



STATE OF IOWA
MASTER AGREEMENT
 Contract Declaration and Execution

MA 005

22076B

EFFECTIVE BEGIN DATE: 10-01-2024
EXPIRATION DATE: 09-30-2025
PAGE: 1 of 12

VENDOR:

Lakeshore Parent LLC
Lakeshore Learning Materials LLC
00003205730

PO Box 840250
Los Angeles, CA 90084-0250

VENDOR CONTACT:
 Mike Duong
PHONE: (800) 421-5354
EMAIL: biddept@lakeshorelearning.com

ISSUER:
 Julie Janssen
PHONE: 515-240-2698
EMAIL: julie.janssen@iowa.gov

FOB: FOB Dest, Freight Prepaid

Contract For: Art and Educational Supplies Catalog Discount

The parties agree to comply with the terms and conditions on the following attachments which are by this reference made a part of the Agreement.

Attachments are on file with the Department of Administrative Service - Central Procurement.

Attachment 1: Competitive Solicitation RFB0321005027.

Attachment 2: Contractor's Response to Competitive Solicitation RFB0321005027 (except for any contractor objection or amendment to the Competitive Solicitation Document requirements that the State has not explicitly agreed to in writing).

Attachment 3: Contractor's Cost (final pricing documentation) Response to competitive solicitation document RFB0321005027.

MINIMUM ORDER OF \$250

PAYMENT TERMS: NET60. DELIVERY DATES: 7-21 days after receipt of order. FREE SHIPPING CONTINGENT ON A MINIMUM ORDER OF \$250 SHIPPING TO ONE LOCATION.

Remit To: Lakeshore Equipment Company dba Lakeshore Learning Materials, 2695 E. Dominguez Street. Carson, CA 90895

www.LakeshoreLearning.com

Regional Sales Contact: Spencer Bayless, (402) 822-0363, (310) 632-8314, sbayless@lakeshorelearning.com

Ordering: Penny Stone or Order Department, (800) 778-4456,F:(800) 537-5403, orderdept@lakeshorelearning.com

Billing:DJ Ultan, Director of Finance, (800) 424-4772, F:(310) 537-0472, ARPayments@lakeshorelearning.com

REFERENCE "PER #RFB0321005027" ON PURCHASE ORDER.

RENEWAL OPTIONS

FROM 10-01-2025 **TO** 09-30-2026

FROM 10-01-2026 **TO** 09-30-2027

AUTHORIZED DEPARTMENT

ALL

SUB Other Governmental Entities



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1	0.00000	EA	78553	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Educational Supplies 5% Discount off MSRP**

5% Discount off MSRP - Categories; Classroom Management, Blocks & Manipulatives, Books for Pre-K and K-12 ONLY, Dramatic Play, Games, Infants & Toddlers, Language & Literacy, Technology, Math, Science, Social Studies, STEM, Music, Social Awareness, Sensory Exploration, Social Emotional Learning, Special Needs, Teaching Resources, Puzzles, Sand & Water

The following supplies are excluded from this Contract:

- . Educational services
- . Books not specifically for Pre-K and K-12 school environments
- . Audiobooks, e-books, and textbooks
- . eReaders and tablet devices
- . Office Furniture such as desks, chairs, tables, bookcases, commercial shelving, file cabinets, lockers, storage cabinets
- . Cleaning and janitorial supplies
- . Library supplies
- . Computers, peripherals and supplies; printers, copiers, facsimile machines and related supplies including toner and ink cartridges, shredders
- . Cafeteria supplies and equipment
- . Software requiring a licensing agreement
- . Playground equipment

Free shipping on orders over \$250.00 shipping to one location in the contiguous United States. For orders under \$250.00, please estimate freight charges at 15% of the subtotal, with a minimum freight charge of \$6.99. Complimentary White-Glove Delivery and Installation Service on orders of \$10,000 or more that ship to a single location in the contiguous United States. Discount is not applicable to sales items.

See attached Price List/Catalog

2	0.00000	EA	050	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**ART EQUIPMENT AND SUPPLIES
 Art Supplies 5% Discount off MSRP**

Kid's Art Supplies, Paint & Mediums, Brushed & Painting Tools, Drawing & Illustration, Paper & Boards, Easels & Furniture, Crafts & Textiles

5% Discount. Free shipping on orders over \$250.00 shipping to one location in the contiguous United States. For orders under \$250.00,



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please estimate freight charges at 15% of the subtotal, with a minimum freight charge of \$6.99. Complimentary White-Glove Delivery and Installation Service on orders of \$10,000 or more that ship to a single location in the contiguous United States. Discount is not applicable to sales items.

See attached Price List/Catalog

3	0.00000	EA	050	\$ 56.990000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

ART EQUIPMENT AND SUPPLIES
 Item#PP319 Arts & Crafts Supply Center

 Item#PP319 Arts & Crafts Supply Center

4	0.00000	EA	050	\$ 34.680000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

ART EQUIPMENT AND SUPPLIES
 Item# PX2020 Lakeshore Fully Washable Liquid Tempera Paint -

 Item# PX2020 Lakeshore Fully Washable Liquid Tempera Paint - Pint - Set of 10 Colors

5	0.00000	EA	050	\$ 18.990000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

ART EQUIPMENT AND SUPPLIES
 Item# BA918 All-Purpose Paintbrush Assortment - Set of 30

 Item# BA918 All-Purpose Paintbrush Assortment - Set of 30

6	0.00000	EA	050	\$ 9.490000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

ART EQUIPMENT AND SUPPLIES
 Item# FF291 Rainbow Scratch Paper Animals

 Item# FF291 Rainbow Scratch Paper Animals

7	0.00000	EA	050	\$ 12.340000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL



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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
ART EQUIPMENT AND SUPPLIES				
Item# TA4409 White Drawing Paper - 9" x 12" Pack of 500 Shee				
Item# TA4409 White Drawing Paper - 9" x 12" Pack of 500 Sheets				
8	0.00000	EA	050	\$ 189.050000 \$ 0.000000
REF DOC:			REF VNDR LN: REF COMM LN:	REF TYPE: FINAL
ART EQUIPMENT AND SUPPLIES				
Item# LA949 Lakeshore Heavy-Duty Hardwood Easel				
Item# LA949 Lakeshore Heavy-Duty Hardwood Easel				
9	0.00000	EA	050	\$ 37.990000 \$ 0.000000
REF DOC:			REF VNDR LN: REF COMM LN:	REF TYPE: FINAL
ART EQUIPMENT AND SUPPLIES				
Item# PP107 My First Weaving Loom				
Item# PP107 My First Weaving Loom				
10	0.00000	EA	050	\$ 4.740000 \$ 0.000000
REF DOC:			REF VNDR LN: REF COMM LN:	REF TYPE: FINAL
ART EQUIPMENT AND SUPPLIES				
Item# RS263 Best-Buy School Glue - Quart				
Item# RS263 Best-Buy School Glue - Quart				
11	0.00000	EA	050	\$ 13.290000 \$ 0.000000
REF DOC:			REF VNDR LN: REF COMM LN:	REF TYPE: FINAL
ART EQUIPMENT AND SUPPLIES				
Item# RS264 Best-Buy School Glue - Gallon				
Item# RS264 Best-Buy School Glue - Gallon				
12	0.00000	EA	050	\$ 12.340000 \$ 0.000000
REF DOC:			REF VNDR LN: REF COMM LN:	REF TYPE: FINAL
ART EQUIPMENT AND SUPPLIES				
Item# RA442 Nonhardening Modeling Clay Bucket				



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Item# RA442 Nonhardening Modeling Clay Bucket

13	0.00000	EA	050	\$ 16.140000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

ART EQUIPMENT AND SUPPLIES

Item# TS547Z Best-Buy Blunt-Tip Scissors - Set of 12

TS547Z Best-Buy Blunt-Tip Scissors - Set of 12

14	0.00000	EA	050	\$ 1.130000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

ART EQUIPMENT AND SUPPLIES

Item# TA50AC Construction Paper - 9" x 12" Pack of 50 Sheets

Item# TA50AC Construction Paper - 9" x 12" Pack of 50 Sheets - Assorted Colors

15	0.00000	EA	050	\$ 2.840000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

ART EQUIPMENT AND SUPPLIES

Item#PX8WT Superbright Liquid Tempera Paint - Pint - White

Item#PX8WT Superbright Liquid Tempera Paint - Pint - White

16	0.00000	EA	78553	\$ 28.490000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Educational Games and Toys, All Types (See 037-84; 208-47; 2

Item# KT2904 Daily Schedule Chart

Item# KT2904 Daily Schedule Chart

17	0.00000	EA	78553	\$ 312.550000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Educational Games and Toys, All Types (See 037-84; 208-47; 2

Item# B250A Hardwood Unit Blocks - Starter Set



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Item# B250A Hardwood Unit Blocks - Starter Set				
18	0.00000	EA	78553	\$ 284.050000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Item#RE875X Lakeshore Theme Book Libraries - Set 1

Item#RE875X Lakeshore Theme Book Libraries - Set 1

19	0.00000	EA	78553	\$ 122.550000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Item#RA400X Soft & Squeezy Animals - Complete Set

Item#RA400X Soft & Squeezy Animals - Complete Set

20	0.00000	EA	78553	\$ 28.490000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Item#LM426 Splash! Jr. Learning Games - Set of 3

Item#LM426 Splash! Jr. Learning Games - Set of 3

21	0.00000	EA	78553	\$ 28.490000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Item#FF147 Fine Motor Forest Friends

Item#FF147 Fine Motor Forest Friends

22	0.00000	EA	78553	\$ 28.490000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Item#GG369 Touch & Read CVC Words Match

Item#GG369 Touch & Read CVC Words Match

23	0.00000	EA	78553	
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\$ 141.550000
 \$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL
 Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Item#PP750X Design & Build Engineering Centers
 Item#PP750X Design & Build Engineering Centers

24	0.00000	EA	78553	\$ 284.050000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL
 Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Item#TT280X Early Math Instant Learning Centers
 Item#TT280X Early Math Instant Learning Centers - Complete Set

25	0.00000	EA	78553	\$ 284.050000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL
 Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Item#DD970X Science Instant Learning Centers - Complete Set
 Item#DD970X Science Instant Learning Centers - Complete Set

26	0.00000	EA	78553	\$ 109.250000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL
 Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Item#LC960X Social-Emotional Storytelling Kits
 Item#LC960X Social-Emotional Storytelling Kits - Complete Set

27	0.00000	EA	78553	\$ 37.990000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL
 Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Item#TT758 Building Brick STEM Challenge Kit - Pre K-Gr. 2
 Item#TT758 Building Brick STEM Challenge Kit - Pre K-Gr. 2

28	0.00000	EA	78553	\$ 189.050000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Item#LC1430 30-Player Rhythm Set

Item#LC1430 30-Player Rhythm Set

29	0.00000	EA	78553	\$ 28.490000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Item#PP257 Differing Abilities Poster Pack

Item#PP257 Differing Abilities Poster Pack

30	0.00000	EA	78553	\$ 90.250000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Item#AA540X Toddler-Safe Washable Sensory Materials

Item#AA540X Toddler-Safe Washable Sensory Materials - Complete Set

31	0.00000	EA	78553	\$ 28.490000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Item#EE359 Moods & Emotions Wooden Match-Ups

Item#EE359 Moods & Emotions Wooden Match-Ups

32	0.00000	EA	78553	\$ 47.490000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Item#PP258 Differing Abilities Book Set

Item#PP258 Differing Abilities Book Set

33	0.00000	EA	78553	\$ 47.490000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Educational Games and Toys, All Types (See 037-84; 208-47; 2



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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
			Item#DD986 All About Today Activity Center	
			Item#DD986 All About Today Activity Center	
34	0.00000	EA	78553	\$ 52.540000 \$ 0.000000
REF DOC:			REF VNDR LN: REF COMM LN: REF TYPE: FINAL	
			Educational Games and Toys, All Types (See 037-84; 208-47; 2 Item#FK400 Chunky Learning Puzzles	
			Item#FK400 Chunky Learning Puzzles	
35	0.00000	EA	78553	\$ 151.050000 \$ 0.000000
REF DOC:			REF VNDR LN: REF COMM LN: REF TYPE: FINAL	
			Educational Games and Toys, All Types (See 037-84; 208-47; 2 Item#SW418 2-Way Sand & Water Table	
			Item#SW418 2-Way Sand & Water Table	
36	0.00000	EA	78553	\$ 7.590000 \$ 0.000000
REF DOC:			REF VNDR LN: REF COMM LN: REF TYPE: FINAL	
			Educational Games and Toys, All Types (See 037-84; 208-47; 2 Item#TE436 Addition 0-12 Flash Cards	
			Item#TE436 Addition 0-12 Flash Cards	
37	0.00000	EA	78553	\$ 28.490000 \$ 0.000000
REF DOC:			REF VNDR LN: REF COMM LN: REF TYPE: FINAL	
			Educational Games and Toys, All Types (See 037-84; 208-47; 2 Item#RA629 Math Dice Tub	
			Item#RA629 Math Dice Tub	
38	0.00000	EA	78553	\$ 18.990000 \$ 0.000000
REF DOC:			REF VNDR LN: REF COMM LN: REF TYPE: FINAL	
			Educational Games and Toys, All Types (See 037-84; 208-47; 2 Item#GT324 U.S.A. Map Puzzle	



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			Item#GT324 U.S.A. Map Puzzle	
39	0.00000	EA	78553	\$ 23.740000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Item#RA668 Medium Hop-Along Ball (18"))

Item#RA668 Medium Hop-Along Ball (18")

40	0.00000	EA	78553	\$ 18.990000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Item#FF444 Color Rings Sorting Board

Item#FF444 Color Rings Sorting Board

41	0.00000	EA	78553	\$ 37.990000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Item#3GT539 Hands-On Teaching Globe

Item#3GT539 Hands-On Teaching Globe

42	0.00000	EA	78553	\$ 18.990000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Item#RA529 Linking Cubes

Item#RA529 Linking Cubes

43	0.00000	EA	78553	\$ 94.530000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Item#LA910 Take-Apart Human Body Model

Item#LA910 Take-Apart Human Body Model

44	0.00000	EA	78553	
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\$ 28.490000
 \$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL
 Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Item#JJ227 Magnetic Pocket Chart
 Item#JJ227 Magnetic Pocket Chart

45	0.00000	EA	78553	\$ 23.740000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL
 Educational Games and Toys, All Types (See 037-84; 208-47; 2
 Item#RC244 1" Graphing Chart Pad
 Item#RC244 1" Graphing Chart Pad



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TERMS AND CONDITIONS

Goods Effective 1 May 16

The parties agree to comply with the terms and conditions on the following web site which are by this reference made a part of the Agreement. General Terms and Conditions for goods contracts are posted at: <https://das.iowa.gov/sites/default/files/procurement/pdf/050116%20terms%20goods.pdf>

THIS MASTER AGREEMENT IS EFFECTIVE AS OF THE LATEST DATE SHOWN IN "EFFECTIVE BEGIN DATE" IN THE UPPER RIGHT HAND CORNER OR THE DATE BELOW SIGNED BY THE STATE OF IOWA.

CONTRACTOR		STATE OF IOWA	
CONTRACTOR'S NAME (If other than an individual, state whether a corp, partnership, etc.) Lakeshore Learning Materials, LLC		AGENCY NAME DAS CENTRAL PROCUREMENT	
BY (Authorized Signature) Date Signed <i>Mike Duong 5/30/2024</i> <small>Mike Duong 5/30/2024 (May 30, 2024 13:47 PDT)</small>		BY (Authorized Signature) Date Signed <i>Julie Janssen</i> <small>Julie Janssen (May 30, 2024 15:59 CDT)</small>	
Printed Name and Title of Person Signing Mike Duong 5/30/2024		Printed Name and Title of Person Signing JULIE JANSSEN, PURCHASING AGENT III	
Address 2695 E Dominguez Street Carson, CA 90895		Address	