

# **REQUEST FOR PROPOSAL # R10-1146 FOR: BREACH-RESISTANT WINDOW PRODUCTS**

November 15, 2022

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# Proposal Form Checklist

## The following documents must be submitted with the Proposal

The below documents can be found in Section 2; Proposal Submission and Required Bid Forms and must be submitted with the proposal. Please note Proposal Form 1 is a separate attachment (attachment B)

**PROPOSAL PRICING:** Attachment B is provided separately in a Microsoft Excel file and is required to complete your price proposal.

☐ PROPOSAL FORM 1: ATTACHMENT B - PRICING

### QUESTIONNAIRE & EVALUATION CRITERIA :

☐ PROPOSAL FORM 2: QUESTIONNAIRE & EVALUATION CRITERIA

### OTHER REQUIRED PROPOSAL FORMS:

- ☐ PROPOSAL FORM 3: CERTIFICATIONS AND LICENSES
- ☐ PROPOSAL FORM 4: CLEAN AIR AND WATER ACT
- ☐ PROPOSAL FORM 5: DEBARMENT NOTICE
- ☐ PROPOSAL FORM 6: LOBBYING CERTIFICATION
- ☐ PROPOSAL FORM 7: CONTRACTOR CERTIFICATION REQUIREMENTS
- ☐ PROPOSAL FORM 8: ANTITRUST CERTIFICATION STATEMENTS
- ☐ PROPOSAL FORM 9: IMPLEMENTATION OF HOUSE BILL 1295
- ☐ PROPOSAL FORM 10: BOYCOTT CERTIFICATION AND TERRORIST STATE CERTIFICATION
- ☐ PROPOSAL FORM 11: RESIDENT CERTIFICATION
- ☐ PROPOSAL FORM 12: FEDERAL FUNDS CERTIFICATION FORM
- ☐ PROPOSAL FORM 13: ADDITIONAL ARIZONA CONTRACTOR REQUIREMENTS
- ☐ PROPOSAL FORM 14: OWNERSHIP DISCLOSURE FORM (N.J.S. 52:25 -24.2)
- ☐ PROPOSAL FORM 15: NON-COLLUSION AFFIDAVIT
- ☐ PROPOSAL FORM 16: AFFIRMATIVE ACTION AFFIDAVIT (P.L. 1975, C.127)
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- ☐ PROPOSAL FORM 20: EQUALIS GROUP ADMINISTRATION AGREEMENT
- ☐ PROPOSAL FORM 21: OPEN RECORDS POLICY ACKNOWLEDGEMENT AND ACCEPTANCE
- ☐ PROPOSAL FORM 22: VENDOR CONTRACT AND SIGNATURE FORM

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**PROPOSAL FORM 1: ATTACHMENT B –PRICING**

Pricing should be entered in the attachment B Excel form provided in this RFP packet. Please reference Section 1, Part B, Instructions to Proposers, for more information on how to complete pricing.

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## PROPOSAL FORM 2: QUESTIONNAIRE & EVALUATION CRITERIA

### Instructions:

Respondents should incorporate their questionnaire responses directly into the green cells below. Failure to provide responses in this format may result in the proposal being deemed as non-responsive at the sole discretion of Region 10.

Respondents may incorporate additional documents as part of their response which may be utilized by Region 10 as part of the evaluation. Additional documents must be consolidated as part of this Section 2 at the end of your response.

Region 10 has associated the evaluation criteria with the question that most closely aligns with that respective evaluation criteria. Region 10 reserves the right at its sole discretion to base its evaluation and specific evaluation criteria on any part of the respondent's proposal.

Evaluation Criteria	Question	Answer
<b>Basic Information</b>		
Required information for notification of RFP results	<i>What is your company's official registered name?</i>	National Glazing Solutions, LLC, dba NGS Films and Graphics
	<i>What is the mailing address of your company's headquarters?</i>	140 Mountain Brook Dr., Canton, GA 30115
	<i>Who is the main contact for any questions and notifications concerning this RFP response, including notification of award? Provide name, title, email address, and phone number.</i>	James Beale CEO 404.993.2704 james@filmsandgraphics.com
<b>Products/Pricing (30 Points)</b>		
Coverage of products and services	No answer is required. Region 10 will utilize your overall response and the products/services provided in Attachment B to make this determination	
Ability of offered products and services to meet the needs requested in the scope	No answer is required. Region 10 will utilize your overall response and the products/services provided in Attachment B to make this determination	
Pricing for all available products and services, including warranties if applicable	<i>Does the respondent agree to offer all future product and services at prices that are proportionate to contract pricing offered herein?</i>	Yes
	<i>Does pricing submitted include the required administrative fee?</i>	Yes
	<i>Do you offer any other promotions or incentives for customers? If yes, please describe.</i>	Yes we do offer volume discounts based on project size

Ability of Customers to verify that they received contract pricing	Were all products/lines/services and pricing being made available under this contract provided in the attachment B and/or Appendix B, pricing sections?	Yes
	Outline your pricing strategy provided in Attachment B. If utilizing a list price, please indicate where agencies can find the list and your methodology for determining that list price.	Pricing will be offered off of the list with labor , materials & shipping. The price will be provided by NGS upon request by agency. The unit prices are sqft for material used f& sqft for glass covered for the applied films and labor to install. The unit prices for structural caulking are linear foot for material and labor. Riot Glass will be per sqft for standard items/ square or rectangular windows.
Payment methods	Define your invoicing process and methods of payments you will accept. Please include the overall process for agencies to make payments	We offer email or postal mailing of invoices. We accept check, ACH, purchase card & credit card. There is a 3% fee for credit card acceptance.
Other factors relevant to this section as submitted by the Respondent	No answer is required. Region 10 will utilize your overall response and the products/services provided in Attachment B to make this determination	
Performance Capability (25 Points)		
Demonstrated ability to meet delivery and installation timelines and requirements	What is your average delivery and installation timeline?	Each project timeline is dependent on the size & scope of work. Our school partners receive priority and can be started within 5-14 days upon approval and material availability. Completion will depend on project size.
	Describe whether the member would have the ability to install the product themselves, and if so the steps of the installation process.	NGS has in house w-2 installers in Houston, Dallas, NY, Chicago, Atlanta and DC and thus can self perform work anywhere in the country. NGS also has 3,000 qualified and approved subcontractors that we can use if we need to surge labor on projects to meet grant deadlines. NGS currently has the largest in house installation labor force in America for security film. Once a project is approved our operations team schedules a kick off call which then coordinates the installation with the client. Based on the project timeline and size the operation leader will align the appropriate resources to ensure the project is done on time per the clients schedule.
	What distinguishes your product from your competitors?	NGS sells and installs 3M security films and structural adhesives that have a patented construction that resists tearing which is great for forced entry/ active shooter entry delay. NGS is also the largest dealer/ installer of Riot Glass access denial products which have been tested to meet Miami Dade large missile impact and HP white forced entry protection. The most import service NGS provides is our proprietary survey & assessment process based on federal commission of school safety's zoned approach. Our software area reports allow schools to build scopes specific to selected areas and building while adjust pricing real time .
Demonstrated alignment of product to safety and security regulations	Describe how your solution meets current industry standards for safety and security.	NGS solutions such as 3M security film meet Blast protection testing protocols ASTM F1642/GSA TS01-2003/ ISO 16933 as well as Human impact ANSI Z97.1/16 CFR CPSC 1201 & EN 12600. Seismic testing completed to meet ASTM E1886 & JIS A5759. NGS has field tested (in partnership with Houston ISD) 3M security films to meet up to 6 minute delayed entry in a simulated active shooter event. Windstorm tested to meet Miami dade small missile impact protocol. Riot Glass has been tested to meet Miami Dade Large Missile impact wind storm.
	Describe your process for updating products to comply with updates to state and federal safety and security rules.	NGS works with each of our manufacturer partners to test new products and report back required and or requested improvements to meet established test. NGS was the first window film company to offer "TRI-SHIELD" which is applied security film on inside and outside to increase resistance to forced entry. This has now been adopted as an industry standard,. NGS has tested TRI-SHIELD to meet/ pass ASTM 1233 level 1.0 no body passage. NGS is working with 3M currently on a new security retrofit technology that will be released june 2023. Our team will be working with security professionals at the federal , state and county level to get feedback on performance and application objectives based on current security needs.
	Does your product meet the requirements of the proposed amendment to School Safety Requirements listed here: <a href="https://tea.texas.gov/sites/default/files/proposed-amendment-to-19-texas-administrative-code-chapter-61.pdf">https://tea.texas.gov/sites/default/files/proposed-amendment-to-19-texas-administrative-code-chapter-61.pdf</a> ?	Yes we offer both the forced entry resistant 3M safety film , riot glass access denial systems and graphic room/ entrance numbering
Service area for installation and maintenance services	Describe the number of states, and if applicable the regions within a state, to which you can provide installation and maintenance services.	NGS installs nationally, is licensed and operates in all 48 contiguous states of America. NGS has offices in Chicago IL, Atlanta, GA, Arlington VA, Dallas TX, Houston TX, and Long Island NY.
Response time for repair and maintenance requests	Describe your guaranteed response time for maintenance and repair requests.	NGS has a guaranteed 24 hour response time to any client inquiry be it new business or warranty work. Mobilization to the job site is guaranteed within 2-4 business days unless deemed a life safety issue at which point all efforts are taken to mobilize same day.
Demonstrated ability of product to resist a variety of attack types	Describe how your product performs in resisting forced entry attacks, ballistic attacks, and explosive blast attacks though laboratory testing, case studies, etc.	Active shooter demo with Houston ISD Police Department: <a href="https://youtu.be/2pxyKij9fPY">https://youtu.be/2pxyKij9fPY</a> Riot Glass stopping a real forced entry attempt: <a href="https://youtu.be/vcPeLk0Hs50">https://youtu.be/vcPeLk0Hs50</a> NGS has performed may field test and has actual video footage from real forced entry attempts that demonstrate the performance of the 3M security film/ TRI-SHIELD and Riot glass. Tier 1 (3M single layer + 3M attachment) = 2-3 minute delay. Tier 2: TRI-SHIELD up to 6 minute delay and Riot glass is access denial and can be ballistic level 7. See attached video demonstrations above. 3M has open air tested and lab tested their films (see above mentioned testing protocols)
Financial condition of vendor	Demonstrate your financial strength and stability with meaningful data. This could include, but is not limited to, such items as financial statements,	see attached financials, bondability letter and bank letter

	<i>SEC filings, credit &amp; bond ratings, letters of credit, and detailed reference letters</i>	see attached
	<i>What was your annual sales volume over last three (3) years?</i>	2021-\$30,976,456 * 2020-\$28,878,883 * 2019-\$16,385,736
Other factors relevant to this section as submitted by the Respondent	<i>List the number and location of offices, or service centers for all states being proposed in solicitation</i>	6 locations: Chicago: 200 south whacker ave suite 3100 chicago IL, NYC: 1300 Veterans Memorial Hwy, suite 340 Hauppauge NY, Atlanta: 140 Mountain Brook Dr Canton GA, Dallas TX: 10000 North Central Expressway, suite 400 Dallas TX, Houston TX: 12810 Century Dr Stafford TX 77477, Arlington VA: 4250 North Fairfax Dr Suite 600 Arlington VA 22203
	<i>Provide your safety record, safety rating, EMR and worker's compensation rate where available.</i>	see attached
	<i>Describe how you ensure the safety of students and staff when working on school grounds, including background checks for employees and physical safety measures.</i>	Each member of our staff that is on-site receives a background check & is on national registries for having been fingerprinted. We follow all school guidelines for campus access, as the safety & security of the students and staff is our utmost priority.
	<i>Provide a link to your company's website</i>	<a href="https://www.filmsandgraphics.com/">https://www.filmsandgraphics.com/</a>
<b>Qualification and Experience (25 Points)</b>		
Respondent reputation in the marketplace	<i>Provide a link to your company's website</i>	<a href="https://www.filmsandgraphics.com/">https://www.filmsandgraphics.com/</a>
	<i>Please provide a brief history of your company, including the year it was established.</i>	NGS was formed in 2009 and has since become the nation's largest dealer & installer of 3M security film and Riot Glass access denial products. NGS will complete 10,000 projects in 2022 and has completed over 100 district wide security retrofits since 2020 including over 65 districts in Texas alone. NGS is 3M Large Markets National Dealer of the year in 2019 & 2020 with multiple regional awards in 2022 including top window film dealer in America 2013,2015, 2017, 2019, 2020, 2021 & 2021 per window film magazine.
Past relationship with Region 10 ESC and/or Region 10 ESC members	<i>Have you worked with Region 10 in the past? If so, what was the timeframe for that work?</i>	Yes. We are currently performing on-going security film installations for districts in Region 10
Experience and qualification of key employees	<i>Please provide contact information and resumes for the person(s) who will be responsible for the following areas. Region 10 requests contacts to cover the following: * Executive Support * Account Manager * Contract Manager * Marketing * Billing, reporting &amp; Accounts Payable</i>	Execute support - Julia Poole - Education Program Coordinator - 470-680-5805 julia@filmsandgraphics.com resume: <a href="https://www.linkedin.com/in/juliapoole7">https://www.linkedin.com/in/juliapoole7</a>  Account Manager - George LePore - Business Development - Dallas TX (404) 360-7580 george@filmsandgraphics.com resume: <a href="https://www.linkedin.com/in/gleporis">https://www.linkedin.com/in/gleporis</a>  Contract Manager - James Beale - CEO 404.993.2704 james@filmsandgraphics.com resume: <a href="https://www.linkedin.com/in/jamesscottbeale/">https://www.linkedin.com/in/jamesscottbeale/</a>  Marketing - Jesse Chase Director of Marketing - (470) 869-9344 jesse.chase@filmsandgraphics.com resume: <a href="https://www.linkedin.com/in/jessechase/">https://www.linkedin.com/in/jessechase/</a>  Accounts Payable - Alexa McLelland - Controller (404) 454-4955 Alexa@filmsandgraphics.com resume: <a href="https://www.linkedin.com/in/alexa-mcllland-63835780">https://www.linkedin.com/in/alexa-mcllland-63835780</a>
Past experience working with the public sector	<i>What are your overall public sector sales, excluding Federal Government, for last three (3) years?</i>	\$10,640,394
	<i>What is your strategy to increase market share in the public sector?</i>	NGS has a dedicated inside sales team and marketing team
Past litigation, bankruptcy, reorganization, state investigations of entity or current officers and directors	<i>Provide information regarding whether your firm, either presently or in the past, has been involved in any litigation, bankruptcy, or reorganization.</i>	N/A
Minimum of 5 public sector customer references relating to the products and services within this RFP	<i>Provide a minimum of five (5) customer references for product and/or services of similar scope dating within the past 3 years. Please try to provide references for K12, Higher Education, City/County and State entities. Provide the entity; contact</i>	Orange County Public Schools 6501 Magic Way Building 400 Orlando FL 32809 2 years of service doraydee.rioscastellon@ocps.net 407-317-3700 - safety & security film \$3,000,000 DeKalb County School District 1701 Mountain Industrial Boulevard Stone Mountain GA 30083 1 year of service Brian Metzger - Project Manager brian@dcofgeorgia.com 229-506-0014 - safety, security film & ballistic \$1.4m Osceola County School District 1312 W Washington St Orlando FL 32805 2 years of service Russel Gould Ops Coordinator 407-577-4308 safety & security film \$500,000

Demonstrated ongoing MWBE program	<i>Outline your subcontractor strategy and efforts your organization takes to include MWBE subcontractors in future work, including but not limited to efforts to reach out to individual MWBE businesses, minority chambers of commerce, and other minority business and trade associations.</i>	We participate in minority trade councils and survey our existing 3,000 subcontractors to identify diversity contractor collaboration opportunities. We also reach out to local chambers when we work with districts to see if we can establish a mentor or apprenticeship program.
<b>Commitment to Service Equalis Group Members (10 Points)</b>		
Marketing plan, capability, and commitment	<i>Detail how your organization plans to market and promote this contract upon award, including how this contract will fit into your organization's current go-to-market strategy in the public sector.</i>	NGS marketing team has built a qualified list of 25,000 public school districts nationwide that we offer educational webinars and share white papers and reports such as the campus safety report that NGS partnered with campus safety magazine on. Our team believes in educating government stakeholders on identifying opportunities to secure/ harden the glazing against various threats. We build out reach campaigns utilizing our in house k-12 sales team and our 7 territory sales reps that span West coast, East coast, Midwest, Southeast, Southwest and Mid-Atlantic markets. these campaigns utilize hubspot sequences, pay per click advertising, marketed webinars, trade shows, trade magazines ads, onsite presentations and scheduled field demonstrations (such as the NGS-Houston ISD active shooter demo)
	<i>Detail how your organization will train your sales force and customer service representatives on this contract to ensure that they can competently and consistently present the contract to public agency customers and answer any questions they might have concerning it.</i>	NGS uses a training platform called Trainual.com to build training content for specific accounts and projects. That content and related quizzes/ questions and assets are then assigned to the team for review, study and testing. Presentations and marketing material related to this contract will be built and hosted in Trainual and shared via or approved marketing collateral.
	<i>Acknowledge that your organization agrees to provide its company logo(s) to Region 10 ESC and Equalis Group and agrees to provide permission for reproduction of such logo in marketing communications and promotions</i>	Yes
Ability to manage a cooperative contract	<i>Describe the capacity of your company to report monthly sales through this agreement to Equalis Group.</i>	It will be the internal responsibility of Mike Brooks & Julia Poole will provide monthly status updates to the organization on sales as needed.
	<i>Identify any contracts with other cooperative or government group purchasing organizations of which your company is currently a part of:</i>	TIPS, GSA, PCA, CMAS, MHEC
Commitment to supporting agencies to utilize the contract	<i>If awarded a contract, how would you approach agencies in regards to this contract? Please indicate how this would work for both new customers to your organization, as well as existing.</i>	NGS will promote this contract and include it with our proposal decks that each team member has when presenting to new and existing clients. Clients will be educated on the benefits of utilizing this contract and expediting/ streamlining requisition.
Other factors relevant to this section as submitted by the Respondent	<i>Provide the number of sales representatives which will work on this contract and where the sales representatives are located.</i>	(13) outside sales reps throughout the United States & (3) inside sales support personnel- 5 in Texas (covering all of Texas), 1 in California (covers west coast), 1 in Illinois (covers Midwest), 1 in New Jersey (covers North east), 3 in New York (covering NYC and surrounding areas), 1 in Mid-Atlantic (covers Mid-atlantic), 1 in GA (covers Southeast)

**PROPOSAL FORM 4: CLEAN AIR WATER ACT**

I, the Vendor, am in compliance with all applicable standards, orders or regulations issued pursuant to the Clean Air Act of 1970, as Amended (42 U.S. C. 1857 (h)), Section 508 of the Clean Water Act, as amended (33 U.S.C. 1368), Executive Order 117389 and Environmental Protection Agency Regulation, 40 CFR Part 15 as required under OMB Circular A-102, Attachment O, Paragraph 14 (1) regarding reporting violations to the grantor agency and to the United States Environment Protection Agency Assistant Administrator for the Enforcement.

Potential Vendor: National Glazing Solutions, LLS DBA NGS Films and Graphics

Title of Authorized Representative: James Beale, Chief Executive Officer

Mailing Address: 140 Mountain Brook Dr, Canton, GA 30115

Signature: 

**PROPOSAL FORM 5: DEBARMENT NOTICE**

I, the Vendor, certify that my company has not been debarred, suspended or otherwise ineligible for participation in Federal Assistance programs under Executive Order 12549, "Debarment and Suspension", as described in the Federal Register and Rules and Regulations.

Potential Vendor: National Glazing Solutions, LLS DBA NGS Films and Graphics

Title of Authorized Representative: James Beale, Chief Executive Officer

Mailing Address: 140 Mountain Brook Dr, Canton, GA 30115

Signature: 

## PROPOSAL FORM 6: LOBBYING CERTIFICATION

Submission of this certification is a prerequisite for making or entering into this transaction and is imposed by Section 1352, Title 31, U.S. Code. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Any person who fails to file the required certification shall be subject to civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The undersigned certifies, to the best of his/her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all covered sub-awards exceeding \$100,000 in Federal funds at all appropriate tiers and that all sub-recipients shall certify and disclose accordingly.



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Signature of Respondent

12-05-2022

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Date

## PROPOSAL FORM 7: CONTRACTOR CERTIFICATION REQUIREMENTS

### Contractor's Employment Eligibility

By entering the contract, Contractor warrants compliance with the Federal Immigration and Nationality Act (FINA), and all other federal and state immigration laws and regulations. The Contractor further warrants that it is in compliance with the various state statutes of the states it will operate this contract in.

Participating Government Entities including School Districts may request verification of compliance from any Contractor or subcontractor performing work under this Contract. These Entities reserve the right to confirm compliance in accordance with applicable laws.

Should the Participating Entities suspect or find that the Contractor or any of its subcontractors are not in compliance, they may pursue any and all remedies allowed by law, including, but not limited to: suspension of work, termination of the Contract for default, and suspension and/or debarment of the Contractor. All costs necessary to verify compliance are the responsibility of the Contractor.

The Respondent complies and maintains compliance with the appropriate statutes which requires compliance with federal immigration laws by State employers, State contractors and State subcontractors in accordance with the E-Verify Employee Eligibility Verification Program.

Contractor shall comply with governing board policy of the Region 10 ESC Participating entities in which work is being performed.

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### Fingerprint & Criminal Background Checks

If required to provide services on school district property at least five (5) times during a month, contractor shall submit a full set of fingerprints to the school district if requested of each person or employee who may provide such service. Alternately, the school district may fingerprint those persons or employees. An exception to this requirement may be made as authorized in Governing Board policy. The district shall conduct a fingerprint check in accordance with the appropriate state and federal laws of all contractors, subcontractors or vendors and their employees for which fingerprints are submitted to the district. Contractor, subcontractors, vendors and their employees shall not provide services on school district properties until authorized by the District.

The Respondent shall comply with fingerprinting requirements in accordance with appropriate statutes in the state in which the work is being performed unless otherwise exempted.

Contractor shall comply with governing board policy in the school district or Participating Entity in which work is being performed.



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Signature of Respondent

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12-05-2022

Date



**PROPOSAL FORM 8: ANTITRUST CERTIFICATION STATEMENTS**  
**(Tex. Government Code § 2155.005)**

I affirm under penalty of perjury of the laws of the State of Texas that:

- (1) I am duly authorized to execute this contract on my own behalf or on behalf of the company, corporation, firm, partnership or individual (Company) listed below;
- (2) In connection with this proposal, neither I nor any representative of the Company has violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15;
- (3) In connection with this proposal, neither I nor any representative of the Company has violated any federal antitrust law; and
- (4) Neither I nor any representative of the Company has directly or indirectly communicated any of the contents of this proposal to a competitor of the Company or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Company.

**VENDOR** National Glazing Solutions, LLC DBA NGS Films and Graphics

**ADDRESS** 140 Mountain Brook Dr, Canton, GA 30115

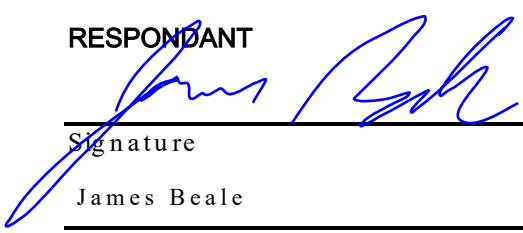
\_\_\_\_\_

\_\_\_\_\_

**PHONE** (404) 662-3323

**FAX** 866-966-4256

**RESPONDANT**

  
\_\_\_\_\_  
Signature

James Beale

\_\_\_\_\_  
Printed Name

Chief Executive Officer

\_\_\_\_\_  
Position with Company

**AUTHORIZING OFFICIAL**

\_\_\_\_\_  
Signature

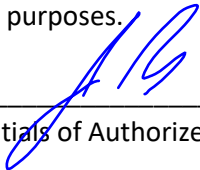
\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Position with Company

## PROPOSAL FORM 10: BOYCOTT CERTIFICATION AND TERRORIST STATE CERTIFICATION

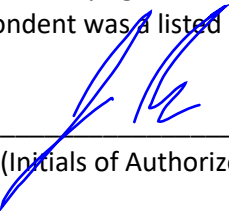
### BOYCOTT CERTIFICATION

Respondents must certify that during the term of any Agreement, it does not boycott Israel and will not boycott Israel. "Boycott" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made for ordinary business purposes.

Does vendor agree?  \_\_\_\_\_  
(Initials of Authorized Representative)

### TERRORIST STATE CERTIFICATION

In accordance with Texas Government Code, Chapter 2252, Subchapter F, REGION 10 ESC is prohibited from entering into a contract with a company that is identified on a list prepared and maintained by the Texas Comptroller or the State Pension Review Board under Texas Government Code Sections 806.051, 807.051, or 2252.153. By execution of any agreement, the respondent certifies to REGION 10 ESC that it is not a listed company under any of those Texas Government Code provisions. Responders must voluntarily and knowingly acknowledge and agree that any agreement shall be null and void should facts arise leading the REGION 10 ESC to believe that the respondent was a listed company at the time of this procurement.

Does vendor agree?  \_\_\_\_\_  
(Initials of Authorized Representative)

## PROPOSAL FORM 11: RESIDENT CERTIFICATION

This Certification Section must be completed and submitted before a proposal can be awarded to your company. This information may be placed in an envelope labeled "Proprietary" and is not subject to public view. In order for a proposal to be considered, the following information must be provided. Failure to complete may result in rejection of the proposal:

As defined by Texas House Bill 602, a "nonresident Bidder" means a Bidder whose principal place of business is not in Texas, but excludes a contractor whose ultimate parent company or majority owner has its principal place of business in Texas.

Texas or Non-Texas Resident

- ☐ I certify that my company is a "**resident Bidder**"
- ☒ I certify that my company qualifies as a "**nonresident Bidder**"

If you qualify as a "nonresident Bidder," you must furnish the following information:

What is your resident state? (The state your principal place of business is located.)

National Glazing Solutions, LLC DBA NGS Films and Graphics	140 Mountain Brook Dr.
Company Name	Address

Canton, GA 30115  
City

State

Zip

## PROPOSAL FORM 1 2: FEDERAL FUNDS CERIFICATION FORM

When a participating agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200 (sometimes referred to as the "Uniform Guidance" or "EDGAR" requirements). All Vendors submitting proposals must complete this Federal Funds Certification Form regarding Vendor's willingness and ability to comply with certain requirements which may be applicable to specific participating agency purchases using federal grant funds. This completed form will be made available to participating agencies for their use while considering their purchasing options when using federal grant funds. Participating agencies may also require Vendors to enter into ancillary agreements, in addition to the contract's general terms and conditions, to address the member's specific contractual needs, including contract requirements for a procurement using federal grants or contracts.

**For each of the items below, Vendor should certify Vendor's agreement and ability to comply, where applicable, by having Vendor's authorized representative complete and initial the applicable lines after each section and sign the acknowledgment at the end of this form.** If a vendor fails to complete any item in this form, Region 10 ESC will consider the Vendor's response to be that they are unable or unwilling to comply. A negative response to any of the items may, if applicable, impact the ability of a participating agency to purchase from the Vendor using federal funds.

### 1. Vendor Violation or Breach of Contract Terms:

Contracts for more than the simplified acquisition threshold currently set at \$150,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 USC 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

Any Contract award will be subject to Region 10 ESC General Terms and Conditions, as well as any additional terms and conditions in any Purchase Order, participating agency ancillary contract, or Member Construction Contract agreed upon by Vendor and the participating agency which must be consistent with and protect the participating agency at least to the same extent as the Region 10 ESC Terms and Conditions.

The remedies under the Contract are in addition to any other remedies that may be available under law or in equity. By submitting a Proposal, you agree to these Vendor violation and breach of contract terms.

Does vendor agree? \_\_\_\_\_

(Initials of Authorized Representative)

### 2. Termination for Cause or Convenience:

When a participating agency expends federal funds, the participating agency reserves the right to immediately terminate any agreement in excess of \$10,000 resulting from this procurement process in the event of a breach or default of the agreement by Offeror in the event Offeror fails to: (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. participating agency also reserves the right to terminate the contract immediately, with written notice to offeror, for convenience, if participating agency believes, in its sole discretion that it is in the best

interest of participating agency to do so. Offeror will be compensated for work performed and accepted and goods accepted by participating agency as of the termination date if the contract is terminated for convenience of participating agency. Any award under this procurement process is not exclusive and participating agency reserves the right to purchase goods and services from other offerors when it is in participating agency's best interest.

Does vendor agree? \_\_\_\_\_

(Initials of Authorized Representative)

### 3. Equal Employment Opportunity:

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contracts that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Vendor agrees that such provision applies to any participating agency purchase or contract that meets the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 and Vendor agrees that it shall comply with such provision.

Does vendor agree? \_\_\_\_\_

(Initials of Authorized Representative)

### 4. Davis-Bacon Act:

When required by Federal program legislation, Vendor agrees that, for all participating agency prime construction contracts/purchases in excess of \$2,000, Vendor shall comply with the Davis-Bacon Act (40 USC 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, Vendor is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determinate made by the Secretary of Labor. In addition, Vendor shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at [www.wdol.gov](http://www.wdol.gov). Vendor agrees that, for any purchase to which this requirement applies, the award of the purchase to the Vendor is conditioned upon Vendor's acceptance of the wage determination.

Vendor further agrees that it shall also comply with the Copeland "Anti-Kickback" Act (40 USC 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled.

Does vendor agree? \_\_\_\_\_

(Initials of Authorized Representative)

**5. Contract Work Hours and Safety Standards Act:**

Where applicable, for all participating agency contracts or purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Vendor agrees to comply with 40 USC 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 USC 3702 of the Act, Vendor is required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 USC 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

Does vendor agree? \_\_\_\_\_

(Initials of Authorized Representative)

**6. Right to Inventions Made Under a Contract or Agreement:**

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

Vendor agrees to comply with the above requirements when applicable.

Does vendor agree? \_\_\_\_\_

(Initials of Authorized Representative)

**7. Clean Air Act and Federal Water Pollution Control Act:**

Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act (33 USC 1251-1387), as amended –Contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 USC 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

When required, Vendor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

Does vendor agree? \_\_\_\_\_

(Initials of Authorized Representative)

**8. Debarment and Suspension:**

Debarment and Suspension (Executive Orders 12549 and 12689) – A contract award (see 2 CFR 180.220) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3CFR Part 1989 Comp. p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Vendor certifies that Vendor is not currently listed on the government-wide exclusions in SAM, is not debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor further agrees to immediately notify the Cooperative and all participating agencies with pending purchases or seeking to purchase from Vendor if Vendor is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Does vendor agree? \_\_\_\_\_

(Initials of Authorized Representative)

**9. Byrd Anti-Lobbying Amendment:**

Byrd Anti-Lobbying Amendment (31 USC 1352) -- Vendors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 USC 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award. As applicable, Vendor agrees to file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 USC 1352).

Does vendor agree? \_\_\_\_\_

(Initials of Authorized Representative)

**10. Procurement of Recovered Materials:**

For participating agency purchases utilizing Federal funds, Vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery,

and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

Does vendor agree? \_\_\_\_\_

(Initials of Authorized Representative)

#### **11. Profit as a Separate Element of Price:**

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See, 2 CFR 200.323(b). When required by a participating agency, Vendor agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Vendor agrees that the total price, including profit, charged by Vendor to the participating agency shall not exceed the awarded pricing, including any applicable discount, under Vendor's Cooperative Contract.

Does vendor agree? \_\_\_\_\_

(Initials of Authorized Representative)

#### **12. Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment**

Vendor agrees that recipients and subrecipients are prohibited from obligating or expending loan or grant funds to procure or obtain, extend or renew a contract to procure or obtain, or enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system from companies described in Public Law 115-232, section 889. Telecommunications or video surveillance equipment or services produced or provided by an entity that the Secretary of Defense, in consultation with the Director of the National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country are also prohibited.

Does vendor agree? \_\_\_\_\_

(Initials of Authorized Representative)

#### **13. General Compliance and Cooperation with Participating Agencies:**

In addition to the foregoing specific requirements, Vendor agrees, in accepting any Purchase Order from a participating agency, it shall make a good faith effort to work with participating agencies to provide such information and to satisfy such requirements as may apply to a particular participating agency purchase or purchases including, but not limited to, applicable recordkeeping and record retention requirements.

Does vendor agree? \_\_\_\_\_

(Initials of Authorized Representative)

#### **14. Applicability to Subcontractors**

Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.

Does vendor agree? \_\_\_\_\_



(Initials of Authorized Representative)

By signature below, I certify that the information in this form is true, complete, and accurate and that I am authorized by my company to make this certification and all consents and agreements contained herein.

National Glazing Solutions, LLC DBA NGS Films and Graphics

Company Name

Signature of Authorized Company Official

James Beale

Printed Name

Chief Executive Officer

Title

12-05-2022

Date

**PROPOSAL FORM 13: GENERAL TERMS AND CONDITIONS ACCEPTANCE FORM**

*Signature on the Vendor Contract Signature form certifies complete acceptance of the General Terms and Conditions in this solicitation, except as noted below (additional pages may be attached, if necessary).*

**Check one of the following responses to the General Terms and Conditions:**

☒ We take no exceptions/deviations to the general terms and conditions

*(Note: If none are listed below, it is understood that no exceptions/deviations are taken.)*

☐ We take the following exceptions/deviations to the general terms and conditions. All exceptions/deviations must be clearly explained. Reference the corresponding general terms and conditions that you are taking exceptions/deviations to. Clearly state if you are adding additions terms and conditions to the general terms and conditions. Provide details on your exceptions/deviations below:

*(Note: Unacceptable exceptions shall remove your proposal from consideration for award. Region 10 ESC shall be the sole judge on the acceptance of exceptions/deviations and the decision shall be final.)*

## PROPOSAL FORM 14: EQUALIS GROUP ADMINISTRATION AGREEMENT

### Requirements for Master Agreement To be administered by Equalis Group

**Attachment A, Equalis Group Administrative Agreement** is used in administering Master Agreements with Region 10 and is preferred by Equalis Group. Redlined copies of this agreement should not be submitted with the response. Should a respondent be recommended for award, this agreement will be negotiated and executed between Equalis Group and the respondent. **Respondents must select one of the following options for submitting their response.**

- ☒ Respondent agrees to all terms and conditions outlined in each of the Administration Agreement.
- ☐ Respondent wishes to negotiate directly with Equalis Group on terms and conditions outlined in the Administration Agreement. Negotiations will commence after sealed Proposals are opened and Region 10 has determined the respondent met all requirements in their response and may be eligible for award.

**PROPOSAL FORM 15: OPEN RECORDS POLICY ACKNOWLEDGEMENT AND ACCEPTANCE**  
**OPEN RECORDS POLICY ACKNOWLEDGMENT AND ACCEPTANCE**

Be advised that all information and documents submitted will be subject to the Public Information Act requirements governed by Chapter 552 of the Texas Government Code.

Because contracts are awarded by a Texas governmental entity, all responses submitted are subject to release as public information after contracts are executed. If a Respondent believes that its response, or parts of its response, may be exempted from disclosure to the public, the Respondent must specify page-by-page and line-by-line the parts of the response, which it believes, are exempted from disclosure. In addition, the Respondent must specify which exception(s) are applicable and provide detailed reasons to substantiate the exception(s). Respondent must provide this information on the "Acknowledgement and Acceptance to Region 10 ESC's Public Information Act Policy" form found on the next page of this solicitation. Any information that is unmarked will be considered public information and released, if requested under the Public Information Act.

The determination of whether information is confidential and not subject to disclosure is the duty of the Office of Attorney General (OAG). Region 10 ESC must provide the OAG with the information requested in order for the OAG to render an opinion. In such circumstances, Respondent will be notified in writing that the material has been requested and delivered to the OAG. Respondent will have an opportunity to make arguments to the OAG in writing regarding the exception(s) to the TPIA that permit the information to be withheld from public disclosure. Respondents are advised that such arguments to the OAG must be specific and well-reasoned--vague and general claims to confidentiality by the Respondent are generally not acceptable to the OAG. Once the OAG opinion is received by Region 10 ESC, Region 10 ESC must comply with the opinions of the OAG. Region 10 ESC assumes no responsibility for asserting legal arguments on behalf of any Respondent. Respondents are advised to consult with their legal counsel concerning disclosure issues resulting from this procurement process and to take precautions to safeguard trade secrets and other proprietary information.

After completion of award, these documents will be available for public inspection.

**Signature below certifies complete acceptance of Region 10 ESC's Open Records Policy, except as noted below (additional pages may be attached, if necessary). Check one of the following responses to the Acknowledgment and Acceptance of Region 10 ESC's Open Records Policy below:**

☒ We acknowledge Region 10 ESC's Public Information Act policy and declare that no information submitted with this proposal, or any part of our proposal, is exempt from disclosure under the Public Information Act.

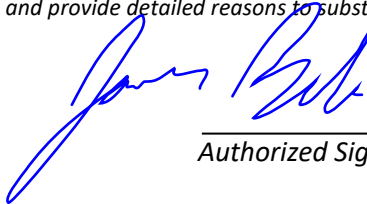
*(Note: All information believed to be a trade secret or proprietary must be listed below. It is further understood that failure to identify such information, in strict accordance with the instructions below, will result in that information being considered public information and released, if requested under the Public Information Act.)*

☐ We declare the following information to be a trade secret or proprietary and exempt from disclosure under the Public Information Act.

*(Note: Respondent must specify page-by-page and line-by-line the parts of the response, which it believes, are exempt. In addition, Respondent must specify which exception(s) are applicable and provide detailed reasons to substantiate the exception(s).)*

12-05-2022

Date




Chief Executive Officer

Authorized Signature & Title

## PROPOSAL FORM 16: VENDOR CONTRACT AND SIGNATURE FORM

The undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing. The undersigned further certifies that he/she is an officer of the company and has authority to negotiate and bind the company named below and has not prepared this proposal in collusion with any other Respondent and that the contents of this proposal as to prices, terms or conditions of said proposal have not been communicated by the undersigned nor by any employee or agent to any person engaged in this type of business prior to the official opening of this proposal.

### VENDORS MUST SUBMIT THIS FORM COMPLETED AND SIGNED WITH THEIR RESPONSE TO BE CONSIDERED

Company name	National Glazing Solutions, LLC DBA NGS Films and Graphics
Address	140 Mountain Brook Dr, Canton, GA 30115
City/State/Zip	(404) 662-3323
Telephone No.	866-966-4256
Fax No.	james@filmsandgraphics.com
Email address	James Beale
Printed name	Chief Executive Officer
Position with company	
Authorized signature	

Term of contract January 1, 2023 to December 31, 2023

Unless otherwise stated, all contracts are for a period of one (1) year with an option to renew annually for an additional four (4) years if agreed to by Region 10 ESC. Vendor shall honor all administrative fees for any sales made based on the contract whether renewed or not.

\_\_\_\_\_  
Region 10 ESC Authorized Agent

\_\_\_\_\_  
Date

\_\_\_\_\_  
Print Name

Equalis Group Contract Number \_\_\_\_\_



Did you sign the vendor contract and signature form? **If not, your Proposal will be rejected**.

Region 10 will negotiate any exceptions and both parties will agree upon which exceptions will be accepted or altered before the Region 10 board votes to accept or reject the proposals.

# CERTIFICATE OF INTERESTED PARTIES

FORM 1295

1 of 1

Complete Nos. 1 - 4 and 6 if there are interested parties.  
Complete Nos. 1, 2, 3, 5, and 6 if there are no interested parties.

## OFFICE USE ONLY CERTIFICATION OF FILING

Certificate Number:  
2022-958950

Date Filed:  
11/28/2022

Date Acknowledged:

1 Name of business entity filing form, and the city, state and country of the business entity's place of business.

National Glazing Solutions, LLC  
Canton, TX United States

2 Name of governmental entity or state agency that is a party to the contract for which the form is being filed.

Education Agency, Texas

3 Provide the identification number used by the governmental entity or state agency to track or identify the contract, and provide a description of the services, goods, or other property to be provided under the contract.

§ 2252.908; 1 T.A.C. §§ 46.1(b)  
BREACH-RESISTANT WINDOW PRODUCTS

4	Name of Interested Party	City, State, Country (place of business)	Nature of interest (check applicable)	
			Controlling	Intermediary
	National Glazing Solutions, LLC	Canton, GA United States	X	

5 Check only if there is NO Interested Party. ☐

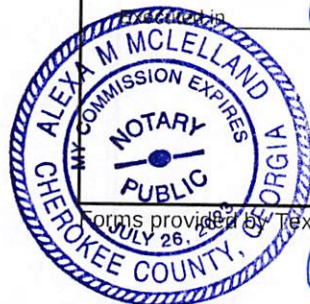
### 6 UNSWORN DECLARATION

My name is James Beale, and my date of birth is 01/23/1974.

My address is 332 Chaffin Road (personal address), Roswell, GA, 30075, USA.  
business address: 140 mountain brook Drive, Canton GA 30115  
(street) (city) (state) (zip code) (country)

I declare under penalty of perjury that the foregoing is true and correct.

Cherokee County County, State of Georgia, on the 6 day of December, 2022  
(month) (year)



Notary:

Alex M. Mclelland  
exp 7/26/2023

James Beale  
Signature of authorized agent of contracting business entity  
(Declarant)

www.ethics.state.tx.us

Version V3.5.1.eb87ef42



# **REQUEST FOR PROPOSAL #R10-1146 FOR: BREACH-RESISTANT WINDOW PRODUCTS**

November 15, 2022

## **Section Three:**

Part A – Vendor Contract and Signature Form

Attachment A – Equalis Group Administrative Agreement

Attachment C – State Notices



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## SECTION THREE: PART A – VENDOR CONTRACT AND GENERAL TERMS AND CONDITIONS

### VENDOR CONTRACT AND SIGNATURE FORM

*This Vendor Contract and Signature Form (“Contract”) is made as of January 1, 2023, by and between — National Glazing Solutions, LLC DBA NGS Films and Graphics and Region 10 Education Service Center (“Region 10 ESC”) for the purchase of Breach-Resistant Window Products (“the products and services”).*

#### RECITALS

WHEREAS, both parties agree and understand that the following pages will constitute the contract between the successful vendor(s) and Region 10 ESC, having its principal place of business at **Education Service Center, Region 10, 400 E Spring Valley Rd, Richardson, TX 75081**

WHEREAS, Vendor agrees to include, in writing, any required exceptions or deviations from these terms, conditions, and specifications; and it is further understood that if agreed to by Region 10 ESC, said exceptions or deviations will be incorporated into the final contract “Vendor Contract.”

WHEREAS, this contract consists of the provisions set forth below, including provisions of all attachments referenced herein. In the event of a conflict between the provisions set forth below and those contained in any attachment, the provisions set forth below shall control.

WHEREAS, the Vendor Contract will provide that any state, county, special district, local government, school district, private K-12 school, technical or vocational school, higher education institution (including community colleges, colleges and universities, both public and private), other government agencies or non-profit organization may purchase products and services at prices indicated in the Vendor Contract upon registering and becoming a Member with Region 10 ESC; and it being further understood that Region 10 ESC shall act as the Lead Public Agency with respect to all such purchase agreements.

WHEREAS, Equalis Group has the administrative and legal capacity to administer purchases on behalf of Region 10 ESC under the Vendor Contract with participating public agencies and entities, as permitted by applicable law.

### 1. ARTICLE 1 – GENERAL TERMS AND CONDITIONS

- 1.1 Equalis Group shall be afforded all of the rights, privileges and indemnifications afforded to Region 10 ESC under the Vendor Contract, and such rights, privileges and indemnifications shall accrue and apply with equal effect to Equalis Group, including, without limitation, Vendor’s obligation to provide insurance and other indemnifications to Lead Public Agency.
- 1.2 Awarded vendor shall perform all duties, responsibilities and obligations, set forth in this agreement, and required under the Vendor Contract.
- 1.3 Equalis Group shall perform its duties, responsibilities and obligations as administrator of purchases, set forth in this agreement, and required under the Vendor Contract.

- 1.4 **Customer Support:** The vendor shall provide timely and accurate technical advice and sales support to Region 10 ESC staff, Equalis Group staff and participating agencies. The vendor shall respond to such requests within one (1) working day after receipt of the request.

## 2. ARTICLE 2 – ANTICIPATED TERM OF AGREEMENT

- 2.1 **Term:** The term of the Contract shall commence upon award and shall remain in effect for a period of one (1) year, unless terminated, canceled or extended as otherwise provided herein. The Contractor agrees that Region 10 ESC shall have the right, at its sole option, to renew the Contract for four (4) additional one-year periods or portions thereof. In the event that Region 10 ESC exercises such rights, all terms, conditions and provisions of the original Contract shall remain the same and apply during the renewal period with the possible exception of price and minor scope additions and/or deletions.
- 2.2 **Automatic Renewal:** Renewal will take place automatically for one (1) year unless Region 10 ESC gives written notice to the awarded supplier at least ninety (90) days prior to the expiration.

## 3. ARTICLE 3 – REPRESENTATIONS AND COVENANTS

- 3.1 **Scope:** This contract is based on the need to provide the economic benefits of volume purchasing and reduction in administrative costs through cooperative purchasing to schools and other Members.
- 3.2 **Compliance:** Cooperative Purchasing Agreements between Equalis Group and its Members have been established under state procurement law.
- 3.3 **Respondent's promise:** Respondent agrees all prices, terms, warranties, and benefits granted by Respondent to Members through this contract are comparable to or better than the equivalent terms offered by Respondent to any present customer meeting the same qualifications or requirements.

## 4. ARTICLE 4 – FORMATION OF CONTRACT

- 4.1 **Respondent contract documents:** Region 10 ESC will review proposed Respondent contract documents. Vendor's contract document shall not become part of Region 10 ESC's contract with vendor unless and until an authorized representative of Region 10 ESC reviews and approves it.
- 4.2 **Form of contract:** The form of contract for this solicitation shall be the Request for Proposal, the awarded proposal(s) to the lowest responsible Respondent(s), and properly issued and reviewed purchase orders referencing the requirements of the Request for Proposal. If a firm submitting a proposal requires Region 10 ESC and/or Member to sign an additional agreement, a copy of the proposed agreement must be included with the proposal.
- 4.3 **Entire Agreement (Parol evidence):** The contract, as specified above, represents the final written expression of agreement. All agreements are contained herein and no other agreements or representations that materially alter it are acceptable.
- 4.4 **Assignment of Contract:** No assignment of contract may be made without the prior written approval of Region 10 ESC. Purchase orders and payment can only be made to awarded vendor unless otherwise approved by Region 10 ESC. Awarded vendor is required to notify Region 10 ESC when any material change in operations is made that may adversely affect Members (i.e. awarded vendor bankruptcy, change of ownership, merger, etc.).
- 4.5 **Contract Alterations:** No alterations to the terms of this contract shall be valid or binding unless authorized and signed with a "wet signature" by a Region 10 ESC staff member.
- 4.6 **Order of precedence:** In the event of a conflict in the provisions of the contract as accepted by Region 10 ESC, the following order of precedence shall prevail:

- General terms and conditions
- Specifications and scope of work
- Attachments and exhibits
- Documents referenced or included in the solicitation

4.7 **Supplemental Agreements:** The entity participating in the Region 10 ESC contract and awarded vendor may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this contract i.e. invoice requirements, ordering requirements, specialized delivery, etc. Any supplemental agreement developed as a result of this contract is exclusively between the participating entity and awarded vendor. Neither Region 10 ESC, Equalis Group, its agents, Members and employees shall be made party to any claim for breach of such agreement.

## 5. ARTICLE 5 – TERMINATION OF CONTRACT

5.1 **Cancellation for non-performance or contractor deficiency:** Region 10 ESC may terminate any contract if Members have not used the contract, or if purchase volume is determined to be low volume in any 12-month period. Region 10 ESC reserves the right to cancel the whole or any part of this contract due to failure by contractor to carry out any obligation, term or condition of the contract. Region 10 ESC may issue a written deficiency notice to contractor for acting or failing to act in any of the following:

- i. Providing material that does not meet the specifications of the contract;
- ii. Providing work and/or material that was not awarded under the contract;
- iii. Failing to adequately perform the services set forth in the scope of work and specifications;
- iv. Failing to complete required work or furnish required materials within a reasonable amount of time;
- v. Failing to make progress in performance of the contract and/or giving Region 10 ESC reason to believe that contractor will not or cannot perform the requirements of the contract; and/or
- vi. Performing work or providing services under the contract prior to receiving a Region 10 ESC reviewed purchase order for such work.

Upon receipt of a written deficiency notice, contractor shall have ten (10) days to provide a satisfactory response to Region 10 ESC. Failure to adequately address all issues of concern may result in contract cancellation. Upon cancellation under this paragraph, all goods, materials, work, documents, data and reports prepared by contractor under the contract shall become the property of the Member on demand.

5.2 **Termination for cause:** If, for any reason, the Vendor fails to fulfill its obligation in a timely manner, or if the vendor violates any of the covenants, agreements, or stipulations of this contract, Region 10 ESC reserves the right to terminate the contract immediately and pursue all other applicable remedies afforded by law. Such termination shall be effective by delivery of notice, to the vendor, specifying the effective date of termination. In such event, all documents, data, studies, surveys, drawings, maps, models and reports prepared by vendor for this solicitation may become the property of the participating agency or entity. If such event does occur then vendor will be entitled to receive just and equitable compensation for the satisfactory work completed on such documents.

5.3 **Delivery/Service failures:** Failure to deliver goods or services within the time specified or within a reasonable time period as interpreted by the purchasing agent, or failure to make replacements or

corrections of rejected articles/services when so requested shall constitute grounds for the contract to be terminated. In the event that the participating agency or entity must purchase in an open market, contractor agrees to reimburse the participating agency or entity, within a reasonable time period, for all expenses incurred.

- 5.4 **Force Majeure**: If by reason of Force Majeure, either party hereto shall be rendered unable wholly or in part to carry out its obligations under this Agreement then such party shall give notice and full particulars of Force Majeure in writing to the other party within a reasonable time after occurrence of the event or cause relied upon, and the obligation of the party giving such notice, so far as it is affected by such Force Majeure, shall be suspended during the continuance of the inability then claimed, except as hereinafter provided, but for no longer period, and such party shall endeavor to remove or overcome such inability with all reasonable dispatch.

The term Force Majeure as employed herein, shall mean acts of God, strikes, lockouts, or other industrial disturbances, act of public enemy, orders of any kind of government of the United States or the State of Texas or any civil or military authority; insurrections; riots; epidemics; landslides; lighting; earthquake; fires; hurricanes; storms; floods; washouts; droughts; arrests; restraint of government and people; civil disturbances; explosions, breakage or accidents to machinery, pipelines or canals, or other causes not reasonably within the control of the party claiming such inability. It is understood and agreed that the settlement of strikes and lockouts shall be entirely within the discretion of the party having the difficulty, and that the above requirement that any Force Majeure shall be remedied with all reasonable dispatch shall not require the settlement of strikes and lockouts by acceding to the demands of the opposing party or parties when such settlement is unfavorable in the judgment of the party having the difficulty

- 5.5 **Standard Cancellation**: Either party may cancel this contract in whole or in part by providing written notice. The cancellation will take effect 90 business days after the other party receives the notice of cancellation. After the 90th business day all work will cease following completion of final purchase order. Region 10 ESC reserves the right to request additional items not already on contract at any time.

## 6. ARTICLE 6 – LICENSES

- 6.1 **Duty to keep current license**: Vendor shall maintain in current status all federal, state and local licenses, bonds and permits required for the operation of the business conducted by vendor. Vendor shall remain fully informed of and in compliance with all ordinances and regulations pertaining to the lawful provision of services under the contract. Region 10 ESC reserves the right to stop work and/or cancel the contract of any vendor whose license(s) expire, lapse, are suspended or terminated.
- 6.2 **Suspension or Debarment**: Respondent shall provide a letter in the proposal notifying Region 10 ESC of any debarment, suspension or other lawful action taken against them by any federal, state, or local government within the last five (5) years that precludes Respondent or its employees from participating in any public procurement activity. The letter shall state the duration of the suspension or action taken, the relevant circumstances and the name of the agency imposing the suspension. Failure to supply or disclose this information may be grounds for cancellation of contract.
- 6.3 **Survival Clause**: All applicable software license agreements, warranties or service agreements that were entered into between Vendor and Customer/participating Member under the terms and conditions of the Contract shall survive the expiration or termination of the Contract. All Purchase Orders issued and accepted by Order Fulfiler shall survive expiration or termination of the Contract.

## 7. ARTICLE 7 – DELIVERY PROVISIONS

- 7.1 **Delivery:** Vendor shall deliver said materials purchased on this contract to the participating Member issuing a Purchase Order. Conforming product shall be shipped within 7 days of receipt of Purchase Order. If delivery is not or cannot be made within the time specified by the Purchase Order the vendor must receive authorization from the purchasing agency for the delayed delivery. At this point the participating entity may cancel the order if estimated shipping time is not acceptable.
- 7.2 **Inspection & Acceptance:** If defective or incorrect material is delivered, purchasing agency may make the determination to return the material to the vendor at no cost to the purchasing agency. The vendor agrees to pay all shipping costs for the return shipment. Vendor shall be responsible for arranging the return of the defective or incorrect material.
- 7.3 **Responsibility for supplies tendered:** Vendor shall be responsible for the materials or supplies covered by this contract until they are delivered to the designated delivery point.
- 7.4 **Shipping Instructions:** Unless otherwise specified, each case, crate, barrel, package, etc, delivered under this contract must be plainly labeled, securely tagged, stating Vendor's name, purchase order number, quantity contained therein, and delivery address as indicated in the order. Deliveries must be made within the hours of 8:00 am – 4:00 pm. Deliveries at any other time (including Saturdays, Sundays and holidays) will not be accepted unless arrangements have been made in advance with the receiver at the delivery point. Vendor understands that it is their responsibility to ensure compliance with the delivery instructions outlined in this agreement.
- 7.5 **Additional charges:** Unless bought on F.O.B. "shipping point" and Vendor prepays transportation, no delivery charges shall be added to invoices except when express delivery is authorized and substituted on orders for the method specified in the contract. In such cases, the difference between freight or mail and express charges may be added to the invoice.
- 7.6 **Buyer's delays:** Region 10 ESC will not be responsible for any late fees due the prime contractor by the participating Member. The prime contractor will negotiate with the participating agency for the recovery of damages related to expenses incurred by the vendor for a delay for which the Member is responsible, which is unreasonable, and which was not within the contemplation of the parties to the contract between the two parties.

## 8. ARTICLE 8 – BILLING AND REPORTING

- 8.1 **Payments:** The participating entity using the contract will make payments directly to the awarded vendor. Payment shall be made after satisfactory performance, in accordance with all provisions thereof, and upon receipt of a properly completed invoice.
- 8.2 **Tax Exempt Status:** Since this is a national contract, knowing the tax laws in each state is the sole responsibility of the Vendor.

## 9. ARTICLE 9 – PRICING

- 9.1 **Market competitive guarantee:** Vendor agrees to provide market competitive pricing, based on the value offered upon award, to Region 10 ESC and its participating public agencies throughout the duration of the contract.
- 9.2 **Price increase:** Should it become necessary or proper during the term of this contract to make any change in design or any alterations that will increase expense, Region 10 ESC must be notified immediately. Price increases must be approved by Lead Agency and no payment for additional materials or services, beyond the amount stipulated in the contract, shall be paid without prior approval. All price increases must be supported by manufacture documentation, or a formal cost justification letter.

Vendor must honor previous prices for thirty (30) days after approval and written notification from Region 10 ESC if requested.

It is Vendor's responsibility to keep all pricing up to date and on file with Region 10 ESC. All price changes must be provided to Region 10 ESC, using the same format as was accepted in the original contract.

- 9.3 **Additional Charges:** All deliveries shall be freight prepaid, F.O.B. destination and shall be included in all pricing offered unless otherwise clearly stated in writing.
- 9.4 **Price reduction and adjustment:** Price reduction may be offered at any time during contract and shall become effective upon notice of acceptance from Region 10 ESC. Special, time-limited reductions are permissible under the following conditions: 1) reduction is available to all Members equally; 2) reduction is for a specific time period, normally not less than thirty (30) days; 3) original price is not exceeded after the time-limit; and 4) Region 10 ESC has approved the new prices prior to any offer of the prices to a Member. Vendor shall offer Region 10 ESC any published price reduction during the contract period.
- 9.5 **Prevailing Wage:** It shall be the responsibility of the Vendor to comply, when applicable, with the prevailing wage legislation in effect in the jurisdiction of the purchaser (Region 10 ESC or its Participating Members). It shall further be the responsibility of the Vendor to monitor the prevailing wage rates as established by the appropriate Department of Labor for any increase in rates during the term of this contract and adjust wage rates accordingly.
- 9.6 **Administrative Fees:** The Vendor agrees to pay administrative fees to Equalis Group based on the terms set in the Equalis Group Administration Agreement. All pricing submitted to Region 10 shall include the administrative fee to be remitted to Equalis Group by the awarded vendor.
- 9.7 **Price Calculation:** Cost plus a percentage as a primary mechanism to calculate pricing is not allowed. Pricing may either be in the form of line item pricing, defined as a specific individual price on a product or service, or a percentage discount from a verifiable catalog or price list. Other discounts or incentives may be offered.

## 10. ARTICLE 10 – PRICING AUDIT

- 10.1 **Audit rights:** Vendor shall, at Vendor's sole expense, maintain appropriate due diligence of all purchases made by Region 10 ESC and any participating entity that accesses this Agreement. Equalis Group and Region 10 ESC each reserve the right to audit the accounting for a period of three (3) years from the time such purchases are made. This audit right shall survive termination of this Agreement for a period of one (1) year from the effective date of termination. In the State of New Jersey, this audit right shall survive termination of this Agreement for a period of five (5) years from the date of final payment. Such records shall be made available to the New Jersey Office of the State Comptroller upon request. Region 10 ESC shall have the authority to conduct random audits of Vendor's pricing that is offered to eligible entities at Region 10 ESC's sole cost and expense. Notwithstanding the foregoing, in the event that Region 10 ESC is made aware of any pricing being offered to eligible agencies that is materially inconsistent with the pricing under this agreement, Region 10 ESC shall have the ability to conduct an extensive audit of Vendor's pricing at Vendor's sole cost and expense. Region 10 ESC may conduct the audit internally or may engage a third-party auditing firm. In the event of an audit, the requested materials shall be provided in the format and at the location designated by Region 10 ESC or Equalis Group.

## 11. ARTICLE 11 – PROPOSER PRODUCT LINE REQUIREMENTS

- 11.1 **Current products**: Proposals shall be for materials and equipment in current production and marketed to the general public and education/government agencies at the time the proposal is submitted.
- 11.2 **Discontinued products**: If a product or model is discontinued by the manufacturer, Vendor may substitute a new product or model if the replacement product meets or exceeds the specifications and performance of the discontinued model and if the discount is the same or greater than the discontinued model.
- 11.3 **New products/Services**: New products and/or services that meet the scope of work may be added to the contract. Pricing shall be equivalent to the percentage discount for other products. Vendor may replace or add product lines to an existing contract if the line is replacing or supplementing products on contract, is equal or superior to the original products offered, is discounted in a similar or to a greater degree, and if the products meet the requirements of the solicitation. No products and/or services may be added to avoid competitive procurement requirements. Region 10 ESC may require additions to be submitted with documentation from Participating Members demonstrating an interest in, or a potential requirement for, the new product or service. Region 10 ESC may reject any additions without cause.
- 11.4 **Options**: Optional equipment for products under contract may be added to the contract at the time they become available under the following conditions: 1) the option is priced at a discount similar to other options; 2) the option is an enhancement to the unit that improves performance or reliability.
- 11.5 **Product line**: Vendors with a published catalog may submit the entire catalog. Region 10 ESC reserves the right to select products within the catalog for award without having to award all contents. Region 10 ESC may reject any addition of equipment options without cause.
- 11.6 **Warranty conditions**: All supplies, equipment and services shall include manufacturer's minimum standard warranty and one (1) year labor warranty unless otherwise agreed to in writing.
- 11.7 **Buy American requirement**: Vendors may only use unmanufactured construction material mined or produced in the United States, as required by the Buy American Act. Where trade agreements apply, to the extent permitted by applicable law, then unmanufactured construction material mined or produced in a designated country may also be used. Vendors are required to check state specific requirements to ensure compliance with this requirement.

## 12. ARTICLE 12 – SITE REQUIREMENTS

- 12.1 **Cleanup**: Vendor shall clean up and remove all debris and rubbish resulting from their work as required or directed by Member. Upon completion of the work, the premises shall be left in good repair and an orderly, neat, clean and unobstructed condition conducive to the Member's business purpose.
- 12.2 **Site Preparation**: Vendor shall not begin a project for which Participating Member has not prepared the site, unless Vendor does the preparation work at no cost, or until Participating Member includes the cost of site preparation in a purchase order to the contractor. Site preparation includes, but is not limited to moving furniture, moving equipment or obstructions to the work area, installation of wiring for networks or any other necessary pre-installation requirements.
- 12.3 **Registered sex offender restrictions**: For work to be performed at schools, Vendor agrees that no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are or are reasonably expected to be present. Vendor agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the Participating Member's discretion. Vendor must identify



any additional costs associated with compliance of this term. If no costs are specified, compliance with this term will be provided at no additional charge. Vendor is also responsible for ensuring that their employees or contractors who have direct contact with students are properly fingerprinted and background checked in accordance with local state law, if applicable.

- 12.4 **Safety measures:** Vendor shall take all reasonable precautions for the safety of employees on the worksite and shall erect and properly maintain all necessary safeguards for protection of workers and the public. Vendor shall post warning signs against all hazards created by its operation and work in progress. Proper precautions shall be taken pursuant to state law and standard practices to protect workers, general public and existing structures from injury or damage.
- 12.5 **Smoking/Tobacco:** Persons working under the contract shall adhere to local tobacco and smoking (including e-cigarettes/vaping) policies. Smoking will only be permitted in posted areas or off premises.
- 12.6 **Stored materials:** Upon prior written agreement between the vendor and Member, payment may be made for materials not incorporated in the work but delivered and suitably stored at the site or some other location, for installation at a later date. An inventory of the stored materials must be provided to Participating Member with the application for payment seeking compensation for stored materials. Such materials must be stored and protected in a secure location and be insured for their full value by the vendor against loss and damage. Vendor agrees to provide proof of coverage and/or addition of Participating Member as an additional insured upon Participating Member's request. Additionally, if stored offsite, the materials must also be clearly identified as property of buying Participating Member and be separated from other materials. Participating Member must be allowed reasonable opportunity to inspect and take inventory of stored materials, on or offsite, as necessary.
- Until final acceptance by the Participating Member, it shall be the Vendor's responsibility to protect all materials and equipment. Vendor warrants and guarantees that title for all work, materials and equipment shall pass to the Member upon final acceptance.
- 12.7 **Maintenance Facilities and Support:** It is preferred that each contractor should have maintenance facilities and a support system available for servicing and repair of product and/or equipment. If a third party is to be used to provide maintenance and support to the participating Member, Respondent must notify Region 10 ESC of that third party information. All technicians, applicators, installers shall be fully certified, trained and licensed to perform said duties.

### 13. ARTICLE 13 – MISCELLANEOUS

- 13.1 **Funding Out Clause:** Any/all contracts exceeding one (1) year shall include a standard "funding out" clause. A contract for the acquisition, including lease, of real or personal property is a commitment of the entity's current revenue only, provided the contract contains either or both of the following provisions:
- "Retains to the entity the continuing right to terminate the contract at the expiration of each budget period during the term of the contract and is conditioned on a best efforts attempt by the entity to obtain appropriate funds for payment of the contract in the subsequent fiscal year."
- 13.2 **Disclosures:** Vendor affirms that he/she has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor or service to a public servant in connection with this contract.
- 13.2.1 Vendor has a continuing duty to disclose a complete description of any and all relationships that might be considered a conflict of interest in doing business with Members in Equalis Group.

- 13.2.2 Vendor affirms that, to the best of his/her knowledge, the offer was arrived at independently, and was submitted without collusion with anyone to obtain information or gain any favoritism that would in any way limit competition or give an unfair advantage over other vendors in the award of this contract.
- 13.3 **Indemnity**: Vendor shall protect, indemnify, and hold harmless both Region 10 ESC and Equalis Group and its Members, administrators, employees and agents against all claims, damages, losses and expenses arising out of or resulting from the actions of Vendor, Vendor employees or Vendor subcontractors in the preparation of the solicitation and the later execution of the contract, including any supplemental agreements with Members. Any litigation involving either Region 10 ESC or Equalis Group, its administrators and employees and agents shall be in a court of competent jurisdiction in Dallas County, Texas. Texas law shall apply to any such suit, without giving effect to its choice of laws provisions. Any litigation involving Equalis Group participating Members shall be in the jurisdiction of the participating agency.
- 13.4 **Franchise Tax**: Vendor hereby certifies that he/she is not currently delinquent in the payment of any required franchise taxes, and shall remain current on any such franchise taxes throughout the term of this contract.
- 13.5 **Marketing**: Vendor agrees to allow Region 10 ESC and Equalis Group to use their name and logo within website, marketing materials and advertisement. Any use of the Region 10 ESC or Equalis Group name and logo or any form of publicity, inclusive of press releases, regarding this contract by Vendor must have prior approval from Region 10 ESC.
- 13.6 **Insurance**: Unless otherwise modified elsewhere in this document, prior to commencing services under this contract for a participating Member, contractor shall procure, provide and maintain during the life of this agreement comprehensive public liability insurance to include course of construction insurance and automobile liability, providing limits of not less than \$1,000,000.00 per occurrence. The insurance form will be an "all risk" type of policy with standard exclusions. Coverage will include temporary structures, scaffolding, temporary office trailers, materials, and equipment. Contractor shall pay for the deductibles required by the insurance provided under this agreement.
- 13.6.1 Certificates of insurance shall be delivered to the Member prior to commencement of work. The insurance company shall be licensed to do business and write the appropriate lines of insurance in the applicable state in which work is being conducted. Vendor shall give the participating entity a minimum of ten (10) days' notice prior to any modifications or cancellation of policies. Vendor shall require all subcontractors performing any work to maintain coverage as specified.
- 13.6.2 Prior to commencing any work under this contract, any subcontractor shall also procure, provide, and maintain, at its own expense until final acceptance of the work performed, insurance coverage in a form acceptable to the prime contractor. All subcontractors shall provide worker's compensation insurance which waives all subrogation rights against the prime contractor and Member.
- 13.7 **Subcontracts/Sub Contractors**: If Vendor serves as prime contractor, it shall not enter into any subcontract subject to this solicitation without prior approval from Region 10 ESC. Any/all subcontractors shall abide by the terms and conditions of this contract and the solicitation.
- 13.7.1 No subcontract relationships shall be entered into with a party not licensed to do business in the jurisdiction in which the work will be performed. Contractor must use subcontractors openly, include such arrangements in the proposal, and certify upon request that such use

complies with the rules associated with the procurement codes and statutes in the state in which the contractor is conducting business.

13.7.2 Contractor agrees to pay subcontractors in a timely manner. Failure to pay subcontractors for work faithfully performed and properly invoiced may result in suspension or termination of this contract. Prior to participating Member's release of final retained amounts, Contractor shall produce verified statements from all subcontractors and material suppliers that those entities have been paid in full amounts due and owing to them.

13.8 **Legal Obligations**: It is the Respondent's responsibility to be aware of and comply with all local, state, and federal laws governing the sale of products/services identified in this RFP and any awarded contract and shall comply with all while fulfilling the RFP. Applicable laws and regulation must be followed even if not specifically identified herein.

13.9 **Boycott Certification**: Respondents hereby certify that during the term of any Agreement, it does not boycott Israel and will not boycott Israel. "Boycott" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made for ordinary business purposes.

[Signatures follow on Signature Form]

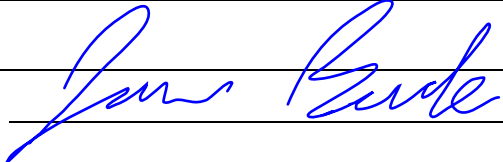
## 14. CONTRACT SIGNATURE FORM

**Please note:** A copy of the Contract Signature Form has been provided in Section 2; Proposal Submission and Required Forms

The undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing. The undersigned further certifies that he/she is an officer of the company and has authority to negotiate and bind the company named below and has not prepared this proposal in collusion with any other Respondent and that the contents of this proposal as to prices, terms or conditions of said proposal have not been communicated by the undersigned nor by any employee or agent to any person engaged in this type of business prior to the official opening of this proposal.

### **VENDORS MUST SUBMIT THIS FORM AS PROVIDED IN SECTION 2 COMPLETED AND SIGNED WITH THEIR RESPONSE TO BE CONSIDERED**

Prices are guaranteed: **120 days**

Company name	National Glazing Solutions, LLC DBA NGS Films and Graphics
Address	140 Mountain Brook Dr, Canton, GA 30115
City/State/Zip	(866)-925-2083
Telephone No.	866-966-4256
Fax No.	james@filmsandgraphics.com
Email address	James Beale
Printed name	Chief Executive Officer
Position with company	
Authorized signature	

**Term of contract** \_\_\_\_\_ **to** \_\_\_\_\_

Unless otherwise stated, all contracts are for a period of one (1) year with an option to renew annually for an additional four (4) years if agreed to by Region 10 ESC. Vendor shall honor all administrative fees for any sales made based on the contract whether renewed or not.

\_\_\_\_\_  
Region 10 ESC Authorized Agent

\_\_\_\_\_  
Date

\_\_\_\_\_  
Print Name

**Equalis Group Contract Number** \_\_\_\_\_

# ATTACHMENT A – EQUALIS GROUP ADMINISTRATIVE AGREEMENT

**NOTE:** This agreement is provided as a model agreement which winning supplier will enter into upon award with Equalis Group. Respondents are asked not to respond with redlines for this model contract. Respondent should complete the Equalis Group Administration Agreement Declaration form found in section two of the Proposal Submission and Required Forms document. In this form, the respondent will need to indicate acceptance of these terms, or if they wish to negotiate.

THIS ADMINISTRATION AGREEMENT (this "**Agreement**"), effective as of **Month Day, Year** (the "**Effective Date**"), is entered into by and between **Winning Supplier**, ("**Winning Supplier**") and Equalis Group LLC, a Delaware limited liability company with its principal place of business at 5550 Granite Parkway, Suite 298, Plano, Texas 75024 ("**Equalis**"). Throughout this Agreement, Winning Supplier and Equalis are referred to interchangeably as in the singular "**Party**" or in the plural "**Parties**."

## SECTION 1. RECITALS

- A.** Education Service Center, Region 10 ("**Region 10**") serves as a lead public agency (a "**Lead Public Agency**") for Equalis Group ("**Equalis Group**"), a national cooperative purchasing organization, by publicly procuring master group purchasing agreements for products and services to be made available to Equalis Group members ("**Equalis Group Member**" or "**Member**").
- B.** Region 10 issued request for proposal ("**RFP**") **#Number** on behalf of Region 10 and Equalis Group Members for **definition of products and services solicited in the RFP** ("**Products & Services**") and awarded a contract to Winning Supplier.
- C.** Region 10 and Winning Supplier entered into that certain master group purchasing agreement (the "**Master Agreement**") **#contract number** effective as of **Month Day, Year** to provide Products & Services to Equalis Group Members.
- D.** The Master Agreement and this Agreement, together with all attachments, appendices, and exhibits hereto, constitutes the entire agreement between the Parties.
- E.** Equalis Group serves as the contract administrator of the Master Agreement on behalf of Region 10.
- F.** Equalis actively promotes Master Agreements to current and prospective Equalis Group Members (collectively "**Prospective Participants**") through a range of marketing, prospecting, and sales strategies, including, but not limited to, marketing and sales collateral development, direct mail, web marketing, electronic communications, attendance at events, Winning Supplier sales representative training, and Winning Supplier field sales support (collectively, "**Equalis Services**") as more fully defined in **Appendix B**.
- G.** Any Prospective Participant who purchases Products & Services from Winning Supplier subject to the Master Agreement shall be considered a "**Program Participant**".
- H.** Winning Supplier desires to promote and expand its operations and increase the sales of its Products & Services to public sector, private sector, and non-profit organizations through Equalis Group.

NOW, THEREFORE, in consideration of the mutual promises contained herein, the Parties agree to the following terms and conditions:

## SECTION 2. BUSINESS TERMS

**Defined Terms.** Any capitalized terms contained herein not defined in this Agreement shall have the same meaning as defined in the Master Agreement.

**Appendices.** The appendices attached hereto are made a part of this Agreement (if one, an “**Appendix**” or more, “**Appendices**”).

**Appendix A** defines Winning Supplier’s reporting requirements.

**Appendix B** sets forth the roles and responsibilities of the Parties.

**Appendix C** defines the financial terms between the Parties.

**Terms in Appendices.** In all cases where the terms of this Agreement and any Appendices disagree, the terms in the Appendix shall control.

### **Publicity & Joint Marketing.**

**Publicity.** A Party may only issue press releases or other public announcements with respect to this Agreement with the prior, written consent of the other Party.

**Joint Marketing / Logo & Name Use.** Winning Supplier authorizes Equalis to use Winning Supplier’s trademarks, names, and logos as provided by Winning Supplier to Equalis. Equalis authorizes Winning Supplier to use Equalis’ trademarks, names, and logos as provided by Equalis to Winning Supplier. Each Party’s use of the other Party’s trademarks, names, and logos will be limited to standard communication, including correspondence, newsletters, and website material, and joint marketing efforts, including, but not limited to, utilizing the same on correspondence, collateral, agreements, websites, newsletters, or other marketing materials promoting the Products & Services pursuant to the Master Agreement and this Agreement. Notwithstanding the foregoing, the Parties understand and agree that except as provided herein, neither Party shall have any right, title, or interest in the other Party’s trademarks, names, and logos. Upon termination of this Agreement, each Party shall immediately cease use of the other Party’s trademarks, names, and logos.

## SECTION 3. TERMS & CONDITIONS

**Contract Administration.** Equalis Group shall perform all of its duties, responsibilities and obligations as contract administrator of the Master Agreement on behalf of Region 10, and Supplier hereby acknowledges and agrees that all duties, responsibilities and obligations will be undertaken by Equalis Group solely in its capacity as the contract administrator under the Master Agreement.

**Express Limitation of Equalis Liability.** With respect to any purchases of Products & Services by Region 10 or any Program Participant pursuant to the Master Agreement, Equalis shall not be: (i) construed as a, re-marketer, representative, partner, or agent of any type of the Winning Supplier, Region 10, or any Program Participant; (ii) obligated by, liable for, or in any way responsible for any order of Products & Services made by Region 10 or any Program Participant or any employee thereof under the Master Agreement or for any payment required to be made with respect to such order for Products & Services; and (iii) obligated by, liable for, or in any way responsible for any failure by Region 10 or any Program Participant to comply with procedures or requirements of applicable law or the Master Agreement or to obtain the due authorization and approval necessary to purchase Products & Services under the Master Agreement. Equalis makes no representation or guaranty with respect to any minimum purchases by Region 10 or any Program Participant, whether individually or collectively, or any employee thereof under this Agreement or the Master Agreement. The terms of this section shall survive the termination of this Agreement.

**Indemnification.** Equalis Group shall be afforded all of the rights, privileges and indemnifications afforded to Lead Agency by or from Supplier under the Lead Agency Agreement, and such rights, privileges and indemnifications shall accrue and apply with equal effect to Equalis Group, its agents, employees, directors, and representatives under this Agreement including, but not limited to, the Supplier's obligation to provide appropriate insurance.

**Term & Termination.** The Term of this Agreement is the same as the Term of the Region 10 Master Agreement. This Agreement shall be terminated, if and when the Master Agreement is terminated. Upon termination of the Master Agreement for any reason, Winning Supplier shall continue making Administrative Fee and other payments, as set forth in **Appendix C**, to Equalis that are generated by individual Program Participant's purchase of Products & Services for a period of either i) one (1) year from the date of termination, or ii) through the then current expiration date of the Master Agreement, whichever is shorter, to the extent that Winning Supplier continues to generate revenue from each Program Participant's purchase of Products & Services following the termination of the Master Agreement.

**Audit of Winning Supplier.** Equalis, whether directly or through an independent auditor or accounting firm, shall have the right to perform audits, including inspection of books, records, and computer data relevant to Winning Supplier's provision of Products & Services to Program Participants and payment of Administrative Fees to Equalis, pursuant to the Master Agreement and this Administration Agreement, to ensure that pricing, inventory, quality, process, and business controls are maintained; provided, however, that such inspections and audits will be conducted upon reasonable notice to Winning Supplier and so as not to unreasonably interfere with Winning Supplier's business or operations.

**Notices.** All notices, claims, certificates, requests, demands, and other communications required or permitted hereunder ("**Notice**") must be in writing and will be deemed given to the addresses set forth herein (a) when delivered personally to the recipient, (b) upon delivery by reputable overnight courier service (charges prepaid), or (c) upon delivery or refusal of delivery by certified or registered mail, return receipt requested, and addressed to the intended recipient. The Parties agree that day-to-day business communications, including notification of a change of address or revisions to any Appendix, may be made via electronic communication, including email.

**Addresses for Notices.** This section may be modified at any time by either Party providing the other Party with written Notice, including via email, of a change of address or addition or deletion to the individuals who will be copied on all Notices.

If to **Winning Supplier:**

Name / Title: James Beale, Chief Executive Officer

Street Address: 140 Mountain Brook Dr.

City/St/Zip: Canton, GA 30115

If to **Equalis:**

Equalis Group LLC

Attn: Eric Merkle, SVP

5550 Granite Parkway, Suite 298

Plano, Texas 75024

**Waiver and Modification.** This Agreement may not be amended, changed, modified, or altered without the prior written consent of the parties hereto, and no provision of this Agreement may be discharged or waived,



except by a writing signed by the parties. A waiver of any particular provision will not be deemed a waiver of any other provision, nor will a waiver given on one occasion be deemed to apply to any other occasion.

**Governing Law; Invalidity.** This Agreement shall be construed and enforced in accordance with, and governed by, the laws of the State of Texas without regard to rules of conflict of laws. If any provision of this Agreement is declared unlawful or unenforceable by judicial determination or performance, then the remainder of this Agreement shall continue in force as if the invalidated provision did not exist. Any suits filed by either Party pursuant to this Agreement shall be brought in a court of competent jurisdiction located in Richardson, Dallas County, Texas. In the event either Party initiates a suit and that suit is adjudicated by a court of competent jurisdiction, the prevailing Party shall be entitled to reasonable attorney's fees and costs from the non-prevailing Party in addition to any other relief to which the court determines the prevailing Party is entitled or awarded.

**Assignment.** This Agreement and the rights and obligations hereunder may not be assignable by either Party hereto without the prior written consent of the other Party, which consent shall not be unreasonably withheld, conditioned, or delayed, provided, however, that either Party may assign its respective rights and obligations under this Agreement without the consent of the other Party in the event either Party shall hereafter effect a corporate reorganization, consolidation, merger, merge into, sale to, or a transfer of all or substantially all of its properties or assets to another entity. Subject to the preceding sentence, this Agreement will be binding upon, inure to the benefit of, and be enforceable by the Parties and their respective successors and assigns. Any instrument purporting to make an assignment in violation of this section shall be null and void. This Agreement may be extended to additional entities affiliated with either Party upon the agreement of the other Party. No such extension will relieve the extending Party of its rights and obligations under this Agreement.

**No Third-Party Beneficiaries; Survival of Representations.** This Agreement is made solely for the benefit of the Parties to it, and no other persons will acquire or have any right under or by virtue of this Agreement. Except as otherwise provided herein, all representations, warranties, covenants, and agreements of the Parties shall remain in full force and effect regardless of any termination of this Agreement, in whole or in part.

**Entire Agreement.** The Region 10 Master Agreement and this Agreement, together with all attachments, appendices, and exhibits hereto, constitutes the entire agreement between the Parties with respect to the subject matter hereof and supersedes all prior oral or written representations and agreements with regard to the same subject matter. The Parties acknowledge that this Agreement has been negotiated and incorporates their collective agreement as to the provisions to be contained herein. Therefore, no presumption will arise giving benefit of interpretation by virtue of authorship of any provision of this Agreement, and any ambiguity may not be construed for or against any Party.

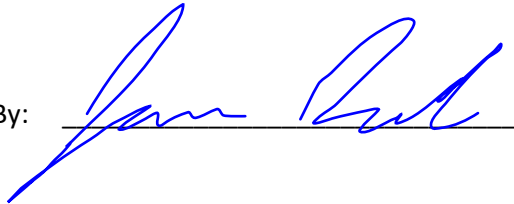
**Execution in Counterparts.** This Agreement may be executed in one or more counterparts, each of which will be deemed an original. For purposes of this Agreement, a facsimile, scanned, or electronic signature will be deemed an original signature.

**Titles, Headings & Recitals.** The Preamble to this Agreement is hereby incorporated herein and made part of this Agreement. The Recitals stated within this Agreement are deemed to be a part of this Agreement. The titles and headings of the sections and paragraphs of this Agreement are inserted for convenience only and shall not constitute a part hereof or affect in any way the meaning or interpretation of this Agreement.

(Signature page to follow)

IN WITNESS WHEREOF, the Parties hereto have caused this Agreement to be executed by their duly authorized representatives as of the Effective Date.

**WINNING SUPPLIER**

By: 

Name: James Beale

Title: Chief Executive Officer

Date: 12-05-2022

**EQUALIS GROUP, LLC**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

**APPENDIX A: WINNING SUPPLIER REPORTING REQUIREMENTS**

This Appendix may be modified at any time with the mutual written consent of the Parties, including via email. Winning Supplier shall electronically provide Equalis with a detailed line-item monthly report showing the dollar volume of all member Products & Services sales under the contract for the previous month. Reports shall be sent via e-mail to Equalis offices at [Reporting@EqualisGroup.org](mailto:Reporting@EqualisGroup.org). Reports are due on the **fifteenth (15<sup>th</sup>)** day after the end of the previous month. It is the responsibility of Winning Supplier to collect and compile all sales under the Master Agreement from Program Participants and submit one (1) monthly report. Fields below marked as \*required indicate a required field. All other fields are preferred, but not required:

Member Data	Equalis Member ID
	Vendor Customer Number *required (or Equalis Member ID)
	Customer Name *required
	Customer Street Address *required
	Customer City *required
	Customer Zip Code *required
	Customer State *required
Distributor	Distributor Name
	Distributor ID
	Distributor Street Address
	Distributor City
	Distributor Zip Code

	Distributor State
Product Data	Product Category level 1
	Product Category level 2 <i>(Where available or applicable)</i>
	Product Category level 3 <i>(Where available or applicable)</i>
	Distributor Product Number
	Manufacturer Product Number
	Product Description
	Product Brand Name
	Product packaging Unit of Measure, multiple levels if necessary
Spend Data	Purchase Unit of Measure
	Purchase Quantity
	Distributor Landed Cost Total \$ (without deviations)
	Distributor Landed Cost Total \$ (with mfr deviations)
	Customer Purchase Total \$ <b>*required</b>
	Admin Fee % <b>*required</b>
	Admin Fee \$ <b>*required</b>

## APPENDIX B: ROLES & RESPONSIBILITIES

This Appendix defines the roles and responsibilities of Equalis and Winning Supplier under this Agreement. This Appendix may be modified at any time with the mutual written consent of the Parties, including via email.

### 1. Equalis Services.

**1.1. Winning Supplier Sales Representative Training.** Equalis will develop, as appropriate and subject to Winning Supplier approval, various sales training materials, sales tools, and marketing collateral to promote the Master Agreement and Winning Supplier's Products & Services. Equalis, as appropriate, will i) conduct periodic sales trainings with Winning Supplier sales representatives assigned to sell Products & Services, ii) provide sales representatives with marketing collateral and sales tools to utilize with sales prospects, with particular focus on the procurement process that led to the establishment of the Master Agreement, the legal ability for sales prospects in any state to purchase Products & Services through the Master Agreement without having to conduct their own bid or RFP process, and the key differentiators in the design of this program with Winning Supplier, and iii) attend at least one Winning Supplier company-wide sales and/or leadership meeting per year.

**1.2. Sales Support.** Equalis will engage in Winning Supplier sales efforts as agreed by the Parties through participating in i) individual sales calls, ii) joint sales calls, iii) communications and customer service, iv) discussions and communication with sales prospects during the sales process to address questions relating to the procurement process, legal authority to purchase through the Master Agreement, and program design, v) trainings for Equalis Members' teams, vi) regular business reviews to monitor Program success, and vii) general contract administration.

**1.3. Marketing.** Equalis will incorporate information about the Products & Services into Equalis Group's website and general collateral materials. Equalis and Winning Supplier will jointly develop and approve marketing materials to promote Products & Services, such as website content, brochures and collateral, talking points, press releases, and correspondence. Equalis will market the Products & Services to Prospective Participants as part of Equalis' ongoing marketing activities through Equalis Group; these marketing efforts may consist of a combination of i) general marketing of all of Equalis Group's master group purchasing agreements, including the Master Agreement and Winning Supplier's Products & Services, ii) marketing of Winning Supplier's Products & Services specifically and/or as part of a package of selected master group purchasing agreements to targeted Prospective Participants, and iii) attending trade shows, conferences, and meetings.

### 2. Winning Supplier Roles & Responsibilities.

As a condition to Winning Supplier entering into the Master Agreement, which is available to all Public Sector Entities, Winning Supplier must make certain representations, warranties, and covenants to Equalis designed to ensure the success of the Master Agreement for all Prospective Participants, sales prospects, and Winning Supplier.

**2.1. Equalis Group Membership Agreement.** Winning Supplier will make available the Equalis Group Master Intergovernmental Cooperative Purchasing Agreement (whether in hard copy, electronically, or via [www.EqualisGroup.org](http://www.EqualisGroup.org)) and request any Prospective Participants subject to the Master Agreement who have not already joined Equalis Group to join Equalis Group in conjunction with executing Winning Supplier's Customer Agreements and/or beginning to purchase Products & Services from Winning Supplier to ensure that Winning Supplier and each Program Participant are in full compliance with applicable state procurement statutes.

**2.2. Corporate Commitment.** Winning Supplier commits that i) the Master Agreement has received all necessary corporate authorizations and support of Winning Supplier's executive management, ii) the Master Agreement will be promoted to Public Sector Entities, and iii) Winning Supplier will identify an executive corporate sponsor and a separate national account manager that will be responsible for the overall management of the Master Agreement and this Agreement.

**2.3. Sales Commitment.** Winning Supplier commits to market the Master Agreement as a market strategy in the public sector and that its sales force will be trained, engaged, and committed to offering the Master Agreement to Public Sector Entities through Equalis Group in the geographies defined in the Master Agreement. Winning Supplier commits that all sales under the Master Agreement will be accurately and timely reported to Equalis. Winning Supplier also commits that its sales force will be compensated, including sales incentives, for sales to Program Participants under the Master Agreement in a consistent or better manner compared to sales to Public Sector Entities if Winning Supplier were not awarded the Master Agreement. Supplier will make available to interested Prospective Participants such price lists or quotes as may be necessary for such Prospective Participants to evaluate potential purchases of Products & Services under the Master Agreement.

**2.4. Marketing Commitment.** Winning Supplier commits to work with Equalis to develop a sales and marketing plan ("**Plan**") within the first ninety (90) days of the Master Agreement Effective Date. The Plan may include, but is not limited to, the following:

**2.4.1.** Issuing co-branded press release

**2.4.2.** Publishing Master Agreement details and contact information on both Equalis Group and Winning Supplier's websites

**2.4.3.** Scheduling and holding training on the Master Agreement for the sales teams of both Equalis Group and Winning Supplier

**2.4.4.** Jointly participating in national and regional conferences

**2.4.5.** Jointly attending national and regional Equalis Group Member networking events

**2.4.6.** Designing, publishing, and distributing co-branded marketing materials

**2.4.7.** Engaging in ongoing marketing and promotion of the Master Agreement for the entire Term of the Master Agreement (e.g., developing and presenting case studies, collateral pieces, and presentations)

## APPENDIX C: FINANCIAL TERMS

This Appendix may be modified at any time with the mutual written consent of the Parties.

### 1. Administrative Fee.

On or before the fifteenth (15<sup>th</sup>) of each month, Winning Supplier shall remit to Equalis an administrative fee payment (the “**Administrative Fee**”) of **two percent (2%)** of the total Winning Supplier revenue (the “**Equalis Group Spend**” or “**Spend**”) invoiced to Program Participants during the prior calendar month. “Spend” shall mean the cumulative purchases of Products & Services by Program Participants under the Master Agreement net of taxes, shipping costs, returns, and credits. All Administrative Fees not paid when due shall bear interest at a rate equal to the lesser of one- and one-half percent (1.5%) per month or the maximum rate permitted by law until paid in full.

### 2. Case-by-Case Administrative Fee Adjustments.

The Parties understand and acknowledge that Winning Supplier may have to provide aggressive deviated pricing on a case-by-case basis to win certain opportunities with Prospective Participants when those opportunities represent a sufficiently large Spend and/or are highly competitive. In such situations, Winning Supplier may request Equalis accept a reduced Administrative Fee. The Parties agree to evaluate each such situation as it arises and utilize best efforts to establish an adjusted Administrative Fee rate upon mutual written agreement (including via email) of the Parties.

### 3. Rebates or Other Payments.

**Insert rebate or other payment language as agreed.**

## ATTACHMENT C: STATE NOTICE

Pursuant to certain state notice provisions, including but not limited to Oregon Revised Statutes Chapter 279A.220, the following public agencies and political subdivisions of the referenced public agencies are eligible to register with Equalis Group and access the Vendor Contract award made pursuant to this solicitation, and hereby given notice of the foregoing Request for Proposal for purposes of complying with the procedural requirements of said statutes:

### Nationwide:

State of Alabama	State of Hawaii	State of Massachusetts	State of New Mexico	State of South Dakota
State of Alaska	State of Idaho	State of Michigan	State of New York	State of Tennessee
State of Arizona	State of Illinois	State of Minnesota	State of North Carolina	State of Texas
State of Arkansas	State of Indiana	State of Mississippi	State of North Dakota	State of Utah
State of California	State of Iowa	State of Missouri	State of Ohio	State of Vermont
State of Colorado	State of Kansas	State of Montana	State of Oklahoma	State of Virginia
State of Connecticut	State of Kentucky	State of Nebraska	State of Oregon	State of Washington
State of Delaware	State of Louisiana	State of Nevada	State of Pennsylvania	State of West Virginia
State of Florida	State of Maine	State of New Hampshire	State of Rhode Island	State of Wisconsin
State of Georgia	State of Maryland	State of New Jersey	State of South Carolina	State of Wyoming
District of Columbia				

Lists of political subdivisions and local governments in the above referenced states/districts may be found at [http://www.usa.gov/Agencies/State\\_and\\_Territories.shtml](http://www.usa.gov/Agencies/State_and_Territories.shtml) and <https://www.usa.gov/local-governments>.

### Certain Public Agencies and Political Subdivisions:

#### **CITIES, TOWNS, VILLAGES AND BOROUGHES INCLUDING BUT NOT LIMITED TO:**

BAKER CITY GOLF COURSE, OR	CITY OF BURNS, OR
CITY OF ADAIR VILLAGE, OR	CITY OF CANBY, OR
CITY OF ASHLAND, OR	CITY OF CANYONVILLE, OR
CITY OF AUMSVILLE, OR	CITY OF CLATSKANIE, OR
CITY OF AURORA, OR	CITY OF COBURG, OR
CITY OF BAKER, OR	CITY OF CONDON, OR
CITY OF BATON ROUGE, LA	CITY OF COQUILLE, OR
CITY OF BEAVERTON, OR	CITY OF CORVALLI, OR
CITY OF BEND, OR	CITY OF CORVALLIS PARKS AND RECREATION
CITY OF BOARDMAN, OR	DEPARTMENT, OR
CITY OF BONANAZA, OR	CITY OF COTTAGE GROVE, OR
CITY OF BOSSIER CITY, LA	CITY OF DONALD, OR
CITY OF BROOKINGS, OR	CITY OF EUGENE, OR



CITY OF FOREST GROVE, OR  
CITY OF GOLD HILL, OR  
CITY OF GRANTS PASS, OR  
CITY OF GRESHAM, OR  
CITY OF HILLSBORO, OR  
CITY OF INDEPENDENCE, OR  
CITY AND COUNTY OF HONOLULU, HI  
CITY OF KENNER, LA  
CITY OF LA GRANDE, OR  
CITY OF LAFAYETTE, LA  
CITY OF LAKE CHARLES, OR  
CITY OF LEBANON, OR  
CITY OF MCMINNVILLE, OR  
CITY OF MEDFORD, OR  
CITY OF METAIRIE, LA  
CITY OF MILL CITY, OR  
CITY OF MILWAUKIE, OR  
CITY OF MONROE, LA  
CITY OF MOSIER, OR  
CITY OF NEW ORLEANS, LA  
CITY OF NORTH PLAINS, OR  
CITY OF OREGON CITY, OR  
CITY OF PILOT ROCK, OR  
CITY OF PORTLAND, OR  
CITY OF POWERS, OR  
CITY OF PRINEVILLE, OR  
CITY OF REDMOND, OR  
CITY OF REEDSPORT, OR  
CITY OF RIDDLE, OR  
CITY OF ROGUE RIVER, OR  
CITY OF ROSEBURG, OR  
CITY OF SALEM, OR  
CITY OF SANDY, OR  
CITY OF SCAPPOOSE, OR  
CITY OF SHADY COVE, OR  
CITY OF SHERWOOD, OR  
CITY OF SHREVEPORT, LA  
CITY OF SILVERTON, OR  
CITY OF SPRINGFIELD, OR  
CITY OF ST. HELENS, OR  
CITY OF ST. PAUL, OR  
CITY OF SULPHUR, LA  
CITY OF TIGARD, OR  
CITY OF TROUTDALE, OR  
CITY OF TUALATIN, OR  
CITY OF WALKER, LA  
CITY OF WARRENTON, OR  
CITY OF WEST LINN, OR  
CITY OF WILSONVILLE, OR  
CITY OF WINSTON, OR  
CITY OF WOODBURN, OR  
LEAGUE OF OREGON CITIES  
THE CITY OF HAPPY VALLEY OREGON  
ALPINE, UT

ALTA, UT  
ALTAMONT, UT  
ALTON, UT  
AMALGA, UT  
AMERICAN FORK CITY, UT  
ANNABELLA, UT  
ANTIMONY, UT  
APPLE VALLEY, UT  
AURORA, UT  
BALLARD, UT  
BEAR RIVER CITY, UT  
BEAVER, UT  
BICKNELL, UT  
BIG WATER, UT  
BLANDING, UT  
BLUFFDALE, UT  
BOULDER, UT  
CITY OF BOUNTIFUL, UT  
BRIAN HEAD, UT  
BRIGHAM CITY CORPORATION, UT  
BRYCE CANYON CITY, UT  
CANNONVILLE, UT  
CASTLE DALE, UT  
CASTLE VALLEY, UT  
CITY OF CEDAR CITY, UT  
CEDAR FORT, UT  
CITY OF CEDAR HILLS, UT  
CENTERFIELD, UT  
CENTERVILLE CITY CORPORATION, UT  
CENTRAL VALLEY, UT  
CHARLESTON, UT  
CIRCLEVILLE, UT  
CLARKSTON, UT  
CLAWSON, UT  
CLEARFIELD, UT  
CLEVELAND, UT  
CLINTON CITY CORPORATION, UT  
COALVILLE, UT  
CORINNE, UT  
CORNISH, UT  
COTTONWOOD HEIGHTS, UT  
DANIEL, UT  
DELTA, UT  
DEWEYVILLE, UT  
DRAPER CITY, UT  
DUCHESNE, UT  
EAGLE MOUNTAIN, UT  
EAST CARBON, UT  
ELK RIDGE, UT  
ELMO, UT  
ELSINORE, UT  
ELWOOD, UT  
EMERY, UT  
ENOCH, UT

ENTERPRISE, UT  
EPHRAIM, UT  
ESCALANTE, UT  
EUREKA, UT  
FAIRFIELD, UT  
FAIRVIEW, UT  
FARMINGTON, UT  
FARR WEST, UT  
FAYETTE, UT  
FERRON, UT  
FIELDING, UT  
FILLMORE, UT  
FOUNTAIN GREEN, UT  
FRANCIS, UT  
FRUIT HEIGHTS, UT  
GARDEN CITY, UT  
GARLAND, UT  
GENOLA, UT  
GLENDALE, UT  
GLENWOOD, UT  
GOSHEN, UT  
GRANTSVILLE, UT  
GREEN RIVER, UT  
GUNNISON, UT  
HANKSVILLE, UT  
HARRISVILLE, UT  
HATCH, UT  
HEBER CITY CORPORATION, UT  
HELPER, UT  
HENEFER, UT  
HENRIEVILLE, UT  
HERRIMAN, UT  
HIDEOUT, UT  
HIGHLAND, UT  
HILDALE, UT  
HINCKLEY, UT  
HOLDEN, UT  
HOLLADAY, UT  
HONEYVILLE, UT  
HOOPER, UT  
HOWELL, UT  
HUNTINGTON, UT  
HUNTSVILLE, UT  
CITY OF HURRICANE, UT  
HYDE PARK, UT  
HYRUM, UT  
INDEPENDENCE, UT  
IVINS, UT  
JOSEPH, UT  
JUNCTION, UT  
KAMAS, UT  
KANAB, UT  
KANARRAVILLE, UT  
KANOSH, UT

KAYSVILLE, UT  
KINGSTON, UT  
KOOSHAREM, UT  
LAKETOWN, UT  
LA VERKIN, UT  
LAYTON, UT  
LEAMINGTON, UT  
LEEDS, UT  
LEHI CITY CORPORATION, UT  
LEVAN, UT  
LEWISTON, UT  
LINDON, UT  
LOA, UT  
LOGAN CITY, UT  
LYMAN, UT  
LYNN DYLAN, UT  
MANILA, UT  
MANTI, UT  
MANTUA, UT  
MAPLETON, UT  
MARRIOTT-SLATERVILLE, UT  
MARYSVALE, UT  
MAYFIELD, UT  
MEADOW, UT  
MENDON, UT  
MIDVALE CITY INC., UT  
MIDWAY, UT  
MILFORD, UT  
MILLVILLE, UT  
MINERSVILLE, UT  
MOAB, UT  
MONA, UT  
MONROE, UT  
CITY OF MONTICELLO, UT  
MORGAN, UT  
MORONI, UT  
MOUNT PLEASANT, UT  
MURRAY CITY CORPORATION, UT  
MYTON, UT  
NAPLES, UT  
NEPHI, UT  
NEW HARMONY, UT  
NEWTON, UT  
NIBLEY, UT  
NORTH LOGAN, UT  
NORTH OGDEN, UT  
NORTH SALT LAKE CITY, UT  
OAK CITY, UT  
OAKLEY, UT  
OGDEN CITY CORPORATION, UT  
OPHIR, UT  
ORANGEVILLE, UT  
ORDERVILLE, UT  
OREM, UT

PANGUITCH, UT  
PARADISE, UT  
PARAGONAH, UT  
PARK CITY, UT  
PAROWAN, UT  
PAYSON, UT  
PERRY, UT  
PLAIN CITY, UT  
PLEASANT GROVE CITY, UT  
PLEASANT VIEW, UT  
PLYMOUTH, UT  
PORTAGE, UT  
PRICE, UT  
PROVIDENCE, UT  
PROVO, UT  
RANDOLPH, UT  
REDMOND, UT  
RICHFIELD, UT  
RICHMOND, UT  
RIVERDALE, UT  
RIVER HEIGHTS, UT  
RIVERTON CITY, UT  
ROCKVILLE, UT  
ROCKY RIDGE, UT  
ROOSEVELT CITY CORPORATION, UT  
ROY, UT  
RUSH VALLEY, UT  
CITY OF ST. GEORGE, UT  
SALEM, UT  
SALINA, UT  
SALT LAKE CITY CORPORATION, UT  
SANDY, UT  
SANTA CLARA, UT  
SANTAQUIN, UT  
SARATOGA SPRINGS, UT  
SCIPIO, UT  
SCOFIELD, UT  
SIGURD, UT  
SMITHFIELD, UT  
SNOWVILLE, UT  
CITY OF SOUTH JORDAN, UT

SOUTH OGDEN, UT  
CITY OF SOUTH SALT LAKE, UT  
SOUTH WEBER, UT  
SPANISH FORK, UT  
SPRING CITY, UT  
SPRINGDALE, UT  
SPRINGVILLE, UT  
STERLING, UT  
STOCKTON, UT  
SUNNYSIDE, UT  
SUNSET CITY CORP, UT  
SYRACUSE, UT  
TABIONA, UT  
CITY OF TAYLORSVILLE, UT  
TOOELE CITY CORPORATION, UT  
TOQUERVILLE, UT  
TORREY, UT  
TREMONTON CITY, UT  
TRENTON, UT  
TROPIC, UT  
UINTAH, UT  
VERNAL CITY, UT  
VERNON, UT  
VINEYARD, UT  
VIRGIN, UT  
WALES, UT  
WALLSBURG, UT  
WASHINGTON CITY, UT  
WASHINGTON TERRACE, UT  
WELLINGTON, UT  
WELLSVILLE, UT  
WENDOVER, UT  
WEST BOUNTIFUL, UT  
WEST HAVEN, UT  
WEST JORDAN, UT  
WEST POINT, UT  
WEST VALLEY CITY, UT  
WILLARD, UT  
WOODLAND HILLS, UT  
WOODRUFF, UT  
WOODS CROSS, UT

**COUNTIES AND PARISHES INCLUDING BUT NOT LIMITED TO:**

ASCENSION PARISH, LA  
ASCENSION PARISH, LA, CLEAR OF COURT  
CADDO PARISH, LA  
CALCASIEU PARISH, LA  
CALCASIEU PARISH SHERIFF'S OFFICE, LA  
CITY AND COUNTY OF HONOLULU, HI  
CLACKAMAS COUNTY, OR  
CLACKAMAS COUNTY DEPT OF TRANSPORTATION, OR  
CLATSOP COUNTY, OR  
COLUMBIA COUNTY, OR  
COOS COUNTY, OR

COOS COUNTY HIGHWAY DEPARTMENT, OR  
COUNTY OF HAWAII, OR  
CROOK COUNTY, OR  
CROOK COUNTY ROAD DEPARTMENT, OR  
CURRY COUNTY, OR  
DESCHUTES COUNTY, OR  
DOUGLAS COUNTY, OR  
EAST BATON ROUGE PARISH, LA  
GILLIAM COUNTY, OR  
GRANT COUNTY, OR  
HARNEY COUNTY, OR

HARNEY COUNTY SHERIFFS OFFICE, OR  
HAWAII COUNTY, HI  
HOOD RIVER COUNTY, OR  
JACKSON COUNTY, OR  
JEFFERSON COUNTY, OR  
JEFFERSON PARISH, LA  
JOSEPHINE COUNTY GOVERNMENT, OR  
LAFAYETTE CONSOLIDATED GOVERNMENT, LA  
LAFAYETTE PARISH, LA  
LAFAYETTE PARISH CONVENTION & VISITORS  
COMMISSION  
LAFOURCHE PARISH, LA  
KAUAI COUNTY, HI  
KLAMATH COUNTY, OR  
LAKE COUNTY, OR  
LANE COUNTY, OR  
LINCOLN COUNTY, OR  
LINN COUNTY, OR  
LIVINGSTON PARISH, LA  
MALHEUR COUNTY, OR  
MAUI COUNTY, HI  
MARION COUNTY, SALEM, OR  
MORROW COUNTY, OR  
MULTNOMAH COUNTY, OR  
MULTNOMAH COUNTY BUSINESS AND COMMUNITY  
SERVICES, OR  
MULTNOMAH COUNTY SHERIFFS OFFICE, OR  
MULTNOMAH LAW LIBRARY, OR  
ORLEANS PARISH, LA  
PLAQUEMINES PARISH, LA  
POLK COUNTY, OR  
RAPIDES PARISH, LA  
SAINT CHARLES PARISH, LA  
SAINT CHARLES PARISH PUBLIC SCHOOLS, LA  
SAINT LANDRY PARISH, LA  
SAINT TAMMANY PARISH, LA  
SHERMAN COUNTY, OR  
TERREBONNE PARISH, LA  
TILLAMOOK COUNTY, OR

TILLAMOOK COUNTY SHERIFF'S OFFICE, OR  
TILLAMOOK COUNTY GENERAL HOSPITAL, OR  
UMATILLA COUNTY, OR  
UNION COUNTY, OR  
WALLOWA COUNTY, OR  
WASCO COUNTY, OR  
WASHINGTON COUNTY, OR  
WEST BATON ROUGE PARISH, LA  
WHEELER COUNTY, OR  
YAMHILL COUNTY, OR  
COUNTY OF BOX ELDER, UT  
COUNTY OF CACHE, UT  
COUNTY OF RICH, UT  
COUNTY OF WEBER, UT  
COUNTY OF MORGAN, UT  
COUNTY OF DAVIS, UT  
COUNTY OF SUMMIT, UT  
COUNTY OF DAGGETT, UT  
COUNTY OF SALT LAKE, UT  
COUNTY OF TOOELE, UT  
COUNTY OF UTAH, UT  
COUNTY OF WASATCH, UT  
COUNTY OF DUCHESNE, UT  
COUNTY OF UINTAH, UT  
COUNTY OF CARBON, UT  
COUNTY OF SANPETE, UT  
COUNTY OF JUAB, UT  
COUNTY OF MILLARD, UT  
COUNTY OF SEVIER, UT  
COUNTY OF EMERY, UT  
COUNTY OF GRAND, UT  
COUNTY OF BEVER, UT  
COUNTY OF PIUTE, UT  
COUNTY OF WAYNE, UT  
COUNTY OF SAN JUAN, UT  
COUNTY OF GARFIELD, UT  
COUNTY OF KANE, UT  
COUNTY OF IRON, UT  
COUNTY OF WASHINGTON, UT

**OTHER AGENCIES INCLUDING ASSOCIATIONS, BOARDS, DISTRICTS, COMMISSIONS, COUNCILS, PUBLIC  
CORPORATIONS, PUBLIC DEVELOPMENT AUTHORITIES, RESERVATIONS AND UTILITIES INCLUDING BUT NOT LIMITED  
TO:**

BANKS FIRE DISTRICT, OR  
BATON ROUGE WATER COMPANY  
BEND METRO PARK AND RECREATION DISTRICT  
BIENVILLE PARISH FIRE PROTECTION DISTRICT 6, LA  
BOARDMAN PARK AND RECREATION DISTRICT  
CENTRAL CITY ECONOMIC OPPORTUNITY CORP, LA  
CENTRAL OREGON INTERGOVERNMENTAL COUNCIL  
CITY OF BOGALUSA SCHOOL BOARD, LA  
CLACKAMAS RIVER WATER  
CLATSKANIE PEOPLE'S UTILITY DISTRICT  
CLEAN WATER SERVICES

CONFEDERATED TRIBES OF THE UMATILLA INDIAN  
RESERVATION  
COOS FOREST PROTECTIVE ASSOCIATION  
CHEHALEM PARK AND RECREATION DISTRICT  
DAVID CROCKETT STEAM FIRE COMPANY #1, LA  
EUGENE WATER AND ELECTRIC BOARD  
HONOLULU INTERNATIONAL AIRPORT  
HOODLAND FIRE DISTRICT #74  
HOUSING AUTHORITY OF PORTLAND  
ILLINOIS VALLEY FIRE DISTRICT  
LAFAYETTE AIRPORT COMMISSION, LA

LAFOURCHE PARISH HEALTH UNIT – DHH-OPH REGION

3

LOUISIANA PUBLIC SERVICE COMMISSION, LA  
LOUISIANA WATER WORKS  
MEDFORD WATER COMMISSION  
MELHEUR COUNTY JAIL, OR  
METRO REGIONAL GOVERNMENT  
METRO REGIONAL PARKS  
METROPOLITAN EXPOSITION RECREATION  
COMMISSION  
METROPOLITAN SERVICE DISTRICT (METRO)  
MULTNOMAH EDUCATION SERVICE DISTRICT  
NEW ORLEANS REDEVELOPMENT AUTHORITY, LA  
NORTHEAST OREGON HOUSING AUTHORITY, OR  
PORT OF BRANDON, OR  
PORT OF MORGAN CITY, LA  
PORTLAND DEVELOPMENT COMMISSION, OR  
PORTLAND FIRE AND RESCUE  
PORTLAND HOUSING CENTER, OR

OREGON COAST COMMUNITY ACTION  
OREGON HOUSING AND COMMUNITY SERVICES  
OREGON LEGISLATIVE ADMINISTRATION  
ROGUE VALLEY SEWER, OR  
SAINT LANDRY PARISH TOURIST COMMISSION  
SAINT MARY PARISH REC DISTRICT 2  
SAINT MARY PARISH REC DISTRICT 3  
SAINT TAMMANY FIRE DISTRICT 4, LA  
SALEM MASS TRANSIT DISTRICT  
SEWERAGE AND WATER BOARD OF NEW ORLEANS, LA  
SOUTH LAFOURCHE LEVEE DISTRICT, LA  
TRI-COUNTY METROPOLITAN TRANSPORTATION  
DISTRICT OF OREGON  
TUALATIN HILLS PARK & RECREATION DISTRICT  
TUALATIN VALLEY FIRE & RESCUE  
TUALATIN VALLEY WATER DISTRICT  
WILLAMALANE PARK AND RECREATION DISTRICT  
WILLAMETTE HUMANE SOCIETY

**K-12 INCLUDING BUT NOT LIMITED TO:**

ACADIA PARISH SCHOOL BOARD  
BEAVERTON SCHOOL DISTRICT  
BEND-LA PINE SCHOOL DISTRICT  
BOGALUSA HIGH SCHOOL, LA  
BOSSIER PARISH SCHOOL BOARD  
BROOKING HARBOR SCHOOL DISTRICT  
CADDO PARISH SCHOOL DISTRICT  
CALCASIEU PARISH SCHOOL DISTRICT  
CANBY SCHOOL DISTRICT  
CANYONVILLE CHRISTIAN ACADEMY  
CASCADE SCHOOL DISTRICT  
CASCADES ACADEMY OF CENTRAL OREGON  
CENTENNIAL SCHOOL DISTRICT  
CENTRAL CATHOLIC HIGH SCHOOL  
CENTRAL POINT SCHOOL DISTRICT NO.6  
CENTRAL SCHOOL DISTRICT 13J  
COOS BAY SCHOOL DISTRICT NO.9  
CORVALLIS SCHOOL DISTRICT 509J  
COUNTY OF YAMHILL SCHOOL DISTRICT 29  
CULVER SCHOOL DISTRICT  
DALLAS SCHOOL DISTRICT NO.2  
DAVID DOUGLAS SCHOOL DISTRICT  
DAYTON SCHOOL DISTRICT NO.8  
DE LA SALLE N CATHOLIC HS  
DESCHUTES COUNTY SCHOOL DISTRICT NO.6  
DOUGLAS EDUCATIONAL DISTRICT SERVICE  
DUFUR SCHOOL DISTRICT NO.29  
EAST BATON ROUGE PARISH SCHOOL DISTRICT  
ESTACADA SCHOOL DISTRICT NO.10B  
FOREST GROVE SCHOOL DISTRICT  
GEORGE MIDDLE SCHOOL  
GLADSTONE SCHOOL DISTRICT

GRANTS PASS SCHOOL DISTRICT 7  
GREATER ALBANY PUBLIC SCHOOL DISTRICT  
GRESHAM BARLOW JOINT SCHOOL DISTRICT  
HEAD START OF LANE COUNTY  
HIGH DESERT EDUCATION SERVICE DISTRICT  
HILLSBORO SCHOOL DISTRICT  
HOOD RIVER COUNTY SCHOOL DISTRICT  
JACKSON CO SCHOOL DIST NO.9  
JEFFERSON COUNTY SCHOOL DISTRICT 509-J  
JEFFERSON PARISH SCHOOL DISTRICT  
JEFFERSON SCHOOL DISTRICT  
JUNCTION CITY SCHOOLS, OR  
KLAMATH COUNTY SCHOOL DISTRICT  
KLAMATH FALLS CITY SCHOOLS  
LAFAYETTE PARISH SCHOOL DISTRICT  
LAKE OSWEGO SCHOOL DISTRICT 7J  
LANE COUNTY SCHOOL DISTRICT 4J  
LINCOLN COUNTY SCHOOL DISTRICT  
LINN CO. SCHOOL DIST. 95C  
LIVINGSTON PARISH SCHOOL DISTRICT  
LOST RIVER JR/SR HIGH SCHOOL  
LOWELL SCHOOL DISTRICT NO.71  
MARION COUNTY SCHOOL DISTRICT  
MARION COUNTY SCHOOL DISTRICT 103  
MARIST HIGH SCHOOL, OR  
MCMINNVILLE SCHOOL DISTRICT NOAO  
MEDFORD SCHOOL DISTRICT 549C  
MITCH CHARTER SCHOOL  
MONROE SCHOOL DISTRICT NO.1J  
MORROW COUNTY SCHOOL DIST, OR  
MULTNOMAH EDUCATION SERVICE DISTRICT  
MULTISENSORY LEARNING ACADEMY

MYRTLE PINT SCHOOL DISTRICT 41  
 NEAH-KAH-NIE DISTRICT NO.56  
 NEWBERG PUBLIC SCHOOLS  
 NESTUCCA VALLEY SCHOOL DISTRICT NO.101  
 NOBEL LEARNING COMMUNITIES  
 NORTH BEND SCHOOL DISTRICT 13  
 NORTH CLACKAMAS SCHOOL DISTRICT  
 NORTH DOUGLAS SCHOOL DISTRICT  
 NORTH WASCO CITY SCHOOL DISTRICT 21  
 NORTHWEST REGIONAL EDUCATION SERVICE DISTRICT  
 ONTARIO MIDDLE SCHOOL  
 OREGON TRAIL SCHOOL DISTRICT NOA6  
 ORLEANS PARISH SCHOOL DISTRICT  
 PHOENIX-TALENT SCHOOL DISTRICT NOA  
 PLEASANT HILL SCHOOL DISTRICT  
 PORTLAND JEWISH ACADEMY  
 PORTLAND PUBLIC SCHOOLS  
 RAPIDES PARISH SCHOOL DISTRICT  
 REDMOND SCHOOL DISTRICT  
 REYNOLDS SCHOOL DISTRICT  
 ROGUE RIVER SCHOOL DISTRICT  
 ROSEBURG PUBLIC SCHOOLS  
 SCAPPOOSE SCHOOL DISTRICT 1J  
 SAINT TAMMANY PARISH SCHOOL BOARD, LA  
 SEASIDE SCHOOL DISTRICT 10  
 SHERWOOD SCHOOL DISTRICT 88J  
 SILVER FALLS SCHOOL DISTRICT 4J  
 SOUTH LANE SCHOOL DISTRICT 45J3  
 SOUTHERN OREGON EDUCATION SERVICE DISTRICT  
 SPRINGFIELD PUBLIC SCHOOLS  
 SUTHERLIN SCHOOL DISTRICT  
 SWEET HOME SCHOOL DISTRICT NO.55  
 TERREBONNE PARISH SCHOOL DISTRICT  
 THE CATLIN GABEL SCHOOL  
 TIGARD-TUALATIN SCHOOL DISTRICT  
 UMATILLA MORROW ESD  
 WEST LINN WILSONVILLE SCHOOL DISTRICT  
 WILLAMETTE EDUCATION SERVICE DISTRICT  
 WOODBURN SCHOOL DISTRICT  
 YONCALLA SCHOOL DISTRICT  
 ACADEMY FOR MATH ENGINEERING & SCIENCE  
 (AMES), UT  
 ALIANZA ACADEMY, UT  
 ALPINE DISTRICT, UT  
 AMERICAN LEADERSHIP ACADEMY, UT  
 AMERICAN PREPARATORY ACADEMY, UT  
 BAER CANYON HIGH SCHOOL FOR SPORTS & MEDICAL  
 SCIENCES, UT  
 BEAR RIVER CHARTER SCHOOL, UT  
 BEAVER SCHOOL DISTRICT, UT  
 BEEHIVE SCIENCE & TECHNOLOGY ACADEMY (BSTA),  
 UT  
 BOX ELDER SCHOOL DISTRICT, UT  
 CBA CENTER, UT

CACHE SCHOOL DISTRICT, UT  
 CANYON RIM ACADEMY, UT  
 CANYONS DISTRICT, UT  
 CARBON SCHOOL DISTRICT, UT  
 CHANNING HALL, UT  
 CHARTER SCHOOL LEWIS ACADEMY, UT  
 CITY ACADEMY, UT  
 DAGGETT SCHOOL DISTRICT, UT  
 DAVINCI ACADEMY, UT  
 DAVIS DISTRICT, UT  
 DUAL IMMERSION ACADEMY, UT  
 DUCHESNE SCHOOL DISTRICT, UT  
 EARLY LIGHT ACADEMY AT DAYBREAK, UT  
 EAST HOLLYWOOD HIGH, UT  
 EDITH BOWEN LABORATORY SCHOOL, UT  
 EMERSON ALCOTT ACADEMY, UT  
 EMERY SCHOOL DISTRICT, UT  
 ENTHEOS ACADEMY, UT  
 EXCELSIOR ACADEMY, UT  
 FAST FORWARD HIGH, UT  
 FREEDOM ACADEMY, UT  
 GARFIELD SCHOOL DISTRICT, UT  
 GATEWAY PREPARATORY ACADEMY, UT  
 GEORGE WASHINGTON ACADEMY, UT  
 GOOD FOUNDATION ACADEMY, UT  
 GRAND SCHOOL DISTRICT, UT  
 GRANITE DISTRICT, UT  
 GUADALUPE SCHOOL, UT  
 HAWTHORN ACADEMY, UT  
 INTECH COLLEGIATE HIGH SCHOOL, UT  
 IRON SCHOOL DISTRICT, UT  
 ITINERIS EARLY COLLEGE HIGH, UT  
 JOHN HANCOCK CHARTER SCHOOL, UT  
 JORDAN DISTRICT, UT  
 JUAB SCHOOL DISTRICT, UT  
 KANE SCHOOL DISTRICT, UT  
 KARL G MAESER PREPARATORY ACADEMY, UT  
 LAKEVIEW ACADEMY, UT  
 LEGACY PREPARATORY ACADEMY, UT  
 LIBERTY ACADEMY, UT  
 LINCOLN ACADEMY, UT  
 LOGAN SCHOOL DISTRICT, UT  
 MARIA MONTESSORI ACADEMY, UT  
 MERIT COLLEGE PREPARATORY ACADEMY, UT  
 MILLARD SCHOOL DISTRICT, UT  
 MOAB CHARTER SCHOOL, UT  
 MONTICELLO ACADEMY, UT  
 MORGAN SCHOOL DISTRICT, UT  
 MOUNTAINVILLE ACADEMY, UT  
 MURRAY SCHOOL DISTRICT, UT  
 NAVIGATOR POINTE ACADEMY, UT  
 NEBO SCHOOL DISTRICT, UT  
 NO UT ACAD FOR MATH ENGINEERING & SCIENCE  
 (NUAMES), UT

NOAH WEBSTER ACADEMY, UT  
NORTH DAVIS PREPARATORY ACADEMY, UT  
NORTH SANPETE SCHOOL DISTRICT, UT  
NORTH STAR ACADEMY, UT  
NORTH SUMMIT SCHOOL DISTRICT, UT  
ODYSSEY CHARTER SCHOOL, UT  
OGDEN PREPARATORY ACADEMY, UT  
OGDEN SCHOOL DISTRICT, UT  
OPEN CLASSROOM, UT  
OPEN HIGH SCHOOL OF UTAH, UT  
OQUIRRH MOUNTAIN CHARTER SCHOOL, UT  
PARADIGM HIGH SCHOOL, UT  
PARK CITY SCHOOL DISTRICT, UT  
PINNACLE CANYON ACADEMY, UT  
PIUTE SCHOOL DISTRICT, UT  
PROVIDENCE HALL, UT  
PROVO SCHOOL DISTRICT, UT  
QUAIL RUN PRIMARY SCHOOL, UT  
QUEST ACADEMY, UT  
RANCHES ACADEMY, UT  
REAGAN ACADEMY, UT  
RENAISSANCE ACADEMY, UT  
RICH SCHOOL DISTRICT, UT  
ROCKWELL CHARTER HIGH SCHOOL, UT  
SALT LAKE ARTS ACADEMY, UT  
SALT LAKE CENTER FOR SCIENCE EDUCATION, UT  
SALT LAKE SCHOOL DISTRICT, UT  
SALT LAKE SCHOOL FOR THE PERFORMING ARTS, UT  
SAN JUAN SCHOOL DISTRICT, UT  
SEVIER SCHOOL DISTRICT, UT  
SOLDIER HOLLOW CHARTER SCHOOL, UT  
SOUTH SANPETE SCHOOL DISTRICT, UT

SOUTH SUMMIT SCHOOL DISTRICT, UT  
SPECTRUM ACADEMY, UT  
SUCCESS ACADEMY, UT  
SUCCESS SCHOOL, UT  
SUMMIT ACADEMY, UT  
SUMMIT ACADEMY HIGH SCHOOL, UT  
SYRACUSE ARTS ACADEMY, UT  
THOMAS EDISON - NORTH, UT  
TIMPANOGOS ACADEMY, UT  
TINTIC SCHOOL DISTRICT, UT  
TOOELE SCHOOL DISTRICT, UT  
TUACAHN HIGH SCHOOL FOR THE PERFORMING ARTS,  
UT  
UINTAH RIVER HIGH, UT  
UINTAH SCHOOL DISTRICT, UT  
UTAH CONNECTIONS ACADEMY, UT  
UTAH COUNTY ACADEMY OF SCIENCE, UT  
UTAH ELECTRONIC HIGH SCHOOL, UT  
UTAH SCHOOLS FOR DEAF & BLIND, UT  
UTAH STATE OFFICE OF EDUCATION, UT  
UTAH VIRTUAL ACADEMY, UT  
VENTURE ACADEMY, UT  
VISTA AT ENTRADA SCHOOL OF PERFORMING ARTS  
AND TECHNOLOGY, UT  
WALDEN SCHOOL OF LIBERAL ARTS, UT  
WASATCH PEAK ACADEMY, UT  
WASATCH SCHOOL DISTRICT, UT  
WASHINGTON SCHOOL DISTRICT, UT  
WAYNE SCHOOL DISTRICT, UT  
WEBER SCHOOL DISTRICT, UT  
WEILENMANN SCHOOL OF DISCOVERY, UT

#### **HIGHER EDUCATION**

ARGOSY UNIVERSITY  
BATON ROUGE COMMUNITY COLLEGE, LA  
BIRTHINGWAY COLLEGE OF MIDWIFERY  
BLUE MOUNTAIN COMMUNITY COLLEGE  
BRIGHAM YOUNG UNIVERSITY - HAWAII  
CENTRAL OREGON COMMUNITY COLLEGE  
CENTENARY COLLEGE OF LOUISIANA  
CHEMEKETA COMMUNITY COLLEGE  
CLACKAMAS COMMUNITY COLLEGE  
COLLEGE OF THE MARSHALL ISLANDS  
COLUMBIA GORGE COMMUNITY COLLEGE  
CONCORDIA UNIVERSITY  
GEORGE FOX UNIVERSITY  
KLAMATH COMMUNITY COLLEGE DISTRICT  
LANE COMMUNITY COLLEGE  
LEWIS AND CLARK COLLEGE  
LINFIELD COLLEGE  
LINN-BENTON COMMUNITY COLLEGE  
LOUISIANA COLLEGE, LA

LOUISIANA STATE UNIVERSITY  
LOUISIANA STATE UNIVERSITY HEALTH SERVICES  
MARYLHURST UNIVERSITY  
MT. HOOD COMMUNITY COLLEGE  
MULTNOMAH BIBLE COLLEGE  
NATIONAL COLLEGE OF NATURAL MEDICINE  
NORTHWEST CHRISTIAN COLLEGE  
OREGON HEALTH AND SCIENCE UNIVERSITY  
OREGON INSTITUTE OF TECHNOLOGY  
OREGON STATE UNIVERSITY  
OREGON UNIVERSITY SYSTEM  
PACIFIC UNIVERSITY  
PIONEER PACIFIC COLLEGE  
PORTLAND COMMUNITY COLLEGE  
PORTLAND STATE UNIVERSITY  
REED COLLEGE  
RESEARCH CORPORATION OF THE UNIVERSITY OF  
HAWAII  
ROGUE COMMUNITY COLLEGE

SOUTHEASTERN LOUISIANA UNIVERSITY  
SOUTHERN OREGON UNIVERSITY (OREGON  
UNIVERSITY SYSTEM)  
SOUTHWESTERN OREGON COMMUNITY COLLEGE  
TULANE UNIVERSITY  
TILLAMOOK BAY COMMUNITY COLLEGE  
UMPQUA COMMUNITY COLLEGE  
UNIVERSITY OF HAWAII BOARD OF REGENTS  
UNIVERSITY OF HAWAII-HONOLULU COMMUNITY  
COLLEGE  
UNIVERSITY OF OREGON-GRADUATE SCHOOL  
UNIVERSITY OF PORTLAND  
UNIVERSITY OF NEW ORLEANS  
WESTERN OREGON UNIVERSITY

WESTERN STATES CHIROPRACTIC COLLEGE  
WILLAMETTE UNIVERSITY  
XAVIER UNIVERSITY  
UTAH SYSTEM OF HIGHER EDUCATION, UT  
UNIVERSITY OF UTAH, UT  
UTAH STATE UNIVERSITY, UT  
WEBER STATE UNIVERSITY, UT  
SOUTHERN UTAH UNIVERSITY, UT  
SNOW COLLEGE, UT  
DIXIE STATE COLLEGE, UT  
COLLEGE OF EASTERN UTAH, UT  
UTAH VALLEY UNIVERSITY, UT  
SALT LAKE COMMUNITY COLLEGE, UT  
UTAH COLLEGE OF APPLIED TECHNOLOGY, UT

#### **STATE AGENCIES**

ADMIN. SERVICES OFFICE  
BOARD OF MEDICAL EXAMINERS  
HAWAII CHILD SUPPORT ENFORCEMENT AGENCY  
HAWAII DEPARTMENT OF TRANSPORTATION  
HAWAII HEALTH SYSTEMS CORPORATION  
OFFICE OF MEDICAL ASSISTANCE PROGRAMS  
OFFICE OF THE STATE TREASURER  
OREGON BOARD OF ARCHITECTS  
OREGON CHILD DEVELOPMENT COALITION  
OREGON DEPARTMENT OF EDUCATION  
OREGON DEPARTMENT OF FORESTRY  
OREGON DEPT OF TRANSPORTATION  
OREGON DEPT. OF EDUCATION  
OREGON LOTTERY  
OREGON OFFICE OF ENERGY  
OREGON STATE BOARD OF NURSING  
OREGON STATE DEPT OF CORRECTIONS  
OREGON STATE POLICE  
OREGON TOURISM COMMISSION  
OREGON TRAVEL INFORMATION COUNCIL  
SANTIAM CANYON COMMUNICATION CENTER  
SEIU LOCAL 503, OPEU  
SOH- JUDICIARY CONTRACTS AND PURCH  
STATE DEPARTMENT OF DEFENSE, STATE OF HAWAII  
STATE OF HAWAII  
STATE OF HAWAII, DEPT. OF EDUCATION  
STATE OF LOUISIANA  
STATE OF LOUISIANA DEPT. OF EDUCATION  
STATE OF LOUISIANA, 26<sup>TH</sup> JUDICIAL DISTRICT ATTORNEY  
STATE OF UTAH



**ACORD**<sup>TM</sup>**CERTIFICATE OF LIABILITY INSURANCE**

DATE (MM/DD/YYYY)

12/05/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must have **ADDITIONAL INSURED** provisions or be endorsed. If **SUBROGATION** IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer any rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> <b>McGriff Insurance Services</b> <b>741 W. Lanier Ave., Suite 100</b> <b>Fayetteville, GA 30214-GA</b> <b>770 471-7100</b>		<b>CONTACT NAME:</b> Certificate Team <b>PHONE (A/C, No, Ext):</b> 770 471-7100 <b>E-MAIL ADDRESS:</b> certificatesga@mcgriff.com <b>FAX (A/C, No):</b>	
<b>INSURED</b> <b>National Glazing Solutions LLC DBA NGS</b> <b>Films and Graphics; NGS CHB, LLC</b> <b>140 Mountain Brook Drive</b> <b>Canton, GA 30115-3018</b>		<b>INSURER(S) AFFORDING COVERAGE</b> <b>INSURER A : Selective Insurance Co of America</b> <b>INSURER B : Praetorian Insurance Company</b> <b>INSURER C : Landmark American Insurance Company</b> <b>INSURER D :</b> <b>INSURER E :</b> <b>INSURER F :</b>	
		<b>NAIC #</b>	
		<b>12572</b>	
		<b>37257</b>	
		<b>33138</b>	

**COVERAGES****CERTIFICATE NUMBER:****REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Contractual Liability GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:	X	X	S2541125	09/05/2022	09/05/2023	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$500,000 MED EXP (Any one person) \$15,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$2,000,000 \$
A	AUTOMOBILE LIABILITY	X	X	S2541125	09/05/2022	09/05/2023	COMBINED SINGLE LIMIT (Ea accident) \$1,000,000
A	<input checked="" type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY	X	X	S2541127 - VA	09/05/2022	09/05/2023	BODILY INJURY (Per person) \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB DED <input checked="" type="checkbox"/> RETENTION \$0	X	X	S2541125	09/05/2022	09/05/2023	EACH OCCURRENCE \$5,000,000 AGGREGATE \$5,000,000 \$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE/OFFICER/MEMBER EXCLUDED? <input checked="" type="checkbox"/> Y <input type="checkbox"/> N (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		X	P0014MP221648210C	08/07/2022	08/07/2023	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000
C	Excess Liability			LHA100052	11/16/2022	11/16/2023	2,000,000 Per Occ 2,000,000 Agg

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

**\*\* Workers Comp Information \*\*****Other States Coverage****Proprietors/Partners/Executive Officers/Members Excluded:**

James Beale, President

Patrick Coyle, V-Pres

(See Attached Descriptions)

**CERTIFICATE HOLDER****CANCELLATION**

**NATIONAL GLAZING SOLUTIONS**  
**DBA NGS Films and Graphics**  
**140 Mountain Brook Drive**  
**Canton, GA 30115 9016**

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE



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## DESCRIPTIONS (Continued from Page 1)

Part C Other States: All states except: ND,OH,WA,WY

Part A Included States: AL,AZ,CA,CO,DE,DC,FL,GA,IL,IN,KY,MD,MN,NV,NJ,NY,NC,OR,PA,SC,TN,TX,VA

**\*\*Named Insured Schedule\*\***

National Glazing Solutions LLC DBA National Window Covering Solutions

National Glazing Solutions LLC DBA NGS Films and Graphics

NGS CHB, LLC

**\*\*SEE ATTACHED ENDORSEMENTS\*\***

CG7300 06/22 GL ELITEPAC ENDORSEMENT; AI, WOS

CG2001 04/13 PRIMARY NON-CONTRIBUTORY

CG7921 06/22 ADDITIONAL INSURED COMPLETED OPS

CG2503 05/09 DESIGNATED PROJECT(S) GENERAL AGGREGATE LIMIT

CA7816 01/16 AUTO EXTENSION ELITEPAC

CA7809 01/16 AUTO EXTENSION

CA7735 01/09 AUTO EXTENSION AI/ WAIVER - TEXAS

CA7773 12/05 BLANKET WAIVER - TEXAS

CA7809VA 09/17 AUTO EXTENSION - VIRGINIA

CXL449 06/17 UMBRELLA PRIMARY NON-CONTRIBUTORY

CXL4 04/03 COMMERCIAL UMBRELLA COVERAGE - AI

CXL456 06/22 UMBRELLA WOS

WC000313 04/84 BLKT WORK COMP WAIVER



741 W. Lanier Ave., Suite 100  
Fayetteville, GA 30214  
770 471-7100

August 26, 2021

National Glazing Solutions LLC  
DBA NGS Films and Graphics  
140 Mountain Brook Drive  
Canton, GA 30115

Subject: Workers Compensation Policy  
Experience Mod Rating

To Whom It May Concern:

McGriff Insurance Services, Inc. appreciates the opportunity to service your insurance needs. We sincerely appreciate the confidence that you have placed in us.

This letter is to confirm your Workers Compensation Experience Modifier for the last three years. The modifier is provided by the National Council on Compensation Insurance (NCCI) and is based on your loss experience.

Your modifiers are noted below based on your policy expiration date:

§	08/07/2021 to 08/07/2022	.87
§	08/07/2020 to 08/07/2021	.89
§	08/07/2019 to 08/07/2020	.90

Thank you for allowing McGriff to provide your insurance needs. Please do not hesitate to contact us with any questions you may have.

Sincerely,

A handwritten signature in black ink that reads 'Debi C. McMullin'.

Debi McMullin CISR  
Commercial Lines Account Manager  
P: 770 471-7100  
E: [dmcmullin@mcgriff.com](mailto:dmcmullin@mcgriff.com)



September 12, 2022

741 W. Lanier Ave., Suite 100  
Fayetteville, GA 30214  
770 471-7100

National Glazing Solutions LLC  
DBA NGS Films and Graphics  
140 Mountain Brook Drive  
Canton, GA 30115

Subject: Workers Compensation CL Policy  
Policy Number P0014MP221648210C

To Whom It May Concern:

McGriff Insurance Services, Inc. appreciates the opportunity to service your insurance needs. We sincerely appreciate the confidence that you have placed in us.

This letter is to confirm your Workers Compensation Experience Modifier for the last three years. The modifier is provided by the National Council on Compensation Insurance (NCCI) and is based on your loss experience.

Your modifiers are noted below based on your policy expiration date:

■ 08/07/2022 - 08/07/2023	1.03
■ 08/07/2021 - 08/07/2022	0.84
■ 08/07/2020 - 08/07/2021	0.89
■ 08/07/2019 - 08/07/2020	0.90
■ 08/07/2018 - 08/07/2019	0.89

Thank you for allowing McGriff to provide your insurance needs. Please do not hesitate to contact us with any questions you may have.

Sincerely,

A handwritten signature in black ink, appearing to read 'V Trejo', is written over a light blue circular background.

Veronica Trejo  
Commercial Lines Account Manager  
P: 678 466-1416  
E: Veronica.trejo@mcgriff.com

March 18, 2022

National Glazing Solutions LLC  
NGS Films and Graphics  
140 Mountain Brook Dr.  
Canton, GA 30115

To Whom It May Concern:

This letter is to confirm the good standing credit relationship status between National Glazing Solutions LLC and Truist Bank as of March 18, 2022. Currently, this facility has a maturity date of December 5, 2023 with option to renew for another term at maturity, as well as the availability to draw up to the full balance of the line at their discretion based on business needs.

Client:	National Glazing Solutions LLC
Client Since:	2010
History of OD/NSF:	None
Credit Relationship:	Line of Credit
Collateral:	Accounts Receivables
Face Amount:	4,000,000.00 USD
Status:	Pays on time
Overall Status:	In good standing, valued client

If you have any additional questions, please feel free to contact Michael Knoles.

Regards,

*Michael Knoles*

Michael Knoles, Bank Officer  
Commercial Client Specialist  
Phone: 404-442-5006  
Email: [Michael.Knoles@truist.com](mailto:Michael.Knoles@truist.com)



**Chad Smith**

15801 Brixham Hill Ave, Ste. 400  
Charlotte, NC 28277  
704.749.2407

September 27th, 2022

Re: National Glazing Solutions, LLC

To Whom It May Concern:

The Westfield Insurance Company is licensed to transact business throughout the United States and is listed on the Federal Treasury List of Approved Sureties. Westfield Insurance Company has an A.M. Best Rating of "A" (Excellent) with a Financial Size Category of "XV".

Westfield Insurance Company is the surety for National Glazing Solutions, LLC (account) and is willing to consider single bonds up to \$1,000,000, and \$5,000,000 in total contracts. National Glazing Solutions, LLC has been a Westfield Insurance Company surety account since 2017 and is currently in good standing. To that end, we consider National Glazing Solutions, LLC a valued client and our experience with this account has been most satisfactory.

**Our approval of a request would be conditioned upon applicable underwriting considerations at the time of the bond request. This letter is not an assumption of liability. We have issued this letter only as a bonding reference requested by our client.**

We are proud to recommend this fine organization to you. Should you require additional information regarding National Glazing Solutions, LLC's bond program, please feel free to contact our office.

Sincerely,

*Chad Smith*

Chad Smith  
Regional Surety Leader  
Westfield Insurance Company



**June 22, 2022**

**To Whom It May Concern,**

**RE: National Glazing Solutions**

**James Beale, owner of National Glazing Solutions, is an authorized dealer / applicator of 3M Brand Window Films since May 2011. NGS is certified to install all 3M brands including Prestige, Sun Control , Decorative and all of our Safety and Security window film families. National Glazing Solutions 3M Dealer Number is #0080295877. National Glazing Solutions is a Large Commercial Certified Dealer in the United States for 3M branded films.**

**If you should require additional information, please contact me at your earliest convenience.**

**Regards,**

**Rick Knight  
3M Facilities Care Solutions  
Engineered Films  
Territory Manager  
713-376-9675  
rknight@mmm.com**



4123 Clark Road  
Sarasota, FL 34233

941-922-5268 \* Phone  
941-296-7353 \* Fax  
[www.AccentDistributing.com](http://www.AccentDistributing.com)



5616 Royalton Street  
Houston, TX 77081

December 6, 2022

James Beale  
Chief Executive Officer  
National Glazing Solutions  
140 Mountain Brook Drive  
Canton, GA 30115

Dear Mr. Beale:

National Glazing Solutions (NGS) is a pivotal part of the Accent Distributing company. NGS has done a tremendous job working with key industry personnel in multiple segments to grow our entire portfolio of products; especially the Safety & Security market. NGS is our largest customer for 3M Safety & Security Films with another record year in 2022. Thank you!

We wish you continued success in your business pursuits and are looking forward to an ongoing mutually beneficial relationship.

A handwritten signature in black ink, reading 'Shawn Cabral'.

Shawn Cabral  
General Manager





140 Mountain Brook Drive  
Canton, GA 30115  
(866) 925-2083  
[filmsandgraphics.com](http://filmsandgraphics.com)

## NGS Contractor licenses Nationwide

License Name	License Number	License Sta	Issuing Authority Name	Issuing Author	state
Specialty Contractors License	10670	Active	Bowling Green/Warren County Contractors Licensing Board	County	Kentucky
Contractor License	ROC 323352	Active	Arizona Registrar of Contractors	State	Arizona
Contractor License	977796	Active	California Contractors State License Board	State	California
Contractor License	57316	Active	Louisiana State Licensing Board for Contractors	State	Louisiana
Contractors License	52267	Active	North Dakota Secretary of State, Contractor Licensing	State	North Dakota
Construction Contractor License Certificate	194623	Active	Oregon Construction Contractors Board	State	Oregon
General Contractor License	G118295	Active	South Carolina Department of Labor, Licensing and Regulation	State	South Carolina
Registered Entity Contractor	RCE-33984	active	State Of Idaho Bureau Of Occupational Licenses	State	Idaho
State Contractor License	70953	Active	Tennessee Department of Commerce and Insurance	State	Tennessee
Contractor License	2705133057	Active	Virginia Department of Professional and Occupational Regulation	State	Virginia
Construction Contractor License	NATIOGS894MQ	Active	Washington State Department of Labor and Industries	State	Washington

# National Glazing Solutions, LLC Secretary of State filings

Jurisdiction	Authorization Date	Jurisdiction ID	Jurisdiction Status	CSC Service Status	Registered Agent
Alabama	08/25/2011	000-023-530	Exists as of 05/27/2022	Active	Corporation Service Company, Inc.
Arizona	08/21/2015	R-2028217-5	Active as of 05/23/2022	Active	Corporation Service Company
Arkansas	06/11/2019	811207267	Good Standing as of 06/20/2022	Active	Corporation Service Company
California	03/12/2012	201212110222	Active as of 03/18/2022	Active	Corporation Service Company Which Will Do Business In California As CSC-Lawyers Incorporating Service
Colorado	09/14/2012	20121506303	Good Standing as of 06/22/2022	Active	Corporation Service Company
Connecticut	03/19/2012	1066164	Active as of 06/15/2022	Active	Corporation Service Company
District Of Columbia	08/14/2012	L00004608078	Active as of 04/25/2022	Active	Corporation Service Company
Florida	03/08/2011	M11000001248	Active as of 06/15/2022	Active	Corporation Service Company
Georgia	07/29/2009	09053381	Active/Compliance as of 06/08/2022		
Idaho	08/17/2012	358154	Active-Existing as of 05/31/2022	Active	Corporation Service Company
Illinois	05/30/2012	03937216	Goodstanding as of 03/10/2022	Active	Illinois Corporation Service Company
Indiana	02/01/2017	201702011178796	Active as of 05/26/2022	Active	Corporation Service Company
Kansas	06/19/2015	4927588	Active And In Good Standing as of 06/21/2022	Active	Corporation Service Company
Kentucky	04/24/2013	0855975	Active as of 06/17/2022	Active	Corporation Service Company
Louisiana	07/02/2012	40876594 Q	Active as of 06/16/2022	Active	Corporation Service Company
Maine	04/01/2022	20221422FC	Good Standing as of 05/27/2022	Active	Corporation Service Company
Maryland	04/26/2012	Z14660971	Revived as of 06/02/2022	Active	CSC-Lawyers Incorporating Service Company
Massachusetts	11/05/2012	270651914	Active as of 06/16/2022	Active	Corporation Service Company
Minnesota	10/31/2012	624936900028	Active as of 05/31/2022	Active	Corporation Service Company
Missouri	08/29/2016	FL001417549	Active as of 06/10/2020	Active	CSC-Lawyers Incorporating Service Company
Nebraska	05/01/2013	10176132	Active as of 06/22/2022	Active	CSC-Lawyers Incorporating Service Company
Nevada	08/29/2016	E0384822016-3	Active as of 06/03/2022	Active	Corporation Service Company

New Jersey	10/31/2012	0400527086	Active as of 03/01/2013	Active	Corporation Service Company
New Mexico	02/20/2018	5618410	Active as of 05/26/2022	Active	Corporation Service Company
New York	12/05/2012	4328360	Active as of 06/18/2021	Active	Corporation Service Company
North Carolina	11/16/2012	1287787	Current-Active as of 06/17/2022	Active	Corporation Service Company
North Dakota	11/10/2014	0000138570	Active as of 04/28/2022	Active	Corporation Service Company
Ohio	11/05/2012	2148821	Active as of 06/15/2022	Active	Corporation Service Company
Oklahoma	09/09/2014	3712470093	In Existence as of 06/16/2022	Active	Corporation Service Company
Oregon	07/13/2010	700694-98	Active as of 06/14/2022	Active	Corporation Service Company
Pennsylvania	06/28/2012	4119099	Active as of 06/06/2022	Active	Corporation Service Company
South Carolina	11/26/2012	606556	Good Standing as of 06/03/2022	Active	Corporation Service Company
Tennessee	03/02/2016	000837405	Active as of 06/16/2022	Active	Corporation Service Company
Texas	06/13/2011	801438476	In Existence as of 06/12/2022	Active	Corporation Service Company d/b/a CSC-Lawyers Incorporating Service Company
Utah	12/15/2020	12074729-0161	Active as of 04/15/2022	Active	Corporation Service Company
Vermont	03/29/2022	0406360	Active as of 06/13/2022	Active	Corporation Service Company
Virginia	03/03/2010	T0426744	Active-Active as of 06/15/2022	Active	Corporation Service Company
Washington	02/09/2011	603085772	Active as of 06/22/2022	Active	Corporation Service Company
West Virginia	04/27/2022	533166	Active as of 06/16/2022	Active	Corporation Service Company
Wisconsin	11/05/2012	N041207	Registered as of 06/02/2022	Active	Corporation Service Company

Report Run Date: 04/30/2021 03:54:15 PM							
License Owner Name	License Name	License Number	License Expiration Date	License Status	Issuing Authority Name	Issuing Authority	Issuing Authority
National Glazing Solutions, LLC	Business License	SP-09461	12/31/2020	Active	City of Allentown	City	Pennsylvania
National Glazing Solutions, LLC	Occupational Tax Registration Certificate	162935LGB	12/31/2020	Active	City of Atlanta	City	Georgia
National Glazing Solutions, LLC	Business License	LICENSE #2020-856, ACCT	12/1/2021	Active	City of Bessemer	City	Alabama
National Glazing Solutions, LLC	Business License	86628	12/31/2022	Active	City of Chula Vista	City	California
National Glazing Solutions, LLC	Business License	OT-10-17-30436	9/30/2022	Active	City of Daly City	City	California
National Glazing Solutions, LLC	Business Tax Certificate	442433	6/30/2021	Active	City of Fresno	City	California
National Glazing Solutions, LLC	Business License	LICENSE #302365, TAXPAY	12/31/2021	Active	City of Huntsville	City	Texas
National Glazing Solutions, LLC	Business License Renewal	007927	6/30/2022	Active	City of Lompoc	City	California
National Glazing Solutions, LLC	Business License Tax Certificate	0003130590-0001-1	02/28/2021	Active	City of Los Angeles	City	California
National Glazing Solutions, LLC	Business License	OCL2018-000190	6/30/2021	Active	City of Morgan Hill	City	California
National Glazing Solutions, LLC	Business License	20022185	2/28/2022	Active	City of Palm Springs	City	California
National Glazing Solutions, LLC	Business License	948756	10/31/2021	Active	City Of San Bernadino	City	California
National Glazing Solutions, LLC	Business Tax Certificate	0765765513	7/15/2022	Active	City of San Jose	City	California
National Glazing Solutions, LLC	Business License Certificate	4532153	12/31/2021	Active	City of San Leandro	City	California
National Glazing Solutions, LLC	Occupation Tax Certificate	3785	12/31/2021	Active	City of Holly Springs	City	Georgia
National Glazing Solutions, LLC	Business License Certificate	9138	6/30/2022	Active	City of Beaumont	City	California
National Glazing Solutions, LLC	Business License	BL-LIC-043766	12/31/2021	Active	City of Torrance	City	California
National Glazing Solutions, LLC	Business License	18672	7/29/2022	Active	City of Cathedral City	City	California
National Glazing Solutions, LLC	Business License Tax Certificate	81534	4/19/2022	Active	City of Rancho Cucamonga	City	California
National Glazing Solutions, LLC	Business License	5875	12/31/2021	Active	City of Porterville	City	California
National Glazing Solutions, LLC	Business License	6571	12/31/2021	Active	City of Vestavia Hills	City	Alabama
National Glazing Solutions, LLC	Business License	2021-2350	12/1/2021	Active	City of Decatur	City	Alabama
National Glazing Solutions, LLC	Business Tax Certificate	6526511	12/31/2021	Active	City of Santa Rosa	City	California
National Glazing Solutions, LLC	Business License Tax Certificate	BLC-1001254908-03	12/31/2021	Active	Arlington County	County	Virginia
National Glazing Solutions, LLC	Specialty Contractors License	10670	10/9/2022	Active	Bowling Green/Warren County Contractors Licen	County	Kentucky
National Glazing Solutions, LLC	Occupational License	52505200	10/15/2021	Active	Kenton County Fiscal Court	County	Kentucky
National Glazing Solutions, LLC	Business License	2001823 Account#172257	9/30/2021	Active	Madison County	County	Alabama
National Glazing Solutions, LLC	Local Business Tax Receipt	7187430	9/30/2022	Active	Miami Dade County Tax Collector	County	Florida
National Glazing Solutions, LLC	Business License	UBI 603085772-001-0001	12/31/2019	Active	Probate Judge Baldwin County	County	Alabama
National Glazing Solutions, LLC	Business Tax License	227607	5/15/2022	Active	Nashville and Davison County	County	Tennessee
National Glazing Solutions, LLC	Business Tax License	2019117790	9/30/2022	Active	Palm Beach County	County	Florida
National Glazing Solutions, LLC	Contractor License	ROC 323352	1/31/2023	Active	Arizona Registrar of Contractors	State	Arizona
National Glazing Solutions, LLC	Contractor License	977796	10/31/2022	Active	California Contractors State License Board	State	California
National Glazing Solutions, LLC	Contractor License	57316	09/15/2022	Active	Louisiana State Licensing Board for Contractors	State	Louisiana
National Glazing Solutions, LLC	Contractors License	52267	03/01/2022	Active	North Dakota Secretary of State, Contractor Lice	State	North Dakota
National Glazing Solutions, LLC	Construction Contractor License Certific	194623	7/25/2023	Active	Oregon Construction Contractors Board	State	Oregon
National Glazing Solutions, LLC	General Contractor License	G118295	10/31/2022	Active	South Carolina Department of Labor, Licensing	State	South Carolina
National Glazing Solutions, LLC	Business License	2010602767	12/31/2021	Active	and Regulation	State	Delaware
National Glazing Solutions, LLC	Registered Entity Contractor	RCE-33984	08/21/2021	Active	State of Delaware	State	Idaho
National Glazing Solutions, LLC	State Contractor License	70953	4/30/2023	Active	State Of Idaho Bureau Of Occupational Licenses	State	Tennessee
National Glazing Solutions, LLC	Contractor License	2705133057	03/31/2022	Active	Insurance	State	Tennessee
National Glazing Solutions, LLC	Covington General Business License Enc	603085772-001-0001	2/28/2022	Active	Virginia Department of Professional and Occupati	State	Virginia
National Glazing Solutions, LLC	Construction Contractor License	NATIOGS894MQ	9/14/2023	Active	Washington Department of Revenue	State	Washington
National Glazing Solutions, LLC	Occupational License	2117272	9/30/2021	Active	Washington State Department of Labor and Indus	State	Washington
National Glazing Solutions, LLC	Occupational and Professional License	12391629-5501	11/30/2023	Active	State of Alabama	State	Alabama
National Glazing Solutions, LLC	Business License				State of Utah - Dept of Commerce	State	Utah



# OSHA's Form 300A (Rev. 04/2004)

## Summary of Work-Related Injuries and Illnesses

**Note: You can type input into this form and save it.**  
Because the forms in this recordkeeping package are "fillable/writable" PDF documents, you can type into the input form fields and then save your inputs using the free Adobe PDF Reader.

Year 20 21

U.S. Department of Labor  
Occupational Safety and Health Administration

Form approved OMB no. 1218-0176

All establishments covered by Part 1904 must complete this Summary page, even if no work-related injuries or illnesses occurred during the year. Remember to review the Log to verify that the entries are complete and accurate before completing this summary.

Using the Log, count the individual entries you made for each category. Then write the totals below, making sure you've added the entries from every page of the Log. If you had no cases, write "0."

Employees, former employees, and their representatives have the right to review the OSHA Form 300 in its entirety. They also have limited access to the OSHA Form 301 or its equivalent. See 29 CFR Part 1904.35, in OSHA's recordkeeping rule, for further details on the access provisions for these forms.

### Number of Cases

Total number of deaths	Total number of cases with days away from work	Total number of cases with job transfer or restriction	Total number of other recordable cases
<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
(G)	(H)	(I)	(J)

### Number of Days

Total number of days away from work	Total number of days of job transfer or restriction
<u>0</u>	<u>0</u>
(K)	(L)

### Injury and Illness Types

Total number of ... (M)			
(1) Injuries	<u>0</u>	(4) Poisonings	<u>0</u>
(2) Skin disorders	<u>0</u>	(5) Hearing loss	<u>0</u>
(3) Respiratory conditions	<u>0</u>	(6) All other illnesses	<u>0</u>

Post this Summary page from February 1 to April 30 of the year following the year covered by the form.

Public reporting burden for this collection of information is estimated to average 58 minutes per response, including time to review the instructions, search and gather the data needed, and complete and review the collection of information. Persons are not required to respond to the collection of information unless it displays a currently valid OMB control number. If you have any comments about these estimates or any other aspects of this data collection, contact: US Department of Labor, OSHA Office of Statistical Analysis, Room N-3644, 200 Constitution Avenue, NW, Washington, DC 20210. Do not send the completed forms to this office.

### Establishment information

Your establishment name National Glazing Solutions, LLC

Street 140 Mountain Brook Drive

City Canton State GA Zip 30115

Industry description (e.g., Manufacture of motor truck trailers)

window film installation

North American Industrial Classification (NAICS), if known (e.g., 336212)

238150

**Employment information** (If you don't have these figures, see the Worksheet on the next page to estimate.)

Annual average number of employees 67

Total hours worked by all employees last year 139,360.00

**Sign here**

**Knowingly falsifying this document may result in a fine.**

I certify that I have examined this document and that to the best of my knowledge the entries are true, accurate, and complete.

Company executive

Title

Phone 866-925-2083

Date 3/14/2022

Reset

# Summary of Work-Related Injuries and Illnesses

**Note: You can type input into this form and save it.**  
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Year 20 20

U.S. Department of Labor  
Occupational Safety and Health Administration

Form approved OMB no. 1218-0176

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## Number of Cases

Total number of deaths	Total number of cases with days away from work	Total number of cases with job transfer or restriction	Total number of other recordable cases
<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
(G)	(H)	(I)	(J)

## Number of Days

Total number of days away from work	Total number of days of job transfer or restriction
<u>0</u>	<u>0</u>
(K)	(L)

## Injury and Illness Types

Total number of . . . (M)			
(1) Injuries	<u>0</u>	(4) Poisonings	<u>0</u>
(2) Skin disorders	<u>0</u>	(5) Hearing loss	<u>0</u>
(3) Respiratory conditions	<u>0</u>	(6) All other illnesses	<u>0</u>

Post this Summary page from February 1 to April 30 of the year following the year covered by the form.

Public reporting burden for this collection of information is estimated to average 58 minutes per response, including time to review the instructions, search and gather the data needed, and complete and review the collection of information. Persons are not required to respond to the collection of information unless it displays a currently valid OMB control number. If you have any comments about these estimates or any other aspects of this data collection, contact: US Department of Labor, OSHA Office of Statistical Analysis, Room N-3644, 200 Constitution Avenue, NW, Washington, DC 20210. Do not send the completed forms to this office.

## Establishment information

Your establishment name National Glazing Solutions, LLC

Street 140 Mountain Brook Drive

City Canton State GA Zip 30115

Industry description (e.g., Manufacture of motor truck trailers)

window film installation

North American Industrial Classification (NAICS), if known (e.g., 336212)

238150

**Employment information** (If you don't have these figures, see the Worksheet on the next page to estimate.)

Annual average number of employees 52

Total hours worked by all employees last year 108,160.00

## Sign here

Knowingly falsifying this document may result in a fine.

I certify that I have examined this document and that to the best of my knowledge the entries are true, accurate, and complete.

Company executive

Phone 866-925-2083

Title

Date 3/14/2022

Reset



# OSHA's Form 300A (Rev. 04/2004)

## Summary of Work-Related Injuries and Illnesses

**Note: You can type input into this form and save it.**  
Because the forms in this recordkeeping package are "fillable/writable" PDF documents, you can type into the input form fields and then save your inputs using the free Adobe PDF Reader.

Year 20 19

U.S. Department of Labor  
Occupational Safety and Health Administration



Form approved OMB no. 1218-0176

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### Number of Cases

Total number of deaths	Total number of cases with days away from work	Total number of cases with job transfer or restriction	Total number of other recordable cases
<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
(G)	(H)	(I)	(J)

### Number of Days

Total number of days away from work	Total number of days of job transfer or restriction
<u>0</u>	<u>0</u>
(K)	(L)

### Injury and Illness Types

Total number of . . . (M)			
(1) Injuries	<u>0</u>	(4) Poisonings	<u>0</u>
(2) Skin disorders	<u>0</u>	(5) Hearing loss	<u>0</u>
(3) Respiratory conditions	<u>0</u>	(6) All other illnesses	<u>0</u>

Post this Summary page from February 1 to April 30 of the year following the year covered by the form.

Public reporting burden for this collection of information is estimated to average 58 minutes per response, including time to review the instructions, search and gather the data needed, and complete and review the collection of information. Persons are not required to respond to the collection of information unless it displays a currently valid OMB control number. If you have any comments about these estimates or any other aspects of this data collection, contact: US Department of Labor, OSHA Office of Statistical Analysis, Room N-3644, 200 Constitution Avenue, NW, Washington, DC 20210. Do not send the completed forms to this office.

### Establishment information

Your establishment name National Glazing Solutions, LLC

Street 140 Mountain Brook Drive

City Canton State GA Zip 30115

Industry description (e.g., *Manufacture of motor truck trailers*)

window film installation

North American Industrial Classification (NAICS), if known (e.g., 336212)

238150

**Employment information** (If you don't have these figures, see the Worksheet on the next page to estimate.)

Annual average number of employees 48

Total hours worked by all employees last year 99,840.00

**Sign here**

Knowingly falsifying this document may result in a fine.

I certify that I have examined this document and that to the best of my knowledge the entries are true, accurate, and complete.

Company executive

Title

Phone 866-925-2083

Date 3/14/2022

Reset

**NATIONAL GLAZING SOLUTIONS HOLDINGS, LLC  
AND SUBSIDIARIES**

**CONSOLIDATED FINANCIAL STATEMENTS**

**DECEMBER 31, 2021**



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**NATIONAL GLAZING SOLUTIONS HOLDINGS, LLC AND  
SUBSIDIARIES**

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*December 31, 2021*

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1230 Peachtree Street NE  
Suite 1500  
Atlanta, Georgia 30309  
404.253.7500  
[www.frazierdeeter.com](http://www.frazierdeeter.com)

## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors  
National Glazing Solutions Holdings, LLC and Subsidiaries  
Canton, Georgia

### Opinion

We have audited the consolidated financial statements of National Glazing Solutions Holdings, LLC and Subsidiaries (the Company), which comprise the consolidated balance sheet as of December 31, 2021, and the related consolidated statements of operations and changes in members' equity and cash flows for the period from November 9, 2021 to December 31, 2021, and the related notes to the consolidated financial statements.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the financial position of National Glazing Solutions Holdings, LLC and Subsidiaries as of December 31, 2021, and the results of their operations and their cash flows for the period from November 9, 2021 to December 31, 2021, in accordance with accounting principles generally accepted in the United States of America.

### Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Company and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern within one year after the date that the consolidated financial statements are available to be issued.

#### Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

October 3, 2022

*Frazier & Baker, LLC*

**NATIONAL GLAZING SOLUTIONS HOLDINGS, LLC AND  
SUBSIDIARIES**

*Consolidated Balance Sheet*

*December 31, 2021*

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Assets	
Current Assets:	
Cash	\$ 586,769
Accounts receivable, net of allowance for doubtful accounts of \$147,321	8,962,913
Due from members	397,199
Inventory	451,844
Prepaid expenses and other current assets	<u>267,848</u>
Total current assets	<u>10,666,573</u>
Property and equipment, net	<u>480,058</u>
Other assets:	
Goodwill, net	13,127,922
Deposits	<u>11,497</u>
Total other assets	<u>13,139,419</u>
Total Assets	<u>\$ 24,286,050</u>

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See notes to consolidated financial statements.

**NATIONAL GLAZING SOLUTIONS HOLDINGS, LLC AND  
SUBSIDIARIES**

*Consolidated Balance Sheet - Continued*

*December 31, 2021*

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Liabilities and Members' Equity	
Current Liabilities:	
Accounts payable	\$ 4,617,105
Accrued liabilities	<u>344,380</u>
Total current liabilities	4,961,485
Line of credit	<u>2,300,000</u>
Total liabilities	7,261,485
Commitments	
Members' equity	<u>17,024,565</u>
Total Liabilities and Members' Equity	<u>\$ 24,286,050</u>

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See notes to consolidated financial statements.

**NATIONAL GLAZING SOLUTIONS HOLDINGS, LLC AND  
SUBSIDIARIES**

*Consolidated Statement of Operations and Changes in Members' Equity*

*For the Period From November 9, 2021 to December 31, 2021*

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Revenue	\$ 6,726,637
Cost of revenue	<u>5,320,448</u>
Gross profit	1,406,189
Operating expenses:	
Selling, general, and administrative expenses	1,098,944
Depreciation and amortization	<u>174,691</u>
Operating income	<u>132,554</u>
Other income (expense):	
Interest expense	(2,472)
Other income	65,611
Other expense	<u>(14,071)</u>
Other income	<u>49,068</u>
Net income	181,622
Members' equity, beginning of period	-
Contributions from members - cash	8,342,943
Contributions from members - non-cash	8,500,000
Distributions to members	<u>-</u>
Members' equity, end of period	<u>\$ 17,024,565</u>

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See notes to consolidated financial statements.

**NATIONAL GLAZING SOLUTIONS HOLDINGS, LLC AND  
SUBSIDIARIES**

*Consolidated Statement of Cash Flows*

*For the Period From November 9, 2021 to December 31, 2021*

**Increase (Decrease) in Cash**

**Cash flows from operating activities:**

Net income	\$ 181,622
Adjustments to reconcile net income to net cash (used in)	
provided by operating activities:	
Depreciation and amortization	174,691
Changes in assets and liabilities:	
Accounts receivable	(2,879,287)
Prepaid expenses and other current assets	(30,099)
Inventory	369,163
Deposits	314
Accounts payable	674,927
Accrued liabilities	(211,430)
Net cash (used in) provided by operating activities	<u>(1,720,099)</u>

**Cash flows from investing activities:**

Acquisition of National Glazing Solutions, LLC, net of cash acquired	(4,982,492)
Acquisition of the assets of C.H.B. Industries, Inc.	(3,350,786)
Acquisition of property and equipment	<u>(2,797)</u>
Net cash (used in) provided by investing activities	<u>(8,336,075)</u>

**Cash flows from financing activities:**

Net borrowings on line of credit	2,300,000
Contributions from members	<u>8,342,943</u>
Net cash provided by financing activities	<u>10,642,943</u>

Net increase in cash align="right">586,769

Cash, beginning of period align="right">-

Cash, end of period align="right">\$ 586,769

**Supplemental Disclosure of Cash Flow Information:**

Cash paid for interest align="right">\$ 847

See notes to consolidated financial statements.

## NATIONAL GLAZING SOLUTIONS HOLDINGS, LLC AND SUBSIDIARIES

### *Notes to Consolidated Financial Statements*

*December 31, 2021*

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#### Note 1 - Description of business and summary of significant accounting policies:

National Glazing Solutions Holdings, LLC and Subsidiaries (the Company) provides applied film solutions, including graphics, and installation services throughout the United States. The Company's consolidated financial statements includes the balances and results of operations for National Glazing Solutions Holdings (Holdings) and Subsidiaries as of December 31, 2021, and for the period from November 9, 2021 to December 31, 2021. Effective November 9, 2021, as a result of a series of transactions, Holdings acquired National Glazing Solutions, LLC (NGS) (see Note 3). Effective December 30, 2021, the Company, through its wholly owned subsidiary NGS CHB, LLC (NGS CHB) acquired the assets and business operations of C.H.B. Industries, Inc. (CHB) (see Note 4).

#### Basis of presentation

The accompanying consolidated financial statements are prepared in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP).

#### Basis of consolidation

The consolidated financial statements include the accounts of Holdings and its wholly owned subsidiaries National Glazing Solutions Intermediate Holdings, LLC (Intermediate), NGS, and NGS CHB. All material intercompany transactions have been eliminated.

#### Use of estimates in the preparation of consolidated financial statements

The preparation of consolidated financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### Advertising

The Company expenses all advertising costs as incurred. Advertising costs were \$112,886 for the period from November 9, 2021 to December 31, 2021.

#### Inventory

The Company's inventory consists of rolls of film used for customer projects. The Company's inventory is stated at the lower of cost and net realizable value determined on a first-in, first-out basis.



**NATIONAL GLAZING SOLUTIONS HOLDINGS, LLC AND  
SUBSIDIARIES**

*Notes to Consolidated Financial Statements - Continued*

*December 31, 2021*

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Note 1 - Description of business and summary of significant accounting policies - continued:

Revenue and cost recognition

The Company recognizes revenue in accordance with Accounting Standards Codification Topic 606, Revenue Recognition (ASC 606). ASC 606 requires the Company to perform the following five steps for customer contracts in place: (1) identify the contract(s) with the customer; (2) identify the performance obligations in the contract; (3) determine the transaction price; (4) allocate the transaction price to the performance obligations in the contracts; and (5) recognize revenue when (or as) the entity satisfies a performance obligation.

The Company's contracts are generally with commercial building owners and general contractors to provide window film solutions for commercial buildings. The Company's contracts include one or more distinct performance obligations, which may include window film material and installation services for multiple buildings included in the contract. The Company has determined that each individual project within the overall customer contract represents a separate performance obligation.

Based on the generally short-term nature of individual projects and the ability of the Company's customers to receive and consume the benefits of window film material and installation services after installation is complete, the Company recognizes revenue from individual projects at a point in time when installation is completed.

Cost of revenue includes direct material and labor costs, subcontractor labor costs, and shipping costs for purchase material.

Receivables and credit policies

Accounts receivable are uncollateralized customer obligations due under normal trade terms. Accounts receivable are stated at the amount billed to the customer. Customer account balances not paid within contract terms are considered delinquent. No interest is charged on accounts not paid according to terms.

Accounts receivable are stated at the amount management expects to collect from outstanding balances. Management individually reviews all contract receivable balances that exceed contract terms and, based on an assessment of current creditworthiness, estimates the portion, if any, of the balance that will not be collected. At December 31, 2021, there was \$147,321 of allowance for doubtful receivables.

## NATIONAL GLAZING SOLUTIONS HOLDINGS, LLC AND SUBSIDIARIES

### *Notes to Consolidated Financial Statements - Continued*

*December 31, 2021*

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#### Note 1 - Description of business and summary of significant accounting policies - continued:

##### Fair value hierarchy

The Company utilizes a valuation technique to measure the fair value of assets and liabilities by using a fair value hierarchy that maximizes the use of observable inputs and minimizes the use of unobservable inputs. The objective of a fair value measurement is to determine the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date (an exit price). Accordingly, the fair value hierarchy gives the highest priority to quoted prices (unadjusted) in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). The three levels of the fair value hierarchy are described below:

- Level 1 - Unadjusted quoted prices in active markets that are accessible at the measurement date for identical, unrestricted assets or liabilities;
- Level 2 - Quoted prices in markets that are not considered to be active or financial instruments for which all significant inputs are observable, either directly or indirectly;
- Level 3 - Prices or valuations that require inputs that are both significant to the fair value measurement and unobservable.

The purchase price of the Company's acquisition of NGS (see Note 3) and CHB (see Note 4) were allocated to acquired assets and assumed liabilities utilizing fair value inputs that are categorized as Level 2 inputs.

The methodology described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Company believes its valuation methodology is appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

##### Property and equipment

Depreciation and amortization are provided using the straight-line method over the estimated useful lives of the assets which range from 5 to 39 years.

**NATIONAL GLAZING SOLUTIONS HOLDINGS, LLC AND  
SUBSIDIARIES**

*Notes to Consolidated Financial Statements - Continued*

*December 31, 2021*

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Note 1 - Description of business and summary of significant accounting policies - continued:

Property and equipment - continued

Expenditures for maintenance and repairs are charged to income as incurred. Additions and betterments are capitalized. The cost of properties sold or otherwise disposed of, and the accumulated depreciation thereon, is eliminated from the property and reserve accounts, and gains and losses are reflected in the statement of operations and changes in members' equity.

Income taxes

The Company is treated as a partnership for income tax purposes. All federal and state income tax positions taken or anticipated to be taken in the income tax returns are attributable to the owners and not to the entity. The Company recognizes the tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by the taxing authority, based on the technical merits of the position. As of December 31, 2021, there are no known items which would result in a material accrual related to where the Company has federal or state attributable tax positions.

Impairment of long-lived assets and long-lived assets to be disposed of

The Company reviews long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of assets to be held and used is measured by a comparison of the carrying amount of an asset to future net cash flows expected to be generated by the asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the fair value of the assets. Assets to be disposed of are reported at the lower of the carrying amount or fair value less costs to sell. There was no impairment charge recognized during 2021.

Business combinations

The Company applies the acquisition method to account for business combinations. The consideration transferred for the acquisition and identifiable assets acquired and liabilities assumed are measured at fair value as of the acquisition date. The excess of the fair value of consideration transferred over the fair value of net assets acquired is recorded as goodwill. Acquisition-related costs are expensed as incurred and are included in selling, general, and administrative expenses on the consolidated statement of operations and changes in members' equity.

**NATIONAL GLAZING SOLUTIONS HOLDINGS, LLC AND  
SUBSIDIARIES**

*Notes to Consolidated Financial Statements - Continued*

*December 31, 2021*

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Note 1 - Description of business and summary of significant accounting policies - continued:

Goodwill

The Company amortizes goodwill on a straight-line basis over ten years. In addition to amortizing goodwill, the Company also tests goodwill for impairment when a triggering event occurs. The Company has elected to test goodwill for impairment at the entity level. Upon occurrence of a triggering event, the Company first assesses the qualitative factors to determine whether it is more likely than not that the fair value of the entity is less than its carrying amount, including goodwill. If the Company determines that it is more likely than not that the fair value of the entity is less than its carrying amount, or if the Company elects to bypass the qualitative assessment, then the Company determines the fair value of the entity and compares such amount to its carrying amount including goodwill. The goodwill impairment, if any, is calculated as the excess of the entity's carrying amount over its fair value (limited to the carrying amount of goodwill of the entity). The Company did not identify any triggering events during 2021, and accordingly performed neither a qualitative nor a quantitative impairment assessment.

Subsequent events

The Company has evaluated subsequent events through October 3, 2022, which is the date these consolidated financial statements were available to be issued. All subsequent events, if any, requiring recognition as of December 31, 2021, have been incorporated into these consolidated financial statements.

Note 2 - Recent accounting pronouncements:

In February 2016, the FASB issued ASU 2016-02, Leases (Topic 842): Amendments to the FASB ASC (Update 2016-02), which requires an entity to recognize lease assets and lease liabilities on the consolidated balance sheet and to disclose key qualitative and quantitative information about the entity's leasing arrangements. The effective date of this standard was extended during 2020 for private companies to annual periods beginning after December 15, 2021, with early adoption permitted. The new lease standard will be adopted under a modified retrospective approach, with an option to apply the new lease standard at the adoption date and recognize a cumulative-effect adjustment to the opening balance of retained earnings in the period of adoption. Upon adoption of this new standard, the Company will recognize significant right of use assets and lease obligation liabilities on the consolidated balance sheet

**NATIONAL GLAZING SOLUTIONS HOLDINGS, LLC AND  
SUBSIDIARIES**

*Notes to Consolidated Financial Statements - Continued*

*December 31, 2021*

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Note 2 - Recent accounting pronouncements - continued:

as a result of its operating lease obligations. Operating lease expense will still be recognized on a straight-line basis over the remaining life of the lease within lease and rental expense in the consolidated statement of operations and changes in members' equity. The Company is currently evaluating the effect that ASU 2016-02 will have on the consolidated financial statements and related disclosures.

Note 3 - Acquisition of National Glazing Solutions, LLC:

In accordance with the Equity Purchase and Contribution Agreement, on November 9, 2021, as a result of a series of transactions, the former owners of NGS contributed their interests in NGS to Holdings in exchange for cash consideration of approximately \$5,000,000, including cash payments to the sellers of approximately \$3,900,000 and repayment of the sellers' debt obligations of approximately \$1,100,000, and membership interests in Holdings valued at \$8,500,000. As a result of the final working capital adjustment determination related to the transaction, the Company recorded a receivable due from the selling members in the amount of \$397,199, which reduces the total consideration transferred in the transaction.

The Company determined that the contribution represented the transfer of control of a business from the former owners to Holdings. The contribution was recorded using the acquisition method of accounting. The fair value of the consideration transferred was allocated to assets and liabilities transferred at their transfer date fair values as determined by management.



# **NATIONAL GLAZING SOLUTIONS HOLDINGS, LLC AND SUBSIDIARIES**

## *Notes to Consolidated Financial Statements - Continued*

*December 31, 2021*

### Note 3 - Acquisition of National Glazing Solutions, LLC - continued:

The fair values of considerations transferred and the estimated fair values of assets and liabilities assumed at the contribution date are as follows:

Fair value of consideration transferred:	
Cash	\$ 4,995,475
Membership interest	<u>8,500,000</u>
Total consideration	<u>13,495,475</u>
Identifiable assets acquired and liabilities assumed:	
Cash	410,182
Accounts receivable	5,019,737
Inventory	503,118
Prepaid expenses and other current assets	235,525
Property and equipment	394,848
Deposits	314
Accounts payable	(3,942,178)
Accrued liabilities	<u>(432,901)</u>
Total identifiable net assets	<u>2,188,645</u>
Goodwill	<u>\$ 11,306,830</u>

The excess of consideration over the fair value of net tangible and identifiable intangible assets assumed was recorded as goodwill. The goodwill is expected to be deductible for tax purposes. The fair values assigned to tangible and identifiable intangible assets and liabilities assumed are based on management's estimates and assumptions.

The earnout provision included in the Equity Purchase and Contribution Agreement provides for an additional cash payment to the former owners of NGS in 2023 if the EBITDA, as defined, of NGS is greater than \$2,500,000 for 2022. The earnout payment is calculated based on the EBITDA of NGS in excess \$2,500,000 multiplied by two. If the Company's 2021 EBITDA, as defined, is less than \$2,500,000, then the \$2,500,000 earnout threshold for 2022 shall be increased by the difference of \$2,500,000 minus 2021 EBITDA, as defined. The potential earnout payment is capped at \$3,800,000. The Company has estimated that no amounts will be paid under the earnout provision and has not recorded any corresponding liability.

**NATIONAL GLAZING SOLUTIONS HOLDINGS, LLC AND  
SUBSIDIARIES**

*Notes to Consolidated Financial Statements - Continued*

*December 31, 2021*

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Note 3 - Acquisition of National Glazing Solutions, LLC - continued:

In accordance with accounting for business combinations, during the period from November 9, 2021 to December 31, 2021, the Company expensed approximately \$228,500 for costs directly related to the transaction, which are included in selling, general, and administrative expenses in the consolidated statement of operations and changes in members' equity.

Note 4 - Acquisition of the assets of C.H.B. Industries, Inc.:

On December 30, 2021, the Company acquired substantially all of the assets and certain liabilities of CHB, for cash consideration of approximately \$3,400,000.

The acquisition was recorded using the acquisition method of accounting. The fair value of the consideration transferred was allocated to assets acquired and liabilities assumed at their acquisition date fair values as determined by management.

The fair value of consideration transferred and the estimated fair values of assets acquired and liabilities assumed at the acquisition date are as follows:

Fair value of consideration transferred:	
Cash	<u>\$ 3,350,786</u>
Total consideration	<u>3,350,786</u>
Identifiable assets acquired and liabilities assumed:	
Accounts receivable	1,063,889
Inventory	317,889
Prepaid expenses and other current assets	2,224
Property and equipment	95,588
Deposits	11,497
Accrued liabilities	<u>(122,909)</u>
Total identifiable net assets	<u>1,368,178</u>
Goodwill	<u>\$ 1,982,608</u>

**NATIONAL GLAZING SOLUTIONS HOLDINGS, LLC AND  
SUBSIDIARIES**

*Notes to Consolidated Financial Statements - Continued*

*December 31, 2021*

Note 4 - Acquisition of the assets of C.H.B. Industries, Inc. - continued:

The excess of purchase consideration over the fair value of net tangible and identifiable intangible assets acquired was recorded as goodwill. The goodwill is expected to be deductible for tax purposes. The fair values assigned to tangible and identifiable intangible assets acquired and liabilities assumed are based on management's estimates and assumptions.

In accordance with accounting for business combinations, during the period from November 9, 2021 to December 31, 2021, the Company expensed approximately \$60,000 for costs directly related to the acquisition, which are included in selling, general, and administrative costs in the consolidated statement of operations and changes in members' equity.

Note 5 - Goodwill:

Goodwill consists of the following as of December 31, 2021:

	Cost	Accumulated Amortization	Net
Goodwill - NGS	\$ 11,306,830	\$ (160,973)	\$ 11,145,857
Goodwill - CHB	1,982,608	(543)	1,982,065
Total	<u>\$ 13,289,438</u>	<u>\$ (161,516)</u>	<u>\$ 13,127,922</u>

Amortization expense related to goodwill was \$161,516 for the period from November 9, 2021 to December 31, 2021.

Future annual amortization of goodwill as of December 31, 2021, is as follows:

<u>Year Ending December 31,</u>	
2022	\$ 1,328,944
2023	1,328,944
2024	1,328,944
2025	1,328,944
2026	1,328,944
Thereafter	6,483,202
	<u>\$ 13,127,922</u>



**NATIONAL GLAZING SOLUTIONS HOLDINGS, LLC AND  
SUBSIDIARIES**

*Notes to Consolidated Financial Statements - Continued*

*December 31, 2021*

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Note 6 - Property and equipment:

Property and equipment consisted of the following at December 31, 2021:

Building improvements	\$ 183,980
Vehicles	232,756
Furniture and equipment	24,629
Computer equipment	<u>51,868</u>
	493,233
Less: Accumulated depreciation	<u>(13,175)</u>
Net property and equipment	<u>\$ 480,058</u>

Depreciation expense related to property and equipment was \$13,175 for the period from November 9, 2021 to December 31, 2021.

Note 7 - Members' equity:

Prior to November 9, 2021, NGS' members' equity consisted of one class of membership units owned by the former owners. As a result of the acquisition of NGS by Holdings on November 9, 2021, all outstanding units of NGS are owned by Holdings. Prior to November 9, 2021, NGS had a phantom stock plan in place for certain employees. All outstanding phantom stock units were terminated as part of the acquisition of NGS by Holdings on November 9, 2021.

Members' equity of Holdings consists of 17,000 Class A Preferred Units and 1,000 Class B Units. The Class B Units represent profits interests units. Holdings also has authorized 5,000 Incentive Units for issuance to employees as compensation. As of December 31, 2021, no Incentive Units are outstanding. The Class A Preferred Units include an eight percent preferred return, which compounds on an annual basis. As of December 31, 2021, the Class A Preferred liquidation preference is approximately \$17,200,000. The members of Holdings have certain additional rights and privileges, as follows:

Voting rights: Holders of Class A Preferred Units shall be the only voting members of Holdings.

**NATIONAL GLAZING SOLUTIONS HOLDINGS, LLC AND  
SUBSIDIARIES**

*Notes to Consolidated Financial Statements - Continued*

*December 31, 2021*

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Note 7 - Members' equity - continued:

Distribution rights: Distributions shall be made first to satisfy any unpaid Class A Preferred return and second to holders of Class A Preferred Units until such members have received distributions equal to their initial capital contributions. Any remaining distributable cash shall be distributed to holders of Class A Preferred Units until the Reallocation Threshold, as defined, is met and thereafter 30% to holders of Class B Units and 70% to holders of Class A Preferred Units.

Note 8 - Line of credit:

Effective December 3, 2021, the Company entered into a \$4,000,000 revolving credit agreement with Truist Bank. The interest rate of the revolver is the Prime Rate, or 3.25% as of December 31, 2021. The revolver has a maturity date of December 5, 2023. Interest only payments are due through maturity, at which time the remaining outstanding unpaid principal balance is due. As of December 31, 2021, \$2,300,000 is outstanding on the revolver.

Prior to November 9, 2021, NGS maintained a line of credit which had a balance of \$1,001,044 as of November 8, 2021. All obligations under the NGS line of credit were repaid as part of the acquisition of NGS by Holdings.

Note 9 - Lease obligations:

The Company leases various offices for monthly rentals that range from \$1,099 to \$12,750. Total rent expense amounted to \$12,607 for the period from November 9, 2021 to December 31, 2021.

The future minimum lease payments under non-cancelable operating lease agreements at December 31, 2021, are as follows:

<u>Year Ending December 31,</u>	
2022	\$ 174,336
2023	157,621
2024	160,773
2025	163,988
2026	82,806
	<u>\$ 739,524</u>

**NATIONAL GLAZING SOLUTIONS HOLDINGS, LLC AND  
SUBSIDIARIES**

*Notes to Consolidated Financial Statements - Continued*

*December 31, 2021*

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Note 10 - Transactions with related parties:

Effective November 9, 2021, the Company entered into a Management and Consulting Agreement with members of the Company. Under the arrangement, the members will provide general corporate management services to the Company in exchange for quarterly compensation equal to the greater of (i) 0.5% of the cash contributions made by Holdings members and (ii) 5% of EBITDA, as defined in the Management and Consulting Agreement. No management fee was charged for 2021.

Note 11 - Concentration of credit risk:

The Company maintains its cash in bank deposits, which at times may exceed federally-insured limits. The Company has not experienced any losses in such accounts.

Note 12 - Significant customers and vendors:

As of December 31, 2021, one customer accounted for 30% of accounts receivable. Three customers accounted for 58% of revenue for the period from November 9, 2021 to December 31, 2021.

As of December 31, 2021, two vendors accounted for 34% of accounts payable. One vendor accounted for 14% of cost of revenue for the period from November 9, 2021 to December 31, 2021.

Note 13 - Employee benefit plan:

NGS sponsors the National Glazing Solutions LLC 401(k) Profit Sharing Plan & Trust. Employer contributions to the 401(k) plan amounted to \$12,607 for the period from November 9, 2021 to December 31, 2021, and is included in selling, general, and administrative expenses on the consolidated statement of operations and changes in members' equity.

**NATIONAL GLAZING SOLUTIONS HOLDINGS, LLC AND  
SUBSIDIARIES**

*Notes to Consolidated Financial Statements - Continued*

*December 31, 2021*

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Note 14 - Risks and uncertainties:

In March 2020, the World Health Organization declared the novel coronavirus (COVID-19) outbreak a pandemic and the President of the United States declared it a national emergency. The COVID-19 pandemic remains subject to the development and severity of new variants. The extent of the impact of COVID-19 on operations and financial results will depend on future developments, including the duration and spread of the outbreak within the markets in which the Company operates, government actions and programs, and the related impact on consumer confidence and spending, all of which are highly uncertain.



# NGS

# THE INDUSTRY LEADER

**3M Security, solar, and decorative  
glass films for commercial and  
government applications nationwide**

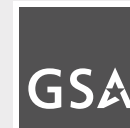


**Our mission is to protect people and property,  
preserve the planet, and create beauty  
by making buildings better.**

NGS provides security, energy, and branding retrofits for buildings,  
and is the nationwide leader in window film, graphics, and signage.



Authorized Dealer  
Window Film



Schedule 84  
#47QSWA20D00C

State of CA CMAS  
Contract #4-20-84-0085A

**TIPS-USA**  
contract #190101



# WHY NGS?

## Credibility

- Most awarded & recognized company in the industry
- 3M Large Market National Dealer of the Year 2019 and 2020
- 3M Regional Dealer of the Year 2018
- Window Film Magazine Top Dealer Award 2018, 2019
- Ranked #1 Commercial Window Film Company in America 2013, 2015, 2017, & 2019 (Window Film Magazine)
- Inc. 5000 Fastest Growing Private Companies List 2016, 2017, 2018, 2020, 2021
- Panorama Dealer of the Year 2014

## Capability

- Nationwide installation infrastructure
- Licensed and insured from coast to coast

## Experience

Most experienced & capable company in the industry

- 5,000 Installs on average per year

## Value and Services

- Free site surveys
- Free preliminary envelope security audits and analysis
- Free glass audits and analysis
- Benchmark glazing performance
- Free building modeling & rendering
- In-house design
- Turnkey production
- Program & project management
- Grant & rebate sourcing & assistance
- Proprietary software to expedite & tailor pricing to budgets / grants

## Contracting Vehicles

- GSA Schedule 84: Cooperative Purchase Contract #47QSWA20D00C
- TIPS-USA: Safety Supplies and Services, contract #190101
- PCA: OD-316-20 Glazing: Window Tinting, RIOT GLASS, Printed Graphics
- CA CMAS: Blast Mitigation, Bullet Resistant, and Glass Fragmentation Products #4-20-84-0085A

# NGS AWARDS & RECOGNITION



**2018** 3M Window Films  
Regional Dealer of the Year



**2019** Window Film Magazine  
Top Window Film Dealer



**2019 & 2020** 3M Window Films  
National Dealer of the Year



# NGS MADE THE INC. 5000 LIST

**2016**

**2017**

**2018**

**2020**



# NGS IN THE NEWS



## Top Window Film Dealers

At ClimatePro, 60 percent of its jobs come from residential projects, while the other 40 percent is made up of commercial jobs.

**THRIVING, Not Just Surviving**  
by Tara Taffera

Each September, Window Film magazine ranks its top companies for the previous year and gets insights into the current one. You may think COVID has taken its toll, and you would be right. Yet for many of our top dealers, words like resiliency—and yes, even growth—can be used to describe the current market.

**On Fire**  
Take, for example, Advanced Tint Co./RPM Superstore in Richmond, Va. In the midst of the pandemic, the company opened a new location. Much of that business is offset from competitors from being the only tint shop in the location. They have four locations in the area and are looking to expand further.

Company	City, State	Website	Locations	Years in Business	Employees	% Commercial	% Residential	% Auto
<b>\$18 Million Plus in Revenue</b>								
National Glazing Solutions Dba NGS Films and Graphics	Atlanta	www.filmstography.com	3	11	50	100	0	0
<b>\$9-\$18 Million in Revenue</b>								
Window Film Depot	Manassas, Va.	www.windowfilmdotcom	7	28	40	90	5	5
Solar Art	Laguna Hills, Calif.	www.solarart.com	4	34	54	85	15	0
<b>\$6-\$9 Million in Revenue</b>								
New York Window Film Co.	Farminstead, N.Y.	nywindowfilm.com	1	30	23	75	15	0
Campbell Corp.	Huntington Beach, Calif.	campbellwindowfilm.com	4	13	24	75	75	0
Sun Stoppers	Matthews, N.C.	sunstoppers.com	15	15	12	15	0	0
<b>\$3.5-\$6 Million in Revenue</b>								
Absolute Perfection Inc.	Sylva, N.C.	www.apc.com	2	18	35	70	0	0
Protective Solutions/AutoNuvo	Holliston, Mass.	www.protectivesolutions.com and www.autonuvo.com	3	20	40	10	0	0
Solar Tint	Cincinnati, Ohio	www.solkrent.com	4	41	44	40	0	0
TAT Tinting Specialists Inc.	Honolulu	www.tatinting.com	7	36	36	20	0	0
ClimatePro	Rohnert Park, Calif.	climatepro.com	2	41	18	0	0	0
<b>\$1-\$3.5 Million in Revenue</b>								
Eclipse Window Tinting	Cincinnati	321tint.com	1	23	11	0	0	0
Advanced Window Solutions	Carlebach, Manassas, N.Y.	advancedwindowfilms.com	2	26	10	70	0	0
The Tint Guy Window Tinting	Aspen	www.thetintguy.com	2	34	17	10	0	0
Advanced Film Solutions	Lutz, Fla.	advancedtint.com	1	13	13	15	0	0
Advanced Tint Co./RPM Superstore	Richmond, Va.	advancedtint.com or rpmuperstore.com	3	35	14	15	0	0
Five Star Window Coatings	Grand Rapids, Mich.	fivestar.com	1	31	13	70	0	0

10 WINDOW FILM SEPTEMBER/OCTOBER 2020

**#1 in 2019 Window Film Magazine**

# NGS IN THE NEWS



**2019**

**3M™ Window Films**

**Large Commercial Certification**  
Demonstrated the ability to navigate and manage large commercial projects and has completed the required training to receive this certification from 3M™

**National Glazing Solutions dba  
NGS Films and Graphics**



INSIDE: THIS DEALER GREW 4,000 PERCENT

## WINDOW FILM™

ARCHITECTURAL • AUTO • DECORATIVE • PAINT PROTECTION • SECURITY  
VOLUME 21 • ISSUE 5 • SEPTEMBER/OCTOBER 2017

# The Big Ten

Meet the Nation's Top Dealers

Also Inside:  
• Software to Streamline Business  
• A WFCT Quick Start

A PUBLICATION OF KEY COMMUNICATIONS INC.  
BUSINESS AT BLUE COMMUNICATIONS

INSIDE: WHAT TO EXPECT AT WFCT IN SAN ANTONIO, ON PG. 30.

## WINDOW FILM™

ARCHITECTURAL • AUTO • DECORATIVE • PAINT PROTECTION • SECURITY  
VOLUME 30 • ISSUE 5 • SEPTEMBER/OCTOBER 2018

# Leaders of the Pack

Meet the Industry's Top Dealers

Also Inside:  
Industry Election Primer  
Retirement Tips

A PUBLICATION OF KEY COMMUNICATIONS INC.  
BUSINESS AT BLUE COMMUNICATIONS

# THE BIG 10

2017's Top Dealers

by Katherine Cole



Look at modern exterior elevations and red vinyl wrap accents on the Stouffer Hotel building in Los Angeles, Calif.

**The Top Dealers in the U.S. by Sales Volume**

Rank	Company	Principal/Owner	2016 Sales	2015 Sales	Percent Change
1	Advanced Film Solutions	James Papp	\$1,100,000	\$1,000,000	10%
2	Advanced Film Solutions	James Papp	\$1,100,000	\$1,000,000	10%
3	Advanced Film Solutions	James Papp	\$1,100,000	\$1,000,000	10%
4	Advanced Film Solutions	James Papp	\$1,100,000	\$1,000,000	10%
5	Advanced Film Solutions	James Papp	\$1,100,000	\$1,000,000	10%
6	Advanced Film Solutions	James Papp	\$1,100,000	\$1,000,000	10%
7	Advanced Film Solutions	James Papp	\$1,100,000	\$1,000,000	10%
8	Advanced Film Solutions	James Papp	\$1,100,000	\$1,000,000	10%
9	Advanced Film Solutions	James Papp	\$1,100,000	\$1,000,000	10%
10	Advanced Film Solutions	James Papp	\$1,100,000	\$1,000,000	10%

## Fastest Growth

Of our top dealers, 10 out of 14 companies reported the fastest growth rates in terms of sales volume a total of 100%

Rank	Company	Principal/Owner	Percent of Sales	2015 Sales
1	Advanced Film Solutions	James Papp	100%	\$1,100,000
2	Advanced Film Solutions	James Papp	100%	\$1,100,000
3	Advanced Film Solutions	James Papp	100%	\$1,100,000
4	Advanced Film Solutions	James Papp	100%	\$1,100,000
5	Advanced Film Solutions	James Papp	100%	\$1,100,000
6	Advanced Film Solutions	James Papp	100%	\$1,100,000
7	Advanced Film Solutions	James Papp	100%	\$1,100,000
8	Advanced Film Solutions	James Papp	100%	\$1,100,000
9	Advanced Film Solutions	James Papp	100%	\$1,100,000
10	Advanced Film Solutions	James Papp	100%	\$1,100,000

## Lean Operation

These 10 companies are the leanest operation in terms of employees per sales dollar

Rank	Company	No. of Employees	Sales Per Employee
1	Advanced Film Solutions	12	\$91,667
2	Advanced Film Solutions	12	\$91,667
3	Advanced Film Solutions	12	\$91,667
4	Advanced Film Solutions	12	\$91,667
5	Advanced Film Solutions	12	\$91,667
6	Advanced Film Solutions	12	\$91,667
7	Advanced Film Solutions	12	\$91,667
8	Advanced Film Solutions	12	\$91,667
9	Advanced Film Solutions	12	\$91,667
10	Advanced Film Solutions	12	\$91,667

## Top 10 Commercial Film Dealerships

Rank	Company	Principal/Owner	Percent of Sales	2015 Sales
1	Advanced Film Solutions	James Papp	100%	\$1,100,000
2	Advanced Film Solutions	James Papp	100%	\$1,100,000
3	Advanced Film Solutions	James Papp	100%	\$1,100,000
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5	Advanced Film Solutions	James Papp	100%	\$1,100,000
6	Advanced Film Solutions	James Papp	100%	\$1,100,000
7	Advanced Film Solutions	James Papp	100%	\$1,100,000
8	Advanced Film Solutions	James Papp	100%	\$1,100,000
9	Advanced Film Solutions	James Papp	100%	\$1,100,000
10	Advanced Film Solutions	James Papp	100%	\$1,100,000

## Top 10 Residential Film Dealerships

Rank	Company	Principal/Owner	Percent of Sales	2015 Sales
1	Advanced Film Solutions	James Papp	100%	\$1,100,000
2	Advanced Film Solutions	James Papp	100%	\$1,100,000
3	Advanced Film Solutions	James Papp	100%	\$1,100,000
4	Advanced Film Solutions	James Papp	100%	\$1,100,000
5	Advanced Film Solutions	James Papp	100%	\$1,100,000
6	Advanced Film Solutions	James Papp	100%	\$1,100,000
7	Advanced Film Solutions	James Papp	100%	\$1,100,000
8	Advanced Film Solutions	James Papp	100%	\$1,100,000
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## Window Film Magazine



# NGS IN THE NEWS

11/15/2018

Window Film Nov/Dec 2018

# Hartsfield in Film

World's Busiest Airport Wrapped in Film

Nov/Dec 2018

Film is being installed. All work was done on a crew worked around the clock to transform

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... took to Atlanta's Hartfield airport project that used 86,000 square feet of film. A team of 15 people were needed to complete the massive 7 month long project. James Beale, NGS Films and Graphics managing partner says 3M prestige 40 exterior film was used to transform the airport. The company claims it's the largest application of that particular film in the world to date. "250,000 people a day come through the Atlanta airport, thus making it the most viewed and experienced solar film project in the world (whether the passengers know it or not)," Beale says.

WF

WINDOW FILM 39

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New revolutionary  
film-cutting software  
**Now Available**

[Architects](#), [Retailers](#), [Energy](#), [The Builder](#), [Transportation](#), [Disaster](#), [Education](#), [Health Care](#), [Retail](#), [Film](#), [Furniture](#), [General Use](#)

### Three Window Film Companies Earn Spots on Annual Inc. 500 List

August 26, 2013 | [windowfilm.org](#)

Three companies representing the window film industry on Inc. Magazine's annual 500 list, which ranks America's fastest-growing private companies.

Atlanta, Ga.-based National Blasting Solutions (NBS) Films and Graphics, Solar Air Windows, Film and Graphics (SAW) and Jacksonville, Fla.-based iWindow (iW) have earned their spots on the list. iWindow, a manufacturer of window security coatings in Queensland, Australia, was recognized as the largest company in the window film industry on this year's list.



No. 303: NBS Films and Graphics

For the second year in a row, NBS Films and Graphics has cracked the top 500. Last year, the company's revenue was \$50.6 million, putting it in the 40th place of \$4 million. The commercial window film company is co-owned by James Banks and Patrick Coley, two owners and security firms, as well as specialty graphics.

With more than 17 states, the company has experienced a growth of 111 percent in three years period. According to the company, its 2012 revenue (including an estimated \$15 million, on 853-year-year lease) was more than doubled.

iWindow was the first company of the entire NBS team to hit the hardware and dedication to our customers that has enabled us to grow. iW's broadest growing private companies is viewed for the second year in a row. iW's sales

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# HISTORY

In 2009, NGS Films and Graphics opened up shop with a lot of window film installation experience, a big goal, and a little idea that would change the window film industry forever:

Customers deserve choices.

Whether a customer needs decorative privacy window film, privacy window film, architectural signage, commercial window film, or a combination of those, they should be able to go to one place to get their needs met. Before NGS hit the scene, the window film industry was very fragmented with a variety of small companies that only sold specific products in specific service areas. Customers with multiple locations across multiple markets would have to contract with various window film companies and deal with price distortion from market to market, let alone deal with issues finding

continuity in supply to meet their specifications. Imagine if you had to buy all your food like that. One store would sell Kraft products, another store would sell Nabisco products, and you would go to yet another store for your General Mills products.

To us, that seemed like a bad deal for the customer so we set out to break the model. After four years in business our hard fought success was recognized and we were named the #1 Commercial Window Film Company in the U.S.

Over a decade later, our customers' options have expanded even further: with a single point of contact, NGS clients can access nationwide services for film, graphics, and signage. They'll know that everything—and we mean everything—will be taken care of for them. That's the type of deal we believe companies like yours deserve.

# NGS

**CONTACT US TODAY  
TO LEARN MORE**

[www.filmsandgraphics.com](http://www.filmsandgraphics.com)

866-925-2083







# NGS

**Building Security**

# PERIMETER HARDENING PROGRAM

**Security glass solutions for blast,  
forced entry, storm mitigation,  
and ballistic**



## **Zoned**

Zoned survey approach that mirrors Federal Commission on School Safety

## **Free Surveys**

Free Surveys delivered by building with area maps and photos numbered to match zone and area

## **Proprietary Software**

Free Proprietary Software to tailor the scope and price of each building to match budget or grant

## **Streamlined Requisition**

Nationwide Government & Education Contracting Vehicles to streamline requisition

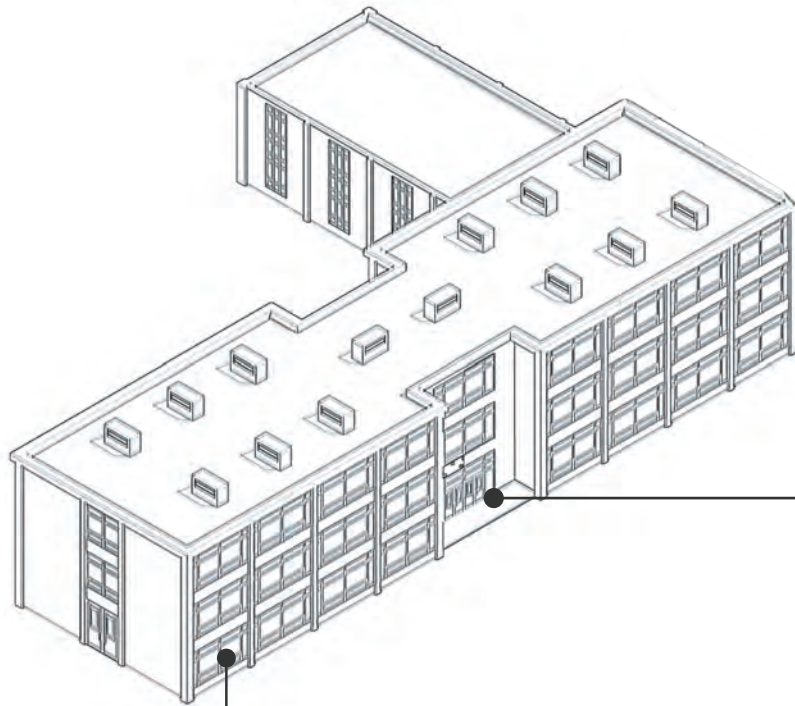
## **Best In Class Solutions:**

- 3M Ultra Security Film and Impact Protection Adhesive
- Tri-Shield®
- Riot Glass®



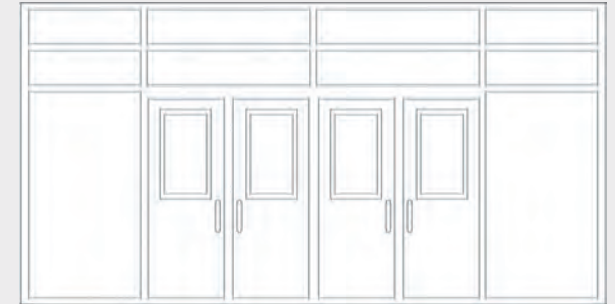
## Building Security

# ZONED SURVEY APPROACH



### Zone 1

The Main Entrance



### Zone 2

Secondary Exit



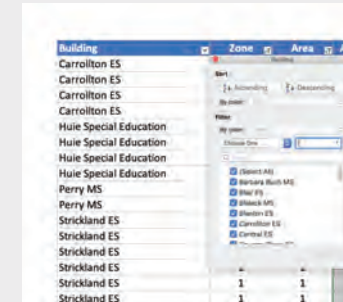
# PROPRIETARY SOFTWARE

Tailored to the scope and price of each building to match budget or grant

**Real Time Cost**  
Tabulations on given areas

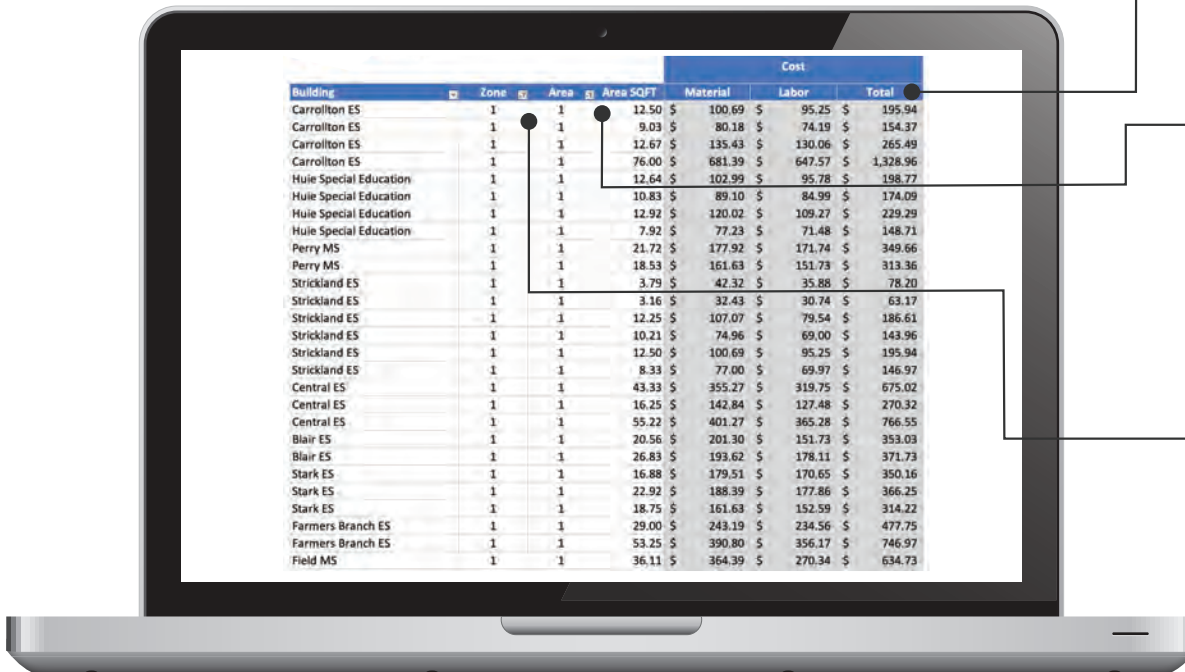
	Cost		
	Material	Labor	Total
38	\$ 100.69	\$ 95.25	\$ 195.94
61	\$ 80.18	\$ 74.19	\$ 154.37
55	\$ 135.43	\$ 130.06	\$ 265.49
49	\$ 681.39	\$ 647.57	\$ 1,328.96
38	\$ 102.99	\$ 95.78	\$ 198.77
49	\$ 89.10	\$ 84.99	\$ 174.09
80	\$ 120.02	\$ 109.27	\$ 229.29
16	\$ 77.23	\$ 71.48	\$ 148.71
54	\$ 177.92	\$ 171.74	\$ 349.66
77	\$ 161.63	\$ 151.73	\$ 313.36
36	\$ 42.32	\$ 35.88	\$ 78.20
64	\$ 32.43	\$ 30.74	\$ 63.17
62	\$ 107.07	\$ 79.54	\$ 186.61
90	\$ 74.96	\$ 69.00	\$ 143.96

**Ability to Select**  
Specific area per building



**Ability to Select**  
or remove specific buildings

Building	Zone	Area	Area SQFT	Mat
Carrollton ES	1	1	12.50	3M Ultr
Carrollton ES	1	1	9.03	3M Ultr
Carrollton ES	1	1	12.67	3M Ultr
Carrollton ES	1	1	76.00	3M Ultr
Huie Special Education	1	1	12.64	3M Ultr
Huie Special Education	1	1	10.83	3M Ultr
Huie Special Education	1	1	12.92	3M Ultr
Huie Special Education	1	1	7.92	3M Ultr
Perry MS	1	1	21.72	3M Ultr
Perry MS	1	1	18.53	3M Ultr
Strickland ES	1	1	3.79	3M Ultr
Strickland ES	1	1	3.16	3M Ultr
Strickland ES	1	1	12.25	3M Ultr
Strickland ES	1	1	10.21	3M Ultr
Strickland ES	1	1	12.50	3M Ultr
Strickland ES	1	1	8.33	3M Ultr
Central ES	1	1	43.33	3M Ultr





# PROPRIETARY SOFTWARE

## Survey binder example

**Zone 2**  
Non-entrance  
Perimeter Glazing

## Zone 1

### Entrances



Building	Zone	Count	Width	Height	Quantity	Type	Removal	Area	ASST	Material	Roll	Ply	QTY	LT	TYPE	ASST	Cash	Unit
Creekview HHS	5	24	36"	21"	8	Windstorm removal	39.67	3.0M Ultra 900 60"	24"	2	1.400	Normal	4200	10.00	28.23	10.00	19.23	
Creekview HHS	5	24	36"	21"	8	Door not removed	8.00	3M Ultra 900 60"	24"	2	1.400	Normal	4200	10.00	28.23	10.00	19.23	
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# GLAZING SECURITY REFINED

**Options for every budet and  
to delay or stop breach**

## **Entry Level Security Film**

- Minimum recommendation
- 3M Ultra 800 and 3M impact protection adhesive or interior of all glass
- Up to 2-minute delay in breach

## **Tri-Shield Security Systems**

- Best in Class Security Film
- 3M Ultra 800 and 3M impact protection adhesive on interior of all glass and exterior weatherable film
- Up to 6-minute delay in breach

## **Riot Glass Access Denial**

- Unmatched success rate at preventing forced entry
- Has stopped almost all attacks from damaging glass & frames
- Always working, permanent clear board up
- No maintenance or operation required
- Graffiti & acid etching protection 24/7
- Scratch resistant and UV-coated
- Noise dampening
- Frames available in bronze and clear anodized
- Passed Miami Dade large missile impact test protocol

**NGS is the**

# INDUSTRY LEADER IN SECURITY GLASS SYSTEMS

**Blast, forced entry, storm mitigation, and ballistic**

Visit [www.filmsandgraphics.com/defend-your-glass/](http://www.filmsandgraphics.com/defend-your-glass/)  
to schedule a complimentary building security assessment.  
An NGS building envelope security expert will evaluate  
your buildings in order to help you:

- Identify and prioritize vulnerable areas with a zoned approach
- Select the appropriate product tier(s) based on your objectives
- Provide you with an actionable report with building security recommendations

# NGS

**SCHEDULE YOUR  
FREE ASSESSMENT**

(866) 925-2083

[security@filmsandgraphics.com](mailto:security@filmsandgraphics.com)

[www.filmsandgraphics.com](http://www.filmsandgraphics.com)







# NGS

# SUPPLIER DIVERSITY PROGRAM

**At NGS, we are committed to diversity, equity, and inclusion. We actively seek to partner with minority, women-owned, service-disabled veteran, tribal, disadvantaged, and small businesses. Our supplier diversity program is broken into two tiers, as outlined below.**

## Tier One

Our Tier 1 supplier diversity teaming agreement focuses on working with our diverse teaming agreement partners as their subcontractor thus creating direct contract to provide goods and services that support your operations locally, regionally, or nationally. NGS is committed to give our partners plenty of opportunities to hire and increase their spend.

Our tier 1 program includes:

- Free facility energy and safety assessments nationally
- Leverage NGS' buying power to reduce your overall cost on security and energy projects nationwide
- Access NGS' installation network
- Standardize supplier diversity reporting
- Join Sales calls nationally with NGS

Our diverse suppliers have been vetted to work on complex and large projects nationwide, and can help you meet your Tier 1 Minority, Women-Owned, Small Disadvantage Business, Service-Disabled Veteran, HUBZONE, HUB, Tribal 8(a) and Small Business goals.

## Tier Two

NGS has the capability to report our spend from diverse subcontractors nationwide. Each year we ask our subcontractors to report if their company is Minority, Women-Owned, Small Disadvantage Business, Service-Disabled Veteran, HUBZONE, HUB, Tribal 8(a) or Small Business. NGS is also committed to help non-certified subcontractors become certified through a third-party agency.

## About NGS

NGS is the nationwide leader in window film, graphics, and signage offering security, energy, and branding retrofits for buildings.

### Credibility

- 3M Large Marketing National Dealer of the Year 2019 & 2020
- Window Film Magazine Top Dealer Award 2018, 2019
- Ranked #1 Commercial Window Film Company in America in 2013, 2015, 2017, 2019, 2020

### Capability

- Nationwide installation infrastructure
- Licensed from coast to coast
- Turnkey program management
- Nation's leading storefront security contractor
- 3M's largest window film dealer installer in America

### Experience

- 5,000+ installations completed each year

### Contracting Vehicles

- GSA Schedule 84  
GS-47QSWA20D00C
- CMAS 4-19-56 0082A
- TIPS-USA Contract 190101
- PCA Contract # OD-316-20

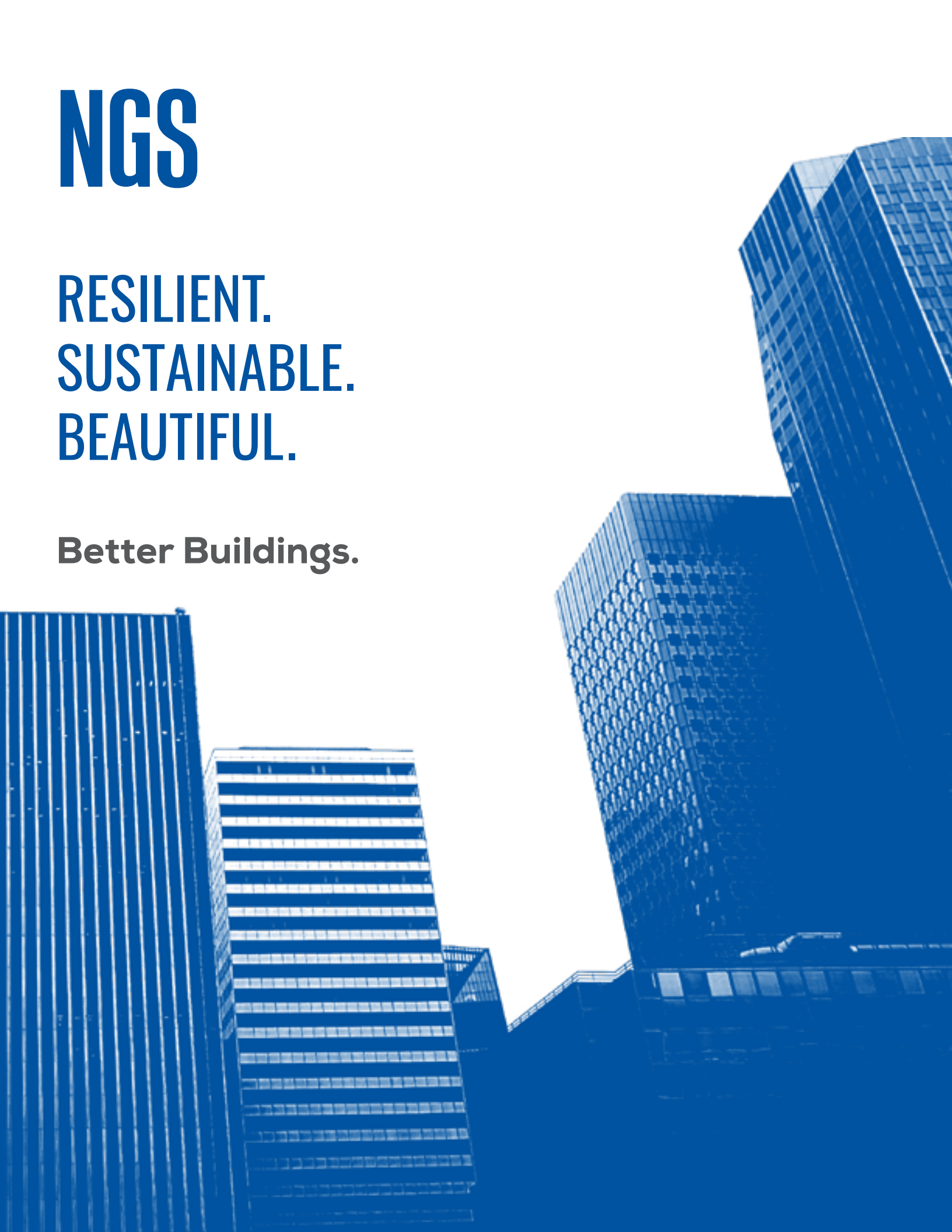
## Join our Supplier Diversity Program

If you would like to know more about our teaming agreement or supplier diversity program, send us a message at [supplierdiversity@filmsandgraphics.com](mailto:supplierdiversity@filmsandgraphics.com) or call (866) 925-2083 x 828

# NGS

RESILIENT.  
SUSTAINABLE.  
BEAUTIFUL.

**Better Buildings.**



# YOUR BUILDING, BETTER.

## **Security, energy, and branding improvements for buildings.**

At NGS, we believe in a better building. One that protects people and property, preserves the planet, and creates beauty.

As the nationwide leader in safety, security, and sun control window film, 3M™ DI-NOC architectural surface films, ballistic glazing, Riot Glass®, printed graphics, as well as signage, we're committed to delivering best in class solutions with the most responsive and professional service.

We put the customer first with a solution-based mindset.

**We're with you every step of  
the way: from concept to  
completion, ground floor to  
glass ceiling, baseline to better.**



# Glazing Security Products

## Defend Your Glass

- Access Denial
- Anti-Graffiti
- Ballistic Protection
- Bomb Blast
- Forced Entry
- Storm Mitigation
- Smash and Grab

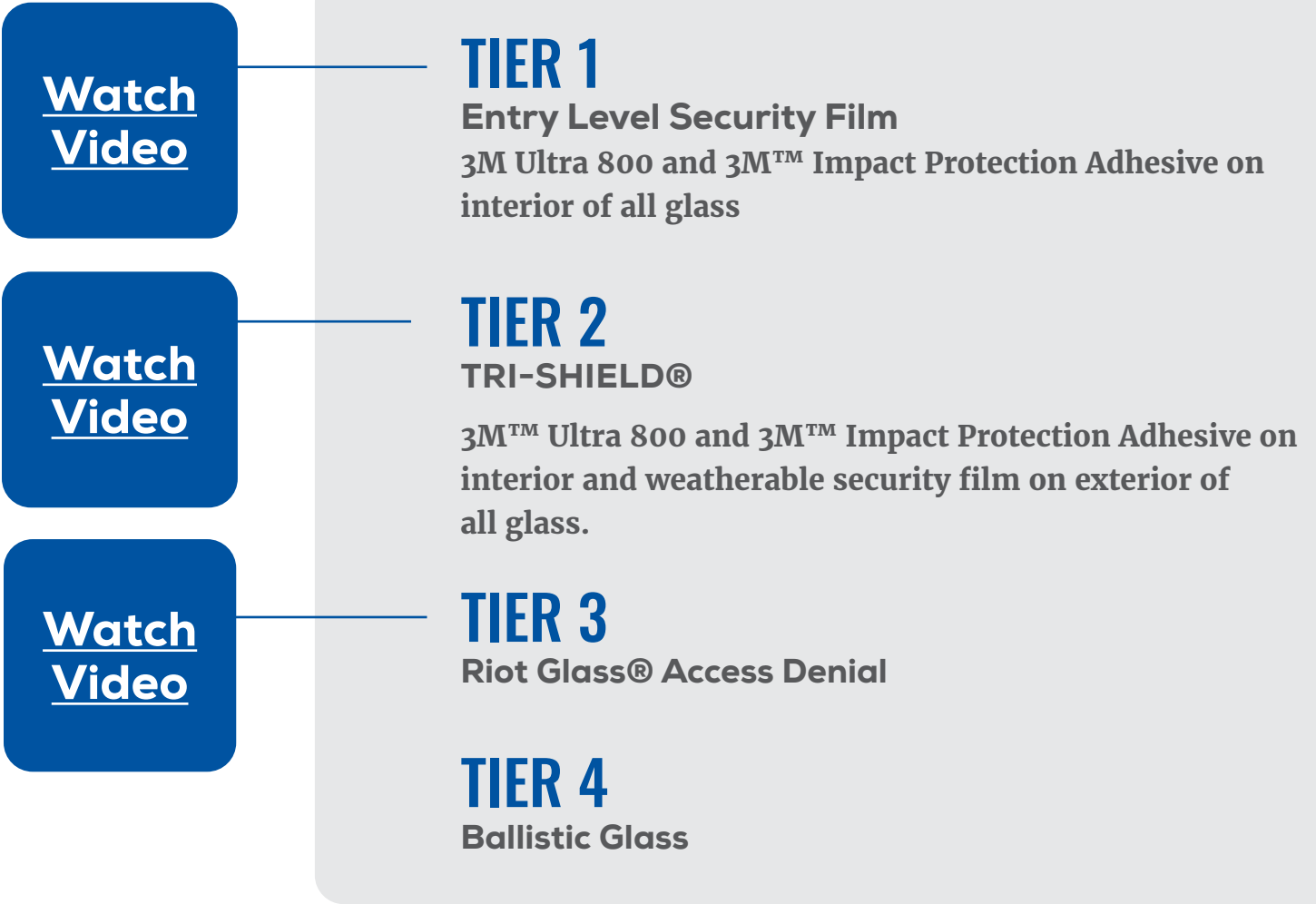


“As a former SWAT commander who had to breach buildings, I know how difficult it is to bypass security film. I endorse it.”

- Bruno Dias, Director of Safety and Security,  
Mansfield Independent School District

# A Tiered Approach to Security

At NGS, we understand that one-size-fits-all approach to glazing security doesn’t work. That’s why we developed a tiered approach that evaluates your building(s) by threat level to determine the appropriate product.



# NGS' Building Hardening Program

## Intelligent Design

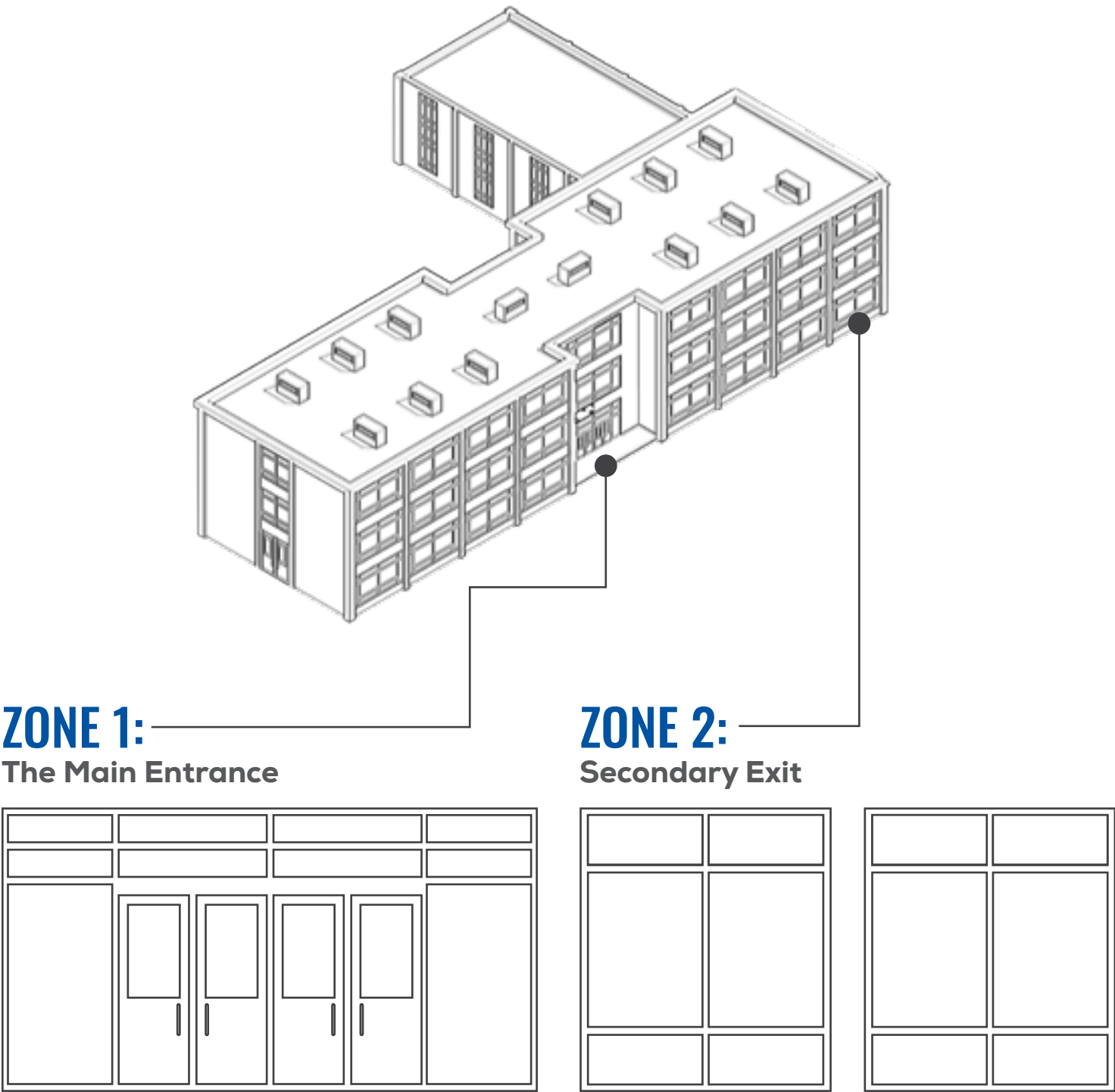
Our building hardening program offers free building surveys with zoned approach to identify areas based on risk for prioritization of security protocols. It also provides you with an actionable report from our proprietary software in which you can prioritize vulnerabilities, tailor scope to meet your budget, and choose the best glazing security plan for your buildings.

Building	Zone	Area	Area SQFT	Material	Labor	Total
Carrollton ES	1	1	12.50	\$ 300.89	\$ 95.25	\$ 396.14
Carrollton ES	1	1	9.03	\$ 80.38	\$ 74.39	\$ 154.77
Carrollton ES	1	1	12.97	\$ 335.43	\$ 130.06	\$ 465.49
Carrollton ES	1	1	76.00	\$ 681.39	\$ 642.57	\$ 1,323.96
Hux Special Education	1	1	12.44	\$ 302.99	\$ 95.78	\$ 398.77
Hux Special Education	1	1	10.83	\$ 89.30	\$ 84.99	\$ 174.29
Hux Special Education	1	1	12.92	\$ 330.62	\$ 309.27	\$ 639.89
Hux Special Education	1	1	7.92	\$ 77.23	\$ 71.48	\$ 148.71
Perry MS	1	1	23.72	\$ 177.92	\$ 173.74	\$ 351.66
Perry MS	1	1	18.10	\$ 361.65	\$ 351.79	\$ 713.44
Strickland ES	1	1	9.79	\$ 42.32	\$ 35.88	\$ 78.20
Strickland ES	1	1	9.16	\$ 32.49	\$ 30.74	\$ 63.23
Strickland ES	1	1	12.25	\$ 307.07	\$ 79.54	\$ 386.61
Strickland ES	1	1	10.21	\$ 74.96	\$ 68.00	\$ 142.96
Strickland ES	1	1	12.50	\$ 300.89	\$ 95.25	\$ 396.14
Strickland ES	1	1	8.10	\$ 77.00	\$ 69.97	\$ 146.97
Central ES	1	1	49.10	\$ 355.27	\$ 319.75	\$ 675.02
Central ES	1	1	16.25	\$ 142.84	\$ 127.48	\$ 270.32
Central ES	1	1	55.22	\$ 401.27	\$ 365.28	\$ 766.55
West ES	1	1	20.94	\$ 201.90	\$ 151.79	\$ 353.69
West ES	1	1	10.45	\$ 333.62	\$ 129.11	\$ 462.73

- Ability to select or remove specific buildings
- Ability to select specific area per building
- Real time cost tabulations on given areas

We recently interviewed school district leaders about the importance of glazing security and their experience working with NGS. [Watch the interviews.](#)

## Zoned Survey Approach



# Solar Control Window Film

## Improve Sustainability

The Department of Energy ranks solar film as one of the top energy conservation measures for buildings – with one of the fastest paybacks. In 2022, 3M™ and NGS were selected as finalists for the co-submission of 3M Non-Metalized Window Film in the 2022 U.S. General Services Administration (GSA) Green Proving Ground.

Solar control window film comes in a range of clear, tinted, and reflective high heat rejection options, as well as all-season Low E options that can take single pane glass to almost dual pane in performance. Consequently, these all-season window films reduce heat loss up to 41% in winter months and provide up to a 44% heat gain reduction in the summer. Furthermore, these window films are almost invisible on the glazing.

High performance solar heat gain reduction films can reduce heat by up to 71%. As a result, these options are effective solutions that greatly reduce solar load on a building, thereby lowering your energy bill. Solar films also come in dual function solar and security options, so you can enhance safety, security, and building resilience while improving energy efficiency and sustainability in one application. These films promote occupant comfort, reduce building operations costs, protect people and property, as well as reduce carbon emissions with solar control window films.

## Greener Glass

- Energy Efficiency
- Occupant Comfort
- Heat Gain Reduction
- Glare Reduction
- Fade Protection



## LEED Credits

Window films may be used toward the following LEED credits:

- |              |              |          |
|--------------|--------------|----------|
| • SS-8       | • EQ-8.1-8.2 | • EQ-7.2 |
| • MR 1.1-1.2 | • EA-1       | • ID     |
| • EQ-7.1     | • MR5.1-5.2  |          |

NGS installed 86,000 square feet of 3M™ Prestige Exterior Solar Window Film at the Atlanta International Airport.

[Watch the video.](#)

[gogreen@filmsandgraphics.com](mailto:gogreen@filmsandgraphics.com)

It's Time for Greener Buildings: Improve Building Energy Efficiency with 3M™ Sun Control Window Film.

[Watch the video.](#)



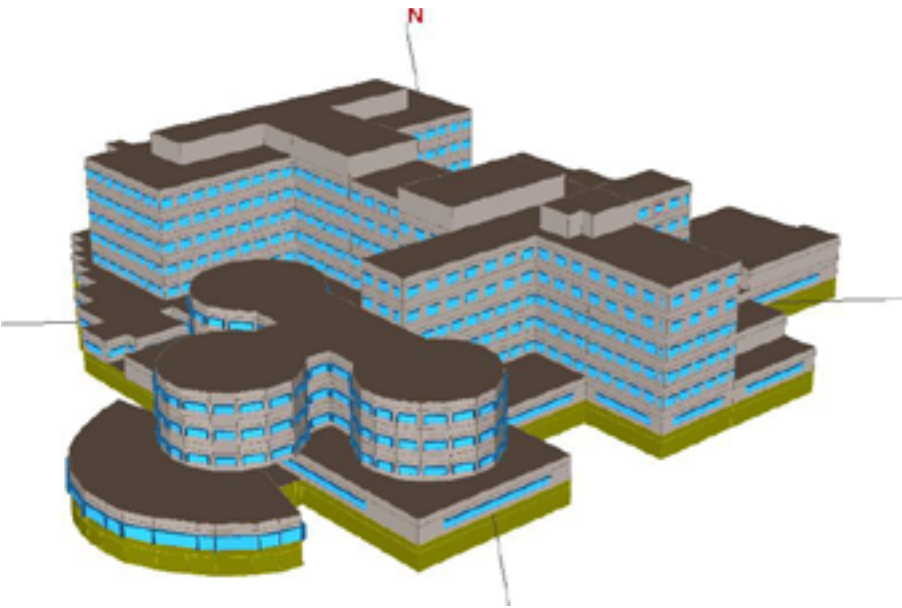
# Building Modeling and Energy Engineering Services

## Evaluate Glass and Building Energy Performance

How will solar window film perform on your building(s)? Using state of the art modeling software (LBNL Optics, Window and eQuest), NGS' energy engineers can:

- Measure existing glass type and performance improvements from various film applications
- Perform industry-leading thermal absorption calculations to ensure film-to-glass applications will not cause thermal stress
- Perform whole building energy modeling on your building with and without window film to determine potential savings.
- Validate performance with thermal imaging cameras and data logging ambient air temperature.
- Create 3D renderings of your building and energy models, based on historical energy consumption and demand.
- Calculate potential for energy savings, carbon reduction, and improved sustainability while taking into account complex building energy systems interactions.

# Building Shell Modeling



# Specialty Window Film and Graphics

## Specialty Window Films

- 3M™ FASARA™
- 3M™ DI-NOC™ Architectural Finishes
- Decorative
- Smart Films
- Dry Erase
- Rear Projection
- View Control- Lumisty
- Films for Plastic Glazing
- Eco/Architectural Films
- Casper Cloaking Film

[View Products](#)

## Printed Graphics Applications

- Drywall
- Brick/Concrete
- Low Surface Energy
- Flat Glass
- Interior Floor/Stair Tread
- Traditional Wallpaper

[View Products](#)





Aspire™

Custom Printed Window Film from NGS

If you’ve got an idea, NGS can make it happen with Aspire™ custom printed window film. Leveraging our years of experience and in-house design capabilities, our Aspire line utilizes the most durable and optically clear substrate with a scratch resistant coating. This ensures your vision stays beautiful and vibrant for the life of the application. Create the custom look you want or choose from a selection of curated designs to make your vision a reality.



3M™ DI-NOC™ Architectural Surface Finishes

Refresh and Renew, Sustainably

Transform floors, walls, ceilings, displays, counters, fixtures, desks, tables, and more, without remodeling or replacing.

3M™ DI-NOC™ Architectural Finishes are very durable decorative surface finishes available in 850+ designs at a budget-friendly price. 3M DI-NOC designs offer the warmth of wood grain, the sleek feel of metal, and the cool of natural stone.

DI-NOC Architectural Finishes and 3M DI-NOC vinyl wraps are lightweight and self-adhering, and can be applied on-site to the existing substrate. With DI-NOC products, you create a whole new look, quickly and inexpensively, with minimal impact to operations, landfill, and budget. Use this product for both renovations and new construction.

Before



After



## 3M™ DI-NOC™ Applications



Walls



Building Interiors



Fixtures



Elevators



Learn how fashion retailer, GUESS?, used 3M™ DI-NOC™ to refresh their stores nationwide.

[Read the story.](#)



3M™ DI-NOC™ Applications

Doors



Columns



Furniture and Case Goods



Ceilings





# Signage

## From Concept to Completion

Coordinating signage projects can be a complex process – but when you work with the signage experts at NGS, you can leave all the complicated tasks to us. We take care of every detail of your signage, from concept to completion – providing turnkey permitting, manufacturing, installation, and project management services that provide you the high-quality signs you desire, exactly when you want them, 100% hassle-free.

### Illuminated Signs

- Illuminated Blade Signs
- Embedded Acrylic LED Letters
- Halo Illuminated Letters
- Face Illuminated Channel Letters
- Illuminated Cabinet With Push-thru Letters

### Non-Illuminated

- FCO Metal or Acrylic Letters
- Non-Illuminated Blade Signs

### Specialty Signs

- Custom Artwork
- Marquee Signs



Signage at the Speed of Light  
for True Religion Jeans.

[Read the case study.](#)

[branding@filmsandgraphics.com](mailto:branding@filmsandgraphics.com)

[Learn more about our signage products:](#)

# Services

If you’ve got an idea, we can make it happen.

- Design
- Production
- Nationwide Installation
- Project Management
- Building Modeling/Energy Engineering
- Nationwide Surveys
- Continuing Education

# Programs

We go the extra mile.

- Building Hardening Program
- Supplier Diversity Program
- Streamlined Requisition via our Contracting Vehicles
- Building Resilience & Sustainability



# Government Contracting Vehicles

## Streamline the Procurement Process

NGS’ government contracting vehicles and EDGAR–compliant purchase co–operatives enable eligible federal, state, and local government entities (and qualified non–government entities) to expedite and streamline the procurement process. Our products and services have been nationally vetted, as well as approved. Legal obligations completed, and costs are competitively bid or pre–negotiated (GSA) – which means you can get your project done how, when, and where you want.

## Consider it Done

At NGS, we pride ourselves on getting projects done on time, on–budget, and on–scope. Reach out today to leverage the advantages of our contracting vehicles.

## Contracting Vehicles

- [GSA Schedule 84 Contract holder 47QSWA20D00C](#)
- [TIPS–USA Contract: Safety Supplies and Services 220101](#)
- [TIPS–USA Contract: Job Order Contracting 211001](#)
- [PCA – Purchase Cooperative of America Glazing Contract PCA–OD–316–20](#)
- CMAS Contract California 4–20–84–0085





Contract Holder  
Contract # 47QSWA20D00C



Purchasing Cooperative of America  
Awarded Contract

STATE OF CA CMAS

Contract #4–20–84–0085A

TIPS-USA

Contract #220101  
Contract #211001



## About NGS

NGS is the nationwide leader in window film, graphics, and signage offering security, energy, and branding retrofits for buildings.



### Credibility

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- Window Film Magazine Top Dealer Award 2018, 2019, 2020, 2021
- Ranked #1 Commercial Window Film Company in America in 2013, 2015, 2017, 2018, 2019, 2020
- Inc. 5,000 Fastest-Growing companies 2016, 2017, 2018, 2020, 2021
- 3M™ Prestige Premiere Elite Dealer
- Madico Safety Shield Certified
- Sunscape Select Authorized Dealer
- Solar Gard Panorama Authorized Dealer

### Capability

- Nationwide Installation Infrastructure
- Licensed from Coast to Coast
- Turnkey Program Management
- In house Design & Engineering
- Tailored Solution Development
- Graphics and Signage Production

### Experience

- 6,000+ Installations completed each year

## OFFICES:

#### Mid-Atlantic

(202) 204-7575  
4250 North Fairfax Drive  
Suite 600  
Arlington, VA 22203

#### Midwest

(312) 210-0874  
200 S. Wacker  
Suite 3100  
Chicago, IL 60606

#### Northeast

(631) 360-0431  
1300 Veterans Memorial Hwy.  
Suite 340  
Hauppauge, NY 11788

#### Southeast

(404) 662-3323  
140 Mountain Brook Drive  
Canton, GA 30115

#### Southwest

(214) 570-8006  
10000 North Central Expy  
Suite 400  
Dallas, TX 75235

Click the links to our  
social media pages:



We put our customers first.  
[Read their success stories.](#)



**ANYTIME.  
ANYPLACE.  
ANYWHERE.**

**Contact**

(866) 925-2083

[info@filmsandgraphics.com](mailto:info@filmsandgraphics.com)

[www.filmsandgraphics.com](http://www.filmsandgraphics.com)

**NGS**

**3M**  
Authorized Window Film Dealer

NGS K-12 references for projects completed and currently underway.

Year	school/ district	state	scope	contact	email	phone	notes
2015	Trinity Christian School	HI	solar film installation	Ken Patterson	KenP@NRGAdvocate.com	951.679.3483	Complete
2015	Peru Community schools	IN	3M Ultra 600 & Dow 995	Holly Hunter	hhunter@hamiltonhunterbuilders.com	260.423.3577	Complete
2015	Von Mauger	NJ	3m s25nvar & 3m ipa	Ken Bittner	kbittnr@powersecure.com	484.437.9137	Complete
2016	Colusa Schools	CA	LLumar N1020 solar film	Terry Biladeau	tbiladeau@colusa.k12.ca.us	530.788.2673	Complete
2016	Ouray School Phase 2	CO	3M S70 and 3M IPA	Ross Rupe	rrupe@fciol.com	970.259.8644	Complete
2016	Mamie school	DC	decorative film	Frank Lefler	frank.lefler@mcnbuild.com	202.702.5376	Complete
2016	Village De L'est school	LA	3M Ultra 600 and 3M IPA	James Marques	james@dynamicconstructors.net	504.235.1048	Complete
2016	Ozark R elementary	MO	custom printed graphics package	Scott Brown	s.brown@lscinc.com	417.328.9467	Complete
2016	Upper dublin	PA	Solar Gard silver 20	Jason Gerdeman	jgerdema@udsd.org	215.643.8800	Complete
2017	Creekside Elementary-boulder	CO	3M Ultra 800	Amanda Hamill	amanda@metroglass.com	303.853.4527	Complete
2017	Turpin High school	OH	3M Milky Chrystal	Tim Kemme	htkemme@monarchconstruction.cc	513.518.5381	Complete
2017	Friends of Central School Campus	PA	Solar Gard silver 20 solar	Matt Wisniewski	MWIsniewski@Ecosaveinc.com	267.540.8243	Complete
2018	Pottsville School District	AR	TriShield 3M Ultra 800, IPA, S70EXT	Larry Dugger	larry.dugger@pottsvilleschools.org	479.968.8101	Complete
2018	Washington Elementary	CA	full color interior graphics package	Snehal Intwala	snehal.intwala@littleonline.com	949.698.1468	Complete
2018	Atlanta Heights Charter school	GA	3M S70 & 3M IPA	Tom Brennan	tbrennan@nhaschools.com	616.304.4319	Complete
2018	Mendota High School	IL	3m Ultra 800 with Dow 995	Jeff Prusator	jprusator@mendotahs.org	email only	Complete 10.24.18
2018	Clark Ave middle	MA	3M s14 security film	Harvey Eskenas	heskenas@wtrich.com	617.719.5862	Complete
2018	Elsie Robertsons Middle school	TX	18 mil film all interior/ ext glass	Glen Ricks	gricks@joeris.com	515.920.0338	not started -under construction
2019	District	CA	3M solar film affinity 15	Divine Reate	dreate@ssfusd.org	650.877.8718	Complete
2019	Douglas County schools	CO	3M ultra 800 IPA	Mykal Hudson	Mykal.Hudson@nv5.com	303.229.1256	Ongoing
2019	Clay County	FL	3M S25NVAR with 3M IPA	Jeffery Marks	jeffery.marks@myoneclay.net	904.778.6868	Complete
2019	Chatham County Schools	GA	TriShield 3M Ultra 800, IPA, S70EXT	Justin Pratt	Justin.Pratt@sccpss.com	912.328.9649	Complete
2019	Commerce City Schools	GA	TriShield 3M Ultra 800, IPA, S70EXT	Jason Martin	jason.martin@commercecitieschools.or	email only	Complete
2019	Seneca Hlgh school	IL	3M S80 and 3M IPA	David Shu	dshu@ameresco.com	630.203.2640	Complete
2019	Bullard ISD	TX	ArmorCoat 8MIL S20 + Dow995	John Jones	john.jones@bullardisd.net	903.894.2871	Complete
2019	Harmony ISD	TX	3M ultra 800 clear and 3M IPA	Mike Powell	powellm@harmonyisd.net	903.725.5492	Complete
2019	Little Elm	TX	3M Ultra 800 clear and 3M IPA	Amy Heselton	aheselton@littleelmsd.net	972.947.9340	Complete
2019	Reagan ISD	TX	3M Ultra 800 + IPA	Bobby Fryar	Bobby.Fryar@rcisd.net	325-884-3705	Complete
2019	Westminister Schools 61684	TX	3M Ultra 800 + IPA	Jeffery Russell	jeff.russell@wpisd.com	903.873.5100	Complete
2020	Concord Schools	AR	Ultra 800 S70X, IPA	Kenneth Moore	kenneth.moore@concordschools.org	870-668-3844	
2020	Seminole County Public Schools	FL	TriShield 3M Ultra 800, IPA, S70EXT	Richard Francis	francirr@scps.k12.fl.us	407-320-0049	Ongoing
2020	Catoosa County	GA	3M ultra 800 + IPA	Mike Sholl	msholl@catoosa.k12.ga.us	423.443.6386	Complete
2020	Savannah Chatham County Public School	GA					
2020	Queen of All Saints School	IN	3M Ultra 800 + IPA	Kim Gondeck	kgondeck@gas-school.org	219-872-4420	Complete
2020	Walton-Verona ISD	KY	3M Ultra 800 + IPA	Robert Hartman	robert.hartman@wv.kyschools.us	859-485-4181	Complete
2020	Randolph Public Schools	NE	TriShield 3M Ultra 800, IPA, S70EXT	Jeff Hoelsing	jeff.hoelsing@rcards.org	781-961-6200	To be scheduled
2020	Roane county	TN	Solar Gard OSW Silver 20 EXT	Lee Maines	lmaines@roaneschools.com	865.717.5460	Pending construction completion
2020	Argyle ISD	TX	ArmorCoat 8MIL S20 + Dow995	Paul Cairney	pcairney@argyleisd.com	(940) 464-7241	Complete 7-22-20
2020	Atlanta ISD	TX	TriShield 3M Ultra 800, IPA, S70EXT	Charles McDuffie	cmcduffie@atlisd.net	(903) 796-4194	Complete
2020	Azle ISD	TX	TriShield 3M Ultra 800, IPA, S70EXT	Darren Brockway	DBrockway@azleisd.net	817-444-3235 Ext.	Complete 7-31
2020	Barbers Hill ISD	TX	3M Ultra 800 + IPA	Lori May	LMAY@bhisd.net	281-576-2221	Complete
2020	Bowie ISD	TX	TriShield 3M Ultra 800, IPA, S70EXT	Blake Enlow	Blake.Enlow@BowieISD.net	(940) 872-1151	Complete
2020	Brazos ISD	TX	3M Ultra 800 + IPA	Brian Thompson	bthompson@brazosisd.net	email only	Complete
2020	Brazosport ISD	TX	3M 14 mil and dow 995 attachment	Wade Nichols	wade.nichols@brazosportisd.net	979-730-7000	Complete
2020	Brock ISD	TX	3M Ultra 800 + IPA	Mike McSwain	mmcswain@brockisd.net	(817) 594-7642	Complete
2020	Callisburg ISD	TX	Ultra 800, IPA	Donald Metzler	dmetzler@cisdtx.net	940-665-0540	
2020	Canton ISD	TX	TriShield 3M Ultra 800, IPA, S70EXT	Denise Stone	dstone@cantonisd.com	903.567.4179	Complete
2020	Carlisle ISD	TX	TriShield 3M Ultra 800, IPA, S70EXT	Michael Payne	paynem@carlisleisd.org	903-861-3801	Complete
2020	Coppell ISD	TX	TriShield 3M Ultra 800, IPA, S70EXT	Justin Hill	jrhill@coppellisd.com	214-496-8077	starting 8-1-20
2020	Copperas cove	TX	3M Ultra 800, 3M S70EXT +IPA, Addition	Rick Kirkpatrick	kirkpatrickr@ccisd.com	(254) 547-1227	Completeing 8-12-20
2020	Corrigan-Camden ISD	TX	3M Ultra 800 + IPA	Richard Cooper	rcooper@ccisdtx.com	936-398-04040	Complete

2020	Cross Roads ISD	TX	TriShield 3M Ultra 800, IPA, S70EXT	Belinda Arden	barden@crossroadsisd.org	903-681-0515	Complete 7-22-20
2020	Dilley ISD	TX	Ultra 800 S70X, IPA	Javier Torres	javier.torres@dilleyisd.net	830-965-1912	
2020	Douglas ISD	TX	3M Ultra 800 + IPA	Justin Keeling	jkeeling@douglassisd.com	936-569-9804	Complete
2020	Driscoll ISD	TX	TriShield 3M Ultra 800, IPA, S70EXT	Cynthia Garcia	cgarcia@driscollisd.us	email only	Complete
2020	Eleanor Kolitz Hebrew Learning Center	TX	TriShield 3M Ultra 800, IPA, S70EXT	Kathryn Davis	davisk@ekhla.org	210-890-7267	Complete
2020	Ennis ISD	TX	3M Ultra 800 + IPA	Jason Gilstrap	jason.gilstrap@ennis.k12.tx.us	972-872-7000	Complete
2020	Farwell ISD	TX	3M ultra 800 IPA	Colby Waldrop	cwaldrop@farwellschools.org	806-481-3371	Complete 7-22-20
2020	Frenship ISD	TX	TriShield 3M Ultra 800, IPA, S70EXT	Michael Brooks	mbrooks@frenship.us	806-866-0963	Complete, written email testimonial
2020	Gold-Burg ISD	TX	3M Ultra 800 + IPA	Roger Ellis	roger.ellis@goldburgisd.net	940-872-3562	Complete
2020	HEB ISD	TX	3M S25NVAR, 3M NV25, 3M Ultra 800+IPA	Robby Ball	RobertBall@hebisd.edu	817-399-2028	Complete
2020	Howe ISD	TX	3M Ultra 800 + IPA	Matt Whitworth	whitworth.matt@howeisd.net	903-745-4040	Complete
2020	Iola ISD	TX	3M S25Nvar and NV25 Solar	Scott Martindale	smartindale@iolaisd.net	email only	Complete
2020	Junction ISD	TX	3M Ultra 800 + IPA	Mike Carter	mike.carter@junctionisd.net	325-446-3510	Complete
2020	Kenedy ISD	TX	TriShield 3M Ultra 800, IPA, S70EXT	Timothy Casner	tcasner@kenedyisd.com	(830) 583-4100	Complete 8-20-20
2020	Lancaster ISD	TX	3M ultra 800 IPA	Michael Smith	michaelsmith@lancasterisd.org	972 218-1661	Complete 8-20-20
2020	Leon ISD	TX	3M SH8 and IPA	Tobias Shaddix	tshaddix@leonisd.net	903-626-1469	Complete
2020	Leonard ISD	TX	3M Ultra 800 + IPA	John Johnson	jjohnson@leonardisd.net	903-587-2318	Complete
2020	Lingleville ISD	TX	3M Ultra 800, IPA, S70 EXT +OWM	Curtis Haley	chaley@lingleville.us	254-968-2596	Complete
2020	Lone Oak ISD	TX	3M Ultra 800 + IPA	Wayne Shepard	wshepard@loisd.net	903-66-5427	Complete
2020	Loraine ISD	TX	3M Ultra 800 + IPA	Dustin Anders	danders@loraine.esc14.net	325-737-2225	Complete
2020	Mabank ISD	TX	3M Ultra 800 +IPA	Steve Templin	srttempli@mabankisd.net	903.880.1300	Complete 7-31
2020	Malakoff ISD	TX	TriShield 3M Ultra 800, IPA, S70EXT	Sybil Norris	sybil.norris@malakoffisd.org	903-489-1152	Complete
2020	Mansfield ISD	TX	3M Ultra 800 + IPA	Paul Cash	paulcash@misdmail.org	email only	Complete
2020	Menard ISD	TX	TriShield 3M Ultra 800, IPA, S70EXT	Amy Bannowsky	amy.bannowsky@menardisd.net	325-396-2404	Complete
2020	Midlothian ISD	TX	TriShield 3M Ultra 800, IPA, S70EXT	Commander Tim Hicks	tim.hicks@misd.gs	469 856-5024	Complete
2020	Midway ISD	TX	3M Ultra 800 +IPA	Buddy Freeman	buddy.freeman@midwayisd.org	254 761-5620	Complete
2020	Milsap ISD	TX	3M Ultra 800 + IPA	Deann Lee	deannlee@millsapisd.net	940-682-4994	Complete
2020	North Hopkins ISD	TX	3M Ultra 800 + IPA	Kelly Wiser	kwiser@northhopkins.net	903-945-2192	Complete by 7-31
2020	Port Aransas	TX	Madico 15 mil dow 995	Pete Cowan	Pcowen@paisd.net	361-749-1221	Complete
2020	Ropes ISD	TX	TriShield 3M Ultra 800, IPA, S70EXT	Joel Willmon	jwillmon@ropesisd.us	806-562-4031	Complete 3-18-20
2020	Round Rock ISD	TX	3M Ultra 800 + IPA	Rosanna "Rosie" Oliver	rosanna_oliver@roundrockisd.org	512-464-5904	Complete
2020	Stratford ISD	TX	TriShield 3M Ultra 800, IPA, S70EXT	Lynette Kautz	lynette.kautz@stratfordisd.net	806.366.3300	Complete
2020	The Lawson Academy	TX	3M Ultra 800 + IPA	Cheryl Lawson	clawson@walipp.org	713-741-3600	Complete
2020	Tom Bean	TX	3M Ultra 800 + IPA	Kelly Lusk	kelly.lusk@tombean-isd.org	903-546-6076	Complete
2020	Whitesboro ISD	TX	3M Ultra 800 + IPA	Matthew Davenport	davenportm@whitesboroisd.org	903-564-4227	Complete
2020	Wortham ISD	TX	3M Ultra 800 + IPA	Sherry Shivers	sherry.shivers@worthisd.org	254-765-3095	Complete
2021	Morongo ISD	CA	TriShield 3M Ultra 800, IPA, S70EXT	David Daniels	david.daniels@morongo.K12.ca.us	60-367-9191 x.423	On-Going
2021	SALINAS UNION HIGH SCHOOL DISTRICT	CA		Virginia Boyce	virginia.boyce@salinasuhsd.org	831-796-7000	
2021	William S Union Hart	CA	3M Ultra 800 + IPA	Jack Kapp	jkapp@hartdistrict.org	805-208-9966	On-Going
2021	North Cobb Christian Schools	GA	TriShield: 3M Ultra 800 interior security film	Don Apperson		386-931-0986	
2021	Cecil county	MD	3M ultra 800 + Impact protection adhesive	John Roush	jroush@ccps.org	410-996-5490	complete
2021	Waynesville R-VI School District	MO					
2021	Dodd City ISD	TX	Ultra 800 S70X, IPA	Bruce Mauppin	bruce.mauppin@doddcityisd.com	903-583-7585	
2021	Victoria ISD	TX	TriShield 3M Ultra 800, IPA, S70EXT	Christy Christensen	christy.christensen@visd.net	361-788-9330	On -Going
2021	Laramie County School District 2	WY	TriShield 3M Ultra 800, IPA, S70EXT	Kim Nelson	kim.nelson@laramire2.org	307-245-4081	
2022	El Centro Elementary School District	CA	Ultra 800 S70X, IPA	John Beltran	jbeltran@ecesd.org	760-352-2571	9/22 SO
2022	Lucerne Valley Unified School District	CA	8 MilSS/Dow995	Peter Livingston	peter_livingston@lucernevalleyusd.org	760-248-6108 ext4131	8/22 SO
2022	Pasadena ISD	CA	Trishield	Steve Jamail	sjamail@pasadenaisd.org	713-740-5362	completed 8/22
2022	Gwinnett County Schools	GA	Tr-Shield	Mike Westervelt	Mike.Westervelt@gcpsk12.org	678-301-6000	ongoing 22/23
2022	The Westminster School	GA	Ultra 800 S70X, IPA	Stephen Spivey	stephenspivey@westminster.net		finish 12/22
2022	Westminster Schools 61684	GA	Ultra 800 S70X, IPA	Fouroud Azimi	foroudazimi@westminster.net	404-609-6311	
2022	ST Patrick High School	IL	3M Ultra 800 and IPA	K Golden	kgolden@stpatrick.org	773-205-3770	
2022	Salisbury University	MD		Matthew Groves	migroves@salisbury.edu	410.677.0287	



2022	Dearborn Public Schools	MI	Ultra 800 S70X, IPA	John Leacher	leachej@dearbornschools.org	313-827-3203	
2022	Cape Girardeau School District	MO	Ultra 800 S70X, IPA	Chris Jauch	jauchc@capetigers.com	(573) 335-1867	8/22 fulfilled
2022	NEUSE CHARTER SCHOOL	NC	3M Night Vision 15, solar control	Joshu Brunner	jbunners@neusecharterschool.org	919.626.2300	
2022	Roswell ISD	NM	TriShield	Larry Harrell	lharrell@risdk12.nm.us	575-627-2500	complete 11/22
2022	OBERLIN COLLEGE	OH		Tyronne Wicks	twicks@oberlin.edu	(440) 775-8444	
2022	St Mary's Episcopal School	OK	3M Ultra 800 and IPA	Pamela Dockter	pdockter@smesedmond.org	405-341-9541	complete
2022	Aldine ISD	TX	Ultra 800 S70X, IPA	Thomas Colwell	trcolwell@aldineisd.org	281.985.7344	1/2023
2022	Austin Peace	TX	TriShield 3M Ultra 800, IPA, S70EXT	Diana Abdi	principal@apacademy.org	(512) 926-1737	starts 7-26
2022	Bells ISD	TX	Ultra 800 S70X, IPA S25NVar	Mike Lane	mike.lane@bellsisd.net	903-965-3600	11/22
2022	Bluff Dale ISD	TX	UNVS25, Mirror 2Mil, IPA	John Taylor	taylor.john@bdisd.net	254-728-3277	
2022	Brock ISD	TX	Ultra 800 S70X, IPA	Mike McSwain	mmcsvain@brockisd.net	(817) 594-7642	10/22
2022	Burkburnett ISD	TX	Ultra 800 S70X, IPA	Jason Stutz	jason.stutz@burkburnettisd.org	940-569-2263	
2022	Copperas Cove	TX	IPA, Ultra 800, S70X	Richard Kirkpatrick	kirkpatrickr@ccisd.com	254-547-1227	install 9/2022
2022	Crosby ISD	TX	Ultra 800 S70X, IPA, 1 way Mirror	Robert Hicks	rhicks@crosbyisd.org	281-328-9200 x1220	
2022	Edgewood	TX	TriShield 3M Ultra 800, IPA, S70EXT	Jonathan Torres	jonathan.torres@eisd.net	210-898.4026 x829	complete
2022	Flamingo School	TX	3M S25NVAR security film and 3M IPA	George Krajnovic	George@flamingoschool.com	972-238-7833	starting 7-26
2022	Fort Worth ISD	TX	Mirror 2Mil Prestige	Daniel Garcia	daniel.garcia3@fwisd.org	817-814-2000	
2022	HEB ISD	TX	Security film, mirror film	Mark bickel	markbickel@hebisd.edu	817-399-2028	complete 10/22
2022	Lancaster ISD	TX	Ultra 800 S70X, IPA	Michael Smith	michaelsmith@lancasterisd.org	972 218-1661	SO 11 22
2022	Marion ISD	TX	Ultra 800 S70X, IPA	Don Beck	dbeck@mariionisd.net	(830) 914-2803	Complete 10/22
2022	Maypearl ISD	TX	Ultra 800 S70X, IPA	Pam Wilson	pwilson@maypearlisd.org	(972) 435-1000	complete 9/22
2022	Memphis ISD	TX	TriShield 3M Ultra 800, IPA, S70EXT	Bill alexander	walexander@memphisisd.net	806-259-5900	completed may 2022
2022	Montague ISD School Supplies	TX	Ultra 800 S70X, IPA	Carla Hennessey	carla.hennessey@montagueisd.org	940-894-2811	
2022	New Braunfels ISD	TX	TriShield 3M Ultra 800, IPA, S70EXT	Daniel Dornier	ddornier@nbisd.org	830-643-5700	completed may 2022
2022	Pasadena ISD	TX	TriShield 3M Ultra 800, IPA, S70EXT	Israel Grinburg	igrinberg@pasadenaisd.org	713-740-5362	almost complete 7-22
2022	Rockwall HCA	TX	3M S25NVAR security film and 3M IPA	Brad Helmer	bhelmer@hcarockwall.org	972.772.3003	starting 7-26
2022	Saint Marks School of Texas	TX	TriShield 3M Ultra 800, IPA, S70EXT	Martin Hoffer	hoffer@smtexas.org	214-346-8112	started 7-18
2022	Victoria ISD	TX	Ultra 800 S70X, IPA	Christy Christensen	christy.christensen@visd.net		install 10/22
2022	Westlake Academy	TX		Rosie Miller	rmiller@westlakeacademy.org		
2022	Windhorst ISD	TX	Ultra 800 S70X, IPA	William Paul	william.paul@windthorstisd.net		SO 10/22
2022	Windthorst ISD	TX		William Paul			
2022	Zapata County Independent School District	TX					
2022	Zapata County ISD	TX	TriShield 3M Ultra 800, IPA, S70EXT	Minerva Garcia	mgarcia@zcisd.org		starts 7-26
2022	Nativity Catholic School	VA	Ultra 800 S70X, IPA	Patrick Boland	patrickboland@nativityschool.org	(703) 455-2300	
2022	Winchester Public Schools	VA					
19-20	Kinsley-Offerle Public Schools	TX	Ultra 800 S70X, IPA	Becky Burcher	bburcher@usd347.org	620-659-3646	
2019-22	Orange County	FL	3M S25NVAR, S70EXT, IPA int+ext	Sanjay Basant	Sanjay.Basant@ocps.net	email only	280k sq ft 3M S25, 350K If 3M impact adhesive
2019-22	Osceola County Schools	FL	3M one way mirror, S25NVAR and 3M IPA	Bobby Zagers	bzagers@gemsupply.net	813.390.1590	Ongoing
2019-22	Sarasota County Schools	FL	3M one way mirror film	Don Hampton	don.hampton@sarasotacountyschools.	941.9157015	Ongoing
2020-2022	Jourdanton ISD	TX	Ultra 800 S70X, IPA	Pepper Jo Bauerle	pbauerle@jsdtx.us	email only	completed 9/22
2020-22	Pinellas County Schools	FL	3M Ultra 800 + IPA and S70x	Scott Borow	borows@pcsb.org	727-547-7100	Ongoing
2020-22	Forsyth County	GA	3M S25NVAR IPA	todd shirley	tshirley@forsyth.k12.ga.us	770.888.3466 x1	Complete
20-22	Fayette County Public Schools	KY	3M Ultra 800 & IPA, Zone 1 & 2	Amy Boatman	amy.boatman@fayette.kyschools.us	(859) 381-4100	
20-22	Carrollton- Farmers Branch ISD	TX	Ultra 800 S70X, IPA	Rachal Freeman	freemanr@cfbisd.edu	972-968-6421	
20-22	Grand Prairie ISD	TX	Ultra 800 S70X, IPA	Mark Steger	mark.steger@gpsid.org	817-296-9011	
20-22	Tyler ISD	TX	Ultra 800 S70X, IPA	Jeff Millsagle	jeff.millsagle@tylerisd.org	903-262-1975	
21-22	Edmond Public Schools	OK	Ultra 800 Madico Black Gullwing	Mike Johnson	mike.johnston@edmondschools.net	(405) 340-2800	
21-22	Caroline County Public Schools	VA	Ultra 800 S70X, IPA	Jeff Wick	jwick@ccps.us	804-633-5088	