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County of El Paso Agenda Item Details

Item Title:	Approve and authorize the Purchase and Installation of Playground and Basketball Equipment for the El Paso County, Texas
Submitted By:	Karen Davidson, Purchasing Agent
Department:	Purchasing
Department Phone Number:	915-273-3349
Subject:	Approve and authorize the Purchase and Installation of Playground and Basketball Equipment for the El Paso County, Texas Public Works Department (12407991) using BuyBoard Contract 679-22 awarded to Exerplay, Inc. of Cedar Crest, New Mexico for a grand total of \$884,423.50. Purchasing approved on July 19, 2024. Funding is available in SG-GSKATEPR22-CAP OUTLAYS.
Background:	<p>The County is seeking the installation of Agua Dulce, Ascarate, Estrella, Gallegos, Sparks and Westway Parks playground and basketball equipment for the El Paso County Public Works Department.</p> <p>To ensure the County is obtaining the overall best value, to include pricing and terms, the Purchasing Department reviewed available cooperative contracts and determined that Buy Board Contract 679-22 conforms to the County's needs.</p> <p>Buy Board Contract Term: September 30, 2025</p>
Fiscal Impact:	<p>Fiscal Impact Historical</p> <p>Fiscal Impact Projected Total Price: \$884,223.50</p> <p>Funding available in: SG-GSKATEPR22-CAP OUTLAYS</p>

Long Account Number: Amount:

Long Account Number: COSG-7315-0002022-431-80-80102-0001-00000-700000- Amount: \$884,223.50

Budget or Unbudgeted Match:

Recommendation:

Approve and authorize the Purchase and Installation of Playground and Basketball Equipment for the El Paso County, Texas Public Works Department (12407991) using BuyBoard Contract 679-22 awarded to Exerplay, Inc. of Cedar Crest, New Mexico for a grand total of \$884,423.50. Purchasing approved on July 19, 2024. Funding is available in SG-GSKATEPR22-CAP OUTLAYS.

Prior Action:

N/A

Strategic Plan:

Goal:

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Objective:

Strategic Plan Information:

**Estimated Time Needed
For This Item:**

EL PASO COUNTY PURCHASING REVIEW FORM

Procurement Item		
Agenda Date:	Department:	
Item Description:		
<p style="text-align: center;"><u>Item Information</u></p> <p>Specs Bid Award Contract Contract Amendment Price Bid Construction Other RFP RFI RFQ</p>	<p style="text-align: center;"><u>Previous PRP Action</u></p> <p style="text-align: center;"><u>Date</u> <u>Approved for CC</u> <u>Returned To Dept.</u></p>	

ACTION TAKEN BY PROCUREMENT REVIEW PANEL

Reviewed and Accepted (as is) for Commissioners Court Action
 Recommend Award to Vendor and accept for Commissioners Court Action
 Return to Department for further action/information/documentation (*reason specified below)
 Not Accepted/Other (*reason specified below)

Item requires contract/contract review. Dept. needs to contact County Attorney's Office for more information.

Placement on Commissioners Court Agenda By:

Auditor's Verification of Funds:

Department Purchasing Department

Funds Verified No Funds

This procurement item has been reviewed by the Procurement Review Panel. Said review should not be relied upon by any person or entity other than the County of El Paso, its officers, and employees.

Panel Members

County Contract Administrator/Designee: Accept | Not Accept: _____

County Auditor/Designee Accept | Not Accept: _____

County Purchasing Agent/Designee Accept | Not Accept: _____

County Department Head Accept | Not Accept: _____

County Attorney Reviewer: Approved for further action: Y / N: _____

Subject Matter Expert (as needed) Accept | Not Accept: _____

Other Meeting Attendees (PLEASE PRINT NAME):

- 1.) _____ 2.) _____ 3.) _____
 4.) _____ 5.) _____ 6.) _____



**Purchase and Installation of Playground and Basketball Equipment
for the El Paso County, Texas Public Works Department (12407991)**

***Buy Board Contract 679-22
Contract Term: September 30, 2025***

Exerplay, Inc. Cedar Crest, New Mexico		
Description	Discount	Total
Agua Dulce	6%	\$32,311.05
Ascarate Park	5%	\$120,945.65
Estrella Park	5%-6%	\$149,074.20
Gallegos Park	5%-6%	\$148,348.15
Sparks Park	5%	\$244,699.90
Westway Park	5%-6%	\$179,792.55
Payment and Performance Bonds		\$9,252.00
Grand Total		\$884,423.50

Approved By (Signature)

Lidia Arias

Approved By (Print)

7/25/2024

Date



Vendor Contract Information Summary

Vendor ExerPlay, Inc.
Contact michelle@exerplay.com
Phone 800-457-5444
Phone Extension 185
Email michelle@exerplay.com
Vendor Website www.exerplay.com
TIN 85-0390320
Address Line 1 12220 N Hwy 14 Suite I
Vendor City Cedar Crest
Vendor Zip 87008
Vendor State NM
Vendor Country USA
Delivery Days 10
Freight Terms FOB Destination
Payment Terms Net 30
Shipping Terms Freight prepaid by vendor and added to invoice
Ship Via Common Carrier
Designated Dealer No
EDGAR Received Yes
Service-disabled Veteran Owned No
Minority Owned No
Women Owned No
National Yes
No Foreign Terrorist Orgs Yes
No Israel Boycott Yes
MWBE No
ESCs 1, 2, 3, 14, 15, 16, 17, 18, 19, 20
States Alaska, Arizona, Hawaii, Nevada, New Mexico, Texas
Contract Name Parks and Recreation Equipment, Products, and Installation
Contract No. 679-22
Effective 10/01/2022
Expiration 09/30/2025
Accepts RFQs Yes
Quote Reference Number 679-22



Proposal

Q003736

Please Issue Purchase Order to:

Exerplay, Inc
 PO Box 1160, Cedar Crest, NM 87008
 fax to 505-281-0155

Proposal Date	Salesperson
7/23/2024	Nathan Tierney 575-932-9189 nate@exerplay.com

El Paso County: Multi Park: Agua Dulce, Ascarate, Estrella, Gallegos, Sparks & Westway Parks

Buyboard PW - 679-22

Quantity	Item Code	Description	Unit Price	DISC.	Total Extended
		AGUA DULCE			
		PW ATHLETIC			
6.00	1585G	Truss Post Gooseneck 4-1/2" O.D. with 3-1/2" gusset, 6' offset and 2-3/8" Truss Galvanized	2,269.00	6%	12,797.16
6.00	22	36" H x 54" W Fan Backboard; Heavy-Duty Cast Aluminum; White w/Target and Perimeter	799.00	6%	4,506.36
6.00	41	Breakaway Extra Heavy-Duty Double Rim with Universal Mount Plate	330.00	6%	1,861.20
6.00	33	Chain Net (Fits Rims 39, 41, 44)	27.00	6%	152.28
1.00	FREIGHT	Freight/shipping charges (22654)	1,554.00		1,554.00
1.00	GB-INSTALL	Installation of Basketball Equipment	11,050.00		11,050.00
1.00	GB-INSTALL	Receive, Unload and Transport Equipment to Site	390.05		390.05
		SUBTOTAL - AGUA DULCE = \$32,311.05			
		ASCARATE PARK			
		LANDSCAPE STRUCTURES			
1.00	243016A	FitCore Extreme A-Frame Cargo Net (13+) Direct Bu	12,690.00	5%	12,055.50
1.00	246315A	FitCore Extreme Welcome Sign Direct Bury	1,090.00	5%	1,035.50
1.00	243862A	FitCore Extreme Peg Bridge (13+) Direct Bury	4,470.00	5%	4,246.50
1.00	244062A	FitCore Extreme Quintuple Steps (13+) Direct Bury	10,620.00	5%	10,089.00
1.00	243910A	FitCore Extreme Rope Climb (13+) Direct Bury	3,735.00	5%	3,548.25
1.00	244061A	FitCore Extreme Spiderwalk (13+) Direct Bury	17,455.00	5%	16,582.25
1.00	244063A	FitCore Extreme Unstable Bridge (13+) Direct Bury	7,205.00	5%	6,844.75
1.00	243019A	FitCore Extreme Vertical Cargo Net (13+) Direct B	7,450.00	5%	7,077.50
1.00	243899A	FitCore Extreme Wheel Bridge (13+) Direct Bury	5,060.00	5%	4,807.00
1.00	FREIGHT	Freight/shipping charges (150-24-457)	5,720.00		5,720.00
		SAFETY SURFACING			
186.00	EFW	PGWM01: Engineered Wood Fiber, priced per cu/yd	43.00	5%	7,598.10
1.00	FREIGHT	Freight/shipping charges (03152024)	2,258.00		2,258.00
1.00	GB-INSTALL	Installation of Playground Equipment	27,213.60		27,213.60
1.00	GB-INSTALL	Installation of Wood Mulch	3,627.90		3,627.90
1.00	GB-INSTALL	Cut and relocate 12" Sand	2,730.35		2,730.35
1.00	INSTALL	Concrete Curbing, 50 lf of 6" Curb. 12" above grade and 6" below grade, 2 Rebars throughout	5,121.40		5,121.40
1.00	GB-INSTALL	Receive, Unload and Transport Equipment to Site	390.05		390.05
		SUBTOTAL - ASCARATE PARK = \$120,945.65			



Proposal

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 PO Box 1160, Cedar Crest, NM 87008
 fax to 505-281-0155

Proposal Date	Salesperson
7/23/2024	Nathan Tierney 575-932-9189 nate@exerplay.com

El Paso County: Multi Park: Agua Dulce, Ascarate, Estrella, Gallegos, Sparks & Westway Parks

Buyboard PW - 679-22

Quantity	Item Code	Description	Unit Price	DISC.	Total Extended
ESTRELLA PARK					
LANDSCAPE STRUCTURES					
1.00	243016A	FitCore Extreme A-Frame Cargo Net (13+) Direct Bu	12,690.00	5%	12,055.50
1.00	243908A	FitCore Extreme Angled Balance Beam Double (13+)	2,075.00	5%	1,971.25
1.00	246315A	FitCore Extreme Welcome Sign Direct Bury	1,090.00	5%	1,035.50
1.00	243190A	FitCore Extreme Jump Hang (13+) Direct Bury	8,830.00	5%	8,388.50
1.00	243862A	FitCore Extreme Peg Bridge (13+) Direct Bury	4,470.00	5%	4,246.50
1.00	244062A	FitCore Extreme Quintuple Steps (13+) Direct Bury	10,620.00	5%	10,089.00
1.00	243910A	FitCore Extreme Rope Climb (13+) Direct Bury	3,735.00	5%	3,548.25
1.00	244061A	FitCore Extreme Spiderwalk (13+) Direct Bury	17,455.00	5%	16,582.25
1.00	243899A	FitCore Extreme Wheel Bridge (13+) Direct Bury	5,060.00	5%	4,807.00
1.00	FREIGHT	Freight/shipping charges (150-23-457)	5,720.00		5,720.00
SAFETY SURFACING					
183.00	EWF	PGWM01: Engineered Wood Fiber, priced per cu/yd	43.00	5%	7,475.55
1.00	FREIGHT	Freight/shipping charges (03152024)	2,223.00		2,223.00
PW ATHLETIC					
2.00	1585G	Truss Post Gooseneck 4-1/2" O.D. with 3-1/2" gusset, 6' offset and 2-3/8" Truss Galvanized	2,269.00	6%	4,265.72
2.00	22	36" H x 54" WFan Backboard; Heavy-Duty Cast Aluminum; White w/Target and Perimeter	799.00	6%	1,502.12
2.00	41	Breakaway Extra Heavy-Duty Double Rim with Universal Mount Plate	330.00	6%	620.40
2.00	33	Chain Net (Fits Rims 39, 41, 44)	27.00	6%	50.76
1.00	FREIGHT	Freight/shipping charges (22656)	887.00		887.00
1.00	GB-INSTALL	Installation of Playground Equipment	25,752.00		25,752.00
1.00	GB-INSTALL	Installation of Safety Surfacing	2,807.70		2,807.70
1.00	GB-INSTALL	Installation of Basketball Equipment	3,640.95		3,640.95
1.00	GB-INSTALL	Security Fencing for site	2,340.00		2,340.00
1.00	INSTALL	Concrete Curbing, 280 lf of 6" Curb. 12" above grade and 6" below grade, 2 Rebars throughout	28,675.20		28,675.20
1.00	GB-INSTALL	Receive, Unload and Transport Equipment to Site	390.05		390.05
SUBTOTAL - ESTRELLA PARK = \$149,074.20					
GALLEGOS PARK					
LANDSCAPE STRUCTURES					
1.00	243016A	FitCore Extreme A-Frame Cargo Net (13+) Direct Bu	12,690.00	5%	12,055.50
1.00	243908A	FitCore Extreme Angled Balance Beam Double (13+)	2,075.00	5%	1,971.25



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7/23/2024	Nathan Tierney 575-932-9189 nate@exerplay.com

El Paso County: Multi Park: Agua Dulce, Ascarate, Estrella, Gallegos, Sparks & Westway Parks

Buyboard PW - 679-22

Quantity	Item Code	Description	Unit Price	DISC.	Total Extended
1.00	246315A	FitCore Extreme Welcome Sign Direct Bury	1,090.00	5%	1,035.50
1.00	243190A	FitCore Extreme Jump Hang (13+) Direct Bury	8,830.00	5%	8,388.50
1.00	243862A	FitCore Extreme Peg Bridge (13+) Direct Bury	4,470.00	5%	4,246.50
1.00	244062A	FitCore Extreme Quintuple Steps (13+) Direct Bury	10,620.00	5%	10,089.00
1.00	243910A	FitCore Extreme Rope Climb (13+) Direct Bury	3,735.00	5%	3,548.25
1.00	244061A	FitCore Extreme Spiderwalk (13+) Direct Bury	17,455.00	5%	16,582.25
1.00	243899A	FitCore Extreme Wheel Bridge (13+) Direct Bury	5,060.00	5%	4,807.00
1.00	FREIGHT	Freight/shipping charges (150-24-604)	6,760.00		6,760.00
SAFETY SURFACING					
212.00	EWF	PGWM01: Engineered Wood Fiber, priced per cu/yd	43.00	5%	8,660.20
1.00	FREIGHT	Freight/shipping charges (05092024)	2,774.00		2,774.00
PW ATHLETIC					
2.00	1585G	Truss Post Gooseneck 4-1/2" O.D. with 3-1/2" gusset, 6' offset and 2-3/8" Truss Galvanized	2,269.00	6%	4,265.72
2.00	22	36" H x 54" W Fan Backboard; Heavy-Duty Cast Aluminum; White w/Target and Perimeter	799.00	6%	1,502.12
2.00	41	Breakaway Extra Heavy-Duty Double Rim with Universal Mount Plate	330.00	6%	620.40
2.00	33	Chain Net (Fits Rims 39, 41, 44)	27.00	6%	50.76
1.00	FREIGHT	Freight/shipping charges	1,089.00		1,089.00
1.00	GB-INSTALL	Installation of Playground Equipment	25,752.00		25,752.00
1.00	GB-INSTALL	Installation of Safety Surfacing	4,410.90		4,410.90
1.00	GB-INSTALL	Installation of Basketball Equipment	3,640.95		3,640.95
1.00	GB-INSTALL	Security Fencing for Site	2,340.30		2,340.30
1.00	INSTALL	Concrete Curbing, 218 lf of 6" Curb. 12" above grade and 6" below grade, 2 Rebars throughout	23,368.00		23,368.00
1.00	GB-INSTALL	Receive, Unload and Transport Equipment to Site	390.05		390.05
SUBTOTAL - GALLEGOS PARK = \$148,348.15					
SPARKS PARK					
LANDSCAPE STRUCTURES					
1.00	254626A	Super Netplex 12' Tower	98,410.00		98,410.00
1.00	247179A	Curva Spinner (DB Only)	2,395.00	5%	2,275.25
1.00	152179A	Saddle Spinner 12"-16", DB	1,305.00	5%	1,239.75
1.00	177332A	Single Post Swing Frame 8' Beam Height Only	1,630.00	5%	1,548.50
2.00	177333A	Single Post Swing Frame Additional Bay 8' Beam Height Only	1,210.00	5%	2,299.00
4.00	174018A	Belt Seat w/Chains ProGuard Chains for 8' Beam Height	160.00	5%	608.00



Proposal

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7/23/2024	Nathan Tierney 575-932-9189 nate@exerplay.com

El Paso County: Multi Park: Agua Dulce, Ascarate, Estrella, Gallegos, Sparks & Westway Parks

Buyboard PW - 679-22

Quantity	Item Code	Description	Unit Price	DISC.	Total Extended
2.00	176038A	Full Bucket Seat w/Chains ProGuard Chains for 8' Beam Height	445.00	5%	845.50
1.00	182503C	Welcome Sign, 5-12 yrs, DB	0.00		0.00
1.00	LSI	Weevos #23655C	44,685.00	5%	42,450.75
1.00	182503A	Welcome Sign, 2-5 yrs DB	0.00		0.00
1.00	FREIGHT	Freight/shipping charges (150-24-457)	5,720.00		5,720.00
SAFETY SURFACING					
296.00	EWF	PGWM01: Engineered Wood Fiber, priced per cu/ydPGWM01: Engineered Wood Fiber, priced per cu/yd	43.00	5%	12,091.60
1.00	FREIGHT	Freight/shipping charges	2,270.00		2,270.00
DUMOR					
1.00	SITE FURNISHINGS	443-668-1/S-2: WHLCHR STL PICNIC TABLE, PLATES	5,950.00	5%	5,652.50
1.00	FREIGHT	Freight/shipping charges (753-151207-24A) Must ship with Westway	975.00		975.00
1.00	GB-INSTALL	Installation of Playground Equipment	59,426.90		59,426.90
1.00	GB-INSTALL	Installation of Safety Surfacing	6,156.80		6,156.80
1.00	GB-INSTALL	Receive, Unload and Transport Equipment to Site	390.05		390.05
1.00	GB-INSTALL	Security Fencing for Site	2,340.30		2,340.30
SUBTOTAL - SPARKS PARK = \$244,699.90					
WESTWAY PARK					
LANDSCAPE STRUCTURES					
1.00	LSI	PlayBooster 23653C	56,545.00		56,545.00
1.00	194663A	ZipKrooz 34' Aluminum Posts	15,225.00	5%	14,463.75
1.00	182503C	Welcome Sign, 5-12 yrs, DB	0.00		0.00
1.00	197057C	Motion w/Play Table Direct Bury	21,845.00	5%	20,752.75
1.00	164075B	Bobble Rider, Double Direct Bury	2,645.00	5%	2,512.75
1.00	182503A	Welcome Sign, 2-5 Yrs, DB	0.00		0.00
1.00	FREIGHT	Freight/shipping charges (150-24-604)	6,760.00		6,760.00
SAFETY SURFACING					
183.00	EWF	PGWM01: Engineered Wood Fiber, priced per cu/ydPGWM01: Engineered Wood Fiber, priced per cu/yd	43.00	5%	7,475.55
1.00	FREIGHT	Freight/shipping charges (03142023)	2,223.00		2,223.00
PW ATHLETIC					
2.00	1585G	Truss Post Gooseneck 4-1/2" O.D. with 3-1/2" gusset, 6' offset and 2-3/8" Truss Galvanized	2,269.00	6%	4,265.72



Proposal

Q003736

Please Issue Purchase Order to:

Exerplay, Inc
 PO Box 1160, Cedar Crest, NM 87008
 fax to 505-281-0155

Proposal Date	Salesperson
7/23/2024	Nathan Tierney 575-932-9189 nate@exerplay.com

El Paso County: Multi Park: Agua Dulce, Ascarate, Estrella, Gallegos, Sparks & Westway Parks

Buyboard PW - 679-22

Quantity	Item Code	Description	Unit Price	DISC.	Total Extended
2.00	22	36" H x 54" W Fan Backboard; Heavy-Duty Cast Aluminum; White w/Target and Perimeter	799.00	6%	1,502.12
2.00	41	Breakaway Extra Heavy-Duty Double Rim with Universal Mount Plate	330.00	6%	620.40
2.00	33	Chain Net (Fits Rims 39, 41, 44)	27.00	6%	50.76
1.00	FREIGHT	Freight/shipping charges (22655)	887.00		887.00
SHADE STRUCTURE					
1.00	SHADE	55' x 55' SuperSpan Hip Shade Structure, 4 Posts, 13' Entry	39,972.00	5%	37,973.40
1.00	FREIGHT	Freight/shipping charges (Q071785)	4,093.00		4,093.00
DUMOR					
1.00	SITE FURNISHINGS	443-668-1/S-2: WHLCHR STL PICNIC TABLE, PLATES	5,950.00	5%	5,652.50
1.00	FREIGHT	Freight/shipping charges (753-151207-24A) Must ship with Sparks	975.00		975.00
1.00	GB-INSTALL	Installation of Safety Surfacing	3,807.70		3,807.70
1.00	GB-INSTALL	Relocate and reuse existing Safety Surfacing	2,860.85		2,860.85
1.00	GB-INSTALL	Installation of Basketball Equipment	3,640.95		3,640.95
1.00	GB-INSTALL	Receive, Unload and Transport Equipment to Site	390.05		390.05
1.00	GB-INSTALL	Security Fencing for Site	2,340.30		2,340.30
SUBTOTAL - WESTWAY = \$179,792.55					
Note: Does not include installation of Playground Equipment or Shade Structure					
1.00	BOND	Payment/Performance Bond, LABOR ONLY (264,324.35)	9,252.00		9,252.00
Note: The following verbiage must appear on the PO/Contract with regards to the Performance/Payment bond					
*Bond is for installation/labor ONLY and excludes all material, equipment, etc.					

THIS PROPOSAL IS SUBJECT TO THE ATTACHED TERMS AND CONDITIONS
 Taxes subject to change

Subtotal	884,423.50
Tax Total:	0.00
Total	884,423.50

Proposal prepared by: Michelle McKean

Accepted by:

Print Name: _____ Signature: _____ Date: _____



General Terms and Conditions:

Pricing for all listed items is good for 30 days from date of quote. ExerPlay reserves the right to revise pricing if any quote approvals are received after the 30-day timeframe, or if any portion of the quote is changed or removed. This may result in a delay in ordering materials for this project.

Pricing is for the listed items only and unless specifically shown on the quote, does not include freight, installation, engineering, offloading, storage, security, site preparation, permitting, security/temporary fencing, hard dig conditions, saw cutting, core drilling, field painting, electrical, concrete slabs, masonry work, ABC compaction, curbing, hand digging, excavation, spoil & waste removal, certification classes, background checks/badging, private line locating, or any applicable taxes or bonds. To obtain a performance/payment bond, please add 3.5% of the total to this quote.

Any necessary permits (federal, state, and/or local building) or special inspections are the responsibility of the General Contractor or End Owner.

Any applicable taxes shown on the quote are calculated based on state, city or county rates and project-specific requirements. Any Requests to remove taxes are subject to approval and MUST include an applicable tax-exempt certificate.

Please provide a signed quote, Purchase Order, or Contract to request an order. Further information such as shipping, colors, contact info, etc., may be needed before an order can be placed. Contract terms are subject to review and approval.

Notwithstanding anything to the contrary in any Contract Documents, ExerPlay shall have no duty to defend or indemnify Owner, Customer, or any other party for that portion of any claim arising out of the sole negligence of the indemnified party.

Owner or General Contractor understands that estimated shipment times for materials are subject to change due to manufacturer lead times. Please communicate your project schedule, including any liquidated damages, to ExerPlay prior to ordering. ExerPlay shall not be liable for any loss caused by the timing of delayed shipments.

Billing and Payment Terms:

Current Customers: Unless otherwise negotiated and agreed upon, ExerPlay's payment terms are Net 30 from the date of the invoice, with approved credit; and Net 45 for contracted projects. ExerPlay's process is to bill the customer when the equipment ships. Surfacing and installation are billed upon completion. Bonds are billed when ordered. Late payments may be subject to finance fees and/or legal action.

New Customers: New customers may be required to pay a deposit on equipment at time of order. Deposit amount to be determined, based on credit. The remainder of that equipment, including freight, will be billed when it ships. Surfacing and installation are billed upon completion. Bonds are billed when ordered.

If paying by credit card, there will be a 3.5% fee added to the invoice.

Installation Terms:

If installation is included on the quote, the following guidelines must be followed:

1. It is recommended that any Landscape Structures Equipment be installed by a certified Landscape Structures installer, and that all other equipment be installed by a CPSI Certified installer. ExerPlay reserves the right to request proof of certification.
2. Playground equipment MUST be installed over ADA compliant wood fiber or rubber surfacing. This area is not ADA compliant without surfacing and an accessible route up to and into the playground area. Please contact us for more information.
3. Installation price does NOT include prevailing wages, Davis-Bacon wages, or TERO wages unless otherwise specified. Any changes in wage requirements at time of order are subject to updated pricing.
4. Installation price is based on normal soil conditions. Unusual or hard dig soil conditions that require the use of a jack hammer, or other such equipment, will incur additional charges by reason of such conditions and supervisory fee, and for an extension of the time of completion. Installation price does not include removal of anything which may hinder installation of equipment, unless otherwise specified on our quote.
5. If Hard Dig conditions are known, please advise so we can quote accordingly to avoid any delays or additional fees. Hard Dig conditions will be considered anything that cannot be excavated with a standard Bobcat mounted hydraulic auger. Hard Dig conditions will require a change order at a Time & Material rate. If an auger truck is required to complete digging, it will be at the expense of the General Contractor or Owner, if a spoil report is not provided at the time of quoting.



6. Finish grade is to be provided by others prior to arrival of installer.
7. Installer must have free and clear access to the install location(s). The installer is not responsible for damage done to existing surfacing/ landscaping that may occur when equipment & vehicles are being used in the normal course of construction. Reasonable access to the job site for a Bobcat is assumed as a part of this quote.
8. Line-item pricing is for informational purposes only and is based upon being awarded the total project. All items are to be installed concurrently if specific areas are not ready for installation, and an additional mobilization fee will be required via Change order unless otherwise specified on the quote.
9. If any materials need to be unloaded on site by the installer, unloading must be coordinated at the same time as the installation. If special arrangements need to be made, an additional trip charge for unloading may apply.
10. Our installation team will call 811 to conduct a line location service; however, often-times they do not mark lines on the actual property where the installation will be done. The owner is responsible for blue-staking the job site and staking out any underground utilities prior to installation. Owner is responsible should damage occur.
11. Neither ExerPlay nor Installers are responsible for vandalism, theft of equipment or subsequent repairs or replacement. Security fencing can be provided upon request and added to the quote.
12. The job site MUST be ready, and area leveled, when the installer arrives to begin the job, unless specifically noted on the quote. Any downtime or site delays caused by Owner or General Contractor will incur additional fees.
13. If equipment is to be shipped to the installer's yard, it will be held for a maximum of 6 months from delivery, with intent to install in that time frame; otherwise, storage fees may occur.

General Contractor is responsible for:

1. Adequate storage and layout area as well as security of equipment while on site.
2. Water, power, sanitary facilities, and trash container on site.
3. Free and clear vehicle access to site and all areas under the scope of work.
4. Movement of any utilities conflicting with the installation of the equipment (installer is not responsible for landscape irrigation).
5. Once the installers are on site, any delays or additional work incurred by the installation crew and caused by others (owners or other contractors) will be charged on a cost-plus basis.
6. Any additional costs, i.e. demolition, relocation, excavation, surfacing materials, and labor due to abnormal soil conditions, are not included in price.
7. Please notify ExerPlay of any changes immediately. If any changes are made which we are not aware of, and which alter the installation, then all additional costs will be passed on to the GC.