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# County of Fairfax, Virginia

To protect and enrich the quality of life for the people, neighborhoods and diverse communities of Fairfax County

OCT 10 2012

Herman Miller, Inc.  
855 East Main Ave  
P.O. Box 302  
Zeeland, MI 49464

Attention: Dave Gillman, Contract Manager

Reference: RFP2000000330 – Office Furniture and Related Services and Solutions

Dear Mr. Gillman:

## ACCEPTANCE AGREEMENT

**Contract Number: 4400003403**

This acceptance agreement signifies a contract award to Herman Miller, Inc. in its entirety for Office Furniture and Related Services and Solutions. The period of the contract is from January 1, 2013, through December 31, 2016, with four (4), one (1) year renewal options.

The contract award shall be in accordance with the following:

- 1) This Acceptance Agreement;
- 2) The signed Memorandum of Negotiations

Please note that this is not an order to proceed. A Purchase Order, which constitutes your notice to proceed, will be issued by the County. Please provide your Insurance Certificate according to Special Provisions paragraph 14 within ten (10) days of receipt of this letter. Contract award documents may be viewed on the Department of Purchasing and Supply Management website at [www.fairfaxcounty.gov/cregister](http://www.fairfaxcounty.gov/cregister).

  
 \_\_\_\_\_  
 Cathy A. Muse, CPPO  
 Director/County Purchasing Agent



# County of Fairfax, Virginia

To protect and enrich the quality of life for the people, neighborhoods and diverse communities of Fairfax County

## MEMORANDUM OF NEGOTIATION RFP2000000330

The County of Fairfax (hereinafter called the County) and Herman Miller, Inc. (hereinafter called the Contractor) hereby agree to the following in the execution of Contract 4400003403. The final contract contains the following items:

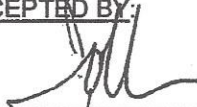
- a. Fairfax County's RFP2000000330
- b. All Addenda
- c. Herman Miller, Inc. Technical and Business proposal as amended by this Memorandum of Negotiations
- d. Response to clarifications dated August 7, and 8, 2012
- e. The Memorandum of Negotiations

The following and are to be included in the contract:


1. This contract will begin on January 1, 2013 and terminate on December 31, 2016. Fairfax County reserves the right to renew the contract for four (4) years, one (1) year at a time by mutual agreement.
2. Revised Cost Proposal Attachment A – Price Sheet – submitted via e-mail on August 9, 2012.
3. Discounts will remain firm for the duration of the contract. Discounts will be taken from the price books dated September 4, 2012 until new price books are released.

All other prices, terms, and conditions remain the same.

ACCEPTED BY:

  
\_\_\_\_\_  
John Amrhein, Vice President of Operations  
& North America Strategy Development  
Herman Miller Inc.

10/2/12  
Date

  
\_\_\_\_\_  
Cathy A. Muse, CPPO  
Director/County Purchasing Agent

10/9/12  
Date

DPSM OCT 31 12 AM 10:26

Department of Purchasing and Supply Management  
12000 Government Center Parkway, Suite 427  
Fairfax, VA 22035  
Website: [www.fairfaxcounty.gov/dpsm](http://www.fairfaxcounty.gov/dpsm)  
Phone: 703-324-3201, TTY: 1-800-828-1140, Fax: 703-324-3228



Herman Miller, Inc., Price Sheet

Product Line	Discounts are from List Price											
	Tiers are based on List Product Value of each order (except SitOnIt Seating) Discounts for orders over \$400,000 List Value are negotiable											
	\$1 - \$100,000		\$100,001 - \$400,000		\$400,001 - \$1,000,000		\$1,000,001 - \$4,000,000		\$4,000,001 - \$10,000,000			
	Drop Ship	Inside Delivery	Basic Install	Expanded Install	Drop Ship	Inside Delivery	Basic Install	Expanded Install	Drop Ship	Inside Delivery	Basic Install	Expanded Install
Action Office® Systems, Elthospace® System, Quadrant B & F Front Pedestals, Eames® Tables (ET101 – ET308) and Avive® Tables, Erg. Comp. Furn., Canvas Office Landscape™ (Walls, Pvt. Off., Filing, Storage, Beam, Group, Dock) Layout Studio	69%	67%	64%	62%	71%	69%	66%	64%	71%	69%	66%	64%
Thrive Portfolio™, Public Office Landscape™	69%	67%	64%	62%	71%	69%	66%	64%	71%	69%	66%	64%
Metreform Portfolio, Exolave, Arrio®, Resolve®, Intersect™	54%	52%	49%	47%	56%	54%	51%	49%	56%	54%	51%	49%
Ergon 3® Seating, Equa 2® Seating, Passage®, Locale™	51%	49%	46%	44%	53%	51%	48%	46%	53%	51%	48%	46%
Meridian® Storage & Towers, Meridian® 5000 Series, Quad. B & F Front Lats	53%	51%	48%	46%	55%	53%	50%	48%	55%	53%	50%	48%
Meridian® Pedestals, Lateral & Vertical Files	57%	55%	54%	52%	59%	57%	56%	54%	59%	57%	56%	54%
Aeron® Seating, Mira® 2, Celle™, Sayl™, Setu™ Chairs & Tables	50%	48%	45%	43%	52%	50%	47%	45%	52%	50%	47%	45%
Embody® Chair	58%	56%	53%	51%	60%	58%	55%	53%	60%	58%	55%	53%
Caper® Seating, Limerick® Seating, Aside® Seating	52%	50%	47%	45%	54%	52%	49%	47%	54%	52%	49%	47%
Everywhere Tables™, Renew™ Tables and Bench, Motia Sit-to-Stand Tables	54%	52%	49%	47%	56%	54%	51%	49%	56%	54%	51%	49%
Eames® Alum., Shell & Tandem Seating, Classical, Collection & Celeste™ Burdick Group™, International Collection™, Intersect, Swoop & Plex Furn., Eames Stone-Top Tables,	51%	49%	48%	46%	53%	51%	50%	48%	53%	51%	50%	48%
Tu™ Files, Tu™ Peds, Tu™ Storage, Tu™ Towers, Tu™ Laminates,	49%	47%	46%	44%	51%	49%	48%	46%	51%	49%	48%	46%
Eames Molded Plastic & Wire, Goetz Sofa, Stools; Magis, Mattiazzi & Herman Miller Collection Products	53%	51%	50%	48%	55%	53%	52%	50%	55%	53%	52%	50%
Co/Struc®, Action Lab™, Casework	67%	65%	62%	60%	69%	67%	64%	62%	69%	67%	64%	62%
Compass	46%	44%	43%	41%	48%	46%	45%	43%	48%	46%	45%	43%
Herman Miller for Healthcare Carts	65%	63%	60%	58%	67%	65%	62%	60%	67%	65%	62%	60%
Domino Storage	40%	38%	37%	35%	42%	40%	39%	37%	42%	40%	39%	37%
Ward Bennett	51%	49%	46%	44%	53%	51%	48%	46%	53%	51%	48%	46%
Geiger® Casegoods and Seating, GeigerEXPRESS™	54%	neg.	neg.	neg.	55%	neg.	neg.	neg.	55%	neg.	neg.	neg.
Nemsohoff Products, excluding furniture with motion mechanisms	12%	10%	7%	5%	12%	10%	7%	5%	12%	10%	7%	5%
SitOnIt Products (tiered based on independent SOI volume)	40%	38%	35%	33%	42%	40%	37%	35%	42%	40%	37%	35%
Tier 1 \$1 - \$15,000	43%	41%	38%	36%	45%	43%	40%	38%	45%	43%	40%	38%
Tier 2 \$15,001 - \$50,000	51%	49%	46%	44%	52%	50%	47%	45%	52%	50%	47%	45%
Tier 3 \$50,001 - \$100,000	48%	47%	46%	45%	48%	47%	46%	45%	48%	47%	46%	45%
Tier 4 \$100,001 - \$250,000												
Tier 5 \$250,001 +	54.50%	52.50%	51.50%	49.50%	55.25%	53.25%	51.50%	50.00%	56.25%	54.25%	52.25%	50.25%
	55.25%	53.25%	51.50%	50.00%	56.25%	54.25%	52.25%	50.25%	58.25%	56.25%	54.25%	52.25%
	neg.	neg.	neg.	neg.	neg.	neg.	neg.	neg.	neg.	neg.	neg.	neg.

• Purchase Orders must be issued to the local authorized Herman Miller dealer.  
 • List prices include freight within the 48 contiguous United States. Shipments outside of the contiguous United States are shipped freight prepaid to point of embarkation with freight costs beyond that point shipped collect.



Additional Services and Solutions	Hourly Rates	
	Min.	Max.
Installation of existing product	\$ 35.00	\$ 55.00
After hours installation	\$ 52.50	\$ 82.50
Design	\$ 55.00	\$ 75.00
Project Management	\$ 55.00	\$ 85.00
Asset Management	\$ 55.00	\$ 85.00
Refurbishment*	n/a	n/a
*HMI or our dealer will work with the customer to determine the best product disposition via our rePurpose program or Trade-in	To Be Quoted	
	Monthly Fee	
Storage – for planning only, actual cost to be quoted; in/out and other services onsite and/or trailer storage are extra	\$1.40/sq. ft.	\$1.80/sq. ft.
Other Related Services and Solutions	Hourly Rates	
	Min.	Max.
Reconfiguration	\$ 35.00	\$ 55.00
Strategic Planning Services	\$ 100.00	\$ 150.00
Occupancy Planning/CAD Drafter	\$ 60.00	\$ 85.00
Build-Out Project Mgt. Services	\$ 90.00	\$ 110.00
FF&E Mgt. Services	\$ 90.00	\$ 110.00
*Travel expenses will be quoted extra		
Performance Environments – (Ref Attach.)	To Be Quoted	

**Note:**

1. **Drop Ship**, price includes product delivery to the site, the purchaser is responsible for unloading.
2. **Inside Delivery**, price includes product delivered to the site and unloaded.
3. **Basic Installation**, price includes inside delivery, uncrating, assembly, installation, removal of debris from premises, installation documents and the bill of materials per the purchaser's approved plan and specifications.
4. **Expanded Service Installation** price to include basic installation; field measurements surveyed, documented and coordinated; electrical and tele/data infeed locations are surveyed, documented and coordinated; attend required coordination meetings with purchaser and other contractors; and creation and implementation of punch list by project manager.

**Installation & Delivery Services:**

The service option product discounts include "standard" services only, subject to the conditions listed below. The discounts are "not to exceed" percentages that may be lower as quoted by the servicing dealer dependent on the specific project conditions. Additional charges and services shall be negotiated in advance of the service being performed.

- Installation will be performed during normal weekday working hours.
- Adequate facilities for delivery, unloading, moving and staging/storing the product during the installation process shall be provided.
- Service work will shall not be hindered by other trades.
- Electric, heat, and adequate elevator service will be furnished without charge.
- The immediate installation area shall be complete and free of debris including the carpet/flooring before installation commences.
- Any work requiring a licensed electrician is the responsibility of the buyer.

**Additional Charges May Apply For:**

- 1) Orders of an aggregate quantity of 1 - 10 chairs, desks, files, peds - NTE \$300 fee per delivery.
- 2) Major Metro Markets and any non-ground floor installation: NTE 1% - 3.5% of list product value  
- Major Metro Markets include large population centers and urban environments.
- 3) Installation in a clinical/medical environment: NTE 1% - 3.5% of list product value
- 4) Special restrictions or limits established by local laws, ordinances or the directions of the buyer, including but not limited to restrictions on transportations of materials, street access to the job site and/or dock facilities: NTE 1% - 3.5% of list product value
- 5) Installations outside of a 50 mile radius of the servicing dealer: NTE 1% - 2% of list product value.
- 6) Local Prevailing Wage and/or Union Labor Rates

Any additional charges shall be quoted by the dealer and approved by the buyer prior to performance of the work.

NTE = Not To Exceed

V D



License # 822416  
2305 Circadian Way Santa Rosa, CA 95407  
t 707.546.8181 f 707.546.1409 www.tropegroup.com

P R O P O S A L

DATE 01/06/17

PROPOSAL# 37521

PROJECT # 100-421

CUSTOMER:

Jennifer Schwinn  
GRAVENSTEIN UNION SCHOOL DISTRICT  
3840 TWIG AVENUE

SEBASTOPOL, CA 95472  
PH# 707.823.7008

INSTALL AT:

GRAVENSTEIN UNION SCHOOL DISTRICT  
3840 TWIG AVENUE

SEBASTOPOL, CA 95472

FAX NUMBER#	CUSTOMER P.O.#	SALESPERSON	TERMS	SHIP VIA
		CHARLIE NICHOLLS	NET 10	TGI

QTY	PRODUCT	DESCRIPTION	SELL EACH	SELL EXTEND
		Room F3 - Sup. Int. Office		
		Glass White Board		
1	AMT-0012	AluminumTray	18.67	18.67
1	GB-PW-4896-F	4'x8' Pure White Float Glassboard	1,386.67	1,386.67
1	PB1LE.DD23N	+Rec,13H Bk Pnl,24x42,Lam Top/Vin Ed,L Rec Leg/R C-Leg,Nonpwr	634.70	634.70
	1207	+magnetite (nonstandard)		
	1X	+vanilla		
	91	+white		
1	PC3LC.HA42N	+Oblong Penin Desk Module,17H Bk Pnl,Left End Pnl/Rgt Recessed Leg,Lam Top/Thermo Edge,NonPwr, 90D Rx48Wx24D L	1,557.60	1,557.60

CONTINUED...





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		CHARLIE NICHOLLS	NET 10	TGI

QTY	PRODUCT	DESCRIPTION	SELL EACH	SELL EXTEND
	1207	+magnetite (nonstandard)		
	1X	+vanilla		
	91	+white		
	SP	+9" modesty panel		
1	Y1325.6B03	+Connect S500,3 Simplex Rcpt,2 Data Openings,1 USB Port,Conduit w/Open End For Hard-Wiring,3FT Cord/Conduit	334.05	334.05
	OK	+silver anodized		
1	LK10D.20BBF	+Ped Bar Pull,Freestd,Ptd Mtl Frnt, 20D B/B/F	283.20	283.20
	SB	+full-extension ball-bearing		
	XS	+textured paint on smooth steel		
	91	+white		
	KA	+keyed alike		
	MS	+metallic silver		
	1F	+standard height		
	3M	+drawer divider in one box drawer, pencil tray in		
1	Y1424.17	@Logic HD Cable Manager, 17W Tray	116.79	116.79
	91	@white		
1	ET158L	+Table,Oval Seg Base Lam Top w/thermoPlastic edge 28.5H 54D 120W	1,729.44	1,729.44

CONTINUED...



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		CHARLIE NICHOLLS	NET 10	TGI

QTY	PRODUCT	DESCRIPTION	SELL EACH	SELL EXTEND
	91	+white		
	91	+white		
	MS	+metallic silver		
	MS	+metallic silver		
1	Y1430.WFSG	@Umbilical Riser, Wire Management Fixed Height, Seated Height	68.85	68.85
	91	@white		
10	AS4SSN	+Sayl Side Chair, 4-Leg Base, Suspension Bck, No Arms	280.28	2,802.80
	49	+soft wheel caster, carpet or hard floors		
	MS	+metallic silver		
	97	@twilight		
	3M	@berry blue		
	63	+fog		
	70	+bento-Pr Cat 3		
	09	+bento cobalt		
1	ES3E5472EOC	Essentia Electric Frame Set, 3-Leg, Equal & Offset Corners	1,015.61	1,015.61
	S	Silver		
1	ES-FS2430	Flat Foot Kit, 24" and 30" Dual Depth	50.84	50.84
	S	Silver		



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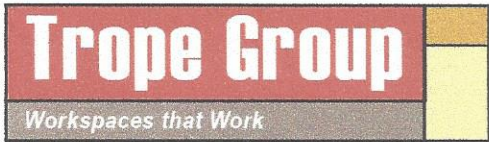
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		CHARLIE NICHOLLS	NET 10	TGI
QTY	PRODUCT	DESCRIPTION	SELL EACH	SELL EXTEND
1	ES-P-SWITCH	Programmable Switch	60.66	60.66
1	Freight	Shipping to Zip Code: 95407	200.00	200.00
1	Fee	Small Order Fee	0.00	0.00
		Room F4 - Break Room		
10	WC410N	+Caper Stacking Chair, Molded Seat, No Arms	134.50	1,345.00
	MS	+metallic silver		
	3M	+berry blue		
	YX	+Floor Saver Glide insert, hard floors only		
	SY	+silver grey		
3	DT1BS.3636L S	@Everywhere Square Table, Squared Edge, Lam Top/Thermo Edge, Single-Column Base 36D 36W	330.22	990.66
	91	+white		
	91	+white		
	91	+white		

CONTINUED...





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		CHARLIE NICHOLLS	NET 10	TGI

QTY	PRODUCT	DESCRIPTION	SELL EACH	SELL EXTEND
	57	+glides Room F8 - Business Office		
1	FT110.3524J	+Frame,Base Covers, Pwr/Data knockouts 35H 24W	61.56	61.56
	91	+white		
2	DU6ECS.2442 72LE	@Renew 90 Deg Ext Cnr Tbl, C-Foot,Sq-Edge,Lam Top/Thermo Edge,Elec Std Range, 24D 42W L 72W R	1,909.88	3,819.76
	NNP	@no power access		
	SUD	@simple up down		
	91	@white		
	91	@white		
	91	@white leg with white foot		
	PSC	@simple cable		
	NNN	@no cutout		
	57	@glides		
1	FT110.3530J	+Frame,Base Covers, Pwr/Data knockouts 35H 30W	60.48	60.48
	91	+white		



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		CHARLIE NICHOLLS	NET 10	TGI
QTY	PRODUCT	DESCRIPTION	SELL EACH	SELL EXTEND
1	FT110.3536J	+Frame,Base Covers, Pwr/Data knockouts 35H 36W	69.48	69.48
	91	+white		
2	FT110.3542J	+Frame,Base Covers, Pwr/Data knockouts 35H 42W	73.80	147.60
	91	+white		
2	FT110.4630J	+Frame,Base Covers, Pwr/Data knockouts 46H 30W	80.28	160.56
	91	+white		
2	FT110.4642J	+Frame,Base Covers, Pwr/Data knockouts 46H 42W	90.72	181.44
	91	+white		
1	FT112.24AP	+Frame Top Cap, Standard Ptd 24W	9.72	9.72
	91	+white		
1	FT112.30AP	+Frame Top Cap, Standard Ptd 30W	10.80	10.80
	91	+white		



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		CHARLIE NICHOLLS	NET 10	TGI
QTY	PRODUCT	DESCRIPTION	SELL EACH	SELL EXTEND
1	FT112.36AP	+Frame Top Cap, Standard Ptd 36W	12.24	12.24
	91	+white		
2	FT112.42AP	+Frame Top Cap, Standard Ptd 42W	13.68	27.36
	91	+white		
2	FT114.1172G 5A	@Frame Top Screen, Ptd Std Top Cap 2 Frm, Opal Etched 1/4 thick, 11H 72W	294.84	589.68
	91	+white		
2	FT121.346	+Conn 90, Universal, 3way-for 46H frames and lower	24.84	49.68
2	FT123.135BP	+Conn Cover 90-Deg, 1 Side Covered, Base Cover Ptd 35H	12.60	25.20
	91	+white		
2	FT123.311NP	+Conn Cover 90-Deg, 3 Sides Covered, No Base Ptd 11H	21.60	43.20
	91	+white		





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		CHARLIE NICHOLLS	NET 10	TGI

QTY	PRODUCT	DESCRIPTION	SELL EACH	SELL EXTEND
2	FT126.1AP	+Top Cap, Conn 90-Deg, Connects-1 Frame Top Caps Ptd	10.08	20.16
	91	+white		
2	FT128.35	+Connection Hardware, Frame-to-Frame 35H	7.56	15.12
2	FT128.46	+Connection Hardware, Frame-to-Frame 46H	7.92	15.84
1	FT140.06	+Power Entry, External Direct Connect 6'long	59.76	59.76
	LZ	+PVC-free		
1	FT150.24	+Base Power Harness 24W	43.92	43.92
	LZ	+PVC-free		
3	FT150.30	+Base Power Harness 30W	45.72	137.16
	LZ	+PVC-free		
1	FT150.36	+Base Power Harness 36W	47.52	47.52
	LZ	+PVC-free		



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		CHARLIE NICHOLLS	NET 10	TGI
QTY	PRODUCT	DESCRIPTION	SELL EACH	SELL EXTEND
4	FT150.42	+Base Power Harness 42W	50.04	200.16
	LZ	+PVC-free		
1	FT155.A	+15 Amp Receptacle 4 Circuit, Duplex, Circuit A 6/Pkg	64.08	64.08
	91	+white		
1	FT155.C	+15 Amp Receptacle 4 Circuit, Duplex, Circuit C 6/Pkg	64.08	64.08
	91	+white		
1	FT155.D	+15 Amp Receptacle 4 Circuit, Duplex, Circuit D isolated ground 6/Pkg	64.08	64.08
	91	+white		
2	FT160.35BP	+Finished End,Base Cover Ptd 35H	18.72	37.44
	91	+white		
2	FT160.46BP	+Finished End,Base Cover Ptd 46H	20.52	41.04
	91	+white		



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P R O P O S A L

DATE 01/06/17

PROPOSAL# 37521

PROJECT # 100-421

CUSTOMER:

Jennifer Schwinn  
 GRAVENSTEIN UNION SCHOOL DISTRICT  
 3840 TWIG AVENUE

SEBASTOPOL, CA 95472  
 PH# 707.823.7008

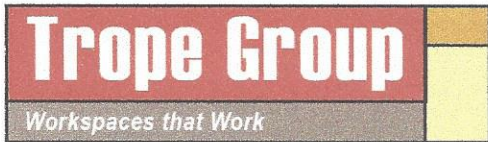
INSTALL AT:

GRAVENSTEIN UNION SCHOOL DISTRICT  
 3840 TWIG AVENUE

SEBASTOPOL, CA 95472

FAX NUMBER#	CUSTOMER P.O.#	SALESPERSON	TERMS	SHIP VIA
		CHARLIE NICHOLLS	NET 10	TGI
QTY	PRODUCT	DESCRIPTION	SELL EACH	SELL EXTEND
1	FT167.36A	+Tile Trim,Wall Strip,top/mid-level lwr tile trim, 36W	40.68	40.68
	91	+white		
5	FT167.42A	+Tile Trim,Wall Strip,top/mid-level lwr tile trim, 42W	42.48	212.40
	91	+white		
2	FT170.3024T	+Lower Tile, Tackable Fabric 30H 24W	58.68	117.36
	91	+white		
	5D	+kira 2-Pr Cat 3		
	13	+kira 2 oasis		
2	FT170.3030T	+Lower Tile, Tackable Fabric 30H 30W	61.20	122.40
	91	+white		
	5D	+kira 2-Pr Cat 3		
	13	+kira 2 oasis		
2	FT170.3036T	+Lower Tile, Tackable Fabric 30H 36W	65.52	131.04
	91	+white		
	5D	+kira 2-Pr Cat 3		
	13	+kira 2 oasis		





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P R O P O S A L

DATE 01/06/17

PROPOSAL# 37521

PROJECT # 100-421

CUSTOMER:

Jennifer Schwinn  
 GRAVENSTEIN UNION SCHOOL DISTRICT  
 3840 TWIG AVENUE

SEBASTOPOL, CA 95472  
 PH# 707.823.7008

INSTALL AT:

GRAVENSTEIN UNION SCHOOL DISTRICT  
 3840 TWIG AVENUE

SEBASTOPOL, CA 95472

FAX NUMBER#	CUSTOMER P.O.#	SALESPERSON	TERMS	SHIP VIA
		CHARLIE NICHOLLS	NET 10	TGI
QTY	PRODUCT	DESCRIPTION	SELL EACH	SELL EXTEND
4	FT170.3042T	+Lower Tile, Tackable Fabric 30H 42W	68.40	273.60
	91	+white		
	5D	+kira 2-Pr Cat 3		
	13	+kira 2 oasis		
3	FT175.1136W	+Rail Tile,Wall Strip 11H 36W	70.20	210.60
	91	+white		
	91	+white		
3	FT175.1142W	+Rail Tile,Wall Strip 11H 42W	76.32	228.96
	91	+white		
	91	+white		
4	FT180.4130T	+Tile,Full-Height,Tackable Fabric 41H 30W	79.20	316.80
	91	+white		
	5D	+kira 2-Pr Cat 3		
	13	+kira 2 oasis		
4	FT180.4142T	+Tile,Full-Height,Tackable Fabric 41H 42W	98.28	393.12
	91	+white		
	5D	+kira 2-Pr Cat 3		
	13	+kira 2 oasis		



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P R O P O S A L

DATE 01/06/17

PROPOSAL# 37521

PROJECT # 100-421

CUSTOMER:

Jennifer Schwinn  
 GRAVENSTEIN UNION SCHOOL DISTRICT  
 3840 TWIG AVENUE

SEBASTOPOL, CA 95472  
 PH# 707.823.7008

INSTALL AT:

GRAVENSTEIN UNION SCHOOL DISTRICT  
 3840 TWIG AVENUE

SEBASTOPOL, CA 95472

FAX NUMBER#	CUSTOMER P.O.#	SALESPERSON	TERMS	SHIP VIA
		CHARLIE NICHOLLS	NET 10	TGI
QTY	PRODUCT	DESCRIPTION	SELL EACH	SELL EXTEND
1	FT181.1136P	+Upper Tile, Pntd 11H 36W	20.52	20.52
	91	+white		
	91	+white		
5	FT181.1142P	+Upper Tile, Pntd 11H 42W	21.60	108.00
	91	+white		
	91	+white		
4	FT181.3342T	+Upper Tile, Tackable Fabric 33H 42W	70.92	283.68
	91	+white		
	5D	+kira 2-Pr Cat 3		
	13	+kira 2 oasis		
8	FT191.79	+Wall Strip, No Wall Fastener 79H	24.84	198.72
	BU	+black umber		
12	FT192.11	+Tile Adapter, Wall Strip, 11H	7.56	90.72
4	FT192.33	+Tile Adapter, Wall Strip, 33H	15.12	60.48



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P R O P O S A L

DATE 01/06/17

PROPOSAL# 37521

PROJECT # 100-421

CUSTOMER:

Jennifer Schwinn  
 GRAVENSTEIN UNION SCHOOL DISTRICT  
 3840 TWIG AVENUE

SEBASTOPOL, CA 95472  
 PH# 707.823.7008

INSTALL AT:

GRAVENSTEIN UNION SCHOOL DISTRICT  
 3840 TWIG AVENUE

SEBASTOPOL, CA 95472

FAX NUMBER#	CUSTOMER P.O.#	SALESPERSON	TERMS	SHIP VIA
		CHARLIE NICHOLLS	NET 10	TGI
QTY	PRODUCT	DESCRIPTION	SELL EACH	SELL EXTEND
3	FT290.24L	+Surface Cantilever, for 20"-or 24" deep surface,lft-hnd	11.52	34.56
	91	+white		
4	FT290.24R	+Surface Cantilever, for 20"-or 24" deep surface,rt-hnd	11.52	46.08
	91	+white		
1	FT2A1.24FL	+Open Support,Archtrl Foot,Frame-Att,Fxd Hght,Lft 24D	115.20	115.20
	91	+white		
1	FT420.36FL	+Flip Dr Unit,B-Style Fabric, Lock 36W	184.68	184.68
	KD	+keyed differently		
	91	+white		
	SM	+on module		
	1FB	+connection-Pr Cat 3		
	3	+connection iceberg		
5	FT420.42FL	+Flip Dr Unit,B-Style Fabric, Lock 42W	197.28	986.40
	KD	+keyed differently		
	91	+white		
	SM	+on module		
	1FB	+connection-Pr Cat 3		

CONTINUED...





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P R O P O S A L

DATE 01/06/17

PROPOSAL# 37521

PROJECT # 100-421

CUSTOMER:

Jennifer Schwinn  
 GRAVENSTEIN UNION SCHOOL DISTRICT  
 3840 TWIG AVENUE  
 SEBASTOPOL, CA 95472  
 PH# 707.823.7008

INSTALL AT:

GRAVENSTEIN UNION SCHOOL DISTRICT  
 3840 TWIG AVENUE  
 SEBASTOPOL, CA 95472

FAX NUMBER#	CUSTOMER P.O.#	SALESPERSON	TERMS	SHIP VIA
		CHARLIE NICHOLLS	NET 10	TGI

QTY	PRODUCT	DESCRIPTION	SELL EACH	SELL EXTEND
	3	+connection iceberg		
1	FTS10.2430L F	+Rectangular Surface, Sq-Edge, Lam Top/Thermo Edge, 24D 30W, Frame Atch	69.48	69.48
	91	+white		
	91	+white		
1	FTS10.2436L F	+Rectangular Surface, Sq-Edge, Lam Top/Thermo Edge, 24D 36W, Frame Atch	78.48	78.48
	91	+white		
	91	+white		
4	G6160.CM	+Twist LED Task Light, Add-on unit, Magnet Att	121.32	485.28
2	G6160.BM	+Twist LED Task Light, Starter unit, Magnet Att	168.48	336.96
3	LK10D.20BBF	+Ped Bar Pull, Freestd, Ptd Mtl Frnt, 20D B/B/F	283.20	849.60

CONTINUED...



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P R O P O S A L

DATE 01/06/17

PROPOSAL# 37521

PROJECT # 100-421

CUSTOMER:

Jennifer Schwinn  
 GRAVENSTEIN UNION SCHOOL DISTRICT  
 3840 TWIG AVENUE

SEBASTOPOL, CA 95472  
 PH# 707.823.7008

INSTALL AT:

GRAVENSTEIN UNION SCHOOL DISTRICT  
 3840 TWIG AVENUE

SEBASTOPOL, CA 95472

FAX NUMBER#	CUSTOMER P.O.#	SALESPERSON	TERMS	SHIP VIA
		CHARLIE NICHOLLS	NET 10	TGI

QTY	PRODUCT	DESCRIPTION	SELL EACH	SELL EXTEND
	SB	+full-extension ball-bearing		
	XS	+textured paint on smooth steel		
	91	+white		
	KA	+keyed alike		
	MS	+metallic silver		
	1F	+standard height		
	3M	+drawer divider in one box drawer, pencil tray in		
3	LK20D.303	+Lat File,Bar Pull Freestd,Ptd Mtl Frnt, 3 Dwr 30W	644.80	1,934.40
	XS	+textured paint on smooth steel		
	91	+white		
	KD	+keyed differently, black		
	MS	+metallic silver		
	CB	+counterweight (recommended)		
	2R	+side-to-side filing rail		
2	LK20D.363	+Lat File,Bar Pull Freestd,Ptd Mtl Frnt, 3 Dwr 36W	681.60	1,363.20
	XS	+textured paint on smooth steel		
	91	+white		
	KD	+keyed differently, black		
	MS	+metallic silver		
	CB	+counterweight (recommended)		
	2R	+side-to-side filing rail		
4	TPL-06020	@Meridian File Top, Lam Top/ThermoPlastic Edge 60W 20D	143.82	575.28

CONTINUED...



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P R O P O S A L

DATE 01/06/17  
 PROPOSAL# 37521  
 PROJECT # 100-421

CUSTOMER:

Jennifer Schwinn  
 GRAVENSTEIN UNION SCHOOL DISTRICT  
 3840 TWIG AVENUE

SEBASTOPOL, CA 95472  
 PH# 707.823.7008

INSTALL AT:

GRAVENSTEIN UNION SCHOOL DISTRICT  
 3840 TWIG AVENUE

SEBASTOPOL, CA 95472

FAX NUMBER#	CUSTOMER P.O.#	SALESPERSON	TERMS	SHIP VIA
		CHARLIE NICHOLLS	NET 10	TGI

QTY	PRODUCT	DESCRIPTION	SELL EACH	SELL EXTEND
	91	@white		
	91	@white		
6	Y7216.10	+Paper Tray 10W	16.32	97.92
	91	+white		
2	Y7218.	+Diagonal Tray	26.52	53.04
	91	+white		
1	LK20D.423	+Lat File,Bar Pull Freestd,Ptd Mtl Frnt, 3 Dwr 42W	710.00	710.00
	XS	+textured paint on smooth steel		
	91	+white		
	KD	+keyed differently, black		
	MS	+metallic silver		
	CB	+counterweight (recommended)		
	2R	+side-to-side filing rail		
1	FTS10.2472L F	+Rectangular Surface,Sq-Edge, Lam Top/Thermo Edge, 24D 72W, Frame Atch	155.16	155.16
	91	+white		
	91	+white		

Room F7 - Principals  
 Office

CONTINUED...





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P R O P O S A L

DATE 01/06/17

PROPOSAL# 37521

PROJECT # 100-421

CUSTOMER:

Jennifer Schwinn  
 GRAVENSTEIN UNION SCHOOL DISTRICT  
 3840 TWIG AVENUE

SEBASTOPOL, CA 95472  
 PH# 707.823.7008

INSTALL AT:

GRAVENSTEIN UNION SCHOOL DISTRICT  
 3840 TWIG AVENUE

SEBASTOPOL, CA 95472

FAX NUMBER#	CUSTOMER P.O.#	SALESPERSON	TERMS	SHIP VIA
		CHARLIE NICHOLLS	NET 10	TGI

QTY	PRODUCT	DESCRIPTION	SELL EACH	SELL EXTEND
2	AD10PB	+Side Chr,Aside,Nonuphst Outer Back	225.00	450.00
	MA	+metal arms		
	SG	+glide		
	MS	+metallic silver		
	70	+bento-Pr Cat 3		
	08	+bento everglade		
1	DU6ECS.2460 60LD	@Renew 90 Deg Ext Cnr Tbl, C-Foot, Sq-Edge, Lam Top/Thermo Edge, Elec Ext Range, 24D 60W L 60W R	2,271.26	2,271.26
	NNP	@no power access		
	SUD	@simple up down		
	91	@white		
	91	@white		
	MS	@metallic silver leg with metallic silver foot		
	PSC	@simple cable		
	NNN	@no cutout		
	57	@glides		
1	FV44M.WM156 0L03L	@Overhead Strg Cab,Thin Top w/Hngd Drs,Wall-Mntd,Lam Case/Dr,3/8" Lam Top,Lock 15H 60W	679.32	679.32
	KC	@keyed differently, chrome		
	91	@white		

CONTINUED...



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P R O P O S A L

DATE 01/06/17

PROPOSAL# 37521

PROJECT # 100-421

CUSTOMER:

Jennifer Schwinn  
 GRAVENSTEIN UNION SCHOOL DISTRICT  
 3840 TWIG AVENUE

SEBASTOPOL, CA 95472  
 PH# 707.823.7008

INSTALL AT:

GRAVENSTEIN UNION SCHOOL DISTRICT  
 3840 TWIG AVENUE

SEBASTOPOL, CA 95472

FAX NUMBER#	CUSTOMER P.O.#	SALESPERSON	TERMS	SHIP VIA
		CHARLIE NICHOLLS	NET 10	TGI
QTY	PRODUCT	DESCRIPTION	SELL EACH	SELL EXTEND
	91 LBA	@white +clear on ash		
1	LK10D.20BBF	+Ped Bar Pull, Freestd, Ptd Mtl Frnt, 20D B/B/F	283.20	283.20
	SB XS 91 KA MS 1F 3M	+full-extension ball-bearing +textured paint on smooth steel +white +keyed alike +metallic silver +standard height +drawer divider in one box drawer, pencil tray in		
1	FV697.60HL	+Modesty Panel, half modesty panel, 60W Lam	124.56	124.56
	LBA	+clear on ash		
1	FV980.WM246 OR	+Tackboard, wall mntd, Tckble Fabric, Hrzntl 24H 60W	194.04	194.04
	5D 13	+kira 2-Pr Cat 3 +kira 2 oasis		
1	G6160.AB	+Twist LED Task Light, Single unit, Brkt Att	139.68	139.68



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PROJECT # 100-421

CUSTOMER:

Jennifer Schwinn  
 GRAVENSTEIN UNION SCHOOL DISTRICT  
 3840 TWIG AVENUE

SEBASTOPOL, CA 95472  
 PH# 707.823.7008

INSTALL AT:

GRAVENSTEIN UNION SCHOOL DISTRICT  
 3840 TWIG AVENUE

SEBASTOPOL, CA 95472

FAX NUMBER#	CUSTOMER P.O.#	SALESPERSON	TERMS	SHIP VIA
		CHARLIE NICHOLLS	NET 10	TGI

QTY	PRODUCT	DESCRIPTION	SELL EACH	SELL EXTEND
-----	---------	-------------	-----------	-------------

Room F2 - Reception  
 Station - Storage

3	LK20D.423	+Lat File, Bar Pull Freestd, Ptd Mtl Frnt, 3 Dwr 42W	710.00	2,130.00
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- XS +textured paint on smooth steel
- 91 +white
- KA +keyed alike
- MS +metallic silver
- CB +counterweight (recommended)
- 1R +front-to-back filing rail

Preliminary Furniture  
 Budget

- \* Pricing based on the current furniture plan develop
- \* There might be future adjustments to the final pro
- \* depending on furniture and finish selection and ap

1	Labor	RDA - Prevailing Wage / Normal Working Hours	5,060.00	5,060.00
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P R O P O S A L

DATE 01/06/17

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PROJECT # 100-421

CUSTOMER:

Jennifer Schwinn  
 GRAVENSTEIN UNION SCHOOL DISTRICT  
 3840 TWIG AVENUE

SEBASTOPOL, CA 95472  
 PH# 707.823.7008

INSTALL AT:

GRAVENSTEIN UNION SCHOOL DISTRICT  
 3840 TWIG AVENUE

SEBASTOPOL, CA 95472

FAX NUMBER#	CUSTOMER P.O.#	SALESPERSON	TERMS	SHIP VIA
		CHARLIE NICHOLLS	NET 10	TGI
QTY	PRODUCT	DESCRIPTION	SELL EACH	SELL EXTEND

SUBJECT TO ATTACHED TERMS AND CONDITIONS

DEPOSIT REQUIRED	22,286.00	TOTAL PRODUCT	35,831.52
		DELIV/INSTALL	5,060.00
		TAX	3,680.24

ACCEPTED BY \_\_\_\_\_

DATE ACCEPTED \_\_\_\_\_

TOTAL 44,571.76

GRAVENSTEIN UNION SCHOOL DISTRICT  
3840 TWIG AVE, SEBASTOPOL, CA

WORKROOM/LUNCH ROOM  
PROPOSED FURNITURE LAYOUT

DATE: 11.15.16

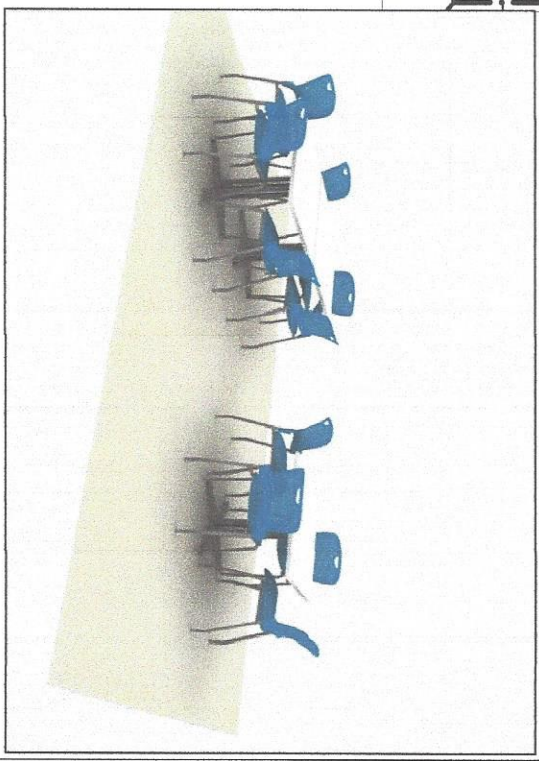
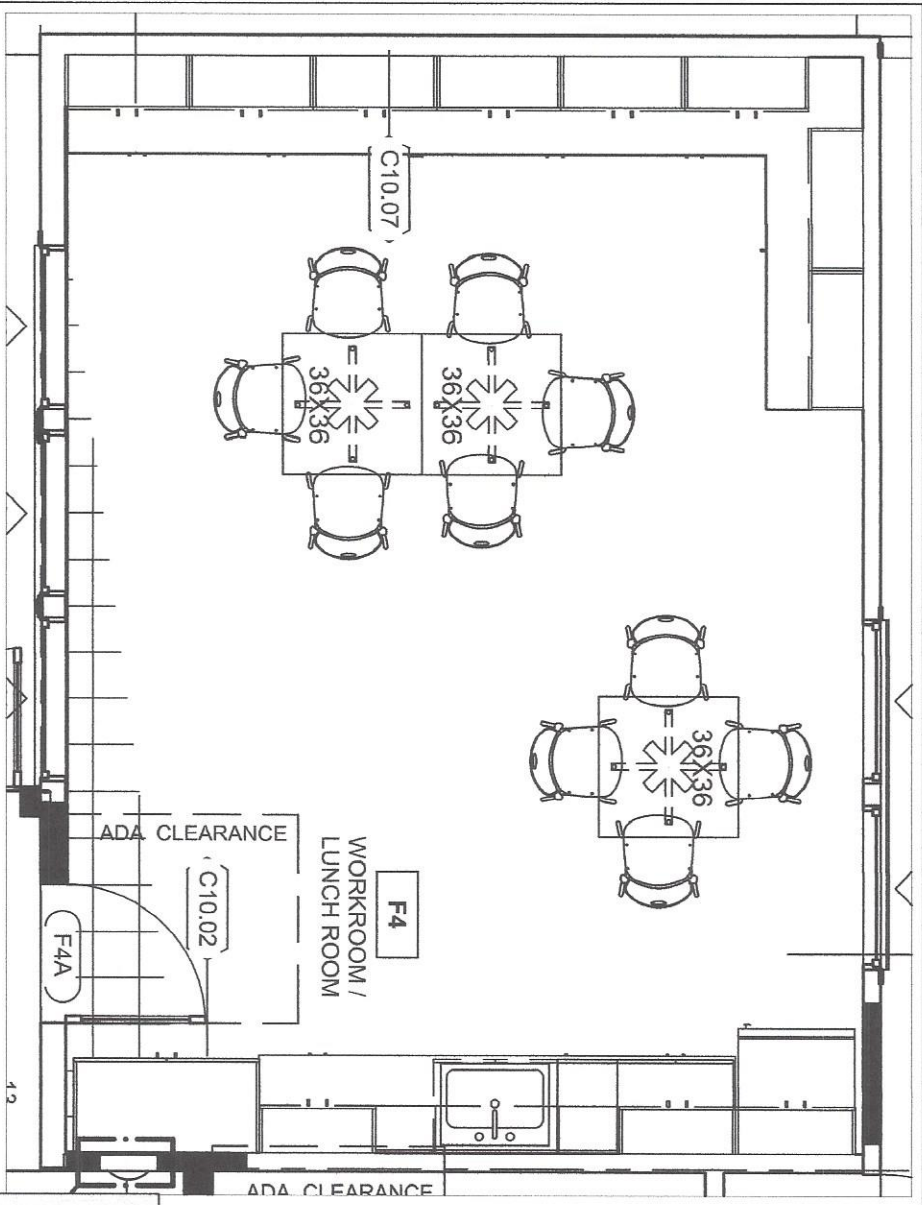
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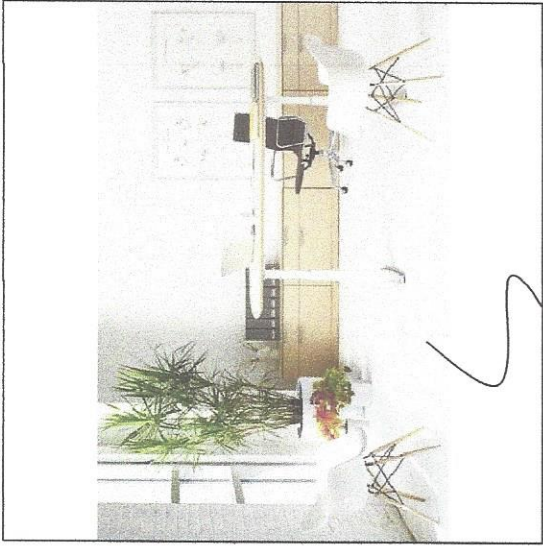
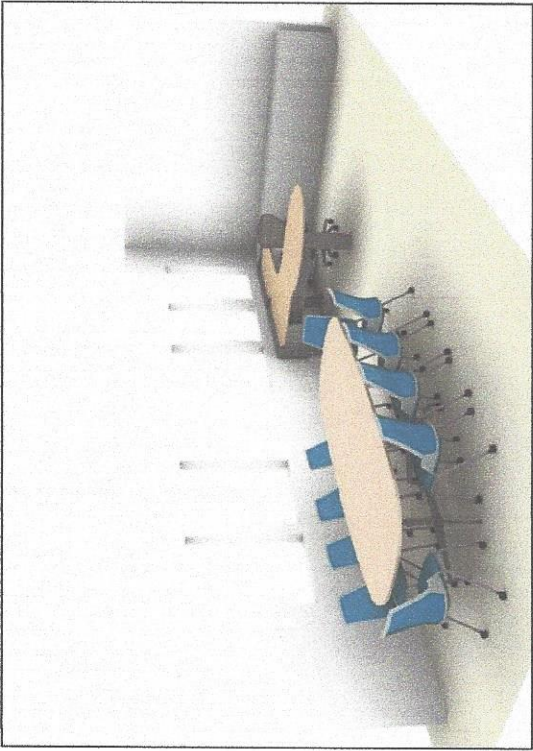
DESIGNER: BKP

APPROVED BY:

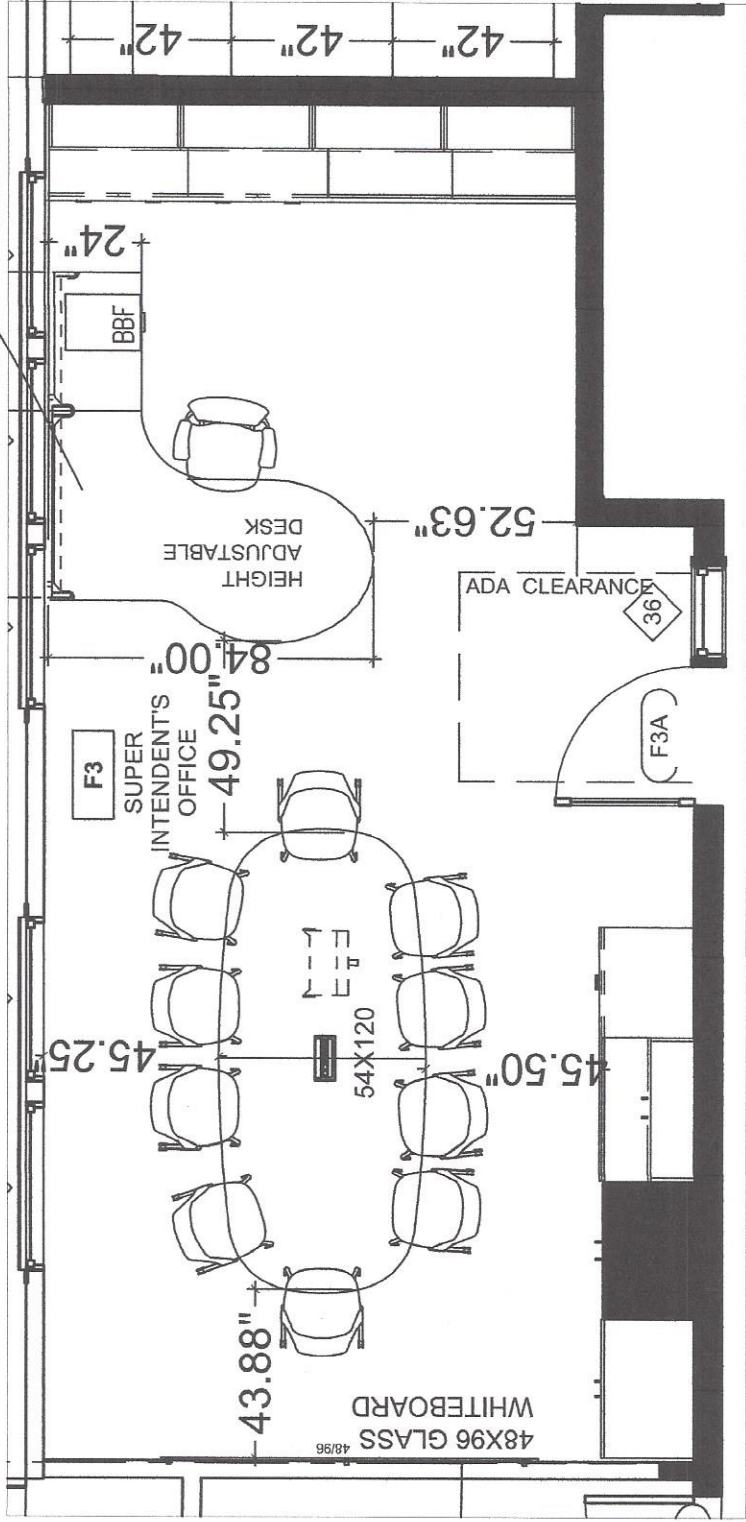
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HEIGHT ADJUSTABLE  
DESK



**GRAVENSTEIN UNION SCHOOL DISTRICT**  
3840 TWIG AVE, SEBASTOPOLE, CA

**SUPERINTENDENT'S OFFICE**  
PROPOSED FURNITURE LAYOUT

DATE: 11.15.16 | REVISED: 01.05.17 | SCALE: 1/4"=1'-0" | APPROVED BY:

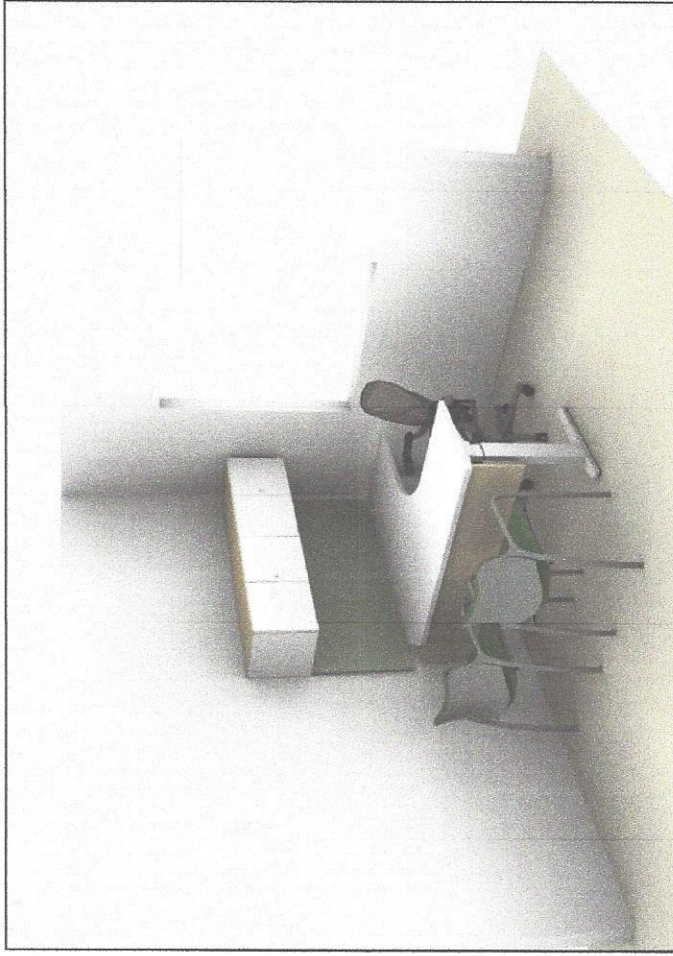
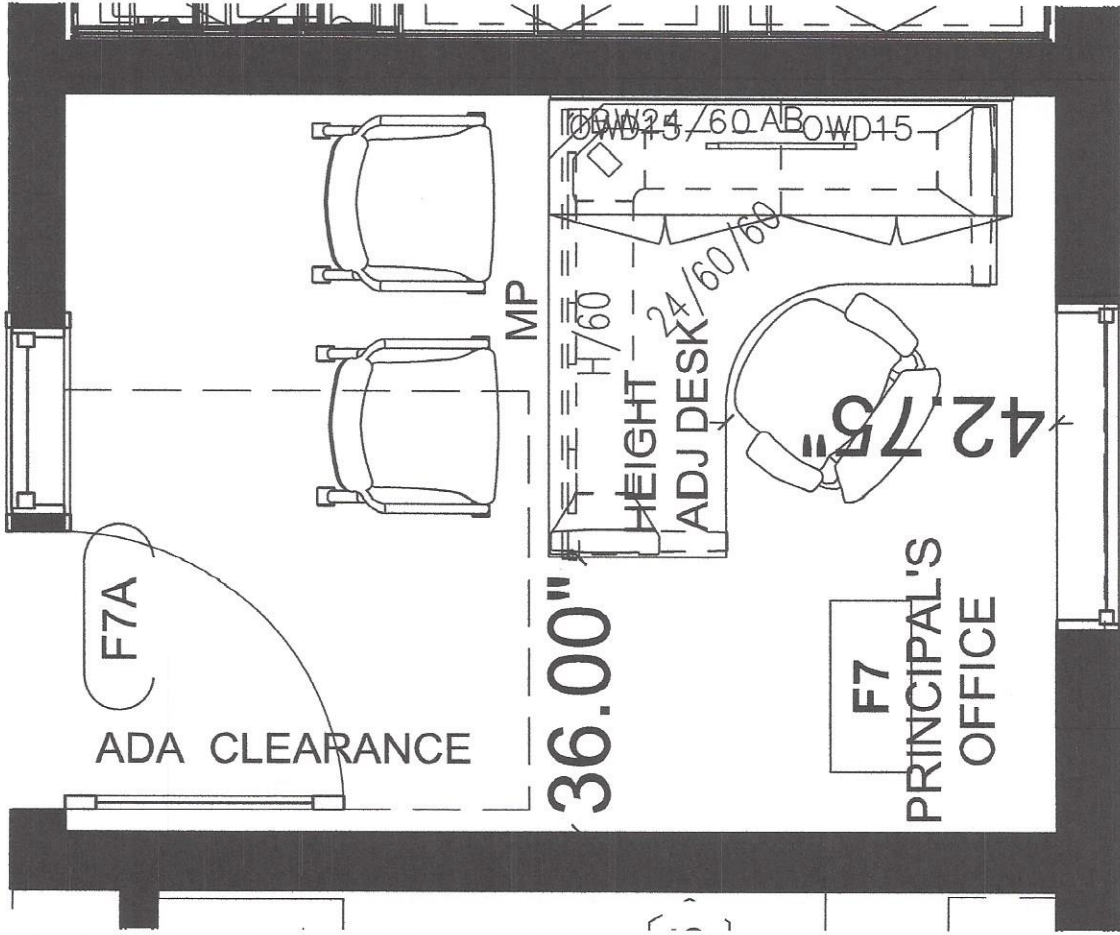
DESIGNER: BKP



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GRAVENSTEIN UNION SCHOOL DISTRICT PRINCIPAL'S OFFICE  
 3840 TWIG AVE., SEBASTOPOL, CA PROPOSED FURNITURE LAYOUT

DATE: 11.15.16

REVISED: 01.05.17

SCALE: 1/2"=1'-0"

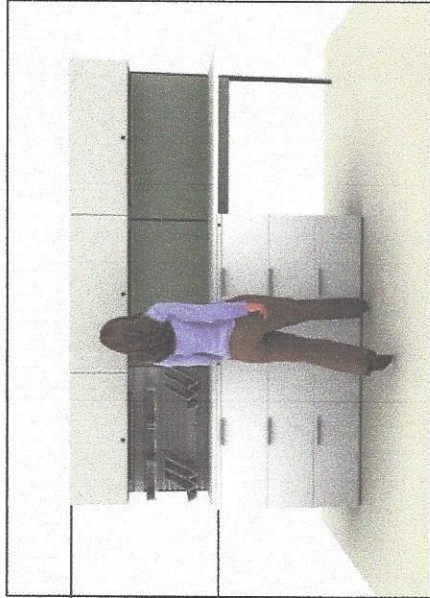
DESIGNER: BKP

APPROVED BY:



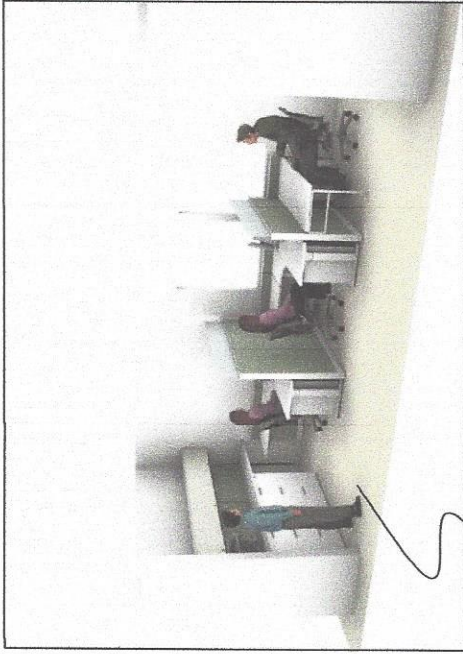
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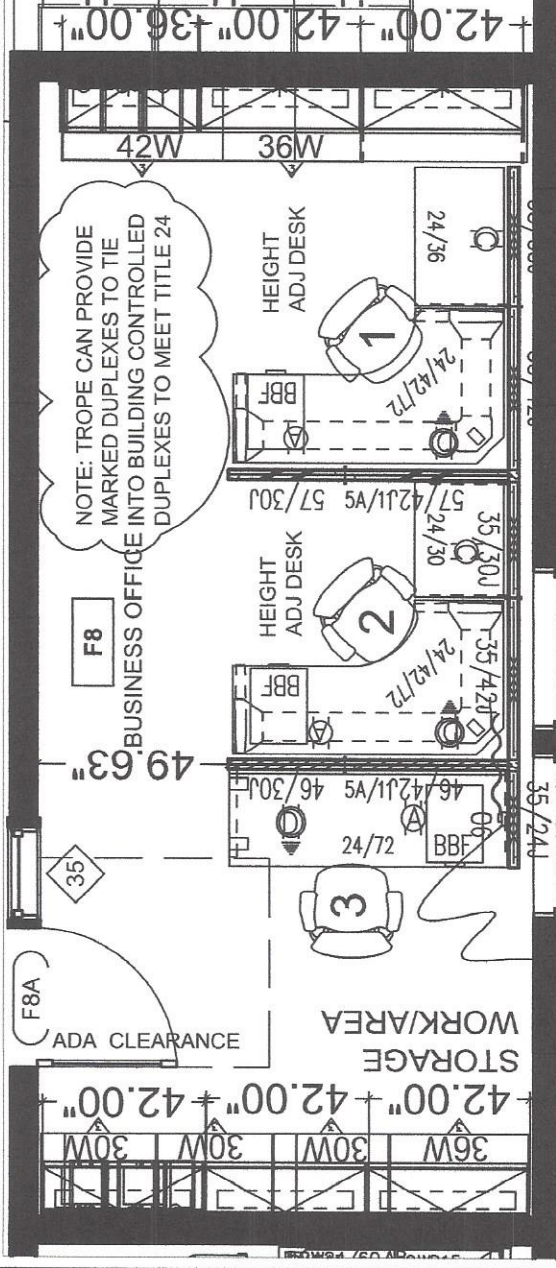


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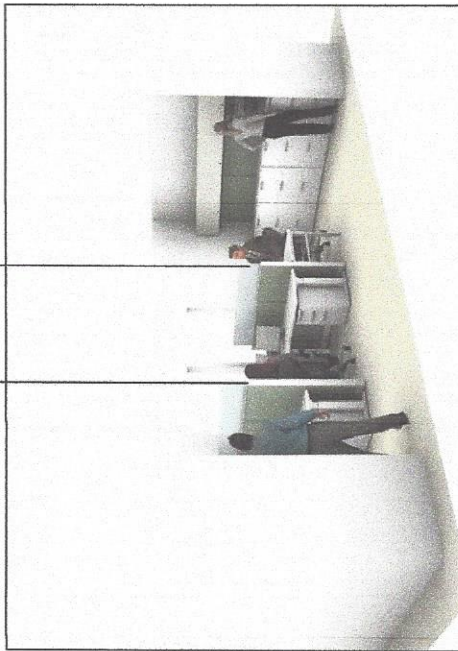


WORK AREA 1 WITH STAND  
UP STORAGE/WORK AREA  
BEHIND



46H PANEL  
W/11H TRANS GLASS  
OVERALL 57H

57H PANEL  
W/11H TRANS GLASS  
OVERALL 68H



GRAVENSTEIN UNION SCHOOL DISTRICT  
BUSINESS OFFICE  
PROPOSED FURNITURE LAYOUT

3840 TWIG AVE., SEBASTOPOL, CA

DATE: 11.15.16

REVISED: 01.05.17

SCALE: 1/4"=1'-0"

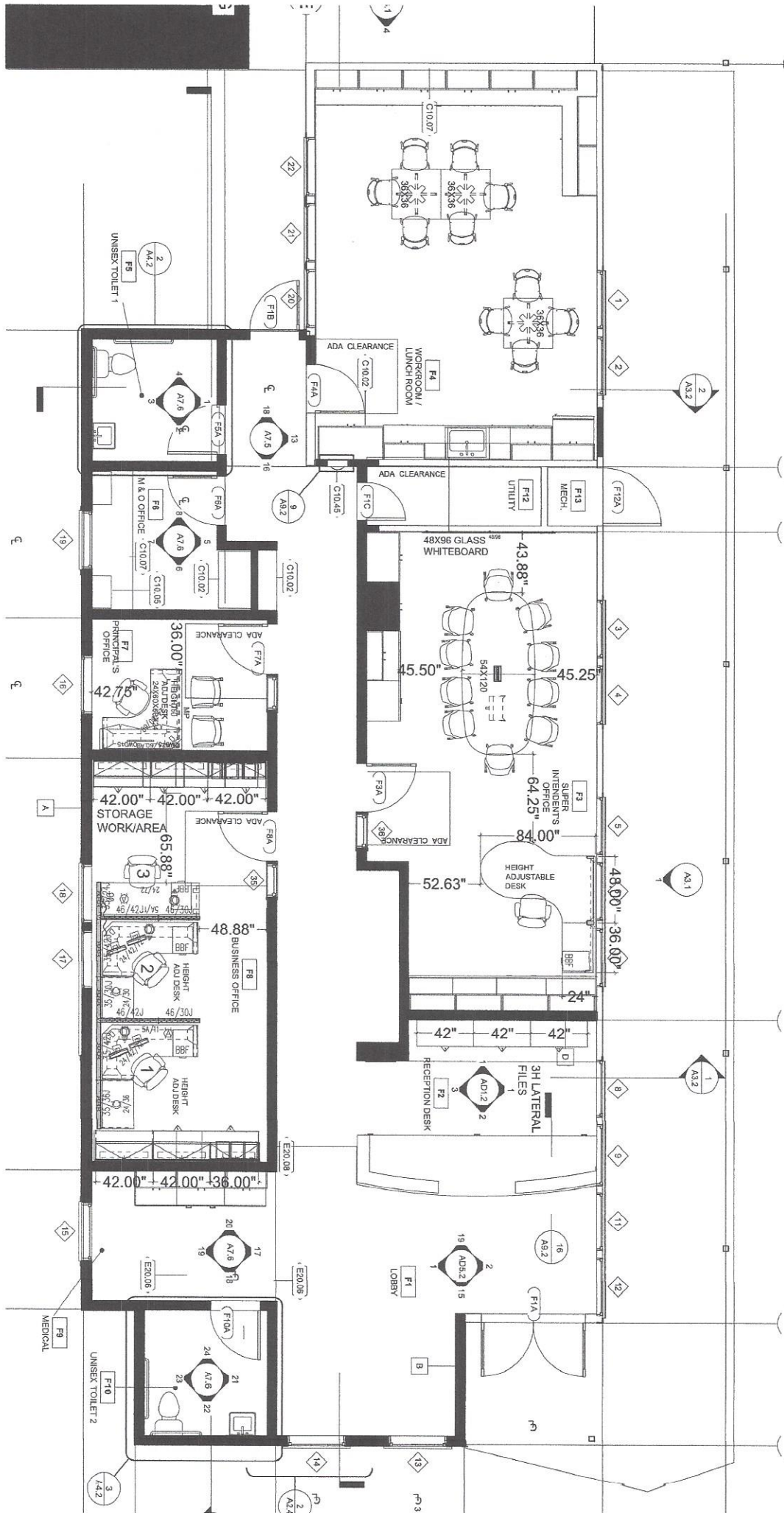
DESIGNER: BKP

APPROVED BY:



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IV E



**GRAVENSTEIN UNION ELEMENTARY SCHOOL DISTRICT  
CLASSIFIED SALARY SCHEDULE January 1, 2017**

Range	Step 1		Step 2		Step 3		Step 4		Step 5	
	Monthly	Hourly	Monthly	Hourly	Monthly	Hourly	Monthly	Hourly	Monthly	Hourly
1									1,863	10.75
2							1,820	10.50	1,914	11.04
3							1,863	10.75	1,959	11.30
4					1,820	10.50	1,914	11.04	2,004	11.56
5					1,863	10.75	1,960	11.31	2,056	11.86
6					1,912	11.03	2,005	11.57	2,109	12.17
7			1,822	10.51	1,959	11.30	2,059	11.88	2,160	12.46
8	1,820	10.50	1,872	10.80	2,004	11.56	2,109	12.17	2,213	12.77
9	1,870	10.79	1,915	11.05	2,056	11.86	2,160	12.46	2,274	13.12
10	1,914	11.04	1,962	11.32	2,108	12.16	2,213	12.77	2,328	13.43
11	1,959	11.30	2,056	11.86	2,160	12.46	2,274	13.12	2,388	13.78
<b>Instructional Aide</b>	2,005	11.57	2,108	12.16	2,212	12.76	2,326	13.42	2,446	14.11
<b>Library Aide</b>	2,056	11.86	2,160	12.46	2,271	13.10	2,388	13.78	2,503	14.44
<b>Noon/Yard Duty Aide</b>	2,111	12.18	2,213	12.77	2,328	13.43	2,447	14.12	2,567	14.81
<b>Daycare Aide</b>	2,161	12.47	2,271	13.10	2,387	13.77	2,503	14.44	2,631	15.18
<b>Summer Cust.</b>	2,217	12.79	2,328	13.43	2,444	14.10	2,564	14.79	2,700	15.58
<b>Preschool Teacher &amp; IA with 48 units of college credit</b>	2,271	13.10	2,387	13.77	2,503	14.44	2,633	15.19	2,765	15.95
	2,330	13.44	2,446	14.11	2,567	14.81	2,700	15.58	2,834	16.35
	2,388	13.78	2,503	14.44	2,631	15.18	2,765	15.95	2,907	16.77
	2,446	14.11	2,567	14.81	2,699	15.57	2,834	16.35	2,978	17.18
	2,506	14.46	2,631	15.18	2,763	15.94	2,907	16.77	3,052	17.61
	2,569	14.82	2,700	15.58	2,834	16.35	2,978	17.18	3,130	18.06
<b>School Secretary</b>	2,633	15.19	2,763	15.94	2,905	16.76	3,052	17.61	3,207	18.50
	2,700	15.58	2,834	16.35	2,978	17.18	3,130	18.06	3,290	18.98
	2,765	15.95	2,905	16.76	3,052	17.61	3,207	18.50	3,371	19.45
<b>Custodian, or Preschool/Daycare Directors</b>	2,836	16.36	2,978	17.18	3,129	18.05	3,290	18.98	3,454	19.93
	2,910	16.79	3,052	17.61	3,205	18.49	3,373	19.46	3,541	20.43
	2,981	17.20	3,129	18.05	3,288	18.97	3,454	19.93	3,628	20.93
<b>Acct. Clerk/Dist Sect.</b>	3,056	17.63	3,207	18.50	3,371	19.45	3,541	20.43	3,720	21.46
	3,132	18.07	3,288	18.97	3,453	19.92	3,631	20.95	3,812	21.99
	3,207	18.50	3,373	19.46	3,538	20.41	3,721	21.47	3,907	22.54
	3,290	18.98	3,454	19.93	3,628	20.93	3,812	21.99	4,004	23.10
<b>Head Cust.</b>	3,373	19.46	3,541	20.43	3,720	21.46	3,907	22.54	4,104	23.68
	3,456	19.94	3,628	20.93	3,812	21.99	4,007	23.12	4,212	24.30
	3,541	20.43	3,721	21.47	3,903	22.52	4,101	23.66	4,316	24.90

- NOTES: 1. Substitutes are paid at Step 1 of appropriate schedule.  
 2. Schedule based on 8 hour day or 173.33 hours/month.  
 3. Employees with 10 or more years service will be advanced one (1) range placement.  
 4. Employees with 15 or more years service will be advanced two (2) range placements.  
 5. Minimum wage \$10.50/hr starting Jan 1, 2017



Salary Schedule CLASCONF - Classified Confidential

HOURLY RATES

12/01/2016 - Open (Effective 07/01/2016)		01													
01		20.43													
02		20.93													
03		21.46													
04		22.12													
05		22.79													
06		23.49													
07		24.21													
08		24.94													
09		25.71													
10		26.49													
11		27.30													
12		28.14													

Basis .00 Anniversary Movement  
 Pay Prd % No # of Columns 0 Max Column  
 Retro Enabled No # of Rows 0 Max Row  
 Selection Grouped by SalarySchedId Created Edited  
 WLHOLDEN, Dec 2 2016 1:03PM  
 WLHOLDEN, Dec 16 2016 1:34PM

ESCAPE ONLINE  
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