company will announce the winner on Veteran's Day, November 11, 2021. **God Bless America!**



▲ Bill presenting the Riderless Horse,
Memorial Day remembrance ceremony

▼ Operation Building Bridges,
JMB Appaloosa Ranch, 2006



"Congratulations to Bill and Peggy and the Johnson Roofing team on their 80th anniversary. Doing anything for 80 years is quite an accomplishment, but providing roofing services on top of buildings during Texas summers for 80 years is a true triumph. Bill and Peggy are integral parts of the Waco and McLennan County community, and I am proud to have this great company and these great people in Senate District 22!" — *Senator Brian Birdwell*

Lt. Col. (Ret.) Brian Birdwell is a decorated military veteran currently representing Texas Senate District 22



PURSUING EXCELLENCE IN LEADERSHIP



Bill Johnson
Chairman of the Board



Sherri Johnson McDonald
President and CEO



32 YEARS
Jerry Allen
Executive Vice
President of Estimating



9 YEARS
Rod Smith
Executive
Vice President



2 YEARS
Brandon Mazzocco
Vice President
of Operations



15 YEARS
Kevin Sanders
Safety Director



29 YEARS
Judge Pineda
General
Superintendent



10 YEARS
Tanner Davis
Senior Project Manager



1 YEAR
Greg Vaughan
Vice President
of Client Relations



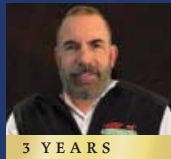
2 YEARS
Brad Buckner
Vice President of Sales



1 YEAR
Tyler Landry
South Regional
Manager



3 YEARS
Ed Erwin
Project Manager



3 YEARS
Steve Pellegrini
Senior Commercial
Estimator



2 YEARS
Michael Finch
Superintendent



21 YEARS
Will Coler
Project Coordinator



1 YEAR
Nathan Heiman
Project Manager



11 YEARS
Robin Sharp
Senior Procedures
Manager



15 YEARS
Jose Gutierrez
Foreman



15 YEARS
Johnny Hashaw
Field Superintendent



19 YEARS
Eleazar Ramirez
Foreman



11 YEARS
Abraham Vasquez
Foreman



35 YEARS
Roy McCown
Service Superintendent



1 YEAR
Alfonso Ojeda
Operations Coordinator



4 YEARS
LeAnne Fuller
Strategic Operations
Director



19 YEARS
Felipe Santos
Foreman



19 YEARS
Claudio Hernandez
Foreman



7 YEARS
Larry Glasper
Foreman



11 YEARS
Robert Fabela
Foreman



36 YEARS
Guadalupe Moya
Foreman



1 YEAR
Jim Wyrick
Project Manager



1 YEAR
Larry Shelburne
Account Manager



2 YEARS
Jamie Sheppard
Account Manager



15 YEARS
Cesar Noria
Leadman



5 YEARS
Tina Lewis
Assistant Controller



12 YEARS
Teresa Parker
Sales Coordinator

Supporting the Leadership Team are additional full-time and subcontractor partners, totaling more than 100 individuals. Johnson Roofing especially appreciates these additional long-term and stable team members with over five years of service who provide customers with familiarity, trust, and confidence.

Bubbie Gideon, 16 years
Paula Watson, 16 years
Javier Flores, 15 years

Faustino Alvarado, 14 years
Joel Saucedo, 14 years
Cesar Alvarado, 13 years

Jesus Villagomez, 13 years
Martin Lozano, 7 years

Johnson Roofing is forever grateful for all those that helped along the way to build a strong foundation. To name just a few Jack Johnson, Margaret Johnson, Shawn Brown, Ruth Johnson, Jack Terrell, Burl Hill, Joe Dixon, Desta "Bunny" Harvey, Barbara Duhon, Don Ayers, Randall Kyle, Jim Bruner, Charlie Moore, Thomas Moore, Bill Crenshaw, Barry Blalock, Marion Boatman, Carlos Juarez, George Martinez, Blackie Blackwell, Everett Watts, Mr. & Mrs. Don Garrett, Mr. & Mrs. Orvis Marrs...



• Bill & Peggy with their great-grandchildren, 2020

• The Johnson Family, 2009

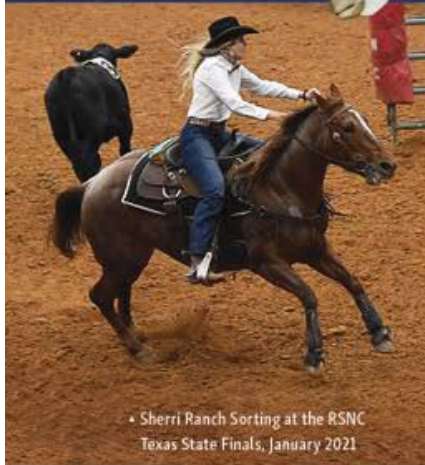
"PURSUING EXCELLENCE" in Faith and Stewardship in Relationships in Preparedness



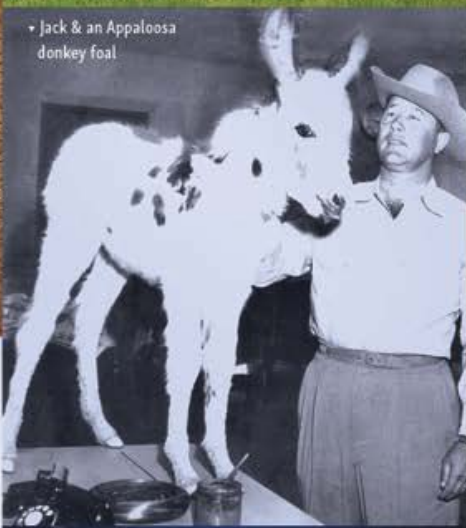
• Bill & Peggy with their great-grandchildren, 2016



• Bill & Peggy's quadruplet great-granddaughters, 2020



• Sherri Ranch Sorting at the RSNC Texas State Finals, January 2021



• Jack & an Appaloosa donkey foal



• Some of the many awards won by Bill & his horses, late 1950s



• Bill & Chief Smokey



"PURSUING EXCELLENCE" in Performance in Community Service for All Time

HAPPY TRAILS to You

