

## SECTION 6.0 PROPOSAL RESPONSE FORM

### LEASING TERM:

12 Months (with optional renewal)

### BUILDING PROPOSAL:

#### A. Classrooms

24 Classrooms in 2 Buildings

667 Approximate sq. ft. per classroom

1 16 X 4 Whiteboard per classroom

5 Open data boxes with conduit to above ceiling per classroom

Y All buildings meet currently adopted International Building Codes  
(Yes/No)

Y All buildings meet National Fire Protection Association Codes  
(Yes / No)

Y All buildings meet Local Building Codes (Yes / No)

Y All buildings meet FEMA Guidelines (Yes / No)

#### B. Restrooms\*

26 total Water closets

22 total Lavatories

8 total Drinking fountains minimum

\* - 1 multi-fixture per building; not individual facilities in classrooms (grouped)

#### C. Dining Hall

2,016 Approximate sq. ft. dining area

516 Approximate sq. ft. serving area

516 Approximate sq. ft. prep area

144 Approximate sq. ft. dry storage

1 Hand wash station

1 Prep sink

1 Office

1 Employee Restroom

**D. Landings / Ramps / Steps:**

Y All landings ramps and steps are ADA approved (Yes / No)

Y All landings ramps and steps are provided for all buildings (Yes / No)

**COMPANY PROFILE:**

*Use this section to describe your company, including but not limited to, its years in business, general business activities and company strategy.*

Mobile Modular is pleased to respond to your Request for Proposal and is excited about the opportunity to work with Lafayette Parish School Board. Mobile Modular Management Corporation has been in the modular building business for 37 years. Mobile Modular has been a publicly traded company on the NASDAQ stock exchange since 1986 under McGrath RentCorp. (Symbol: MGRC). Headquartered in Livermore, CA, Mobile Modular is the largest provider of modular buildings and classrooms in California, Texas, Georgia, and Florida. We also maintain the nation's four largest Inventory Centers for modular buildings. We opened operations in the Mid-Atlantic region in 2007 serving Georgia, North Carolina, Virginia, and Maryland. We have been successful in this economy because of our commitment to improving the modular learning environment one school at a time.

Mobile Modular has committed countless hours in the research and design of all modular buildings. The majority of business comes directly from leasing; therefore, Mobile Modular desires to design a product that will withstand the test of time. We believe that our classrooms are priced reasonably for the marketplaces we serve and the quality the clientele is receiving. Mobile Modular has a long and distinguished history of providing modular classrooms built to the most stringent construction standards in the industry. We believe that higher construction standards paired with a more energy efficient design, lead to fewer service calls, lower overall operating costs, and happier teachers, students and parents.

Mobile Modular knows the importance of each client's schedule; therefore, our professional team will ensure that we streamline our efficiencies in order to bring the client's projects in on-time and on-budget.

Mobile Modular has been leasing modular buildings for over 37 years. Our experts have the technical capabilities to handle the toughest jobs in the industry. We value our client's suggestions and input when upgrading our products. Our Campus Maker Hybrid, Mod-Pod, and Double Classrooms were a direct result of listening to our customers' complaints about how expensive ADA ramps have become over time; therefore, Mobile Modular created a classroom that can sit at or just above grade.

Mobile Modular prides itself on our financial stability. McGrath RentCorp has several different businesses in order to maintain its position in the market place. The requirements for the 21<sup>st</sup> century are reflected in each of our designs; from the Hybrid Campus Maker, double classroom, to the multi-classroom facility. Our classroom products are designed to provide students and teachers with the superior learning environment demanded by the citizens of

Decatur City.

- Mobile Modular Management Corporation undertakes an average of 15 projects per year with school districts. This represents about 25% of business for our Central region.
- Mobile Modular has an extensive background working with school districts. We have worked in various states from California to Washington D.C. over the last 37 years. A large majority of our workload comes from the education market.
- Over the last five years, Mobile Modular has been a part of projects that had contract values over \$1 million.
- Mobile Modular's work experience has included projects ranging from simple enrollment growth to complex renovation projects.

## **WORK EXPERIENCE & ACTIVE/EXISTING SCHOOL BOARD CONTRACTS:**

*Use this section to provide at least five (5) similar scope projects completed in the last five (5) years and/or similar on-going projects that your company is currently actively involved. This is to include any existing school board contracts in the State of Louisiana.*

### Aldine ISD

- Delivered and set (93) Classrooms and restroom modular. 147,984 sq. ft. of instructional space installed over a period of years beginning 2006-2016
- Contact information: Tremel Prudhomme, Director of Maintenance
- [tprudhomee@aldine.k.12.tx.us](mailto:tprudhomee@aldine.k.12.tx.us) – (281) 985-6255

### Klein ISD

- Delivered and set (15) Classrooms. 23,040 sq. ft. of instructional space installed in 2015
- Delivered and installed all ramp and stair products to support the school operations
- Contact Information: Kevin Wieghat
- [kwieghat@kleinisd.net](mailto:kwieghat@kleinisd.net) – (832) 249-4533

### Greenville ISD

- Delivered and set (17) Classrooms and (1) restroom modular. 7,696 sq. ft. of instructional space installed in 2015
- Delivered and installed all ramp and stair product to support the school operations
- Contact information: Marsha Wilson, Administrative Assistant, CTSBO
- [wilsonm@greenvilleisd.org](mailto:wilsonm@greenvilleisd.org) – (903) 457-2515

### Pasadena ISD

- Delivered and set (37) Classrooms and restroom unit. 7,344 sq. ft. of instructional space. 56,832 sq. ft. of instructional space installed beginning 2006 through 2016
- Contact information: Craig Cason, Director of Facilities
- [srice@pasadenaisd.org](mailto:srice@pasadenaisd.org) – (713) 740-5354

### Texas A&M University

- Delivered and set 65 Modular Floors. 43,680 sq. ft. of instructional space installed 2015 in 49 Days
- Delivered and installed all ramp and stair products to support the school operations
- Delivered and installed all covered canopy product to support the school operations
- Contact information: Bill Cox, Assistant Director | Facilities and Dining Administration  
Office of the Vice President for Finance and Administration
- [Bill.cox@tamu.edu](mailto:Bill.cox@tamu.edu) – (979) 458-9295

### Village Tech Schools

- Delivered and set (24) 24x64 classrooms, (3) restrooms and (1) 48x56 modular building. 41,136 sq. ft. of instruction space installed beginning 2013-2016
- Delivered and installed all ramp and stair products to support the school operations
- Delivered and installed all covered canopy product to support the school operations
- Contact information: David Williams

[dwilliams@villagetechschoools.org](mailto:dwilliams@villagetechschoools.org) -214-267-9324

### Cosmos Foundation

- Delivered and set (16) Classroom, (8) modular building floors and (18) campus maker floors and restrooms modular. 43,992 sq. ft. of instructional space installed beginning 2012- 2016
- Contact information: Ed Kose, Director of Facilites and Planning
- [ekose@harmonytx.org](mailto:ekose@harmonytx.org) – (713) 343-333

**EXISTING INVENTORY AVAILABLE:**

*Use this section to provide the number of existing buildings your company has in stock to fulfill the estimated requirements depicted in Section 2.0 of this RFP. Please provide detailed literature (includes drawings) of the buildings proposed to fulfill the estimated requirements depicted in Section 2.0. Please provide a detailed breakdown of the timeframe necessary from date of purchase order issuance through process, completion and delivery of existing inventory.*

Mobile Modular has 108 floors in existing inventory to fulfill this order. Mobile Modular purchases between \$10 million-\$20 million in new fleet annually.

Buildings will be delivered 6 weeks after purchase order.  
Setting the buildings and installing decks and ramps will take an additional 3 weeks

**ESTIMATED ENGINEERING TIME – NEW BUILDINGS (IF REQUIRED):**

*Use this section to provide the number of new buildings that your company will need to engineer in order to fulfill the estimated requirements depicted in Section 2.0 of this RFP. Please provide detailed literature (includes drawings) of the new buildings proposed to fulfill the estimated requirements depicted in Section 2.0. Please provide a detailed breakdown of the timeframe necessary to engineer the new buildings and deliver.*

If new buildings are built for the project the engineering time will be 5 weeks.

Buildings will be delivered immediately upon completion. It will take 1 week to deliver all buildings.

LA stamped drawings of the buildings are attached as well as floor plans.

**NUMBER OF CLASSROOMS IN LEAST NUMBER OF BUILDINGS:**

*Use this section to provide the number of buildings that will be utilized to achieve the estimated 24 classrooms shown in Section 2.0. Please provide a detailed explanation & reasoning to support the proposal response submitted for this evaluation criterion.*

Two buildings will be used to achieve the 24 classrooms. There will be 12 classrooms in each building. Please see attached floor plan.

**PRICING & EXAMPLE LEASE AGREEMENT:**

*Use this section to provide a firm fixed total price for the buildings proposed. Please include an example copy of your company's leasing agreement.*

Proposed Total Price:       \$ 778,771  
                                    Classroom Building 1- \$330,956  
                                    Classroom Building 2- \$330,956  
Price per Building:       \$ Cafeteria-               \$116,859

Price per Sq. Ft.:         \$ 31.688

**CHECKLIST:**

Firms are instructed to complete, sign and return all documents submitted as part of their proposal.

**Failure by any proposal respondent to submit the following pages with their proposal may result in rejection of the proposal respondent's proposal:**

- 1) RFP Proposal Form (pages 19-25 of this RFP)
- 2) Copy of Example Lease Agreement (as mentioned at the top of this page)
- 3) Signed Debarment Certification Form (page 28 of this RFP)
- 4) Signed RFP Signature Page (page 29 – the last page of this RFP)





Mobile Modular Management Corporation  
4445 E Sam Houston Parkway South  
Pasadena, TX 77505-3912  
Phone: (281) 487-9222  
Fax: (281) 487-1289  
www.mobilemodular.com

## Lease Quotation and Agreement

Quotation Number: 124894  
Customer PO/Ref:  
Date of Quote: 11/11/2016  
Term: 12 Months

### Sign up for the Easy Lease Option (see end of document for details)

Customer Information	Site Information	Mobile Modular Contact
Lafayette Parish School Board 113 Chaplin Drive Lafayette, LA 70508  Lee Francis slfrancis@lpssonline.com Phone: (337) 521-7329	Lafayette Parish School Board RFP# 19-17 116 Marie Street Scott, LA 70583  Lee Francis slfrancis@lpssonline.com Phone: (337) 521-7329	<b>Questions?</b> Contact: Ashley Puerto ashley.puerto@mobilemodular.com Direct Phone: 281-487-9222 Fax: 281-487-7814

Product Information	Qty	Monthly Rent	Extended Monthly Rent
Office, 60x56 TX (NonStd)MPlex <i>Flexible Configuration Multiplex. Size excludes 4' towbar.</i>	1	\$3,250.00	\$3,250.00
RNT, Ramp	1	\$410.00	\$410.00
CampusMaker Mplex®, 156x68 TX (Item1982) <i>Campus Maker, 12 classrooms, 2 R/R Multi-State Approvals Size excludes 4' towbar Hampton Gray VWG</i>	2	\$11,430.00	\$22,860.00
RNT, Ramp	2	\$750.00	\$1,500.00
Charges Upon Delivery	Qty	Charge Each	Total One Time
Office, 60x56 TX (NonStd)MPlex			
Block and Level Building (A8)	1	\$18,750.00	\$18,750.00
Delivery Haulage 12 wide	5	\$4,500.00	\$22,500.00
Installation, Skirting, Wood	232	\$16.50	\$3,828.00
RNT, Ramp Install	1	\$1,250.00	\$1,250.00
			<b>\$46,328.00</b>
CampusMaker Mplex®, 156x68 TX (Item1982)			
Block and Level Building (A5) CS	2	\$48,750.00	\$97,500.00
Delivery Haulage 12 wide	26	\$4,500.00	\$117,000.00
Installation, Skirting, Wood	896	\$16.50	\$14,784.00
RNT, Ramp Install	2	\$2,500.00	\$5,000.00
			<b>\$234,284.00</b>
			<b>Total \$ 280,612.00</b>
Charges Upon Return	Qty	Charge Each	Total One Time
Office, 60x56 TX (NonStd)MPlex			
Prepare Equipment For Removal (A8)	1	\$12,500.00	\$12,500.00
Removal, Skirting, Wood (Dispose)	232	\$4.25	\$986.00
Return Haulage 12 wide	5	\$2,500.00	\$12,500.00
RNT, Ramp Removal	1	\$625.00	\$625.00
			<b>\$26,611.00</b>
CampusMaker Mplex®, 156x68 TX (Item1982)			
Prepare Equipment For Removal (A5) CS	2	\$32,000.00	\$64,000.00
Removal, Skirting, Wood (Dispose)	896	\$4.25	\$3,808.00
Return Haulage 12 wide	26	\$2,500.00	\$65,000.00
RNT, Ramp Removal	2	\$1,250.00	\$2,500.00
			<b>\$135,308.00</b>
			<b>Total \$ 161,919.00</b>

## Lease Quotation and Agreement

Quotation Number: 124894

Customer PO/Ref:

Date of Quote: 11/11/2016

Term: 12 Months



### Special Notes

**General:** Customer's site must be dry, compacted, level and accessible by normal truck delivery. Pricing does not include any clearing or grading of sites, obstruction removal, site or final building clean up, any asphalt transitions, dolly, crane, forklift, electrical or plumbing connections, window coverings, furniture, casework, appliances, doorstops, phone or data lines, gutters, downspouts or tie-in, temporary power, temporary fencing, traffic control, flagmen, soil and/or pull test, custom engineering, fees associated with inspections, city or county submittals and/or use permits, security screens, door bars and any item not specifically listed as being included.

### Floor Plans

### Additional Information

- Quote is valid for 30 days.
- A minimum cleaning charge per floor will apply for modular buildings.
- Customer's site must be dry, compacted, level and accessible by normal truck delivery. Costs to dolly, crane, forklift, etc. will be paid by customer. Unless noted, prices do not include permits, ramp removal, stairs, foundation systems, foundation system removal, temporary power, skirting, skirting removal, engineering, taxes or utility hookups.
- Subject to equipment availability. Unless noted, equipment and related furnishings, finishes, accessories and appliances provided are previously leased and materials, dimensions, and specifications vary. Detailed specifications may be available upon request. For lease transactions, Mobile Modular reserves the right to substitute equal or better equipment prior to delivery without notice.
- This transaction is subject to prior credit approval and all terms, conditions, and attachments of MMMC's standard contract.
- Security deposit and payment in advance may be required.
- Rent will be billed in advance every 30 calendar days.
- Prices do not include applicable sales tax and personal property expense.
- Unless otherwise noted, prices do not include prevailing wages, Davis-Bacon wages, or other special or certified wages.

*Thank you for contacting Mobile Modular.*

Mobile Modular is a division of McGrath RentCorp.  
124894, 11-11-2016 10:29 AM

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## Lease Quotation and Agreement

Quotation Number: 124894

Customer PO/Ref:

Date of Quote: 11/11/2016

Term: 12 Months



### Mobile Modular Easy Lease. Sign Me Up!

Getting your modular building on its way has never been easier... and faster. With Mobile Modular Easy Lease you can convert your Lease Quotation directly into a Lease Agreement by signing below. It's as easy as 1, 2, 3. Once we receive your signed Easy Lease option, we'll finalize your building details and get your project on its way.

#### 1. Review and acknowledge agreement.

This Quotation is subject to Mobile Modular Management Corporation, a California corporation, herein known as lessor (the "Lessor") credit approval of Customer, herein known as lessee (the "Lessee"). Lessor does not warrant that the equipment meets any local or state code not specifically listed herein. Equipment is subject to availability. By signing below, customer accepts the terms of this quotation including prices and specifications, and instructs Lessor to make appropriate arrangements for the preparation and delivery of the Equipment identified herein, and agrees that such signature constitutes customer's acceptance of and agreement to the Lessor's Lease or Sale Agreement. Such lease or sale, and customer's agreement thereto, is subject to Lessor's standard terms and conditions located in the Solutions section of the Lessor's web site at ([www.mobilemodular.com/contractterms](http://www.mobilemodular.com/contractterms)) which are incorporated by reference herein. Customer may request a copy of the terms and conditions from Lessor. If customer has previously executed a master agreement with Lessor, those terms and conditions shall govern the transaction. Such terms and conditions are incorporated as if fully set forth herein. No alterations, additions, exceptions, or changes to any Quotation or Agreement made by Lessee shall be effective against Lessor, whether made hereon, contained in any printed form of Lease or elsewhere, unless accepted in writing by Lessor. Any customer purchase order or other customer-provided document purporting to replace, supersede or supplement the terms and conditions of the Lessor's Lease or Sale Agreement shall carry no force or effect except as an instrument of billing.

**Lessor:**  
Mobile Modular Management Corporation

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

**Lessee:**  
Lafayette Parish School Board

Signature: \_\_\_\_\_  
Print Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

#### 2. Request your delivery date.

Requested delivery date: \_\_\_\_\_

Please note: For modular buildings, as a "rule of thumb" allow one day per module to accommodate for set up after delivery. We will attempt to meet your desired date. However, the date is subject to change based on equipment availability and readiness and must be confirmed by a Mobile Modular representative.

#### 3. Tell us how you would like to pay.

- ☐ Bill me on approved credit (you will be sent an invoice for payment as charges are incurred)  
☐ Credit card payment (a representative will contact you to obtain the credit card information for billing)

**DEBARMENT CERTIFICATION FORM**

- (1) The prospective primary participant certifies to the best of its knowledge and belief that it and its principals:
- (a) Are not presently debarred, suspended, proposed for disbarment, declared ineligible, or voluntarily excluded from covered transactions by any Federal department or agency;
  - (b) Have not within a three-year period preceding this application been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State, or local) transaction or contract under a public transaction; violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
  - (c) Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State, or local) with commission of any of the offenses enumerated in paragraph (1)(b) of this certification; and
  - (d) Have not within a three-year period preceding this application had one or more public transactions (Federal, State, or local) terminated for cause or default.
- (2) Where the prospective primary participant is unable to certify to any of the statements in this certification, such prospective primary participant shall attach an explanation to this proposal.

Business Name McGuth Rent Corp dba Mobile Modular Management Corporation

Date 11/10/2016

Representative

By Philip Hawkins, Vice-President  
Name and Title of Authorized

Philip Hawkins  
Signature of Authorized Representative

Envelope containing proposal should be marked on the outside "RFP# 19-17 Temporary Modular Building / Portable Classroom Leasing Services, Opening November 14, 2016 at 10:00 AM"

The proposer acknowledges receipt of addendum:

No.1 DATED 11/9/16 No.2 DATED \_\_\_\_\_ No.3 DATED \_\_\_\_\_

No.4 DATED \_\_\_\_\_ No.5 DATED \_\_\_\_\_ No.6 DATED \_\_\_\_\_

The proposer acknowledges that he/she has read and agrees to comply with and be subject to the provisions and/or penalties involved in the proposal form as contained herein this RFP.

**\*\*The RFP Proposal Form, a Debarment Certification Form along with this page must be signed and included in your company/firms proposal response\*\***

Mobile Modular  
Name of Firm

Phil Hawkins  
Signature of Proposer

2849 E Main St, Grand Greve, TX 78050  
Address

Phil Hawkins  
Typed Name of Proposer

(469) 507-3318  
Telephone Number

ph.hawkins@mgcc.com  
Email Address