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4. **State Specific Forms**

An AEPA Member Agency (State) may have forms relating to this solicitation that require completion before an award is made by that AEPA Member Agency.

For this solicitation, New Jersey is the only AEPA Member Agency with required forms. The forms can be found on the following pages.

AFFIRMATIVE ACTION—Construction Contracts—Acknowledgement –
RETURN WITH BID

The undersigned acknowledges and agrees to comply with the following:

AFFIRMATIVE ACTION—EQUAL EMPLOYMENT OPPORTUNITY IN PUBLIC CONTRACTS—EEO

The construction contractor shall complete and submit an Initial Project Workforce Report, **Form AA-201** listing their entire work force and all employees that may be used for any jobs under this ESCNJ Co-op contract with their bid submission. Proper completion and submission of this Report shall constitute evidence of the contractor's compliance with the regulations. Failure to submit this form may result in the contract being terminated. The awarded contractor(s) shall also complete and submit an Initial Project Workforce Report, **Form AA-201** to the owner before the start of any job entered into under this contract. The contractor also agrees to submit a copy of the Monthly Project Workforce Report, Form AA-202 once a month thereafter for the duration of the contract to the Department of Labor Workforce and Development and to the owner's Public Agency Compliance Officer.

All bidders should familiarize themselves with N.J.S.A. 10:5-31 et seq. and N.J.A.C. 17:27-1.1 et seq. MANDATORY EQUAL EMPLOYMENT OPPORTUNITY LANGUAGE—EXHIBIT B. If awarded a contract, your company/firm will be required to comply with the above requirements.

Contractors and vendors are to familiarize themselves with the following document:

Vendor/Contractor Guidelines for Awarded Public Contracts

The document may be obtained from the New Jersey Division of Purchase and Property, Contract Compliance and Audit Unit, Equal Employment Opportunity (EEO) Program website or by visiting the following link:

https://www.nj.gov/treasury/contract_compliance/https://www.state.nj.us/treasury/contract_compliance/pdf/vc.pdf

Name of Company Daktronics, Inc.

Address 201 Daktronics Dr. P.O. Box

City, State, Zip Code Brookings, SD 57006

Name of Authorized Representative Tom Coughlin

Signature  Date 9-10-23

Sample-AA201

FORM AA-201

Revised 11/11

STATE OF NEW JERSEY

DEPARTMENT OF LABOR & WORKFORCE DEVELOPMENT
CONSTRUCTION EEO COMPLIANCE MONITORING PROGRAM

INITIAL PROJECT WORKFORCE REPORT CONSTRUCTION

Official Use Only

Assignment

Code

For instructions on completing the form, go to: http://www.state.nj.us/treasury/contract_compliance/pdf/aa201ins.pdf

1. FID NUMBER		2. CONTRACTOR ID NUMBER		5. NAME AND ADDRESS OF PUBLIC AGENCY AWARDED CONTRACT			
				Name:			
3. NAME AND ADDRESS OF PRIME CONTRACTOR				Address:			
(Name)				CONTRACT NUMBER DATE OF AWARD DOLLAR AMOUNT OF AWARD			
(Street Address)				6. NAME AND ADDRESS OF PROJECT			
				Name:			
				Address:			
(City) (State) (Zip Code)				7. PROJECT NUMBER			
4. IS THIS COMPANY MINORITY OWNED [] OR WOMAN OWNED []		COUNTY		8. IS THIS PROJECT COVERED BY A PROJECT LABOR AGREEMENT (PLA)? YES <input type="checkbox"/>			
9. TRADE OR CRAFT		PROJECTED TOTAL EMPLOYEES		PROJECTED MINORITY EMPLOYEES		PROJECTED PHASE - IN	
		MALE FEMALE		MALE FEMALE		DATE	
		J AP J AP		J AP J AP		COMPLETION DATE	
1. ASBESTOS WORKER							
2. BRICKLAYER OR MASON							
3. CARPENTER							
4. ELECTRICIAN							
5. GLAZIER							
6. HVAC MECHANIC							
7. IRONWORKER							
8. OPERATING ENGINEER							
9. PAINTER							
10. PLUMBER							
11. ROOFER							
12. SHEET METAL WORKER							
13. SPRINKLER FITTER							
14. STEAMFITTER							
15. SURVEYOR							
16. TILER							
17. TRUCK DRIVER							
18. LABORER							
19. OTHER							
20. OTHER							

I hereby certify that the foregoing statements made by me are true. I am aware that if any of the foregoing statements are willfully false, I am subject to punishment.

(Signature)

10. (Please Print Your Name)

(Title)

(Area Code)

(Telephone Number)

(Ext.)

(Date)

**INSTRUCTIONS FOR COMPLETING THE INITIAL PROJECT
WORKFORCE REPORT – CONSTRUCTION (AA201)**

DO NOT COMPLETE THIS FORM FOR GOODS AND/OR SERVICE CONTRACTS

1. Enter the Federal Identification Number assigned to the contractor by the Internal Revenue Service, or if a Federal Employer Identification Number has been applied for but not yet issued, or if your business is such that you have not or will not receive a Federal Identification Number, enter the social security number assigned to the single owner or one partner, in the case of a partnership.
2. Note: The Department of Labor & Workforce Development, Construction EEO Monitoring Program will assign a contractor ID number to your company. This number will be your permanently assigned contractor ID number that must be on all correspondence and reports submitted to this office.
3. Enter the prime contractor's name, address and zip code number.
4. Check box if Company is Minority Owned or Woman Owned
5. Enter the complete name and address of the Public Agency awarding the contract. Include the contract number, date of award and dollar amount of the contract.
6. Enter the name and address of the project, including the county in which the project is located.
7. Note: A project contract ID number will be assigned to your firm upon receipt of the completed Initial Project Workforce Report (AA201) for this contract. This number must be indicated on all correspondence and reports submitted to this office relating to this contract.
8. Check "Yes" or "No" to indicate whether a Project Labor Agreement (PLA) was established with the labor organization(s) for this project.
9. Under the Projected Total Number of Employees in each trade or craft and at each level of classification, enter the total composite workforce of the prime contractor and all subcontractors projected to work on the project. Under Projected Employees enter total minority and female employees of the prime contractor and all subcontractors projected to work on the project. Minority employees include Black, Hispanic, American Indian and Asian, (J=Journey worker, AP=Apprentice). Include projected phase-in and completion dates.
10. Print or type the name of the company official or authorized Equal Employment Opportunity (EEO) official include signature and title, phone number and date the report is submitted.

This report must be submitted to the Public Agency that awards the contract and the Department of Labor & Workforce Development, Construction EEO Compliance Monitoring Program after notification of award, but prior to signing the contract.

**THE CONTRACTOR IS TO RETAIN A COPY AND SUBMIT COPY TO THE PUBLIC AGENCY AWARDING
THE CONTRACT AND FORWARD A COPY TO:**

**NEW JERSEY DEPARTMENT OF LABOR & WORKFORCE DEVELOPMENT
CONSTRUCTION EEO COMPLIANCE MONITORING UNIT
P.O. BOX 209
TRENTON, NJ 08625-0209
(609) 292-9550**

CO= X012544

EQUAL EMPLOYMENT OPPORTUNITY

2021 EMPLOYER INFORMATION REPORT EEO-1

CONSOLIDATED REPORT

U= X012544

SECTION B - COMPANY IDENTIFICATION

1. DAKTRONICS INC
201 Daktronics Drive
Brookings, SD 57006

2.a. DAKTRONICS INC
201 Daktronics Drive
Brookings, SD 57006

SECTION C - TEST FOR FILING REQUIREMENT

1- Y 2- N 3- Y DUNS= 049521511

SECTION E - ESTABLISHMENT INFORMATION

NAICS: 339950 - Sign Manufacturing

c. EIN= 460306862

SECTION D - EMPLOYMENT DATA

JOB CATEGORIES	HISPANIC OR LATINO		NOT-HISPANIC OR LATINO												OVERALL TOTALS
			***** MALE *****						***** FEMALE *****						
	MALE	FEMALE	WHITE	BLACK OR AFRICAN AMERICAN	NATIVE HAWAIIAN OR PACIFIC ISLANDER	ASIAN	AMERICAN INDIAN OR ALASKAN NATIVE	TWO OR MORE RACES	WHITE	BLACK OR AFRICAN AMERICAN	NATIVE HAWAIIAN OR PACIFIC ISLANDER	ASIAN	AMERICAN INDIAN OR ALASKAN NATIVE	TWO OR MORE RACES	
EXECUTIVE/SR OFFICIALS & MGRS	0	0	13	0	0	0	0	0	3	0	0	0	0	0	16
FIRST/MID OFFICIALS & MGRS	0	0	132	2	0	1	0	2	42	0	1	0	1	1	182
PROFESSIONALS	7	3	423	4	0	2	4	1	182	0	2	2	0	0	630
TECHNICIANS	20	0	166	10	0	8	2	7	19	0	0	0	0	0	232
SALES WORKERS	5	5	115	2	0	0	0	2	87	0	1	1	1	0	219
ADMINISTRATIVE SUPPORT	2	3	76	3	0	2	0	3	114	1	0	5	0	1	210
CRAFT WORKERS	1	0	67	0	0	2	0	0	7	0	0	0	0	0	77
OPERATIVES	9	4	179	12	0	6	4	9	142	6	1	4	2	3	381
LABORERS & HELPERS	0	1	14	0	0	0	0	0	11	0	0	0	0	0	26
SERVICE WORKERS	0	0	2	0	0	0	1	0	1	0	0	0	0	0	4
TOTAL	44	16	1187	33	0	21	11	24	608	7	5	12	4	5	1977
PREVIOUS REPORT TOTAL	37	12	1173	30	0	18	9	15	583	4	5	10	2	5	1903

SECTION F - REMARKS

DATES OF PAYROLL PERIOD: 10/3/2021 THRU 10/16/2021

SECTION G - CERTIFICATION

CERTIFYING OFFICIAL: PAULA GAPP
EMAIL: PAULA.GAPP@DAKTRONICS.COM

EEO1 REPORT CONTACT PERSON: PAULA GAPP
EMAIL: PAULA.GAPP@DAKTRONICS.COM

CERTIFIED DATE [EST]: 4/25/2022 6:12 PM

TITLE: HR COMPLIANCE
PHONE: 6056920200

TITLE: HR COMPLIANCE
PHONE: 6056920200



DN
JUN 17 2021

State of New Jersey

DEPARTMENT OF THE TREASURY
DIVISION OF PURCHASE AND PROPERTY
CONTRACT COMPLIANCE & AUDIT UNIT
EEO MONITORING PROGRAM
33 WEST STATE STREET
P. O. BOX 206
TRENTON, NEW JERSEY 08625-0206

PHILIP D. MURPHY
Governor

ELIZABETH MAHER MUOIO
State Treasurer

SHEILA Y. OLIVER
Lt. Governor

MAURICE A. GRIFFIN
Acting Director

ISSUANCE CERTIFICATE OF EMPLOYEE INFORMATION REPORT

Enclosed is your Certificate of Employee information Report (hereinafter referred to as the "Certificate" and issued based on the Employee Information Report (AA-302) form completed by a representative of your company or firm. Immediately upon receipt, this certificate should be forwarded to the person in your company or firm responsible for ensuring equal employment opportunity and/or overseeing the company or firm's contracts with public agencies. Typically, this person may be your company or firm's Human Resources Manager, Equal Employment Opportunity Officer or Contract Administrator. If you do not know to whom the certificate should be forward, kindly forward it to the head of your company or firm. Copies of the certificate should also be distributed to all facilities of your company or firm who engage in bidding on public contracts in New Jersey and who use the same federal identification number and company name. The certificate should be retained in your records until the date it expires. This is very important since a request for a duplicate/replacement certificate will result in a \$75.00 fee.

On future successful bids on public contracts, your company or firm must present a photocopy of the certificate to the public agency awarding the contract after notification of the award but prior to execution of a goods and services or professional services contract. Failure to present the certificate within the time limits prescribed may result in the awarded contract being rescinded in accordance with N.J.A.C. 17:27-4.3b.

Please be advised that this certificate has been approved only for the time periods stated on the certificate. As early as ninety (90) days prior to its expiration, the Division will forward a renewal notification. Upon the Division's receipt of a properly completed renewal application and \$150.00 application fee, it will issue a renewal certificate. In addition, representatives from the Division may conduct periodic visits and/or request additional information to monitor and evaluate the continued equal employment opportunity compliance of your company or firm. Moreover, the Division may provide your company or firm with technical assistance, as required. Please be sure to notify the Division immediately if your company's federal identification number, name or address changes.

If you have any questions, please call (609) 292-5473 and a representative will be available to assist you.

CERTIFICATE OF EMPLOYEE INFORMATION REPORT
RENEWAL

This is to certify that the contractor listed below has submitted an Employee Information Report pursuant to N.J.A.C. 17:27-1.1 et. seq. and the State Treasurer has approved said report. This approval will remain in effect for the period of **15-JUL-2021** to **15-JUL-2024**

DAKTRONICS, INC.
201 DAKTRONICS DRIVE
BROOKINGS SD 57006



Elizabeth Maher Muoio

ELIZABETH MAHER MUOIO
State Treasurer

AFFIRMATIVE ACTION QUESTIONNAIRE

1. Our company has a federal Affirmative Action Plan approval. ☒ Yes ☐ No

If yes, please attach a copy of the plan to this questionnaire.

2. Our company has a New Jersey State Certificate of Employee Information Report. ☒ Yes ☐ No

If yes, please attach a copy of the certificate to this questionnaire.

3. If you answered "**NO**" to both questions above, No. 1 and 2, you must apply for an Affirmative Action Employee Information Report – Form AA302.

Please visit the New Jersey Department of Treasury website for the Division of Public Contracts Equal Employment Opportunity Compliance:

https://www.nj.gov/treasury/contract_compliance/

- a. Click on "Employee Information Report"
- b. Complete and submit the form with the appropriate payment to:

Department of Treasury
Division of Purchase and Property
Contract Compliance and Audit Unit
EEO Monitoring P.O. Box 206
Trenton, New Jersey 08625-0206

All fees for this application are to be paid directly to the State of New Jersey. A copy shall be submitted to the ESCNJ prior to the execution or award of contract.

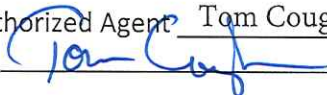
I certify that the above information is correct to the best of my knowledge.

Name of Company/Firm Daktronics, Inc.

Address 201 Daktronics Dr.

City, State, Zip Brookings, SD 57006

Name of Authorized Agent Tom Coughlin Title Sales Manager

SIGNATURE  Date 9/10/23

APPENDIX A
AMERICANS WITH DISABILITIES ACT OF 1990
Equal Opportunity for Individuals with Disability

The contractor and the Educational Services Commission of New Jersey (hereafter "owner") do hereby agree that the provisions of Title 11 of the Americans with Disabilities Act of 1990 (the "Act") (42 U.S.C. S121 01 et seq.), which prohibits discrimination on the basis of disability by public entities in all services, programs, and activities provided or made available by public entities, and the rules and regulations promulgated pursuant there unto, are made a part of this contract. In providing any aid, benefit, or service on behalf of the owner pursuant to this contract, the contractor agrees that the performance shall be in strict compliance with the Act. In the event that the contractor, its agents, servants, employees, or subcontractors violate or are alleged to have violated the Act during the performance of this contract, the contractor shall defend the owner in any action or administrative proceeding commenced pursuant to this Act. The contractor shall indemnify, protect, and save harmless the owner, its agents, servants, and employees from and against any and all suits, claims, losses, demands, or damages, of whatever kind or nature arising out of or claimed to arise out of the alleged violation. The contractor shall, at its own expense, appear, defend, and pay any and all charges for legal services and any and all costs and other expenses arising from such action or administrative proceeding or incurred in connection therewith. In any and all complaints brought pursuant to the owner's grievance procedure, the contractor agrees to abide by any decision of the owner which is rendered pursuant to said grievance procedure. If any action or administrative proceeding results in an award of damages against the owner, or if the owner incurs any expense to cure a violation of the ADA which has been brought pursuant to its grievance procedure, the contractor shall satisfy and discharge the same at its own expense.

The owner shall, as soon as practicable after a claim has been made against it, give written notice thereof to the contractor along with full and complete particulars of the claim. If any action or administrative proceeding is brought against the owner or any of its agents, servants, and employees, the *owner shall* expeditiously forward or have forwarded to the contractor every demand, complaint, notice, summons, pleading, or other process received by the owner or its representatives.

It is expressly agreed and understood that any approval by the owner of the services provided by the contractor pursuant to this contract will not relieve the contractor of the obligation to comply with the Act and to defend, indemnify, protect, and save harmless the owner pursuant to this paragraph.

It is further agreed and understood that the owner assumes no obligation to indemnify or save harmless the contractor, its agents, servants, employees and subcontractors for any claim which may arise out of their performance of this Agreement. Furthermore, the contractor expressly understands and agrees that the provisions of this indemnification clause shall in no way limit the contractor's obligations assumed in this Agreement, nor shall they be construed to relieve the contractor from any liability, nor preclude the owner from taking any other actions available to it under any other provisions of the Agreement or otherwise at law.

Company Daktronics, Inc.

Name Tom Coughlin

Signature 

Title Sales Manager

Date: 9/10/23

ASSURANCE OF COMPLIANCE

Contact with Students

There may be times during the performance of this contract, where a contracted service provider may come in contact with students of the school district. The district fully understands its obligation to provide to all students and staff members, a safe educational environment. To this end, the district is requiring all bidders to sign a statement of Assurance of Compliance, acknowledging the bidder's understanding of the below listed requirements and further acknowledging the bidder's assurance of compliance with those listed requirements.

Anti-Bullying Reporting--Requirement

When applicable, the contracted service provider shall comply with all applicable provisions of the New Jersey Anti-Bullying Bill of Rights Act—N.J.S.A. 18A:37-13.1 et seq., all applicable code and regulations, and the Anti-Bullying Policy of the Board of Education. In accordance with N.J.A.C. 6A:16-7.7 (c), a contracted service provider, who has witnessed, or has reliable information that a student has been subject to harassment, intimidation, or bullying shall immediately report the incident to any school administrator or safe schools resource officer, or the School Business Administrator/Board Secretary.

Criminal History Background Checks—N.J.S.A. 18A:6-7.1--Requirement

When applicable, the contracted service provider, shall provide to the school district prior to commencement of contract, evidence or proof that each employee assigned to provide services and that comes in **regular contact** with students, has had a criminal history background check, and furthermore, that said background check indicates that no criminal history record information exists on file for that worker. Failure to provide a proof of criminal history background check for any employee coming in regular contact with students, prior to commencement of contact, may be cause for breach of contract. See NJDOE Broadcast 9/9/19.

Pre-Employment Requirements

When applicable, all contracted service providers, whose employees have **regular contact with students**, shall comply with the Pre-Employment Requirements in accordance with New Jersey P.L. 2018 c.5, N.J.S.A. 18A:6-7.6 et seq. Contracted service providers are to review the following New Jersey Department of Education Office of Student Protection—Pre-Employment Resource P.L. 2018 c.5 link below for guidance and compliance procedures.

<https://www.nj.gov/education/crimhist/preemployment/>

Name of Company Daktronics, Inc.

Name of Authorized Representative Tom Coughlin

Signature  Date 9/10/23

STATE OF NEW JERSEY
Certificate of Authority

DIVISION OF TAXATION
TRENTON, N.J. 08646

The person, partnership or corporation named below is hereby authorized to collect:
NEW JERSEY SALES & USE TAX

pursuant to N.J.S.A. 54:32B-1 ET SEQ.

This authorization is good ONLY for the named person at the location specified herein.
This authorization is null and void if any change of ownership or address is effected.

Robert K. Thompson

Acting Director, Division of Taxation

DAKTRONICS INC.
331 32ND AVENUE
BROOKINGS SD 57006-5128

Tax Registration No: **460-306-862/000**

Tax Effective Date: **10-01-84**

Document Locator No: **B0000883808**

Date Issued: **08-31-00**

This Certificate is NOT assignable or transferable. It must be conspicuously displayed at above address.

RETURN WITH BID

Educational Services Commission of New Jersey

Business Office

1660 Stelton Road, Floor 2
Piscataway, New Jersey 08854

Chapter 271

Political Contribution Disclosure Form

(Contracts that Exceed \$17,500.00)

Ref. N.J.S.A. 19:44A-20.26

The undersigned, being authorized and knowledgeable of the circumstances, does hereby certify that Daktronics, Inc. (Business Entity) has made the following **reportable** political contributions to any elected official, political candidate or any political committee as defined in N.J.S.A. 19:44-20.26 during the twelve (12) months preceding this award of contract:

Reportable Contributions

<u>Date of Contribution</u>	<u>Amount of Contribution</u>	<u>Name of Recipient Elected Official/ Committee/Candidate</u>	<u>Name of Contributor</u>

The Business Entity may attach additional pages if needed.

☒ **No Reportable Contributions** (Please check (✓) if applicable.)

I certify that Daktronics, Inc. (Business Entity) made no reportable contributions to any elected official, political candidate or any political committee as defined in N.J.S.A. 19:44-20.26.

Certification

I certify that the information provided above is in full compliance with Public law 2005 – Chapter 271.

Name of Authorized Agent Tom Coughlin

Signature  Title Sales Manager

Business Entity Daktronics, Inc.

Prohibited Russia-Belarus Activities & Iran Investment Activities

Person or Entity

Daktronics, Inc.

Part 1: Certification

COMPLETE PART 1 BY CHECKING ONE OF THE THREE BOXES BELOW

Pursuant to law, any person or entity that is a successful bidder or proposer, or otherwise proposes to enter into or renew a contract, for goods or services must complete the certification below prior to contract award to attest, under penalty of perjury, that neither the person or entity, nor any parent entity, subsidiary, or affiliate, is identified on the Department of Treasury's Russia-Belarus list or Chapter 25 list as a person or entity engaging in prohibited activities in Russia, Belarus or Iran. Before a contract for goods or services can be amended or extended, a person or entity must certify that neither the person or entity, nor any parent entity, subsidiary, or affiliate, is identified on the Department of Treasury's Russia-Belarus list. Both lists are found on Treasury's website at the following web addresses:

<https://www.nj.gov/treasury/administration/pdf/RussiaBelarusEntityList.pdf>
www.state.nj.us/treasury/purchase/pdf/Chapter25List.pdf.

As applicable to the type of contract, the above-referenced lists must be reviewed prior to completing the below certification.

A person or entity unable to make the certification must provide a detailed, accurate, and precise description of the activities of the person or entity, or of a parent entity, subsidiary, or affiliate, engaging in prohibited activities in Russia or Belarus and/or investment activities in Iran. The person or entity must cease engaging in any prohibited activities and provide an updated certification before the contract can be entered into.

If a vendor or contractor is found to be in violation of law, action may be taken as appropriate and as may be provided by law, rule, or contract, including but not limited to imposing sanctions, seeking compliance, recovering damages, declaring the party in default, and seeking debarment or suspension of the party.

CONTRACT AWARDS AND RENEWALS



I certify, pursuant to law, that neither the person or entity listed above, nor any parent entity, subsidiary, or affiliate appears on the N.J. Department of Treasury's lists of entities engaged in prohibited activities in Russia or Belarus pursuant to P.L. 2022, c. 3 or in investment activities in Iran pursuant to P.L. 2012, c. 25 ("Chapter 25 List"). I further certify that I am the person listed above, or I am an officer or representative of the entity listed above and am authorized to make this certification on its behalf. (Skip Part 2 and sign and complete the Certification below.)

CONTRACT AMENDMENTS AND EXTENSIONS

<input type="checkbox"/>	<p><i>I certify, pursuant to law, that neither the person or entity listed above, nor any parent entity, subsidiary, or affiliate is listed on the N.J. Department of the Treasury's lists of entities determined to be engaged in prohibited activities in Russia or Belarus pursuant to P.L. 2022, c. 3. I further certify that I am the person listed above, or I am an officer or representative of the entity listed above and am authorized to make this certification on its behalf. (Skip Part 2 and sign and complete the Certification below.)</i></p>
IF UNABLE TO CERTIFY	
<input type="checkbox"/>	<p><i>I am unable to certify as above because the person or entity and/or a parent entity, subsidiary, or affiliate is listed on the Department's Russia-Belarus list and/or Chapter 25 Iran list. I will provide a detailed, accurate, and precise description of the activities as directed in Part 2 below, and sign and complete the Certification below. <u>Failure to provide such will prevent the award of the contract to the person or entity, and appropriate penalties, fines, and/or sanctions will be assessed as provided by law.</u></i></p>

Part 2: Additional Information

PLEASE PROVIDE FURTHER INFORMATION RELATED TO PROHIBITED ACTIVITIES IN RUSSIA OR BELARUS AND/OR INVESTMENT ACTIVITIES IN IRAN.


You must provide a detailed, accurate, and precise description of the activities of the person or entity, or of a parent entity, subsidiary, or affiliate, engaging in prohibited activities in Russia or Belarus and/or investment activities in Iran in the space below and, if needed, on additional sheets provided by you.

Part 3: Certification of True and Complete Information

I, being duly sworn upon my oath, hereby represent and state that the foregoing information and any attachments there, to the best of my knowledge, are true and complete. I attest that I am authorized to execute this certification on behalf of the above-referenced person or entity.

I acknowledge that the <Name of Contracting Unit> is relying on the information contained herein and hereby acknowledge that I am under a continuing obligation from the date of this certification through the completion of any contracts with the <Name of Contracting Unit> to notify the <Name of Contracting Unit> in writing of any changes to the answers of information contained herein.

I acknowledge that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification. If I do so, I recognize that I am subject to criminal prosecution under the law and that it will also constitute a material breach of my agreement(s) with the <Name of Contracting Unit> and that the <Name of Contracting Unit> at its option may declare any contract(s) resulting from this certification void and unenforceable.

Full Name (Print)	Tom Coughlin	Title	Sales Manager
Signature		Date	9-10-23

Nichole Hofer

From: CClass@treas.state.nj.us
Sent: Monday, March 6, 2023 7:22 AM
To: Nichole Hofer
Subject: Notice of Classification

This email originated outside of Daktronics. Use caution when opening links or attachments. Report questionable emails to ITHelp.

DAKTRONICS INC
201 DAKTRONICS DRIVE
BROOKINGS, SD 57006

State of New Jersey



**DEPARTMENT OF THE TREASURY
DIVISION OF PROPERTY MANAGEMENT AND CONSTRUCTION
33 WEST STATE STREET - P.O. BOX 034
TRENTON, NEW JERSEY 08625-0034**



NOTICE OF CLASSIFICATION

In accordance with N.J.S.A. 18A:18A-27 et seq (Department of Education) and N.J.S.A. 52:35-1 (Department of the Treasury) and any rules and regulations issued pursuant hereto, you are hereby notified of your classification to do State work for the Department (s) as previously noted.

Aggregate Amount	Trade(s) & License(s)	Effective Date	Expiration Date
\$150,000,000	C052 -AUDIO-VISUAL SYSTEMS C110 -SIGNAGE AND GRAPHICS	03/02/2023 03/02/2023	03/01/2025

- Licenses associated with certain trades are on file with the Division of Property Management & Construction (DPMC).
- Current license information must be verified prior to bid award.
- A copy of the DPMC 701 Form (Total Amount of Uncompleted Projects) may be accessed from the DPMC website at <https://www.nj.gov/treasury/dpmc/Assets/Files/DPMC701.pdf>.

ANY ATTEMPT BY A CONTRACTOR TO ALTER OR MISREPRESENT ANY INFORMATION CONTAINED IN THIS FORM MAY RESULT IN PROSECUTION AND/OR DEBARMENT, SUSPENSION OR DISQUALIFICATION. INFORMATION ON AGGREGATE AMOUNTS CAN BE VERIFIED ON THE [DPMC WEB SITE](#).

EQUIPMENT CERTIFICATION - RETURN WITH BID

In accordance with N.J.S.A. 18A:18A-23, I hereby certify that

A) Daktronics, Inc. owns all the necessary equipment as required by the
Name of Company
specifications and to complete the specified public work project.

or

B) _____ leases or controls all the necessary equipment as
required
Name of Company
by the specifications and to complete the specified public work project.

PLEASE NOTE: If your company is not the actual owner of the equipment, **you shall submit with the bid:**

1. A certificate stating the source from which the equipment will be obtained and
2. Obtain and submit with the bid a certificate from the owner and person in control of the equipment, definitely granting to the bidder the control of the equipment required during such time it may be necessary for the completion of that portion of the contract for which said equipment will be necessary.

Name of Company Daktronics, Inc.

Authorized Agent Tom Coughlin

Title Sales Manager

Authorized Signature 

EXHIBIT B - RETURN WITH BID
MANDATORY EQUAL EMPLOYMENT OPPORTUNITY LANGUAGE
N.J.S.A. 10:5-31 et seq. (P.L.1975, c.127)
N.J.A.C. 17:27-1.1 et seq.
CONSTRUCTION CONTRACTS

During the performance of this contract, the contractor agrees as follows:

The contractor or subcontractor, where applicable, will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, affectional or sexual orientation, gender identity or expression, disability, nationality or sex. Except with respect to affectional or sexual orientation and gender identity or expression, the contractor will ensure that equal employment opportunity is afforded to such applicants in recruitment and employment, and that employees are treated during employment, without regard to their age, race, creed, color, national origin, ancestry, marital status, affectional or sexual orientation, gender identity or expression, disability, nationality or sex. Such equal employment opportunity shall include, but not be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Public Agency Compliance Officer setting forth provisions of this nondiscrimination clause.

The contractor or subcontractor, where applicable will, in all solicitations or advertisements for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, affectional or sexual orientation, gender identity or expression, disability, nationality or sex.

The contractor or subcontractor will send to each labor union, with which it has a collective bargaining agreement, a notice, to be provided by the agency contracting officer, advising the labor union or workers' representative of the contractor's commitments under this act and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

The contractor or subcontractor, where applicable, agrees to comply with any regulations promulgated by the Treasurer, pursuant to N.J.S.A. 10:5-31 et seq., as amended and supplemented from time to time and the Americans with Disabilities Act.

When hiring or scheduling workers in each construction trade, the contractor or subcontractor agrees to make good faith efforts to employ minority and women workers in each construction trade consistent with the targeted employment goal prescribed by N.J.A.C. 17:27-7.2; provided, however, that the Dept. of LWD, Construction EEO Monitoring Program, may, in its discretion, exempt a contractor or subcontractor from compliance with the good faith procedures prescribed by the following provisions, A, B, and C, as long as the Dept. of LWD, Construction EEO Monitoring Program is satisfied that the contractor or subcontractor is employing workers provided by a union which provides evidence, in accordance with standards prescribed by the Dept. of LWD, Construction EEO Monitoring Program, that its percentage of active "card carrying" members who are minority and women workers is equal to or greater than the targeted employment goal established in accordance with N.J.A.C. 17:27-7.2. The contractor or subcontractor agrees that a good faith effort shall include compliance with the following procedures:

(A) If the contractor or subcontractor has a referral agreement or arrangement with a union for a construction trade, the contractor or subcontractor shall, within three business days of the contract award, seek assurances from the union that it will cooperate with the contractor or subcontractor as it fulfills its affirmative action obligations under this contract and in accordance with the rules promulgated by the Treasurer pursuant to N.J.S.A. 10:5-31 et seq., as supplemented and amended from time to time and the Americans with Disabilities Act. If the contractor or subcontractor is unable to obtain said assurances from the construction trade union at least five business days prior to the commencement of construction work, the contractor or subcontractor agrees to afford equal employment opportunities minority and women workers directly, consistent with this chapter. If the contractor's or subcontractor's prior experience with a construction trade union, regardless of whether the union has provided said assurances, indicates a significant possibility that the trade union will not refer sufficient minority and women workers consistent with affording equal employment opportunities as specified in this chapter, the contractor or subcontractor agrees to be prepared to provide such opportunities to minority and women workers directly, consistent with this chapter, by complying with the hiring or scheduling procedures prescribed under (B) below; and the contractor or subcontractor further agrees to take said action immediately if it determines that the union is not referring minority and women workers consistent with the equal employment opportunity goals set forth in this chapter.

(B) EXHIBIT B - RETURN WITH BID
(C) MANDATORY EQUAL EMPLOYMENT OPPORTUNITY LANGUAGE
(D) N.J.S.A. 10:5-31 et seq. (P.L.1975, c.127)
(E) N.J.A.C. 17:27-1.1 et seq.
(F) CONSTRUCTION CONTRACTS-continued

(B) If good faith efforts to meet targeted employment goals have not or cannot be met for each construction trade by adhering to the procedures of (A) above, or if the contractor does not have a referral agreement or arrangement with a union for a construction trade, the contractor or subcontractor agrees to take the following actions:

(1) To notify the public agency compliance officer, the Dept. of LWD, Construction EEO Monitoring Program, and minority and women referral organizations listed by the Division pursuant to N.J.A.C. 17:27-5.3, of its workforce needs, and request referral of minority and women workers;

(2) To notify any minority and women workers who have been listed with it as awaiting available vacancies;

EXHIBIT B (Continued)

(3) Prior to commencement of work, to request that the local construction trade union refer minority and women workers to fill job openings, provided the contractor or subcontractor has a referral agreement or arrangement with a union for the construction trade;

(4) To leave standing requests for additional referral to minority and women workers with the local construction trade union, provided the contractor or subcontractor has a referral agreement or arrangement with a union for the construction trade, the State Training and Employment Service and other approved referral sources in the area;

(5) If it is necessary to lay off some of the workers in a given trade on the construction site, layoffs shall be conducted in compliance with the equal employment opportunity and nondiscrimination standards set forth in this regulation, as well as with applicable Federal and State court decisions;

(6) To adhere to the following procedure when minority and women workers apply or are referred to the contractor or subcontractor:

(i) The contractor or subcontractor shall interview the referred minority or women worker.

(ii) If said individuals have never previously received any document or certification signifying a level of qualification lower than that required in order to perform the work of the construction trade, the contractor or subcontractor shall in good faith determine the qualifications of such individuals. The contractor or subcontractor shall hire or schedule those individuals who satisfy appropriate qualification standards in conformity with the equal employment opportunity and non-discrimination principles set forth in this chapter. However, a contractor or subcontractor shall determine that the individual at least possesses the requisite skills, and experience recognized by a union, apprentice program or a referral agency, provided the referral agency is acceptable to the Dept. of LWD, Construction EEO Monitoring Program. If necessary, the contractor or subcontractor shall hire or schedule minority and women workers who qualify as trainees pursuant to these rules. All of the requirements, however, are limited by the provisions of (C) below.

(iii) The name of any interested women or minority individual shall be maintained on a waiting list, and shall be considered for employment as described in above, whenever vacancies occur. At the request of the Dept. of LWD, Construction EEO Monitoring Program, the contractor or subcontractor shall provide evidence of its good faith efforts to employ women and minorities from the list to fill vacancies.

(iv) If, for any reason, said contractor or subcontractor determines that a minority individual or a woman is not qualified or if the individual qualifies as an advanced trainee or apprentice, the contractor or subcontractor shall inform the individual in writing of the reasons for the determination, maintain a copy of the determination in its files, and send a copy to the public agency compliance officer and to the Dept. of LWD, Construction EEO Monitoring Program.

(7) To keep a complete and accurate record of all requests made for the referral of workers in any trade covered by the contract, on forms made available by the Dept. of LWD, Construction EEO Monitoring Program and submitted promptly to the Dept. of LWD, Construction EEO Monitoring Program upon request.

(C) The contractor or subcontractor agrees that nothing contained in (B) above shall preclude the contractor or subcontractor from complying with the union hiring hall or apprenticeship policies in any applicable collective bargaining agreement or union hiring hall arrangement, and, where required by custom or agreement, it shall send journeymen and

EXHIBIT B - RETURN WITH BID
MANDATORY EQUAL EMPLOYMENT OPPORTUNITY LANGUAGE
N.J.S.A. 10:5-31 et seq. (P.L.1975, c.127)
N.J.A.C. 17:27-1.1 et seq.

CONSTRUCTION CONTRACTS-continued

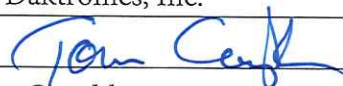
trainees to the union for referral, or to the apprenticeship program for admission, pursuant to such agreement or arrangement. However, where the practices of a union or apprenticeship program will result in the exclusion of minorities and women or the failure to refer minorities and women consistent with the targeted county employment goal, the contractor or subcontractor shall consider for employment persons referred pursuant to (B) above without regard to such agreement or arrangement; provided further, however, that the contractor or subcontractor shall not be required to employ women and minority advanced trainees and trainees in numbers which result in the employment of advanced trainees and trainees as a percentage of the total workforce for the construction trade, which percentage significantly exceeds the apprentice to journey worker ratio specified in the applicable collective bargaining agreement, or in the absence of a collective bargaining agreement, exceeds the ratio established by practice in the area for said construction trade. Also, the contractor or subcontractor agrees that, in implementing the procedures of (B) above, it shall, where applicable, employ minority and women workers residing within the geographical jurisdiction of the union.

After notification of award, but prior to signing a construction contract, the contractor shall submit to the public agency compliance officer and the Dept. of LWD, Construction EEO Monitoring Program an initial project workforce report (Form AA-201) electronically provided to the public agency by the Dept. of LWD, Construction EEO Monitoring Program, through its website, for distribution to and completion by the contractor, in accordance with N.J.A.C. 17:27-7. The contractor also agrees to submit a copy of the Monthly Project Workforce Report once a month thereafter for the duration of this contract to the Dept. of LWD, Construction EEO Monitoring Program, and to the public agency compliance officer. The contractor agrees to cooperate with the public agency in the payment of budgeted funds, as is necessary, for on-the-job and/or off-the job programs for outreach and training of minorities and women.

(D) The contractor and its subcontractors shall furnish such reports or other documents to the Dept. of LWD, Construction EEO Monitoring Program as may be requested by the Dept. of LWD, Construction EEO Monitoring Program from time to time in order to carry out the purposes of these regulations, and public agencies shall furnish such information as may be requested by the Dept. of LWD, Construction EEO Monitoring Program for conducting a compliance investigation pursuant to N.J.A.C. 17:27-1.1 et seq. (Revised: January, 2016)

Company Daktronics, Inc.

Signature



Name Tom Coughlin

Title Sales Manager

NEW JERSEY REQUIRED DOCUMENTS FOR GOODS AND SERVICES BIDS

BUSINESS REGISTRATION CERTIFICATE (N.J.S.A. 52:32-44)

Pursuant to N.J.S.A. 52:32-44, all respondents shall submit prior to award of bid, a copy of their "New Jersey Business Registration Certificate" as issued by the Department of Treasury of the State of New Jersey. The ESCNJ requests that all respondents for this bid/proposal submit a current New Jersey Business Registration Certificate with the bid/proposal but no later than the bid award.

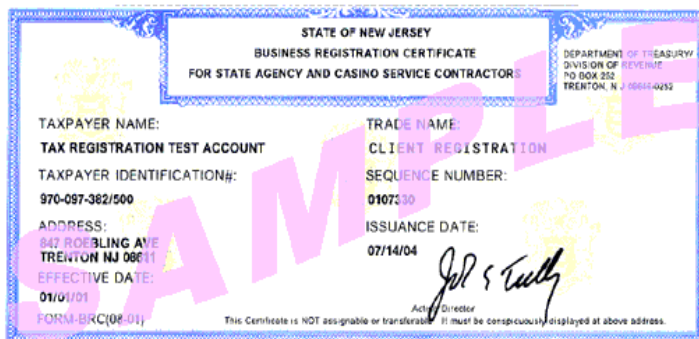
Goods and Services Contracts

N.J.S.A. 52:32-44 imposes the following requirements on contractors and all subcontractors that knowingly provide goods or perform services for a contractor fulfilling this contract:

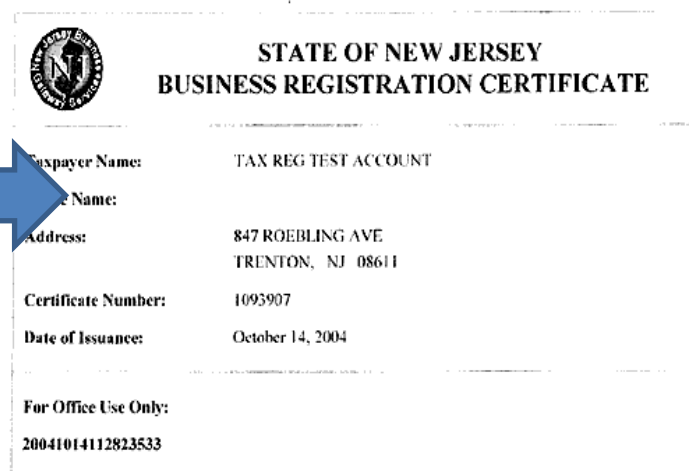
1. The contractor shall not enter into a contract with a subcontractor unless the subcontractor first provides the contractor with a valid proof of business registration.
2. The contractor shall maintain and submit to the Contracting Agency a list of subcontractors and their addresses that may be updated from time to time.
3. Prior to receipt of final payment from a contracting agency, a contractor must submit to the contracting agency an accurate list of all subcontractors or attest that none was used.
4. The contractor and any subcontractor providing goods or performing services under the contract, and each of their affiliates, shall collect and remit to the Director of the Division of Taxation in the Department of the Treasury, the use tax due pursuant to the Sales and Use Tax Act, (N.J.S.A. 54:32B-1 et seq.) on all sales of tangible personal property delivered into the State. Any questions in this regard can be directed to the Division of Taxation at (609) 292-6400.

For more information on how to obtain a Business Registration Certificate, please visit the State of New Jersey, Department of Treasury, Division of Revenue and Enterprise Services website at:

<http://www.state.nj.us/treasury/revenue/busregcert.shtml>



A sample New Jersey Business Registration Certificate. The certificate is titled "STATE OF NEW JERSEY BUSINESS REGISTRATION CERTIFICATE FOR STATE AGENCY AND CASINO SERVICE CONTRACTORS". It includes fields for Taxpayer Name (TAX REGISTRATION TEST ACCOUNT), Trade Name (CLIENT REGISTRATION), Taxpayer Identification# (970-097-382/500), Sequence Number (0107230), Address (847 ROEBLING AVE, TRENTON NJ 08611), and Issuance Date (07/14/04). A large "SAMPLE" watermark is overlaid on the certificate. A signature is present in the bottom right corner.



A New Jersey Business Registration Certificate. The certificate is titled "STATE OF NEW JERSEY BUSINESS REGISTRATION CERTIFICATE". It includes fields for Taxpayer Name (TAX REG TEST ACCOUNT), Trade Name (CLIENT REGISTRATION), Address (847 ROEBLING AVE, TRENTON, NJ 08611), Certificate Number (1093907), and Date of Issuance (October 14, 2004). A blue arrow points to the Taxpayer Name field. The bottom section is labeled "For Office Use Only" and contains the number 20041014112823533.



STATE OF NEW JERSEY BUSINESS REGISTRATION CERTIFICATE

Taxpayer Name: DAKTRONICS INC.
Trade Name:
Address: 331 32ND AVENUE
BROOKINGS, SD 57006-4704
Certificate Number: 0098698
Effective Date: August 30, 2000
Date of Issuance: September 21, 2018

For Office Use Only:
20180921113929978

Certificate Number
635107

Registration Date: 03/15/2022
Expiration Date: 03/14/2024



State of New Jersey

Department of Labor and Workforce Development Division of Wage and Hour Compliance

Public Works Contractor Registration Act

Pursuant to N.J.S.A. 34:11-56.48, et seq. of the Public Works Contractor Registration Act, this certificate of registration is issued for purposes of bidding on any contract for public work or for engaging in the performance of any public work to:

Daktronics, Inc.
2022

Responsible Representative(s):

Carla Gatzke, Secretary
Sheila Anderson, CFO

Responsible Representative(s):

Reece Kurtenbach, CEO

A handwritten signature in black ink, reading "RA Angelo".

Robert Asaro-Angelo, Commissioner
Department of Labor and Workforce Development

NON TRANSFERABLE

This certificate may not be transferred or assigned and may be revoked for cause by the Commissioner of Labor and Workforce Development.



STATE OF NEW JERSEY

SCHOOLS DEVELOPMENT AUTHORITY

32 EAST FRONT STREET
P.O. BOX 991
TRENTON, NJ 08625-0991

CONTRACTOR NOTICE OF PREQUALIFICATION

for
Daktronics, Inc.
201 Daktronics Drive
Brookings, SD 57006

In accordance with N.J.S.A. 18A:7G-41 and any rules and regulations issued pursuant hereto, your firm has been approved with the NJSDA for Prequalification:

Effective Date: September 7, 2023

Expiration Date: March 1, 2025

Aggregate Limit: \$150 Million

<input type="checkbox"/> Construction Manager as Constructor	<input type="checkbox"/> Sprinkler Systems	<input type="checkbox"/> Pile Driving
<input type="checkbox"/> Design Build	<input type="checkbox"/> Sheet Metal (Mechanical)	<input type="checkbox"/> Prefabrication Buildings
<input type="checkbox"/> General Construction	<input type="checkbox"/> Electrical	<input type="checkbox"/> Prefabrication Music/Sound Clean Rooms
<input type="checkbox"/> General Construction/Alterations & Additions	<input type="checkbox"/> Communications Systems	<input type="checkbox"/> Relocatable Buildings
<input type="checkbox"/> Partitions/Ceilings	<input type="checkbox"/> Fire Alarm/Signal Systems	<input type="checkbox"/> Asbestos Removal/Treatment
<input type="checkbox"/> Doors & Hardware	<input type="checkbox"/> Security/Intrusion Alarms	<input type="checkbox"/> Asbestos Removal/Mechanical
<input type="checkbox"/> Windows	<input checked="" type="checkbox"/> Audio Visual Systems	<input type="checkbox"/> Waste Removal Toxic/Hazardous
<input type="checkbox"/> Siding & Gutters	<input type="checkbox"/> Site Work	<input type="checkbox"/> Radon Mitigation
<input type="checkbox"/> Carpeting	<input type="checkbox"/> Sewage & Water Treatment Plants	<input type="checkbox"/> Lead Paint Abatement
<input type="checkbox"/> Flooring/Tile	<input type="checkbox"/> Sewer Piping & Storm Drains	<input type="checkbox"/> Detention Equipment Systems
<input type="checkbox"/> Millwork	<input type="checkbox"/> Landscape Construction	<input type="checkbox"/> Energy Management Systems
<input type="checkbox"/> Insulation	<input type="checkbox"/> Underground Water & Utilities	<input type="checkbox"/> Elevators
<input type="checkbox"/> Acoustical	<input type="checkbox"/> Road Construction & Paving	<input type="checkbox"/> Museum Exhibits
<input type="checkbox"/> Concrete/Foundation Footings/Masonry Work	<input type="checkbox"/> Athletic Fields/Tracks/Courts	<input type="checkbox"/> Test Boring
<input type="checkbox"/> Gunite	<input type="checkbox"/> Athletic Fields/Synthetic Turf	<input type="checkbox"/> Well Drilling
<input type="checkbox"/> Demolition	<input type="checkbox"/> Pumping Stations	<input type="checkbox"/> Microbial Remediation
<input type="checkbox"/> Fencing	<input type="checkbox"/> Landscape Irrigation	<input type="checkbox"/> Food Service Equipment
<input type="checkbox"/> Historical Light Fixture Restoration	<input type="checkbox"/> Roofing-Membrane EPDM	<input type="checkbox"/> School Furnishings
<input type="checkbox"/> Historical Restoration	<input type="checkbox"/> Roofing-Membrane PVC/CPE/CSPE	<input type="checkbox"/> Lab Furniture/Equipment
<input type="checkbox"/> Pre-Cast Concrete	<input type="checkbox"/> Roofing-Membrane Modified Bitumen	<input type="checkbox"/> Seating/Bleachers
<input type="checkbox"/> Curtain Walls	<input type="checkbox"/> Roofing-Urethane	<input type="checkbox"/> Swimming Pools
<input type="checkbox"/> Architectural Cast Iron	<input type="checkbox"/> Roofing-Built Up	<input type="checkbox"/> Dust Collectors
<input type="checkbox"/> Welding	<input type="checkbox"/> Roofing-Metal	<input checked="" type="checkbox"/> Signage & Graphics
<input type="checkbox"/> Structural Steel & Ornamental Iron	<input type="checkbox"/> Roofing-Tile/Slate/Shingles	<input type="checkbox"/> Septic Systems
<input type="checkbox"/> Plumbing	<input type="checkbox"/> Caulking & Waterproofing	<input type="checkbox"/> Stage Equipment
<input type="checkbox"/> Oil & Gas Burners	<input type="checkbox"/> Scaffolding	<input type="checkbox"/> Underground Storage Tanks/Closure & Installation
<input type="checkbox"/> HVACR	<input type="checkbox"/> Roofing-Historical Sites	<input type="checkbox"/> Underground Storage Tanks/Installation
<input type="checkbox"/> Boilers (New Repair)	<input type="checkbox"/> Roofing-TPO	<input type="checkbox"/> Underground Storage Tanks/Closure
<input type="checkbox"/> Service Station	<input type="checkbox"/> Painting-General	<input type="checkbox"/> UST/Tank Testing
<input type="checkbox"/> Solar Energy Systems	<input type="checkbox"/> Painting-Tanks/Steel Structures/Elevated Structures	<input type="checkbox"/> Underground Storage Tanks/Corrosion Protection Systems Analysis
<input type="checkbox"/> Energy Services (ESCO)	<input type="checkbox"/> Painting-Historical Sites	<input type="checkbox"/> Above Ground Storage Tanks
<input type="checkbox"/> Geothermal Loop Systems	<input type="checkbox"/> Sandblasting	<input type="checkbox"/> Site Remediation
<input type="checkbox"/> Fireproof Applications	<input type="checkbox"/> Divers	<input type="checkbox"/> Inside Plant Cable
<input type="checkbox"/> Insulation (Mechanical)	<input type="checkbox"/> Barges	<input type="checkbox"/> Outside Plant Cable
<input type="checkbox"/> Fire Suppression Systems	<input type="checkbox"/> Bulkhead & Docks	<input type="checkbox"/> Fiber Installation & Splicing
<input type="checkbox"/> Control Systems	<input type="checkbox"/> Jetty & Breakwater	
<input type="checkbox"/> Parking & Control Systems	<input type="checkbox"/> Dredging	

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Information contained in this notice can be verified at: <https://sda03.njsda.gov/PublicReportsUI/VendorSearch.aspx>

NJSDA Risk Management – Prequalification Unit – 609-858-5355



STATE OF NEW JERSEY

SCHOOLS DEVELOPMENT AUTHORITY

32 EAST FRONT STREET
P.O. BOX 991
TRENTON, NJ 08625-0991

CONTRACTOR NOTICE OF PREQUALIFICATION

for
Daktronics, Inc.
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NJSDA Risk Management – Prequalification Unit – 609-858-5355

NON-COLLUSION AFFIDAVIT

STATE OF NEW JERSEY

SS:

COUNTY OF Brookings

I, Tom Coughlin of the City of Brookings
in the County of Brookings and the State of South Dakota
of full age, being duly sworn according to law on my oath depose and say that:

I am Sales Manager of the Daktronics, Inc.
Title Name of Company

I am the respondent making the Proposal for this contract, and that I executed the said Proposal with full authority so to do; that I have not, directly or indirectly, entered into any agreement, participated in any collusion, discussed any or all parts of this proposal with any potential respondents, or otherwise taken any action in restraint of free, competitive bidding in connection with the above named bid, and that all statements contained in said Proposal and in this affidavit are true and correct, and made with full knowledge that the Educational Services Commission of New Jersey relies upon the truth of all statements contained in said Proposal and in the statements contained in this affidavit in awarding the contract for the said bid.

I further warrant that no person or selling agency has been employed or retained to solicit or secure such contract upon an agreement or understanding for a commission, percentage, brokerage or contingent fee, except bona fide employees of bona fide established commercial or selling agencies maintained by

Daktronics, Inc.

(Print Name of Contractor/Vendor)

Subscribed and sworn to:

(Signature)
(SIGNATURE OF CONTRACTOR/VENDOR)

before me this 10th day of September, 2023
Month Year

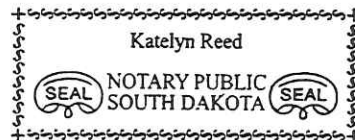
(Signature)
NOTARY PUBLIC SIGNATURE

Katelyn Reed
Print Name of Notary Public

My commission expires November 6th, 2026
Month Day Year

SEAL

STAMP



PRE-QUALIFICATION AFFIDAVIT—NO MATERIAL ADVERSE CHANGE - RETURN WITH BID

The below affidavit must be submitted with your bid for projects over \$20,000.00 pursuant to N.J.S.A. 18A:18A-32:

I, Tom Coughlin of the City of Brookings
in the County of Brookings and the State of South Dakota

of full age, being duly sworn according to law on my oath depose and say that:

No Material Adverse Change in Qualification

I am Sales Manager (Position in Company), and the bidder for the above named project. The answers to the following statements are true and correct and that there has been no material adverse change in the qualification information subsequent to the latest statement submitted as required (N.J.S.A. 18A:18A-32 et seq.) as amended, except as set forth herewith. I further certify that there is not now pending any litigation or other action that may jeopardize my rating, status or contract limits from their current limits.

Notice of Classification (DPMC 27)

Daktronics, Inc. (Name of Company) is classified by the State of New Jersey pursuant to N.J.S.A. 52:35-1 et seq. This Classification became effective (Date) 3/2/23

Type of Contract/Trade Classified: CO52-Audio-Visual Systems, C110-Signage and Graphics

Classification Approved Amount \$ 150,000.000

A copy of my valid and active prequalification/classification certificate from the Department of Treasury, Division of Property Management and Construction has been submitted with this bid.

Total Amount of Uncompleted Contracts (DPMC 701)

The total amount of uncompleted work is \$324,000.00 as of July 2023 (Date).

A copy of the company's Total Amount of Uncompleted Contracts form is required to be submitted with the bid.

NJSDA Prequalification

The Daktronics, Inc. (Name of Company), pursuant to N.J.S.A.18A:7G-33, is prequalified with the NJSDA on contracts for "school facilities" projects as defined by code. NJSDA prequalification is not a requirement for maintenance projects.

Tom Coughlin
Signature of Authorized Representative

9-10-23
Date

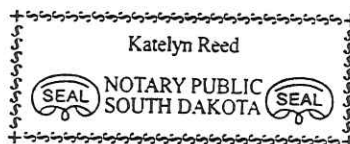
Sworn and subscribed to before me this 10th day of September in the Year 2023

Katelyn Reed
Signature of Notary

Katelyn Reed Notary Public of South Dakota
Print Name of Notary

My Commission Expires: November 6th 2026
Month Day Year

SEAL



PREVAILING WAGES COMPLIANCE CERTIFICATION - RETURN WITH BID

It is the determination of the ESCNJ that this is a public works project that in total will exceed \$2,000.00 (two thousand dollars), therefore prevailing wages rules and regulations apply as promulgated by the New Jersey Prevailing Wage Act and in conformance with N.J.S.A. 34:11-56:25 et seq.

CERTIFICATION

1. I certify that our company understands that this project of the ESCNJ or its Co-op members requires prevailing wages to be paid in full accordance with the law.
2. I further certify that all subcontractors named in this bid understand that this project requires the subcontractor to pay prevailing wages in full accordance with the law.

Non-compliance Statement

If it is found that any worker, employed by the contractor or any subcontractor covered by said contract, has been paid a rate of wages less than the prevailing wage required to be paid by such contract, the ESCNJ or its members may begin proceedings to terminate the contractor's or subcontractor's right to proceed with the work, or such part of the work as to which there has been a failure to pay required wages and to prosecute the work to completion or otherwise. The contractor and his sureties shall be liable for any excess costs occasioned thereby to the public body.

NOTIFICATION OF VIOLATIONS – New Jersey Department of Labor and Workforce Development

Has the bidder or any person having an "interest" with the bidder, been notified by the New Jersey Department of Labor and Workforce Development by notice issued pursuant to N.J.S.A. 34:11-56:37 that he/she has been in violation for failure to pay prevailing wages as required by the New Jersey Prevailing Wage Act within the last five (5) years?

* Yes _____ No X _____

*If yes, please attach a signed document explaining any/or all administrative proceedings with the Department within the last five (5) years. Please include any pending administrative proceedings with the Department if any.

Submission of Certified Payroll Records

All certified payroll records are to be submitted to the member/person who is coordinating the activities for the project.

Name of Company: Daktronics, Inc.

Authorized Agent: Tom Coughlin

Title of Authorized Agent: Sales Manager

Authorized Signature: 



DAKTRONICS.COM

201 Daktronics Drive PO Box 5128
Brookings, South Dakota 57006-5128
T 800-325-8766 605-692-0200 F 605-697-4700

Request for Clarifications Form

The New Jersey Required Documents Checklist has this form listed but was not included within AEPA 024-F Part C Member Agency (State) Terms & Conditions – Digital Display Solutions documents.

Daktronics, Inc. is not requesting clarifications to this IFB.

Tom Coughlin
Sales Manager
Daktronics, Inc.
201 Daktronics Drive
Brookings, SD 57006

STATEMENT OF OWNERSHIP DISCLOSURE - RETURN WITH BID
N.J.S.A. 52:25-24.2 (P.L. 1977, c.33, as amended by P.L. 2016, c.43)

This statement shall be completed, certified to, and included with all bid and proposal submissions. Failure to submit the required information is cause for automatic rejection of the bid or proposal.

Name of Organization: Daktronics, Inc.
Organization Address: 201 Daktronics Dr.
City, State, ZIP: Brookings, SD 57006

Part I Check the box that represents the type of business organization:

- ☐ Sole Proprietorship (skip Parts II and III, execute certification in Part IV)
- ☐ Non-Profit Corporation (skip Parts II and III, execute certification in Part IV)
- ☒ For-Profit Corporation (any type) ☐ Limited Liability Company (LLC)
- ☐ Partnership ☐ Limited Partnership ☐ Limited Liability Partnership (LLP)
- ☐ Other (be specific): _____

Part II Check the appropriate box

- ☐ The list below contains the names and addresses of all stockholders in the corporation who own 10 percent or more of its stock, of any class, or of all individual partners in the partnership who own a 10 percent or greater interest therein, or of all members in the limited liability company who own a 10 percent or greater interest therein, as the case may be. **(COMPLETE THE LIST BELOW IN THIS SECTION)**
- OR**
- ☒ No one stockholder in the corporation owns 10 percent or more of its stock, of any class, or no individual partner in the partnership owns a 10 percent or greater interest therein, or no member in the limited liability company owns a 10 percent or greater interest therein, as the case may be. **(SKIP TO PART IV)**

(Please attach additional sheets if more space is needed):

Name of Individual or Business Entity	Home Address (for Individuals) or Business Address

Part III DISCLOSURE OF 10% OR GREATER OWNERSHIP IN THE STOCKHOLDERS, PARTNERS OR LLC MEMBERS LISTED IN PART II

If a bidder has a direct or indirect parent entity which is publicly traded, and any person holds a 10 percent or greater beneficial interest in the publicly traded parent entity as of the last annual federal Security and Exchange Commission (SEC) or foreign equivalent filing, ownership disclosure can be met by providing links to the website(s) containing the last annual filing(s) with the federal Securities and Exchange Commission (or foreign equivalent) that contain the name and address of each person holding a 10% or greater beneficial interest in the publicly traded parent entity, along with the relevant page numbers of the filing(s) that contain the information on each such person. **Attach additional sheets if more space is needed.**

Website (URL) containing the last annual SEC (or foreign equivalent) filing	Page #'s
https://investor.daktronics.com/node/19491/html	122

Please list the names and addresses of each stockholder, partner or member owning a 10 percent or greater interest in any corresponding corporation, partnership and/or limited liability company (LLC) listed in Part II other than for any publicly traded parent entities referenced above. The disclosure shall be continued until names and addresses of every non-corporate stockholder, and individual partner, and member exceeding the 10 percent ownership criteria established pursuant to N.J.S.A. 52:25-24.2 has been listed. **Attach additional sheets if more space is needed.**

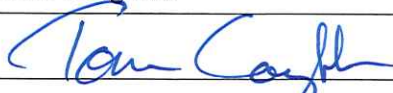
Stockholder/Partner/Member and Corresponding Entity Listed in Part II	Home Address (for Individuals) or Business Address

STATEMENT OF OWNERSHIP DISCLOSURE – continued - RETURN WITH BID

N.J.S.A. 52:25-24.2 (P.L. 1977, c.33, as amended by P.L. 2016, c.43)

Part IV Certification

I, being duly sworn upon my oath, hereby represent that the foregoing information and any attachments thereto to the best of my knowledge are true and complete. I acknowledge: that I am authorized to execute this certification on behalf of the bidder/proposer; that the **ESCNJ and/or its members** is relying on the information contained herein and that I am under a continuing obligation from the date of this certification through the completion of any contracts with the **ESCNJ and/or its members** to notify the **ESCNJ and/or its members** in writing of any changes to the information contained herein; that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification, and if I do so, I am subject to criminal prosecution under the law and that it will constitute a material breach of my agreement(s) with the, permitting the **ESCNJ and/or its members** to declare any contract(s) resulting from this certification void and unenforceable.

Full Name (Print):	Tom Coughlin	Title:	Sales Manager
Signature:		Date:	9-10-23

This statement shall be completed, certified to, and included with all bid and proposal submissions. **Failure to submit the required information is cause for automatic rejection of the bid or proposal.**

Statement of Suspension or Debarment - RETURN WITH BID

STATE OF NEW JERSEY/ South Dakota
Specify, of other _____

COUNTY OF Brookings


I, Tom Coughlin of the (City, Town, Borough)
of Brookings State of South Dakota of full age,

being duly sworn according to law on my oath depose and say that:

I am Sales Manager of the firm
of Daktronics, Inc. the Bidder


making the Proposal for the above named projects, and that I executed the said Proposal with full authority to do so; that said Bidder is not at the time of the making this bid included on the New Jersey State Treasurer's or the Federal Government's List of Debarred, Suspended or Disqualified Bidders or the State Department of Labor and Workforce Development; Prevailing Wage Debarment List as a result of action taken by any State or Federal Agency.

Name of Contractor: Daktronics, Inc.
(Company Name)

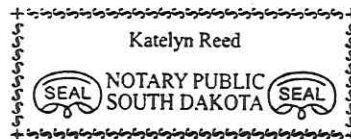
By: 
(Signature of authorized representative)

Subscribed and sworn to before me

This 10th day of September, 20 23


(Seal) Notary Public of New Jersey/
Specify Other State South Dakota

My Commission expires Nov-6th 20 23



SUBCONTRACTOR'S DISCLOSURE FORM - RETURN WITH BID

If the bidder **will** subcontract any part of their services /installation award, the bidder **must** do the following:

Provide the name, address and other pertinent information about the subcontractor;*

Please list subcontractor(s) here.

**Failure to identify the names and addresses of any subcontractors required to be named in the bid, or to submit the appropriate documents for each such subcontractor, may be cause for the bid to be rejected as being non-responsive.*

1. Sub-Contractor for _____

Name of Subcontracting Company _____

Address _____

City, State, Zip _____

Telephone _____ Fax _____

E-Mail _____ FEIN No _____

Authorized Agent _____ Title _____

Certification of Equipment

The _____ hereby certifies the above named

Name of Bidding Company

subcontractor has the personnel, equipment, experience, financial and sufficient means to complete their portion of the contract in full accordance with the bid specifications.

Authorized Agent (Print)—Bidder

Signature of Authorized Agent—Bidder

Bidders may make extra copies of this page to list additional subcontractors and subcontractors may be added throughout the life of the bid after receiving approval from the ESCNJ.

SUBCONTRACTOR'S DISCLOSURE FORM (Continued) - **RETURN WITH BID**

If the bidder **will** subcontract any part of their services /installation award, the bidder **must** do the following:

Provide the name, address and other pertinent information about the subcontractor;*

Please list subcontractor(s) here.

**Failure to identify the names and addresses of any subcontractors required to be named in the bid, or to submit the appropriate documents for each such subcontractor, may be cause for the bid to be rejected as being non-responsive.*

1. Sub-Contractor for Other _____
Name of Subcontracting Company _____
Address _____
City, State, Zip _____
Telephone _____ Fax _____
E-Mail _____ FEIN No _____
Authorized Agent _____ Title _____

Certification of Equipment

The _____ hereby certifies the above named

Name of Bidding Company

subcontractor has the personnel, equipment, experience, financial and sufficient means to complete their portion of the contract in full accordance with the bid specifications.

Authorized Agent (Print)—Bidder

Signature of Authorized Agent—Bidder

Bidders may make extra copies of this page to list additional subcontractors and subcontractors may be added throughout the life of the bid after receiving approval from the ESCNJ.

Sworn Contractor Certification; Qualifications and Credentials
(Bidder's Certification) - RETURN WITH BID

Pursuant to N.J.S.A. 18A:7G-37, a pre-qualified contractor seeking to bid school facilities projects, and any subcontractors, that are required to be named under N.J.S.A. 18A:7G-1 et seq. shall, as a condition of bidding, submit this Sworn Contractor Certification regarding qualifications and credentials.

I Brad Wiemann the principal owner or officer of the company certify that the foregoing statements are true and our firm has the following qualifications and credentials:

1. A current, valid certificate of registration issued pursuant to "The Public Works Contractor Registration Act," N.J.S.A. 34:11-56:48 et seq. A copy of which is submitted with its bid;
2. A current, valid Certificate of Authority to perform work in New Jersey issued by the Department of Treasury, a copy of which is submitted with its bid;
3. A current valid contractor trade license required under applicable New Jersey Law for any specialty trade or specialty area in which the firm seeks to perform work, a copy of which is submitted with its bid;
4. During the term of the project, I as principal owner or officer of the company or corporation, as contractor, will have in place a suitable quality control and quality assurance program and appropriate safety and health plan.
5. Certify that, at the time of bidding, the amount of the bid proposal and value of all of its outstanding incomplete contracts does not exceed the firm's existing aggregate rating limit.

Name of Company Daktronics, Inc.

Name of Owner or Officer Brad Wiemann

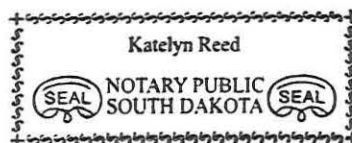
Signature of Owner or Officer *Brad Wiemann*

Notarized before me this 6th day of September, 2023
Month Year

Katelyn Reed Katelyn Reed
NOTARY PUBLIC SIGNATURE Print Name of Notary Public

My commission expires November 6th, 2026
Month Day Year

-SEAL-





RETURN WITH BID

State of New Jersey

DEPARTMENT OF THE TREASURY
DIVISION OF PROPERTY MANAGEMENT AND CONSTRUCTION
33 W. STATE STREET
PO BOX 034
TRENTON, NEW JERSEY 08625-0034

REPLY TO:
TEL: (609) 943-3400
FAX: (609) 292-7651

TOTAL AMOUNT OF UNCOMPLETED CONTRACTS

(This form is to be used with the NOTICE OF CLASSIFICATION when submitting bids to the ESCNJ.) I certify
that the amount of uncompleted work on contracts is \$ 324,000,000.

The amount claimed includes uncompleted portions of all currently held contracts from all sources (public and private) in accordance with N.J.A.C. 17:19-2.13.

I further certify that the amount of this bid proposal, including all outstanding incomplete contracts does not exceed my prequalification dollar limit.



Affix
corporate
seal here

Daktronics, Inc.

Name of Firm

Tom Cough

Signature

Sales Manager

Title

201 Daktronics Dr.

Brookings, SD 57006

Address

(605) 692-0200

Phone

Sworn to and Subscribed before me

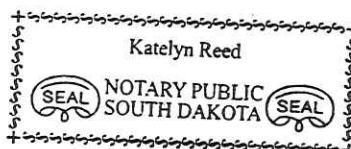
This day 10th of September 2023

Notary Public

Katlyn Reed

DPMC 701 (3/15)

My Commission Expires:
Nov. 6th, 2026





SECRETARY'S CERTIFICATE

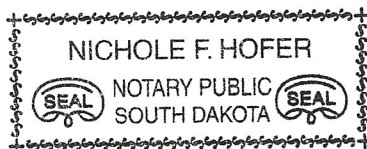
I, Carla S. Gatzke do hereby certify that: I am the Secretary of Daktronics Inc. (hereinafter the "Corporation;") and that as such I am authorized to execute this certificate on behalf of the Corporation in my capacity as the Secretary of the Corporation and do hereby certify that the Amended and Restated Bylaws of Daktronics Inc. Article VII, Section 8.3, state that the Corporation shall have no corporate seal. Amended and Restated Bylaws of Daktronics were submitted with our form 10-K fiscal year 2013.

Carla S. Gatzke, Secretary

TO ALL TO WHOM THESE shall come. I, Nichole Hofer, NOTARY PUBLIC duly authorized, admitted and sworn, practicing at South Dakota, United State America. DO HEREBY CERTIFY that:

The above signature is Daktronics Secretary, Carla Gatzke is indeed true and original.

IN TESTIMONY where I have
Subscribed my name and affixed
My Seal of Office this 16th day of February, 2021



Notary Public:
County of Brookings
State of South Dakota

My commission expires March 31, 2023

Vendor Contact Form - RETURN WITH BID

This page should be included in your electronic file in Word format

so that we can copy and paste into our website.

Please do not handwrite the information; type it in.

If you are awarded a contract with the ESCNJ, we will post this contact sheet on our website for members to contact. Please complete and include with your bid package. List the individual(s) who will be best equipped to handle calls from our 1,300+ members and have knowledge of your award.

**See attached Word document.

Bid	Title of Bid: _____ Bid # _____
Vendor	_____
Representative	_____
Address	_____
Telephone #	_____
Fax #	_____
Email	_____
Website	_____

Request for Taxpayer Identification Number and Certification

Give Form to the
requester. Do not
send to the IRS.

► Go to www.irs.gov/FormW9 for instructions and the latest information.

Print or type.
See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. Daktronics, Inc.	
2 Business name/disregarded entity name, if different from above	
3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes. <input type="checkbox"/> Individual/sole proprietor or single-member LLC <input checked="" type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ► Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner. <input type="checkbox"/> Other (see instructions) ►	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) <u>5</u> Exemption from FATCA reporting code (if any) _____ <small>(Applies to accounts maintained outside the U.S.)</small>
5 Address (number, street, and apt. or suite no.) See instructions. 201 Daktronics Drive	Requester's name and address (optional)
6 City, state, and ZIP code Brookings, SD 57006	
7 List account number(s) here (optional)	

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number									
			-			-			
or									
Employer identification number									
4	6		-	0	3	0	6	8	6

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person ► 	Date ► 1/3/2023
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.

By signing the filled-out form, you:

1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
2. Certify that you are not subject to backup withholding, or
3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and
4. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting*, later, for further information.

Note: If you are a U.S. person and a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

Definition of a U.S. person. For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien;
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States;
- An estate (other than a foreign estate); or
- A domestic trust (as defined in Regulations section 301.7701-7).

Special rules for partnerships. Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax under section 1446 on any foreign partners' share of effectively connected taxable income from such business. Further, in certain cases where a Form W-9 has not been received, the rules under section 1446 require a partnership to presume that a partner is a foreign person, and pay the section 1446 withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid section 1446 withholding on your share of partnership income.

In the cases below, the following person must give Form W-9 to the partnership for purposes of establishing its U.S. status and avoiding withholding on its allocable share of net income from the partnership conducting a trade or business in the United States.

- In the case of a disregarded entity with a U.S. owner, the U.S. owner of the disregarded entity and not the entity;
- In the case of a grantor trust with a U.S. grantor or other U.S. owner, generally, the U.S. grantor or other U.S. owner of the grantor trust and not the trust; and
- In the case of a U.S. trust (other than a grantor trust), the U.S. trust (other than a grantor trust) and not the beneficiaries of the trust.

Foreign person. If you are a foreign person or the U.S. branch of a foreign bank that has elected to be treated as a U.S. person, do not use Form W-9. Instead, use the appropriate Form W-8 or Form 8233 (see Pub. 515, *Withholding of Tax on Nonresident Aliens and Foreign Entities*).

Nonresident alien who becomes a resident alien. Generally, only a nonresident alien individual may use the terms of a tax treaty to reduce or eliminate U.S. tax on certain types of income. However, most tax treaties contain a provision known as a "saving clause." Exceptions specified in the saving clause may permit an exemption from tax to continue for certain types of income even after the payee has otherwise become a U.S. resident alien for tax purposes.

If you are a U.S. resident alien who is relying on an exception contained in the saving clause of a tax treaty to claim an exemption from U.S. tax on certain types of income, you must attach a statement to Form W-9 that specifies the following five items.

1. The treaty country. Generally, this must be the same treaty under which you claimed exemption from tax as a nonresident alien.
2. The treaty article addressing the income.
3. The article number (or location) in the tax treaty that contains the saving clause and its exceptions.
4. The type and amount of income that qualifies for the exemption from tax.
5. Sufficient facts to justify the exemption from tax under the terms of the treaty article.

Example. Article 20 of the U.S.-China income tax treaty allows an exemption from tax for scholarship income received by a Chinese student temporarily present in the United States. Under U.S. law, this student will become a resident alien for tax purposes if his or her stay in the United States exceeds 5 calendar years. However, paragraph 2 of the first Protocol to the U.S.-China treaty (dated April 30, 1984) allows the provisions of Article 20 to continue to apply even after the Chinese student becomes a resident alien of the United States. A Chinese student who qualifies for this exception (under paragraph 2 of the first protocol) and is relying on this exception to claim an exemption from tax on his or her scholarship or fellowship income would attach to Form W-9 a statement that includes the information described above to support that exemption.

If you are a nonresident alien or a foreign entity, give the requester the appropriate completed Form W-8 or Form 8233.

Backup Withholding

What is backup withholding? Persons making certain payments to you must under certain conditions withhold and pay to the IRS 24% of such payments. This is called "backup withholding." Payments that may be subject to backup withholding include interest, tax-exempt interest, dividends, broker and barter exchange transactions, rents, royalties, nonemployee pay, payments made in settlement of payment card and third party network transactions, and certain payments from fishing boat operators. Real estate transactions are not subject to backup withholding.

You will not be subject to backup withholding on payments you receive if you give the requester your correct TIN, make the proper certifications, and report all your taxable interest and dividends on your tax return.

Payments you receive will be subject to backup withholding if:

1. You do not furnish your TIN to the requester,
2. You do not certify your TIN when required (see the instructions for Part II for details),
3. The IRS tells the requester that you furnished an incorrect TIN,
4. The IRS tells you that you are subject to backup withholding because you did not report all your interest and dividends on your tax return (for reportable interest and dividends only), or
5. You do not certify to the requester that you are not subject to backup withholding under 4 above (for reportable interest and dividend accounts opened after 1983 only).

Certain payees and payments are exempt from backup withholding. See *Exempt payee code*, later, and the separate Instructions for the Requester of Form W-9 for more information.

Also see *Special rules for partnerships*, earlier.

What is FATCA Reporting?

The Foreign Account Tax Compliance Act (FATCA) requires a participating foreign financial institution to report all United States account holders that are specified United States persons. Certain payees are exempt from FATCA reporting. See *Exemption from FATCA reporting code*, later, and the Instructions for the Requester of Form W-9 for more information.

Updating Your Information

You must provide updated information to any person to whom you claimed to be an exempt payee if you are no longer an exempt payee and anticipate receiving reportable payments in the future from this person. For example, you may need to provide updated information if you are a C corporation that elects to be an S corporation, or if you no longer are tax exempt. In addition, you must furnish a new Form W-9 if the name or TIN changes for the account; for example, if the grantor of a grantor trust dies.

Penalties

Failure to furnish TIN. If you fail to furnish your correct TIN to a requester, you are subject to a penalty of \$50 for each such failure unless your failure is due to reasonable cause and not to willful neglect.

Civil penalty for false information with respect to withholding. If you make a false statement with no reasonable basis that results in no backup withholding, you are subject to a \$500 penalty.

Criminal penalty for falsifying information. Willfully falsifying certifications or affirmations may subject you to criminal penalties including fines and/or imprisonment.

Misuse of TINs. If the requester discloses or uses TINs in violation of federal law, the requester may be subject to civil and criminal penalties.

Specific Instructions

Line 1

You must enter one of the following on this line; **do not** leave this line blank. The name should match the name on your tax return.

If this Form W-9 is for a joint account (other than an account maintained by a foreign financial institution (FFI)), list first, and then circle, the name of the person or entity whose number you entered in Part I of Form W-9. If you are providing Form W-9 to an FFI to document a joint account, each holder of the account that is a U.S. person must provide a Form W-9.

a. **Individual.** Generally, enter the name shown on your tax return. If you have changed your last name without informing the Social Security Administration (SSA) of the name change, enter your first name, the last name as shown on your social security card, and your new last name.

Note: ITIN applicant: Enter your individual name as it was entered on your Form W-7 application, line 1a. This should also be the same as the name you entered on the Form 1040/1040A/1040EZ you filed with your application.

b. **Sole proprietor or single-member LLC.** Enter your individual name as shown on your 1040/1040A/1040EZ on line 1. You may enter your business, trade, or "doing business as" (DBA) name on line 2.

c. **Partnership, LLC that is not a single-member LLC, C corporation, or S corporation.** Enter the entity's name as shown on the entity's tax return on line 1 and any business, trade, or DBA name on line 2.

d. **Other entities.** Enter your name as shown on required U.S. federal tax documents on line 1. This name should match the name shown on the charter or other legal document creating the entity. You may enter any business, trade, or DBA name on line 2.

e. **Disregarded entity.** For U.S. federal tax purposes, an entity that is disregarded as an entity separate from its owner is treated as a "disregarded entity." See Regulations section 301.7701-2(c)(2)(iii). Enter the owner's name on line 1. The name of the entity entered on line 1 should never be a disregarded entity. The name on line 1 should be the name shown on the income tax return on which the income should be reported. For example, if a foreign LLC that is treated as a disregarded entity for U.S. federal tax purposes has a single owner that is a U.S. person, the U.S. owner's name is required to be provided on line 1. If the direct owner of the entity is also a disregarded entity, enter the first owner that is not disregarded for federal tax purposes. Enter the disregarded entity's name on line 2, "Business name/disregarded entity name." If the owner of the disregarded entity is a foreign person, the owner must complete an appropriate Form W-8 instead of a Form W-9. This is the case even if the foreign person has a U.S. TIN.

Line 2

If you have a business name, trade name, DBA name, or disregarded entity name, you may enter it on line 2.

Line 3

Check the appropriate box on line 3 for the U.S. federal tax classification of the person whose name is entered on line 1. Check only one box on line 3.

IF the entity/person on line 1 is a(n) . . .	THEN check the box for . . .
• Corporation	Corporation
• Individual • Sole proprietorship, or • Single-member limited liability company (LLC) owned by an individual and disregarded for U.S. federal tax purposes.	Individual/sole proprietor or single-member LLC
• LLC treated as a partnership for U.S. federal tax purposes, • LLC that has filed Form 8832 or 2553 to be taxed as a corporation, or • LLC that is disregarded as an entity separate from its owner but the owner is another LLC that is not disregarded for U.S. federal tax purposes.	Limited liability company and enter the appropriate tax classification. (P= Partnership; C= C corporation; or S= S corporation)
• Partnership	Partnership
• Trust/estate	Trust/estate

Line 4, Exemptions

If you are exempt from backup withholding and/or FATCA reporting, enter in the appropriate space on line 4 any code(s) that may apply to you.

Exempt payee code.

- Generally, individuals (including sole proprietors) are not exempt from backup withholding.
- Except as provided below, corporations are exempt from backup withholding for certain payments, including interest and dividends.
- Corporations are not exempt from backup withholding for payments made in settlement of payment card or third party network transactions.
- Corporations are not exempt from backup withholding with respect to attorneys' fees or gross proceeds paid to attorneys, and corporations that provide medical or health care services are not exempt with respect to payments reportable on Form 1099-MISC.

The following codes identify payees that are exempt from backup withholding. Enter the appropriate code in the space in line 4.

- 1—An organization exempt from tax under section 501(a), any IRA, or a custodial account under section 403(b)(7) if the account satisfies the requirements of section 401(f)(2)
- 2—The United States or any of its agencies or instrumentalities
- 3—A state, the District of Columbia, a U.S. commonwealth or possession, or any of their political subdivisions or instrumentalities
- 4—A foreign government or any of its political subdivisions, agencies, or instrumentalities
- 5—A corporation
- 6—A dealer in securities or commodities required to register in the United States, the District of Columbia, or a U.S. commonwealth or possession
- 7—A futures commission merchant registered with the Commodity Futures Trading Commission
- 8—A real estate investment trust
- 9—An entity registered at all times during the tax year under the Investment Company Act of 1940
- 10—A common trust fund operated by a bank under section 584(a)
- 11—A financial institution
- 12—A middleman known in the investment community as a nominee or custodian
- 13—A trust exempt from tax under section 664 or described in section 4947

The following chart shows types of payments that may be exempt from backup withholding. The chart applies to the exempt payees listed above, 1 through 13.

IF the payment is for . . .	THEN the payment is exempt for . . .
Interest and dividend payments	All exempt payees except for 7
Broker transactions	Exempt payees 1 through 4 and 6 through 11 and all C corporations. S corporations must not enter an exempt payee code because they are exempt only for sales of noncovered securities acquired prior to 2012.
Barter exchange transactions and patronage dividends	Exempt payees 1 through 4
Payments over \$600 required to be reported and direct sales over \$5,000 ¹	Generally, exempt payees 1 through 5 ²
Payments made in settlement of payment card or third party network transactions	Exempt payees 1 through 4

¹ See Form 1099-MISC, Miscellaneous Income, and its instructions.

² However, the following payments made to a corporation and reportable on Form 1099-MISC are not exempt from backup withholding: medical and health care payments, attorneys' fees, gross proceeds paid to an attorney reportable under section 6045(f), and payments for services paid by a federal executive agency.

Exemption from FATCA reporting code. The following codes identify payees that are exempt from reporting under FATCA. These codes apply to persons submitting this form for accounts maintained outside of the United States by certain foreign financial institutions. Therefore, if you are only submitting this form for an account you hold in the United States, you may leave this field blank. Consult with the person requesting this form if you are uncertain if the financial institution is subject to these requirements. A requester may indicate that a code is not required by providing you with a Form W-9 with "Not Applicable" (or any similar indication) written or printed on the line for a FATCA exemption code.

A—An organization exempt from tax under section 501(a) or any individual retirement plan as defined in section 7701(a)(37)

B—The United States or any of its agencies or instrumentalities

C—A state, the District of Columbia, a U.S. commonwealth or possession, or any of their political subdivisions or instrumentalities

D—A corporation the stock of which is regularly traded on one or more established securities markets, as described in Regulations section 1.1472-1(c)(1)(i)

E—A corporation that is a member of the same expanded affiliated group as a corporation described in Regulations section 1.1472-1(c)(1)(i)

F—A dealer in securities, commodities, or derivative financial instruments (including notional principal contracts, futures, forwards, and options) that is registered as such under the laws of the United States or any state

G—A real estate investment trust

H—A regulated investment company as defined in section 851 or an entity registered at all times during the tax year under the Investment Company Act of 1940

I—A common trust fund as defined in section 584(a)

J—A bank as defined in section 581

K—A broker

L—A trust exempt from tax under section 664 or described in section 4947(a)(1)

M—A tax exempt trust under a section 403(b) plan or section 457(g) plan

Note: You may wish to consult with the financial institution requesting this form to determine whether the FATCA code and/or exempt payee code should be completed.

Line 5

Enter your address (number, street, and apartment or suite number). This is where the requester of this Form W-9 will mail your information returns. If this address differs from the one the requester already has on file, write NEW at the top. If a new address is provided, there is still a chance the old address will be used until the payor changes your address in their records.

Line 6

Enter your city, state, and ZIP code.

Part I. Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. If you are a resident alien and you do not have and are not eligible to get an SSN, your TIN is your IRS individual taxpayer identification number (ITIN). Enter it in the social security number box. If you do not have an ITIN, see *How to get a TIN* below.

If you are a sole proprietor and you have an EIN, you may enter either your SSN or EIN.

If you are a single-member LLC that is disregarded as an entity separate from its owner, enter the owner's SSN (or EIN, if the owner has one). Do not enter the disregarded entity's EIN. If the LLC is classified as a corporation or partnership, enter the entity's EIN.

Note: See *What Name and Number To Give the Requester*, later, for further clarification of name and TIN combinations.

How to get a TIN. If you do not have a TIN, apply for one immediately. To apply for an SSN, get Form SS-5, Application for a Social Security Card, from your local SSA office or get this form online at www.SSA.gov. You may also get this form by calling 1-800-772-1213. Use Form W-7, Application for IRS Individual Taxpayer Identification Number, to apply for an ITIN, or Form SS-4, Application for Employer Identification Number, to apply for an EIN. You can apply for an EIN online by accessing the IRS website at www.irs.gov/Businesses and clicking on Employer Identification Number (EIN) under Starting a Business. Go to www.irs.gov/Forms to view, download, or print Form W-7 and/or Form SS-4. Or, you can go to www.irs.gov/OrderForms to place an order and have Form W-7 and/or SS-4 mailed to you within 10 business days.

If you are asked to complete Form W-9 but do not have a TIN, apply for a TIN and write "Applied For" in the space for the TIN, sign and date the form, and give it to the requester. For interest and dividend payments, and certain payments made with respect to readily tradable instruments, generally you will have 60 days to get a TIN and give it to the requester before you are subject to backup withholding on payments. The 60-day rule does not apply to other types of payments. You will be subject to backup withholding on all such payments until you provide your TIN to the requester.

Note: Entering "Applied For" means that you have already applied for a TIN or that you intend to apply for one soon.

Caution: A disregarded U.S. entity that has a foreign owner must use the appropriate Form W-8.

Part II. Certification

To establish to the withholding agent that you are a U.S. person, or resident alien, sign Form W-9. You may be requested to sign by the withholding agent even if item 1, 4, or 5 below indicates otherwise.

For a joint account, only the person whose TIN is shown in Part I should sign (when required). In the case of a disregarded entity, the person identified on line 1 must sign. Exempt payees, see *Exempt payee code*, earlier.

Signature requirements. Complete the certification as indicated in items 1 through 5 below.

1. Interest, dividend, and barter exchange accounts opened before 1984 and broker accounts considered active during 1983.

You must give your correct TIN, but you do not have to sign the certification.

2. Interest, dividend, broker, and barter exchange accounts opened after 1983 and broker accounts considered inactive during 1983. You must sign the certification or backup withholding will apply. If you are subject to backup withholding and you are merely providing your correct TIN to the requester, you must cross out item 2 in the certification before signing the form.

3. Real estate transactions. You must sign the certification. You may cross out item 2 of the certification.

4. Other payments. You must give your correct TIN, but you do not have to sign the certification unless you have been notified that you have previously given an incorrect TIN. "Other payments" include payments made in the course of the requester's trade or business for rents, royalties, goods (other than bills for merchandise), medical and health care services (including payments to corporations), payments to a nonemployee for services, payments made in settlement of payment card and third party network transactions, payments to certain fishing boat crew members and fishermen, and gross proceeds paid to attorneys (including payments to corporations).

5. Mortgage interest paid by you, acquisition or abandonment of secured property, cancellation of debt, qualified tuition program payments (under section 529), ABLE accounts (under section 529A), IRA, Coverdell ESA, Archer MSA or HSA contributions or distributions, and pension distributions. You must give your correct TIN, but you do not have to sign the certification.

What Name and Number To Give the Requester

For this type of account:	Give name and SSN of:
1. Individual	The individual
2. Two or more individuals (joint account) other than an account maintained by an FFI	The actual owner of the account or, if combined funds, the first individual on the account ¹
3. Two or more U.S. persons (joint account maintained by an FFI)	Each holder of the account
4. Custodial account of a minor (Uniform Gift to Minors Act)	The minor ²
5. a. The usual revocable savings trust (grantor is also trustee)	The grantor-trustee ¹
b. So-called trust account that is not a legal or valid trust under state law	The actual owner ¹
6. Sole proprietorship or disregarded entity owned by an individual	The owner ³
7. Grantor trust filing under Optional Form 1099 Filing Method 1 (see Regulations section 1.671-4(b)(2)(i)(A))	The grantor*
For this type of account:	Give name and EIN of:
8. Disregarded entity not owned by an individual	The owner
9. A valid trust, estate, or pension trust	Legal entity ⁴
10. Corporation or LLC electing corporate status on Form 8832 or Form 2553	The corporation
11. Association, club, religious, charitable, educational, or other tax-exempt organization	The organization
12. Partnership or multi-member LLC	The partnership
13. A broker or registered nominee	The broker or nominee

For this type of account:	Give name and EIN of:
14. Account with the Department of Agriculture in the name of a public entity (such as a state or local government, school district, or prison) that receives agricultural program payments	The public entity
15. Grantor trust filing under the Form 1041 Filing Method or the Optional Form 1099 Filing Method 2 (see Regulations section 1.671-4(b)(2)(i)(B))	The trust

¹ List first and circle the name of the person whose number you furnish. If only one person on a joint account has an SSN, that person's number must be furnished.

² Circle the minor's name and furnish the minor's SSN.

³ You must show your individual name and you may also enter your business or DBA name on the "Business name/disregarded entity" name line. You may use either your SSN or EIN (if you have one), but the IRS encourages you to use your SSN.

⁴ List first and circle the name of the trust, estate, or pension trust. (Do not furnish the TIN of the personal representative or trustee unless the legal entity itself is not designated in the account title.) Also see *Special rules for partnerships*, earlier.

***Note:** The grantor also must provide a Form W-9 to trustee of trust.

Note: If no name is circled when more than one name is listed, the number will be considered to be that of the first name listed.

Secure Your Tax Records From Identity Theft

Identity theft occurs when someone uses your personal information such as your name, SSN, or other identifying information, without your permission, to commit fraud or other crimes. An identity thief may use your SSN to get a job or may file a tax return using your SSN to receive a refund.

To reduce your risk:

- Protect your SSN,
- Ensure your employer is protecting your SSN, and
- Be careful when choosing a tax preparer.

If your tax records are affected by identity theft and you receive a notice from the IRS, respond right away to the name and phone number printed on the IRS notice or letter.

If your tax records are not currently affected by identity theft but you think you are at risk due to a lost or stolen purse or wallet, questionable credit card activity or credit report, contact the IRS Identity Theft Hotline at 1-800-908-4490 or submit Form 14039.

For more information, see Pub. 5027, Identity Theft Information for Taxpayers.

Victims of identity theft who are experiencing economic harm or a systemic problem, or are seeking help in resolving tax problems that have not been resolved through normal channels, may be eligible for Taxpayer Advocate Service (TAS) assistance. You can reach TAS by calling the TAS toll-free case intake line at 1-877-777-4778 or TTY/TDD 1-800-829-4059.

Protect yourself from suspicious emails or phishing schemes.

Phishing is the creation and use of email and websites designed to mimic legitimate business emails and websites. The most common act is sending an email to a user falsely claiming to be an established legitimate enterprise in an attempt to scam the user into surrendering private information that will be used for identity theft.

The IRS does not initiate contacts with taxpayers via emails. Also, the IRS does not request personal detailed information through email or ask taxpayers for the PIN numbers, passwords, or similar secret access information for their credit card, bank, or other financial accounts.


If you receive an unsolicited email claiming to be from the IRS, forward this message to phishing@irs.gov. You may also report misuse of the IRS name, logo, or other IRS property to the Treasury Inspector General for Tax Administration (TIGTA) at 1-800-366-4484. You can forward suspicious emails to the Federal Trade Commission at spam@uce.gov or report them at www.ftc.gov/complaint. You can contact the FTC at www.ftc.gov/idtheft or 877-IDTHEFT (877-438-4338). If you have been the victim of identity theft, see www.IdentityTheft.gov and Pub. 5027.

Visit www.irs.gov/IdentityTheft to learn more about identity theft and how to reduce your risk.

Privacy Act Notice

Section 6109 of the Internal Revenue Code requires you to provide your correct TIN to persons (including federal agencies) who are required to file information returns with the IRS to report interest, dividends, or certain other income paid to you; mortgage interest you paid; the acquisition or abandonment of secured property; the cancellation of debt; or contributions you made to an IRA, Archer MSA, or HSA. The person collecting this form uses the information on the form to file information returns with the IRS, reporting the above information. Routine uses of this information include giving it to the Department of Justice for civil and criminal litigation and to cities, states, the District of Columbia, and U.S. commonwealths and possessions for use in administering their laws. The information also may be disclosed to other countries under a treaty, to federal and state agencies to enforce civil and criminal laws, or to federal law enforcement and intelligence agencies to combat terrorism. You must provide your TIN whether or not you are required to file a tax return. Under section 3406, payers must generally withhold a percentage of taxable interest, dividend, and certain other payments to a payee who does not give a TIN to the payer. Certain penalties may also apply for providing false or fraudulent information.

NEW JERSEY REQUIRED DOCUMENTS CHECKLIST – RETURN WITH BID

1.	Affirmative Action Construction Contracts Acknowledgement and Total Work Force/Employee AA201 (for Public Works contracts)	16.	NJ School Development Authority Prequalification (for Public Works contracts)
2.	Affirmative Action Questionnaire and supported documentation (current CEIR)	17.	Non-Collusion Affidavit Notarized and Sealed
3.	Americans with Disabilities Act of 1990	18.	Pre-Qualification Affidavit (Projects over \$20,000 in accordance with N.J.S.A. 18A:18A-26 et. seq.)
4.	Assurance of Compliance	19.	Prevailing Wage Certification (for Public Works contracts)
5.	Certificate of Authority	20.	Request for Clarifications Form
6.	Certificate of Insurance with the Educational Services Commission of New Jersey named as the certificate holder with Bid Title and Bid # (Upon award)	21.	Respondent Comment Form – Optional
7.	Chapter 271 Political Contribution Disclosure Form	22.	Statement of Ownership (Ownership Disclosure Certification)
8.	Dealer/Subcontractor Documents if applicable	23.	Statement of Suspension or Debarment Notarized & Sealed
9.	Disclosure of Investment Activities in Iran Form (for Public Works contracts)	24.	Sub-contractor's Disclosure Form(s)
10.	DPMC Notice of Classification Form	25.	Sworn Contractor Certification; Qualifications and Credentials (for Public Works contracts)
11.	Equipment Certification	26.	Total Amount of Uncompleted Contracts Form-Certified (DPMC Form 701) (for Public Works contracts)
12.	Exhibit B Mandatory Equal Employment Opportunity Language Construction Contracts	27.	Vendor Contact Form
13.	Licenses	28.	W-9 Form
14.	New Jersey Business Registration Certificate **(Received no later than the time of award)		
15.	New Jersey Public Works Contractor Certificate (for Public Works contracts)		
Signature:  Please sign above indicating that you have included all of the required New Jersey documents on this checklist and return this checklist with your bid package.			

Vendor Contact Form - RETURN WITH BID

This page should be included in your electronic file in Word format

so that we can copy and paste into our website.

Please do not handwrite the information; type it in.

If you are awarded a contract with the ESCNJ, we will post this contact sheet on our website for members to contact. Please complete and include with your bid package. List the individual(s) who will be best equipped to handle calls from our 1,300+ members and have knowledge of your award.

Bid	Title of Bid: <u>Digital Display Solutions</u> Bid #AEPA 024-F
Vendor	Daktronics, Inc.
Representative	Michael Montague
Address	201 Daktronics Dr. Brookings, SD 57006
Telephone #	(605) 692-0200
Fax #	(605) 697-4700
Email	Michael.Montague@daktronics.com
Website	www.daktronics.com

Vendor Contact Form - RETURN WITH BID

This page should be included in your electronic file in Word format

so that we can copy and paste into our website.

Please do not handwrite the information; type it in.

If you are awarded a contract with the ESCNJ, we will post this contact sheet on our website for members to contact. Please complete and include with your bid package. List the individual(s) who will be best equipped to handle calls from our 1,300+ members and have knowledge of your award.

Bid	Title of Bid: <u>Digital Display Solutions</u> Bid #AEPA 024-F
Vendor	Daktronics, Inc.
Representative	Michael Montague
Address	201 Daktronics Dr. Brookings, SD 57006
Telephone #	(605) 692-0200
Fax #	(605) 697-4700
Email	Michael.Montague@daktronics.com
Website	www.daktronics.com

Part D - Questionnaire

AEPA 024-F

Digital Display Solutions

Instructions

This questionnaire contains forms and requests for information required by AEPA for vendor evaluation for responsiveness and responsibility.

To submit the required forms, follow these steps:

1. Read the documents in their entirety.
2. Respondents must use Part D – Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested.
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled “***Part D – Questionnaire – Name of Company***”.
5. Submit Part D, along with other required documents in Public Purchase.

The following sections will need to be completed prior to submission and submitted as one single PDF titled “Part D – Questionnaire – Name of Company”:

[Company Information](#)

[Service Questionnaire](#)

[Exceptions](#)

[Deviations](#)

Company Information

Name of Company:	Daktronics, Inc.
Company Address:	201 Daktronics Dr.
City, State, zip code:	Brookings, SD 57006
Website:	www.daktronics.com
Contact Person:	Tom Coughlin
Title:	Sales Manager
Phone:	605-692-0200
Email:	Tom.coughlin@daktronics.com

Background

Note: Generally, AEPA will not accept an offer from a business that is less than five (5) years old or which fails to demonstrate and/or establish a proven record of business. If the respondent has recently purchased an established business or has proof of prior success in either this business or a closely related business, provide written documentation and verification in response to the questions below. AEPA reserves the right to accept or reject newly formed companies based on information provided in this response and from its investigation of the company.

This business is a: X public company privately owned company

In what year was this business started under its present name?	1968
--	------

Under what additional, or, former name(s) has your business operated?	NA
---	----

Is this business a corporation? No X Yes. If yes, complete the following:

Date of Incorporation: December 9th, 1968

State of Incorporation:	South Dakota
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Name of President:	Reece Kurtenbach
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Name(s) of Vice President(s):	See 'Part D – Questionnaire' attachment document for the list of all Vice Presidents.
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Name of Treasurer: Sheila Anderson

Name of Secretary: Carla Gatzke

Is this business a partnership? X **No** **Yes. If yes, complete the following:**

Date of Partnership: _____

State Founded: _____

Type of Partnership, if applicable:

Name(s) of General Partner(s):

Is this business individually owned? ☒ **No** **Yes. If yes, complete the following:**

Date of Purchase: _____

State Founded: _____

Name of Owner/Operator: _____

Is this business different from those identified above?	X	No	Yes
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If yes, describe the company's format, year and state of origin and names and titles of the principles below.

Is this business women-owned? X No Yes

Is this business minority-owned? X No Yes

Does this business have an Affirmative Action plan/statement? No X Yes

Business Headquarter Location

Business Address 201 Daktronics Dr.

City, State, zip code Brookings, SD 57006

Phone 605-692-0200

How long at this address? 56 Years (Since 1968)

Business Branch Location(s)

Branch Address See 'Part D – Questionnaire' attachment for branch locations. – Emailed Erin Olson

City, State, zip code

Branch Address

City, State, zip code

Branch Address

City, State, zip code

Branch Address

City, State, zip code

**If more branch locations exist, insert information here or add another sheet with the above information.*

Sales History

Provide your business's annual sales for in the United States by the various public segments.

	2021	2022	2023 YTD
K-12 (public & private), Educational Service Agencies	\$113,264,314	\$118,908,335	\$83,396,175
Higher Education Institutions	\$122,882,905	\$112,595,625	\$65,104,275
Counties, Cities, Townships, Villages	\$8,050,355	\$5,393,834	\$8,623,910
States	\$40,327,143	\$44,555,303	\$27,999,045
Other Public Sector & Non-profits	\$9,462,146	\$15,457,556	\$7,204,878
Private Sector	\$403,600,867	\$487,437,469	\$219,176,840
Total	\$697,587,728	\$784,348,122	\$411,505,123

Provide your business's annual sales for **products and services that meet this solicitation's scope of work** in the United States by the various public segments.

	2021	2022	2023 YTD
K-12 (public & private), Educational Service Agencies	\$113,264,314	\$118,908,335	\$83,396,175
Higher Education Institutions	\$122,882,905	\$112,595,625	\$65,104,275
Counties, Cities, Townships, Villages	\$8,050,355	\$5,393,834	\$8,623,910
States	\$40,327,143	\$44,555,303	\$27,999,045
Other Public Sector & Non-profits	\$9,462,146	\$15,457,556	\$7,204,878
Private Sector	\$403,600,867	\$487,437,469	\$219,176,840
Total	\$697,587,728	\$784,348,122	\$411,505,123

Work Force

Key Contacts and Providers: Provide a list of the individuals, titles, and contact information for the individuals who will provide the following services on a national and/or local basis:

Function	Name	Title	Phone	Email
Contract Manager	Tom Coughlin	Sales Manager	605-692-0200	Tom.coughlin@daktronics.com
Sales Manager	Tom Coughlin	Sales Manager	605-692-0200	Tom.coughlin@daktronics.com
Marketing Manager	Jody Huntimer	Strategic Marketing Manager, HSPR	605-695-5526	jody.huntimer@daktronics.com
Customer & Support Manager	Sarah Licht	Service Manager	605-692-0200	Sarah.licht@daktronics.com
Distributors, Dealers, Installers, Sales Reps	Bryan Nagel Darrell Thiner Joel Heine Kelly Koenig Mic Spicciati Greg Breyfogle Mark Meyer Matt Lundberg Michael Mayhew Paul Wildeman Kyle Williams	Region Managers	605-692-0200	Bryan.nagel@daktronics.com Darrell.thiner@daktronics.com Joel.heine@daktronics.com Kelly.koenig@daktronics.com Mic.spicciati@daktronics.com Greg.breyfogle@daktronics.com Mark.meyer@daktronics.com Matt.lundberg@daktronics.com Michael.mayhew@daktronics.com Paul.wildeman@daktronics.com Kyle.williams@daktronics.com
Consultants & Trainers	Faith Gustafson	Services Supervisor	605-692-0200	Faith.gustafson@daktronics.com
Technical, Maintenance & Support Services	Sarah Licht	Service Manager	605-692-0200	Sarah.licht@daktronics.com
Quotes, Invoicing & Payments	Lauren Cloud	Sales Administration	605-692-0200	Lauren.cloud@daktronics.com
Warranty & After the Sale	Devan Goembel	Service Sales	605-692-0200	Devan.goembel@daktronics.com
Financial Manager	Tami Koopman	Controller	605-692-0200	Tami.koopman@daktronics.com

Sales Force: Provide total number and location of salespersons employed by your business in the United States by completing the following: *(To insert more rows, hit the tab key from the last field in the State column.)*

DIRECTORY All Markets	City	State
4	Various	Arkansas
7	Various	Arizona
5	Various	California
3	Various	Colorado
0	Various	Connecticut
1	Various	Delaware
7	Various	Florida
1	Various	Georgia
2	Various	Illinois
1	Various	Idaho
3	Various	Indiana
2	Various	Iowa
1	Various	Kansas
1	Various	Kentucky
1	Various	Louisiana
1	Various	Massachusetts
2	Various	Maryland

2	Various	Michigan
6	Various	Minnesota
6	Various	Missouri
1	Various	Mississippi
0	Various	Montana
0	Various	Nebraska
1	Various	New Jersey
0	Various	New Mexico
3	Various	New York
1	Various	Nevada
5	Various	North Carolina
0	Various	North Dakota
7	Various	Ohio
3	Various	Oklahoma
1	Various	Oregon
5	Various	Pennsylvania
1	Various	Rhode Island
4	Various	South Carolina
50	Various	South Dakota
3	Various	Tennessee
15	Various	Texas
1	Various	Virginia
4	Various	Washington
2	Various	West Virginia
3	Various	Wisconsin

Describe how your company will implement training and knowledge of the contract with your respective sales force. Furthermore, describe how your company plans to support and train your sales force on a national, regional, or local level and generally assist with the education of sales personnel about the resulting contract.

Daktronics employs a team dedicated to train new and current staff on Daktronics' offerings and services that benefit customers. Daktronics sales training is a proactive approach to increase our sales forces' awareness of the AEPA contract and the benefits it provides.

Sales and marketing leadership will conduct sales training about the contract award through department webinars and emails, sharing the following:

- Member Benefits
- Contract Terms
- Messaging Strategies
- Location of Contract Information
- Breadth of product and services available for purchase through AEPA.

Each training is recorded and is made available to new personnel throughout the year. Our sales leaders and training teams use these recording to quickly build knowledge with new hires.

What is your company's plan, if your company were awarded the contract, to service up to 29 states. Describe if your company has a national sales force, dealer network, or distributor(s) with the ability to call on eligible agencies in the participating states in AEPA.

Daktronics is unique in the industry with a nation-wide sales force for sports products in the public-school market and other markets we serve. We also have a long tenured dealer network in some areas of the country that have specific territories that they manage on Daktronics' behalf.

For marquee signage along the roadside and digital signage inside of schools, Daktronics uses a reseller sales channel that is skilled at managing these installations. We work with these resellers to understand the value of

the AEPA contract and educate the reseller to work with Daktronics to manage the project and allow our customers to utilize the contract.

Products, Services & Solutions

Provide a description of the Products, Services & Solutions to be provided by the product category set forth in Part B - Specifications. The primary objective is for each Supplier to provide its complete product, service, and solutions offerings that fall within the scope of this solicitation so that participating agencies may order a range of products as appropriate for their needs.

Daktronics offers agencies the most comprehensive selection of LED video, digital displays, and scoreboards available. We manufacture, deliver, and install all items listed in this bid category throughout the United States and Canada. Our solutions include as follows:

- Scoring - Scoring products for 17 sports are available in our proposal. This includes all portable products and stocked products for members that need quick delivery.
- LED Displays – Indoor and outdoor video displays for sports, education and government campus communication, aviation, military, parking and mass transit locations are included in our proposal.
- Indoor and Outdoor products each have a wide range of pixel pitches and sizes to provide agencies the ability to procure the exact product they desire.
 - Indoor - 1.2mm, 1.5mm, 2.5mm, 2.9mm, 3.9mm and 5.9mm.
 - Outdoor- 6mm, 8mm, 10mm, 13mm, 15mm, 16mm, 20mm and 66mm
- Audio – Our proposal includes all Daktronics standard audio products.
 - Outdoor product lines - SS2000, SS1500, SS500, SS200 and SSP100.
 - Indoor product Lines: SS150, SS250 and SSP100.

Distribution

Describe how your company proposes to distribute the products and services nationwide, regionally, or at the local level.

Daktronics has a tenured sales and fulfillment structure that allows us to quickly promote, sell, and deliver products throughout the entire United States. Daktronics has over 100 direct sales staff and a network of Independent Dealers with designated territories to sell and deliver our products. This approach allows Daktronics to remain the market leader in promoting, selling and installing video displays, scoreboards, sound systems and digital messaging displays in the public sector.

Service/Support and Distribution Centers: Provide the type (service/support or distribution) and location of centers that support the United States by completing the following: *(To insert more rows, hit the tab key from the last field in the State column.)*

Center Type	City	State
Please see 'Part D – Questionnaire' attached for Daktronics service/Support and Distribution Center Map		

Describe the criteria and process by which your company selects and approves subcontractors, distributors, installers, and other independent services.

Daktronics hires installers and subcontractors on a per project basis, based on availability of local installers. Daktronics confirms and certifies that all installers and subcontractors hired have the necessary trade licenses to perform the installation and support work in the scope of our contracted projects. They are chosen strategically by location and capability to provide our customers with delivery, installation, and support of all our product lines.

Provide a list of current subcontractors, distributors, installers, and other independent service providers who are contracted to perform the type of work outlined in this solicitation in the member agency states. Include, if applicable, contractor license or certificate information and the state(s) wherein they are eligible to provide services on behalf of the business.

Please see 'Part D – Questionnaire' attachment for a list of current distributors.

If applicable, describe your company's ability to do business with manufacturer/dealer/distribution organizations that are either small or MWBE businesses as defined by the Small Business Administration.

Daktronics is a publicly traded company who manufactures its own products. Our options for small or MWBE participation are through subcontractors and material suppliers hired to complete the installation of our products. Local, minority, and female labor participation would come from these subcontractor workforces. Daktronics works with its subcontractors to maximize participation on each project with labor participation goals.

If applicable, describe other ways your company can be sensitive to a participating agencies desire to utilize local and/or MWBE companies, such as the number of local employees and offices with a geographic region, companies your firm uses that may be local (i.e. delivery company), your own company's diversity of owner employees, etc.

Not Applicable

If applicable, provide details on any products or services being offered by your company where the manufacturer or service provider is either a small or MWBE business as defined by the Small Business Administration. Provide product/service name, company name and small/MWBE designation.

Not Applicable

Marketing

Key Marketing Contact(s): List the name(s), title(s) and contact information of the business's key national and regional marketing office(s). *To insert more rows, hit the tab key from the last field in the Email column.*

Name	Title	Phone	Email
Jody Huntimer	Strategic Marketing Manager, HSPR	605-695-5526	Jody.Huntimer@daktronics.com

Describe how this business marketed its products and services to schools, nonprofit organizations, and other public sector audiences in Fiscal Year 2022– 2023 (July 1 – June 30). List all conventions, conferences, and other events at which this company exhibited.

Daktronics attends approximately 90+ conventions for the K-12 Education market each year. These are targeted at Athletic Directors, Administrators, Coaches and Business Officials. 'Please see Part D – Questionnaire' attachment for a list of events attended. In addition to the conferences, Daktronics promoted the current contract through a variety of methods:

- Listing on Daktronics.com promoting purchasing through cooperatives and highlighting projects sold through AEPA, when appropriate. (See Exhibit A – Marketing Plan for example)
- Emails to AEPA Cooperative agencies to share with their agency members. (See Exhibit A – Marketing Plan for example)
- Our sales team continuously recommends the benefits of purchasing through a coop to their customers.
- Inclusion of AEPA logo on relevant marketing materials including:
 - ~Twenty-nine regional salesperson territory flyers (See Exhibit A – Marketing Plan for examples)
 - Digital and print product catalogs

Describe how your company will market the resulting contract to eligible Member Agencies. Describe how your company differentiates the new agreement from existing contracts that your company may hold today. Please be specific and detailed in your response.

To achieve our marketing goal, Daktronics will communicate the purchasing benefits of the contract to customers, Daktronics sales team and dealers. We will continue to tailor our multi-channel approach to increase adoption of the resulting AEPA contract in our education markets.

Upon contract award, Daktronics will issue a news release, distributed through the wire, as well as relevant media contacts and our social media channels (Facebook, Twitter, and LinkedIn). This reaches our target audience through advertising, content creation and engagement with followers. Many members of our sales team are active on social media and actively share this type of news to gain added reach with members in their territories.

Daktronics marketing will list the AEPA contract partnership on Daktronics.com, explaining the benefits of buying through AEPA, as well as a link to the Daktronics vendor page on AEPA.com.

AEPA promotion through our Daktronics marketing assets will include:

- Placing AEPA logo on the appropriate regional sales flyers
- Cooperative Purchasing options communicated in Daktronics print/digital catalog
- Mention of AEPA contract on Daktronics.com.

Early in 2023, Daktronics deployed an e-commerce site, enabling customers to log-in and buy selected scoring products. Customers can choose to receive pricing and complete their purchase using the AEPA contract. We intend to grow our e-commerce site to include more standard scoring products, to simplify the buying process. Allowing AEPA Members the ability to use this contract through e-commerce is of high priority for Daktronics.

Daktronics attends 90+ conventions for K-12 Education and Parks and Recreation markets each year. These events are targeted to athletic directors, coaches, administration, school boards and city employees.

In addition to our education market, Daktronics attends 50+ similar events for the collegiate and transportation businesses. The booth team and marketing material at these events will highlight the local brochures with AEPA's logos and contract benefits.

Cooperative Marketing. Describe ways in which your company will collaborate with AEPA Member Agencies in marketing the resulting contract. Submit any supplemental materials as PDFs and title it Exhibit A – Marketing Plan.

- Process on how the contract will be launched to current and potential agencies.
- The ability to produce and maintain in full color print advertisements in camera-ready electronic format, or electronic advertisements, including company logos and contact information.
- Anticipated contract announcements, planned advertisements, industry periodicals, other direct or indirect marketing activities promoting the AEPA awarded contract.
- How the contract award will be displayed/linked on the Respondent's website.

- *Process on how the contract will be launched to current and potential agencies.*
 - Daktronics will promote our AEPA contract to each of the member agencies through a quarterly email promoting our products and services offered through the contract.
- *The ability to produce and maintain in full color print advertisements in camera-ready electronic format, or electronic advertisements, include company logos and contact information.*
 - We have an in-house design team of 10 employees and a print department that can create full color print and digital advertisements that include both our company logo and the AEPA logo and contact information (See attached for examples).
- *Anticipated contract announcements, planned advertisements, industry periodicals, other direct or indirect marketing activities promoting AEPA awarded contract.*
 - We would announce our contract via the following methods:
 - Press Release on the wire and posted to daktronics.com
 - Social Media posts on Twitter, Facebook, and LinkedIn
 - Promotion of our contract would occur on a quarterly basis via digital advertisements on Twitter and Facebook in addition to flyers available in our booth at our state conferences.

- Daktronics currently advertises with Athletic Business and Coach & A.D. publications. Our advertisements would periodically include the AEPA logo.
- We often take part in speaking opportunities at state conferences. Part of our message to the attendees is to simplify their purchasing process by using AEPA contracts. We would continue this message at future speaking opportunities.
- *How the contract award will be displayed/linked on the Respondent's website.*
 - We will display the AEPA logo and link to it on our Cooperative Purchasing Options page. (Daktronics.com/en-us/services/sports-purchasing-options/cooperative-purchasing)

Environmental Initiatives

Describe how your products and/or services support environmental goals.

Please see attachment 'Health, Safety & Environmental Statement' and 'Daktronics Corporate Sustainability' for information on how Daktronics products and/or services support environmental goals.

Indicate if your company has any products in your offering that have any third-party environmental certifications.

Daktronics currently does not have any products that have a 3rd party environmental certification.

Describe the business's "green" objectives (i.e. LEED, reducing footprint, etc.).

Please see attachment 'Daktronics Safety and Health Statement' for Daktronics' "green" objectives.

Describe what percentage of your offering is environmentally preferable and what are your company's plans to improve this offering.

Daktronics is committed to Corporate Social Responsibility, through our ESG Journey, which continuously improves our Environmental, Social and Governance practices and outcomes. We invest responsibly in our journey, balancing our stakeholders' perspectives, in a way that demonstrates our core values and contributes to our profitable growth. We support our journey through a management system that prioritizes our progress, ensures sufficient resources, and assesses our progress. Each area of our organization increases their contribution to our journey, by building and leveraging knowledge, developing, and sustaining our ESG initiatives and practices.

Additional Information

Describe any/all features, advantages and benefits of your organization that you feel will provide additional value and benefit to a participating AEPA agency.

All Products: Daktronics designs, manufactures, sells and services all of our own products. We have been doing this work for over 50 years and stand behind all of our products. If the product has the Daktronics brand on it, we stand behind it. Another advantage of Daktronics products is the level of confidence our customers can experience with our products. Our products are trusted at the highest level of sports and continuously deliver results. Customers of all types utilize the same products and designs to achieve their goals as well.

Advantages of Daktronics Video Displays and Audio Systems: Daktronics control software is the same across all sports venues. This provides a unique advantage for schools and colleges to provide students with educational opportunities for students to gain experience on a system they are likely to see in the industry when looking for future careers.

If applicable, describe your company's ability to integrate into other ecommerce sites:

Include details about your company's ability to create punch out sites and accept orders electronically (cXML, OCI, etc.).

Provide detail on where your company has integrated with a public agency's ERP (Oracle, Infor Lawson, SAP, etc.) system in the past and include some details about the resources you have in place to support these integrations. List, by ERP provider, the following information: name of public agency, ERP system used, "go live" date, net sales per calendar year since "go live", and percentage of agency sales being processed through this connection.

Daktronics does not currently use any punch out integrations with other ERP systems.

Disclosures

Legal: Does this business have actions currently filed against it? No X Yes

If Yes, **AN ATTACHMENT IS REQUIRED:** List and explain current actions, such as, Federal Debarment (on US General Services Administration's "Excluded Parties List"), appearance on any state or federal delinquent taxpayer list, or claims filed against the retainage and/or payment bond for projects.

References

Provide contact information of your business's five largest public agency customers.

Agency	Name	Title	Phone Number	Email
1. Val Verde Unified School District	Stacy Strawderman	Director of Facilities, Contracts, and Purchasing Services	(951) 940-6100	sstrawderman@valverde.edu
2. Salinas Unified School District	Cristian Flores	Manager of Facilities & Planning	(831) 214-5187	cristian.flores@salinasuhd.org
3. University of Maryland – College Park	Joshua Kaplan	Associate Athletic Director	(301) 314-7126	jkap@umd.edu
4. University of Texas - Austin	Drew Martin	Senior Executive Assoc. Athletics Director	(979) 777-0716	Drew.martin@athletics.utexas.edu
5. Louisiana State University	Dan Gaston	Sr. Assoc. AD/Facilities Management	(225) 578-4712	dgaston@lsu.edu

Service Questionnaire

The following chart indicates which AEPA Member States intend to participate in this solicitation category. Respond to Yes/No and choice questions by using an (X). **Note: A Respondent must be willing and able to deliver the proposed products and/or services to 90% of the participating AEPA Member States.**

AEPA Member States	Participating in this category.	In which states has this company sold products/services in the past 3 years? (Place an X where applicable)	If awarded, which states does this company propose to sell in? (Place an X where applicable)	Indicate which states this company has sales reps, distributors or dealers in. (Place an X where applicable)
California	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Colorado	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Connecticut	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Florida	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Georgia	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Illinois	Yes	<u>X</u>	<u>X</u>	<u>X</u>

Indiana	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Iowa	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Kansas	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Kentucky	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Massachusetts	No	<u>X</u>	<u>X</u>	<u>X</u>
Michigan	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Minnesota	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Missouri	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Montana	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Nebraska	Yes	<u>X</u>	<u>X</u>	<u>X</u>
New Jersey	Yes	<u>X</u>	<u>X</u>	<u>X</u>
New Mexico	Yes	<u>X</u>	<u>X</u>	<u>X</u>
North Dakota	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Ohio	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Oregon	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Pennsylvania	Yes	<u>X</u>	<u>X</u>	<u>X</u>
South Carolina	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Texas	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Virginia	Undecided	<u>X</u>	<u>X</u>	<u>X</u>
Washington	Yes	<u>X</u>	<u>X</u>	<u>X</u>
West Virginia	Undecided	<u>X</u>	<u>X</u>	<u>X</u>
Wisconsin	Yes	<u>X</u>	<u>X</u>	<u>X</u>
Wyoming	Yes	<u>X</u>	<u>X</u>	<u>X</u>

e-Commerce: Does this business have an e-commerce website? _____ **No** X **Yes**

If YES, what is the website? www.daktronics.com

Customer and Support Service: It is understood depending on the type, kind and level of products and/or services being proposed in response to this solicitation will impact and determine the type and level of services required and these are identified in Part B Specifications of this solicitation.

Does this business have online customer support options? _____ **No** X **Yes**

Does this business have a toll-free customers support phone option? _____ **No** X **Yes**

Does this business offer local customer and support service options? _____ **No** X **Yes**

State your normal delivery time (in days) and any options for expediting delivery.

Most of Daktronics products are custom built for each customer based on their branding. Our delivery times are specific to each product but typically fall between 42-84 days after ordering. In addition to our custom build solutions, we do offer specific products via ecommerce and "rapid delivery" that have a delivery time of 7-14 days. Many of those rapid delivery products are generic in color and portable. Daktronics also allows customer to request expedited manufacturing and will accommodate if possible.

State your backorder policy. Do you fill the order when available, or cancel the order and require participating agencies to reorder if items are backordered?

Daktronics builds products specifically for each order; therefore, we have no need for a backorder policy.

Describe your company's payment terms as well as any quick pay discounts.

Daktronics' standard payment terms for public entities is Net 30 with a purchase order for projects less than \$100,000. For projects over \$100,000 the terms are negotiable based on progress payments. Accepted payment methods include check, credit card, wire transfer or ACH.

State your company's return policy and any applicable restocking fees.

Most products are made to order and therefore not returnable. Select stock items in original unopened packaging may be returned if agreed upon in writing. A restocking fee of 15% plus freight and handling cost will be applied.

Describe any special program that your company offers that will improve customers' ability to access products, on-time delivery, or other innovative strategies.

Daktronics recently released an ecommerce site to help customers quickly order stock items. After the National Federation of High Schools announced their plan to support state adoption of shot clocks in basketball, Daktronics saw the opportunity to simplify the purchasing process and reduce the effort on some products for public entities. On the site, agencies can identify their ability to purchase through AEPA and make a product purchase without the need to wait for order documents. Today we have shot clocks, portable audio systems and video display digital content. We have near term plans to add additional portable scoring solutions.

Pricing

Is your pricing methodology guaranteed for the term of the contract? _____ **No** X **Yes**

Will you offer customized price lists to participating entities as required per the pricing terms of Part A? _____ **No** X **Yes**

Will you offer hot list pricing (optional) as described in the pricing terms of Part A? X **No** _____ **Yes**

Will you offer volume price discounts as described in the pricing terms of Part A? X **No** _____ **Yes**

Competitiveness: In order for your response to be considered, your company must offer AEPA prices that are equal to or lower than those normally offered to individual entities or cooperatives with equal or lower volume.

Is the pricing that is proposed to AEPA equal to or lower than pricing your company offers to individual entities or cooperatives with equal to or lower volume? _____ **No** X **Yes**

Indicate which of the following apply and the **level of competitive range** you are offering in response to this solicitation.

X _____ Pricing offered to AEPA is EQUAL TO pricing offered to individual customer and/or cooperatives.

_____ Pricing is LESS THAN individual customer and/or cooperatives. Lower by _____%

Cooperative Contracts: Does your business currently have contracts with other cooperatives (local, regional, state, national)? _____ **No** X **Yes**

If YES, identify which cooperative and the respective expiration date(s).

BuyBoard Indoor (March 2024); BuyBoard Outdoor (Sept. 2024); Huron Valley Schools (July 2025); Sourcewell (May 2027) Omnia Partners (April 2025) PACE Cooperative (Dec. 2023) State of Utah (Dec. 2024) TIPS (Nov. 2025)

If YES, and your business is awarded an AEPA contract, explain which contract your business will lead with in marketing and sales representative presentations (sales calls)?

Yes, Daktronics is a part of other purchasing cooperatives to simplify purchasing for customers that typically use other contracts. Daktronics has a deep history with AEPA and our sales staff is very knowledgeable and comfortable with AEPA. Ultimately, we let our customers use the contract of their choice but strongly recommend AEPA when promoting cooperatives. All of our marketing materials, presentations and salesperson training documents highlight AEPA as a primary contract.

Administrative Fee: Which of the following best reflects how your pricing includes the individual AEPA Members' administrative fee. Mark with an "X".

	The pricing for the products and/or services are the same for each AEPA Member Agency, shipping, handling, administrative fee and other specific state costs are added to arrive at total price offered to the Individual AEPA Member Agency.
X	The pricing for the products and/or services is inclusive of the administrative fee and therefore the pricing is the same for all AEPA Member Agencies. Shipping, handling and other state specific costs are added to the adjusted AEPA Member Agency's price.
	The pricing for the products and/or services includes ALL (shipping, handling, administrative fee, other) costs to arrive at a single price for all AEPA Member Agencies.

Leasing: Do your business offer leasing arrangements under this solicitation? _____ **No** X **Yes**

If Yes, please indicate how the rate factor is determined and other cost factors below.

Daktronics offers lease financing for both public and private entities. Lease financing is offered through partnerships and 3rd party lenders and can be structured to meet the needs of the customer. Typically, terms are 3-5 years with the ability to go out as long as 7 years. Payments may be structured as annual, quarterly or monthly payments with a \$1 purchase at the end of the lease term. Sample rate factors are as follows:

3 years with annual payments in advance: .35482

5 years with annual payments in advance: .22631

**The above rates are based on a tax-exempt municipal lease purchase for a public school. They are based on current market conditions and are subject to change based upon market conditions at the time the lease commences.

See attachment for additional leasing information.

If an AEPA contract is approved and awarded by the Member Agencies, as a Vendor Partner, I agree to:

Responsibilities	Yes, indicate with an "X"	No, indicate with an "X"
1. Designate and assign a dedicated senior-level contract manager (one authorized to make decisions) to each of the Member Agency accounts. This employee will have a complete copy and must have working knowledge of the AEPA contract.	X	
2. Train and educate sales staff on what the AEPA contract is: including pricing, who can order from the contract (by state), terms/conditions of the contract, and the respective ordering procedures for each state. It is expected that Vendor Partners will lead with AEPA contracts.	X	
3. Develop a marketing plan to support the AEPA contract in collaboration with respective AEPA Member Agencies. The marketing plan should include, but not be limited to, a website presence, electronic mailings, sales flyers, brochures, mailings, catalogs, etc.	X	

4. Create an AEPA-specific sell sheet with a space to add a Member Agency logo and contact information for use by the Member Agencies and the Vendor Partner's local sales representatives to market within each state.	X	
5. On a quarterly basis, complete the sales and administrative fee report (see attached PDF example) and submit to each Member Agency along with the respective administrative fees to be paid. If there are no sales, the Vendor Partner is required to submit a \$0 report to the AEPA Member Agency.	X	
6. Have ongoing communication with the Category Oversight Chairperson, AEPA Member Agencies and the Member Agencies Participating Entities.	X	
7. Attend two (2) AEPA meetings each year (see Part A)	X	
8. Participate in and/or support AEPA's attendance at national conference trade shows to promote the AEPA contract.	X	
9. Commit to a goal of increasing sales of the AEPA contract over the term of the contract with all participating AEPA Member Agencies.	X	

Exceptions

Instructions:

1. Mark "No" or "Yes" with an "X" below.
2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of exceptions. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the company name and identifying information as to which item the response refers must appear on each page.
4. Exceptions to local, state or federal laws cannot be accepted under this solicitation.

X	No , this respondent does not have exceptions to the Terms and Conditions incorporated in Parts A and B of this IFB.
	Yes , this respondent has the following exceptions to the Terms and Conditions incorporated in Parts A and/or B of this solicitation.

IFB Section and Page Number	Outline Number	Term and Condition	Exception

Deviations

1. Mark "No" or "Yes" with an "X" below.
2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of deviations. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the company name and identifying information as to which item the response refers must appear on each page.
4. Deviations to local, state, or federal laws cannot be accepted under this solicitation.

X	No , this respondent does not have deviations (exceptions or alternates) to the specifications listed in Part B of this solicitation.
	Yes , this respondent has the following deviations to the specifications listed in Part B of this solicitation.

Outline Number Part B	Specification (describe)	Details of Deviation

AEPA IFB 024-F – PART D – QUESTIONNAIRE

Company Information.

- **Name(s) of Vice President(s):**

- Rich Hintz
- Jay Parker
- Brett Wendler
- Sarah Rose
- Judd Guthmiller
- Jody Kress
- Bradley Wiemann
- Matthew Kurtenbach

Business Branch Locations:

- **Main Office Location:**

Daktronics, Inc.
201 Daktronics Dr.
Brookings, SD 57006

- **Additional Manufacturing Locations:**

1425 E Bridge St
Redwood Falls, MN 56283

600 E 54th St North
Sioux Falls, SD 57104

- **Regional Offices:**

40 Cold Springs Rd Ste 4
Rocky Hill, CT 06067

4132 Shoreline Dr. STE H
Earth City, MO 63045

1501 Broadway STE 400
New York, NY 10036

5249A Langfield Rd
Houston, TX 77040

2558 Boardwalk St
San Antonio, TX 78217

AJT Systems – A Division of Daktronics
4901 NW 17th Ave STE 601
Fort Lauderdale, FL 33309

- **International Subsidiaries:**

Daktronics Australia Pty Ltd
Suite 108, Ground Floor
18 Rodborough Road
Frenchs Forest, NSW 2086
Australia

Daktronics (Shanghai) Co., Ltd (Beijing Branch)
Room 401, Unit one, building 103, Shi Ji Dong
Fang Cheng, Nan Mo Fang Road, Chao yang
district,
Beijing, China

Daktronics Belgium NV
Havenlaan 86C
Box 204
1000 Brussel
Belgium

Daktronics HK Limited
Suite 3, 16th Floor, Sino Plaza
255-257 Gloucester Road
Causeway Bay
Hong Kong

Daktronics Canada, Inc.
4145 N Service Rd, 2nd Floor
2nd Fl
Burlington, ON L7L 6A3
Canada

Daktronics (International) Limited
Avenida de Venceslau de Morais
Nos. 149, Unit G, 10 Andar
Macau

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United Kingdom

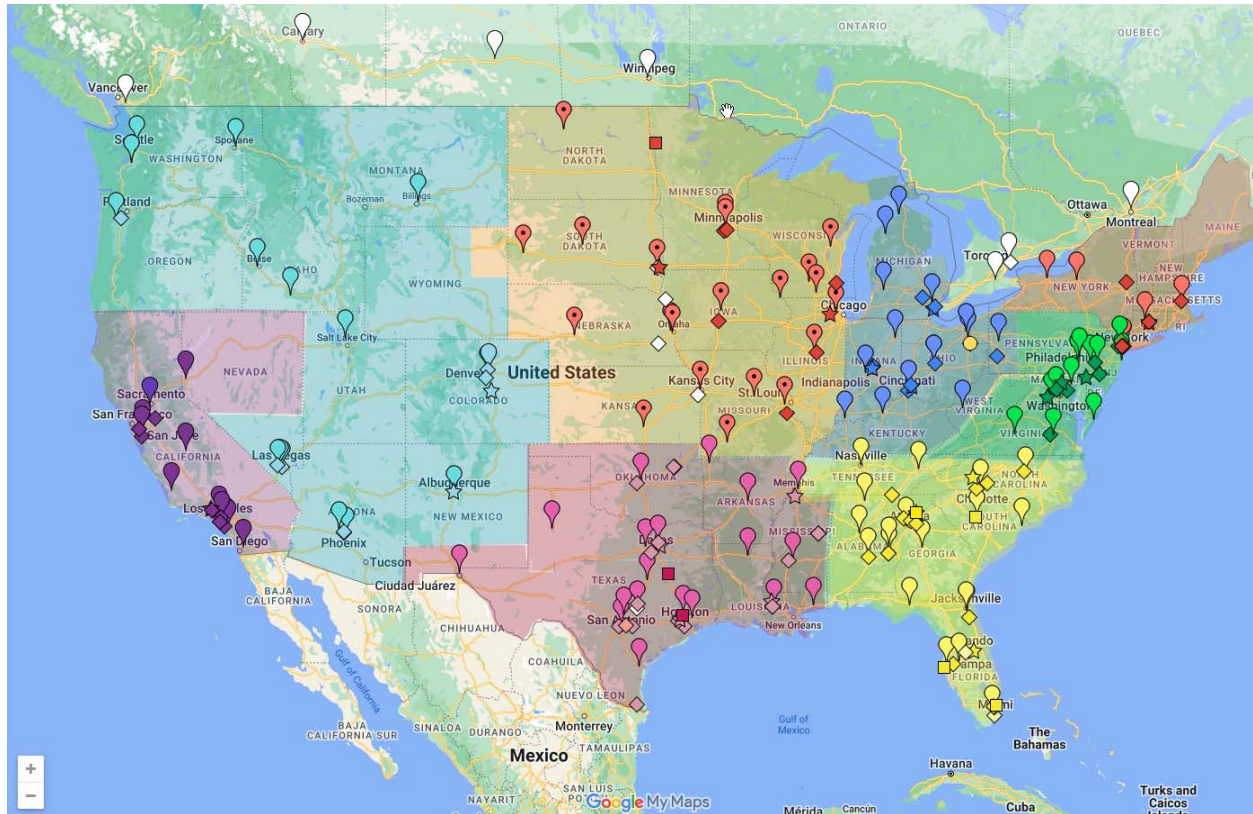
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65189 Wiesbaden
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61 Ubi Avenue 1
Ubi Point, #04-04
Singapore 408941

Deerpark Industrial Estate
Ennistymon, Co. Clare
V95 X6WV
Ireland

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Daktronics Service/Support and Distribution Centers:



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Independent Subcontractors, Distributors, Installers, Etc.:

1. Daktronics, Inc. utilizes the following dealers who are authorized to distribute our products in their respective geographic areas:
 - a. Sievert Electric Sales & Service
 - Located in Forest Park, IL
 - Services Illinois
 - b. AIM Electronics
 - Located in Edina, MN
 - Services Minnesota and Wisconsin
 - c. Scoreboard Enterprises, Inc.
 - Located in Mansfield, MA
 - Services Massachusetts, Rhode Island, Connecticut, and Maine
 - d. Centaur Products, Inc.
 - Located in Burnaby, Canada
 - Services Canada
 - e. Institutional Specialties, Inc.
 - Located in Pittsburgh, PA
 - Services Western half of Pennsylvania
 - f. Long Island Gymnasium Equipment Co.
 - Located in Bay Shore, NY
 - Services New York City and Long Island
 - g. Scoreboard Sales & Service Co.
 - Located in Birmingham, IL
 - Services Alabama
 - h. Sievert Electric Sales & Service
 - Located in Forest Park, IL
 - Services Illinois
 - i. Toth Sports
 - Located in Victor, NY
 - Services Western New York
 - j. Vermont Displays, Inc.
 - Located in Ferrisburgh, VT
 - Services Vermont and Northern New Hampshire
 - k. Crouch Recreation Inc.
 - Located in Elkhorn, NE
 - Services Nebraska
 - l. Davis Sign Company Inc.
 - Located Winston Salem, NC
 - Services North Carolina
2. Daktronics hires installers and subcontractors on a per project basis, based on availability of local installers. Daktronics confirms and certifies that all installers and subcontractors hired have the necessary trade licenses to perform the installation and support work in the scope of our contracted projects. They are chosen strategically by location to provide our customer with delivery, installation, and support of all our product lines.

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Marketing. Conventions, Conferences, and other events where Daktronics exhibited.

Date	Name	Event State
7/13/2022	GAEL 22 - Georgia Association of Educational Leaders	GA
7/13/2022	LHSCA 22 - Louisiana High School Coaches Assn	LA
7/13/2022	NCCA 22 - North Carolina Coaches Assn (10x20)	NC
7/14/2022	Greenbush SE Kansas Superintendent Summit (Golf)	KS
7/19/2022	THSCA 22 - Texas High School Coaches Association -20x20	TX
7/22/2022	AHSAA 22 - Alabama High School Assn (with HSPR Dealer)	AL
7/22/2022	WCA 22 - Wyoming Coaches Assn	WY
7/24/2022	NEDC 22 - National Executive Directors Council - Seattle	WA
7/26/2022	AAEA 22 - Arkansas Assn of Educational Administrators	AR
7/27/2022	OCA 22 - Oklahoma Coaches Assn	OK
7/27/2022	SCACA 22 - South Carolina Athletic Coaches Assn	SC
7/29/2022	CASE 22 - Colorado Association of School Executives	CO
7/29/2022	MCA 22 - Montana Coaches Assn	MT
7/29/2022	Indiana Golf Sponsorship	IN
8/2/2022	IHSADA Golf Outing 22 (Sponsor)	IA
8/3/2022	SAI 22 - School Administrators of Iowa	IA
8/3/2022	Southwestern Ohio EPC 22	OH
9/12/2022	AIAAA 22 - Arizona Interscholastic Athletic Administrators Assn	AR
9/18/2022	TISCA 22 - Texas Interscholastic Swim Coaches Association (Exhibit)	TX
9/19/2022	MSPMA 2022 – Missouri School Plant Manager Assn - Branson MO - Exhibit	MO
9/22/2022	NRPA 22 - National Rec and Park Association - Phoenix (10x10)	AZ
9/23/2022	NCPSMA Eastern 22 - North Carolina Public School Maintenance Association (Exhibit)	NC
9/24/2022	TASA TASB 22 - Texas Association of School Administrators School Boards (10x20)	TX
9/26/2022	NMAA 22 - New Mexico Athletic Association	NM
10/4/2022	MSBO Facilities Operations 22 - Michigan School Business Officials (waitlist)	MI
10/12/2022	NYSSBGA 22 - New York State School Building and Grounds Association (w Partner)	NY
10/12/2022	THSADA Fall Forum 22 - Texas High School Athletic Directors Assn	TX
10/19/2022	NCRPA 22 - North Carolina Recreation and Park Assn (10x10)	SC
10/20/2022	SDPRA 22 - South Dakota Park and Rec (with Crouch Rec)	SD
10/24/2022	DAAD 22 - Delaware Association of Athletic Directors	DE
10/26/2022	GASFA 22 - Georgia Assn of School Facilities Administration	GA
10/29/2022	NYSSBA 22 - New York State School Boards Association	NY
11/5/2022	MSBA 22 - Missouri School Boards Association	MO
11/7/2022	NSIAAA 22 - Nebraska State Interscholastic Athletic Administrators Assn (10x10)	NE
11/7/2022	WADA 22 - Wisconsin Athletic Directors Assn (10x10)	WI
11/10/2022	GRPA 22 - Georgia Recreation and Park Association (NOV Save the Date)	GA
11/12/2022	TSBA 22 - Tennessee School Boards Assn (10x10)	TN
11/14/2022	OIAAA 22 - Ohio Interscholastic Athletic Administrators Assn (10x10)	OH
11/15/2022	OSBA 22 - Ohio School Boards Association	OH
11/17/2022	IASB 22 - Iowa Association of School Boards (Exhibit)	IA

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11/18/2022	AB SHOW 22 - Athletic Business - Orlando - Equipment Sponsor	FL
12/12/2022	NADC 22 - National Athletic Directors Conference - Nashville (20x20)	TN
1/12/2023	MAAA 23 - Mississippi Athletic Administrator Assn (10x10)	MS
1/13/2023	MSBA 22 - Minnesota School Boards Assn (with Partner)	MN
1/16/2023	MHSA 23 - Montana High School Association (exhibit)	MT
1/31/2023	TASA 23 - Texas Association of School Administrators Midwinter Conference (10x10)	TX
1/31/2023	TPPC 23 - Texas Public Pool Council	TX
2/22/2023	TSPRA 23 - Texas School Public Relations Association	TX
2/23/2023	Conventions/Events Content - HSPR Tradeshows Resize content	
2/24/2023	NADA 23 - Nevada Athletic Directors Association	NV
3/1/2023	THSADA Sponsor Showcase 23 - Texas High School Athletic Directors Association	TX
3/2/2023	TRAPS 23 - Texas Recreation and Parks Society (10x10)	TX
3/3/2023	CADA 23 - California Assn of Directors of Activities (10x10)	CA
3/8/2023	WACA 23 - Washington Activity Coordinators Assn	WA
3/10/2023	AHSAAA 23 - Arkansas High School Activities Association	AR
3/14/2023	SCAAA 23 - South Carolina Athletic Administrators Association (10x10)	SC
3/15/2023	DAANJ 23 - Directors of Athletics Association of New Jersey	NJ
3/16/2023	NYSAAA 23 - New York State Athletic Administrators Assn (10x10)	NY
3/19/2023	MIAAA 23 - Michigan Interscholastic Athletic Administrators Assn (10x20)	MI
3/20/2023	IIAAA 23 - Indiana Interscholastic Athletic Administrators Association (10x20)	IN
3/24/2023	PSADA 23 - Pennsylvania State Athletic Directors Association	PA
3/26/2023	GADA 23 - Georgia Athletic Directors Association	GA
3/26/2023	IHSADA 23 - Iowa High School Athletic Directors Assn (10x10)	IA
3/26/2023	KIAAA 23 - Kansas Interscholastic Athletic Administrators (Exhibit)	KS
3/27/2023	NCADA 23 - North Carolina Athletic Directors Association	NC
3/29/2023	MnIAAA 23 - Minnesota Interscholastic Athletic Administrators Association (10x10)	MN
4/1/2023	SDIAAA 23 - South Dakota Interscholastic Athletic Administrators Association	SD
4/2/2023	WVADA 23 - West Virginia Athletic Directors	VA
4/3/2023	MIAAA 23 - Missouri Interscholastic Athletic Administrators Assn (Exhibit Sponsor)	MO
4/3/2023	NDIAAA 23 - North Dakota Interscholastic Athletic Administrators Association	ND
4/13/2023	UIAAA 23 - Utah Interscholastic Athletic Administrators	UT
4/16/2023	OADA 23 - Oregon Athletic Directors Association	OR
4/16/2023	TIAAA 23 - Tennessee Interscholastic Athletic Administrators	TN
4/21/2023	CSADA 23 - California State Athletic Directors Association (10x10)	CA
4/23/2023	CIAAA 23 - Canadian Interscholastic Athletic Administrators Assn	
4/24/2023	NEOIAAA 23 - Northeast Ohio Interscholastic Athletic Administrators Assn	OH
4/24/2023	WSSAAA 23 - Washington Secondary Schools Athletic Administrators Association	WA
4/26/2023	KHSADA 23 - Kentucky High School Athletic Directors Association	KY
4/26/2023	VIAAA 23 - Virginia Interscholastic Athletic Administrators Association	VA
4/27/2023	MSBO 2023 - Michigan School Business Officials - Grand Rapids MI	MI
4/29/2023	MSADA 23 - Maryland State Athletic Directors Assn (10x10)	MD

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4/30/2023	IADA 23 - Illinois Athletic Directors Assn	IL
4/30/2023	CADA 23 - Colorado Athletic Directors	CO
5/5/2023	FIAAA 23 - Florida Interscholastic Athletic Administrators	FL
5/16/2023	NJCAA FCSAA 2023 - Tallahassee FL - Exhibit	FL
5/24/2023	ESCNJ 23 - Educational Services Commission of New Jersey	NJ
6/1/2023	Campaign - HSPR 2023-2024 School Year Trade Show Messaging	
6/4/2023	TSPMA 23 - Tennessee School Plant Management Association	TN
6/5/2023	HIADA 2023 - Hawaii Interscholastic Athletic Directors Assn. - Lihue Kauai - TBD	HI
6/6/2023	CCCADA 23 - California Community College Athletic Director Association	CA
6/8/2023	TAPPS 23 - Texas Assn of Private and Parochial Schools - Waco TX	TX
6/11/2023	OIAAA 23 - Oklahoma Interscholastic Athletic Administrators	OK
6/11/2023	THSADA 23 - Texas High School Athletic Directors Assn - Round Rock TX (10x20)	TX

Health, Safety & Environmental Statement

December 2022

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DAKTRONICS HEALTH, SAFETY & ENVIRONMENTAL STATEMENT

1.1 Organizational Arrangements

Daktronics understands the long term financial and cultural benefits derived from world class safety and environmental management and leadership. We strive to maintain a proactive health, safety and environmental system that not only meets applicable requirements, but far exceeds them. At Daktronics Inc., we empower our employees to maintain a commitment to health, safety and environmental compliance in everything they do. Safety is an integral part of providing our employees with a productive work environment and ensuring our customers get a quality product. All Daktronics employees have three basic safety and health responsibilities.

1. Daktronics employees are expected not to do anything they think is unsafe or do work or operate equipment they are not trained on that may cause injury or damage property.
2. Daktronics employees are responsible to respectfully approach others that they feel are doing something unsafe or elevate to a supervisor.
3. If a Daktronics employee is approached by someone pointing out something unsafe that they are doing, he/she is responsible to be respectful of that concern.

To maintain an effective management system, Leadership at all levels must provide support. At Daktronics leaders, including supervisors and managers, have the responsibility for maintaining their factory/job site in a safe condition. Leadership, including managers and supervisors have the responsibility for correct any unsafe conditions and correcting unsafe acts. Leadership, including managers and supervisors also play an active role in presenting on-going safety training (training developed by the Health, Safety and Environmental Department). With the assistance of our Team, Leadership in conjunction with employees will help conduct safety and health audits. Conducted audits focus on addressing the behaviors that lead to the identified deficiencies. Leadership at all levels are encouraged to involve their employees in the workplace analysis and the development of safety related work instructions.

a.) Complying with legislative responsibilities.

To ensure conformance with applicable, domestic and international obligations, Daktronics maintains a Health, Safety & Environmental Department. The Daktronics team consists of a group of Coordinators (including Job Site and Manufacturing) that have been assembled for the specific purpose of providing education, auditing, training and technical support for Daktronics employees. This team is responsible for maintaining the Manufacturing and Job Site Health, Safety and Environmental programs as well as ensuring these programs and procedures are in compliance with all Local, State, Federal and applicable International Regulations. Daktronics Health, Safety and Environmental coordinators work in the areas of

DAKTRONICS HEALTH, SAFETY & ENVIRONMENTAL STATEMENT

Employee Health (i.e., chemical exposure and evaluation), Industrial/Manufacturing Safety, Construction/Jobsite Safety, Environmental Compliance and Chemical Safety (including chemical evaluation, procurement and spill clean-up).

b.) Auditing Procedures

To verify compliance with applicable Health, Safety and Environmental requirements, ongoing auditing is completed. Formal audits are completed monthly by the Safety staff in conjunction with managers, supervisors and employees. Reference photos are used as part of the auditing process. All factories / job sites are responsible for effectively correcting hazards. Audit results are posted in the area to communicate the identified hazards. Additionally, audit results are discussed during safety committee meetings. Hazards which are common in nature are shared with all job sites and factories. In addition to in-house auditing Daktronics will also use third party organizations to help assess Health, Safety and Environmental compliance in our manufacturing and job-site locations. To help further identify safety and health concerns, job hazard analysis (Risk Assessments) are conducted. Complete JHA's provide a severity rating, which assists with identifying the priority for correction.

c.) Injury Prevention

Investigation process. Employees are expected to report any incident regardless of the severity. The incident investigation is completed by the supervisor and or an incident investigation team. Root cause analysis is completed as part of the investigation process. Control methods must be developed to prevent the reoccurrence of similar cases. When applicable, investigation information is shared with other factories and job sites.

Daktronics goal is to maintain TRIR less than the BLS NAICS code annual value (Daktronics has been less than this value for 8 years running). The completion of on-going audits and the completion of JHA's (with employee involvement) has allowed us to achieve this goal. Additionally, Daktronics continues to maintain our EMR at a value less than 1.

Calendar Year	Total Incident Rate	EMR
2019	1.8	0.55
2020	0.95	0.59
2021	2.0	0.64
2022	1.7	0.59

d.) Training and education

To ensure effective safety and health education, Daktronics maintains an employee training program. Health, Safety and Environmental training is provided in multiple methods including, hands on, classroom instruction, and on-line interactive. These provided

DAKTRONICS HEALTH, SAFETY & ENVIRONMENTAL STATEMENT

methods allow the employee the ability to ask questions as well as provide feedback with the instructor. Manufacturing and job site employees receive multiple levels of safety training. The first level of training is general orientation training. This level of training sets the safety expectations for all levels of employees. Monthly safety and health training is also provided to Daktronics employees. Monthly training is divided into two divisions, general manufacturing and job site safety. Developed safety topics are designed to meet and or exceed applicable codes as well as cover Daktronics specific requirements. In addition to these methods, role/process specific education is also required. This training is designed to provide education which addresses the equipment and hazards identified with the role/process the employee is expected to be completed. Examples of manufacturing-based job/process specific training includes, Powered Industrial Truck, Over Head Crane, Authorized Employee LOTO, Job Hazard Analysis, Chemical Handling and OSHA 10 Hour General Industry Training. Jobsite based training is structured similarly to manufacturing based training requirements. Formal learning plans which outline these training requirements have been developed. Role based learning plans include safety courses such as: First Aid CPR, Aerial/Scissor Lift, Fall Protection, OSHA 30 Hour, Supervising of Safety, Material Handling, Job Hazard Analysis and Electrical Safety.

To ensure employee training records are up to date and effective, Daktronics maintains a Learning Management System (LMS). This LMS allows Daktronics to track completed training as well as notify users when safety training is due. The LMS also allows Supervisors the ability to directly assign additional safety training when a need is determined.

e.) Environmental Compliance

Daktronics understands that sustainability involves commitment that must reach all levels of a company. It is the intention of Daktronics, Inc. to contribute to the protection and improvement of the environment. We are committed to the fullest extent to comply with all local, state and federal regulations. Daktronics, Inc. attempts to take a proactive status in establishing and maintaining environmental procedures that protect the environment, our employees' health, our customers, suppliers and surrounding neighbors. Whenever possible, Daktronics, Inc. will seek to reduce our *VOC and *HAP emissions by finding lower or no VOC replacement products.

We strive to utilize our products most efficiently in order to reduce waste. We search to find the most effective means to reuse or recycle our waste products. When disposal of waste is necessary, Daktronics, Inc. will take steps to ensure that it is done in accordance with all local, state and federal regulations. Daktronics, Inc. will also seek to conduct business with suppliers and subcontractors that share our concern for the environment. We will not tolerate known violations of environmental laws either by inaction or by actions of our employees, contractors, or suppliers.

1.2 Daktronics Health, Safety and Environmental Management System

To ensure the safety and health of the organization Daktronics maintains a proactive Health, Safety and Environmental managements system. This system relies on the partnership of employees, supervisors and managers at all levels. By encouraging this partnership all employees feel free to communicate safe concerns and therefore allows the organization to be proactive in addressing items prior to them resulting in an accident or incident. In addition to encouraging this partnership, Daktronics has implemented several proactive safety and health elements. These elements include, completion of factory and job site safety and health evaluations, completion of Job Hazard Analysis, and implementation of a job/process specific trackable learning plan.

To help identify areas where additional enhancement is necessary Daktronics maintains a Health and Safety Strategy A3. This strategy document, which is updated quarterly, helps our department and leadership determine where additional improvements will be focused during the quarter (or longer depending on the project). These areas of improvement are then implemented across the organization with the proactive support of upper management. This on-going safety management review has helped the Safety Department raise the bar on safety expectations for the organization.

A major focus of the Health and Safety Strategy A3 is identifying methods to reduce injuries and illnesses in our factories and job sites and improve the effectiveness of our safety management system. While our injury and illness rates have been less than the national average over the last five years, when compared to the national average for Sign Manufacturing, we continue to investigate and implement methods to enhance the effectiveness of our safety management system. These methods have focused on implementation of Precision Leadership, enhanced safety training and employee participation in the safety and health program.

1.3 Health, Safety & Environmental Review and Performance Expectation

a.) Health & Safety Performance

To evaluate the effectiveness of our safety and health programs, Daktronics maintains a monitoring system. This monitoring system focuses on reviewing number of incidents, injuries, illness rates, open hazards and the experience modifier. All injury and illness information is reviewed on an on-going bases for trend analysis. If issues due occur that effect all our factories and or job sites communication and follow-up is made. This communication will focus on removing similar hazards which might be present.

DAKTRONICS HEALTH, SAFETY & ENVIRONMENTAL STATEMENT

In addition to the review of incidents and injuries, Daktronics has implemented a proactive work site evaluations process. Proactive methods for hazard determination include completion of periodic safe audits as well as the completion of risk-based job hazard analysis. The purpose of audits and job hazard analysis are to identify hazards and ensure effective controls are implemented to prevent their reoccurrence.

Daktronics maintains a culture of continuous improvement. This mind set has allowed our company to continue to push forward improving safety, production and efficiency. To ensure the Safety Department maintains a high level of effectiveness an on-going review is completed. The fundamentals of this on-going review are outlined in our Strategic Safety and Health A3. All Daktronics Health, Safety and Environmental Programs are reviewed at least annually. Depending on necessity programs and procedures will be updated more frequently to address concerns and considerations. Any program updates are communicated to employees in the way of monthly safety and health training or mass communications. An example of where a recent program enhancement has improved the companies Safety and Health program management system was the implementation of a Behavioral Based Safety.

There are several examples where the mindset of continuous improvement has been used to improve safety and health both within factories and job sites. The implementation of a continuous overhead rail line in our Live Event factory has eliminated multiple risk factors including material handling, falling objects and ergonomics. To reduce risk associated with ladder usage several of our factories now use single person aerial lifts.

To enhance safety on our job sites risk-based assessments have been completed. Risk based assessments have helped identify housekeeping conditions, areas where barriers are needed and any other safety and health concerns.

To help identify areas of necessary enhancement and improvement, the Safety Department maintains a strategic Safety and Health plan. The plan outlines goals for enhancement in the area of safety and health as well as communicates the prioritization of safety enhancement.

To develop staff formal safety learning plans have been developed. These learning plans outline the safety training requirements based on the expectation of work for the Daktronics employee. To enhance the skill set of the Daktronics safety staff, a formal learning plan has also been employed.

To enhance the culture of our employees Daktronics has implemented a precision leadership-based system. This system focuses on implementing cultural change, performance improvements, and safety and health risk reduction by encouraging participation and communication of employees. The fundamentals of precision leadership are integrated into several of Daktronics safety education programs including Lockout

DAKTRONICS HEALTH, SAFETY & ENVIRONMENTAL STATEMENT

Tagout, Supervising for Safety, Arc Flash safety and Job Hazard Analysis. In addition to further enhance our culture, Daktronics is in the process of rolling out a behavioral based safety program. This program will focus on identified behaviors that we would like to see as habit strength.

Through the scope of work Daktronics may use sub-contractors and service partners to assist with the completion of projects. Prior to selection, all sub-contractors must provide proof of appropriate insurance. These insurance requirements are set by the Daktronics Risk department. All contractual agreements clearly define the expectation that sub-contractors and service partners must follow at a minimum safety expectation outlined in the Daktronics Construction Site Safety Handbook (DP-06611). This document outlines the base requirements for contractors including the submittal of a project specific safety plan, self-auditing, incident investigation and training requirements. If a Subcontractor is involved in any incident/accident Daktronics requires an investigation to be completed. Information required to be provided includes incident description, incident root cause and control methods to prevent reoccurrence. All incident information is to be provided to the on-site Daktronics safety representative and the Daktronics safety department.

1.4 Safety and Environmental Certifications

Daktronics currently maintains the following Third-Party certifications and Prequalification's:

- bizSafe Level 3 (Certificate No. E35110) (Expiration: November 24, 2022)
- Cm3 Contractor OHS/WHS Prequalification (Expiration: October 22, 2022)
- Daktronics Australia - Integrated ISO 45001: 2018/14001:2015/9001:2015 Occupational Health and Safety, Quality & Environmental Management System (Expiration: September 13, 2024)
- Daktronics Australia – ISO 14001: 2015 Environmental Management Systems (Expiration: September 13, 2024)
- Daktronics Australia – ISO 45001: 2018 Occupational Health and Safety Management System (Expiration: September 13, 2024)
- SSIP UK- Membership Number CHAS-118331

2.0 Environmental Performance

Daktronics understands that environmental sustainability must be demonstrated by on-going commitment. ISO 14001 certification has been achieved for our Daktronics Australia office. For our other Daktronics facilities, we utilize fundamentals found in the ISO 14000 family. We strive to eliminate waste through automation and Lean manufacturing principles such as Five S (Sort, Straighten, Shine, Standardize and Sustain). Elements of 14000 that have implemented include:

DAKTRONICS HEALTH, SAFETY & ENVIRONMENTAL STATEMENT

- Use of LEAN principles including Plan, Do, Check and Act, to identify areas where improvement and continually review is needed our Environmental Program.
- Maintenance of a Chemical Review Program which restricts the use of chemicals that have environmental concerns. This chemical review is completed by EHS Staff prior to the introduction of the chemical in our processes. This program meets REACH compliance requirements.
- Implementation of a general awareness program for factory employees. This general awareness is a component of new hire training.
- Implementation of energy saving procedures within our manufacturing and office facilities. Such procedures include use of LED lighting within factory setting, use of High Efficiency HVAC systems and use of energy efficient compressors.
- Implementation of recycling procedures and practices for office and industrial waste.
- Development and implementation of a training program for EHS Staff.

To improve energy conservation in our facilities we have taken step to minimize our energy usage. Our production facilities including the factory floor, offices, conference rooms, restrooms are equipped with sensors that will shut off the lights after 15 minutes of inactivity. Daktronics utilizes office equipment that maintain an Energy Star Certifications in our United States facilities.

Daktronics have created RoHS-ready products completely devoid of mercury, cadmium hexavalent chromium, polybrominated biphenyls (PBB), polybrominated diphenyl ether (PBDE) and other hazardous materials. Several of the products produced by Daktronics are Lead free including the 1.9 and 2.5 mm Narrow Pixel Pitch (NPP) used in Indoor Applications.

Daktronics will aggressively recycle all eligible office and industrial materials. Materials which are recycled as part of our manufacturing processes include;

- Aluminum
- Steel
- Cardboard
- Plastic
- Glass
- Paint product cans
- Wood
- Paper
- Printed Circuit Boards
- Industrial solvents, such as those used in the manufacturing process.

*Detailed information regarding recycled total can be provided upon request.

Daktronics has established a corporate training which covers environmental responsibility for the handling of hazardous materials during spill response procedures. Currently, all employees responsible for the response and clean-up of chemical spills receive annual

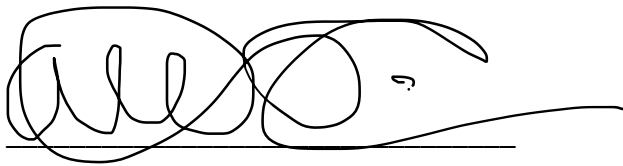
DAKTRONICS HEALTH, SAFETY & ENVIRONMENTAL STATEMENT

training. Additionally, Daktronics is working on the development of an Environmental education training program for all of our factory employees. This training will cover the handling and proper disposal procedures (note, this training is currently in place in a Redwood Falls facility).

Additional initiatives Daktronics uses to reduce environmental impact include:

- A minimum of 10% post-consumer waste content in all resource and marketing materials
- Corrugated materials used as part of the shipping process will utilize materials containing 40 to 80 % post-consumer fiber.
- Compliance with Section 1502 of the Dodd-Frank Wall Street Reform and Consumer Protection Act
- All outer packing materials used for the shipping of these products are free of PVC and are recyclable
- Daktronics does not utilize materials which have been bleached during the manufacturing and or shipping process.
- Daktronics understands that sustainability involves commitment that must reach all levels of a company. Daktronics will work through licensed recycling organizations to recycle older customer systems both Daktronics and non-Daktronics display.

Daktronics has implemented several practices to reduce waste and help Daktronics reach short and long term environmental goals. Detailed documentation regarding the extent of our Environmental program can be provided upon request.



Albert A. Patin – Health Safety & Environmental Manager:

8th of December 2022

Date:

Sustainability involves much more than just creating an energy-efficient product.

DAKTRONICS CORPORATE SUSTAINABILITY

With more than four decades of ongoing research driving changes in our technology, Daktronics understands that sustainability involves much more than just creating an energy-efficient product—it's an ongoing commitment that must reach all levels of a company, from its manufacturing to its customers, in order to make a true impact.

Whether it's aggressively eliminating corporate waste within our operations or actively educating customers on energy-efficient display management, the Daktronics environmental philosophy entails a multi-faceted approach to sustainability that strives to **optimize our technology**, **educate our customers**, **reduce our corporate waste** and **stay actively involved in our community** to ensure a brighter, **greener tomorrow**.



OUR TECHNOLOGY

- Reducing energy consumption by using the highest quality, most energy-efficient LEDs available.
- Implementing Power Factor Correction (PFC) technology to maximize the efficiency of all display power connections.
- Offering SunWize solar power options on select Daktronics products.
- Creating RoHS-ready products completely devoid of mercury, cadmium, hexavalent chromium (Cr6+), polybrominated biphenyls (PBB), polybrominated diphenyl ether (PBDE) and other hazardous materials.



OUR COMPANY

- Eliminating corporate waste through automation and LEAN manufacturing principles.
- Dedicating staff towards environmental stewardship and compliance.
- Aggressively recycling all eligible office and industrial materials.
- An ongoing commitment to developing energy-efficient, environmentally friendly products.



OUR CUSTOMERS

- Recycling older customer systems (both Daktronics and non-Daktronics) through licensed recycling paths.
- Educating display operators on energy-efficient display management techniques.
- Minimizing local light pollution through advanced LED louver technology.
- Strict compliance with all local, state and federal environmental and safety legislations.



OUR COMMUNITY

- Actively participating in community sustainability efforts and recycling programs.
- Partnering with the United Way to donate money and resources to community charities.
- Cleaning up local highways through a partnership with the Adopt-a-Highway program.
- Building a greener tomorrow by supporting and promoting community green projects.



Sustainability requires
commitment to protecting and
improving the environment.

DAKTRONICS CORPORATE SUSTAINABILITY

According to the United Nations, sustainable development “meets the needs of the present without compromising the ability of future generations to meet their own needs.” Daktronics incorporates sustainable practices into everyday operations. Through constant research and restructuring of processes (both manufacturing and non-manufacturing) Daktronics reduces wastes and recycles excess materials. Sustainability requires commitment. As a company, Daktronics strives to produce quality LED products with as minimal impact on the environment as possible.

ENVIRONMENTAL POLICY

It is the intention of Daktronics, Inc. to contribute to the protection and improvement of the environment. We are committed to the fullest extent to comply with all local, state and federal regulations. We view the *SD DENR as a resource to help us understand and comply with established environmental rules. We will not hesitate to contact them with our questions and concerns. Daktronics, Inc. attempts to take a proactive status in establishing and maintaining environmental procedures that protect the environment, our employees’ health, our customers, suppliers and surrounding neighbors. Whenever possible, Daktronics, Inc. will seek to reduce our *VOC and *HAP emissions by finding lower or no VOC replacement products. We strive to utilize our products most efficiently in order to reduce waste. We search to find the most effective means to reuse or recycle our waste products. When disposal of waste is necessary, Daktronics, Inc. will take steps to ensure that it is done in accordance with all local, state and federal regulations. Daktronics, Inc. will also seek to conduct business with suppliers and subcontractors that share our concern for the environment. We will not tolerate known violations of environmental laws either by inaction or by actions of our employees, contractors, or suppliers.



LEAN & GREEN RECYCLE

- Aluminum
- Steel
- Cardboard
- Plastic
- Glass
- Paint Product Cans
- Wood
- Paper
- Printed Circuit Boards

Daktronics strives to eliminate waste while manufacturing quality products by incorporating Lean principles into everyday practices. Principles such as five S (Sort, Straighten, Shine, Standardize and Sustain) are designed to reduce waste and help Daktronics reach short and long term environmental goals.

PRESERVE

One way that Daktronics contributes to the protection and improvement of the environment is through the Adopt-a-Highway program. Year after year, Daktronics employees volunteer to clean up trash along a four mile stretch of interstate 29 (located just south of corporate headquarters).

CONSERVE

After 15 minutes, sensors shut off lights in offices, conference rooms, and restrooms throughout the company. This move conserves countless amounts of energy.

Daktronics is committed to using the latest green lighting technology.



LED TECHNOLOGY

Daktronics is the world leader in LED technology; which is the most efficient form of lighting commercially available today.

"Daktronics is committed to using the latest green technology; including the most energy-efficient LEDs from top-quality LED suppliers," said Paul Gilk, head of Commercial Engineering. Here are the qualities that make Daktronics' LED technology a sustainable and environmentally friendly solution.

- LEDs have a lifeline of up to 100,000 hours.
- Typically, LEDs burn about 10% of their energy as heat and the rest as light; as opposed to their predecessor, the incandescent light bulb, which burns about 98% of their energy as heat and 2% as light.
- LEDs lower monthly power bills and require low maintenance.

SOLAR POWER

Providing an innovative and sustainable solution, Daktronics now offers a solar power option for scoreboards. Upon installation, the scoreboard is ready for use with an operation time of 20 hours, with full sun power, or 15 hours without sunshine. Although it takes five days to completely recharge a dead battery, the display still runs for 3.5 hours every day, ensuring reliable usage for consecutive game days. "Combining Daktronics blue with solar rays we've effectively produced a 'green' scoreboard for the first time in company history," said Kurt Kaski, lead designer for the project. "A lot of people like the green factor. Since it's a renewable energy source they're doing their part to help the environment." The solar power option is available for a select number of baseball, football, soccer and multisport scoreboards.



AEPA IFB 024-F – PART D – QUESTIONNAIRE

Legal Disclosure.

Daktronics has not been involved in any litigated matters which allege material breach of contract related to the provision of equipment and services. As with any company of its size, Daktronics is involved in various litigated matters arising in the ordinary course of business, including without limitation employment issues and collection of outstanding receivables. There are no current legal actions that will impair Daktronics' ability to perform its obligations and duties under any order or proposed order.



DAKTRONICS FINANCE SOLUTIONS



BUILD YOUR BRAND WHILE MANAGING YOUR BUDGET

Own a premium LED display by making affordable monthly payments. By financing your display, you will simultaneously preserve your current cash line while increasing sales.

You can expect:

- **Highly Competitive Rates**
- **Quick and Easy Process**
- **Variety of Payment Options**



“The most common payment method used by businesses to acquire equipment and software in 2017 was leasing.”

— Equipment Leasing & Finance Industry Horizon Report 2018

EXAMPLE OF CASH PURCHASE VS. FINANCE

Equipment needed **\$40,000**

Purchase with Cash		60 Month Lease Purchase (\$1 Buyout)					
		Year 1	Year 2	Year 3	Year 4	Year 5	
Annual budget allowance	\$30,000	Annual budget allowance	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000
Purchase equipment now	\$40,000	Payments for equipment (\$800/month x 12)	\$9,600	\$9,600	\$9,600	\$9,600	\$9,600
Budget deficit	[\$10,000]	Budget surplus	\$20,400	\$20,400	\$20,400	\$20,400	\$20,400

Customer still has 68% of five-year budget available

Equipment needed **\$200,000**

Purchase with Cash		60 Month Lease Purchase (\$1 Buyout)					
		Year 1	Year 2	Year 3	Year 4	Year 5	
Annual budget allowance	\$100,000	Annual budget allowance	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Purchase equipment now	\$200,000	Payments for equipment (\$3,890/month x 12)	\$46,680	\$46,680	\$46,680	\$46,680	\$46,680
Budget deficit	[\$100,000]	Budget surplus	\$53,320	\$53,320	\$53,320	\$53,320	\$53,320

Customer still has 53% of five-year budget available

Assumptions: These are examples of a cash purchase vs. a 60-month \$1 Buyout lease term (applicable sales and use taxes additional). This is for informational purposes only. Please consult your equipment finance representative for more information on your lease needs.

FINANCING BENEFITS

INCREASE PROFITS IMMEDIATELY

With no cash invested in your digital display, you have both the money and the equipment working for you. All you have to do is cover the monthly payment and enjoy increased sales from the display.

PRESERVE BANK CREDIT LINES

Financing won't affect your current borrowing limits with your bank. You still have 100% credit available for other needs.

AD BUDGET = MONTHLY PAYMENT

When you have a digital display generating customers at the point of sale, you can consider spending less on other ad media you're using. Instead, apply those funds toward your lease payment.

Do you have a monthly advertising cost that isn't providing a return?

- Newspaper
- TV
- Yellow Pages
- Radio

INCLUDES SOFT COSTS

The digital display, sign structure, installation, and sub-contracting work are all included in the one lump sum.

IMPROVED CASH FLOW

After your final payment, you will continue to enjoy the benefits from your display for years.

CHOOSE AN OPTION THAT FITS YOU.

ONE DOLLAR BUYOUT

- Most commonly-used option
- Own the sign for \$1 after term payments completed

MUNICIPAL LEASE PURCHASE

- Similar to One Dollar Buyout
- Solution for city, state, and county entities
- Language accommodates annual budget appropriations

CUSTOM FINANCING SOLUTIONS INCLUDE:

- Loans
- Complete Project Financing
- Leases

CREATIVE PAYMENT SOLUTIONS

- Deferred Payments
- Lines of Credit
- Step-up Payment Plans



FREQUENTLY ASKED QUESTIONS

Why is financing an LED sign better than a cash purchase?

- Use a digital display even though the price isn't covered in your budget.
- Match the expense of the display to its use as an advertising medium.
- Continue to use the display years after paying off the lease.
- Pay a minimum monthly amount.
- Realize an immediate ROI.
- Preserve your credit line availability.

How long does approval take?

48 hours for most transactions.

How do I get my sign?

Your sign is delivered and installed in the same way as if it was purchased.

Do I have to pay taxes?

Yes. You are responsible for all sales and use taxes and property taxes, just as if you had purchased the digital display. But taxes can be added to your payment schedule.

Is my payment tax deductible?

Maybe. Some lease structures are tax deductible. Please consult you tax advisor.

Am I required to provide insurance?

Yes. You must provide evidence of insurance coverage and name your lender on the policy as an additional insured and loss payee in case of loss.

Can I pay off my finance early?

Yes. However, there is no real value in prepayment. Your payoff is calculated by the sum of your remaining payments plus any accrued late charges and any purchase option.

HOW DO I APPLY FOR FINANCING?

THE PROCESS:

1. You receive your payment quote.
2. You fill out an application.
3. Your lender approves your credit and prepares the lease document.
4. You endorse the documents and return them to your lender.
5. Your lender issues a purchase order.
6. Daktronics ships your equipment.
7. Your lender confirms the acceptance and funds the project.

CONTACT

Scott Glass

Daktronics Finance Program Manager
503-747-6581 | Scott.Glass@daktronics.com

Part E – Signature Forms

AEPA 024-F

Digital Display Solutions

Instructions

Contained herein are forms that **require a signature** from an authorized person at your company. All items found within this document are **mandatory**. Failure to sign the required areas, sections, or signature lines will allow AEPA to consider your company's proposal as **non-responsive**.

To submit the required signed forms, follow these steps:

1. Read the documents in their entirety.
2. Complete all forms and sign when required.
3. Return the forms and pages in their correct order and scan one (1) single PDF format titled "Part E – Signature Forms – Name of Bidding Company" (i.e. one PDF document for all signature forms).
4. Submit Part E, along with other required documents in Public Purchase.

*Note, a bid checklist has been provided to review with your submission.

The following sections will need to be completed prior to submission as **one (1), single PDF** titled "Part E – Signature Forms – Name of Bidding Company".

Uniform Guidance "EDGAR" Certification Form – *signature required

Bid Affidavit – *signature required

Acceptance of Bid & Contract Award – *signature required

Uniform Guidance “EDGAR” Certification Form

2 CFR Part 200

When a purchasing 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, referred to as the “Uniform Guidance” or new “EDGAR”. All Respondents submitting proposals must complete this EDGAR Certification form regarding the Respondent’s willingness and ability to comply with certain requirements, which may apply to specific agency purchases using federal grant funds.

For each of the items below, the Respondent will certify its agreement and ability to comply, where applicable, by having the Respondent’s authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Respondent fails to complete any item of this form, AEPA will consider and may list the response, as the Respondents are unable to comply. A “No” response to any of the items below may influence the ability of a purchasing agency to purchase from the Respondent using federal funds.

1. Violation of Contract Terms and Conditions

Provisions regarding Respondent default are included in AEPA’s terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Respondent and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as AEPA’s terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Respondent. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay Respondent for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Respondent’s return policy. If the participating agency has paid the Respondent for goods and services provided as the date of termination, Respondent shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency’s purchase for cause and convenience, including how it will be affected and the basis for settlement, is in the participating agency’s purchase order, ancillary agreement or construction contract agreed to by the Respondent, the participating agency’s provision shall control.

3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract 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. Respondent 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 Respondent agrees that it shall comply with such provision.

4. Davis Bacon Act

When required by Federal program legislation, Respondent agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Respondent shall comply with the Davis-Bacon Act (40 U.S.C. 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, Respondent is required to pay wages

to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. Also, Respondent 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. Respondent agrees that, for any purchase to which this requirement applies, the award of the purchase to the Respondent is conditioned upon Respondent's acceptance of wage determination.

Respondent further agrees that is shall also comply with the Copeland "Anti-Kickback" Act (40 U.S.C. 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 construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this titled or imprisoned not more than five (5) years, or both.

5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Respondent agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Respondent is required to compute the wages of every mechanic and laborer based on a standard workweek of 40 hours. Work in excess of the standard workweek 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 workweek. The requirements of the 40 U.S.C. 3704 applies to construction work and provides that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous, or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

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 sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient 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.

7. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 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 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, Respondent agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain 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. Respondent certifies that the Respondent is not currently listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Respondent if Respondent is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Respondents 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 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

10. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Respondent 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.

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, Respondent agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Respondent agrees that the total price, including profit, charged by the Respondent to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Respondent's contract with AEPA.

12. General Compliance with Participating Agencies

In addition to the foregoing specific requirements, Respondent agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with a participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

13. Governing Law; Forum Selection.

Respondent acknowledges and agrees that any legal action or proceeding in which the Association of Educational Purchasing Agencies, Inc. ("AEPA"), is a party, that in any way relates to this solicitation, any contract award or the services provided thereunder, any other document executed in connection herewith, or for recognition and enforcement of any judgment in respect hereof brought by Respondent, a participating agency, or other party hereto, or its successors or assigns, will be governed by, construed and interpreted by the laws of the Commonwealth of Kentucky, and must be brought and determined in the state courts of the Commonwealth of Kentucky in Warren County, Kentucky, or the United States Western District of Kentucky (and may not be brought or determined in any other forum or jurisdiction), and each party hereto submits with regard to any action or proceeding for itself and in respect of its property, generally and unconditionally, to the sole and exclusive jurisdiction of the aforesaid courts and waives any further objection.

Respondent further acknowledges and agrees that any legal action or proceeding in which a party includes a participating agency, but does not include AEPA as a party, that in any way relates to this solicitation, any contract award or the services provided thereunder, any other document executed in connection herewith, or for recognition and enforcement of any judgment in respect hereof brought by Respondent, a participating agency, or other party hereto, or its successors or assigns, will be governed by, construed and interpreted by the laws of the state in which the participating agency is domiciled, and must be brought and determined in the state in which the participating agency is domiciled (and may not be brought or determined in any other forum or jurisdiction), and each party hereto submits with regard to any action or proceeding for itself and in respect of its property, generally and unconditionally, to the sole and exclusive jurisdiction of the aforesaid courts and waives any further objection.

By initialing the table (1-13) and signing below, I certify that the information in this form is true, complete and accurate and I am authorized by my business to make this certification and all consents and agreements contained herein.

Respondent Certification (By Item)	Respondent Certification: YES, I agree or NO, I do NOT agree	Initial
1. Violation of Contract Terms and Conditions	Yes	e
2. Termination for Cause of Convenience	Yes	e
3. Equal Employment Opportunity	Yes	e
4. Davis-Bacon Act	Yes	e
5. Contract Work Hours and Safety Standards Act	Yes	e
6. Right to Inventions Made Under a Contract or Agreement	Yes	e
7. Clean Air Act and Federal Water Pollution Control Act	Yes	e
8. Debarment and Suspension	Yes	e
9. Byrd Anti-Lobbying Amendment	Yes	e
10. Procurement of Recovered Materials	Yes	e
11. Profit as a Separate Element of Price	Yes	e
12. General Compliance with Participating Agencies	Yes	e
13. Governing Law; Forum Selection.	Yes	e

Daktronics, Inc.

Name of Business



Signature of Authorized Representative

Tom Coughlin

Printed Name

9/10/2023

Date

Solicitation Affidavit

Instructions: This form must be signed by the business's authorized representative and notarized below. If awarded, the Respondent is required to produce a copy of this document for each Member Agency with which it contracts.

1. The undersigned, is duly authorized to represent the persons, business and corporations joining and participating in the submission of the foregoing bid (such persons, business and corporations hereinafter being referred to as the Respondent), being duly sworn, on his/her oath, states that to the best of his/her belief and knowledge no person, business or corporation, nor any person duly representing the same joining and participating in the submission of the foregoing bid, has directly or indirectly entered into any agreement or arrangement with any other Respondents, or with any official of the **Member Agency**, or any employee thereof, or any person, business or corporation under contract with the **Member Agency** whereby the Respondent, in order to induce the acceptance of the foregoing bid by the **Member Agency**, has paid, or is to pay to any other Respondent, or to any of the aforementioned persons, anything of value whatever, and that the Respondent has not, directly nor indirectly entered into any arrangement, or agreement, with any other Respondent or Respondents which tends to or does lessen or destroy free competition in the letting of the contract sought for by the foregoing bid.
2. This is to certify that the Respondent, or any person on his/her behalf, has not agreed, connived, or colluded to produce a deceptive show of competition in the manner of the bidding, or award of the referenced contract.
3. This is to certify that neither I, nor to the best of my knowledge, information and belief, the Respondent, nor any officer, director, partner, member or associate of the Respondent, nor any of its employees directly involved in obtaining contracts with the **Member Agency**, or any subdivision of the state has been convicted of false pretenses, attempted false pretenses, or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985.
4. This is to certify that the Respondent or any person on his behalf has examined and understands the terms, conditions, the scope of work and specifications, and other documents of this solicitation and that any and all exceptions have been noted in writing and have been included with the bid submittal.
5. This is to certify that if awarded a contract, the Respondent will provide the equipment, commodities, and/or services to members and affiliate members of the Agency in accordance with the terms, conditions, the scope of work and specifications and other documents of this solicitation in the following pages of this bid.
6. This is to certify that the Respondent is authorized by the manufacturer(s) to sell all proposed products on a national basis.
7. This is to certify that we have completed, reviewed, approved, and have included all information that is required of these bid forms.

Tom Coughlin

201 Daktronics Dr.

Authorized Representative (Please print or type)

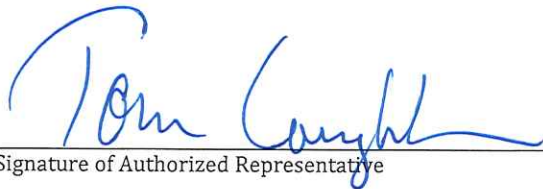
Mailing Address

Sales Manager

Brookings, SD 57006

Title (Please print or type)

City, State, Zip



Signature of Authorized Representative

9/10/2023

Date



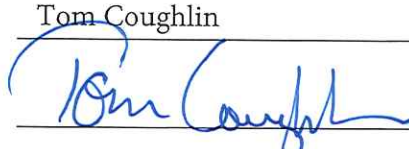
Association of Educational
PURCHASING AGENCIES

Acceptance of Solicitation & Contract

Instructions: PART I of this form is to be completed by the Respondent and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Respondent is required to produce a copy of the document for each of the AEPA Member Agency with which it contracts.

PART I: RESPONDENT

In compliance with the Published Solicitation (IFB OR RFP), the undersigned warrants that I/we have examined all Instructions to Respondents, associated documents, and being familiar with all of the conditions of the solicitation, hereby offer and agree to furnish all labor, materials, supplies, and equipment incurred in compliance with all terms, conditions, specifications, and amendments associated with this IFB OR RFP and any written exceptions to the bid. The signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services, and other services on behalf of the Vendor Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

Business Name	Daktronics, Inc.	Date	9/10/2023
Address	201 Daktronics Dr.	City, State Zip	Brookings, SD 57006
Contact Person	Tom Coughlin	Title	Sales Manager
Authorized Signature		Title	Sales Manager
Email	tom.coughlin@daktronics.com	Phone	605-692-0200

PART II: AWARDING MEMBER AGENCY

Your bid response for the above-identified bid is hereby accepted. As a Vendor Partner, you are now bound to offer and provide the products and services identified within this solicitation, your response, and approved by AEPA, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. This contract intends to constitute the final and complete agreement between the AEPA Member Agency and Vendor Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2025 unless terminated, canceled, or extended. By mutual written agreement the contract may be extended for three (3) additional 12-month periods after this initial contract term. In the event the AEPA Board does not recommend renewal of the contract, or the contract expires, it may be extended for up to six (6) months by an AEPA state.

Awarding Agency _____

Authorized Representative _____

Awarded this	day of	Contract Number
Contract to commence		
(Member Agency to select)	3/1/2024	Or

Solicitation Checklist

Instructions: Utilize the checklist below, reviewing to confirm that all the required documents have been uploaded to Public Purchase, in their **specified/required format**, by the due date and time listed for this solicitation. **Submissions not following the specified/required format may result in being marked non-responsive and may not be considered for evaluation.** Respondents are reminded that failure to follow, comply with, and adhere to the enclosed instructions of this solicitation may result in their response being deemed non-responsive. AEPA, its Member Agencies, affiliate agencies, and authorized representatives are not responsible for bid proposals that are incomplete, unreadable, or received after the solicitation deadline submission date.

"x"	Document Title, Uploaded to Public Purchase <i>(Respondent must submit documents in the required title/format)</i>	Format of Uploaded Document	Notes
	Bid Bond – if Required, see Part B if applicable.	Upload PDF copy of the bid security.	The original bid security must be received by Lakes Country Service Cooperative by due date and time.
	Part C – State-Specific Forms – Name of Responding Company	Single, Scanned PDF	New Jersey Only Requirement. Signatures Required.
	Part D - Questionnaire – Name of Responding Company Includes: <ul style="list-style-type: none"> • Company Information • Service Questionnaire • Exceptions • Deviations 	Single, Scanned PDF	Required.
	Part E – Signature Forms – Name of Responding Company Includes: <ul style="list-style-type: none"> • Uniform Guidance "EDGAR" Certification • Bid Affidavit • Acceptance of Bid & Contract Award 	Single, Scanned PDF	Required. Signatures required.
	Part F – Pricing Schedule – Name of Responding Company	Excel Workbook	Required.
	Price List and/or Catalog – Name of Responding Company	Upload PDF	Required.
	Exhibit A – Marketing Plan – Name of Responding Company	Scanned PDF	Optional. Form not provided by AEPA, Respondent Created

Association of Educational Purchasing Agencies
Tabulation Report IFB #024-F - Digital Display Solutions
Vendor: Daktronics, Inc.

General Comments:

General Attachments: Catalog - Daktronics.pdf
Exhibit A - Marketing Plan - Daktronics.pdf
Part C - State Specific Forms - Daktronics.pdf
Part C - Vendor Contact Form - Daktronics.docx
Part D - Questionnaire - Daktronics.pdf
Part E - Signature Forms - Daktronics.pdf
Part F - Pricing Schedule - Daktronics.xlsx