

VENDOR CONTRACT

Between _____ and
(Company Name)

THE INTERLOCAL PURCHASING SYSTEM (TIPS) For JOB ORDER CONTRACTING – 1012116

General Information

The vendor contract shall include the contract, the terms and conditions, special terms and conditions, any agreed upon amendments, as well as all of the sections of the solicitation and the awarded vendor's proposal. Once signed, if an awarded vendor's proposal varies or is unclear in any way from the TIPS contract, TIPS, at its sole discretion, will decide which provision will prevail. Other documents to be included are the awarded vendor's proposals, task orders, purchase orders and any adjustments which have been issued.

The following pages will constitute the contract between the successful vendors(s) and TIPS. Bidders shall state, in a separate writing, and include with their proposal response, any required exceptions or deviations from these terms, conditions, and specifications. If agreed to by TIPS, they will be incorporated into the final contract.

The Vendor Contract ("Contract") made and entered into by and between The Interlocal Purchasing System (hereinafter referred to as "TIPS" respectfully) a government cooperative purchasing program authorized by the Region VIII Education Service Center, having its principal place of business at 4845 US Hwy 271 North, Pittsburg, Texas 75686. This contract 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.

Definitions

CITY COST INDEX, Defined pricing indices published by R.S. Means (see R.S. Means) as local modifiers to the national cost data.

CLIENT MEMBER is any ISD/USD, ESC, University, Municipality, County, Federal or State Agency or non-taxed entity empowered to enter into an agreement with TIPS via their governing boards or trustees. In the State of Texas an interlocal agreement must be signed by the client.

In other states, the client is responsible for meeting their state requirements.

COEFFICIENT is the contractors' coefficient multiplier that is applied to the local city cost index and the total sum of line item estimates for each individual Job Order. It will include all overhead items such as office, safety equipment, vehicles and fuel, computers, communication devices, printers, programs, insurance maintenance, two percent TIPS management fee, final site cleanup and all contingencies.

DELIVERY ORDER (DO) is the scope of services approved from the Job Order Proposal and reviewed and approved by the Client for the PO.

JOB ORDER is a line item estimate taken from a job order proposal using the coefficient and R.S. Means which, upon agreement to by the client member, becomes a lump sum fixed price contract and a notice to proceed for the stated scope attached to the purchase order.

JOB ORDER CONTRACTING (JOC) is a variable term indefinite delivery, indefinite quantity contract for construction services on an on call basis through negotiated line item delivery orders (job orders) to include minor construction, repair, renovation, alterations, maintenance projects and limited design for architectural and engineering services. It is based upon the contracts priced coefficient applied to the city cost index and the line items in the unit price book (RS Means). When the line items are agreed to it becomes a lump sum firm fixed price contract for that negotiated scope of services.

JOB ORDER PROPOSAL is the response from the contractor to the client member from the clients request for a specific project. It will contain the line item estimate for the project as defined in the UPB and include a written scope of work for services to be performed.

JOB ORDER PROPOSAL REQUEST is originated from the client and provides a general scope of project services or architectural drawings, a requested schedule and any special addendum requirements. From this information the contractor will develop the scope of work for his job order proposal.

NON PRE-PRICED ITEMS are those items that cannot be found or reasonably compared to listed line items in the UPB.

PREMIUM HOURS are defined as those hours not included in regular hours or recognized holidays. Premium hours are to be approved by the member entity for each delivery order and noted in the delivery order proposal as a line item during negotiations.

REGULAR HOURS are defined as those hours between the hours of 7 AM and 6 PM Monday thru Friday.

UNIT PRICE BOOK (UPB) will be the current addition of RS Means Facilities Construction Cost Data or if published RS Means Job Order Contracting Cost Data – the published quarterly updates will be allowed.

PURCHASE ORDER is the TIPS member's approval providing the authority to proceed with the negotiated delivery order under the contract. Special terms and conditions as agreed to between the vendor and TIPS member will be added as addendums to the PO. Items such as certificate of insurance, bonding requirements, small or disadvantaged business goals are some of the addendums possible.

SCOPE OF WORK (SOW) is the specific work that has been agreed to be undertaken and accomplished under the TIPS contract via the delivery order process.

Terms and Conditions

Freight

All deliveries shall be freight prepaid, F.O.B. destination and shall be included in all pricing offered unless otherwise clearly stated in writing.

Warranty Conditions

All supplies equipment and services shall include manufacturer's minimum standard warranty unless otherwise agreed to in writing. Vendor shall be an authorized dealer, distributor or manufacturer for all products. All equipment proposed shall be new unless clearly stated in writing.

Customer Support

The Vendor shall provide timely and accurate customer support to TIPS members. Vendors shall respond to such requests within one (1) working day after receipt of the request. Vendor shall provide training regarding products and services supplied by the Vendor unless otherwise clearly stated in writing at the time of purchase. (Unless training is a line item sold or packaged and must be purchased with product.)

Contracts

All contracts and agreements between Vendors and TIPS Members shall strictly adhere to the statutes that are set forth in the Uniform Commercial Code as most recently revised.

Contracts for purchase will normally be put into effect by means of a purchase order(s) executed by authorized agents of the participating government entities.

Davis Bacon Act requirements will be met when Federal Funds are used for construction and/or repair of buildings.

Tax exempt status

A taxable item sold, leased, rented to, stored, used, or consumed by any of the following governmental entities is exempted from the taxes imposed by this chapter:(1) the United States; (2) an unincorporated instrumentality of the United States; (3) a corporation that is an agency or instrumentality of the United States and is wholly owned by the United States or by another corporation wholly owned by the United States;(4) the State of Texas; (5) a Texas county, city, special district, or other political subdivision; or (6) a state, or a governmental unit of a state that borders Texas, but only to the extent that the other state or governmental unit exempts or does not impose a tax on similar sales of items to this state or a political subdivision of this state. Texas Tax Code § 151.309.

Assignments of contracts

No assignment of contract may be made without the prior written approval of TIPS. Payment can only be made to the awarded Vendor or vendor assigned dealer.

Disclosures

1. Vendor affirms that he/she 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 contract.
2. 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 participants in the TIPS program.
3. 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 contract.

Renewal of Contracts

The contract is for one (1) year with an option for renewal for 2 consecutive years. Total term of contract can be up to 3 years if sales are reported through the contract and both parties agree.

Shipments

The Vendor shall ship ordered products within five (5) working days after the receipt of the order. If a product cannot be shipped within that time, the Vendor shall notify TIPS and the requesting entity as to why the product has not shipped and shall provide an estimated shipping date, if applicable. TIPS or the requesting entity may cancel the order if estimated shipping time is not acceptable.

Invoices

The Vendor or vendor assigned dealer shall submit invoices, to the TIPS participant. Each invoice shall include the TIPS participant's purchase order number. The shipment tracking

number or pertinent information for verification of TIPS participant receipt shall be made available upon request. The Vendor or vendor assigned dealer shall not invoice for partial shipments unless agreed to in writing in advance by TIPS and the TIPS participant.

Payments

The TIPS participant will make payments directly to the Vendor or vendor assigned dealer at net 30 days after receiving invoice.

Pricing

The Vendor contracts to provide pricing to TIPS and its participating governmental entities that is the lowest pricing available to like cooperative purchasing customers and the pricing shall remain so throughout the duration of the contract.

All pricing submitted to TIPS shall include the participation fee to be remitted to TIPS by the Vendor. Vendor will not show adding the fee to the invoice presented to customer. The normal fee is 2%, but can be negotiated with the Vendor.

Participation Fees

Vendor agrees to pay the participation fee for all contract sales to TIPS on a monthly scheduled report. Vendor must login to the TIPS database and use the "Submission Report" section to report sales. The Vendor is responsible for keeping record of all sales that go through the TIPS contract. Failure to pay the participation fee will result in termination of contract. Please contact TIPS at tips@tips-usa.com or call (866) 839-8477 if you have questions about paying fees.

Indemnity

- 1. Indemnity for Personality Contracts.** Vendor agrees to indemnify and hold harmless and defend TIPS, TIPS member(s), officers and employees, from and against all claims and suits for damages, injuries to persons (including death), property damages, losses, and expenses including court costs and attorney's fees, arising out of, or resulting from, Vendor's performance of this contract, 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, invitees, whether or not such claims are based in whole or in part upon the negligent acts or omissions of the TIPS, TIPS member(s), officers, employees, or agents.
- 2. Indemnity for Performance Contracts.** The Vendor agrees to indemnify and hold harmless and defend TIPS, TIPS member(s), officers and employees from and against all claims and suits for damages, injuries to persons (including death), property damages, losses, and expenses including court costs and attorney's fees, arising out of, or resulting from, Vendor's work under this contract, 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. Vendor further agrees to indemnify and hold harmless and defend TIPS, TIPS member(s), officers and employees, from and against all claims and suits for injuries (including death) to an officer, employee, agent, subcontractor, supplier or equipment lessee of the Vendor, arising out of, or resulting from, Vendor's work under this contract whether or not such claims are based in whole or in part upon the negligent acts or omissions of the TIPS, TIPS member(s), officers, employees, or agents.

Attorney's Fees--Texas Local Government Code § 271.159 is expressly referenced.

Pursuant to §271.159, TEXAS LOC. GOV'T CODE, in the event that any one of the Parties is required to obtain the services of an attorney to enforce this Agreement, the prevailing party, in addition to other remedies available, shall be entitled to recover reasonable attorney's fees and costs of court.

Multiple Vendor Awards

TIPS reserves the right to award multiple vendor contracts for categories when deemed in the best interest of the TIPS membership. Bidders scoring 80% or above will be considered for an award. Categories are established at the discretion of TIPS.

State of Texas Franchise Tax

By signature hereon, the bidder 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 contract or in any other communication between TIPS and the Vendor may be construed as a guarantee that TIPS participants will submit any orders at any time. TIPS reserves the right to request additional proposals for items already on contract at any time.

Purchase Order Pricing Deviation

If a deviation of pricing on a purchase order occurs, TIPS is to be notified within 24 hours of receipt of order.

Cancellation for non-performance or contract deficiency

TIPS may terminate any contract if TIPS Members have not used the contract, or if purchase volume is determined to be "low volume" in any 12-month period. TIPS reserves the right to cancel the whole or any part of this contract due to failure by awarded vendor to carry out any

obligation, term or condition of the contract. TIPS may issue a written deficiency notice to awarded vendor for acting or failing to act in any of the following:

- Providing material that does not meet the specifications of the contract;
- Providing work and/or material that was not awarded under the contract;
- Failing to adequately perform the services set forth in the scope of work and specifications;
- Failing to complete required work or furnish required materials within a reasonable amount of time;
- Failing to make progress in performance of the contract and/or giving TIPS reason to believe that awarded vendor will not or cannot perform the requirements of the contract; and/or
- Performing work or providing services under the contract prior to receiving a TIPS reviewed purchase order for such work.

Upon receipt of the written deficiency, awarded vendor shall have ten (10) days to provide a satisfactory response to TIPS. Failure to adequately address all issues of concern may result in contract cancellation. Upon cancellation under this paragraph, all goods, materials, work, documents, data and reports prepared by awarded vendor under this contract shall become the property of the TIPS Member on demand.

TIPS Member Purchasing Procedures

Proposal Process: Vendor gives TIPS member scope of work and price.

Vendor gives TIPS scope of work, line item estimate and price.

Purchase Order Process:

Purchase orders are issued by participating TIPS member to the awarded vendor indicating on the PO "Contract Number". Purchase Order is 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.
- Awarded vendor reports sales monthly to TIPS (unless prior arrangements have been made with TIPS to report monthly).

Form of Contract

The form of contract for this solicitation shall be the Request for Proposal, the awarded proposal(s) and best and final offer(s), and properly issued and reviewed purchase orders referencing the requirements of the Request for Proposals. If a vendor submitting an offer requires TIPS and/or TIPS Member to sign an additional agreement, a copy of the proposed agreement must be included with the proposal.

Vendor contract documents: TIPS will review proposed vendor contract documents. Vendor's contract document shall not become part of TIPS's contract with vendor unless and until an authorized representative of TIPS reviews and approves it.

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 fully informed of and in compliance with all ordinances and regulations pertaining to the lawful provision of services under the contract. TIPS reserves the right to stop work and/or cancel contract of any awarded vendor whose license(s) expire, lapse, are suspended or terminated.

Novation

If awarded vendor sells or transfers all assets or the entire portion of the assets used to perform this contract, a successor in interest must guarantee to perform all obligations under this contract. TIPS reserves the right to accept or reject any new party. A simple change of name agreement will not change the contractual obligations of awarded vendor.

Site Requirements (when applicable to service or job)

Cleanup: Awarded vendor shall clean up and remove all debris and rubbish resulting from their work as required or directed by TIPS Member. 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 sub-contractor 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. 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.

Stored materials

Upon prior written agreement between the contractor and Member, payment may be for materials not incorporated in the work but delivered and suitably stored at the site or some other location, for installation at a later date. An inventory of the stored materials must be provided to Member prior to payment. Such materials must be stored and protected in a secure location, and be insured for their full value by the contractor against loss or damage. Contractor agrees to provide proof of coverage and/or addition of Member as an additional insured upon Member's request. Additionally, if stored offsite, the materials must also be clearly identified as property of buying Member and be separated from other materials. Member must allow reasonable opportunity to inspect and take inventory of stored materials, on or offsite, as necessary.

Upon final acceptance by the Member, it shall be the Contractor's responsibility to protect all materials and equipment. The Contractor warrants and guarantees that title for all work, materials and equipment shall pass to the Member upon final acceptance. Payment for stored materials shall not constitute final acceptance of such materials.

Smoking

Persons working under contract shall adhere to local smoking policies. Smoking will only be permitted in posted areas or off premises.

Invoices

The awarded vendor shall submit invoices to the participating entity clearly stating "Per TIPS Contract". The shipment tracking number or pertinent information for verification shall be made available upon request.

Marketing

Awarded vendor agrees to allow TIPS to use their name and logo within website, marketing materials and advertisement. Any use of TIPS name and logo or any form of publicity, inclusive of press release, regarding this contract by awarded vendor must have prior approval from TIPS.

Supplemental agreements

The entity participating in the TIPS contract and awarded vendor may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this contract i.e. invoice requirements, ordering requirements, specialized delivery, etc. Any supplemental agreement developed as a result of this contract is exclusively between the participating entity and awarded vendor. TIPS, its agents, TIPS members and employees shall not be made party to any claim for breach of such 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 RFP and any awarded contract thereof. Applicable laws and regulations must be followed even if not specifically identified herein.

Audit rights

Awarded Vendor shall, at their sole expense, maintain appropriate due diligence of all purchases made by TIPS Member that utilizes this Contract. TIPS and Region 8 ESC each reserve the right to audit the accounting 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. TIPS shall have authority to conduct random audits of Awarded Vendor's pricing that is offered to TIPS Members. 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. In the event of an audit, the requested materials shall be provided in the format and at the location designated by Region 8 ESC or TIPS.

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 fully 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.

SERVICES

It is the intention of TIPS to establish an annual contract with highly qualified vendor(s) for **Job Order Contracting**. Vendor(s) shall, at the request of TIPS member, provide these products and/or covered services under the terms of this CONTRACT and the CONTRACT TERMS AND CONDITIONS. Vendor shall assist the end user TIPS member with making a determination of its individual needs, as stated below.

TIPS is seeking electronically sealed proposals for job order contracts for this procurement in accordance with Texas Government Code Chapter 2269, Subchapter (I) Job Order Contracting. The purpose of this procurement is to award job order contract(s) for the minor construction, repair, rehabilitation, or alternation of a facility for work of a recurring nature in which the delivery times are indefinite and indefinite quantities and orders are awarded substantially on the basis of pre-described and pre-priced tasks.

The contractor shall furnish all necessary labor, materials, tools, supplies, equipment, transportation, supervision, management and shall perform all operations necessary and required for construction work. All work shall be performed in accordance with the requirements set forth in the resulting contract and each mutually agreed upon work request or purchase order issued by TIPS client partner.

A contract will be established with standard specifications and pricing based upon a coefficient that is applied to a Unit Price Book (UPB). When a specific project or job order is issued, TIPS member and the contractor will agree on the scope of work and the cost is determined by applying the coefficient to the appropriate units in the UPB.

Information to Bidders

TIPS intends to enter into multiple Job Order Contracts to provide indefinite delivery, indefinite quantity (IDIQ) contracts for minor construction, renovation, repairs and alteration services. These contracts will be available for use by all public entities such as ESC's, ISD's, universities, city and county governments, community colleges, state and federal agencies in these United States and other jurisdictions. It may also be used by certain private non-taxed entities.

The contractor agrees to use, as required, Davis Bacon (See the UPB) or local wage rate that apply with some of the TIPS client members. The client member must supply any Davis Bacon or local wage rates requested.

The current annual edition of RS Means and quarterly adjustments will be the UPB used.

TIPS will receive **2% of the total revenue** from each PO executed under this contract. This fee will be included in the contractors priced coefficient and will not be issued as a separate line

item in any job order proposals issued to client members. This contract management fee will be required to be paid within thirty (30) days of the completion of any job order. If the job order has progress payments on large DOs the contractor will be required to pay in proportion to these payments within thirty (30) days of the invoice date.

RS Means will be the unit price for this contract using the RS Means right hand column ("Total Inc. O&P") and the most recent edition including any quarterly RS Means 12-digit line number. Contractors, at their expense, will make copies of the UPB available to the client member upon request via electronic or printed media.

While division one of the UPB will not be generally allowed, special requirements out of division one may be allowed with the approval of the client member and listed as a separate line item with an attachment giving an explanation as to the special need. One example would be a dedicated onsite safety officer and/or delivery order manager and/or superintendent at all times during construction. Unless this is very large DO, it would not be covered in the JOC coefficient. The mere signing of the Purchase Order without the noted exception and approval is not sufficient.

As defined, the contractor's bid coefficient shall include all overhead items such as office, safety equipment, vehicles and fuel, communication equipment, computers, printers, programs, insurance maintenance, two percent TIPS management fee, final site cleanup and all contingences. The contractor, at his expense and included as part of overhead, will provide adequate insurance coverage meeting at a minimum the statutory requirements. All project management, administration, and sufficient jobsite supervision are to be included in contractor's bid coefficient as well as any other main office or project overhead and profit items.

Items that are not found in the UPB will be listed as "non-pre-priced". This does not include previously discussed design and engineering costs. The contractor will provide three prices to establish the average bare cost for each item and add in the Overhead and Profit (OH/P) based upon the contractor's coefficient. This line item will then be negotiated with the client member and as approved the item will then be added to the price book for future projects and no longer is non-pre-priced. The need for this special treatment needs to be addressed in the line item estimate and agreed to by the client member and TIPS.

Performance bonds will be required on all Job Orders over \$100,000 and payment bonds on all Job Orders over \$25,000 or meeting the client member's local and state requirements. A letter from a surety company that is licensed to do business in the state of Texas, or client member state, attesting to its willingness to bond your company for \$1 million dollars must be submitted. Contractors may need to provide additional capacity as job orders increase. Bonds will not require that a fee be paid to TIPS. The actual cost of the bond will be a pass through to the client member and added to the purchase order.

SCOPE OF SERVICES

The specific scope of work for each job order shall be determined in advance and in writing between TIPS Client Member and Contractor.

It is okay if the client member provides a general scope, but the contractor should provide a written scope of work to the client member as part of the proposal. Once the scope of the job order is agreed to, the client member will issue a PO with the line item estimate referenced as an attachment along with bond and any other special provisions agreed to for the client member. If special terms and conditions other than those covered within this solicitation and awarded contracts are required, they will be attached to the PO and shall take precedence over those in the base contract.

CONTRACT AND DOCUMENTS

The contract shall include the contract, the terms and conditions, special terms and conditions, any agreed upon amendments, as well as all of the sections of the solicitation and the contractor's proposal. Once signed, if the contractor's proposal varies or is unclear in any way from the TIPS contract, TIPS, at its sole discretion, will decide which provision will prevail.

The Unit Price Book (UPB) will be the current edition of RS Means Facilities Construction Cost Data or if published RS Means Job Order Contracting cost data. The current edition AIA Master Text specifications and all applicable national, state, and local laws, codes, standards and regulations shall be followed.

Other documents to be included are the contractor's proposals, task orders, purchase orders and any adjustments which have been issued.

PROJECT DELIVERY ORDER PROCEDURES

The client member, having approved and signed interlocal agreement, may make a request of the contractor under this contract when the member has services that need to be undertaken. Notification may occur via phone, the web, email, fax, or in person.

Upon notification of a pending request, the contractor shall make contact with the client as soon as possible, but must make contact with the client member within two working days. Contractor shall visit the member's site and conduct a walk-through/project scoping with the member's representative to define the scope. Contractor's representative shall perform due diligence to request and gather all available project relevant existing conditions and record

documents from client member to include, but not limited to, hazardous materials survey and other relevant documents.

The contractor and the member will agree on the time when the job order proposal will need to be reviewed for approval by the client member. The contractor will then prepare a job order proposal including a written scope of work using an automated software system that will provide a line item estimate of the individual tasks, the quantities, the city cost index, his bid coefficient, and any applicable cost additions including any possible division one line items and design work that may be required and in need of approval. Information on those division one items that may be included can be found in information for offerors.

Contractors will be required to submit Job Order proposals and shall provide a line estimate based upon their coefficient and the UPB for that SOW which must be reviewed and agreed to by the client member prior to their issuance of a PO and DO.

When design work is necessary, the A/E selection shall confirm and be based upon qualifications of the design personnel according to applicable state law for selection. The client member may select an architectural consultant or use their own design capabilities providing the plans to the contractor.

The line items taken from the UPB and the estimated quantities totaled will be modified with the application of the city cost index and the contractor's coefficient. Any adjustment factors from division one will be added to establish the final price agreed to for the project. Cost adjustment factors, as allowed, must clearly identify those individual tasks (line items) to which they are applicable and include corresponding percentage.

The client member will then review the proposal and if the member's representative is in agreement with the proposed pricing and schedule, then other terms and requirements of the job order will be issued that will contain the approved job order proposal (scope of work) and the Purchase Order ("PO"). The PO will include the lump sum price, start date, schedule and notice to proceed and will be signed by both parties as a lump sum fixed price contract. After the agreement is signed, a copy of the purchase order shall be sent to TIPS representative completing the contracting and interlocal requirements. Each job order proposal shall be good for a period of 30 days unless an extension is agreed to by both the contractor and client member.

SCHEDULING OF PROJECTS

Scheduling of projects will be accomplished when the client member issues a purchase order that will serve as "the notice to proceed" and will contain the job order as an attachment based upon the negotiated line estimate and approved Job Order proposal. For large projects a Construction Project Management (CPM) schedule should be included in the proposal. The

construction performance period for the delivery order will include the mobilization, materials purchase, installation and delivery, design, weather, and site cleanup and inspection. No additional claims may be made for delays as a result of these items. When the tasks have been completed the contractor shall notify the client and have the client member inspect the work for acceptance under the scope and terms in the PO. The client will issue in writing any corrective actions that are required. Upon completion of these items the client will issue a completion notice and final payment will be issued.

SUPPORT REQUIREMENTS

If there is a dispute between the contractor and client, TIPS or its representatives will assist in conflict resolution or third party (mandatory mediation), if requested by either party.

TIPS, or its representatives, reserves the right to inspect any project and audit the contractors TIPS project files, documentation and correspondence.

The contractor will be required to furnish and maintain a field office in an awarded region. All of the expenses of maintaining these offices including furnishings, supplies, fax, and mobile and local phone services are the contractor's overhead responsibilities.

Utilities at the job sites will be furnished free of charge to the contractor by the client member. Water will be furnished free, with all of the taps, connections and associated equipment supplied free of charge to the contractor or supplied by the contractor and charged to the client. Upon project completion, the connections will be removed at the direction of the client.

Estimating Requirements: Awarded contractor must use Cost Works, JOC Works, RS Means Online, 4 Clicks, or Other approved estimating software. "Other software" than one of the four software programs listed above **must be approved by TIPS.**

Special Terms and Conditions

It is the intent of TIPS to contract with a reliable, high performance vendor to supply products and services to government and educational agencies. It is the experience of TIPS that the following procedures provide TIPS, the Vendor, and the participating agency the necessary support to facilitate a mutually beneficial relationship. The specific procedures will be negotiated with the successful vendor.

- **Contracts:** All vendor purchase orders must be emailed to TIPS at tipspo@tips-usa.com. Should an agency send an order direct to vendor, it is the vendor's responsibility to forward the order to TIPS at the email above within 24 business hours and confirm its receipt with TIPS.
 - **Promotion of Contract:** It is agreed that Vendor will encourage all eligible entities to purchase from the TIPS Program. Encouraging entities to purchase directly from the Vendor and not through TIPS contract is not acceptable to the terms and conditions of this contract and will result in removal of Vendor from Program. Vendor is expected to use marketing funds for the marketing and promotion of this contract.
 - **Daily Order Confirmation:** All contract purchase orders will be approved daily by TIPS and sent to vendor. The vendor must confirm receipt of orders to the TIPS member (customer) within 24 business hours.
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Check one of the following responses to the General Terms and Special Terms and Conditions:

() We take no exceptions/deviations to the general and/or special terms and conditions.

(Note: If none are listed below, it is understood that no exceptions/deviations are taken.)

() We take the following exceptions/deviations to the general and/or special terms and conditions. All exceptions/deviations must be clearly explained. Reference the corresponding general or special terms and conditions that you are taking exceptions/deviations to. The proposer must clearly state if you are adding additional terms and conditions to the general or special terms and conditions. Provide details on your exceptions/deviations below:

The Interlocal Purchasing System (TIPS Cooperative) Supplier Response

Bid Information		Contact Information		Ship to Information
Bid Creator	Mr. David Mabe General Manager	Address	Region VIII Education Service Center 4845 US Highway 271 North Pittsburg, TX 75686	Address
Email	david.mabe@tips-usa.com	Contact	David Mabe, Construction Contracts Manager	Contact
Phone	+1 (903) 243-4759	Department		Department
Fax	+1 (866) 749-6674	Building		Building
Bid Number	1012116	Floor/Room		Floor/Room
Title	Job Order Contracting	Telephone	+1 (866) 839-8477	Telephone
Bid Type	RFP	Fax	+1 (866) 839-8472	Fax
Issue Date	11/02/2015	Email	bids@tips-usa.com	Email
Close Date	12/11/2015 3:00:00 PM CT			
Need by Date				

Supplier Information

Company Beshears Construction, Inc.
 Address PO Box 6299
 Fort Smith, AR 72906

Contact
 Department
 Building
 Floor/Room
 Telephone 1 (479) 646-0846
 Fax 1
 Email

Submitted 12/11/2015 8:36:36 AM CT
 Total \$0.00

Signature KELLY M. WILSON

Email KELLY@BESHEARSCONSTRUCTION.COM

Supplier Notes

Bid Notes

Bid Activities

Bid Messages

Please review the following and respond where necessary

#	Name	Note	Response
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.	No
2	Yes - No	Highly Underutilized Business - HUB (Required by some participating governmental entities) Vendor certifies that their firm is a HUB? Vendor must upload proof of certification to the "Response Attachments" HUB CERTIFICATES section.	No
3	Yes - No	The Vendor can provide services and/or products to all 50 US States?	No
4	States Served:	If answer is NO to question #3, please list which states can be served. (Example: AR, OK, TX)	AR, OK
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.)	General construction, construction management, and maintenance services.
6	Primary Contact Name	Primary Contact Name	KELLY WILSON
7	Primary Contact Title	Primary Contact Title	PROJECT MANAGER
8	Primary Contact Email	Primary Contact Email	KELLY@BESHEARSCONSTRUCTION.COM
9	Primary Contact Phone	Enter 10 digit phone number. (No dashes or extensions)	4799268305
10	Primary Contact Fax	Enter 10 digit phone number. (No dashes or extensions)	4796467120
11	Primary Contact Mobile	Enter 10 digit phone number. (No dashes or extensions)	
12	Secondary Contact Name	Secondary Contact Name	TRAVIS BESHEARS
13	Secondary Contact Title	Secondary Contact Title	EXECUTIVE VICE PRESIDENT
14	Secondary Contact Email	Secondary Contact Email	TRAVIS@BESHEARSCONSTRUCTION.COM
15	Secondary Contact Phone	Enter 10 digit phone number. (No dashes or extensions)	4796460846
16	Secondary Contact Fax	Enter 10 digit phone number. (No dashes or extensions)	
17	Secondary Contact Mobile	Enter 10 digit phone number. (No dashes or extensions)	
18	Admin Fee Contact Name	Admin Fee Contact Name. This person is responsible for paying the admin fee to TIPS.	KELLY WILSON
19	Admin Fee Contact Email	Admin Fee Contact Email	KELLY@BESHEARSCONSTRUCTION.COM
20	Admin Fee Contact Phone	Enter 10 digit phone number. (No dashes or extensions)	4796460846
21	Purchase Order Contact Name	Purchase Order Contact Name. This person is responsible for receiving Purchase Orders from TIPS.	KELLY WILSON
22	Purchase Order Contact Email	Purchase Order Contact Email	KELLY@BESHEARSCONSTRUCTION.COM

23	Purchase Order Contact Phone	Enter 10 digit phone number. (No dashes or extensions)	4796460846
24	Company Website	Company Website (Format - www.company.com)	WWW.BESHEARSCONSTRUCTION.COM
25	Federal ID Number:	Federal ID Number also known as the Employer Identification Number. (Format - 12-3456789)	
26	Primary Address	Primary Address	PO BOX 6299
27	Primary Address City	Primary Address City	FORT SMITH
28	Primary Address State	Primary Address State (2 Digit Abbreviation)	Arkansas
29	Primary Address Zip	Primary Address Zip	72906
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.)	Construction, metal building, roof, roofing, maintenance, doors, hardware, electric, hvac, heating, air, demolition, earthwork, carpentry, millwork, specialties, drywall, acoustical, ceilings, ceiling tile, walls.
31	Yes - No	Do you wish to be eligible to participate in a TIPS contract in which a TIPS member utilizes federal funds on contracts exceeding \$100,000? (Non-Construction) (If YES, vendor should download the Federal Regulations for Contracts document from the Attachments section, fill out the form and submit the document in the "Response Attachments" FEDERAL FUNDS section.) (Vendor must also download the Suspension or Debarment Certificate document from the Attachments section, fill out the form and submit the document in the "Response Attachments" SUSPENSION OR DEBARMENT section.)	Yes
32	Yes - No	Certification of Residency (Required by the State of Texas) Company submitting bid is a Texas resident bidder?	No
33	Company Residence (City)	Vendor's principal place of business is in the city of?	Fort Smith
34	Company Residence (State)	Vendor's principal place of business is in the state of?	AR
35	Felony Conviction Notice:	(Required by the State of Texas) My firm is, as outlined on PAGE 5 in the Instructions to Bidders document: (Questions 36 - 37)	(No Response Required)
36	Yes - No	A publicly held corporation; therefore, this reporting requirement is not applicable?	No
37	Yes - No	Is owned or operated by individual(s) who has/have been convicted of a felony? If answer is YES, a detailed explanation of the name(s) and conviction(s) must be uploaded to the "Response Attachments" FELONY CONVICTION section.	No
38	Pricing Information:	Pricing information section. (Questions 39 - 42)	(No Response Required)
39	Yes - No	In addition to the typical unit pricing furnished herein, the Vendor agrees to furnish all current and future products at prices that are proportionate to Dealer Pricing. If answer is NO, include a statement detailing how pricing for TIPS participants would be calculated in the PRICING document that is uploaded to the "Response Attachments" PRICING section.	No

40	Yes - No	Pricing submitted includes the TIPS administration fee?	Yes
41	Yes - No	Vendor agrees to remit to TIPS the required administration fee?	Yes
42	Yes - No	Additional discounts to TIPS members for bulk quantities or scope of work?	No
43	Start Time	Average start time after receipt of customer order is ____ working days?	10
44	Years Experience	Company years experience in this category?	32
45	Prices are guaranteed for?	(__Month(s), __ Year(s), or Term of Contract) (Standard term is "Term of Contract")	Term of Contract

Line Items

Response Total: \$0.00

CONTRACT Signature Form

The undersigned hereby proposes and agrees to furnish goods and/or services in compliance with the terms, specifications and conditions at the prices quoted unless noted in writing. The undersigned further certifies that he or she is an authorized agent of the company and has authority to negotiate and contract for the company named below.

Company Name: Beshears Construction, Inc.

Mailing Address: PO Box 6299

City: Fort Smith

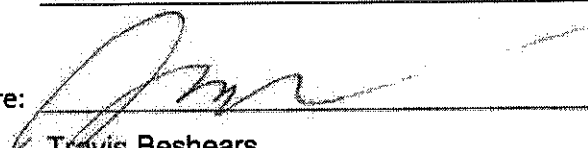
State: AR

Zip: 72906

Telephone Number: (479) 646-0846

Fax Number: (479) 646-7120

Email Address: kelly@beshearsconstruction.com

Authorized Signature: 

Printed Name: Travis Beshears

Position: Executive Vice President

This contract is for a total TERM of one year with the option of two additional years. Vendors shall honor the participation fee for any sales made based on the TIPS contract. Failure to pay the fee will be grounds for termination of contract and will affect the award of future contracts.

Blende Mc Natt 1/21/16
TIPS Authorized Signature Date

David Wayne Fitts 1/21/16
Approved by Region VIII ESC Date

References

**** Must have at least 3 References. References must be School, City, County, University, State Agency or Other Government.**

Organization	City	State	Contact Name	Contact Phone
Fort Smith Public Schools	Fort Smith	AR	Alan Love	479-785-2501
Greenwood Public Schools	Greenwood	AR	John Ceisla	479-996-4142
Magnolia Public Schools	Magnolia	AR	John "Skipper" Ward	870-234-4933
Arkansas Air National Guard	Fort Smith	AR	Major Michael Howard	479-573-5309
University of Arkansas FS	Fort Smith	AR	Bill Pearce	479-788-7188
Carl Albert State College	Poteau	OK	Garry Ivey	918-647-1210
Sebastian County	Fort Smith	AR	Judge David Hudson	479-783-6139

Company Profile

Please provide the following:

1. Company's official registered name.

Beshears Construction, Inc.

2. Brief history of your company, including the year it was established.

Beshears Construction, Inc. was founded and licensed by the State of Arkansas as a general construction company in 1984 by Eddy and Kathy Beshears and Steve Ware. Under the guidance of experienced business administration, project management, and field construction management team members, Beshears Construction, Inc. has been and continues to be a progressive and growing general contractor with a reputation for quality, efficiency, and timely completion of construction projects.

3. Corporate office location.

Fort Smith, AR

4. List the total number of sales persons employed by your organization within the United States, broken down by market.

Four salespersons covering Arkansas and Oklahoma.

5. List the number of location of offices, or service centers for all states being bid in solicitation. Additionally, list the names of key contacts at each location with title, address, phone and e-mail address.

Fort Smith, AR

Key Contact Person:

Kelly Wilson

Project Manager

PO Box 6299

Fort Smith, AR 72906

Kelly@beshearsconstruction.com

Sallisaw, OK

Key Contact Person:

Joshua Real

Project Manager

PO Box 1011

Sallisaw, OK 74955

JReal@beshearsconstruction.com

6. Please provide contact information for the person(s) who will be responsible for the following areas, including resumes:

- A. Sales – Eddy Beshears, Travis Beshears, Kelly Wilson, Joshua Real
- B. Sales Support – Miranda Robinson
- C. Marketing – Kelly Wilson
- D. Financial Reporting – Kim White
- E. Executive Support – Miranda Robinson

See "Attachment A" for resumes of above mentioned individuals.

7. Define your standard terms of payment.

Payment is due 30 days from date of invoice.

8. Overall annual sales for the last three (3) years; 2013, 2014, 2015

2013 - \$20,000,000 approx.

2014 - \$20,000,000 approx.

2015 - \$20,000,000 approx.

9. What differentiates your company from competitors?

Our differentiation factor is our strong reputation in our area that we have built up from over 30 years of high quality construction work and client satisfaction.

Beshears Construction, Inc. is a general contractor, construction management, and design-build firm specializing in commercial, municipal, education, private development, healthcare, religious, historic preservation, and LEED/green building projects. Belief in the highest quality workmanship and dedication to impeccable client service has long been our commitment. This commitment is fulfilled through skilled workmen and professionals who understand the principles and practices needed to solve problems.

At Beshears Construction, Inc., we strive every day to provide each project with "a team approach to customer satisfaction, jobsite safety, and exceptional quality." To accomplish this goal we offer our knowledge and skills through a full-time professional staff and long-term associates who are dedicated to working closely with our clients.

Marketing/Sales

1. Detail how your organization plans to market this contract within the first 90 days of the award date. This should include, but not be limited to:
 - a. A co-branded press release within first 30 days
 - b. Announcement of award through any applicable social media sites
 - c. Direct mail campaigns
 - d. Co-branded collateral pieces
 - e. Advertisement of contract in regional or national publications
 - f. Participation in trade shows

Beshears Construction would be thrilled to team with Tips/Taps and will highly publicize this award should the contract be awarded to our company. We will post the Tips/Taps logo on our website and market through our Facebook page in addition to the above measures.

2. Describe how your company will demonstrate the benefits of this contract to eligible entities if awarded.

We will educate our potential and existing clients on the benefits of utilizing Tips/Taps for their construction projects. We will provide contact information for Tips/Taps representative and encourage them to contact them and visit the website to learn more.

3. Explain how your company plans to market this agreement to existing government customers.

We plan to contact existing Tips/Taps government customers and offer our services through the Tips/Taps program, in addition to the marketing plan above.

4. Provide the revenue that your organization anticipates for the first three (3) years of this agreement.

\$100,000 in year one

\$100,000 in year two

\$100,000 in year three



Eddy Beshears

President, eddy@beshearsconstruction.com

EDUCATION:

Attended **UNIVERSITY OF ARKANSAS**, Fayetteville, AR

Attended **WESTARK COMMUNITY COLLEGE**, Fort Smith, AR

GREENWOOD HIGH SCHOOL, Greenwood, AR

EXPERIENCE:

BESHEARS CONSTRUCTION, Fort Smith, AR 1984 - Present

President, Chief Project Manager and Estimator

Responsible for managing and growing company from a small start-up to the leading construction firm in the River Valley. Built a solid reputation for high quality commercial construction and community involvement over the past 28 years. Day to day duties include client relations, project management, estimating, and employee management.

LARSEN & WEAR, INC. 1977 - 1984

Project Manager and Estimator

EDDY BESHEARS CONSTRUCTION 1972 - 1977

Owner & Operator

NOTABLE PROJECTS COMPLETED:

First United Methodist Church – Construction Management
\$7.2 million, addition and renovation to the existing church in Fort Smith, AR

Hanna Oil & Gas – Construction Management
\$3.9 million, new construction of a luxury office building in Fort Smith, AR

Fort Smith Branch Libraries – Hard Bid
\$5.2 million, new construction of three branch libraries for the City of Fort Smith, AR

OTHER EXPERIENCE:

Arkansas Oklahoma Regional Education and Promotion Association, Inc., Trustee

Greenwood Education Foundation, Board Member

Associated Builders and Contractors, Member

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Travis Beshears

Certified Professional Constructor, LEED AP
Executive Vice President, travis@beshearsconstruction.com

EDUCATION:

OKLAHOMA STATE UNIVERSITY, Stillwater, OK
Bachelor of Science in Engineering Technology - Construction Management, May 1996

Attended **WESTARK COMMUNITY COLLEGE**, Fort Smith, AR, 1992 - 1993

GREENWOOD HIGH SCHOOL, Greenwood, AR, May 1992

EXPERIENCE:

BESHEARS CONSTRUCTION, INC. , Fort Smith, AR Executive Vice President	October 2011
Responsible for leading the strategic growth of company by expanding project capabilities and workforce while providing project management, maintaining client relations, and managing corporate employees.	
Vice President, Project Manager and Estimator	May 2001
Estimator / Project Manager	May 1996
Assisted chief estimator	May 1994
Carpenter's Apprentice	May 1990

NOTABLE PROJECTS COMPLETED:

188th Fighter Wing Civil Engineering Headquarters, Arkansas Air National Guard – Design-Build
\$8.4 million, new construction of an Air National Guard facility in Fort Smith, AR – LEED Gold

Johnson Dermatology – Construction Management
\$2.6 million, new construction of a luxury medical office in Fort Smith, AR – LEED Silver

Sebastian County Courts Facility – Hard Bid
\$10.7 million, new construction of a courthouse facility in Fort Smith, AR

OTHER EXPERIENCE:

Greenwood Chamber of Commerce, Board Member
Men's Club at Immaculate Conception Church, President
Associated Builders and Contractors, Former State President and National Board Member

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Joshua P. Real

Project Manager & Safety Coordinator, jreal@beshearsconstruction.com

EDUCATION:

UNIVERSITY OF ARKANSAS, Fayetteville, AR
Master of Science in Operations Management, 2010

OKLAHOMA STATE UNIVERSITY, Stillwater, OK
Bachelor of Science in Construction Management & Engineering Technology, 2009

EXPERIENCE:

BESHEARS CONSTRUCTION, INC., Fort Smith, AR
Project Manager & Director of Safety 2009 - Present
Serve as main point of contact in developing, implementing, and regulating firm's safety programs, ensuring on-site construction projects are in compliance with OSHA standards and regulations. Provide high-level project management and leadership in coordinating completion of multimillion dollar projects from initial concept phase to final client/management approvals. Establish all safety processes and objectives, conducting weekly progress meetings, and auditing all subcontractor safety programs to ensure a safe working environment. Handled all project billings, including sub-contractor billing reviews, payroll reports, etc.

CENTENNIAL CONTRACTORS ENTERPRISES., Stillwater, OK
Assistant Project Manager 2007 - 2009

CRAFTON, TULL, SPARKS, AND ASSOCIATES., Oklahoma City, OK
Summer Internship 2006 - 2007

NOTABLE PROJECTS COMPLETED:

Cornerstone Veterinarian Clinic – Hard Bid
\$600,000, new construction of a veterinarian clinic in Greenwood, AR

Western Arkansas Planning & Development District– Hard Bid
\$860,000, addition and renovation to an existing office building in Fort Smith, AR

Sebastian County Health Department– Hard Bid
\$840,000, interior and exterior renovation to an existing medical building in Fort Smith, AR

OTHER EXPERIENCE:

OSU Construction Management Society, Former President
Native American Student Organization of OSU, Member
OSU Weight Lifting Club, Founder and Chairman

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Kelly M. Wilson

AIA, LEED AP

Project Manager & Director of Business Development, Kelly@beshearsconstruction.com

EDUCATION:

BABSON COLLEGE, F.W. OLIN GRADUATE SCHOOL OF BUSINESS, Wellesley, MA

Master of Business Administration, May 2011

UNIVERSITY OF ARKANSAS, Fayetteville, AR

Bachelor of Architecture, Minor in General Business, May 2005

EXPERIENCE:

BESHEARS CONSTRUCTION, Fort Smith, AR

2011-Present

Project Manager & Business Development

Responsible for project management, estimating, and architectural services provided on local construction projects in the Arkansas/Oklahoma region including new construction and renovation projects. Leads the corporate business development efforts and company marketing strategy.

WINN DEVELOPMENT, Boston, MA

2010 - 2011

Real Estate Development Team

CBT ARCHITECTS, Boston, MA

2007 - 2009

Architect

THE ARCHITECTURAL TEAM, Chelsea, MA

2005 - 2007

Project Manager

NOTABLE PROJECTS COMPLETED:

DHS/ICE Fort Smith – Construction Management

\$600,000, high security addition to the DHS/ICE federal facility in Fort Smith, AR

Oliver Lofts – Boston, MA – Construction Management

Architect on team to complete the 62 unit historic rehab apartment complex – LEED Platinum

Atlantic Wharf – Boston, MA – Construction Management

Architect on team to complete the 32 story office tower in downtown Boston, MA – LEED Gold

OTHER EXPERIENCE:

Associated Builders & Contractors of Arkansas, Western Council Member

2012 – Present

Clayton House – Fort Smith Heritage Foundation, Board Member

2012 – Present

Fort Smith AIA, Board Member

2012 – Present

Babson Real Estate Club, President

2009 - 2011

Babson Association of Women MBAs, Marketing Officer

2009 - 2011

Boston Architectural College, Adjunct Faculty Member

2008 - 2009

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Miranda Robinson

Administrative Assistant, Miranda@beshearsconstruction.com

EDUCATION:

Attended **UNIVERSITY OF ARKANSAS**, Fort Smith, AR, 2002-2004

Attended **SOUTHWEST MISSOURI STATE**, Springfield, MI, 1998-2001

RUSSELLVILLE HIGH SCHOOL, Russellville, AR

EXPERIENCE:

BESHEARS CONSTRUCTION, Fort Smith, AR 2004 - Present
Administrative Assistant

Miranda has been an integral member of the Beshears team since 2004. She is responsible for general office administration, including reception and document transmission. She attended Arkansas Tech University in Russellville, AR, and University of Arkansas Fort Smith in Fort Smith, AR. She is a graduate from Russellville High School in Russellville, AR.

TOPS SHOES, Fort Smith, AR 2002-2004
Assistant Manager

Managed a team of six employees at a retail franchised store in a shopping center. Responsible for bank deposits, opening and closing the store, inventory management, and loss prevention.

OTHER EXPERIENCE:

Greenwood Rural Fire Station, Treasurer

East Pointe Elementary School, Parent Teacher Organization

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Kim White

Office Coordinator, kim@beshearsconstruction.com

EDUCATION:

Attended **WESTARK COLLEGE**, Fort Smith, AR, 1991

SOUTHSIDE HIGH SCHOOL, Fort Smith, AR

EXPERIENCE:

BESHEARS CONSTRUCTION, Fort Smith, AR 1997 - Present
Office Coordinator

Kim has more than 14 years of experience at Beshears. Her broad range of responsibilities includes project documentation, accounting, and human resources coordination. Kim attended Westark Community College and graduated from Southside High School in Fort Smith, AR.

MR. ROB'S, Fort Smith, AR 1995-1997
Branch Manager

Managed the dry cleaning office including customer service, daily bank deposits, and employee management.

CHOCOLATES FOR BREAKFAST, Fort Smith, AR 1991-1995
Manager

Responsible for daily operations of a large women's clothing store including management of five employees, inventory, revenue, customer service, and sales.

OTHER EXPERIENCE:

East Pointe Elementary School, Parent Teacher Organization

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Our Company

Beshears Construction, Inc. is a general contractor, construction management, and design-build firm specializing in commercial, municipal, education, private development, healthcare, religious, historic preservation, and LEED/green building projects. Belief in the highest quality workmanship and dedication to impeccable client service has long been our commitment. This commitment is fulfilled through skilled workmen and professionals who understand the principles and practices needed to solve problems.

Beshears Construction, Inc. was founded and licensed by the State of Arkansas as a general construction company in 1984 by Eddy and Kathy Beshears and Steve Ware. Under the guidance of experienced business administration, project management, and field construction management



team members, **Beshears Construction, Inc.** has been and continues to be a progressive and growing general contractor with a reputation for quality, efficiency, and timely completion of construction projects.

At **Beshears Construction, Inc.**, we strive every day to provide each project with “a *team approach to customer satisfaction, jobsite safety, and exceptional quality.*” To accomplish this goal we offer our knowledge and skills through a full-time professional staff and long-term associates who are dedicated to working closely with our clients.

Our previous clients can attest to our quality and customer satisfaction promise. Approximately 50% of our work comes from repeat clients seeking to build new structures. Please feel free to contact our references.

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Sustainability Commitment

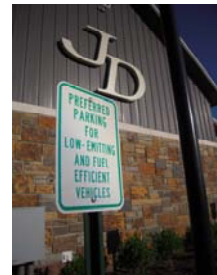
Beshears Construction is committed to sustainability and environmentally responsible construction. While our company may hold old fashioned values and integrity, we stay current with the newest technologies, equipment, and advances in construction methods to ensure the highest quality and sustainability on our projects.

Our employees are trained in LEED standards and Beshears has constructed two LEED certified buildings within the last couple of years. Two of our project managers have been LEED Accredited Professionals for several years. Our commitment to the environment is translated through these high standards down to minute details on the job site.

Travis Beshears has constructed both the 188th Fighter Wing Civil Engineering Headquarters of the Arkansas Air National Guard and Johnson Dermatology, both in Fort Smith. The 188th Air Guard Headquarters recently was certified LEED Gold. It boasts sustainable design elements such as solar powered energy and hot water, rainwater harvesting, geothermal temperature control, and pre-engineered components. The project was also fully commissioned.

Johnson Dermatology was recently awarded LEED Silver certification. This medical clinic utilizes a rainwater cistern to capture and reuse natural rainfall for some of the building's water needs. High efficiency mechanical systems, low flow plumbing fixtures, and environmentally responsible materials were also used. This project was also fully commissioned.

Kelly Wilson also brings her LEED experience and passion for green building to Beshears. She has built three LEED Certified buildings in Boston, MA and has conducted a series of continuing education courses on LEED. While at Winn Development, Kelly was responsible for the LEED Platinum Certification of Oliver Lofts and the LEED Gold Certification of Canal Lofts, both of which were historic rehabilitation apartment complexes.



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Awards

We take pride in high quality craftsmanship and are proud to have received numerous awards throughout the history of our company. A few recent awards are listed below.

- **Fire Station #11, Fort Smith, AR**
 - Excellence in Construction award in the category of Commercial \$1-\$5 million by the Arkansas Associated Builders and Contractors, 2015.

- **Northside High School, New Fine Arts Building, Fort Smith, AR**
 - Excellence in Construction award in the category of Institutional \$1-\$5 million by the Arkansas Associated Builders and Contractors, 2015.

- **188th Fighter Wing CE Headquarters, Arkansas Air National Guard, Fort Smith, AR**
 - Excellence in Construction award in the category of Commercial \$2-10 million by the Arkansas Associated Builders and Contractors, 2011.
 - Merit Award for Best Project in the Commercial Mixed Use Under \$10 Million Category, Design-Build Institute of America, 2011
 - LEED Gold Certified 2011

- **Greenwood High School – “Old Rock Gym”, Greenwood, AR**
 - Honorable Mention for Excellence in Preservation through Restoration, by the Historic Preservation Alliance of Arkansas, 2011.
 - Excellence in Construction award in the category of Renovation/Restoration \$1-5 million by the Arkansas Associated Builders and Contractors, 2011.

- **Johnson Dermatology, Fort Smith, AR**
 - LEED Silver Certified 2011

- **Hanna Oil & Gas, Fort Smith, AR**
 - Excellence in Construction award in the category of Commercial \$2-\$5 million by the Arkansas Associated Builders and Contractors, 2008.

- **East Branch Library – Fort Smith Public Libraries, Fort Smith, AR**
 - Excellence in Construction award in the category of Institutional Over \$1 million by the Arkansas Associated Builders and Contractors, 2000.

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Contractor License

State	License Number
Oklahoma	Not Required
Arkansas	0039920816

- ** Contractor must list each state that they are licensed to work. Contractor must also add these states to the Pricing Exhibit, that includes a coefficient for each state.**
- ** Contractor will only be awarded states listed on this sheet.**