



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

*Led by the Commonwealth of Virginia*

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

**Contractor:** Bobcat Company

**Participating Entity:** State of Missouri

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

- Category 1: Tractors (heavy duty and compact)
- Category 3: Off Road Utility Vehicles

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

- 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.

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

Contractor

Name:	Jesse Rheault
Title:	Government Account Manager
Address:	250 East Beaton Drive West Fargo, ND 58078
Telephone:	701-241-8759
Email:	Jesse.rheault@doosan.com

Participating Entity

Name:	Autumn Klauba, State of Missouri
Title:	Buyer
Address:	301 West High Street, Jefferson City, MO 65101
Telephone:	(573) 522-0001
Email:	Autumn.klauba@oa.mo.gov

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:

State of Missouri Contract Document CC201986001

For informational purposes, the contractor is requested to complete Attachment 1 of this Participating Addendum regarding their economic impact to the State of Missouri.


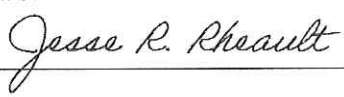

8. Leasing and Financing: Procurement and other applicable laws of some Participating Entities may permit the use of leasing or alternative financing methods for the acquisition of products under the Master Agreement. The terms and conditions for leasing or alternative financing methods are subject to negotiation between the Contractor and the Participating Entity. When leasing or using alternative financing methods for this Participating Addendum, the Participating Entity is to follow the policy and guidelines outlined by their purchasing authority or state regulations, statutes, or any other applicable laws.

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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.

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

Participating Entity: State of Missouri	<b>Bobcat Company</b>
Signature: 	Signature: 
Name: Karen S. Boeger	Name: Jesse R. Rheault
Title: Director, Division of Purchasing	Title: Government Account Manager
Date: 	Date: 5/28/2020

**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)

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**ATTACHMENT 1**

**MISSOURI ECONOMIC IMPACT**

The utilization of Missouri businesses and Missouri employees and other positive economic impact in the provision of the products and/or services under the agreement between the State of Missouri and the vendor is highly desirable for the State of Missouri. Therefore, please provide responses to the following to describe your Missouri economic impact.

1. Provide a description of the company's economic presence within the State of Missouri, including Missouri employees statistics, Missouri business facilities (size, type of facility, location), Missouri subcontractors, etc.

There are thirteen independently owned Bobcat dealerships in the State of Missouri. Due to their independence, the number of employees I'm able to report is likely under-estimated, but our records indicate that at least 315 Missouri based employees, primarily engage in retail activity or the servicing of the sold machines, may benefit from this participating addendum.

2. Provide a description of the proposed services that will be performed and/or the proposed products that will be provided by the Missourians and/or Missouri products under the agreement.

Bobcat Company leads the industry in the design, manufacture, marketing and distribution of compact equipment for construction, rental, landscaping, agriculture, grounds maintenance, government, utility, industry and mining. We strive to empower our customers to do their jobs more efficiently and effectively. Missourians (the dealerships) will be the retail face of the contract, engaged in retail activity selling Bobcat Company products and maintaining the machines during the warranty period and after.

3. Provide a description of the economic impact returned to the State of Missouri through tax revenue obligations.

All transactions are reported to the state via the appropriate tax documents as required.

4. List all Missouri certified Minority Business Enterprises (MBE)/Women Business Enterprises (WBE) as defined at Website: <http://oeo.mo.gov> you will use in the provision of products and services under the contract:

None.

5. List all Missouri Organizations for the Blind or any Missouri Sheltered Workshops as listed at Websites <http://dese.mo.gov/special-education/sheltered-workshops/directories>, <http://www.lhbindustries.com> and <http://www.alphapointe.org> you will use in the provision of products and services under the contract:

None.

6. List all Missouri Service-Disabled Veteran Business Enterprises (SDVE's) as listed at Websites <http://oa.mo.gov/purchasing/vendor-information/missouri-service-disabled-veteran-business-enterprise-sdve-information> you will use in the provision of products and services under the contract:

None.