



COMMONWEALTH OF VIRGINIA
STANDARD CONTRACT

Contract No. UCPJMU5323

This contract entered into this 12th day of November 2018, by Skyline Tent Company hereinafter called the "Contractor" and Commonwealth of Virginia, James Madison University called the "Purchasing Agency".

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the services to the Purchasing Agency as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: From November 15, 2018 through November 14, 2019 with 6 one-year renewal options.

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposal #JGM-999 dated May 1, 2018:
 - (a) The Statement of Needs,
 - (b) The General Terms and Conditions,
 - (c) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions;
 - (d) Addendum No. One dated May 18, 2018
 - (e) Addendum No. Two dated June 8, 2018
 - (f) Addendum No. Three dated July 5, 2018
- (3) The Contractor's Proposal dated July 6, 2018 and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
 - (a) Negotiations Summary, dated October 10, 2018.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

CONTRACTOR:

By: _____
(Signature)

Kathryn Kieffer
(Printed Name)

Title: Director

PURCHASING AGENCY:

By: _____
(Signature)

Garrett Morris
(Printed Name)

Title: Buyer Senior

1. Contractor Pricing Schedule

- a. Contractor shall provide the purchasing agency with 10% off of the retail price found in *Attachment A, Skyline Tent Equipment List*.
- b. Contractor shall provide a 15% discount off the following labor and event services rates:

Installation/Strike Labor	\$40/hour per crew member
On-Site Event Attendant	\$100/hour with four hour minimum
Permit Acquisition	\$100/hour with one hour minimum
CAD Services	\$125/hour with four hour minimum
Project Management Labor	\$250/hour with four hour minimum

- c. Delivery charges shall include the delivery *and* pick up of rented items. Delivery charges will be in accordance with the Zone Map:

Zone 1/Zone 8	\$750.00
Zone 2	\$350.00
Zone 3	\$150.00
Zone 4	\$500.00
Zone 5	\$800.00
Zone 6	\$300.00
Zone 7	\$400.00
Zone 9	\$1,200.00

- d. Replacement cost for damaged or lost items shall be determined at a fair market value depending upon condition and age of the item. The replacement charge shall not exceed the Contractor's current cost *plus* freight. Contractor shall provide documentation of item cost to the Purchasing Agency's request.

- e. All travel related expenses shall receive prior approval from the Purchasing Agency and be in accordance with the Commonwealth of Virginia's per diem allowance for lodging, meals, and incidental expenses <https://www.gsa.gov/travel/plan-book/per-diem-rates>.
 - f. Contractor shall not require the Purchasing Agency to place a deposit on rental items.
 - g. In the event that the Purchasing Agency would cancel an order less than three (3) business days prior to the delivery date, the maximum allowable cancellation fee shall be 50% of the total rental order. Any cancellations outside of three (3) days shall not incur a cancellation fee.
 - h. The performance of all scheduled equipment rentals shall be subject to government regulations, civil disorders, disasters, inclement weather, or any events making it illegal or impossible to hold the event for which the rental is for. It is provided that the equipment rental may be terminated without liability including cancellation fees for any one or more of such reasons by prompt written notice from one party to the other. Each affected Party further agrees to use its best efforts to correct the Force Majeure Event as quickly as practicable and to give the other Party prompt written notice when it is again fully able to perform such obligations.
 - i. Minimum order requirement of \$750.00
- 2. The Purchasing Agency will issue a purchase order for each order based upon a quote provided by the Contractor. No additional agreements, order forms, Contractor terms and conditions and or signatures will be required or accepted.
 - 3. The Contractor has disclosed all potential fees. Additional charges will not be accepted.
 - 4. Payments shall be made in accordance with the Code of Virginia, §2.2-4347 through 2.2-4354, Prompt Payment.
 - 5. For all James Madison University orders Contractor shall:
 - a. Notify Julie Bubb Dove, JMU Facilities Management Administration, 540-568-4103, bubbja@jmu.edu upon receiving **ANY** James Madison University rental order for a temporary structure, in order for James Madison University to obtain proper permits and to mark underground utilities.
 - b. Provide timely notification that a temporary structure is scheduled to be installed. James Madison University will mark underground utilities in the installation area. Contractor shall be responsible for ensuring that underground utilities are not compromised during the installation of a temporary structure on-campus.
 - 6. Contractor shall provide, to the satisfaction of Purchasing Agency, an ample amount of trained personnel, delivery vehicles, and support to provide well maintained rental items that are delivered and picked up within the specified timeframe to complete an order placed by the Purchasing Agency.

7. The Contractor shall provide uniforms for all personnel assigned to work at the University. Uniforms will contain the Contractor's name. Uniforms shall be worn at all times while on University property to designate Contractor affiliation. Contractor shall not use unpaid or volunteer JMU student labor during deliveries or installation.
8. The Contractor warrants the services under the contract will be performed: (a) in a diligent, professional and workmanlike manner in accordance with the highest applicable industry standards; (b) in accordance with this Agreement and the applicable Statement(s) of Work; and (c) by experienced and qualified personnel.
9. Contractor shall provide proper permitting, spec sheets, and material flammability sheets for tents, stages, and inflatables upon request from the Purchasing Agency.

Attachment A: Skyline Tent Equipment List

Equipment	Notes:	Price:
7ft Solid White Sidewall		1.00/lf
8ft or 10ft Solid White Sidewall		2.00/lf
8ft or 10ft Clear Sidewall		3.00/lf
8ft Mesh Sidewall		4.00/lf
Kedar Sidewall		5.00/lf
Tent 10x10 Frame/High Peak	Solid, Hip, 8'	200.00
Tent 10x20 Frame	Solid, Hip, 8'	225.00
Tent 10x30 Frame	Solid, Hip, 8'	300.00
Tent 10x40 Frame	Solid, Hip, 8'	400.00
Tent 10x50 Frame	Solid, Hip, 8'	500.00
Tent 10x60 Frame	Solid, Hip, 8'	600.00
Tent 20x20 Frame/High Peak	Solid	300.00
Tent 20x30 Frame	Solid, Hip, 8'	450.00
Tent 20x40 Frame	Solid, Hip, 8'	600.00
Tent 20x50 Frame	Solid, Hip, 8'	750.00
Tent 20x60 Frame	Solid, Hip, 8'	900.00
Tent 20x70 Frame	Solid, Hip, 8'	1,050.00
Tent 20x80 Frame	Solid, Hip, 8'	1,200.00
Tent 20x90 Frame	Solid, Hip, 8'	1,350.00
Tent 20x100 Frame	Solid, Hip, 8'	1,500.00
20' Wide Navitrac Structure	Solid, Hip, 8'	1.00/sqft
Tent 30x30 Frame	Solid, Hip, 8'	675.00
Tent 30x40 Frame	Solid, Hip, 8'	900.00



**RFP # JGM-999 Special Event Equipment Rental
Negotiation Summary for Skyline Tent Company
October 10, 2018**

Tent 30x50 Frame	Solid, Hip, 8'	1,125.00
Tent 30x60 Frame	Solid, Hip, 8'	1,350.00
Tent 40x40 Frame	Solid, Hip, 8'	1,200.00
Tent 40x60 Frame	Solid, Hip, 8'	1,800.00
Tent 40x80 Frame	Solid, Hip, 8'	2,400.00
Tent 40x100 Frame	Solid, Hip, 8'	3,000.00
Tent 40x60 Pole	Solid, 8'	2,280.00
Tent 40x80 Pole	Solid, 8'	3,040.00
Tent 40x100 Pole	Solid, 8'	3,800.00
Tent 40x120 Pole	Solid, 8'	4,560.00
Tent 40x140 Pole	Solid, 8'	5,320.00
Tent 40x40 Navitrac	Solid, Hip, 8'	1,520.00
Tent 40x60 Navitrac	Solid, Hip, 8'	2,280.00
Tent 40x80 Navitrac	Solid, Hip, 8'	3,040.00
Tent 50x50 Navitrac	Solid, Hip, 8'	2,500.00
Tent 50x60 Navitrac	Solid, Hip, 8'	3,000.00
Tent 50x80 Navitrac	Solid, Hip, 8'	4,000.00
Tent 60x70 Century Pole	Solid, 8'	3,150.00
Tent 60x100 Century Pole	Solid, 8'	4,500.00
Tent 60x120 Century Pole	Solid, 8'	5,400.00
Tent 60x130 Century Pole	Solid, 8'	5,850.00
Tent 80x100 Century Pole	Solid, Hip, 8'	6,000.00
Tent 80x130 Century Pole	Solid, Hip, 8'	7,800.00
Tent 20Mx20M Losberger	Tent Extends in 5M Sections SOLID	14,000.00
Tent 25Mx25M Losberger	Tent Extends in 5M Sections SOLID	14,000.00
Tent 30Mx30M Losberger	Tent Extends in 5M Sections SOLID	18,200.00



July 19, 2018

Response to Request for Proposal for #JGM-998 Section A

Attn: Garrett Morris
Commonwealth of Virginia
James Madison University
Procurement Services MSC 5720
752 Ott Street, Wine Price Building
First Floor, Suite 1023
Harrisonburg, VA 22807

It is the intention of Skyline Tent Company (The Company) to supply tenting services for James Madison University and submit the following for consideration:

Skyline Tent Company is one of the Nation's premier tenting companies whose experience, inventory, customer service, and project execution is unparalleled in the industry. The Company specializes in premium tenting, custom level flooring, event lighting, infrastructure, and site design. In reviewing the Company's response to proposal; the breadth of our inventory, the scope of our services, client references, and installation execution should be considered.

Skyline Tent Company was incorporated in 2004 and has since supplied some of the area's most prestigious universities, including: The University of Virginia, the University of Richmond, Roanoke College, George Mason University and Randolph-Macon College. Our work with these institutions covers both day to day tenting needs and high-profile events. We have provided tenting for inaugurations, building dedications, capital campaigns, donor events, and speakers. The size and scope of these institutional varies, but to exemplify:

The dedication of the New South Lawn at the University of Virginia offered a set of challenges, including installation on a pedestrian bridge with limited access. The Company provided concepts, offered anchoring solutions, adhered to a very rigorous install timeline all to create a turnkey event that allowed the University to host over 400 of its top donors.

The Company's portfolio includes high profile social events, corporate events, and institutional installations. We are an approved vendor on the National Mall, working in conjunction with the National Park Service. We are the tenting provider for Thomas Jefferson's Monticello, where we provide services for the country's largest naturalization ceremony, several significant donor events, and their evening conversation series which hosts high-profile speakers, among them former President George H.W. Bush. Skyline Tent Company has worked with several national campaigns which grants us expertise in the inner workings of political campaign tenting, including working with the Secret Service. We have tented the Rockefeller mansion for Senator and Mrs. Rockefeller who were hosting a private donor event in which President Obama was in attendance. The Company has supplied goods and services for Barack Obama's in 2008, 2012, and more recently. We supported Mitt Romney's campaign with tenting, staging, and draping. Hilary Clinton's 2012 run utilized Skyline Tent Company in multiple states. Our security clearance has allowed us to tent for the Department of Defense in Virginia and California and have clearance to work at the National Sculpture Garden.

ABILITY TO PROVIDE TENT RELATED SPECIAL EVENT SERVICES (IV. A.1.a)

Skyline Tent Company will meet with representatives to discuss the scope of each event and the tenting infrastructure required to support it. This includes site visits, vendor liaising, CAD services, product recommendations, production scheduling, and site mapping. After the initial meetings are concluded, the Company will draft a proposal of tenting needs for the specific event. Once the scope of the event is established, the team dedicated to James Madison University will create site plans, CAD drawings, and production timelines working with James Madison University facilities personnel to cause as little disruption as possible on the Campus during build. The planning process will then transition to the installation process and the Company will install per production schedule. Should needs change, the Company can adjust to minimize disruptions to day to day operations. Skyline Tent Company's project managers have expertise in creating and adhering to specific installation schedules, including overnight builds. The Company will secure all permits, provide all fire safety equipment, and meet with relevant building and fire safety personnel for final approval. Skyline Tent Company will provide staff for the duration of the event to assist in maintenance, changes, and operation of equipment. After the event concludes, the Company will strike all equipment in an efficient manner with a walk through upon final departure from Campus.

UNANTICIPATED EQUIPMENT RENTAL (IV. A.1.b)

The Company is based 60 miles from James Madison University in Charlottesville and as such is able to respond to last-minute requests within a matter of hours. From an inventory perspective and based on projected needs, Skyline Tent Company could accommodate and install a last-minute request in anywhere from 2 to 24 hours. The event consultants assigned to this project are all responsive 24/7 to advise as to timelines. Skyline Tent Company's deep equipment inventory will ensure last minute requests are addressed in a timely manner.

WARRANTY (IV. A.1.c)

Our design team works with engineers to ensure a safe and stamped installation. The Company meticulously maintains all its equipment to the highest quality and safety standards. Safety and compliance are of utmost importance to Skyline Tent Company; all our equipment is inspected prior to installation. Flame certification and engineering can be provided to Safety officials upon request.

CANCELLATION (IV. A.1.d)

Skyline Tent Company requires 50% of Equipment cost to be remitted upon cancellation of event outside of 72 hours. If an event is cancelled within 72 hours of installation date, 100% of Equipment cost will be invoiced. Any custom projects are not able to be cancelled once confirmed and 100% of invoice will be charged.

INVOICING PROCEDURE (IV. A.1.f)

Upon confirmation with Purchase Order and within 10 business days of event Skyline Tent Company will submit an invoice to with net 45 terms to the contracting entity. A sample invoice is included in Attachment Z.

ONLINE CATALOG (IV. A.2.a)

<https://skylinetentcompany.com/equipment/>

TENTING EQUIPMENT (IV. A.2.e)

We occupy over 40,000 square feet of indoor warehouse space with another 30,000 square feet of yard space to accommodate over 750,000 square feet of tenting. Our inventory consists of fully engineered Navitrac and Losberger structures, Century Pole Tents, Fiesta and California frame tents, and Sailcloth Tents. In addition to tenting, we can provide turnkey event infrastructure including level flooring, event lighting, carpeting and floor coverings, event design, and site survey with CAD services. Our tenting inventory goes from 9' wide tenting up to 103' wide tents with no internal supports. Custom tenting solutions are also available. In addition to the narrative response, we offer a sample portfolio of our work to demonstrate our capabilities. Please find photographs of our work in Attachment Y.

POWER GENERATION (IV. A.2.g)

Our event generators are Whisperwatt quiet so as not to disturb guests. We maintain a fleet of 25K and 45K event generators as well as all electrical distribution.

TIME FRAME FOR SET UP/BREAK DOWN OF EQUIPMENT (IV. A.3.a) Skyline Tent Company has highly trained installers and project managers to oversee all tenting installations and strikes. The timeline of installation and strike is subject to change with the scope

QUALIFICATIONS OF PERSONNEL (IV. A.3.b)

Our operators and installers have all undergone safety and JHA training. Our staff is credentialed and professional, and many of our installers have over ten years of tenting experience.

SITE CONSULTATION AND PRODUCT RECOMMENDATIONS (IV. A.3.c)

James Madison University from initial site review, to project design and drawing, providing product based solutions for the best installation. We work with event planners and facilities to ensure our client is fully supported throughout the process. Our professional and credentialed installation team understand the importance of providing first-quality products, and hold themselves to the highest standard.

PRIMARY CONTACT FOR SKYLINE TENT COMPANY (IV. A.3.d)

Kathryn Kieffer - Over 17 years in the rental industry in Virginia, Georgia, and California. A graduate of the University of Virginia.

Lee French - A graduate of Longwood University with over seven years with Skyline Tent Company. Lee has extensive experience in equipment installation, permit and safety compliance.

Pierce Woodsmall – A graduate of Virginia Commonwealth University who has extensive experience in equipment installation, permit and safety compliance.

VASCUPP INSTITUTIONAL COST (V.B.6)

Total Twelve Month Spend 06/30/2018	
Longwood University	\$48,934
Old Dominion University	\$0
Virginia Tech University	\$1,575
Radford University	\$49,693
University of Virginia	\$180,984
Virginia Commonwealth University	\$50,782

PROPOSED COST (V.B.7)

The Company understands that price is not the primary factor in the award process and that the final tenting needs are yet to be determined. Pricing is **exclusive** of delivery and installation labor and assumes staking:

(X. A. 1)

Equipment:	Notes:	Price:
7ft Solid White Sidewall	Price per LF	1.00
8ft or 10ft Solid White Sidewall	Price per LF	2.00
8ft or 10ft Clear Sidewall	Price per LF	3.00
8ft Mesh Sidewall	Price per LF	4.00
10ft Mesh Sidewall	Price per LF	5.00
Tent 10x10 Frame/High Peak	High Peak Frame	200.00
Tent 10x20 Frame		225.00
Tent 10x30 Frame		300.00
Tent 10x40 Frame		400.00
Tent 10x50 Frame		500.00
Tent 10x60 Frame		600.00

Tent 20x20 Frame/High Peak	High Peak Frame	300.00
Tent 20x30 Frame		450.00
Tent 20x40 Frame		600.00
Tent 20x50 Frame		750.00
Tent 20x60 Frame		900.00
Tent 20x70 Frame		1,050.00
Tent 20x80 Frame		1,200.00
Tent 20x90 Frame		1,350.00
Tent 20x100 Frame		1,500.00
Tent 20x120 Frame		1,800.00
Tent 20x140 Frame		2,100.00
Tent 20x200 Frame		3,000.00
20' Wide Navitrac Structure	Gable Ends. 15Ft Mid Spacing	1.00/sqft
Tent 30x30 Frame		675.00
Tent 30x40 Frame		900.00
Tent 30x50 Frame		1,125.00
Tent 30x60 Frame		1,350.00
Tent 40x40 Frame		1,200.00
Tent 40x60 Frame		1,800.00
Tent 40x80 Frame		2,400.00
Tent 40x100 Frame		3,000.00
Tent 40x60 Pole		2,280.00
Tent 40x80 Pole		3,040.00
Tent 40x100 Pole		3,800.00
Tent 40x120 Pole		4,560.00
Tent 40x140 Pole		5,320.00
Tent 40x40 Navitrac		1,520.00

Tent 40x60 Navitrac		2,280.00
Tent 40x80 Navitrac		3,040.00
Tent 40x100 Navitrac		3,800.00
Tent 50x50 Navitrac		2,500.00
Tent 50x60 Navitrac		3,000.00
Tent 50x80 Navitrac		4,000.00
Tent 50x100 Navitrac		5,000.00
Tent 60x70 Century Pole		3,150.00
Tent 60x100 Century Pole		4,500.00
Tent 60x120 Century Pole		5,400.00
Tent 60x130 Century Pole		5,850.00
Tent 80x100 Century Pole		6,000.00
Tent 80x130 Century Pole		7,800.00
Tent 20Mx20M Losberger	Tent Extends in 5M Sections	14,000.00
Tent 25Mx25M Losberger	Tent Extends in 5M Sections	14,000.00
Tent 30Mx30M Losberger	Tent Extends in 5M Sections	18,200.00

INSTALLATION LABOR AND OTHER ANCILLARY CHARGES (X.A.2)

Installation Labor Billed as Percentage	14% of total equipment rental
On-Site Event Attendant	\$100/hour with four hour minimum
Permitting	\$500.00 for Daytime Event/\$750.00 for PM Event
CAD Services	\$125/hour with four hour minimum
Per Diem/Hotel	\$150/day per Install Crew Member

DELIVERY FOR ATTACHMENT D (X.A.3)

Zone 1/Zone 8	750.00
Zone 2	350.00

Response to Request for Proposal for #JGM-998

Zone 3	150.00
Zone 4	500.00
Zone 5	800.00
Zone 6	300.00
Zone 7	400.00
Zone 9	1200.00

REQUEST FOR PROPOSAL

RFP# JGM-999

Issue Date: 05/01/2018
Title: Special Event Rentals
Issuing Agency: Commonwealth of Virginia
James Madison University
Procurement Services MSC 5720
752 Ott Street, Wine Price Building
First Floor, Suite 1023
Harrisonburg, VA 22807

Period of Contract: From Date of Award Through One Year (Renewable)

Sealed Proposals Will Be Received Until **2:00 PM on July 10, 2018** for Furnishing The Services Described Herein.

SEALED PROPOSALS MAY BE MAILED, EXPRESS MAILED, OR HAND DELIVERED DIRECTLY TO THE ISSUING AGENCY SHOWN ABOVE.

All Inquiries For Information And Clarification Should Be Directed To: Garrett Morris, Buyer Specialist, Procurement Services, morrisjg@jmu.edu; 540-568-4501; (Fax) 540-568-7936 not later than five business days before the proposal closing date.

NOTE: THE SIGNED PROPOSAL AND ALL ATTACHMENTS SHALL BE RETURNED.

In compliance with this Request for Proposal and to all the conditions imposed herein, the undersigned offers and agrees to furnish the goods/services in accordance with the attached signed proposal or as mutually agreed upon by subsequent negotiation.

Name and Address of Firm:

Skyline Tent Company

1327 Carlton Ave.

Charlottesville, VA 22902

Date: 07/06/2018

Web Address: www.skylinetentcompany.com

Email: kathryn@skylinetentcompany.com

By:

(Signature in Ink)

Name: Kathryn Kieffer

(Please Print)

Title: Director of Sales

Phone: 434.977.8368

Fax #: 434.977.8369

ACKNOWLEDGE RECEIPT OF ADDENDUM: #1 KK #2 KK #3KK #4 _____ #5 _____ (please initial)

SMALL, WOMAN OR MINORITY OWNED BUSINESS:

☐ YES; ☒ NO; IF YES ⇒ ☐ SMALL; ☐ WOMAN; ☐ MINORITY IF MINORITY: ☐ AA; ☐ HA; ☐ AsA; ☐ NW; ☐ Micro

Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against an offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

- A. IDENTIFICATION OF PROPOSAL ENVELOPE: The signed proposal should be returned in a separate envelope or package, sealed and identified as follows:

From:	Skyline Tent Company	07/19/2018	2PM
	Name of Offeror	Due Date	Time
	1327 Carlton Ave.	#JGM-998	
	Street or Box No.	RFP #	
	Charlottesville, VA 22902	Special Event Equipment Rentals	
	City, State, Zip Code	RFP Title	
Name of Purchasing Officer: Garrett Morris			

The envelope should be addressed as directed on the title page of the solicitation.

ATTACHMENT B

Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

Offeror Name: Skyline Tent Company **Preparer Name:** Kathryn Kieffer

Date: 07/19/2018

Is your firm a **Small Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes ☒ No ☐

If yes, certification number: 721903 Certification date: 05-26-2016

Is your firm a **Woman-owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes ☐ No ☒

If yes, certification number: Certification date:

Is your firm a **Minority-Owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes ☐ No ☒

If yes, certification number: Certification date:

Is your firm a **Micro Business** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes ☐ No ☒

If yes, certification number: Certification date:

Instructions: *Populate the table below to show your firm's plans for utilization of small, women-owned and minority-owned business enterprises in the performance of the contract. Describe plans to utilize SWAMs businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.*

Small Business: "Small business " means a business, independently owned or operated by one or more persons who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years.

Woman-Owned Business Enterprise: A business concern which is at least 51 percent owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more women, and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWAM Program, all certified women-owned businesses are also a small business enterprise.**

Minority-Owned Business Enterprise: A business concern which is at least 51 percent owned by one or more minorities or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more minorities and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWAM Program, all certified minority-owned businesses are also a small business enterprise.**

Micro Business is a certified Small Business under the SWaM Program and has no more than twenty-five (25) employees **AND** no more than \$3 million in average annual revenue over the three-year period prior to their certification.

All small, women, and minority owned businesses must be certified by the Commonwealth of Virginia Department of Small Business and Supplier Diversity (SBSD) to be counted in the SWAM program. Certification applications are available through SBSD at 800-223-0671 in Virginia, 804-786-6585 outside Virginia, or online at <http://www.sbsd.virginia.gov/> (Customer Service).

RETURN OF THIS PAGE IS REQUIRED

ATTACHMENT B (CNT'D)
Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

Procurement Name and Number: #JGM-998
Completed 07/19/2018

Date Form

Listing of Sub-Contractors, to include, Small, Woman Owned and Minority Owned Businesses
for this Proposal and Subsequent Contract

Sub-Contractor's Name and Address	Contact Person & Phone Number	SBSD Certification Number	Services or Materials Provided	Total Subcontractor Contract Amount (to include change orders)	(
The AV Company	JF Legault 434.977.8288	658214	Lighting and Décor	n/a	n

Offeror / Proposer:

Skyline Tent Company

Kathryn Kieffer/434.977.8368

Firm

Contact Person/No.

1327 Carlton Ave. Charlottesville, VA 22902

Address

(Form shall be submitted with proposal and if awarded, again with submission of each request for payment)

RETURN OF THIS PAGE IS REQUIRED

ATTACHMENT C



**COMMONWEALTH OF VIRGINIA
STANDARD CONTRACT**

Contract No. _____

This contract entered into this _____ day of _____, 20____, by _____ hereinafter called the "Contractor" and Commonwealth of Virginia, James Madison University called the "Purchasing Agency".

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the services to the Purchasing Agency as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: From _____ through _____

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposals dated _____:
 - (a) The Statement of Needs,
 - (b) The General Terms and Conditions,
 - (c) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions;
 - (d) List each addendum that may be issued
- (3) The Contractor's Proposal dated _____ and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
 - (a) Negotiations summary dated _____.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

CONTRACTOR:

PURCHASING AGENCY:

By: _____
(Signature)

By: _____
(Signature)

(Printed Name)

(Printed Name)

Title: _____

Title: _____



1327 Carlton Ave • Charlottesville, VA 22902 • (434) 977-8368 • FAX (434) 977-8369 • info@skylinetentcompany.com

Today's Date:

Event Location: Harrisonburg, VA

Contract #:

Client:

Event Date:

Event Start:

Event End:

Event Type:

Phone:

Phone:

E-mail:

E-mail:

Guest Count:

Site Contact/Phone:

Sales Contact: Kathryn Kieffer

Qty		Cost to add:	Price
1	Tenting Equipment 40x60 Frame Tent <Solid Top>		1,800.00
Notes: Client responsible for any required permits. Client responsible for marking any private underground private utilities prior to installation. Client assumes total responsibility for any and all damage to private underground utility lines or other equipment in the event of incorrect or absent utility markings.			
INSTALL DATE:			
STRIKE DATE:			

Contract Amount:	\$	1,800.00
VA Sales Tax:	\$	-
Local Rental Tax:	\$	-
Delivery:	\$	250.00
Install Labor:	\$	252.00
Total:	\$	2,302.00
Deposit Received:	\$	-
Balance:	\$	2,302.00

Contract and terms and conditions attached below accepted by:

Name: _____

By: _____ Date: _____

1327 CARLTON AVE.
CHARLOTTESVILLE, VIRGINIA 22902
SKYLINETENTCOMPANY.COM
434.977.8368

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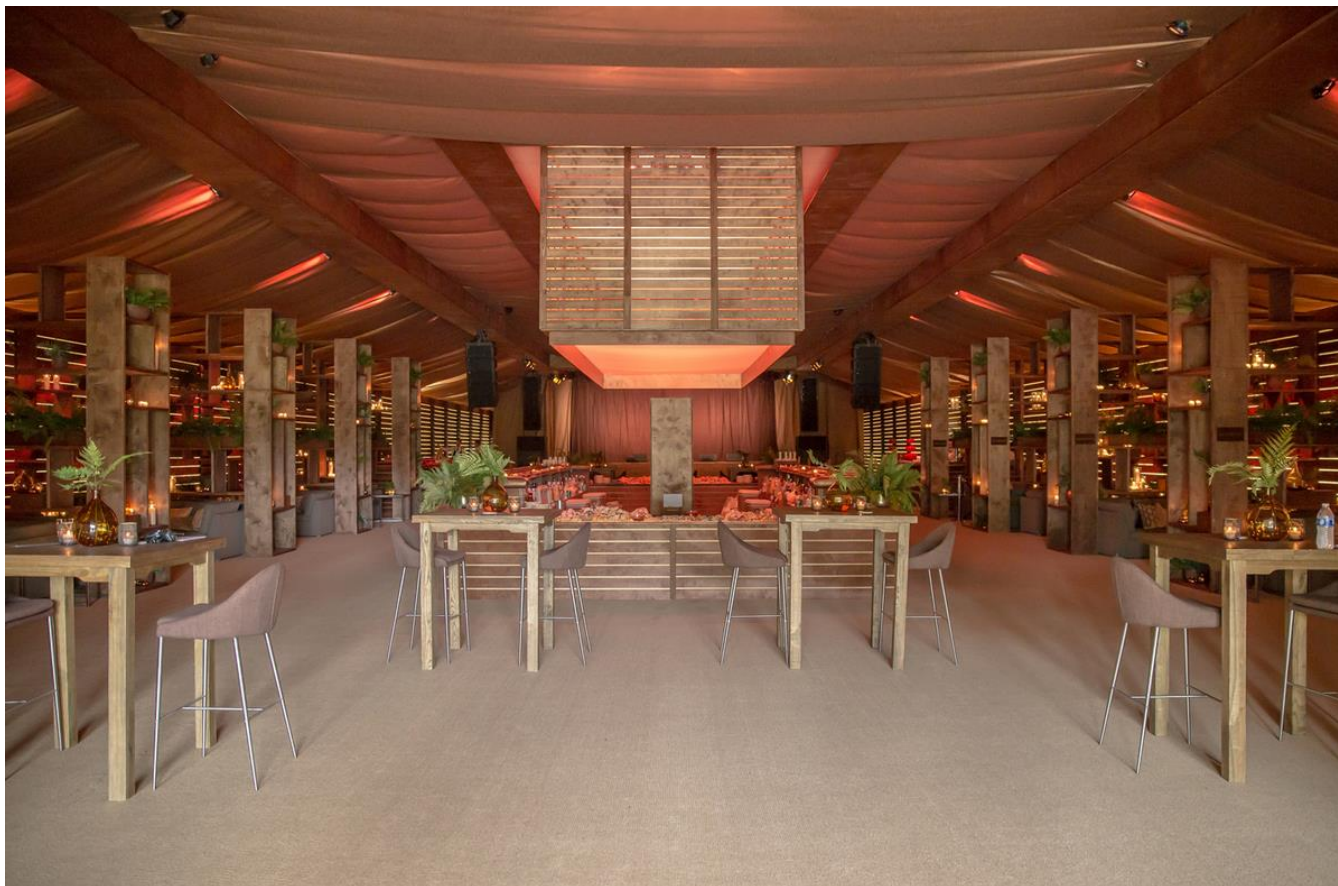
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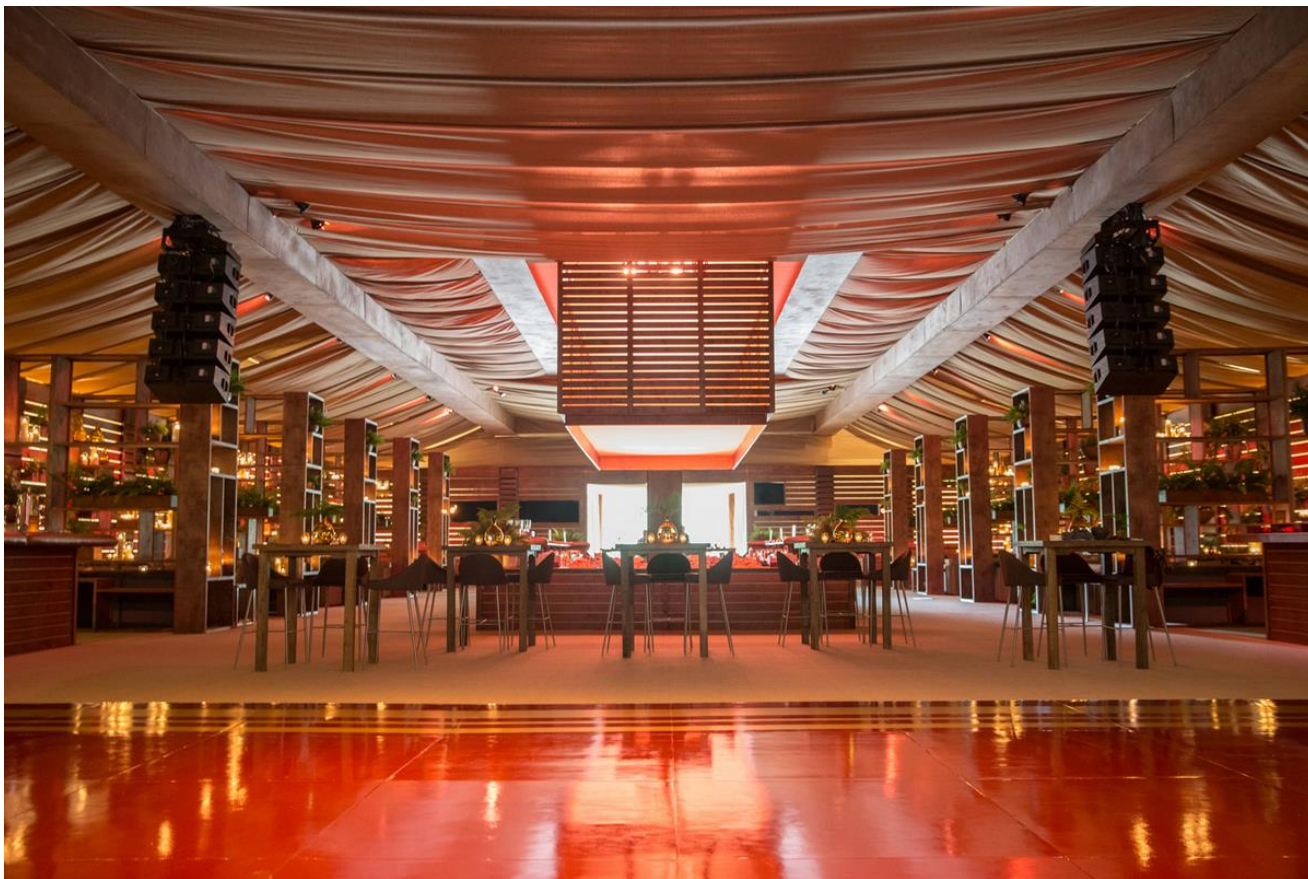
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CERTIFICATE OF LIABILITY INSURANCE

6/30/2019

DATE (MM/DD/YYYY)

9/14/2018

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Lockton Companies 1185 Avenue of the Americas, Suite 2010 New York NY 10036 646-572-7300	CONTACT NAME:	
	PHONE (A/C, No, Ext): FAX (A/C, No):	
INSURED 1430752 Skyline Tent Company DBA Sperry Tents Southeast 1032 Legrand Blvd, Ste B. & Ste. C Charleston SC 29492	E-MAIL ADDRESS:	
	INSURER(S) AFFORDING COVERAGE	
	INSURER A: Liberty Mutual Fire Insurance Company	
	INSURER B: The First Liberty Insurance Corporation	
	INSURER C: Liberty Insurance Corporation	
	INSURER D:	
INSURER E:		
INSURER F:		

COVERAGES **CERTIFICATE NUMBER:** 15608920 **REVISION NUMBER:** XXXXXXXX

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:	Y	N	TB2 Z11 B6V1R4 028	6/30/2018	6/30/2019	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY	N	N	AS6 Z11 B6V1R4 018	6/30/2018	6/30/2019	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ XXXXXXXX BODILY INJURY (Per accident) \$ XXXXXXXX PROPERTY DAMAGE (Per accident) \$ XXXXXXXX \$ XXXXXXXX
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$	N	N	TH7 Z11 B6V1R4 058	6/30/2018	6/30/2019	EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000 \$ XXXXXXXX
C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input checked="" type="checkbox"/> N	N/A	WC7 Z11 B6V1R4 038	6/30/2018	6/30/2019	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
James Madison University is included as additional insured with respect to General Liability as required by written contract.

CERTIFICATE HOLDER

15608920

James Madison University
Procurement Services 752 Ott Street (MSC 5720)
Wine-Price Hall Suite 1033
Harrisonburg VA 22807

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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May 18, 2018

**ADDENDUM #: ONE
TO ALL OFFERORS:**

REFERENCE: Request for Proposal No: **RFP# JGM-999**
Dated: **May 1, 2018**
Commodity: **Special Event Equipment Rentals**
RFP Closing On: **July 10, 2018 2:00 p.m.**

- 1. The following shall hereby be incorporated into the RFP under *Section VIII. Special Terms and Conditions*.**

Z. ADDITIONAL GOODS AND SERVICES: The University may acquire other goods or services that the supplier provides than those specifically solicited. The University reserves the right, subject to mutual agreement, for the Contractor to provide additional goods and/or services under the same pricing, terms, and conditions and to make modifications or enhancements to the existing goods and services. Such additional goods and services may include other products, components, accessories, subsystems, or related services that are newly introduced during the term of this Agreement. Such additional goods and services will be provided to the University at favored nations pricing, terms, and conditions.

Acknowledgement of this addendum must be indicated on the original proposal document at the time your proposal is submitted.

Sincerely,

Garrett Morris
Buyer Specialist
Phone: (540-568-4501)



June 8, 2018

**ADDENDUM #: TWO
TO ALL OFFERORS:**

REFERENCE: Request for Proposal No: **RFP# JGM-999**
Dated: **June 8, 2018**
Commodity: **Special Event Equipment Rentals**
RFP Closing On: **July 10, 2018 2:00 p.m.**

1. Question: Please provide a parking location for which we will be able to park our vehicles and work to serve the requirements for any respective University event.

JMU Answer: Vendors will be permitted to park at the R10 and R11 lots to service University commencement and other large events. Further information on these lots can be found at <https://www.jmu.edu/parking/lots/all-lots/r10-lot.shtml>

UVA Answer: Vendors will be required to secure their own off-site parking.

Acknowledgement of this addendum must be indicated on the original proposal document at the time your proposal is submitted.

Sincerely,

Garrett Morris
Buyer Senior
Phone: (540-568-4501)



July 5, 2018

**ADDENDUM #: THREE
TO ALL OFFERORS:**

REFERENCE: Request for Proposal No: **RFP# JGM-999**
Dated: **July 5, 2018**
Commodity: **Special Event Equipment Rentals**
RFP Closing On: **~~July 10, 2018 2:00 p.m.~~**
July 19, 2018 2:00 p.m.

1. The closing date and time has been extended to July 19, 2018 at 2:00 p.m.

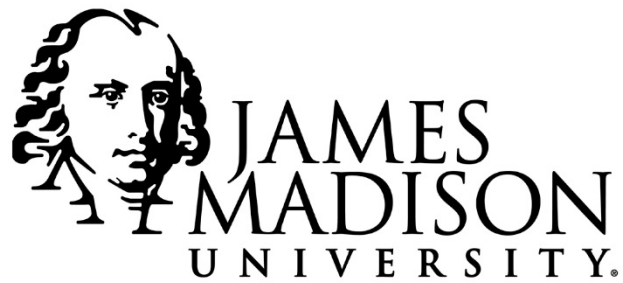
Acknowledgement of this addendum must be indicated on the original proposal document at the time your proposal is submitted.

Sincerely,

Garrett Morris

Buyer Senior

Phone: (540-568-4501)



Request for Proposal

RFP# JGM-999

Special Event Equipment Rentals

May 1, 2018



REQUEST FOR PROPOSAL

RFP# JGM-999

Issue Date: 05/01/2018
Title: Special Event Rentals
Issuing Agency: Commonwealth of Virginia
James Madison University
Procurement Services MSC 5720
752 Ott Street, Wine Price Building
First Floor, Suite 1023
Harrisonburg, VA 22807

Period of Contract: From Date of Award Through One Year (Renewable)

Sealed Proposals Will Be Received Until 2:00 PM on July 10, 2018 for Furnishing The Services Described Herein.

SEALED PROPOSALS MAY BE MAILED, EXPRESS MAILED, OR HAND DELIVERED DIRECTLY TO THE ISSUING AGENCY SHOWN ABOVE.

All Inquiries For Information And Clarification Should Be Directed To: Garrett Morris, Buyer Specialist, Procurement Services, morrisjg@jmu.edu; 540-568-4501; (Fax) 540-568-7936 not later than five business days before the proposal closing date.

NOTE: THE SIGNED PROPOSAL AND ALL ATTACHMENTS SHALL BE RETURNED.

In compliance with this Request for Proposal and to all the conditions imposed herein, the undersigned offers and agrees to furnish the goods/services in accordance with the attached signed proposal or as mutually agreed upon by subsequent negotiation.

Name and Address of Firm:

By: _____
(Signature in Ink)

Name: _____
(Please Print)

Date: _____

Title: _____

Web Address: _____

Phone: _____

Email: _____

Fax #: _____

ACKNOWLEDGE RECEIPT OF ADDENDUM: #1 _____ #2 _____ #3 _____ #4 _____ #5 _____ (please initial)

SMALL, WOMAN OR MINORITY OWNED BUSINESS:

☐ YES; ☐ NO; *IF YES* ⇒ ⇒ ☐ SMALL; ☐ WOMAN; ☐ MINORITY ***IF MINORITY:*** ☐ AA; ☐ HA; ☐ AsA; ☐ NW; ☐ Micro

Note: This public body does not discriminate against faith-based organizations in accordance with the *Code of Virginia*, § 2.2-4343.1 or against an offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

REQUEST FOR PROPOSAL

RFP # JGM-999

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I. PURPOSE

The purpose of this Request for Proposal (RFP) is to solicit sealed proposals from qualified sources to enter into a contract to provide Special Event Rental Services for James Madison University (JMU), an agency of the Commonwealth of Virginia. Initial contract shall be for one (1) year with an option to renew for six (6) additional one-year periods.

II. BACKGROUND

A. James Madison University (JMU) Background:

James Madison University (JMU) is a comprehensive public institution in Harrisonburg, Virginia with an enrollment of approximately 22,000 students and 4,000 faculty and staff. There are over 600 individual departments on campus that support seven academic divisions. The University offers over 120 majors, minors, and concentrations. Further information about the University may be found at the following website: <http://www.jmu.edu>.

JMU regularly rents a wide variety of on demand special event items for small to medium functions held on campus. These items include, but are not limited to, tables, chairs, tents, staging, and generators. The approximate spend for the last 12 months for on-demand special events rental services was \$70,000; however, this is subject to change annually.

Aside from on demand special event items, one of the University's most prestigious events is its annual commencement ceremony occurring each May (spring) and December (winter). The commencements consist of multiple diploma ceremonies located at different locations across campus. In May 2017, JMU celebrated the commencement of approximately 4,365 graduate and undergraduate students. In December of 2017, JMU celebrated the commencement of approximately 900 graduate and undergraduate students. The approximate spend for the last 12 months for these services was \$273,824.38.

B. University of Virginia (UVA) Background:

The Rector and Visitors of the University of Virginia (the University), a Virginia public corporation, under a separate Agreement, will engage the Selected Firm(s) to provide equipment for its graduation, opening convocation, and other events throughout the year.

Additional information about the University may be found at the following website:

<http://www.virginia.edu>

In 2015 the University began dividing graduation ceremonies (e.g. "Final Exercises") into two days. On Saturday, the ceremony is for the Graduate School of Arts & Sciences and the College of Arts & Sciences. On Sunday, graduation ceremonies are held for approximately eleven other schools. The University also conducts multiple diploma ceremonies at various locations around Grounds. The approximate spend for the last 12 months was \$175,743.00. The approximate spend for the University with the current contract is \$1,201,855.

The University's academic procession is comprised of graduating students and faculty members wearing academic regalia proceeding from the Rotunda down the lawn to Cabell Hall. The procession takes approximately one hour from start to finish. The main final exercises on both days last approximately one hour.

C. VASCUPP Background:

The mission of the Virginia Association of State College and University Purchasing Professionals (VASCUPP) is:

- to recognize and effectively use the common procurement principles, knowledge, experience, challenges, support and resources of all decentralized higher education member institutions;
- to be a united group with common goals of addressing the complexities of the Commonwealth of Virginia procurement processes;
- enhance the ability of each individual member institution to effectively provide efficient and responsive customer service in facilitating the purchase of goods and services for their Institution; and
- to support diversified vendor advocacy to enhance the capability of each member institution in seeking open competition for the highest valued products and services.

More information about each VASCUPP member university can be located at the following website: <https://vascupp.org>

III. SMALL, WOMAN-OWNED AND MINORITY PARTICIPATION

It is the policy of the Commonwealth of Virginia to contribute to the establishment, preservation, and strengthening of small businesses and businesses owned by women and minorities, and to encourage their participation in State procurement activities. The Commonwealth encourages contractors to provide for the participation of small businesses and businesses owned by women and minorities through partnerships, joint ventures, subcontracts, and other contractual opportunities. Attachment B contains information on reporting spend data with subcontractors.

IV. STATEMENT OF NEEDS

James Madison University's intent is to enter into contract(s) with selected firm(s) to furnish all labor, materials, tools and resources necessary to provide special event equipment rental services to include those goods and services necessary to help the University achieve its goals as outlined in this RFP. The University wishes to secure the services of professional special event rental firms with direct experience and expertise in the convention, event, or hospitality industry. The contractor shall work independently to furnish all equipment, labor, insurance, supervision, and incidental necessary to provide special event rental services to the University. The contractor shall develop clear, concise, and professional quality written proposal quotes for each event for review and acceptance by James Madison University.

All equipment shall be uniform, clean, sanitized, superior quality, operable, with no broken parts, and the same color within each ceremony/location. James Madison University will at its sole discretion determine if equipment is acceptable for use.

The Contractor shall be responsible at all times for the actions and work of its employees. The contractor shall enforce strict discipline and good order among event personnel. James Madison University reserves the right to require the contractor to remove any employee whose behavior is deemed as unprofessional or objectionable.

The Contractor shall provide uniforms for all personnel assigned to work at the University. Uniforms will contain the Contractor's name and individual's name. Uniforms shall be worn at all times while on University property to designate Contractor affiliation.

The Contractor shall analyze and recommend improvements to the University's current timeline for delivery, set up, and take down of the rental equipment. The contractor shall use effective procedures to insure timely delivery and set-up for the University's scheduled special events,

which may include hours of service after normal working hours to include weekends and holidays.

The Contractor shall have both the demonstrated experience and the existing, proven capacity of licensed, trained, and qualified, personnel to effectively meet the requirements of this RFP and scope of duties therein. Contractor shall have chair stacking and transporting systems that allow one worker to securely transport a stack of approximately fifty (50) chairs across turf and hard surfaces without damage to the chairs or the terrain.

The contractor shall have obtained all applicable permits and licenses pursuant to Commonwealth of Virginia State Fire Prevention Code for temporary tents and membrane structures. For more information please reference:

https://www2.iccsafe.org/states/virginia/Fire_Prevention/fire_Frameset.html

No portion of work will be subcontracted without prior written consent of the University. In the event that the selected firm(s) desires to subcontract any part of the work specified herein, the selected firm(s) will furnish the University the names, qualifications, and experience of its proposed subcontractors. The selected firm(s) will remain fully liable and responsible for the work to be performed by its subcontractor(s) and will assure compliance with all requirements of the Agreement.

The University has identified two (2) distinct areas where special event equipment rental services are needed: 1) on demand, small or large quantity, multi-location events 2) spring and winter commencement and other large University events. James Madison University reserves the right to obtain other cost estimates prior to authorizing work, and to solicit any project separate and apart from the resulting contract(s) as may be deemed in the best interest of the University. James Madison University reserves the right to request a quotation from one or more contractors with which the University has a contract

Special Events at the University may include, but is not limited to:

1. Student Events
2. Major Speakers
3. Athletic Events
4. Faculty/Staff Events
5. Capital Project Kick-off
6. Back to School Events

Offerors may respond to Section A, Section B, or both dependent upon the services being offered.

A. On Demand Event Equipment Rental

1. General

- a. Describe ability to provide special event rental services for small or medium, multi-location events. Be specific in detailing the event from beginning to end including ability to provide set-up and take-down services.
- b. Unanticipated events may be held with little to no notice. Describe the expected turnaround time for events at James Madison University and how tight deadlines are met.
- c. Describe in detail warranty given on all equipment and service.

- d. Describe in detail cancellation requirements.
- e. Identify any certifications and licenses that the contractor and or employee(s) may currently hold.
- f. Describe invoicing procedure. Provide sample invoice with proposal.

2. Equipment

- a. Provide a link to your firm's online special event rental catalog.
- b. Describe seating options including the maximum number of uniform chairs that can be accommodated with one order. Include seating specifications, colors, etc. Provide descriptive literature, specifications and pictures, of seating options being offered.
- c. Describe staging options to include various sizes, styles, skirting etc. Provide descriptive literature, specifications, and pictures of staging being offered.
- d. Describe table options to include various sizes and styles. Provide descriptive literature, specifications, and pictures of tables being offered.
- e. Describe tent options to include various sizes and styles and associated cost. Provide descriptive literature, specifications, and pictures of tents being offered.
- f. Describe mobile portable sanitation unit options to include various sizes and styles and associated cost. Provide descriptive literature, specifications, and pictures of sanitation units being offered.
- g. Describe portable generator options to include various sizes and power capabilities. Provide descriptive literature, specifications, and pictures of generators being offered.
- h. Provide information on other items your firm provides for special event rental.
- i. Describe minimum order requirements.

3. Service

- a. Describe timeframe for set-up and take-down of equipment.
- b. Describe the training, expertise, and supervision of personnel employed by the contractor that may be assigned to service James Madison University.
- c. Describe consultation and guidance that may be provided to James Madison University in determining exact needs for specific events and locations. Describe ability to accommodate requests for site visits to make recommendations and suggestions concerning equipment needed
- d. Provide primary contact for all James Madison University special event rental services.

B. Spring and Winter Commencement and other Large Events Equipment Rental

Projected Commencement schedules and dates for VASCUPP institutions are as follows:

James Madison University:

2019 – May 2, 3, and 4

2020 - May 7, 8, and 9

2021 – May 6, 7, and 8

University of Virginia:

2019 – May 17, 18, and 19

2020 – May 15, 16, and 17

2021- May 21, 22, and 23

Offerors shall respond in detail to the following:

1. Goods and Services

- a. Describe in detail how your firm plans to provide the “services” outlined under *Section IV- Statement of needs and attachment E* to include timeframe for set-up and take-down.
- b. Describe how the firm plans to provide quality equipment, delivery, chair, staging mobility, set-up, and equipment removal in a timely professional manner for large, multi-location events. Include a description on how the firm will work with the University to ensure last minute schedule changes and equipment requirements.
- c. Describe the firm’s equipment rental services including:
 - i. Available inventory for chairs, tents, staging, tables, flooring, portable sanitation units, and any additional special equipment. Describe options, sizes, styles, etc. for each. Provide descriptive literature, specifications, and pictures of all items being offered. Provide special event rental catalog.
 - ii. Capability to meet University’s expanding requirements for special event equipment to include new equipment options as University student enrollment, demands, and events increase.
 - iii. Provide a narrative demonstrating your firm’s ability to provide quality equipment to include, at a minimum, the process utilized for cleaning, storing, moving, and replacing equipment.
 - iv. Ability to provide thorough instructions, diagrams, and other tools set-up and take-down services for large, multi-location events with little or no supervision from the University.
 - v. Provide manufacturer load and sway test results that have passed review by a Virginia licensed structural engineer.

- vi. Warranty provided on all equipment and services.
- vii. Cancellation requirements and associated costs.
- d. Describe your firm's plan to for customer service to include:
 - i. Contingency plans for unforeseen events such as vehicle breakdowns, equipment damage in transit to the University, and /or delays due to weather, accidents, etc.
 - ii. Special Event reservation time period and days/hours notice for additions or deletions for equipment rental requirements.
 - iii. Accommodating the University's preference to set up equipment requirements as close to the actual date of the event(s), without compromising the ability to execute an on time installation.
 - iv. Expected turnaround time for unanticipated events, and how shortened deadlines are met.
 - v. Consultation and guidance in determining exact needs for specific events and locations.
 - vi. Ability to accommodate requests for site visits to make recommendations and suggestions concerning equipment needs.
 - vii. Training, expertise, and supervision of personnel that may be assigned to service the University.
- e. Describe additional equipment the firm has access to and can provide the University.
- f. Provide minimum order and delivery requirements for smaller special events (i.e. chairs, staging, tents, etc.)
- g. Describe invoicing procedures. Provide a sample invoice with your proposal.

2. General Information, Personnel, References

- a. Provide a brief history of your firm, its qualifications & experience in providing special event equipment rental services for University and College commencement ceremonies.
- b. Provide information of essential personnel who will be assigned to work with the University including a description of their experience in providing similar Special Equipment Rental Services.
- c. Identify any certifications and licenses that the contractor and or employee(s) may currently hold.

- d. Provide the amount of annual sales the firm has with each VASCUPP Member Institution. A list of VASCUPP members can be found at <https://vascupp.org/>

V. PROPOSAL PREPARATION AND SUBMISSION

A. GENERAL INSTRUCTIONS

To ensure timely and adequate consideration of your proposal, offerors are to limit all contact, whether verbal or written, pertaining to this RFP to the James Madison University Procurement Office for the duration of this Proposal process. Failure to do so may jeopardize further consideration of Offeror's proposal.

1. RFP Response: In order to be considered for selection, the **Offeror shall submit a complete response to this RFP**; and shall submit to the issuing Purchasing Agency:
 - a. **One (1) original and (5) copies** of the entire proposal, INCLUDING ALL ATTACHMENTS. Any proprietary information should be clearly marked in accordance with 3.f. below.
 - b. **One (1) electronic copy in WORD format or searchable PDF** (*CD or flash drive*) of the entire proposal, INCLUDING ALL ATTACHMENTS. Any proprietary information should be clearly marked in accordance with 3.f. below.
 - c. Should the proposal contain **proprietary information**, provide **one (1) redacted hard copy** of the proposal and all attachments with **proprietary portions removed or blacked out**. This copy should be clearly marked "*Redacted Copy*" on the front cover. The classification of an entire proposal document, line item prices, and/or total proposal prices as proprietary or trade secrets is not acceptable. JMU shall not be responsible for the Contractor's failure to exclude proprietary information from this redacted copy.

No other distribution of the proposal shall be made by the Offeror.

2. The version of the solicitation issued by JMU Procurement Services, as amended by an addenda, is the mandatory controlling version of the document. Any modification of, or additions to, the solicitation by the Offeror shall not modify the official version of the solicitation issued by JMU Procurement services unless accepted in writing by the University. Such modifications or additions to the solicitation by the Offeror may be cause for rejection of the proposal; however, JMU reserves the right to decide, on a case-by-case basis in its sole discretion, whether to reject such a proposal. If the modification or additions are not identified until after the award of the contract, the controlling version of the solicitation document shall still be the official state form issued by Procurement Services.
3. Proposal Preparation
 - a. Proposals shall be signed by an authorized representative of the Offeror. All information requested should be submitted. Failure to submit all information requested may result in the purchasing agency requiring prompt submissions of missing information and/or giving a lowered evaluation of the proposal. Proposals which are substantially incomplete or lack key information may be rejected by the purchasing

agency. Mandatory requirements are those required by law or regulation or are such that they cannot be waived and are not subject to negotiation.

- b. Proposals shall be prepared simply and economically, providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be placed on completeness and clarity of content.
 - c. Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the proposal should reference the paragraph number of the corresponding section of the RFP. It is also helpful to cite the paragraph number, sub letter, and repeat the text of the requirement as it appears in the RFP. If a response covers more than one page, the paragraph number and sub letter should be repeated at the top of the next page. The proposal should contain a table of contents which cross references the RFP requirements. Information which the offeror desires to present that does not fall within any of the requirements of the RFP should be inserted at the appropriate place or be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find where the RFP requirements are specifically addressed.
 - d. As used in this RFP, the terms “must”, “shall”, “should” and “may” identify the criticality of requirements. “Must” and “shall” identify requirements whose absence will have a major negative impact on the suitability of the proposed solution. Items labeled as “should” or “may” are highly desirable, although their absence will not have a large impact and would be useful, but are not necessary. Depending on the overall response to the RFP, some individual “must” and “shall” items may not be fully satisfied, but it is the intent to satisfy most, if not all, “must” and “shall” requirements. The inability of an offeror to satisfy a “must” or “shall” requirement does not automatically remove that offeror from consideration; however, it may seriously affect the overall rating of the offeror’s proposal.
 - e. Each copy of the proposal should be bound or contained in a single volume where practical. All documentation submitted with the proposal should be contained in that single volume.
 - f. Ownership of all data, materials and documentation originated and prepared for the State pursuant to the RFP shall belong exclusively to the State and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by the offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the offeror must invoke the protection of Section 2.2-4342F of the Code of Virginia, in writing, either before or at the time the data is submitted. The written notice must specifically identify the data or materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret materials submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The classification of an entire proposal document, line item prices and/or total proposal prices as proprietary or trade secrets is not acceptable and will result in rejection and return of the proposal.
4. Oral Presentation: Offerors who submit a proposal in response to this RFP may be required to give an oral presentation of their proposal to James Madison University. This provides an opportunity for the Offeror to clarify or elaborate on the proposal. This is a fact-finding

and explanation session only and does not include negotiation. James Madison University will schedule the time and location of these presentations. Oral presentations are an option of the University and may or may not be conducted. Therefore, proposals should be complete.

B. SPECIFIC PROPOSAL INSTRUCTIONS

Proposals should be as thorough and detailed as possible so that James Madison University may properly evaluate your capabilities to provide the required services. Offerors are required to submit the following items as a complete proposal:

1. Return RFP cover sheet and all addenda acknowledgements, if any, signed and filled out as required.
2. Plan and methodology for providing the goods/services as described in Section IV. Statement of Needs of this Request for Proposal.
3. A written narrative statement to include, but not be limited to, the expertise, qualifications, and experience of the firm and resumes of specific personnel to be assigned to perform the work.
4. Offeror Data Sheet, included as *Attachment A* to this RFP.
5. Small Business Subcontracting Plan, included as *Attachment B* to this RFP. Offeror shall provide a Small Business Subcontracting plan which summarizes the planned utilization of Department of Small Business and Supplier Diversity (SBSD)-certified small businesses which include businesses owned by women and minorities, when they have received Department of Small Business and Supplier Diversity (SBSD) small business certification, under the contract to be awarded as a result of this solicitation. This is a requirement for all prime contracts in excess of \$100,000 unless no subcontracting opportunities exist.
6. Identify the amount of sales your company had during the last twelve months with each VASCUPP Member Institution. A list of VASCUPP Members can be found at: www.VASCUPP.org.
7. Proposed Cost. See Section X. Pricing Schedule of this Request for Proposal.

VI. **EVALUATION AND AWARD CRITERIA**

A. EVALUATION CRITERIA

Proposals shall be evaluated by James Madison University using the following criteria:

	Points
1. Quality of products/services offered and suitability for intended purposes	25
2. Qualifications and experience of Offeror in providing the goods/services	25
3. Specific plans or methodology to be used to perform the services	30
4. Participation of Small, Women-Owned, & Minority (SWaM) Businesses	10

- B. AWARD TO MULTIPLE OFFERORS: Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposals, including price, if so stated in the Request for Proposals. Negotiations shall be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, the agency shall select the offeror which, in its opinion, has made the best proposal, and shall award the contract to that offeror. The Commonwealth reserves the right to make multiple awards as a result of this solicitation. The Commonwealth may cancel this Request for Proposals or reject proposals at any time prior to an award, and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous. Should the Commonwealth determine in writing and in its sole discretion that only one offeror is fully qualified, or that one offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor's proposal as negotiated.
- C. AWARD OF CONTRACT: Award of a contract to perform services as described in this RFP does not obligate VASCUPP schools to use the contract and individual VASCUPP institutions will have the option of utilizing or not utilizing a particular contractor that has been awarded a contract.

VII. GENERAL TERMS AND CONDITIONS

- A. PURCHASING MANUAL: This solicitation is subject to the provisions of the Commonwealth of Virginia's Purchasing Manual for Institutions of Higher Education and Their Vendors and any revisions thereto, which are hereby incorporated into this contract in their entirety. A copy of the manual is available for review at the purchasing office. In addition, the manual may be accessed electronically at <http://www.jmu.edu/procurement> or a copy can be obtained by calling Procurement Services at (540) 568-3145.
- B. APPLICABLE LAWS AND COURTS: This solicitation and any resulting contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The Contractor shall comply with applicable federal, state and local laws and regulations.
- C. ANTI-DISCRIMINATION: By submitting their proposals, offerors certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and §10 of the Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1 (available for review at <http://www.jmu.edu/procurement>). If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*§6 of the Rules Governing Procurement*).

In every contract over \$10,000 the provisions in 1. and 2. below apply:

1. During the performance of this contract, the contractor agrees as follows:
 - a. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
 - b. The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer.
 - c. Notices, advertisements, and solicitations placed in accordance with federal law, rule, or regulation shall be deemed sufficient for the purpose of meeting these requirements.
 2. The contractor will include the provisions of 1. Above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.
- D. ETHICS IN PUBLIC CONTRACTING: By submitting their proposals, offerors certify that their proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer or subcontractor in connection with their proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.
- E. IMMIGRATION REFORM AND CONTROL ACT OF 1986: By entering into a written contract with the Commonwealth of Virginia, the Contractor certifies that the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.
- F. DEBARMENT STATUS: By submitting their proposals, offerors certify that they are not currently debarred by the Commonwealth of Virginia from submitting proposals on contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.
- G. ANTITRUST: By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.
- H. MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS RFPs: Failure to submit a proposal on the official state form provided for that purpose may be a cause for rejection of the proposal. Modification of or additions to the General Terms and Conditions of the solicitation may be cause for rejection of the proposal; however, the Commonwealth

reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal.

- I. CLARIFICATION OF TERMS: If any prospective offeror has questions about the specifications or other solicitation documents, the prospective offeror should contact the buyer whose name appears on the face of the solicitation no later than five working days before the due date. Any revisions to the solicitation will be made only by addendum issued by the buyer.

J. PAYMENT:

1. To Prime Contractor:

- a. Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. All invoices shall show the state contract number and/or purchase order number; social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).
- b. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however.
- c. All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price, regardless of which public agency is being billed.
- d. The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.
- e. Unreasonable Charges. Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the Commonwealth shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges which are not in dispute (*Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1 § 53; available for review at <http://www.jmu.edu/procurement>*).

2. To Subcontractors:

- a. A contractor awarded a contract under this solicitation is hereby obligated:

- (1) To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the Commonwealth for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or

- (2) To notify the agency and the subcontractors, in writing, of the contractor's intention to withhold payment and the reason.
- b. The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth.
3. Each prime contractor who wins an award in which provision of a SWAM procurement plan is a payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.
4. The Commonwealth of Virginia encourages contractors and subcontractors to accept electronic and credit card payments.
- K. PRECEDENCE OF TERMS: Paragraphs A through J of these General Terms and Conditions and the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors, shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.
- L. QUALIFICATIONS OF OFFERORS: The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the offeror to perform the services/furnish the goods and the offeror shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect offeror's physical facilities prior to award to satisfy questions regarding the offeror's capabilities. The Commonwealth further reserves the right to reject any proposal if the evidence submitted by, or investigations of, such offeror fails to satisfy the Commonwealth that such offeror is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.
- M. TESTING AND INSPECTION: The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.
- N. ASSIGNMENT OF CONTRACT: A contract shall not be assignable by the contractor in whole or in part without the written consent of the Commonwealth.
- O. CHANGES TO THE CONTRACT: Changes can be made to the contract in any of the following ways:
 1. The parties may agree in writing to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.

2. The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt. The contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings. Said compensation shall be determined by one of the following methods:
 - a. By mutual agreement between the parties in writing; or
 - b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Purchasing Agency's right to audit the contractor's records and/or to determine the correct number of units independently; or
 - c. By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.
- P. DEFAULT: In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.
- Q. INSURANCE: By signing and submitting a proposal under this solicitation, the offeror certifies that if awarded the contract, it will have the following insurance coverage at the time the contract is awarded. For construction contracts, if any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with § 25 of the Rules Governing Procurement – Chapter 2, Exhibit J, Attachment 1, and 65.2-800 et. Seq. of the Code of Virginia (available for review at <http://www.jmu.edu/procurement>) The offeror further certifies that the contractor and any subcontractors will maintain these insurance coverage during the entire term of the contract and that all insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

MINIMUM INSURANCE COVERAGES AND LIMITS REQUIRED FOR MOST CONTRACTS:

1. Workers' Compensation: Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the Commonwealth of increases in the number of employees that change their workers' compensation requirement under the Code of Virginia during the course of the contract shall be in noncompliance with the contract.
 2. Employer's Liability: \$100,000
 3. Commercial General Liability: \$1,000,000 per occurrence and \$2,000,000 in the aggregate. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy.
 4. Automobile Liability: \$1,000,000 combined single limit. *(Required only if a motor vehicle not owned by the Commonwealth is to be used in the contract. Contractor must assure that the required coverage is maintained by the Contractor (or third party owner of such motor vehicle.)*
- R. ANNOUNCEMENT OF AWARD: Upon the award or the announcement of the decision to award a contract over \$50,000, as a result of this solicitation, the purchasing agency will publicly post such notice on the DGS/DPS eVA web site (www.eva.virginia.gov) for a minimum of 10 days.
- S. DRUG-FREE WORKPLACE: During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.
- For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.
- T. NONDISCRIMINATION OF CONTRACTORS: An offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the offeror employs ex-offenders unless the state agency, department or institution has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.

- U. eVA BUSINESS TO GOVERNMENT VENDOR REGISTRATION, CONTRACTS, AND ORDERS: The eVA Internet electronic procurement solution, website portal www.eVA.virginia.gov, streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet eprocurement solution by completing the free eVA Vendor Registration. All offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the proposal being rejected. Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:

Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:

- a. For orders issued July 1, 2014 and after, the Vendor Transaction Fee is:
- (i) Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$500 per order.
 - (ii) Businesses that are not Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$1,500 per order.

For orders issued prior to July 1, 2014 the vendor transaction fees can be found at www.eVA.virginia.gov.

The specified vendor transaction fee will be invoiced by the Commonwealth of Virginia Department of General Services approximately 60 days after the corresponding purchase order is issued and payable 30 days after the invoice date. Any adjustments (increases/decreases) will be handled through purchase order changes.

- V. AVAILABILITY OF FUNDS: It is understood and agreed between the parties herein that the Commonwealth of Virginia shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.
- W. PRICING CURRENCY: Unless stated otherwise in the solicitation, offerors shall state offered prices in U.S. dollars.
- X. E-VERIFY REQUIREMENT OF ANY CONTRACTOR: Any employer with more than an average of 50 employees for the previous 12 months entering into a contract in excess of \$50,000 with James Madison University to perform work or provide services pursuant to such contract shall register and participate in the E-Verify program to verify information and work authorization of its newly hired employees performing work pursuant to any awarded contract.
- Y. TAXES: Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against this contract shall usually be free of Federal excise and transportation taxes. The Commonwealth's excise tax exemption registration number is 54-73-0076K.

VIII. SPECIAL TERMS AND CONDITIONS

- A. AUDIT: The Contractor hereby agrees to retain all books, records, systems, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The Commonwealth of Virginia, its authorized agents, and/or State auditors shall have full access to and the right to examine any of said materials during said period.
- B. CANCELLATION OF CONTRACT: James Madison University reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.
- C. IDENTIFICATION OF PROPOSAL ENVELOPE: The signed proposal should be returned in a separate envelope or package, sealed and identified as follows:

From: _____	
Name of Offeror	Due Date Time
Street or Box No.	RFP #
City, State, Zip Code	RFP Title
Name of Purchasing Officer: _____	

The envelope should be addressed as directed on the title page of the solicitation.

The Offeror takes the risk that if the envelope is not marked as described above, it may be inadvertently opened and the information compromised, which may cause the proposal to be disqualified. Proposals may be hand-delivered to the designated location in the office issuing the solicitation. No other correspondence or other proposals should be placed in the envelope.

- D. LATE PROPOSALS: To be considered for selection, proposals must be received by the issuing office by the designated date and hour. The official time used in the receipt of proposals is that time on the automatic time stamp machine in the issuing office. Proposals received in the issuing office after the date and hour designated are automatically non responsive and will not be considered. The University is not responsible for delays in the delivery of mail by the U.S. Postal Service, private couriers, or the intra university mail system. It is the sole responsibility of the Offeror to ensure that its proposal reaches the issuing office by the designated date and hour.
- E. UNDERSTANDING OF REQUIREMENTS: It is the responsibility of each offeror to inquire about and clarify any requirements of this solicitation that is not understood. The University will not be bound by oral explanations as to the meaning of specifications or language contained in this solicitation. Therefore, all inquiries deemed to be substantive in nature must be in writing and submitted to the responsible buyer in the Procurement Services Office. Offerors must ensure that written inquiries reach the buyer at least five (5) days prior to the time set for receipt of offerors proposals. A copy of all queries and the respective response will be provided in the form of an addendum to all offerors who have indicated an interest in responding to this solicitation. Your signature on your Offer certifies that you fully understand all facets of this solicitation. These questions may be sent by Fax to 540/ 568-7936 or 540/568-7935.

- F. RENEWAL OF CONTRACT: This contract may be renewed by the Commonwealth for a period of six (6) successive one year periods under the terms and conditions of the original contract except as stated in 1. and 2. below. Price increases may be negotiated only at the time of renewal. Written notice of the Commonwealth's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period.
1. If the Commonwealth elects to exercise the option to renew the contract for an additional one-year period, the contract price(s) for the additional one year shall not exceed the contract price(s) of the original contract increased/decreased by no more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
 2. If during any subsequent renewal periods, the Commonwealth elects to exercise the option to renew the contract, the contract price(s) for the subsequent renewal period shall not exceed the contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
- G. SUBMISSION OF INVOICES: All invoices shall be submitted within sixty days of contract term expiration for the initial contract period as well as for each subsequent contract renewal period. Any invoices submitted after the sixty day period will not be processed for payment.
- H. OPERATING VEHICLES ON JAMES MADISON UNIVERSITY CAMPUS: Operating vehicles on sidewalks, plazas, and areas heavily used by pedestrians is prohibited. In the unlikely event a driver should find it necessary to drive on James Madison University sidewalks, plazas, and areas heavily used by pedestrians, the driver must yield to pedestrians. For a complete list of parking regulations, please go to www.jmu.edu/parking; or to acquire a service representative parking permit, contact Parking Services at 540.568.3300. The safety of our students, faculty and staff is of paramount importance to us. Accordingly, violators may be charged.
- I. COOPERATIVE PURCHASING / USE OF AGREEMENT BY THIRD PARTIES: It is the intent of this solicitation and resulting contract(s) to allow for cooperative procurement. Accordingly, any public body, (to include government/state agencies, political subdivisions, etc.), cooperative purchasing organizations, public or private health or educational institutions or any University related foundation and affiliated corporations may access any resulting contract if authorized by the Contractor.

Participation in this cooperative procurement is strictly voluntary. If authorized by the Contractor(s), the resultant contract(s) will be extended to the entities indicated above to purchase goods and services in accordance with contract terms. As a separate contractual relationship, the participating entity will place its own orders directly with the Contractor(s) and shall fully and independently administer its use of the contract(s) to include contractual disputes, invoicing and payments without direct administration from the University. No modification of this contract or execution of a separate agreement is required to participate; however, the participating entity and the Contractor may modify the terms and conditions of this contract to accommodate specific governing laws, regulations, policies, and business goals required by the participating entity. Any such modification will apply solely between the participating entity and the Contractor.

The Contractor will notify the University in writing of any such entities accessing this contract. The Contractor will provide semi-annual usage reports for all entities accessing the contract. The University shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the contract. It is understood and agreed that the University is not responsible for the acts or omissions of any entity and will not be considered in default of the contract no matter the circumstances.

Use of this contract(s) does not preclude any participating entity from using other contracts or competitive processes as needed.

J. SMALL BUSINESS SUBCONTRACTING AND EVIDENCE OF COMPLIANCE:

1. It is the goal of the Commonwealth that 42% of its purchases are made from small businesses. This includes discretionary spending in prime contracts and subcontracts. All potential offerors are required to submit a Small Business Subcontracting Plan. Unless the offeror is registered as a Department of Small Business and Supplier Diversity (SBSD)-certified small business and where it is practicable for any portion of the awarded contract to be subcontracted to other suppliers, the contractor is encouraged to offer such subcontracting opportunities to SBSD-certified small businesses. This shall not exclude SBSD-certified women-owned and minority-owned businesses when they have received SBSD small business certification. No offeror or subcontractor shall be considered a Small Business, a Women-Owned Business or a Minority-Owned Business unless certified as such by the Department of Small Business and Supplier Diversity (SBSD) by the due date for receipt of proposals. If small business subcontractors are used, the prime contractor agrees to report the use of small business subcontractors by providing the purchasing office at a minimum the following information: name of small business with the SBSD certification number or FEIN, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product/service provided. **This information shall be submitted to: JMU Office of Procurement Services, Attn: SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.**
2. Each prime contractor who wins an award in which provision of a small business subcontracting plan is a condition of the award, shall deliver to the contracting agency or institution with every request for payment, evidence of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the small business subcontracting plan. **This information shall be submitted to: JMU Office of Procurement Services, SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.** When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm with the Department of Small Business and Supplier Diversity (SBSD) certification number or FEIN number, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product or service provided. Payment(s) may be withheld until compliance with the plan is received and confirmed by the agency or institution. The agency or institution reserves the right to pursue other appropriate remedies to include, but not be limited to, termination for default.
3. Each prime contractor who wins an award valued over \$200,000 shall deliver to the contracting agency or institution with every request for payment, information on use of subcontractors that are not Department of Small Business and Supplier Diversity (SBSD)-certified small businesses. When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm, phone number, FEIN number, total

dollar amount subcontracted, and type of product or service provided. **This information shall be submitted to: JMU Office of Procurement Services, Attn: SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.**

- K. AUTHORIZATION TO CONDUCT BUSINESS IN THE COMMONWEALTH: A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the Code of Virginia or as otherwise required by law. Any business entity described above that enters into a contract with a public body shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. A public body may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.
- L. PUBLIC POSTING OF COOPERATIVE CONTRACTS: James Madison University maintains a web-based contracts database with a public gateway access. Any resulting cooperative contract/s to this solicitation will be posted to the publicly accessible website. Contents identified as proprietary information will not be made public.
- M. CRIMINAL BACKGROUND CHECKS OF PERSONNEL ASSIGNED BY CONTRACTOR TO PERFORM WORK ON JMU PROPERTY: The Contractor shall obtain criminal background checks on all of their contracted employees who will be assigned to perform services on James Madison University property. The results of the background checks will be directed solely to the Contractor. The Contractor bears responsibility for confirming to the University contract administrator that the background checks have been completed prior to work being performed by their employees or subcontractors. The Contractor shall only assign to work on the University campus those individuals whom it deems qualified and permissible based on the results of completed background checks. Notwithstanding any other provision herein, and to ensure the safety of students, faculty, staff and facilities, James Madison University reserves the right to approve or disapprove any contract employee that will work on JMU property. Disapproval by the University will solely apply to JMU property and should have no bearing on the Contractor's employment of an individual outside of James Madison University.
- N. INDEMNIFICATION: Contractor agrees to indemnify, defend and hold harmless the Commonwealth of Virginia, its officers, agents, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the contractor/any services of any kind or nature furnished by the contractor, provided that such liability is not attributable to the sole negligence of the using agency or to failure of the using agency to use the materials, goods, or equipment in the manner already and permanently described by the contractor on the materials, goods or equipment delivered.
- O. ADVERTISING: In the event a contract is awarded for supplies, equipment, or services resulting from this proposal, no indication of such sales or services to James Madison University will be used in product literature or advertising without the express written consent of the University. The contractor shall not state in any of its advertising or product literature that James Madison University has purchased or uses any of its products or services, and the contractor shall not include James Madison University in any client list in advertising and promotional materials without the express written consent of the University.

- P. ELECTRICAL EQUIPMENT STANDARDS: All equipment/material shall conform to the latest issue of all applicable standards as established by National Electrical Manufacturer's Association (NEMA), American National Standards Institute (ANSI), and Occupational Safety & Health Administration (OSHA). All equipment and material, for which there are OSHA standards, shall bear an appropriate label of approval for use intended from a Nationally Recognized Testing Laboratory (NRTL).
- Q. DELIVERY AND STORAGE: It shall be the responsibility of the contractor to make all arrangements for delivery, unloading, receiving and storing materials in the building during installation. The owner will not assume any responsibility for receiving these shipments. Contractor shall check with the owner and make necessary arrangements for security and storage space in the building during installation.
- R. FINAL INSPECTION: At the conclusion of the work, the contractor shall demonstrate to the authorized owners representative that the work is fully operational and in compliance with contract specifications and codes. Any deficiencies shall be promptly and permanently corrected by the contractor at the contractor's sole expense prior to final acceptance of the work.
- S. PRIME CONTRACTOR RESPONSIBILITIES: The contractor shall be responsible for completely supervising and directing the work under this contract and all subcontractors that he may utilize, using his best skill and attention. Subcontractors who perform work under this contract shall be responsible to the prime contractor. The contractor agrees that he is as fully responsible for the acts and omissions of his subcontractors and of persons employed by them as he is for the acts and omissions of his own employees.
- T. SUBCONTRACTS: No portion of the work shall be subcontracted without prior written consent of the purchasing agency. In the event that the contractor desires to subcontract some part of the work specified herein, the contractor shall furnish the purchasing agency the names, qualifications and experience of their proposed subcontractors. The contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the contract.
- U. WORK SITE DAMAGES: Any damage to existing utilities, equipment or finished surfaces resulting from the performance of this contract shall be repaired to the Commonwealth's satisfaction at the contractor's expense.
- V. KEYS: If the Contractor is given keys for this project, it is the Contractor's responsibility to return the keys when the contract is terminated, as well as for the safekeeping of the keys during the contract period. The Contractor shall not loan or duplicate the keys. In the event the Contractor loses the keys, they will be charged for the replacement of the keys and any locks which are rekeyed or replaced.
- W. STANDARDS OF CONDUCT: The work site will be occupied by students and University Personnel during the times work is performed. Contractor and Contractor's personnel shall exercise a particularly high level of discipline, safety and cooperation at all times while on the job site. The Contractor shall be responsible for controlling employee conduct, for assuring that its employees are not boisterous or rude, and assuring that they are not engaging in any destructive or criminal activity. The Contractor is also responsible for ensuring that its employees do not disturb papers on desks, or open desk drawers, cabinets, or briefcases, or use State phones, and the like, except as authorized.

- X. EXTRA CHARGES NOT ALLOWED: The bid price shall be for complete installation ready for the Commonwealth's use, and shall include all applicable freight and installation charges; extra charges will not be allowed.
- Y. QUANTITIES: Quantities set forth in this solicitation are estimates only, and the contractor shall supply at bid prices actual quantities as ordered, regardless of whether such total quantities are more or less than those shown.

IX. METHOD OF PAYMENT

The contractor will be paid on the basis of invoices submitted in accordance with the solicitation and any negotiations. James Madison University recognizes the importance of expediting the payment process for our vendors and suppliers. We are asking our vendors and suppliers to enroll in the Wells Fargo Bank single use Commercial Card Number process or electronic deposit (ACH) to your bank account so that future payments are made electronically. Contractors signed up for the Wells Fargo Bank single use Commercial Card Number process will receive the benefit of being paid in Net 15 days. Additional information is available online at:

<http://www.jmu.edu/financeoffice/accounting-operations-disbursements/cash-investments/vendor-payment-methods.shtml>

Other VASCUPP institutions may have different methodologies regarding invoicing. Each entity is responsible for negotiating their invoicing options and payment terms.

X. PRICING SCHEDULE

A. On Demand Event Equipment Rental

1. The contractor shall provide pricing for all products and services included in proposal indicating the percentage discount off of retail rental pricing that would be offered to the University.
2. The offeror shall clearly indicate all travel, delivery, set up, and take-down costs along with any other miscellaneous fees that would apply. Include all applicable hourly or daily rates.
3. The offeror shall provide travel and delivery costs for each zone outlined in attachment D, Zone Map.

B. Spring and Winter Commencement and other Large Events Equipment Rental

1. The offeror shall provide pricing for all products and services included in proposal indicating the percentage off of retail rental pricing that would be offered to the University.
2. The offeror shall clearly indicate all travel, delivery, set up, and take-down costs along with any other miscellaneous fees that would apply. Include all applicable hourly or daily rates.
3. The offeror shall provide pricing for each item specified in attachment E.

4. The offeror shall provide travel and delivery costs for each zone outlined in attachment D, Zone Map.

XI. ATTACHMENTS

Attachment A: Offeror Data Sheet

Attachment B: Small, Women, and Minority-owned Business (SWaM) Utilization Plan

Attachment C: Standard Contract Sample

Attachment D: Zone Map

Attachment E: Event Pricing and Requirements

ATTACHMENT A

OFFEROR DATA SHEET

TO BE COMPLETED BY OFFEROR

1. QUALIFICATIONS OF OFFEROR: Offerors must have the capability and capacity in all respects to fully satisfy the contractual requirements.
2. YEARS IN BUSINESS: Indicate the length of time you have been in business providing these types of goods and services.

Years _____ Months _____

3. REFERENCES: Indicate below a listing of at least five (5) organizations, either commercial or governmental/educational, that your agency is servicing. Include the name and address of the person the purchasing agency has your permission to contact.

CLIENT	LENGTH OF SERVICE	ADDRESS	CONTACT PERSON/PHONE #
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4. List full names and addresses of Offeror and any branch offices which may be responsible for administering the contract.

3. RELATIONSHIP WITH THE COMMONWEALTH OF VIRGINIA: Is any member of the firm an employee of the Commonwealth of Virginia who has a personal interest in this contract pursuant to the [CODE OF VIRGINIA](#), SECTION 2.2-3100 – 3131?

[] YES [] NO

IF YES, EXPLAIN: _____

RETURN OF THIS PAGE IS REQUIRED

ATTACHMENT B

Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

Offeror Name: _____ **Preparer Name:** _____

Date: _____

Is your firm a **Small Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes _____ No _____

If yes, certification number: _____ Certification date: _____

Is your firm a **Woman-owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes _____ No _____

If yes, certification number: _____ Certification date: _____

Is your firm a **Minority-Owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes _____ No _____

If yes, certification number: _____ Certification date: _____

Is your firm a **Micro Business** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes _____ No _____

If yes, certification number: _____ Certification date: _____

Instructions: *Populate the table below to show your firm's plans for utilization of small, women-owned and minority-owned business enterprises in the performance of the contract. Describe plans to utilize SWAMs businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.*

Small Business: "Small business " means a business, independently owned or operated by one or more persons who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years.

Woman-Owned Business Enterprise: A business concern which is at least 51 percent owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more women, and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWAM Program, all certified women-owned businesses are also a small business enterprise.**

Minority-Owned Business Enterprise: A business concern which is at least 51 percent owned by one or more minorities or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more minorities and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWAM Program, all certified minority-owned businesses are also a small business enterprise.**

Micro Business is a certified Small Business under the SWaM Program and has no more than twenty-five (25) employees **AND** no more than \$3 million in average annual revenue over the three-year period prior to their certification.

All small, women, and minority owned businesses must be certified by the Commonwealth of Virginia Department of Small Business and Supplier Diversity (SBSD) to be counted in the SWAM program. Certification applications are available through SBSD at 800-223-0671 in Virginia, 804-786-6585 outside Virginia, or online at <http://www.sbsd.virginia.gov/> (Customer Service).

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ATTACHMENT B (CNT'D)
Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

Procurement Name and Number: _____

Date Form Completed: _____

Listing of Sub-Contractors, to include, Small, Woman Owned and Minority Owned Businesses
for this Proposal and Subsequent Contract

Offeror / Proposer:

Firm

Address

Contact Person/No.

Sub-Contractor's Name and Address	Contact Person & Phone Number	SBSD Certification Number	Services or Materials Provided	Total Subcontractor Contract Amount (to include change orders)	Total Dollars Paid Subcontractor to date (to be submitted with request for payment from JMU)

(Form shall be submitted with proposal and if awarded, again with submission of each request for payment)

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ATTACHMENT C



**COMMONWEALTH OF VIRGINIA
STANDARD CONTRACT**

Contract No. _____

This contract entered into this _____ day of _____, 20____, by _____ hereinafter called the "Contractor" and Commonwealth of Virginia, James Madison University called the "Purchasing Agency".

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the services to the Purchasing Agency as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: From _____ through _____

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposals dated _____:
 - (a) The Statement of Needs,
 - (b) The General Terms and Conditions,
 - (c) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions;
 - (d) List each addendum that may be issued
- (3) The Contractor's Proposal dated _____ and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
 - (a) Negotiations summary dated _____.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

CONTRACTOR:

PURCHASING AGENCY:

By: _____
(Signature)

By: _____
(Signature)

(Printed Name)

(Printed Name)

Title: _____

Title: _____

ATTACHMENT D

Zone Map



Virginia Association of State College & University Purchasing Professionals (VASCUPP)

List of member institutions by zones

<u>Zone 1</u> George Mason University (Fairfax)	<u>Zone 2</u> James Madison University (Harrisonburg)	<u>Zone 3</u> University of Virginia (Charlottesville)
<u>Zone 4</u> University of Mary Washington (Fredericksburg)	<u>Zone 5</u> College of William and Mary (Williamsburg) Old Dominion University (Norfolk)	<u>Zone 6</u> Virginia Commonwealth University (Richmond)
<u>Zone 7</u> Longwood University (Farmville)	<u>Zone 8</u> Virginia Military Institute (Lexington) Virginia Tech (Blacksburg) Radford University (Radford)	<u>Zone 9</u> University of Virginia - Wise (Wise)

ATTACHMENT E

Event Pricing and Requirements

Contractor shall provide a detailed schedule of delivery and equipment setup, two months prior to the scheduled Commencement date. All equipment and setup shall be in accordance to the locations, quantities, and requirements outlined below:

1. Staging Requirements

- a. Two (2) sets of stairs
- b. Four (4) sides of skirting
- c. Handrails on three (3) sides
- d. Shall meet all applicable codes.

2. ADA Ramps Requirements

- a. Accommodate the needs of disabled users
- b. In compliance with American Disabilities Act (ADA)

3. Mobile Restroom Requirements

- a. Waterproof
- b. Fiberglass interior
- c. Reinforced plastic walls and ceiling liner
- d. Nonskid epoxy floors
- e. Fluorescent lightening
- f. Water heater/wall hung urinals
- g. Porcelain covered steel lavatories
- h. Plastic countertop
- i. Locking base cabinets w/ mirrors

4. Elite Mobile Restroom Requirements

- a. Accommodate the needs of disabled users
- b. In compliance with American Disabilities Act (ADA)
- c. Must accommodate male, female, and ADA user
- j. Waterproof
- k. Fiberglass interior
- l. Reinforced plastic walls and ceiling liner
- m. Nonskid epoxy floors
- n. Fluorescent lightening
- o. Water heater/wall hung urinals
- p. Porcelain covered steel lavatories
- q. Plastic countertop
- d. Locking base cabinets w/ mirrors

5. Tent Requirements

- a. Fire extinguishers and related signs to meet Virginia Fire Code requirements

- b. Tents that cannot be staked in the ground must be weighed down by portable solid concrete anchors with covers matching the tent
- c. The availability of sidewalls if needed, solid or windowed
- d. Styles include standard frame, high peak frame, pole tents, marquee

6. Chair Requirements

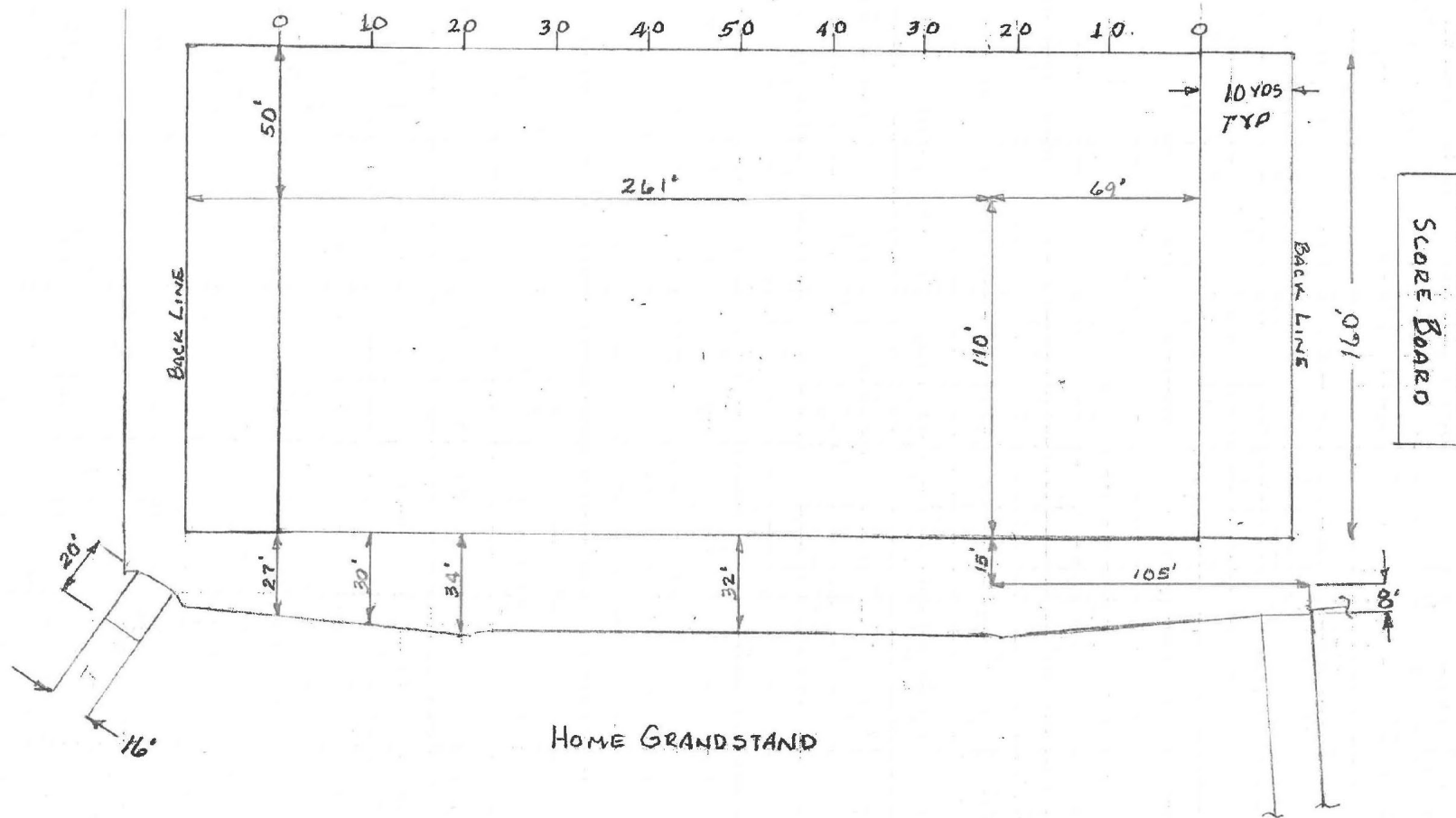
- a. Samsonite white resin base structure chairs with matching padded seat for indoor venue
- b. Basic folding chairs, seats and backs are molded plastic- Outdoor
- c. Rubber foot tips

7. Table Requirements

- a. Rectangle 6' and 8' lengths
- b. Round dining 3'-6'
- c. Cocktail 30"-36"

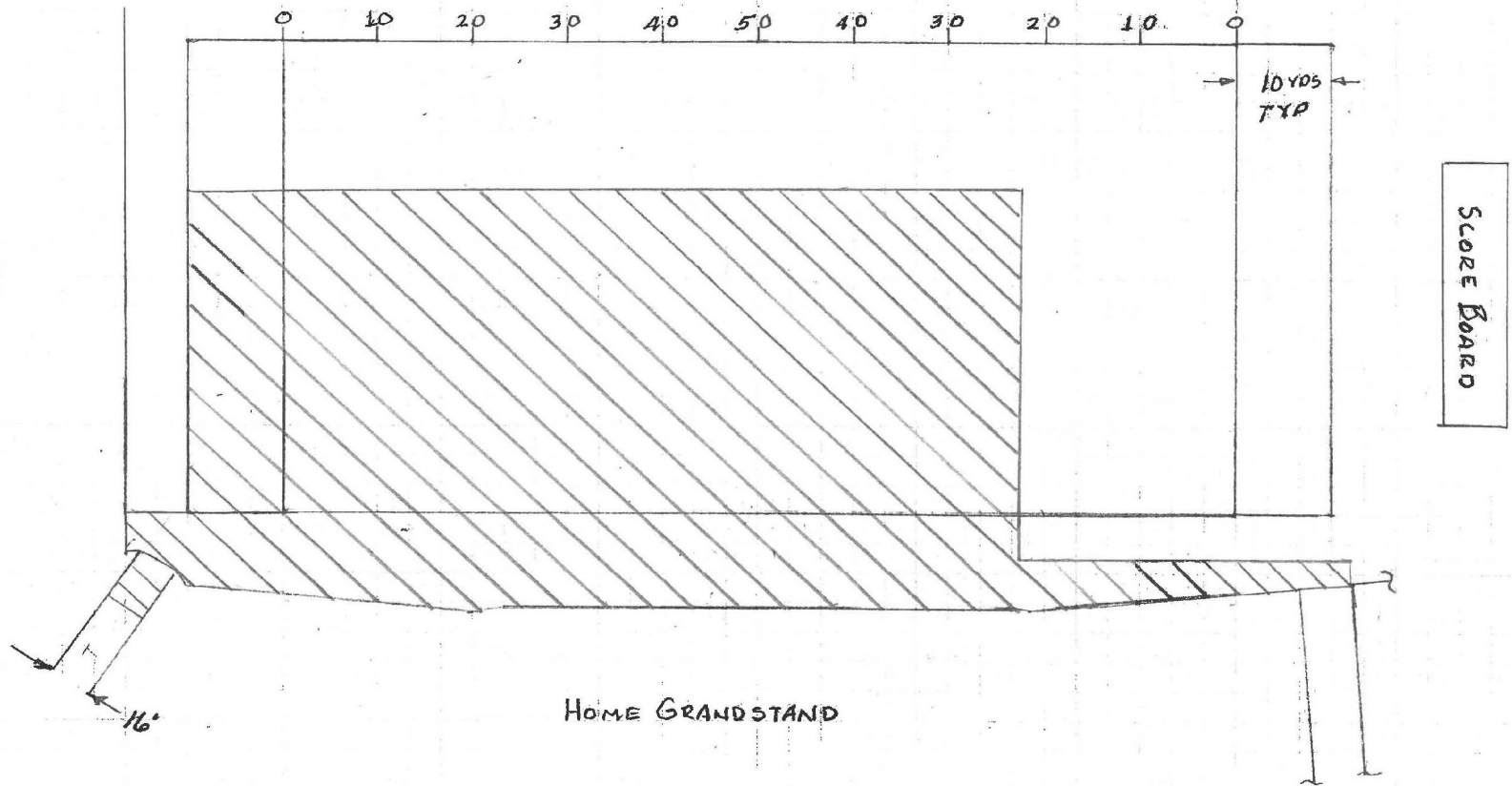
8. Flooring Requirements (See drawings below)

- a. Flooring is approximately 38,540 sq ft.
- b. Must be acceptable to covering field turf
- c. Allows expansion and contraction safeguards available in joints
- d. Provide manpower and equipment to offload and load from trailers
- e. Edge ramps around entire perimeter
- f. A company representative onsite at all times during construction and takedown
- g. Must stay locked together



JAMES MADISON UNIVERSITY

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JAMES MADISON UNIVERSITY
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COVER HASH MARKED AREA - FLOOR

Pricing Schedule – Special Event Equipment
James Madison University

<u>Chairs</u>	<u>Estimated Quantity</u>	<u>Unit Price</u>	<u>Total Price</u>
Samsonite Folding Chair -All Colors (White, Black, Burgundy)	19,800		
<u>Staging</u>	<u>Estimated Quantity</u>	<u>Unit Price</u>	<u>Total Price</u>
36’ x 16’x 2’ ht black skirt on three (3) sides, two (2) ADA ramps, and safety rail on three (3) sides ~Convocation Center	1		
32’ x 16’ skirt on four (4) sides, two (2) stairways, safety rail on three (3) sides ~Rose Library	1		
32’ x 20’x 3’ ht Skirt on four (4) sides, two (2) stairways, one (1) ADA ramp, and safety rails on three (3) sides. ~Wilson Quad	1		
36’ x 28’ black skirt on four (4) sides, one (1) stairway, safety rail on three (3) sides, and two (2) ADA ramps. ~Stadium	1		
24’ x 20’x 2’ ht black skirt on four (4) sides, two (2) stairways, and safety rail on three (3) sides ~Duke Lawn	1		
4’ x 4’ x 36’’ ht black skirt on four sides one stairway, safety rail on two (2) sides ~Videographer’s Stand	1		
<u>White Frame Tents w/ Concrete Anchors & Fire Extinguisher</u>	<u>Estimated Quantity</u>	<u>Unit Price</u>	<u>Total Price</u>
10’ x 10’	3		
15’ x 15’	7		
20’ x 20’	1		
20’ x 30’	1		
20’ x 40’	1		
30’ x 60’	1		
40’ x 60’	1		
40’ x 80’	1		
30’ x 45’ ADA Tent	1		
60’ x 120’ Fire Package Tent	1		
<u>Staked White Frame Tents & Fire Extinguisher</u>	<u>Estimated Quantity</u>	<u>Unit Price</u>	<u>Total Price</u>
10’ x 10’	1		
15’ x 15’	1		
20’ x 20’	1		
20’ x 30’	1		
20’ x 40’	1		
30’ x 60’	1		
40’ x 60’	1		
40’ x 80’	1		
<u>Tables</u>	<u>Estimated Quantity</u>	<u>Unit Price</u>	<u>Total Price</u>
8’ Banquet Table	30		
6’ Banquet Table	1		
6’ Round Dining Table	1		
36’’ x 42’’ ht Cocktail Round Table	1		
30’’ Cocktail Table w/ 30’’ & 42’’ ht Columns & Bases	1		
<u>Miscellaneous</u>	<u>Estimated Quantity</u>	<u>Unit Price</u>	<u>Total Price</u>
White Resin Stanchion w/ Chain	50		
Pipe and Drape- Black x 8’ height (per linear foot)	80 ft.		
Barricaded Crowd Control Stanchion (per foot)	50 ft.		
Stage Skirt per linear foot	1 ft.		

Staging per sq. ft. (if multiple options of staging are available, provide pricing for each)	1ft.		
Safety Rail per linear foot	1 ft.		
ADA Ramp per linear foot	1 ft.		
Event Carpet Runner	90 ft.		
<u>Sanitation</u>	<u>Estimated Quantity</u>	<u>Unit Price</u>	<u>Total Price</u>
Mobile Comfort Station	2		
Mobile Comfort Station with two (2) ADA ramps	1		
Skid Mounted ADA Comfort Station	1		
Mobile Elite Comfort Station with ADA (2) ADA ramps	1		
<u>Flooring</u>	<u>Estimated Quantity</u>	<u>Unit Price</u>	<u>Total Price</u>
Portable Flooring w/ edge ramps for entire perimeter of layout	38,540 sq ft.		
<u>Labor</u>	<u>Estimated Quantity</u>	<u>Unit Price</u>	<u>Total Price</u>
Set up and take down table(s)	1		
Set up and take down of chair(s)	1		
Installation and removal of flooring	1		
<u>Delivery</u>	<u>Total Price</u>		
Delivery Lot (Commencement)			
Equipment Distribution Charge (Commencement)			

Pricing Schedule – Special Event Equipment
University of Virginia

<u>Description</u>	<u>Estimated Quantity</u>	<u>Unit Price</u>	<u>Total Price</u>
Samsonite Folding Chair - All Colors	31,500		
<u>Staging</u>			
40’ x 20’ x 2’ht 80’ Black Skirt Two stairways 64’ Safety rail Aquatics	1		
36’ x 20’ x 2’ht Black Skirt on three sides ~Law School	1		
48’ x 12’ x varying heights- Black skirt on front side Two stairways Safety rail on two sides Old Cabell~	1		
Extend Rental Additional Three Weeks ~Old Cabell~	1		
8’ x 16’ Two Tier Press Riser (Each tier 4’ x 16’) Old Cabell~	1		
4’ x 4’ x 16’’ht Interpreter’s Riser (With one single step) ~Old Cabell~	1		
8’ x 8’ x 2’ht- White Skirt on four sides One stairway ~Darden Photo~	1		
32’ x 24’ x 2’ht- White Skirt on three sides One stairway ~Darden~	1		

<u>Description</u>	<u>Estimated Quantity</u>	<u>Unit Price</u>	<u>Total Price</u>
12’ x 8’ x 2’ht- White Skirt on four sides No stairways ~ North Grounds Rec ~ ~Staff set up~	1		
24’ x 12’ x 2’ht- 48’ Black Skirt Two stairways Safety rail on back side 24’ x 8’ ht Pipe & Black Drape ~North Grounds Rec~	1		
4’ x 8’ x 2’ht- Skirt on four sides One stairway ~North Grounds Rec Audio	1		
8’ x 8’ x 2’ht- Black Skirt on four sides One stairway ~Law School~	1		
12’ x 8’ x 2’ht- Black skirt on four sides One stairway ~Law School~	1		
20’ x 12’ x 8”ht- No stairway ~Art School~ (Band Rehearsal)	1		
32’ x 16’ x 2’ht- Black skirt on three sides Two ADA Ramps x 24’ (48’) No Stairway ~Thornton Courtyard~	1		
36” x 20’ x2’ht – Black skirt on three sides Two ADA Ramps x 28’ No Stairway or railings ~Clay Hall~	1		
<u>White Frame Tents</u> –			
30”x60’ on 10’ legs	1		
30’ x 30’ (set with water barrels	1		
20’ x 40’	1		
20’ x 20’	1		
15’ x 15’	1		
<u>Folding Tables</u> – 8’ x 30” x 29”ht	92		
<u>Table Linens</u> -			
White Tablecloth for 8’ Table	7		
Black Tablecloth for 8’ Table	7		
White Table Skirt x 14’ x 29”	7		
Black Table Skirt x 14’ x 29”	7		
<u>Staging Accessories</u>			
Stage Skirt per linear foot	1		
Stage safety rail per linear foot	1		
White Stage Skirt – 24” x 8’	24		
Black Stage Skirt – 24” x 8’	12		
<u>Miscellaneous</u>			
Pipe and Drape Black x 8’ ht - per linear foot	50		
Chrome Stanchion with Retractable black tape	6		
ADA Ramp 24’ ramp plus one turn deck ~Amphitheater~	1		

Quantities provided in this RFP are estimates, and the Selected Firm(s) will supply actual quantities ordered at the proposed price, regardless of whether the total quantities are more or less than, the estimates provided in this RFP.