



COMMONWEALTH OF VIRGINIA
County of Henrico

**Non-Professional Services Contract
Contract No. 2450A**

This Non-Professional Contract (this "Contract") entered into this 21st day of April 2023, by the County School Board of Henrico County, Virginia ("HCPS") and Bliss Products and Services, Inc., a Georgia corporation, and its successors it assigns (the "Contractor").

WHEREAS HCPS has awarded the Contractor this Contract pursuant to Request for Proposals No. 22-2450-11JEC, as modified by any addenda (the "Request for Proposals"), for Playground Equipment, Outdoor Fitness Equipment, Site Accessories and Related Products and Services to HCPS as set forth in the Contract Documents.

WITNESSETH that the Contractor and HCPS, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the services to HCPS as set forth in the Contract Documents.

COMPENSATION: The compensation HCPS will pay to the Contractor under this Contract shall be in accordance with Exhibit A.

CONTRACT TERM: The Contract term shall be for a period of one year beginning April 21, 2023 and ending April 20, 2024. HCPS may renew the Contract for up to four one-year terms giving 30 days' written notice before the end of the term unless Contractor has given HCPS written notice that it does not wish to renew at least 90 days before the end of the term.

CONTRACT DOCUMENTS: This Contract hereby incorporates by reference the documents listed below (the "Contract Documents") which shall control in the following descending order:

1. This Non-Professional Services Contract between HCPS and Contractor.
2. The General Contract Terms and Conditions included in the Request for Proposals.
3. Contractor's Best and Final Offer dated March 16, 2023 (Exhibit B).
4. Contractor's Original Proposal dated December 16, 2022 (Exhibit C).
5. The Scope of Services included in the Request for Proposals.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound hereby.

[Remainder of page intentionally left blank; signature page to follow]

Bliss Products and Services, Inc.

6831 S. Sweetwater Road
Lithia Springs, GA 30122


Signature

GREGG BLISS PRESIDENT
Printed Name and Title

21 APR 23
Date

County School Board of Henrico County,
Virginia
406 Dabbs House Road
Henrico, VA 23223


Signature

Amy E. Cashwell, Superintendent
Amy E. Cashwell, Ed. D.
Superintendent

April 21, 2023
Date

APPROVED AS TO FORM:


Assistant County Attorney

4/21/23
Date

Exhibit A

Price Schedule for Contract # 2450A

Manufacturer	Category	Percentage Discount Off List Price*
Play & Park Structures	Structure	35.00%
	Freestanding	8.00%
Action Play Timbers	Landscape Timbers	10.00%
Zaeger EWF	EWF	\$42 per cubic yard
	Disassembly, Removal and Disposal of EWF	\$75 per cubic yard
Standard Delivery Time in Days for Play & Park Structures is 8 weeks ARO (Complete order with colors)		
*Percentage discount off list price based on manufacturer's current published list prices		

Design Services Per Hour (Fee to be waived for orders above \$50,000)	\$100
Design fees will be waived if the design results in an order \$50,000 or above	

Installation Charge Per Hour	\$400
Per hour fee includes one foreman, two experienced installers and machinery	
Installation services – Installation of new equipment (including playground borders and ADA ramps), disassembly and removal of existing equipment, and demobilization and cleanup of play area.	

Off-Site Storage Fee Per Playground	\$2,100
Off-Site storage fee includes delivery to jobsite	

Final Inspection Fee	No Fee
Independent Safety Inspection Fee Per Hour	\$250

AVAILABLE VENDORS UNDER THIS CONTRACT

	Vendors	Catalog	Web Site	Disc
1	Action Play	FY2022	http://www.actionplaysystems.com/	5%
2	Alterations & More	FY2022	https://alterationsmore.com/	5%
3	Athletic Connection	FY2022	www.athleticconnection.com	5%
4	Bark Park	FY2022	https://www.ultra-site.com/dog-parks	8%
5	Big Toys	FY2022	https://www.bigtoys.com/	5%
6	Burbank Netting	FY2022	www.burbanksportnets.com	5%
7	Cedar Forest Products	FY2022	https://cedarforestproducts.com/	5%
8	CemRock	FY2022	www.cemrock.com	5%
9	Colorado Time Systems	FY2022	https://www.coloradotime.com/	5%
10	Compac Filtration	FY2022	https://com-pac.net/	5%
11	Dero	FY2022	https://www.dero.com/	5%
12	Doty & Sons Concrete	FY2022	https://dotyconcrete.com/	5%
13	Dura Play	FY2022	http://duraplay.com/	5%
14	Dynamo	FY2022	https://www.dynamoplaygrounds.com/	10%
15	Electro Mech Scoreboard	FY2022	http://www.electro-mech.com/	10%

16	Elephant Play	FY2022	http://elephantplay.com/en/company/	10%
17	Everlast Climbing	FY2022	https://everlastclimbing.com/	10%
18	Fibar	FY2022	https://www.fibar.com/	10%
19	First Coast Mulch	FY2022	www.firstcoastmulch.com	5%
20	Forestry Resources	FY2022	www.gomulch.com	5%
21	Forte	FY2022	www.forteproducts.com	5%
22	Free Note - Harmony Park	FY2022	https://freenotesharmonypark.com/	5%
23	G & A Manufacturing, Inc.	FY2022	www.gamanufacturing.com	5%
24	Gared Sports	FY2022	https://www.garedsports.com/	10%
25	GT Grandstands	FY2022	https://www.gtgrandstands.com/	10%
26	Inovative Mulching	FY2022	http://www.innovativemulching.com/	10%
27	Jayhawk Plastics/FROG	FY2022	https://frogfurnishings.com/	10%
28	JayPro Sports	FY2022	https://jayprosports.com/	5%
29	Jensen Swings	FY2022	www.jensenswing.com	5%
30	Kay Park	FY2022	www.kaypark.com	5%
31	Kings River Casting	FY2022	www.kingsrivercasting.com	5%
32	Major Display Scoreboards	FY2022	www.majordisplay.com	5%
33	Most Dependable Fountains	FY2022	http://www.mostdependable.com/	5%
34	Murdock Fountains	FY2022	https://www.murdockmfg.com/	5%
35	National Recreation Systems	FY2022	https://www.bleachers.net/	5%
36	Newsome Fence	FY2022	www.newsomfence.com	5%
37	Outback Shelters	FY2022	No Web Available	5%
38	Play And Park Structures	FY2022	https://www.playandpark.com/	See Exhibit A
39	PlayGuard	FY2022	www.playguardsurfacing.com	5%
40	Playsafe Surfacing	FY2022	No Web Available	5%
41	Playsafer /Rubber Recycling	FY2022	https://rubbermulch.com/	5%
42	RCP Shelters	FY2022	www.rcpshelters.com	5%
43	Safety 1st Surfacing	FY2022	www.safetyfirstplayground.com	5%
44	Sand Lock Sandbox	FY2022	www.sandlock.com	5%
45	Sandee Sod, Inc. (services)	FY2022	No Web Available	per Job
46	Shade Amerlca	FY2022	http://www.shadeamerica.us/	10%
47	Shaw Industries	FY2022	www.shawfloors.com	5%
48	Spiral Court King	FY2022	www.spiralstairsfamerica.com	5%
49	Spohn Ranch/ Tru Ride	FY2022	www.spohnranch.com	5%
so	Sportsfield Specialties(ProMats)	FY2022	https://www.sportsfield.com/	5%
51	Sportsplay	FY2022	http://www.sportsplayinc.com/	5%
52	Stewart Tennis Courts	FY2022	www.stewarttennis.com	per Job
53	Structual Wood Systems	FY2022	www.structuralwood.com	5%
54	Superior Shade	FY2022	https://srpshade.com/	5%
55	Superior Shelters	FY2022	https://srpshelter.com/	5%
56	Tennis Unlimited	FY2022		per Job
57	Ultra - Action Fitness	FY2022	https://www.ultra-site.com/	5%
58	Ultra Play	FY2022	https://www.ultraplay.com/	5%
59	Ultra Site	FY2022	https://www.ultra-site.com/	5%
60	Waterworks International	FY2022	www.waterworksinternational.com	5%
61	Wausau International	FY2022	www.wausaumade.com	5%
62	Wood Mulch Products	FY2022	www.woodmulchproducts.com	5%
63	X-Grass	FY2022	https://www.xgrass.com/	5%
64	Zeager	FY2022	https://www.zeager.com/	5%
Standard Delivery Time		*Play & Park Structure, Big Toys, Ultra Site Standard, Bark Park -Avg 8-10 weeks ARO		



BLISS PRODUCTS AND SERVICES, INC.

6831 S. Sweetwater Road
Lithia Springs, GA 30122

☎ (800) 248-2547

☎ (770) 920-1915

✉ info@blissproducts.com

January 4, 2023

County of Henrico
Mr. John Creger, VCA, VCO
8600 Staples Mill Road
Henrico, VA 23273-0775

RE: RFP No. 22-2450-IIJEC

Mr. Creger-

I wanted to take a moment to thank you for the opportunity to submit a BAFO response to the RFP referenced above. I am hopeful that continue to recognize the value of having Bliss Products & Services as a partner to the County of Henrico.

Enclosed is the information you requested. I have listed a few items below for clarification.

1. In an effort to provide ease of pricing – all Play & Park Playground Structures will be priced at 35% off of list price.
2. Play & Park Structures freestanding items will be priced at 8% off of list for this contract.
3. All other vendors submitted with the original RFP will be discounted as shown on bid documents.

Should you need further information, please do not hesitate to contact me via email at gregg@blissproducts.com or via phone at 800-248-2547.

Sincerely,

Gregg Bliss
President

RFP 22-2450-11JEC

Playground Equipment, Outdoor Fitness Equipment, Site Accessories and Related Products and Services

Offeror: Bliss Products and Services, Inc. March 16, 2023

1. Will the warranty period begin upon substantial completion of a playground project?
 1. **Yes, the warranty period will begin upon substantial completion of a playground project.**
2. At the beginning of the warranty period, can you provide a Warranty Summary Page including item or component descriptions, manufacturer's inventory number, parts description, warranty duration, contact information (phone numbers to contact for warranty replacement), and availability to ship (immediately ship item vs. current production lead time)? See attached **Attachment A** for example.
 1. **Yes, Bliss will provide a warranty summary page per the specifications listed above.**
3. What is the duration of the installation (labor) warranty?
 1. **Installation carries a one year warranty from date of substantial completion.**
4. Following the completion of the installation, can your firm provide scaled record drawings of the actual installation as part of project closeout? (drawings shall be provided in electronic pdf format; ACAD 2016 format or equal; and two sheets printed in color as 11"x17" for the Owner's maintenance manual)
 1. **The requested drawings are included with our standard owner's kit provided upon completion of each site.**
5. Can your firm provide individual parts lists and diagrams with all closeout and warranty materials furnished for warranty and maintenance purposes?
 1. **See #4 above, this information is provided in our owner's kit.**
6. For consulting of new equipment installation, is it possible to include a minimum of 3 viable locations for installation of equipment, in order to encourage access, promote safety and supervision, and to avoid creating drainage issues?
 1. **Yes it is possible to provide three site locations for each area. Note, however that walking the school/park on the front end with the customer helps to foster an understanding and increases the chance of the best location being selected up front.**
7. HCPS would like playground borders to default to plastic type barriers, unless both parties agree in writing to installation of wood borders. Is this acceptable?
 1. **Yes, plastic landscape timbers are acceptable.**
8. For all areas disturbed outside of the footprint of the new playground, can you provide at minimum, 6" of topsoil, seed and straw to stabilize the area?
 1. **Yes, topsoil, seed and straw can be provided an installed per the customer's request.**
9. Can you provide a safety inspection of newly installed playground structures and associated appurtenances upon completion? Can you provide ongoing safety inspections at 6-month intervals? What are the fees per visit for safety inspections?
 1. **Yes, Bliss Products and Younger Services can provide a safety inspection at the completion of each product and at six month intervals during the initial 24 months after substantial completion. A safety inspection is considered a walk through with Henrico staff and a dialogue and verbal dialogue of any/all areas of concern. This inspection will be provided a no additional charge to Henrico County. This inspection is not and should not be considered a formal audit.**
10. Can you provide temporary safety barriers or replacement panels which can be installed by HCPS staff to replace damaged or missing equipment panels for safety purposes at no additional charge? How many temporary panels will be furnished with each new installation?

- 1. Upon receipt of the first order, Bliss Products will order two additional barrier panels (colors to be selected by customer), these two panels should be adequate to support this contract throughout its lifecycle. Since the panels are a temporary solution, they are able to be utilized repeatedly and are simply meant as a means to keep the play area open while awaiting the proper replacement part.**
11. HCPS may elect to self-perform certain tasks or utilize other resources to assist with the site preparation process. The successful offeror shall cooperate fully with other entities as assigned and designated to assist with the process. Is this acceptable?
 - 1. Yes, this is acceptable.**
12. When submitting invoices, HCPS would like pricing to be itemized by individual component cost, rather than lump pricing of entire assembly (see **Attachment A** for example). Is this acceptable?
 - 1. Yes, Bliss will itemize by component for all equipment, installation will continue to be invoiced as a single line item.**
13. Submit pricing. The price shall include all costs associated with providing the services and materials outlined in Sec. II of this RFP. Price shall be evaluated by pricing on Attachment B.
 - 1. Pricing submitted in accordance.**

a. Provide all costs as it relates to the proposed solution for the Scenario on Attachment B –

BAFO Pricing for Hypothetical Springfield Elementary School Playground Cost Model. Original project description is listed below. Also provide a separate listing of all prices being offered in this proposal.

Sample Project 1 – Replace Existing Playground – Offerors are required to visit a designated existing HCPS playground during the pre-proposal conference (location: Springfield Park Elementary School – 4301 Fort McHenry Parkway, Glen Allen, VA 23060) for the purpose of developing a sample proposal for replacing an existing playground. (Note: only the activities, orientations, and features offered by the existing playground are expected to be represented in the model proposal; there is no expectation that exact dimensions of each feature be replicated nor that the materials and equipment used in the existing playground be matched for the model proposal; in cases where there is no equivalent function or similar feature available in today’s modernized playground equipment Offerors may simply note that none is available). Offerors will be given an opportunity to tour the existing playground during the pre-proposal meeting and take notes and photos of the features and activities offered by the existing equipment, for use in creating a model proposal for Sample Project #1. Responses to Sample Project #1 are not expected to be an identical replacement/exact model of the existing playground with all of its dimensions and features in exact form. Rather, Offerors should model and present their offering of “today’s” version of each of the various activities, orientations, and features contained within the existing playground equipment.

RE: Henrico RFP - Sample 1

Description	Quantity	Unit	Unit Price	Extended Price
Consulting Services - Concept Planning, Equipment Layout and Customization	5	Hour	\$100.00	\$500.00
Equipment Package and Timbers - Provide Attachment H	1	Lump Sum	\$140,000.00	\$140,000.00
Freight	1	Lump Sum	\$12,438.00	\$12,438.00
OffSite Storage (Assume 30 Days) - Includes Delivery to Site	1	Lump Sum	\$2,100.00	\$2,100.00
Mobilization/Site Safety - Offload New Equipment, Set Up Safety Provisions	1	Lump Sum	\$1,800.00	\$1,800.00
Disassembly, Removal and Disposal - Borders Ramps, Curbs	0	Hour	Included in Line Item Below	\$0.00
Disassembly, Removal and Disposal - EWF (Engineered Wood Fiber)	180	Cubic Yard	\$75.00	\$13,500.00
Disassembly, Removal and Disposal - Existing Equipment Appurtenances	26	Hour	\$400.00	\$10,400.00
Furnish and Install New Package	130	Hour	\$400.00	\$52,000.00
Install New Borders and ADA Ramp	10	Hour	\$400.00	\$4,000.00
Furnish and Install New Safety Surfacing, EWF	180	Cubic Yard	\$42.00	\$7,560.00
Demobilization/Opening Play Area - Clean Up	5	Hour	\$400.00	\$2,000.00
Consulting Services - Final Inspection and/or Reinspection by NRPA-CPSI Certified Staff	4	Hour	\$0.00	\$0.00
Other				
Other				
Grand Total				\$246,298.00

*Final Inspection will be billed at \$0.00 per hour for a Bliss and/or Younger Employee
 Should the County Require an independent inspector the rate of \$250 per hour plus travel would apply. Inspections will occur twice annually during Summer/Winter break.

**Off-Site Storage Cost is Based On Each Playground not a 30 day window
 Equipment is secured at an insured/bonded facility

*** Consulting Services will be billed at \$100 per hour and that fee will be waived if the design

results in a order above \$50,000.00

Attachment B - BAFO Pricing

Manufacturer	Category	Catalog Date	MFR Price List Date	Percentage Discount off of List
Play & Park Structures - STRUCTURE **	Structure	FY 2023	12/21/2022	35.00%
Play & Park Structures - FREESTANDING	Freestanding	FY 2023	12/21/2022	8.00%
ACTION PLAY TIMBERS	Landscape Timbers	FY 2023	12/1/2022	10.00%
ZAEGER EWF	EWF	FY 2023	12/1/2022	0.00%
but have been priced according to FY2023 pricing				

Standard Delivery Time in Days ARO
 Design Services Per Hour
 *Installation Charge Per Hour

8 Weeks ARO Complete Order w/Colors
\$100 to be credited toward invoice if equipment is
\$400 per hour

Please Indicate Your Status	
Manufacturer	
Reseller/Dealer	BPS is a Dealer for the Above MFRS
Other	