



# County of Fairfax, Virginia

## NOTICE OF AWARD

DATE OF AWARD: 2022 August 12 | 08:51:46 EDT

**CONTRACT TITLE:** Playground Equipment, Outdoor Fitness Equipment, Site Accessories and Related Products and Services

**SOLICITATION NUMBER:** RFP 2000003501

**CONTRACT NUMBER:** **4400011454**

**NIGP CODE:** 65038

**CONTRACT PERIOD:** Date of Award through June 30, 2027

**RENEWALS:** Two (2) two-year renewal options

**TERMS:** Net 30 days

**PRICES:** See Attached Pricing Schedule

**CONTRACTOR:**  
 BCI Burke Company, LLC  
 727 Northwest Way  
 Fond du Lac, WI 54937

**SUPPLIER CODE:**  
 1000049322

Contact: Marianne Larson  
 Telephone: 920-979-2721  
 Email: [mlarson@bciburke.com](mailto:mlarson@bciburke.com)

### **FOR FAIRFAX COUNTY PURCHASE ORDER AND PAYMENT PURPOSES ONLY**

**CONTRACT NUMBER:** **4400011455**

**CONTRACTOR:**  
 All Recreation of Virginia, Inc.  
 20609 Gordon Park Square, Suite 190  
 Ashburn, VA 20147

**SUPPLIER CODE:**  
 1000010318

Contact: John Lombardi  
 Telephone: 888-429-0001  
 E-mail: [jpl@allrec.com](mailto:jpl@allrec.com)

**DPMM CONTACT:** Nicole Cifci, CPPB, VCA, Contract Specialist II  
 Telephone: 703-324-2854  
 E-mail: [Nicole.Cifci@FairfaxCounty.gov](mailto:Nicole.Cifci@FairfaxCounty.gov)

**Department of Procurement & Material Management**  
 12000 Government Center Parkway, Suite 427  
 Fairfax, VA 22035-0013  
**Website:** [www.fairfaxcounty.gov/procurement](http://www.fairfaxcounty.gov/procurement)  
**Phone** (703) 324-3201, **TTY:** 711, **Fax:** (703) 324-3228

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ORDERING INSTRUCTIONS:

Any County Department may enter into FOCUS a shopping cart indicating the item/service required. The shopping cart must be annotated with the contract number. Requests exceeding the small purchase threshold (\$10k) will be routed to DPMM and a purchase order will be executed.

**\*NOTE:** BCI Burke Company, LLC does not accept purchase orders directly. Only Authorized BCI Burke Company, LLC Representatives can accept purchase orders on behalf of BCI Burke Company, LLC.

**All purchase orders, payments, and Request for Quotations are to be issued to All Recreation of Virginia, Inc who is the applicable BCI Burke Company, LLC Authorized Representative. Departments are required to use contract number 4400011455 when entering the shopping cart into FOCUS in addition to referencing the BCI Burke Company, LLC contract number (4400011454) on all purchase orders issued to the Authorized Representative.**

DocuSigned by:  
*Nicole Cifci*  
C42AFD859238483...

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Nicole Cifci, CPPB, VCA  
Contract Specialist II

DISTRIBUTION:

Dept. of Finance – Accounts Payable/e  
Park Authority – Heather Lynch/e  
Park Authority – Bushra Mirza/e

Contract Specialist – Nicole Cifci  
Assistant Contract Specialist, Team 2  
DPMM – Supplier Diversity/e

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### PRICING

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

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

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

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

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

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

<b>2022 Burke Turf Installation Rates</b>	
Burke Turf Installation - <1,000 Square Ft. (Minimum: \$	\$13,000.00*
Burke Turf Installation - 1,000 to 1,500 Square Ft.	\$12.25/sq. * ft.*
Burke Turf Installation - 1,500 to 2,000 Square Ft.	\$11.50/sq. * ft.*
Burke Turf Installation - >2,000 Square Ft.	\$11.00/sq. *ft.*
*rates do not reflect situations where prevailing wage is a requirement	

## PRICING

<b>2022 Equipment Installation Rates</b>			
<b>STATE</b>	<b>INSTALLATION RATE NOT TO EXCEED % OF EQUIPMENT LIST PRICE</b>	<b>STATE</b>	<b>INSTALLATION RATE NOT TO EXCEED % OF EQUIPMENT LIST PRICE</b>
Alabama	40%	Nebraska	25-30%
Arizona	35% - 40%	Nevada	25-35%
Arkansas	40%	New Hampshire	35%
California	40%	New Jersey	40%
Colorado	30%	New Mexico	40%
Connecticut	35%	New York	40%
Delaware	35% - 45%	North Carolina	35%
District of Columbia	45%	North Dakota	40%
Florida	37%	Ohio	30%
Georgia	35%	Oklahoma	35%
Idaho	25-35%	Oregon	25-35%
Illinois	40%	Pennsylvania	35% - 45%
Indiana	40%	Rhode Island	35%
Iowa	40%	South Carolina	35%
Kansas	35%	South Dakota	40%
Kentucky	35%	Tennessee	35%
Louisiana	40%	Texas	35%
Maine	35%	Utah	25-35%
Maryland	35% - 45%	Vermont	35%
Massachusetts	35%	Virginia	30% - 38%
Michigan	40%	Washington	25-35%
Minnesota	25-30%	West Virginia	35% - 45%
Mississippi	40%	Wisconsin	40%
Missouri	35%	Wyoming	30%
Montana	40%	Canada - All provinces	35%

### Notes

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

**PRICING**

<b>2022 Burke Tile Installation Rates</b>			
<b>STATE</b>	<b>Per Tile</b>	<b>STATE</b>	<b>Per Tile</b>
Alabama	<b>\$13.00</b>	Nebraska	<b>\$13.00</b>
Arizona	<b>\$13.00</b>	Nevada	<b>\$15.00</b>
Arkansas	<b>\$13.00</b>	New Hampshire	<b>\$13.00</b>
California	<b>\$13.00</b>	New Jersey	<b>\$13.00</b>
Colorado	<b>\$13.00</b>	New Mexico	<b>\$13.00</b>
Connecticut	<b>\$13.00</b>	New York	<b>\$13.00</b>
Delaware	<b>\$13.00</b>	North Carolina	<b>\$13.00</b>
District of Columbia	<b>\$13.00</b>	North Dakota	<b>\$13.00</b>
Florida	<b>\$13.00</b>	Ohio	<b>\$13.00</b>
Georgia	<b>\$13.00</b>	Oklahoma	<b>\$13.00</b>
Idaho	<b>\$15.00</b>	Oregon	<b>\$15.00</b>
Illinois	<b>\$13.00</b>	Pennsylvania	<b>\$13.00</b>
Indiana	<b>\$13.00</b>	Rhode Island	<b>\$13.00</b>
Iowa	<b>\$13.00</b>	South Carolina	<b>\$13.00</b>
Kansas	<b>\$13.00</b>	South Dakota	<b>\$13.00</b>
Kentucky	<b>\$13.00</b>	Tennessee	<b>\$13.00</b>
Louisiana	<b>\$13.00</b>	Texas	<b>\$13.00</b>
Maine	<b>\$13.00</b>	Utah	<b>\$15.00</b>
Maryland	<b>\$13.00</b>	Vermont	<b>\$13.00</b>
Massachusetts	<b>\$13.00</b>	Virginia	<b>\$13.00</b>
Michigan	<b>\$13.00</b>	Washington	<b>\$15.00</b>
Minnesota	<b>\$13.00</b>	West Virginia	<b>\$13.00</b>
Mississippi	<b>\$13.00</b>	Wisconsin	<b>\$13.00</b>
Missouri	<b>\$13.00</b>	Wyoming	<b>\$13.00</b>
Montana	<b>\$13.00</b>	Canada - All provinces	<b>\$15.00</b>

**Notes**

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