



April 15, 2019

Dr. Scott Mills, Superintendent  
Northern Wells Community Schools (NWCS)  
312 North Jefferson Street  
Ossian, IN 46777

**RE: Norwell High School: Multipurpose Field / Turf Conversion**  
*Recommendation of Award*

Dear Scott:

Thank you for the opportunity to facilitate pricing analysis for Norwell High School - Synthetic Turf Conversion. The memo below summarizes Price Proposals received from four (4) respondents based upon their respective Cooperative Purchasing Programs. Proposals were received on April 12, 2019.

We are pleased to report that proposals were complete and responsive. Attached is a summary Price Proposal Tabulation for your reference.

The findings of our Price Proposal analysis are as follows:

- I. Respondents were aggressive in both their Base Price Proposal and Alternate Pricing. As such, the Corporation has the opportunity to provide all key features requested by the Athletic Directors within the available budget, including:
  - o All requested field markings and logos
  - o Top quality, industry leading dual-fiber turf system with thatch to minimize rubber fly-out
  - o Adding a "shock pad" below the turf to enhance student-athlete safety (concussion protection)
  - o Paved D-Zone including both High Jump and Long Jump events
- II. Based upon our analysis of the quotes, we recommend Sprinturf as the best value respondent. Their products and systems are of high quality and their pricing is aggressive. Sprinturf has constructed multiple football, soccer, and baseball fields designed by Context, including Perry Meridian, Cascade, Plainfield, Columbus East, and Columbus North.
- III. Sprinturf's documents relating to their Direct Purchase Program, insurance, and financial capacity appear to be complete and in order.

Based upon our analysis, Context Design recommends that Sprinturf be awarded a direct purchase contract through their cooperative alliance including their Base Price Proposal for Dual Fiber, Alternate Pricing #1, and Alternate Pricing #2. The resulting Total Award would yield:

Base Price Proposal - Dual Fiber with Thatch	\$847,739 <i>(including \$10,000 allowance)</i>
Alternate Pricing #1 - Shock Pad	\$85,350
<u>Alternate Pricing #2 - Extended Warranty</u>	<u>\$13,938</u>
<b>TOTAL</b>	<b>\$947,027</b>

Additional opportunities exist to add Soccer Goals and Flagpoles via Unit Pricing. The Board is not required to act at this time. A decision to add such amenities can be made subsequent to award.

Pending the Board's review of this recommendation, Context Design will notify the Respondent to begin executing their Direct Purchase paperwork and insurance certificates.

Please let us know if you have any questions.

Respectfully,

CONTEXT LLC  
Fred J. Prazeau, PLA, ASLA, CLARB  
Partner