

**AMENDMENT TO MEMORANDUM OF UNDERSTANDING  
Furniture, Installation and Related Products and Services  
City of Charlotte, North Carolina, Master Agreement No. 202000606  
MOU068  
City of Lincoln, Lancaster County and  
City of Lincoln-Lancaster County Public Building Commission  
Additional Product/Price Increase  
Haworth, Inc.**

This Amendment is hereby entered into by and between Haworth, Inc., One Haworth Center, Holland, MI 49423 (hereinafter "Contractor") and the City of Lincoln, Lancaster County and the City of Lincoln-Lancaster County Public Building Commission (hereinafter "Owners"), for the purpose of amending the Memorandum of Understanding (MOU) dated March 9, 2020 executed under City Executive Order No. 94133, and County Contract C-20-0132, dated March 17, 2020, and executed by the City of Lincoln-Lancaster County Public Building Commission, on February 11, 2020, for Furniture, Installation and Related Products and Services, MOU068, which is made a part of this amendment by this reference.

WHEREAS, the parties hereby amend the Contract to reflect additional product and price increase, per Attachment A, upon execution, for the remainder of the current term; and

WHEREAS, the expenditures for the City of Lincoln will remain the same for the remainder of this Contract term; and

WHEREAS, the expenditures for Lancaster County will remain the same for the remainder of this Contract term; and

WHEREAS, the expenditures for the City of Lincoln-Lancaster County Public Building Commission will remain the same for the remainder of this Contract term; and

NOW, THEREFORE, IN CONSIDERATION of the mutual covenants contained in the Contract, under City Executive Order No. 94133, and County Contract C-20-0132 and stated herein the parties agree as follows:

- 1) The parties hereby amend the Contract to reflect additional product and price increase, per Attachment A, upon execution, for the remainder of the current term.
- 2) The expenditures for the City of Lincoln will remain the same for the remainder of this Contract term.
- 3) The expenditures for Lancaster County will remain the same for the remainder of this Contract term.
- 4) The expenditures for the City of Lincoln-Lancaster County Public Building Commission will remain the same for the remainder of this Contract term.
- 5) All other terms of the Contract, not in conflict with this Amendment, shall remain in full force and effect.

The Parties do hereby agree to all the terms and conditions of this Amendment. This Amendment shall be binding upon the parties, their heirs, administrators, executors, legal and personal representatives, successors, and assigns.

IN WITNESS WHEREOF, the Parties do hereby execute this Amendment upon completion of signatures on:

Vendor Signature Page

City of Lincoln Signature Page

Lancaster County Signature Page

City of Lincoln-Lancaster County Public Building Commission Signature Page

## Vendor Signature Page

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 Haworth, Inc.**

**Please sign, date and return within 2 days of receipt.**

Attn: Lori L. Irons  
 Email to: llirons@lincoln.ne.gov

<b>Company Name:</b>	Haworth, Inc.
<b>By: (Please Sign)</b>	
<b>By: (Please Print)</b>	Matthew Corl
<b>Title:</b>	Manager of Contracts & Pricing
<b>Company Address:</b>	One Haworth Center, Holland MI 49423
<b>Company Phone &amp; Fax:</b>	616-393-3000
<b>E-Mail Address:</b>	matt.corl@haworth.com
<b>Date:</b>	11/30/2021
<b>Contact Person for Orders or Service</b>	Steve Shoemaker
<b>Contact Phone Number:</b>	402.681.3045

**City of Lincoln Signature Page**

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**EXECUTION BY THE CITY OF LINCOLN, NEBRASKA**

ATTEST:

\_\_\_\_\_  
City Clerk

CITY OF LINCOLN, NEBRASKA

\_\_\_\_\_  
Finance Director

Approved by Directorial Order No. \_\_\_\_\_

dated \_\_\_\_\_

## Lancaster County Signature Page

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### EXECUTION BY LANCASTER COUNTY, NEBRASKA

Contract Approved as to Form:

The Board of County Commissioners of  
Lancaster, Nebraska

\_\_\_\_\_  
Deputy Lancaster County Attorney

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

dated \_\_\_\_\_

**City of Lincoln-Lancaster County Public Building Commission  
Signature Page**

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Haworth, Inc.**

**EXECUTION BY LINCOLN-LANCASTER COUNTY PUBLIC BUILDING COMMISSION**

ATTEST:

\_\_\_\_\_  
Public Building Commission Attorney

\_\_\_\_\_  
Chairperson, Public Building Commission

dated \_\_\_\_\_

**STATE OF NORTH CAROLINA  
COUNTY OF MECKLENBURG**

**SIXTH AMENDMENT TO THE AGREEMENT TO PROVIDE  
FURNITURE, INSTALLATION, AND RELATED PRODUCTS AND SERVICES**

**THIS SIXTH AMENDMENT TO THE AGREEMENT TO PROVIDE FURNITURE, INSTALLATION, AND RELATED PRODUCTS AND SERVICES** (this "Sixth Amendment") is made and entered into this 11th of August 2021, by and between Haworth, Inc., a Michigan corporation doing business in North Carolina (the "Company"), and the City of Charlotte, a North Carolina municipal corporation (the "City").

**Statement of Background and Intent**

- A. The City of Charlotte and the Company entered into an Agreement for furniture, installation, and related products and services dated January 1, 2020 (the "Contract") pursuant to which the Company agreed to provide furniture, installation, and related products and services for the City of Charlotte.
- B. The parties amended the Contract to incorporate changes to the pricing sheet and Delivery and Force Majeure clauses.
- C. The parties amended the Contract to add the Tuohy product line.
- D. The parties amended the Contract to adjust commercial pricing.
- E. The parties amended the Contract to add the Resonate product line and incorporate other changes.
- F. The parties amended the Contract to incorporate changes to the pricing sheet and additional Federal Contract Terms.
- G. The parties now desire to amend the Contract to add a new product line and to incorporate certain other changes.

NOW, THEREFORE, in consideration of the mutual covenants and agreements contained herein, the parties hereby agree to the following:

**AGREEMENT**


- 1. The terms of the Contract are restated by and incorporated into this Sixth Amendment by reference.
- 2. Defined terms used in this Sixth Amendment shall have the same meaning as are assigned to such terms in the Contract.
- 3. The Pricing Sheets in Exhibit A of the Contract is hereby replaced in its entirety due to the addition of the new Veda product line which are attached as Exhibit A.6.
- 4. Except to the extent specifically provided above, this amendment shall not be interpreted or construed as waiving any rights, obligations, remedies, or claims the parties may otherwise have under the Contract.
- 5. In all other respects and except as modified herein, the terms of the Contract shall remain in force and effect.

*[Signature Page Follows]*

IN WITNESS WHEREOF, and in acknowledgement that the parties hereto have read and understood each and every provision hereof, the parties have caused this Sixth Amendment to be executed as of the date first written above.

HAWORTH, INC.

CITY OF CHARLOTTE:  
CITY MANAGER'S OFFICE

BY:   
(signature)

BY: \_\_\_\_\_  
(signature)

PRINT NAME: Chris Bowman

PRINT NAME: \_\_\_\_\_

TITLE: Director Pricing + Contracts

TITLE: \_\_\_\_\_

DATE: 8/13/21

DATE: \_\_\_\_\_



HAWORTH - CONTRACT 202000606-6  
EXHIBIT A.6 - PRICING SHEET

**1. FIXED PERCENTAGE (%) DISCOUNT OFF THE MANUFACTURER'S LIST PRICE - FURNITURE CATEGORIES AND OTHER RELATED PRODUCTS:**

CATEGORY	VERIFIABLE MANUFACTURER'S LIST PRICE CATALOG NAME - APRIL 2019	DROP SHIP	INSIDE DELIVERY
Systems Furniture	Unigroup Systems (NW & WT)	71%	66%
Systems Furniture	Unigroup Too Panels	71%	66%
Systems Furniture	Places Systems (NW & WT)	71%	66%
Systems Furniture	Adaptable Comps - Wksr, Up Stor, Lghtng	71%	66%
Systems Furniture	Places Systems (Wood)	71%	66%
Systems Furniture	Systems Fabric	71%	66%
Systems Furniture	Compose	68%	63%
Systems Furniture	Premise Systems	68%	63%
Systems Furniture	IF Systems	68%	63%
Freestanding Furniture	Masters	53%	48%
Freestanding Furniture	Suite	53%	48%
Freestanding Furniture	Everyday Office	50%	45%
Freestanding Furniture	Jive	50%	45%
Freestanding Furniture	Cultivate	58%	53%
Freestanding Furniture	Intuity	53%	48%
Freestanding Furniture	Patterns	53%	48%
Freestanding Furniture	Kinetics, Tempo, Tactics, Planes, Cmpose	58%	53%
Freestanding Furniture	Upside	58%	53%
Freestanding Furniture	Tuohy (Manufacturer Catalog 2/1/2020)	41.50%	36.50%
Seating / Chairs	Accolade/Comf 28 NW/Monaco/Sys 58	63%	58%
Seating / Chairs	Improv, Comforto 12	63%	58%
Seating / Chairs	Seating Fabric	63%	58%
Seating / Chairs	Look (Sit 10)	63%	58%
Seating / Chairs	X99 Seating	60%	55%
Seating / Chairs	Wood Stg - Comp,Fmze,Glrie,Tally,Etc	53%	48%
Seating / Chairs	Very Task Seating	55%	50%
Seating / Chairs	Very Seating Line (Non-Task)	55%	50%
Seating / Chairs	Zody	55%	50%
Seating / Chairs	Lively, Cassis, WD Seating	55%	50%
Seating / Chairs	Veda	50%	55.0%
Seating / Chairs	Lively™	60%	55%
Seating / Chairs	Fern	50%	45%
Seating / Chairs	Soji™	50%	45%
Seating / Chairs	Maari™	54%	49%
Seating / Chairs	Tuohy (Manufacturer Catalog 2/1/2020)	33%	28%
Seating / Lounge	Resonate	53%	48%
Filing Systems, Storage & Equipment	Be_Hold Storage	53%	48%
Filing Systems, Storage & Equipment	Beside	63%	58%
Filing Systems, Storage & Equipment	Premise & X-Series Files	63%	58%
Filing Systems, Storage & Equipment	X-Series Peds	63%	58%
Filing Systems, Storage & Equipment	950 Fls, Plcs Fs Stl, IF Lat Fls & Psts	63%	58%
Filing Systems, Storage & Equipment	V-Series Files & Peds	63%	58%
Filing Systems, Storage & Equipment	Active Storage	53%	48%
OTHER RELATED PRODUCTS	VERIFIABLE MANUFACTURER'S LIST PRICE CATALOG NAME - APRIL 2019	DROP SHIP	INSIDE DELIVERY
Walls	Enclose	55%	50%
Walls	Walls Adaptable Components	55%	50%
Walls	Walls Glass	55%	50%
Walls	Pergola	60%	55%
Haworth Collections & Healthcare	Haworth Collection - Haworth	41%	36%
Haworth Collections & Healthcare	Healthcare	57%	52%
Haworth Collections & Healthcare	Harbor Work Lounge™	50%	45%
Haworth Collections & Healthcare	Haworth Collection - Pablo Designs	15%	10%
Haworth Collections & Healthcare	Haworth Collection - Capp, Cass, P Frau	15%	10%
Haworth Collections & Healthcare	Haworth Collection - GAN	10%	5%
Haworth Collections & Healthcare	Haworth Collection - JANUS et Cie	15%	10%
Haworth Collections & Healthcare	BuzziSpace	35%	30%
Accessories & Technology	Locks	71%	66%
Accessories & Technology	Technology Products	55%	50%
Accessories & Technology	Ergotron Accessories	48%	43%
Accessories & Technology	DataThing	40%	35%
Accessories & Technology	Jump Stuff	41%	36%

**HAWORTH - CONTRACT 2020000606-6**

**EXHIBIT A.6 - PRICING SHEET**

<b>2. OPTION #1 - FIXED PERCENTAGE (%) DISCOUNT ON INSTALLATION SERVICES:</b>	
Basic Installation - Normal Hours	10%
Basic Installation - After Hours	15%
Expanded Installation - Normal Hours	18%
Expanded Installation - After Hours	27%
<b>OPTION #2 - FIXED HOURLY RATE RANGE FOR INSTALLATION AND OTHER ADDITIONAL SERVICES AND SOLUTIONS:</b>	
Basic Installation - Normal Hours	\$28 - \$36
Basic Installation - After Hours	\$39 - \$54
Expanded Installation - Normal Hours	\$35 - \$45
Expanded Installation - After Hours	\$52.5 - \$67.5
Design	\$28 - \$36
Project Management	\$35 - \$45
Asset Management	\$18 - \$28
Refurbishment	\$32 - \$42
Subject to change based on geographic area, prevailing wage requirements and other factors.	

<b>3. FIXED MONTHLY RATE FOR STORAGE OPTIONS:</b>		
<b>STANDARD FIXED MONTHLY RATE</b>	<b>MONTHLY RATE / FT<sup>2</sup></b>	<b>MONTHLY RATE / FT<sup>3</sup></b>
Negotiable per location	\$1.25	\$1.95

<b>4. PRICING INCENTIVES BEYOND THE STANDARD DISCOUNT:</b>	
<b>DESCRIPTION</b>	<b>ADDITIONAL PERCENTAGE (%) DISCOUNT</b>
Accessories & Technology (List Volume > \$10,000)	1 - 4%
Seating (List Volume >\$25,000)	1 - 4%
Haworth Collection & Healthcare (List Volume > \$50,000)	1 - 4%
Storage and Tables (List Volume > \$50,000)	1 - 4%
Systems (List Volume > \$100,000)	1 - 4%
Walls and Wood (List Volume > \$100,000)	1 - 4%
Haworth is offering low first tier pricing with negotiable discount ranges established, based on individual product list volume.	
In addition, we will offer a Sole Source pricing option to any OMNIA participating agency that selects Haworth as its sole source provider within the terms of the OMNIA contract. This option will provide deeper discounts than the standard OMNIA contract and would require agencies to sign an agreement acknowledging Haworth as their single source provider.	