



STATE OF IOWA  
MASTER AGREEMENT  
Contract Declaration and Execution

MA 005

22071B

EFFECTIVE BEGIN DATE: 10-01-2025  
EXPIRATION DATE: 09-30-2026  
PAGE: 1 of 4

**VENDOR:**

Kaplan Early Learning Company  
Kaplan Early Learning Company  
00003070671  
1310 Lewisville Clemons Rd  
Lewisville, NC 27023

**VENDOR CONTACT:**  
Elizabeth Patterson  
**PHONE:** 800-334-2014  
**EMAIL:** epatterson@kaplanco.com  
**FOB:** FOB Dest, Freight Prepaid

**ISSUER:**  
Carlos Fuentes  
**EXT:** 6208 **PHONE:** 515-240-2698  
**EMAIL:** carlos.fuentes1@iowa.gov

**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.

See 2025 Kaplan Catalog attached for item/pricing. Please note, web pricing prevails over printed catalog. Access the catalog at <https://www.kaplanco.com/>

PAYMENT TERMS: NET60

NO MINIMUM ORDERS

DELIVERY TERMS:

FOB DESTINATION FREIGHT PREPAID, 7-10 business days ARO for instock items; 2-6 weeks ARO for drop ship times, backorders normally ship within 30 business days ARO.

Contract Manager: Elizabeth Patterson, 800-334-2014 ext. 6208, epatterson@kaplanco.com

Ordering Department: 800-334-2014, F:800-452-7526, orders@kaplanco.com.

Billing: Angie Hutchins, ahutchins@kaplanco.com, 800-334-2014, F:336-712-2238.

1% Administrative Fee to be paid to quarterly to COO DAS CENTRAL PROCUREMENT.

**RENEWAL OPTIONS**

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

**AUTHORIZED DEPARTMENT**

ALL  
SUB Other Governmental Entities



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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
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1	0.00000	EA	99808	\$ 0.000000
				\$ 0.000000

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

**Arts and Crafts**

**Arts Supplies 14% DISCOUNT OF MSRP**

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

14% discount applied to current catalog pricing in effect at time of order. Some exclusions apply - See enclosed "Exclusions From Our Offer" statement. Our offer is not valid with any other sales offers, bids, quotes, coupons or discounts. This offer cannot be used toward purchases of gift certificates. This offer does not apply to outdoor playground structures, parts, surfacings or services of playground. It does not apply to lofts, technology products, computers & accessories, curriculum, assessments & screening materials, "All About ECERS-R", "All About ITERS-R", professional development, Tot Tree (#96616), Gaggle Buggy & accessories, LEGO products, laminators & accessories, sterilizers, and all PPE items. Discount applied to current catalog pricing in effect at time of order.

<https://www.kaplanco.com/>

2	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 14% DISCOUNT OF MSRP**

14% DISCOUNT OF MSRP - Blocks & Manipulatives, Books for Pre-K and K-12 ONLY, Dramatic Play, Infants & Toddlers, Language & Literacy, Math, Science, 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



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. Playground equipment

14% discount applied to current catalog pricing in effect at time of order. Some exclusions apply - See enclosed "Exclusions From Our Offer" statement. Our offer is not valid with any other sales offers, bids, quotes, coupons or discounts. This offer cannot be used toward purchases of gift certificates. This offer does not apply to outdoor playground structures, parts, surfacings or services of playground. It does not apply to lofts, technology products, computers & accessories, curriculum, assessments & screening materials, "All About ECERS-R", "All About ITERS-R", professional development, Tot Tree (#96616), Gaggle Buggy & accessories, LEGO products, laminators & accessories, sterilizers, and all PPE items. Discount applied to current catalog pricing in effect at time of order.

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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		
<b>CONTRACTOR'S NAME (If other than an individual, state whether a corp, partnership, etc.)</b>	<b>AGENCY NAME</b>		
Kaplan Early Learning Company CORP	BY (Authorized Signature)	Date Signed	BY (Authorized Signature) Date Signed
 <small>Elizabeth Patterson (Sep 23, 2025 09:33:43 EDT)</small>	Elizabeth Patterson	09/23/2025	 <small>Carlos Fuentes (Sep 23, 2025 08:38:57 CDT)</small>
<b>Printed Name and Title of Person Signing</b>	<b>Printed Name and Title of Person Signing</b>		
Elizabeth Patterson Director of Bids & Contracts	Carlos Fuentes, Statewide Procurement Officer		
<b>Address</b>	<b>Address</b>		
1310 Lewisville-Clemmons Rd., Lewisville, NC 27023	Hoover State Office Building, 1305 East Walnut Street Des Moines, IA 50319		