

RFP 265-25-80618, Equine Drug Testing
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Instructions: Please provide answers in the shaded areas to all questions. Reference all attachments in the shaded area.

Business Proposal

2.3.1 General (optional) - Please introduce or summarize any information the Respondent deems relevant or important to the State's successful acquisition of the products and/or services requested in this RFP.

The Industrial Laboratories Company, Inc. was founded in 1945. Originally established as an in-house microbiology company for a baked goods factory, verifying product quality and safety. The laboratory was sold off from the parent company, and started expanding into the field of Analytical Chemistry to complement the laboratory's services in food safety and started testing products for nutritional labeling and other claims. In 1953, the State of Colorado, interested in opening racetracks, approached the company and asked if the lab could test racehorses and greyhounds for banned substances, this was the start of our banned substances career. Over time the lab began to expand and offer its services to other racing jurisdictions. Industrial Laboratories is now one of the leading laboratory authorities in horse racing and provides banned substance testing services to other jurisdictions both across the United States and internationally.

Industrial Labs is a family owned and operated business that employs hardworking individuals. The lab has a single location in its new 30,000 square foot home in Denver Colorado. IL provides quality, cost-effective, cutting-edge analysis coupled with outstanding customer service. The lab believes firmly in the quality of its analytical science and helped lead the initiative for third party accreditation. Industrial Laboratories was one of the first labs in industry, accredited to ISO 17025 through American Association of Laboratory Accreditation (A2LA) and to the Racing Medication Testing Consortium's (RMTTC) Laboratory Accreditation Program, as well.

Industrial Labs is committed to advancing the performance of the animal drug testing industry. In 2012, Industrial Labs, while working with racing jurisdictions who suspected a rogue doping substance, the lab discovered the use of dermorphin. Additionally in 2024, the lab identified another new compound to horse racing ABD-fubinaca. To advance the racehorse testing industry and help all jurisdictions screen for and eradicate the use this banned substance, Industrial Labs released its method to the racehorse testing industry.

Industrial Laboratories has been exceptionally grateful for the working relationship that it has been able to establish with the Indiana Horse Racing Commission. We are excited to have the opportunity to, potentially, continue working with the Racing Commission to help Indiana facilitate an exemplary horse racing program. With Industrial laboratories' cutting edge technology, cost effective, technically advanced, quality oriented laboratory analysis, paired with

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excellent customer service, Industrial Laboratories is pleased to provide the State of Indiana Horse Racing Commission with a best in class drug screening program.

- 2.3.2** Respondent's Company Structure - Please include in this section the legal form of the Respondent's business organization, the state in which formed (accompanied by a certificate of authority), the types of business ventures in which the organization is involved, and a chart of the organization. If the organization includes more than one (1) product division, the division responsible for the development and marketing of the requested products and/or services in the United States must be described in more detail than other components of the organization. Please enter your response below and indicate if any attachments are included.

The Industrial Laboratories Company, Inc. (Industrial Labs) is a C Corporation Incorporated in the State of Colorado.

- 2.3.3** Respondent's Diversity, Equity and Inclusion Information - With the Cabinet appointment of a Chief Equity, Inclusion and Opportunity Officer, on February 1, 2021, the State of Indiana sought to highlight the importance of this issue to the state. Please share leadership plans or efforts to measure and prioritize diversity, equity, and inclusion. Also, what is the demographic compositions of Respondents' Executive Staff and Board Members, if applicable.

Hiring and Retention is always complicated in our specialized laboratory industry. However, whenever possible the laboratory works to maintain a diverse workforce. While we have no direct initiatives due to restraints and limitations finding capable scientific personnel, our employee demographic is exceptionally diverse and inclusive. The executive staff is 60% female and 10% minority demographic. The board of directors is 100% minority demographic.

- 2.3.4** Company Financial Information - This section must include documents to demonstrate the Respondent's financial stability. Examples of acceptable documents include most recent Dunn & Bradstreet Business Report (preferred) or audited financial statements for the two (2) most recently completed fiscal years. If neither of these can be provided, explain why, and include an income statement and balance sheet, for each of the two most recently completed fiscal years.

If the documents being provided by the Respondent are those of a parent or holding company, additional information should be provided for the entity/organization directly responding to this RFP. That additional information should explain the business relationship between the entities and demonstrate the financial stability of the entity/organization which is directly responding to this RFP.

The Industrial Laboratories Company, Inc. is a private for profit corporation and financial information is not disclosed outside of its shareholders and board of

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directors. The company has been in business since 1945 and the current group of investors have owned Industrial Laboratories since 1994. The group of investors is committed to ensuring the company will be successful and continue to contribute to the health and wellbeing of equine athletes and the horse racing industry. The Company's 79 year history is testament to its financial stability and the commitment of its shareholders to ensure the company's financial future.

- 2.3.5 Integrity of Company Structure and Financial Reporting** - This section must include a statement indicating that the CEO and/or CFO, of the responding entity/organization, has taken personal responsibility for the thoroughness and correctness of any/all financial information supplied with this proposal. The areas of interest to the State in considering corporate responsibility include the following items: separation of audit functions from corporate boards and board members, if any, the manner in which the organization assures board integrity, and the separation of audit functions and consulting services. The State will consider the information offered in this section to determine the responsibility of the Respondent under IC 5-22-16-1(d).

The CFO has the ability to access the Board of Directors, if necessary. A large national third party accounting firm, helps ensure accuracy of our financial statements.

- 2.3.6 Contract Terms/Clauses** - Please provide the requested information in RFP Section 2.3.6.

No Proposed changes.

- 2.3.7 References** - Reference information is captured on Attachment H Respondent should complete the reference information portion of the Attachment H which includes the name, address, and telephone number of the client facility and the name, title, and phone/fax numbers of a person who may be contacted for further information if the State elects to do so. The rest of Attachment H should be completed by the reference and emailed DIRECTLY to the State. The State should receive three (3) Attachment Hs from clients for whom the Respondent has provided products and/or services that are the same or similar to those products and/or services requested in this RFP. Attachment H should be submitted to idoareferences@idoa.in.gov. Attachment H should be submitted no more than ten (10) business days after the proposal submission due date listed in Section 1.24 of the RFP. Please provide the customer information for each reference.

Customer 1	
Legal Name of Company or Governmental Entity	Kentucky Horse Racing and Gaming Corporation
Company Mailing Address	4047 Iron Works Parkway
Company City, State, Zip	Lexington, KY 40511
Company Website Address	www.khrc.ky.gov

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Contact Person	Jamie Eads
Contact Title	President
Company Telephone Number	859-246-2040
Company Fax Number	
Contact E-mail	Jamie.eads@ky.gov
Industry of Company	Horse Racing
Customer 2	
Legal Name of Company or Governmental Entity	Oklahoma Horse Racing Commission
Company Mailing Address	2800 N Lincoln Blvd Suite 220
Company City, State, Zip	Oklahoma City, Ok 73105
Company Website Address	www.ohrc.ok.gov
Contact Person	Dr. John Chancey
Contact Title	Executive Director
Company Telephone Number	405-943-6472
Company Fax Number	
Contact E-mail	John.chancey@ohrc.ok.gov
Industry of Company	Horse Racing
Customer 3	
Legal Name of Company or Governmental Entity	New Jersey Horse Racing Commission
Company Mailing Address	140 East Front Street, 8 th Floor, PO Box 088
Company City, State, Zip	Trenton, NJ 08625
Company Website Address	https://www.njoag.gov/about/divisions-and-offices/nj-racing-commission-home/
Contact Person	Dr. Kathleen Picciano
Contact Title	State Veterinarian
Company Telephone Number	602-292-0613
Company Fax Number	
Contact E-mail	Kathleen.picciano@njoag.gov
Industry of Company	Horse Racing

2.3.8 Registration to do Business – Per RFP 2.3.8, Respondents providing the products and/or services required by this RFP must be registered to do business by the Indiana Secretary of State. The Secretary of State contact information may be found in Section 1.18 of the RFP. This process must be concluded prior to contract negotiations with the State. It is the successful Respondent's responsibility to complete the required registration with the Secretary of State. Please indicate the status of registration, if applicable. Please clearly state if you are registered and if not provide an explanation.

The Industrial Laboratories Company, Inc. is currently registered with the state of Indiana Secretary of State and would be glad to maintain its registration

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throughout the duration of the contract, as is mandatory.

- 2.3.9** Authorizing Document - Respondent personnel signing the Executive Summary of the proposal must be legally authorized by the organization to commit the organization contractually. This section shall contain proof of such authority. A copy of corporate bylaws or a corporate resolution adopted by the board of directors indicating this authority will fulfill this requirement. Please enter your response below and indicate if any attachments are included.



- 2.3.10** Subcontractors - The Respondent is responsible for the performance of any obligations that may result from this RFP and shall not be relieved by the non-performance of any subcontractor. Any Respondent's proposal must identify all subcontractors and describe the contractual relationship between the Respondent and each subcontractor. Per instructions in Attachment J, either a copy of the executed subcontract or a letter of agreement over the official signature of the firms involved must accompany each proposal.

Any subcontracts entered by the Respondent must be in compliance with all State statutes and will be subject to the provisions thereof. For each portion of the proposed products and services to be provided by a subcontractor, the technical proposal must include the identification of the functions to be provided by the subcontractor and the subcontractor's related qualifications and experience.

The combined qualifications and experience of the Respondent and any or all subcontractors will be considered in the State's evaluation. The Respondent must furnish information to the State as to the amount of the subcontract, the qualifications of the subcontractor for guaranteeing performance, and any other data that may be required by the State. All subcontracts held by the Respondent must be made available upon request for inspection and examination by appropriate State officials, and such relationships must meet with the approval of the State.

The Respondent must list any subcontractor's name, address, and the state in which formed that are proposed to be used in providing the required products and/or services. The subcontractor's responsibilities

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under the proposal, anticipated dollar amount for subcontract, subcontractor's form of organization, and an indication from the subcontractor of a willingness to carry out these responsibilities are to be included for each subcontractor. This assurance in no way relieves the Respondent of any responsibilities in responding to this RFP or in completing the commitments documented in the proposal. The Respondent must indicate which, if any, subcontractors qualify as a Minority Business Enterprise, Women's Business Enterprise, or Veteran Owned Business under IC 4-13-16.5-1 and IC 5-22-14-3.5. See Sections 1.21, 1.22 and Attachments A/A1 for Minority, Women, and Veteran Business information.

IVOSB entities (whether a prime or subcontractor) must have a Bidder ID. If registered with IDOA, this should have already been provided (as with MWBEs). IVOSBs that are only registered with the Federal Center for Veterans Business Enterprise will need to ensure that they also have a Bidder ID provided by IDOA (please see section 2.3.7 for details).

Industrial Laboratories plans to continue to utilize the University of Kentucky, Veterinary Diagnostic Laboratory for assistance with screening for metals in equine blood. Industrial Laboratories has been working with the Vet Diagnostics Lab in this capacity for several years. The VDL lab is set up to take regular sample submissions and does not have a formal subcontract process. As the Industrial Labs has been working with the University of Kentucky Vet Diagnostic Lab, we can attest to the quality of their work and that it meets performance requirements of our laboratory and our State contract.

University of Kentucky, Veterinary Diagnostic Laboratory
1490 Bull Lea Road
Lexington, KY 40512

No other subcontractors will be utilized for this contract.

2.3.11 Evidence of Financial Responsibility – Removed at the request of the agency.

2.3.12 General Information - Each Respondent must enter your company's general information including contact information.

Business Information	
Legal Name of Company	The Industrial Laboratories Company, Inc.
Contact Name	Seth Wong
Contact Title	President
Contact E-mail Address	Swong@industrialabs.net
Company Mailing Address	6116 E Warren Ave
Company City, State, Zip	Denver, CO 80222

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Company Telephone Number	303-287-9691
Company Fax Number	N/A
Company Website Address	Www.industriallabs.net
Federal Tax Identification Number (FTIN)	84-1257406
Number of Employees (company)	65
Years of Experience	79
Number of U.S. Offices	1
Year Indiana Office Established (if applicable)	Not Applicable
Parent Company (if applicable)	Not Applicable
Revenues (\$MM, previous year)	Confidential
Revenues (\$MM, 2 years prior)	Confidential
% Of Revenue from Indiana customers	Confidential

- a. Does your Company have a formal disaster recovery plan? Please provide a yes/no response. If no, please provide an explanation of any alternative solution your company has to offer. If yes, please note and include as an attachment.

Yes, the company has a formal disaster recovery plan. Individual backups on each workstation are backed up into the cloud. Additionally, all electronic documentation is required to be stored on the laboratory's central server, which is also backed up via redundant hard drives in the server, and through cloud back up. Furthermore, the company utilizes various separate servers; one for document retention and the other for the laboratory information management system, which stores all results generated in the laboratory. These systems were placed on separate servers for security purposes and both servers are backed up to the cloud. All instrument data is backed up on local computers and moved from local computers onto the server regularly. Thus, providing redundant storage and back up fail-safes. The company also has a firewall which restricts access by unapproved parties from accessing the company network, workstations, and servers.

Documentation for all client sample requests, lab processes, and results is generated in hard copy format. Hard Copy documents are retained on site for one to two years and then moved to a secure 3rd party document storage facility, where they are retained until they have been held for seven years, at which point they are shredded. This hard copy retention provides additional disaster recovery preparedness, if hard copies are needed.

- b. What is your company's technology and process for securing any State information that is maintained within your company?

Industrial Laboratories has minimal a amount of data from the State of Indiana information by design. The information that the laboratory does have is limited

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in that it is coded by independently assigned sample numbers designated by the test barn and held by the State of Indiana. Thus, for data to be of significant value an individual would need to know which sample numbers correspond to each sample. Test results are reported by sample numbers and do not disclose the identity of any participant. Test reports are stored on the company's data server and information laboratory management software. Both data bases are set up on independent servers to restrict reach through access of each system. The company's Laboratory Information Management System also requires that each independent workstation be granted access to the LIMS at install authorizing that workstation access to the database, ensuring that only approved computers can access company testing data. Additionally, each server sits behind a firewall for protection from hacking.

2.3.13 Experience Serving State Governments - Please provide a brief description of your company's experience in serving state governments and/or quasi-governmental accounts.

Industrial laboratories has been providing drug testing services in performance sports animals since 1953 when the lab was approached by the State of Colorado to commence racehorse and equine drug testing and the State was eager to adopt racehorse betting and install racetracks across the State. Since then, Industrial Labs, has grown to service various government race jurisdictions across the United States and Internationally. Through its other lines of work, Industrial laboratories works with a variety of government entities from municipalities where we conduct drinking water compliance, other State agencies and the federal government where we provide other various testing services.

2.3.14 Experience Serving Similar Clients - Please describe your company's experience in serving customers of a similar size to the State with similar scope. Please provide specific clients and detailed examples.

Industrial Laboratories services a number of states in similar scope and size. The following is a list of some of our clients that currently contract Industrial Laboratories' services. demonstrating our ability to serve clients within this discipline.

State of Arizona – Department of Racing (Currently Horse racing, previously dog racing)

1110 West Washington Street, Suite 260
Phoenix, AZ 85007
(602) 364-1700

The Industrial Laboratories Company has been an official testing laboratory for the State of Arizona since **1991**.

State of Colorado – Division of Racing Events (Currently Horse racing,

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previously also dog racing)

1881 Pierce Street, Room 108
Lakewood, CO 80214
(303) 866-6597

The Industrial Laboratories Company has continuously served as the official testing laboratory for the State of Colorado since **1953**.

State of Iowa

Iowa Racing and Gaming Commission
1300 Des Moines St., Suite 100
Des Moines, IA 50309-5508
Ms. Tina Eick, Director of Operations
tina.eick@iowa.gov
(515) 281-3451

IL was awarded the Iowa contract in April **2018**.

Commonwealth of Kentucky

Kentucky Horse Racing and Gaming Corporation
4063 Iron Works Parkway, Building B
Lexington, KY 40511
Ms. Jamie Eads, Executive Director
jaimie.eads@ky.gov
859-246-2040 (Telephone)

The Industrial Laboratories Co. has been the primary testing laboratory for Kentucky since **2018**.

**Commonwealth of Massachusetts – Massachusetts Gaming Commission
(Horse and Harness racing)**

101 Federal Street, 12th Floor
Boston, Massachusetts 02110
Dr. Alex Lightbown, Director
alightbown@MassMail.State.MA.US
(617) 979-8436

The Industrial Laboratories Company has been the official testing laboratory for Massachusetts since **2016**.

State of Michigan – Michigan Gaming Commission (Horse and Harness racing)

Cadillac Place
3062 West Grand Blvd.
Suite L-700
Detroit, MI 48202

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(313) 456-4130

The Industrial Laboratories Company has been the official testing laboratory for Minnesota since **2017**.

State of Minnesota – Minnesota Racing Commission (Horse and Harness racing)

P.O. Box 630
1100 Canterbury Road
Shakopee, MN 55379
Dr. Lynn Hovda: (612) 860-5806 (cell)
Lynn.hovda@state.mn.us

The Industrial Laboratories Company has been the official testing laboratory for Minnesota since **2008**.

**State of New Mexico
New Mexico Racing Commission**

4900 Alameda Blvd. NE
Albuquerque, NM 87113
Office: 505.222.0714
Mr. Ismael (Izzy) Trejo, Executive Director
Ismael.Trejo@state.nm.us

The Industrial Laboratories Company has been the official testing laboratory for New Mexico since **2018**

State of North Dakota – North Dakota Racing Commission (Horse racing)

500 N 9th Street
Bismarck, ND 58501-4509
Mr. Jack Schutz, Executive Director
Office: 701-328-4290
jschulz@nd.gov

The Industrial Laboratories Company has been the official testing laboratory for North Dakota for at least the past twenty years.

State of Oklahoma – Oklahoma Horse Racing Commission (Horse racing)

2401 NW 23rd Street, Suite 78
Oklahoma City, OK 73107
Dr. John Chancy, Executive Director
jchancy@ohrc.gov
(405) 943-6472

The Industrial Laboratories Company has been the official testing laboratory

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for the State of Oklahoma since **2006**.

State of West Virginia – West Virginia Horse Racing Commission (Horse racing)

State Capital Complex
West Wing, Room 317
Charleston, WV 25305-3327
Mr. Joe Moore, Executive Director
joe.k.moore@wv.gov
(304) 558-2150

The Industrial Laboratories Company has been the official testing laboratory for West Virginia since **2015**.

2.3.15 Indiana Preferences - Pursuant to IC 5-22-15-7, Respondent may claim only one (1) preference. For the purposes of this RFP, this limitation to claiming one (1) preference applies to Respondent's ability to claim eligibility for Buy Indiana points. Respondent must clearly indicate which preference(s) they intend to claim. Additionally, the Respondent's Buy Indiana status must be finalized when the RFP response is submitted to the State.

Approval will be system generated and sent to the point of contact email address provided within the Bidder Registration profile. This is to be attached as a screenshot (copied/pasted) for response evaluation.

Buy Indiana

Refer to Section 2.7 for additional information.

Industrial Laboratories will not be claiming any Buy Indiana preferences.

2.3.16 Payment - Removed at the request of the agency

2.3.17 Extending Pricing to Other Governmental Bodies – Indicate your willingness to extend prices of awarded products and/or services to other governmental bodies per RFP section 2.3.17.

If the service is applicable, The Industrial Laboratories Company, Inc. is willing to extended prices for equine drug testing services to other governmental bodies as required.