

NASPO ValuePoint  
**PARTICIPATING ADDENDUM**



**GROUND MAINTENANCE  
EQUIPMENT (2020-2025)**

*Led by the Commonwealth of Virginia*

---

**Master Agreement #:** E194-81037-HT

**Contractor:** Hustler Turf Equipment Inc.

**Participating Entity:** **STATE OF WISCONSIN / WI Contract# 505ENT-M20-GROUNDMAINT-05**

The Contractor shall provide Ground Maintenance Equipment to the Participating Entity as set forth in the Master Agreement for the following category:

- **Category 3 – Off Road Utility Vehicles**

The following categories of products or services are not included in this agreement:

- Category 1: Tractors (heavy duty and compact)
- Category 2: Tractor Towed PTO (Gang Mowers and Single Unit Mowers)
- Category 4: Self Propelled Riding Mowers (Medium Duty Wide Coverage and Zero Turn)
- Category 5: Turf Maintenance (Towed and Ground Driven)

**Master Agreement Terms and Conditions:**

1. **Scope:** The terms and conditions of the Contractor's NASPO ValuePoint Master Agreement for Ground Maintenance Equipment (2020-2025) led by the Commonwealth of Virginia, remain in full force and effect. This Participating Addendum to the Contractor's Master Agreement allows the addition of specific terms and conditions required by the Participating Entity.
2. **Participation:** This Participating Addendum, as authorized by the Participating Entity's State statutes to utilize the Master Agreement with the prior approval of the State's Chief Procurement Official, may be used by all state agencies, institutions of higher institution, political subdivisions and other entities authorized to use statewide contracts in the Participating Entity's State. Issues of interpretation and eligibility for participation are solely within the authority of that State's Chief Procurement Official.
3. **Term:** The initial term of the Master Agreement shall be for three years and is effective from February 28, 2020 through February 27, 2023, with two optional additional one-year renewals. The term of this Participating Addendum will coincide with the Master Agreement's term in its entirety, including any renewals or extensions.
4. **Pricing:** Any products and/or services ordered under this Participating Addendum shall include the Contractor's Master Agreement negotiated percentage discount off the products and/or services available on the Contractor's current price catalog/list (MSRP/MPL).
5. **Warranty:** All products furnished by the Contractor under this Participating Addendum shall be covered by all commercial warranties the Contractor provides for such products under the Master Agreement.

NASPO ValuePoint  
**PARTICIPATING ADDENDUM**



**GROUND MAINTENANCE  
EQUIPMENT (2020-2025)**  
*Led by the Commonwealth of Virginia*

6. Primary Contacts: The primary contact individuals (or their named successors) for this Participating Addendum are as follows:

Contractor

Name:	Brian O'Donnell
Title:	Government Sales Manager
Address:	200 South Ridge Road, Hesston, KS 67062
Telephone:	630-669-3070
Email:	<a href="mailto:bodonnell@excelii.com">bodonnell@excelii.com</a>

Participating Entity

Name:	Leann McGowan
Title:	Procurement Specialist – Senior
Address:	101 East Wilson Street, 6 <sup>th</sup> Floor, Madison, WI 53703-3405
Telephone:	O: 608-266-8024 / M: 608-574-8923
Email:	<a href="mailto:LeannK.McGowan@wisconsin.gov">LeannK.McGowan@wisconsin.gov</a>

7. Participating Entity Additions to the Master Agreement: These additions apply only to actions and relationships within this Participating Addendum:

No additions to the terms and conditions of the Contractor's Master Agreement are required.

The following terms and conditions are added to the Contractor's Master Agreement:

7.1 Wisconsin Contract Number is **505ENT-M20-GROUNDMANT-05**.

7.2 The State of Wisconsin Standard Terms and Conditions (DOA-3054A, revised R03/2019) as attached become part of this Participating Addendum. (Attachment 1).

7.3 The State of Wisconsin's Participating Addendum will be governed by the Master Agreement and the State of Wisconsin's additional terms and conditions.

7.4 The State of Wisconsin Standard Terms and Conditions shall prevail if there is a conflict between Wisconsin's and NASPO ValuePoint's Terms and Conditions.

7.5 The Contractor must sign and include the Cooperative Purchasing Agreement (DOA-3333, revised R05/2015) to allow municipalities, as defined on the Agreement, to purchase through this addendum. (Attachment 2)

NASPO ValuePoint  
**PARTICIPATING ADDENDUM**



**GROUND MAINTENANCE  
EQUIPMENT (2020-2025)**

Led by the *Commonwealth of Virginia*

---

7.6 Contractor must submit, on a quarterly basis, an itemized purchasing activity report that captures the Participating State's equipment purchases within the quarter. The report must include, at a minimum, Order date, Order Number/Purchase Order Number, Name of the purchasing entity, Manufacturer Part Number, Item Description, Unit of Measure, Quantity Ordered, Unit List Price, Extended List Price, Unit Contract Price, Extended Contract Price, Additional Shipping/Delivery costs if applicable. Additional lines at the end of the report will detail each quarter and year to date total contract spend.

The activity report is due no later than 30 calendar days after the end of each quarter from the start of the contract date (see below).

- o Quarter 1: January 1 through March 31 (Due on or before April 30)
- o Quarter 2: April 1 through June 30 (Due on or before July 30)
- o Quarter 3: July 1 through September 31 (Due on or before October 30)
- o Quarter 4: October 1 through December 31 (Due on or before January 30)
- o Reports must be emailed to State of Wisconsin, Dept. of Enterprise Operations, Attn: Leann McGowan at [LeannK.McGowan@wisconsin.gov](mailto:LeannK.McGowan@wisconsin.gov)

7.7 The State of Wisconsin, Department of Administration may terminate this contract at any time upon 30-day prior written notice. Upon termination or other expiration of this contract, each party shall assist the other party in orderly termination of the contract and the transfer of all assets, tangible and intangible, as may facilitate the orderly, non-disrupted business continuation of each party. This provision shall not relieve the contractor of the obligation to perform under any purchase order or other similar ordering document executed prior to termination becoming effective.

7.8 This Participating Addendum shall be effective upon approval by Wisconsin's Department of Administration and shall continue until the end of the NASPO ValuePoint contract unless terminated early in accordance with the terms and conditions of the NASPO ValuePoint contract or this Participating Addendum.

8. **Leasing and Financing**: Lease agreements are NOT authorized or applicable under this contract.
9. **Subcontractors**: All dealers, resellers, or other subcontractors authorized by the Contractor, as shown on the NASPO ValuePoint website, are approved to provide sales and service support under the Master Agreement. The Contractor's use of subcontractors will be in accordance with the terms and conditions set forth in the Master Agreement.
10. **Orders**: Any order placed by a Participating Entity for a product and/or service available from the Master Agreement shall be deemed to be a sale under (and governed by the prices and other terms and conditions) of the Master Agreement unless the parties to the order agree in writing that another contract or agreement applies to such order.

NASPO ValuePoint  
**PARTICIPATING ADDENDUM**



**GROUND MAINTENANCE  
 EQUIPMENT (2020-2025)**  
*Led by the Commonwealth of Virginia*

**IN WITNESS, WHEREOF**, the parties have executed this Participating Addendum as of the date of execution by both parties below.

Participating Entity: <b>STATE OF WISCONSIN</b>	<b>Hustler Turf Equipment Inc.</b>
Signature: <small>DocuSigned by:</small> 	Signature: <small>DocuSigned by:</small> 
Name: <small>ET107AADB106453...</small> <b>Cheryl Edgington</b>	Name: <small>E1B7D96479...</small> Brian J. O'Donnell - Hustler Turf & BigDog Mower Co.
Title: <b>Director, State Bureau of Procurement</b>	Title: Government Sales Manager
Date: 5/4/2020   4:14 PM CDT	Date: 4/28/2020   9:16 AM CDT

**PLEASE NOTE:** Fully executed Participating Addendums must be submitted, via email in pdf format, to NASPO ValuePoint at: [pa@naspovaluepoint.org](mailto:pa@naspovaluepoint.org)

For questions regarding NASPO ValuePoint Participating Addendums, please contact the NASPO ValuePoint Cooperative Contract Coordinators Team at: [ccc@naspovaluepoint.org](mailto:ccc@naspovaluepoint.org)



### Hustler Turf Equipment

#### Product Category and Discount Schedule

Effective January 2020

Contact: Brian O'Donnell, Government Sales Manager

Contact Phone: 620-327-1462/Email: Brian.Odonnell@excelii.com

Contact: Danielle Otte, Assistant

Contact Phone: 620-327-1183/Email: Danielle.Otte@excelii.com

Contract Period: January 2020 - December 31, 2020

CATEGORY 3:	DESCRIPTION	BRAND NAME/MODEL	DISCOUNT OFF MSRP	PRICING EFFECTIVE*
OFF ROAD UTILITY	MDV Kohler KDW1003 Standard Bed	HUSTLER MVD STANDARD	12%	Current
VEHICLES	MDV Kohler KDW1003 Level Lift Bed	HUSTLER MDV LEVEL LIFT	12%	Current

Product Information:

<https://www.hustlerturf.com/>

STATE OF WISCONSIN  
STANDARD TERMS AND CONDITIONS

ATTACHMENT 1

DS

BOHTBMO

**ANTITRUST ASSIGNMENT:** The contractor and the State of Wisconsin recognize that in actual economic practice, overcharges resulting from antitrust violations are in fact usually borne by the State of Wisconsin (purchaser). Therefore, the contractor hereby assigns to the State of Wisconsin any and all claims for such overcharges as to goods, materials or services purchased in connection with this contract.

**APPLICABLE LAW AND COMPLIANCE:** This contract shall be governed under the laws of the State of Wisconsin. The contractor shall at all times comply with and observe all federal and state laws, local laws, ordinances, and regulations which are in effect during the period of this contract and which in any manner affect the work or its conduct. The State of Wisconsin reserves the right to cancel this contract if the contractor fails to follow the requirements of s. 77.66, Wis. Stats. and related statutes regarding certification for collection of sales and use tax. The State of Wisconsin also reserves the right to cancel this contract with any federally debarred contractor or a contractor that is presently identified on the list of parties excluded from federal procurement and non-procurement contracts.

**CANCELLATION:** The State of Wisconsin reserves the right to cancel any contract in whole or in part without penalty due to nonappropriation of funds or for failure of the contractor to comply with terms, conditions, and specifications of this contract.

**WORK CENTER CRITERIA:** A work center must be certified under s.16.752, Wis. Stats., and must ensure that when engaged in the production of materials, supplies or equipment or the performance of contractual services, not less than seventy-five percent (75%) of the total hours of direct labor are performed by severely handicapped.

**INSURANCE RESPONSIBILITY:** The contractor performing services for the State of Wisconsin shall:

Maintain worker's compensation insurance as required by Wisconsin Statutes, for all employees engaged in the work.

Maintain commercial liability, bodily injury and property damage insurance against any claim(s) which might occur in carrying out this agreement/contract. Minimum coverage shall be one million (\$1,000,000) liability for bodily injury and property damage including products liability and completed operations. Provide motor vehicle insurance for all owned, non-owned and hired vehicles that are used in carrying out this contract. Minimum coverage shall be one million (\$1,000,000) per occurrence combined single limit for automobile liability and property damage.

The state reserves the right to require higher or lower limits where warranted.

**NONDISCRIMINATION / AFFIRMATIVE ACTION:** In connection with the performance of work under this contract, the contractor agrees not to discriminate against any employee or applicant for employment because of age, race, religion, color, handicap, sex, physical condition, developmental disability as defined in s.51.01(5), Wis. Stats., sexual orientation as defined in s.111.32(13m), Wis. Stats., or national origin. This provision shall include, but not be limited to, the following: employment, upgrading, demotion or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. Except with respect to sexual orientation, the contractor further agrees to take affirmative action to ensure equal employment opportunities.

Contracts estimated to be over fifty thousand dollars (\$50,000) require the submission of a written affirmative action plan by the contractor. An exemption occurs from this requirement if the contractor has a workforce of less than fifty (50) employees. Within fifteen (15) working days after the contract is awarded, the contractor must submit the plan to the contracting state agency for approval. Instructions on preparing the plan and technical assistance regarding this clause are available from the contracting state agency.

The contractor agrees to post in conspicuous places, available for employees and applicants for employment, a notice to be provided by the contracting state agency that sets forth the provisions of the State of Wisconsin's nondiscrimination law.

Failure to comply with the conditions of this clause may result in the contractor's becoming declared an "ineligible" contractor, termination of the contract, or withholding of payment.

Pursuant to 2019 Wisconsin Executive Order 1, contractor agrees it will hire only on the basis of merit and will not discriminate against any persons performing a contract, subcontract or grant because of military or veteran status, gender identity or expression, marital or familial status, genetic information or political affiliation.

Pursuant to s. 16.75(10p), Wis. Stats., contractor agrees it is not, and will not for the duration of the contract, engage in a prohibited boycott of the State of Israel as defined in s. 20.931(1)(b). State agencies and authorities may not execute a contract and reserve the right to terminate an existing contract with a company that is not compliant with this provision. This provision applies to contracts valued \$100,000 or over.

**PATENT INFRINGEMENT:** The contractor selling to the State of Wisconsin the articles described herein guarantees the articles were manufactured or produced in accordance with applicable federal labor laws. Further, that the sale or use of the articles described herein will not infringe any United States patent. The contractor covenants that it will at its own expense defend every suit which shall be brought against the State of Wisconsin (provided that such contractor is promptly notified of such suit, and all papers therein are delivered to it) for any alleged infringement of any patent by reason of the sale or use of such articles, and agrees that it will pay all costs, damages, and profits recoverable in any such suit.

**PAYMENT TERMS AND INVOICING:** The State of Wisconsin normally will pay properly submitted vendor invoices within thirty (30) days of receipt providing goods and/or services have been delivered, installed (if required), and accepted as specified.

Invoices presented for payment must be submitted in accordance with instructions contained on the purchase order including reference to purchase order number and submittal to the correct address for processing.

A good faith dispute creates an exception to prompt payment.

**PUBLIC RECORDS.** Upon receipt of notice from the State of Wisconsin of a public records request for records produced or collected under this contract, the contractor shall provide the requested records to the contracting agency in order to ensure compliance with s. 19.36(3), Wis. Stats. Effective August 2016, the contractor, following final payment, shall retain all records produced or collected under this contract for six (6) years.

**REFUND OF CREDITS:** The contractor agrees to pay the state within 60 days, at the state's request, any credits resulting from the order which the state determines cannot be applied to future invoices.

**TAXES:** The State of Wisconsin, including all its agencies, is required to pay the Wisconsin excise or occupation tax on its purchase of beer, liquor, wine, cigarettes, tobacco products, motor vehicle fuel and general aviation fuel. However, it is exempt from payment of Wisconsin sales or use tax on its purchases. The State of Wisconsin may be subject to other states' taxes on its purchases in that state depending on the laws of that state. Contractors performing construction activities are required to pay state use tax on the cost of materials.

**TERMS AND CONDITIONS:** The Standard Terms and Conditions (DOA-3054) or the Standard Terms and Conditions for State of Wisconsin Printing (DOA-3604) shall apply to all orders. Copies of these terms and conditions are available upon request from the State Bureau of Procurement.

**VENDOR TAX DELINQUENCY:** Vendors who have a delinquent Wisconsin tax liability may have their payments offset by the State of Wisconsin.

State of Wisconsin  
 Department of Administration  
 Division of Enterprise Operations  
 DOA-3333 (R05/2015)



State Bureau of Procurement  
 101 East Wilson Street, 6th Floor  
 Post Office Box 7867  
 Madison, WI 53707-7867  
 FAX (608) 267-0600  
<http://vendomet.state.wi.us>

## Vendor Agreement

### Wisconsin's Cooperative Purchasing Service

Wisconsin statutes (s. 16.73, Wis. Stats.) establish authority to allow Wisconsin municipalities to purchase from state contracts. Participating in the service gives vendors opportunities for additional sales without additional bidding. Municipalities use the service to expedite purchases. A "municipality" is defined as any county, city, village, town, school district, board of school directors, sewer district, drainage district, vocational, technical and adult education district, or any other public body having the authority to award public contracts (s. 16.70(8), Wis. Stats.). Federally recognized Indian tribes and bands in this state may participate in cooperative purchasing with the state or any municipality under ss. 66.0301(1) and (2), Wis.Stats.

Interested municipalities:

- will contact the contractor directly to place orders referencing the state agency contract number; and
- are responsible for receipt, acceptance, inspection of commodities directly from the contractor, and making payment directly to the contractor.

The State of Wisconsin is not a party to these purchases or any dispute arising from these purchases and is not liable for delivery or payment of any of these purchases.

The State of Wisconsin will determine the contractor's participation by checking a box below.

- MANDATORY: Bidders/Proposers must agree to furnish the commodities or services of this bid/proposal to Wisconsin municipalities. Vendors should note any special conditions below.
- OPTIONAL: Bidders/Proposers may or may not agree to furnish the commodities or services of this bid/proposal to Wisconsin municipalities. A vendor's decision on participating in this service has no effect on awarding this contract.

A vendor in the service may specify minimum order sizes by volume or dollar amount, additional charges beyond normal delivery areas, or other minimal changes for municipalities.

Vendor: please check one of the following boxes in response.

- I Agree to furnish the commodities or services of this bid/proposal to Wisconsin municipalities with any special conditions noted below.
- I Do Not Agree to furnish the commodities or services to Wisconsin municipalities.

Special Conditions (if applicable):			
none			
Signature <small>DocuSigned by:</small> <b>Brian J. O'Donnell - Hustler Turf &amp; BigDog Mower Co.</b>		Date (mm/dd/ccyy) 4/28/2020   9:16 AM CDT	
Name (Type of Print) Brian J. O'Donnell - Hustler Turf & BigDog Mower Co.		Title Government Sales Manager	
Company Hustler Turf Equipemnt, Inc		Telephone ( 620 ) 327-4911	
Address (Street) 200 South Ridge Rd	City Hesston	State KS	ZIP + 4 67062
Commodity/Service Commodity		Request for Bid/Proposal Number 505ENT-M20-GROUNDMAINT-05	