



# Jackson County, Missouri

## Request for Legislative Action

**REQUESTED MEETING DATE:** \_\_\_\_\_ **SPONSOR:** Megan L. Marshall

*To be completed by the County Counselor's Office:*

**NUMBER:** 21598 **ASSIGNED MEETING DATE:** 04/08/2024

**STAFF CONTACT:** John Konon **PHONE:** 816-881-3292

**EMAIL:** jkonon@jacksongov.org

**DEPARTMENT:** Finance

**TITLE:** Buyer

### SUMMARY:

Awarding a twelve-month term and supply contract beginning April 1, 2024 for the furnishing of building and grounds, maintenance, repair and operating (MRO) supplies for various county departments to Lowes Home Centers of Mooresville, NC, under the terms and conditions of the Lowes Omnia Partner's Cooperative Program Contract No. R192006, an existing competitively bid government contract.

Currently The County uses the State of Missouri Contract No. CC222120001 (Resolution No. 21165) which accesses the Omnia NASPO ValuePoint contract for Lowes which give a 7% instore discount only if a Lowes NASPO key fob or sticker is presented at point of sale. The County does not use a key fob or sticker for purchases to avoid possible misrepresentation at point of sale so the County is only receiving a 5% discount. Purchases by County employees are made by presenting Jackson County Employee Identification Card and department business phone.

To provide The County better value, the Finance and Purchasing Department is recommending participating in the Lowes Omnia Partner's Cooperative Program Contract No. R192006, that allows 5% discount on every purchase made at Lowe's PLUS an annual rebate on all sales from January through December payable in March the following year. This will provide The County the security that all purchase made will be by County Employees by presenting Jackson County Employee Identification Card and department business phone PLUS the annual volume rebate as per below:

Annual Purchase Volume Annual Rebate  
\$10,000 – \$24,999 2% rebate  
\$25,000 - \$49,999 4% rebate  
\$50,000 + 7% rebate

If approved the Omnia Partners Cooperative Program is retroactive back to January 1, 2024. The County's Lowes spend for 2023 was \$150,151.65 meaning the County would have received a \$10,510.62 check to be applied to the General Fund.

Pursuant to Section 1030.4 of the Jackson County Code, the Director of Finance and Purchasing recommends the award of a Twelve (12) Month Term and Supply Contract for the furnishing of buildings and grounds, maintenance, repair, and Operations (MRO) supplies for use by various County Departments under the terms and conditions of the Lowes Omnia Partners Cooperative Program Contract No. R192006, an existing competitively bid government contract. This Contract can be used at any Lowes located within Jackson County.

This award is made on as "As Needed" basis and does not obligate Jackson County to pay any specific amount. The Jackson County Compliance portal was checked and the recommended vendor has a current certificate on file showing 2024/12/31 expiration date.

**FINANCIAL IMPACT:** NO

YES

Amount

Fund

Department

Line-Item Detail

**ACTION NEEDED:** AWARD A CONTRACT

**ATTACHMENT(S):**



## LOWE'S Cooperative Contracts for Government Agencies

### OVERVIEW

Lowe's has dedicated Cooperative Contract Programs in place to support the government customer segment.

### Accepting Purchase Orders (PO's)

PO's can be accepted ONLY with an LCA or LPS account. To open an LCA or LPS account, customer to complete these forms and submit to [GovernmentSupport@lowes.com](mailto:GovernmentSupport@lowes.com).

- Lowe's Commercial Account (LCA): Government Letterhead Application Instructions
- LPS Gov Acct Registration Form

### NASPO (National Association of State Procurement Officials) Cooperative Program –#MA3875

- **Focus:** State purchasing agencies are typically required, by the state, to use the NASPO contract.
- 7% for every purchase at the time of purchase when scanning a key fob/sticker.
- 7% - 20% discount when purchasing online at Lowes.com.
- Volume discount in store when order is over \$1500.
- Opted out of MVP rewards
- [www.Lowes.com/NASPO](http://www.Lowes.com/NASPO)

### Omnia Partners Cooperative Program #R192006– (Update 4/30/23 Key Fob program ended)

- **Focus:** City/Local, County, Fire/Safety, Housing Authority, Habitat for Humanity, Non-Profit, School - K-12
- **Admin Fee / Rebate** is on all sales (less returns) from January through December and would pay out yearly around March by check
  - All forms of tender need to be registered on Lowes.com to track for the rebate

<u>Annual Purchase Volume</u>	<u>Annual Rebate</u>
\$10,000 – \$24,999	2% rebate
\$25,000 - \$49,999	4% rebate
\$50,000 + -	7% rebate

- Volume discount in store when order is over \$1500. **Rebate will stack**
- If customer has an LCA or LPS account, they get the **5% discount at point of sale and rebate will stack**
- [www.lowes.com/omnia](http://www.lowes.com/omnia)

### E&I (Educational and Institutional) Cooperative Program #CNR01375 – (4/30/23 Key Fob program ended)

- **Focus:** School - College/University, K12 Schools
- **Admin Fee / Rebate** is on all sales (less returns) from January through December and would pay out yearly around March by check
- All forms of tender need to be registered on Lowes.com to track for the rebate

<u>Annual Purchase Volume</u>	<u>Annual Rebate</u>
\$10,000 – \$24,999	2% rebate
\$25,000 - \$49,999	4% rebate
\$50,000 + -	7% rebate

- Volume discount in store when order is over \$1500. **Rebate will stack**
- If customer has an LCA or LPS account, they get the **5% discount at point of sale and rebate will stack**
- [www.lowes.com/eandi](http://www.lowes.com/eandi)

### MVPs Pro Rewards

**Important:** MVPs Pro Rewards does not automatically enroll in the MVPs Program for government entities.

- Primary Admin of Gov't orgs can opt-in of the MVPs Pro Paint Rewards program via the 'MVPs Pro Rewards Program Opt In Opt Out' link from their profile. > Profile and Preferences > Your Organization page > Go to bottom lower left click Opt in / Out link.

### Lowe's Contacts:

Gary Turnage, WEST Government National Account Manager; 346.436.9185 Cell / [gary.turnage@lowes.com](mailto:gary.turnage@lowes.com)



October 27, 2022

Mr. Scott Matthews  
[scott.matthews@lowes.com](mailto:scott.matthews@lowes.com)  
VP Pro Sales  
Lowe's Home Centers, LLC  
1000 Lowe's Blvd  
 Mooresville, NC 28117

Ending

Re: Renewal Award of Contract #R192006 ✓

Dear Mr. Matthews:

Per official action taken by the Board of Directors of Region 4 Education Service Center on October 25, 2022, Region 4 ESC is pleased to announce that Lowe's Home Centers, LLC has been awarded an annual contract renewal for the following, based on the sealed proposal submitted to Region 4 on December 9, 2019, and subsequent performance thereafter:

**Contract**

Maintenance, Repair and Operations (MRO)  
Supplies & Related Services

The contract will expire on March 31, 2024, completing the fourth year of a five-year term contract. The contract is available through OMNIA Partners, Public Sector. Your designated OMNIA Partners, Public Sector contact is Jessica Goforth, at (210) 729-0281 or [jessica.goforth@omniapartners.com](mailto:jessica.goforth@omniapartners.com).

The partnership between Lowe's Home Centers, LLC, Region 4 and OMNIA Partners, Public Sector can be of great help to participating agencies. Please provide copies of this letter to your sales representative(s) to assist in their daily course of business.

Sincerely,

DocuSigned by:

*Robert Zingelmann*

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Robert Zingelmann

Chief Financial Officer, Finance and Operations Services



October 27, 2023

Mr. Scott Matthews  
[scott.matthews@lowes.com](mailto:scott.matthews@lowes.com)  
VP Pro Sales  
Lowe's Home Centers, LLC  
1000 Lowe's Blvd  
 Mooresville, NC 28117

Renewal

Re: Renewal Award of Contract #R192006 ✓

Dear Mr. Matthews:

Per official action taken by the Board of Directors of Region 4 Education Service Center on October 24, 2023, Region 4 ESC is pleased to announce that Lowe's Home Centers, LLC has been awarded an annual contract renewal for the following, based on the sealed proposal submitted to Region 4 on December 9, 2019, and subsequent performance thereafter:


**Contract**

Maintenance, Repair and Operations (MRO) Supplies & Related Services

The contract will expire on March 31, 2025, completing the fifth year of a five-year term contract. The contract is available through OMNIA Partners, Public Sector. Your designated OMNIA Partners, Public Sector contact is Melissa Williams, at (810) 666-0972 or [melissa.williams@omniapartners.com](mailto:melissa.williams@omniapartners.com).

The partnership between Lowe's Home Centers, LLC, Region 4 and OMNIA Partners, Public Sector can be of great help to participating agencies. Please provide copies of this letter to your sales representative(s) to assist in their daily course of business.

Sincerely,

DocuSigned by:  


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Robert Zingelmann

Chief Financial Officer, Finance and Operations Services