



**COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #101625
Entitled**

**Playgrounds, Water Play and Aquatic Equipment, Site Amenities, and Outdoor Fitness Equipment with
Related Accessories and Services**

The following advertisement was placed August 28, 2025 and September 4, 2025 in *USA Today* and *The Oklahoman*, and August 28, 2025 on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, The New York State Contract Reporter www.nyscr.ny.gov, August 29, 2025 in Oregon’s *Daily Journal of Commerce*, and South Carolina’s *The State*, and *Deseret News*, and August 31, 2025 in *The Salt Lake Tribune*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Playground, Water Play and Aquatic Equipment, Site Amenities, and Outdoor Fitness Equipment with related Accessories and Services to result in a procurement solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than October 16, 2025, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

2301149 Ontario Inc	Leadex Corporation
8776628 Canada Inc	Makinex USA LLC
Aadvantage Panels and Fence, DBA MyTCoat	MAKR Play Group
ABC Water Products Inc	Matta LLC
Advanced Healthstyles and Fitness Equipment, Inc.	Mechanical Inc
Amish Country Gazebos, LLC.	Mumby Manufacturing Ltd.
Anova Site Furnishings	NI Produits Inc.
ArrowSoft Archery	NIRBO AQUATIC INC
Barco Products LLC	Northwest Playground Equipment, Inc.
Baresque USA LLC	Oasis Waterplaygrounds Inc

BCI Burke Company, LLC	Openspace Solutions Inc.
BeaverFit USA	Outdoor-Fit Exercise Systems Inc.
Bidr Technologies Inc.	PARKNPOOL CORPORATION
Brightly Software, Inc.	Parkscape Solutions, LLC
C&C Contractors, LLC	Peak Play Sales Inc
CALPAA Inc.	Percussion Play Limited
Capital Shade LLC	PERSONAL COMPUTER SYSTEMS, INC
Cascade Mini Excavating, Inc.	PlayCore Wisconsin, Inc. DBA GameTime
Clarvan Inc.	PLAYCRAFT SYSTEMS, LLC.
Commercial Energy Specialists LLC	PlayCreation
Construction Reporter	PLAYPOWER, INC.
Copper Creek Landscaping LLC.	PPL Aquatic and Fitness & Spa Group Inc
Cre8Play	Prime Vendor Inc.
Custom Park Surfacing, LLC	Prophet Corp.
DAESUNG MAREF CO., LTD.	PS Commercial Play LLC
Dakota Playground	PWXPress
Dale Cooper LLC	Rain Drop Products
Deborah Alston	Rec Technologies Inc
Delta Concrete LLC	Recreation Surface Technologies, Inc.
Design + Implementation Group	Recreation Today of Idaho LLC
DJC Oregon Project Center	Regina Construction Association
Dog-ON-It Parks, Inc	Rempro USA llc
DuMor, Inc.	S.F. Scott Manufacturing Co. Limited
Duncan & Grove USA Ltd.	Safety Surfaces and Coatings, LLC
Earthscape Play	Shade Systems Inc
Educator Supplies Limited	Signature Renovations, LLC
Everlast Climbing Industries, Inc. DBA Dero	Sky Elements LLC
Exeloo Corporation	Smart Innovations LLC
Fiberbuilt Umbrellas & Cushions, Inc.	Smqadi Pty Ltd
Fountain People, Inc. a Playcore Company	SofSurfaces, Inc
Furniture Leisure	Southern Aluminum Manufacturing Acquisition, Inc.
G.L.V. Travellers Inc.	Southern Park and Play, LLC
G9EV	SpectraSystems, Inc
Gov Alpha Inc	Splashtacular, LLC
Great Southern Recreation, LLC	Sport Systems Canada Inc
Great Western Installations, Inc.	Sportafence Holdings Inc
Greenfields Outdoor Fitness Inc.	Sun Capital Enterprises, LLC
GridShift Solutions LLP	Superior International Industries
Harris Miniature Golf Courses, Inc.	Surface America, Inc.
Healthstream Fitness USA LLC dba Intenza Fitness	Suttle Recreation Inc.
Heritage Mechanical Inc.	Team Contracting, Inc.
Hesscor Inc d.b.a. PPI-Professional Playground Installers	The PERE Group LLC
High Level Promotions	The Playground Pro, LLC

HMR Construction Company	The Prestwick Group
Illinois Water Features	The Recreational Group
J G CONTRACTING	Trassig Corp
J. Oliver Construction LLC	TriActive USA Fitness Equipment
Jambette	Ts DriFit Mobility
JGW Machine Limited	Unity Creations Ltd
JIL Engineering & Construction Ltd.	Universal Metro, Inc.
K-Log, Inc.	Varsity Brands Holding Co., Inc.
Keystone Ridge Designs, Inc.	Vestre, Inc.
Kidstuff Playsystems, Inc.	Vortex Aquatic Structures Intl.
Kompan, Inc.	Water Splash INC
Lakeshore Learning Materials	Waterplay Solutions Corp.
Landmark Aquatic	WholeTrees Structures, LLC
Landscape Structures Inc.	Wishbone Industries Ltd

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on October 16, 2025, at 4:30 pm CT. Proposals were received from the following:

Aadvantage Panels and Fence, DBA MyTCoat
 Amish Country Gazebos, LLC.
 Anova Site Furnishings
 ArrowSoft Archery
 Barco Products LLC
 Baresque USA LLC
 BCI Burke Company, LLC
 BeaverFit USA
 Commercial Energy Specialists LLC
 Cre8Play
 DAESUNG MAREF CO., LTD.
 Dale Cooper LLC
 Dog-ON-It Parks, Inc
 DuMor, Inc.
 Duncan & Grove USA Ltd.
 Everlast Climbing Industries, Inc. DBA Dero
 Fountain People, Inc. a Playcore Company
 Great Southern Recreation, LLC
 Great Western Installations, Inc.
 Greenfields Outdoor Fitness Inc.
 GridShift Solutions LLP
 Harris Miniature Golf Courses, Inc.
 J. Oliver Construction LLC
 Jambette
 JGW Machine Limited
 Keystone Ridge Designs, Inc.
 Kidstuff Playsystems, Inc.

Kompan, Inc.
Landscape Structures Inc.
Matta LLC
NI Produits Inc.
NIRBO AQUATIC INC
Northwest Playground Equipment, Inc.
Oasis Waterplaygrounds Inc
Outdoor-Fit Exercise Systems Inc.
PARKNPOOL CORPORATION
Peak Play Sales Inc
Percussion Play Limited
PLAYCRAFT SYSTEMS, LLC.
PLAYPOWER, INC.
PS Commercial Play LLC
Rain Drop Products
Rec Technologies Inc
Recreation Surface Technologies, Inc.
S.F. Scott Manufacturing Co. Limited
Shade Systems Inc
SofSurfaces, Inc
Southern Aluminum Manufacturing Acquisition, Inc.
SpectraSystems, Inc
Splashtacular, LLC
Sportafence Holdings Inc
Sun Capital Enterprises, LLC
Superior International Industries
Surface America, Inc.
The Prestwick Group
Trassig Corp
TriActive USA Fitness Equipment
Unity Creations Ltd
Vestre, Inc.
Vortex Aquatic Structures Intl.
Water Splash INC
Waterplay Solutions Corp.
Wishbone Industries Ltd.

Proposals were reviewed by the Proposal Evaluation Committee:

Ginger Line, MPA, NIGP-CPP, CPPB, Senior Procurement Analyst
Ben James, Procurement Analyst II
Ashley Powers, Procurement Analyst I
David Gonzalez, Procurement Analyst I

The findings of the Proposal Evaluation Committee are summarized as follows:

Category 1. Water Play or Aquatic Equipment:

Rain Drop Products has been in business for more than 43 years and is headquartered in Ashland, Ohio. During those 43 years, they have thousands of completed installations around the United States. Rain Drop Products has been a Sourcewell partner since 2017. They work with 30 authorized distributors in the US and Canada. Those distributors are managed by three Rain Drop Territory Sales Managers. Rain Drop Products is offering substantial discounts on their water play and aquatic equipment. They are working with NCL Government Capital to provide lease/finance options under this award.

Vortex Aquatic Structures Int. was founded in 1995 and is headquartered in Montreal, Canada. With offices in Canada and the United States, they are a part of many cooperative agreements with a large number of their sales being to the government sector. They have a significant warranty, offer solar-powered products, and comply with all United States and Canada accessibility requirements. Their large list of offerings are coupled with favorable payment terms.

Waterplay Solutions Corp installed their first splash pad in 1987. They are a woman owned business based in Canada. Waterplay offers numerous solutions and services in Category 1, Water Play and Aquatic Equipment. With dealers located throughout all of Canada and most of the United States, they are more than ready to serve all Sourcewell participating entities. They are offering a solid MSPR discount and volume-based discounts.

Water Splash INC, established in 2003, is a United States based manufacturer and designer of aquatic play and splash part equipment. With their in-house sales managers and a network of localized distribution partners they can support all of Sourcewell's participating agencies in the United States and with their manufacturing facility in Quebec, Canada as well. Water Splash INC is offering turnkey splash park systems from initial concept to installation with competitive discount.

Category 2. Outdoor Site Amenities and Furnishings:

Barco Products LLC was founded in 1984 and has been offering commercial outdoor site furnishings and traffic safety products since. With a sales force that can service across the United States and Canada, Barco is offering a product line that includes picnic tables, benches, waste and recycling receptacles, planters, bollards, bike racks, seating, dog park and message centers. They are offering a competitive discount off list price along with additional volume discounts.

Dog-ON-It Parks was founded in 2009 in Everett, Washington. Dog-ON-It is a developer and manufacturer of recreational dog park products. Dog-ON-It employs five in-house sales support staff and works with 63 independent dealer/distributors around the US and Canada—totaling more than 300 sales representatives around the United States and Canada. They are offering a nominal discount off their entire catalog for Sourcewell Participating Entities and can extend that further with a lower volume discount threshold.

Keystone Ridge Designs, Inc., was founded in 1995, and is headquartered in Pennsylvania. They are offering outdoor seating, waste management solutions, and bike racks in Category 2. Keystone's sales team is divided into six regions throughout the United States and Canada, making them willing and able to serve all Sourcewell participating entities. They are offering solid discounts off MSRP and volume discounts through this contract.

SofSurfaces, Inc was started in 1989 and is headquartered in Ontario, Canada. They offer a large variety of surfacing solutions. As an experienced Sourcewell contract holder, they have experience in many cooperate agreements and have a significant US market share. They are willing and able to serve all of the US and Canada. With a variety of color options and significant warranty offering, they are able to package and ship orders within

one to two weeks. SofSurfaces offers financing options and significant volume discounts in addition to their offered discount.

The Prestwick Group, Inc., was founded in 1997 and is headquartered in Wisconsin. They are offering solutions and services in Category 2, including: benches, picnic tables, bike racks and barriers, and waste and recycling receptacles. Their dedicated sales force and network of authorized sellers are able to serve Sourcewell participating entities in the United States. The Prestwick Group is offering tiered discounts and financing options through this contract.

Category 3. Outdoor Fitness:

BeaverFit USA has been in business for 12 years. Since their inception, they pride themselves in being the largest supplier of fitness equipment to the US Armed Forces, installed 7000 outdoor fitness solutions, and has Cooperative and GSA contracts in place. Their large staff is coupled with a large dealer/distribution network throughout the US. BeaverFit is a veteran-owned small business and their equipment is patented and made in the US. In addition to a significant discount, they have financing options for their large variety of solutions.

Greenfields Outdoor Fitness, Inc. was founded in 2007 in Anaheim, California. Greenfields maintains an independent dealer network with more than 500 sales representatives scattered around the United States and Canada. Their outdoor fitness equipment includes a patented Wheelchair-Accessible product line. Greenfields is offering a nominal discount on their entire product line 3 tiers of volume discounts. Greenfields is offering ninja courses, obstacle courses, calisthenics equipment, boxing units, wheelchair-accessible units, and low-impact equipment--among other types of equipment in this robust offering.

Outdoor-Fit Exercise Systems, Inc. founded in 2003 to bring gym-quality exercise outdoors. They offer a sales force that supports customers across the United States and Canada, with a headquarters in Nova Scotia. Outdoor-Fit is offering comprehensive range of outdoor fitness equipment solutions designed specifically for users aged 13 and older. They are also offering a competitive discount from list price.

Category 4. Playground Equipment **AND** at least one of the following: Water Play or Aquatic Equipment (Category 1), Outdoor Site Amenities and Furnishings (Category 2), and Outdoor Fitness (Category 3):

BCI Burke Company, LLC, has been in business for more than 105 years—designing and building outdoor play, recreation and fitness products that entire time. Burke’s team of Regional Sales Managers oversee a network of 34 representative firms (30 in the US and 4 in Canada) and a network of 130 sales professionals. Burke is offering a nominal discount off of all their product lines and carries a low threshold to receive volume discounts for the playground space. BCI Burke is offering playground systems, freestanding playground events, outdoor fitness courses and circuits, outdoor musical instruments, safety surfacing, shade, site amenities, and dog park equipment.

Kompan, Inc., offers services in over ninety countries, with their United States team being located in Texas. Their offering includes playgrounds, outdoor site amenities, and outdoor fitness for Category 4. Their direct sales force serves seventy percent of the United States, with the remaining areas being served by their partners. Kompan also has a sales team based in Ontario, making it easy to serve Sourcewell’s participating entities in Canada as well. They offer list price discounts, and tiered volume discounts through this contract.

Landscape Structures Inc. has been offering solutions in the playgrounds space since 1971. With 350 sales consultants serving all fifty states and every Canadian Province, Landscape Structures is able to service all of

Sourcewell's participating agencies. They are offering a full product suite with standard and custom playground equipment, freestanding play, shade, surfacing, sports and fitness equipment, site furnishings and waterparks. Landscape Structures is also offering a discount off list along with additional volume discounts.

Playpower, Inc., was established in 1927. They are headquartered in North Carolina and have facilities throughout the United States, United Kingdom, Poland, and Scotland. With over 1,800 sales representatives and numerous dealers, they are more than ready to serve Sourcewell participating entities in the United States and Canada. They are offering numerous solutions and services in Category 4. Playpower is offering financing options, discounts, and rebates through this contract.

Superior International Industries was established in 1990 and is headquartered in Georgia. As a member within the Playcore umbrella, they have a large network of distribution points throughout the US and Canada for their solutions that meet all requirements in the RFP. Their access to a large network shows their ability and willingness to serve all of the US and Canada Sourcewell participating agencies. Additionally, they have hired industry experts to create customizable unique and themed play environments. Superior International offers a significant warranty and discount for their large line of solution offerings.

For these reasons, the following awards of Sourcewell RFP# 101625 are recommended:

Category 1. Water Play or Aquatic Equipment:

Rain Drop Products	101625-RDP
Vortex Aquatic Structures Intl.	101625-VOR
Water Splash INC	101625-WTS
Waterplay Solutions Corp.	101625-WTR

Category 2. Outdoor Site Amenities and Furnishings:

Barco Products LLC	101625-BCO
Dog-ON-It Parks, Inc	101625-DOG
Keystone Ridge Designs, Inc.	101625-KEY
SofSurfaces, Inc	101625-SFS
The Prestwick Group	101625-PSW

Category 3. Outdoor Fitness:

BeaverFit USA	101625-BFT
Greenfields Outdoor Fitness Inc.	101625-GRN
Outdoor-Fit Exercise Systems Inc.	101625-ODR

Category 4. Playground Equipment **AND** at least one of the following: Water Play or Aquatic Equipment (Category 1), Outdoor Site Amenities and Furnishings (Category 2), and Outdoor Fitness (Category 3):

BCI Burke Company, LLC	101625-BUR
Kompan, Inc.	101625-KPN

Landscape Structures, Inc.	101625-LSI
PLAYPOWER, INC.	101625-PLP
Superior International Industries	101625-SPR

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Ashley Powers, Procurement Analyst I

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David Gonzalez

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David Gonzalez, Procurement Analyst I

STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Deputy Chief Procurement Officer and the accompanying support materials documenting the process followed for RFP #101625 for Playground, Water Play and Aquatic Equipment, Site Amenities, and Outdoor Fitness Equipment with related Accessories and Services.

The Evaluation Committee accepted, deemed responsive, evaluated, and recommended proposals for award to the Deputy Chief Procurement Officer. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement master agreements.
2. The procurement process and resulting master agreements have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.
3. The awards listed were made based on the results of the competitive solicitation process.
4. The awards listed were ratified by the Sourcewell Board of Directors on January 20, 2026.

Signed by:


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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer