



**COMMONWEALTH OF VIRGINIA  
STANDARD CONTRACT**

Contract No. UCPJMU5900

This contract entered into this **5<sup>th</sup>** day of **November, 2020**, by **Watkins Nurseries Inc.** 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 **11/5/2020** through **11/4/2021** with **4** one-year renewal options.

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposal KLN-1091 dated September 15, 2020:
  - (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 – 09/15/2020
- (3) The Contractor's Proposal dated 10/19/2020 and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
  - (a) Negotiations Summary, dated 11/04/2020.

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

CONTRACTOR:

By:   
(Signature)

Jason D. Campbell  
(Printed Name)

Title: General Manager

PURCHASING AGENCY:

By:   
(Signature)

Krista Neal's  
(Printed Name)

Title: Procurement Buyer Specialist



### Negotiation Summary

1. Contact information for Watkins Nurseries:

Jason Campbell

Phone – (804) 533-8356

Email – [jason@watkinsnurseries.com](mailto:jason@watkinsnurseries.com)

2. See Mulch Pricing Schedule below.

ITEM	DESCRIPTION	UNIT PRICE (per yard)
1	Double Shredded Hardwood Mulch	19.65 / Cubic Yard
2	Triple Shredded Hardwood Mulch	N/A
3	Double Shredded Brown or Black Dyed Mulch	20.15 / Cubic Yard
4	Triple Shredded Brown Dyed Mulch	N/A
5	Delivery Charges	425.00 / 80 CY Load
6	Additional Fees	N/A

3. The pricing is set and there shall be no additional fees and/or expenses charged to the University without prior approval.
4. Watkins Nurseries shall agree to provide a discount all landscaping tree/plants 7% from list price. If, the University shall purchase at least \$45,000.00 in mulch annually, the landscaping plant/tree discount shall increase to 10% for the remainder of the contract year.
5. Watkins Nurseries has assured the University that they are capable of fulfilling the needs of the University. Watkins Nurseries shall provide the University with a minimum 30 day notice in the event that they will not be able to meet those needs.
6. Watkins Nurseries shall agree to provide the agreed upon product quantities and delivery, when applicable, by or on the agreed date by the University.
7. Watkins Nurseries shall agree to the annual increase amount to be based on the CPI-W scale per renewal.



**WATKINS**  
NURSERIES

October 19, 2020

Mrs. Krista Nealis, Buyer Specialist  
Procurement Services  
James Madison University  
Procurement Services MSC 5720  
752 Ott Street, Win Price Building, 1<sup>st</sup> Flr., Suite 1023  
Harrisonburg, VA 22807

**PROPOSAL FOR:**  
**JAMES MADISON UNIVERSITY**  
**RFP# KLN-1091**  
**9/15/2020**  
**MULCH AND/OR LANDSCAPING PLANTS**

Mrs. Nealis:

It is my pleasure to provide you with the enclosed proposal for mulch and landscaping plants for James Madison University from Watkins Nurseries, Inc.

To ensure clarification, I wish to highlight the following:

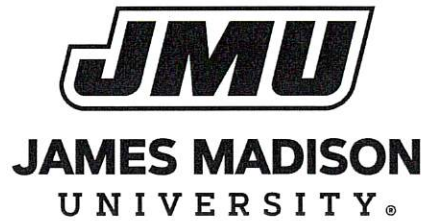
- The delivery fee for plant materials is a flat \$335 fee per truck load of trees and plants. We do not charge a percentage of the invoice, but rather a fee based on mileage from our nursery to the University.
- Watkins Nurseries' SWaM certification is current under review for recertification and therefore our certification is not active. We have been told by the Office of Small Business and Business Diversity we can anticipate our certification within 90 days.
- The SWaM business listed on Attachment B are vendors we currently work with and continue to work with in the future and may be utilized as part of this contract, if awarded.
- JMU currently receives a discount of 7% off the listed wholesale pricing based on it's previous year's purchasing volume. If the contract is awarded, the 7% discount is anticipated to continue.

In the end, we would like to welcome you as a valued customer. If you have any questions, please feel free to contact me on my cell phone at 804-533-8356 or via email at [jason@watkinsnurseries.com](mailto:jason@watkinsnurseries.com).

Sincerely,

Jason D. Campbell  
Commercial Sales

Attachments: Proposal  
Request for Proposal with Attachments  
Pricing Schedule  
Discount Letter

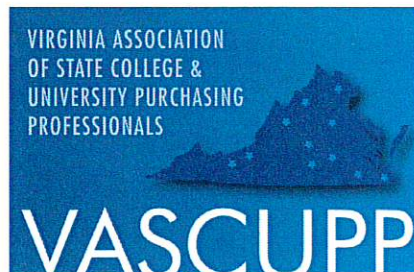


# Request for Proposal

## **RFP# KLN-1091**

**Shredded Mulch and(or) Landscaping Plants**

**September 15, 2020**



# **REQUEST FOR PROPOSAL**

## **RFP# KLN-1091**

**Issue Date:** 09/15/2020  
**Title:** Shredded Mulch & Landscaping Plants  
**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 October 20th, 2020 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: Krista Nealis, Buyer Specialist, Procurement Services, [nealiskl@jmu.edu](mailto:nealiskl@jmu.edu); 540-568-4160; (Fax) 540-568-7935 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:

Watkins Nurseries, Inc.

101 Dry Bridge Road

Midlothian, VA 23114

By:

  
(Signature in Ink)

Name: Jason D. Campbell

(Please Print)

Date: 10/19/2020

Title: Commercial Sales

Web Address: [Watkinsnurseries.com](http://Watkinsnurseries.com)

Phone: 804-379-8733

Email: [jason@watkinsnurseries.com](mailto:jason@watkinsnurseries.com)

Fax #: 804-379-3276

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 # KLN-1091***

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## **I. PURPOSE**

The purpose of this Request for Proposal (RFP) is to solicit sealed proposals from qualified sources to provide shredded mulch, landscaping and planting materials, flowers (annuals & perennials), trees, bushes, seasonal plants, bulbs and nursery stock along with the equipment necessary for delivery of products 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 four (4) additional one-year periods.

## **II. BACKGROUND**

James Madison University (JMU) is a comprehensive public institution in Harrisonburg, Virginia, that is part of the statewide system of public higher education in the Commonwealth. The university offers program on the bachelor's, master's, and doctoral levels with its primary emphasis on the undergraduate student. JMU's current enrollment is approximately 22,000 full and part-time students. The university employs approximately 4,000 faculty and staff. Further information about the University may be found at the following website: <http://www.jmu.edu>.

James Madison University has spent approximately \$350,000.00 in mulch purchases with our contracted vendors over the last 5 years. Additionally, the University has approximately \$600,000.00 through our Landscaping Plants contracts over the last five year period. The Contractor shall be responsible to deliver, upon request, the quantities and items specified on any agreed delivery dates. James Madison University reserves the right to increase or decrease the quantities as necessary.

## **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**

### **A. Mulch**

The Contractor shall furnish and deliver the specified product on "as needed" basis. Deliveries will begin approximately March 1<sup>st</sup> of each year.

#### **1. General Specifications:**

**All mulch shall meet the following specifications:**

- a. Double or Triple shredded hardwood bark mulch shall be made of 100% hardwoods containing a minimum of 65% oak.
- b. Double or Triple shredded brown dyed mulch of high quality and consistency.

- c. Product shall not contain large chunks, sawdust, germination, or growth-inhibiting factors.
- d. Product shall not be musty, moldy, caked, decayed or extremely dusty.
- e. Product shall be free of insects, pests, their eggs, and larvae.

**James Madison University Facilities Management Landscape Superintendent reserves the right to:**

- a. Inspect and approve product at Contractor's place of business and again upon delivery before acceptance of product.
- b. Accept no substitutions without prior approval.
- c. Coordinate all deliveries of quantity with Contractor.
- d. Designate delivery areas if necessary – only one delivery area is planned.

## **2. Deliveries:**

- a. James Madison University will contact the contractor three (3) to five (5) days in advance for placement of quantities to be delivered.
- b. Deliveries shall be made to the James Madison University Landscape Department mulch compound. The Contractor will be advised at the time of request if other delivery locations apply.
- c. James Madison University Landscaping Department shall be notified 24 hours prior to delivery of any product so that personnel may be available to allow access to the compound and verify product received. Contact information will be provided upon award of contract.
- d. Delivery and unloading should be complete by 7:00 am because the delivery area is located in a parking lot. This area becomes very congested with vehicles after 7:00 am.
- e. Due to additional deliveries being required in the spring months of April and May, James Madison University will advise the contractor of the spring delivery schedule at least two (2) weeks prior when deliveries are to begin.
- f. Any applicable delivery costs shall be included in the unit price. No additional charges shall be allowed.

## **B. Landscaping Plants**

1. This is a unique contract(s), where the University is unable to present a known quantity or requirement for delivery ahead of actually placing an order. All orders shall be on an as needed basis. Orders may be of a large and advanced nature for growing and delivery or may be smaller in nature for an immediate need based on hand selection by JMU Landscaping Staff (may be picked up or require delivery). Multiple contracted suppliers may be used for any given project, depending on the size, type and availability of plants required.
2. Planting beds are typically designed months in advance of planting using specific cultivars, sizes and colors of plants; therefore when specific large quantity orders are placed, no substitutions shall be made without prior approval from the Landscaping Department. *If vendor is located beyond the 60 mile radius; weekly to bi-weekly digital*

*photos shall be provided to the Landscaping Department to show the progress and growth patterns of our plants. This process will be enforced!*

3. For each quote requested, the vendor shall furnish a detailed list of cost for size and species or description along with any other related charges approved by this contract. Orders \$10,000 and over shall require an eVA Purchase Order ***before*** the supplier shall allow for any purchase or deliveries. Contracted vendors not abiding by this requirement may not have their contract renewed.
4. Describe a brief history of firm, list relevant experience, qualifications and success in providing plant material.
5. Describe all plant varieties available and specific season, if necessary.
6. Describe growing processes and materials to ensure high quality plants and usage of recycled dirt.
7. Describe any plant warranties offered. If additional changes are related to those warranties, the charges shall be identified in the pricing schedule.
8. Describe hours of operation and ability of JMU landscaping personnel to hand select stock plants for pick-up or delivery (as required).
9. Describe the minimum dollar amount required for delivery, if any.

**ANY INFERIOR PLANTS DELIVERED TO JMU WILL BE REJECTED AND JMU SHALL NOT BE CHARGED OR ITEM SHALL BE PURCHASED AT VENDOR EXPENSE FROM ANOTHER SOURCE. JMU WILL NOT ACCEPT PLANTS THAT DO NOT MEET THE HIGHEST QUALITY STANDARDS AS GIVEN BELOW:**

**All potted and tray plants, trees, and shrubs, etc. shall have/be:**

- Fresh, healthy plants that have been properly taken care of,
- Unless specified otherwise, ALL POTS ***shall have three plants per 5 ½" to 6"*** pot and shall be showing color blooms and/or buds,
- "Leggy" plants WILL NOT be accepted,
- Healthy, well-developed root systems,
- Grown under ideal growing conditions with proper light, water, fertilizer and relative humidity,
- **All plants shall be "hardened off"/"toughened up" at least two days prior to delivery so they will handle immediate exposure to the elements. This is a REQUIREMENT and shall be done prior to any requested delivery!**
- Blooming plants shall be showing color, uniform growth with high-quality blossoms and/or buds (unless otherwise specified in request for quote or pick-up selection), and free of yellow growth,
- Grown in premium quality planting mix,
- Delivered in an enclosed truck, or if this is not possible, so transported that the plants are not exposed to drying and whipping action of the wind. ***Plants shall be either shipped on racks or stacked "one high" to eliminate crushing of plants. If crushed plants***

*arrive, they will be rejected immediately at no cost to the University.*

- Free of any pests, including but not limited to whiteflies, snails/slugs, or mealy bugs. Presence of any pests may be cause for rejection.
- Free of fungus,
- Free of decaying/dying plants,
- All pots and trays shall be legibly marked or labeled with plant name.

## 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 one (1) 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](http://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	20
3. Specific plans or methodology to be used to perform the services	20
4. Participation of Small, Women-Owned, & Minority (SWaM) Businesses	15
5. Cost	20
	100

**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.

## **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, sexual orientation, gender identity, 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, sexual orientation, gender identity, 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 condition to the award, shall deliver to the contracting agency or institution, on or before request for final 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 \$100,000, 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](http://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, sexual orientation, gender identity, 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](http://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:

1. For orders issued July 1, 2014 and after, the Vendor Transaction Fee is:
  - a. Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$500 per order.
  - b. Businesses that are not Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$1,500 per order.
2. For orders issued prior to July 1, 2014 the vendor transaction fees can be found at [www.eVA.virginia.gov](http://www.eVA.virginia.gov).
3. 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. CIVILITY IN STATE WORKPLACES: The contractor shall take all reasonable steps to ensure that no individual, while performing work on behalf of the contractor or any subcontractor in connection with this agreement (each, a "Contract Worker"), shall engage in 1) harassment (including sexual harassment), bullying, cyber-bullying, or threatening or violent conduct, or 2) discriminatory behavior on the basis of race, sex, color, national origin, religious belief, sexual orientation, gender identity or expression, age, political affiliation, veteran status, or disability.

The contractor shall provide each Contract Worker with a copy of this Section and will require Contract Workers to participate in training on civility in the State workplace. Upon request, the contractor shall provide documentation that each Contract Worker has received such training.

For purposes of this Section, "State workplace" includes any location, permanent or temporary, where a Commonwealth employee performs any work-related duty or is representing his or her agency, as well as surrounding perimeters, parking lots, outside meeting locations, and means of travel to and from these locations. Communications are deemed to occur in a State workplace if the Contract Worker reasonably should know that the phone number, email, or other method of communication is associated with a State workplace or is associated with a person who is a State employee.

The Commonwealth of Virginia may require, at its sole discretion, the removal and replacement of any Contract Worker who the Commonwealth reasonably believes to have violated this Section.

This Section creates obligations solely on the part of the contractor. Employees or other third parties may benefit incidentally from this Section and from training materials or other communications distributed on this topic, but the Parties to this agreement intend this Section to be enforceable solely by the Commonwealth and not by employees or other third parties.

## **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:	Watkins Nurseries, Inc.	10/20/2020	2pm
	Name of Offeror	Due Date	Time
	101 Dry Bridge Road	KLN-1091	
	Street or Box No.	RFP #	
	Midlothian, VA 23114	Shredded Mulch and Landscape Plants	
	City, State, Zip Code	RFP Title	
Name of Purchasing Officer: Krista Nealis, Buyer Specialist			

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 540/568-7935.
- F. RENEWAL OF CONTRACT: This contract may be renewed by the Commonwealth for a period of four (4) 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](http://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. 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.
- P. 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.
- Q. ASBESTOS: Whenever and wherever during the course of performing any work under this contract, the contractor discovers the presence of asbestos or suspects that asbestos is present, he shall stop the work immediately, secure the area, notify the building owner and await

positive identification of the suspect material. During the downtime in such a case, the contractor shall not disturb any surrounding surfaces but shall protect the area with suitable dust covers. In the event the contractor is delayed due to the discovery of asbestos or suspected asbestos, then a mutually agreed extension of time to perform the work shall be allowed the contractor but without additional compensation due to the time extension.

- R. 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.
- S. CONTINUITY OF SERVICES:
- a) The Contractor recognizes that the services under this contract are vital to the Agency and must be continued without interruption and that, upon contract expiration, a successor, either the Agency or another contractor, may continue them. The Contractor agrees:
    - (i) To exercise its best efforts and cooperation to effect an orderly and efficient transition to a successor;
    - (ii) To make all Agency owned facilities, equipment, and data available to any successor at an appropriate time prior to the expiration of the contract to facilitate transition to successor; and
    - (iii) That the Agency Contracting Officer shall have final authority to resolve disputes related to the transition of the contract from the Contractor to its successor.
  - b) The Contractor shall, upon written notice from the Contract Officer, furnish phase-in/phase-out services for up to ninety (90) days after this contract expires and shall negotiate in good faith a plan with the successor to execute the phase-in/phase-out services. This plan shall be subject to the Contract Officer's approval.
  - c) The Contractor shall be reimbursed for all reasonable, pre-approved phase-in/phase-out costs (i.e., costs incurred within the agreed period after contract expiration that result from phase-in, phase-out operations) and a fee (profit) not to exceed a pro rata portion of the fee (profit) under this contract. All phase-in/phase-out work fees must be approved by the Contract Officer in writing prior to commencement of said work.
- T. 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.

## **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; however, vendor enrollment for E-Payments has temporarily been suspended as we transition to a new bank. Once we are operational with our new bank, we will ask that our vendors and suppliers enroll in our bank's 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 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>

## X. PRICING SCHEDULE

The offeror shall provide pricing for all products and services included in proposal indicating one-time and on-going costs. The resulting contract will be cooperative and pricing shall be inclusive for the attached Zone Map, of which JMU falls within Zone 2.

### **Mulch:**

Description	Unit Price
Double Shredded Hardwood Bark Mulch	\$19.65 Per Cubic Yard
Triple Shredded Hardwood Bark Mulch	\$----- Per Cubic Yard
Double Shredded Brown Dyed Mulch	\$20.15 Per Cubic Yard
Triple Shredded Brown Dyed Mulch	\$ ---- Per Cubic Yard
Other Mulch – Double Shredded Black Dyed	\$20.15 Per Cubic Yard
Delivery Charges – approximately 80CY/load	\$425
Additional Fees	\$

**Additional fees/charges not specified in contract pricing will not be accepted.**

### **Landscaping Plants:**

Pricing schedule should be attached as a separate document and broken down into three separate pricing lists: Delivery, Pick-up, and Delivery/Install. Each list should be broken down by types of plant material and discount based on quantity of product.

The resulting contract shall be a cooperative contract; Offerors providing plant materials and/or services to other Zones shall provide discount breakdown in sections allotted on pricing schedule.

Freight and delivery charges or fees shall be covered by discount; **additional fees/charges not specified in contract pricing will not be accepted.**

Specify any associated charge card processing fees, if applicable, to be billed to the university. Vendors shall provide their VISA registration number when indicating charge card processing fees. Any vendor requiring information on VISA registration may refer to <https://usa.visa.com/support/small-business/regulations-fees.html> and for questions <https://usa.visa.com/dam/VCOM/global/support-legal/documents/merchant-surcharging-qa-for-web.pdf>.

## **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 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. *See attached.*
2. YEARS IN BUSINESS: Indicate the length of time you have been in business providing these types of goods and services.

Years 59 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 #
Longwood University	10+ years	Farmville, VA	Dave Love, 434.607.2497
Powhatan Co. Public Schools	50+ years	Powhatan, VA	Dr. Jason Tibbs, 804-513-0286
Heritage Irrigation, LLC	3+ years	Ashland, VA	Matt Fincher, 804.357.0859
Charlottesville-Albemarle Airport Authority	1 year	Charlottesville, VA	Jason Birch, 540.910.2306
Comm. Of VA, DGS	50+ years	Richmond, VA	Anthony Griffin, 804.786.3134

4. List full names and addresses of Offeror and any branch offices which may be responsible for administering the contract.

Watkins Nurseries, Inc. (Main Office), 101 Dry Bridge Road, Midlothian, VA 23114

Watkins Nurseries, Inc. (Powhatan Propagation Facility), 4216 Worsham Road, Powhatan, VA 23139

Watkins Nurseries, Inc (Amelia Tree Farm), 11540 Grub Hill Church Road, Amelia Court House, VA 23002

5. 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 [ X ] NO

IF YES, EXPLAIN: \_\_\_\_\_

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



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## **ATTACHMENT A ADDITIONAL**

### **1. QUALIFICATIONS OF OFFEROR:**

Watkins Nurseries, Inc. is a 5<sup>th</sup>-generation owned and operated nursery, headquartered in Midlothian, Virginia, with a 400-acre tree farm in Amelia County and a container tree, shrub, and plant facility in Powhatan County. The organization employs 25 team members in various roles from production laborers to horticulturists to sales staff, from landscape installation professional to transportation team members and executive leadership. We pride ourselves on being a wholesale supplier of trees, shrubs, plants, and landscape materials to landscape contractors, general contractors, and corporate and government entities east of the Mississippi from Massachusetts to South Carolina.

In addition to our current contract with James Madison University, we provide landscape materials and installation services to Longwood University, Hampden-Sydney College, and Virginia Tech. We also provide landscape materials and installation services for other local state government entities including Commonwealth of Virginia Department of General Services (State Capitol Grounds), Chesterfield County, Powhatan County, City of Richmond, City of Lynchburg, City of Fairfax and Henrico County.

In addition to our own production facilities, Watkins has relationships with other wholesale growers throughout the Mid-Atlantic region for trees and shrubs, including six (6) other nurseries included in the Virginia Department of Small Business & Supplier Diversity Small, Woman- and Minority-Owned (SWaM) business directory.

Watkins Nurseries, Inc. is a current contract-vendor of trees and plant materials for James Madison University under Contract UCPJMU4516.

## ATTACHMENT B

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

Offeror Name: Watkins Nurseries, Inc. Preparer Name: Jason D. Campbell

Date: 10/19/2020

Is your firm a **Small Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes \_\_\_\_\_ No X, Expired, but currently undergoing recertification review.

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 X

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 X

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 X

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: Shredded Mulch and Landscaping Plants RFP # KLN-1091 Date Form Completed: 10/19/2020

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

Offeror / Proposer:

Watkins Nurseries, Inc.

Firm

101 Dry Bridge Rd., Midlothian, VA 23139

Address

Jason D. Campbell 804.379.8733

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)
Bennett's Creek Wholesale Nursery 17497 Benms Church Rd. Smithfield, VA 23430	Teresa Mantooth 757.483.1425	666311	Nursery Stock		
Guthrie Nursery, Inc. 1621 Crews Shop Road Lynchburg, VA 24504	Terry Kline 434.993.0797	5940	Nursery Stock		
Knotts Creek Nursery, Inc. 6120 Knotts Neck Road Suffolk, VA 23435	Anna Hilton 757.483.6383	724113	Nursery Stock		
New Leaf Farms, Inc. 5076 E. Lynchburg Salem Tpke. Bedford, VA 24523	Clare Jackson 540.586.0693	718990	Nursery Stock		
Tidewater Tree Transplanters, Inc. 1900 Munden Point Road Virginia Beach, VA 23457	Benny Sawyer 757.426.6002	677731	Nursery Stock		
TD Watkins Horticulture Sales 3907 W. Franklin St. Richmond, VA 23221	Tscharner D. Watkins III 804.929.1982	684964	Nursery Stock		

*(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)

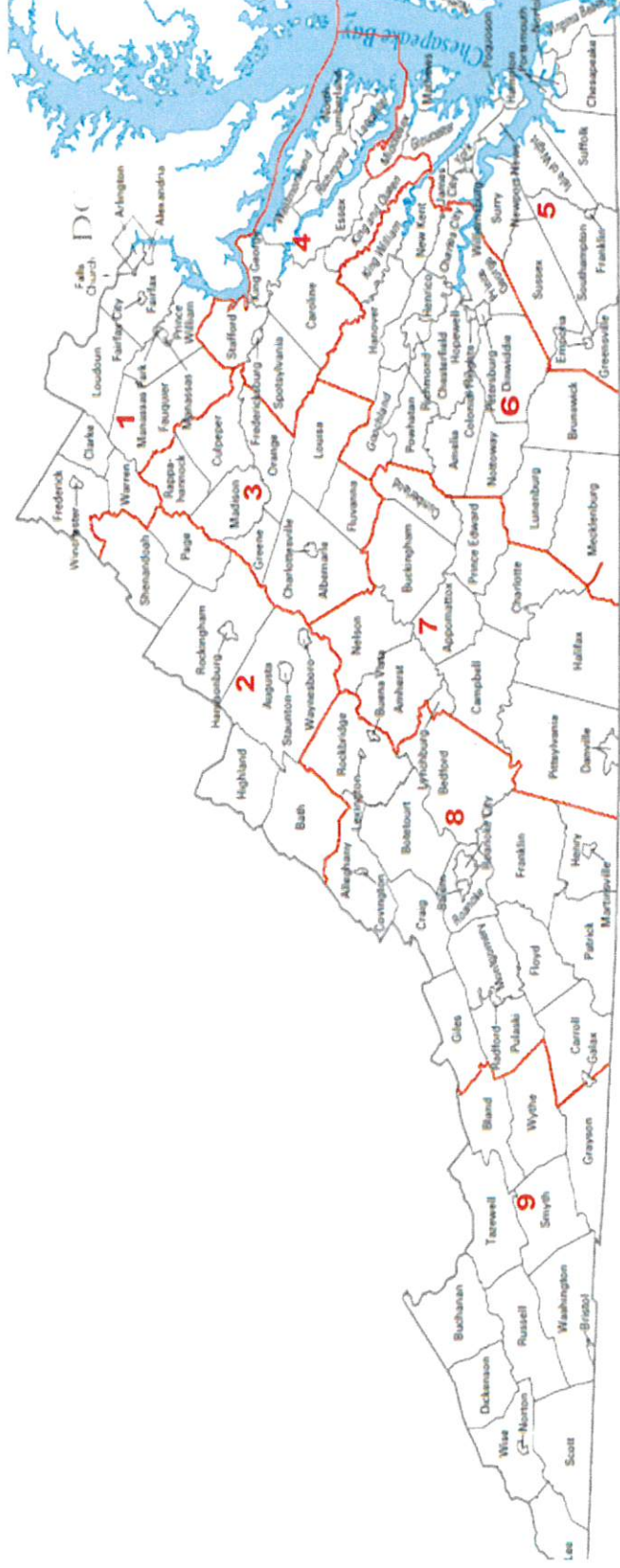
\_\_\_\_\_  
(Printed Name)

\_\_\_\_\_  
(Printed Name)

Title: \_\_\_\_\_

Title: \_\_\_\_\_

## Zone Map



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

## List of member institutions by zones

## Zone 1

George Mason University (Fairfax)

### Zone 4

University of Mary Washington (Fredericksburg)

## Zone 7

**Longwood University (Farmville)**

## Zone 2

James Madison University (Harrisonburg)

## Zone 5

**College of William and Mary (Williamsburg)**

Old Dominion University (Norfolk)

## Zone 8

**Virginia Military Institute (Lexington)**

Virginia Tech (Blacksburg)

Radford University (Radford)

### Zone 3

**University of Virginia (Charlottesville)**

## Zone 6

**Virginia Commonwealth University (Richmond)**

## Zone 9

University of Virginia - Wise (Wise)



September 15, 2020

**ADDENDUM NO.: One**

**TO ALL OFFERORS:**

**REFERENCE:** Request for Proposal No: **RFP# KLN-1091**  
Dated: **9/15/2020**  
Commodity: **Mulch and (or) Landscaping Plants**  
RFP Closing On: **October 20, 2020 @ 2:00 p.m.**

Please note the clarifications and/or changes made on this proposal program:

The Vendor is **NOT** required to submit a proposal for both mulch and landscaping plants. If a Vendor shall wish to submit a proposal for shredded mulch **AND / OR** landscaping plants, they may do so. This is a combined solicitation to be more beneficial for JMU contract management.

Signify receipt of this addendum by initialing "*Addendum #1* *JK*" on the signature page of your proposal.

Sincerely,

Krista Nealis  
Buyer Specialist  
Phone: (540-568-4160)

MSC 5720  
752 Ott Street, Room 1042  
Wine Price Building  
Harrisonburg, VA 22807  
Office of 540.568.3145 Phone  
PROCUREMENT SERVICES 540.568.7935 Fax

**WATKINS NURSERIES, INC.**  
**JAMES MADISON UNIVERSITY**  
**RFP # KLN-1091**

\*Subject to current/seasonal availability\*

Common Name	JMU/Wholesale Pick-up Price	JMU/Wholesale Delivery Price*	JMU/Wholesale Installed Price	7% Discounted Price	Retail
<b>FIELD GROWN TREES</b>					
Maple, Paperbark 2"	\$135.00	\$135.00	\$222.75	\$125.55	\$176.00
Maple, Paperbark 2.5"	\$153.00	\$153.00	\$252.45	\$142.29	\$199.00
Japanese Maple, Bloodgood 6'	\$117.00	\$117.00	\$193.05	\$108.81	\$153.00
Japanese Maple, Emperor 5'	\$98.00	\$98.00	\$161.70	\$91.14	\$128.00
Japanese Maple, Emperor 6'	\$117.00	\$117.00	\$193.05	\$108.81	\$153.00
Maple, Autumn Flame 2"	\$122.00	\$122.00	\$201.30	\$113.46	\$174.00
Maple, Autumn Flame 2.5"	\$159.00	\$159.00	\$262.35	\$147.87	\$226.00
Maple, October Glory 2"	\$122.00	\$122.00	\$201.30	\$113.46	\$174.00
Maple, October Glory 2.5"	\$159.00	\$159.00	\$262.35	\$147.87	\$226.00
Maple, October Glory 3"	\$195.00	\$195.00	\$321.75	\$181.35	\$277.00
Maple, October Glory 3.5"	\$255.00	\$255.00	\$420.75	\$237.15	\$363.00
Maple, October Glory 4"	\$399.00	\$399.00	\$658.35	\$371.07	\$567.00
Maple, October Glory 5"	\$499.00	\$499.00	\$823.35	\$464.07	\$709.00
Maple, October Glory 6"	\$599.00	\$599.00	\$988.35	\$557.07	\$851.00
Maple, October Glory 7"	\$799.00	\$799.00	\$1,318.35	\$743.07	\$1,135.00
Maple, Redpoint 2"	\$122.00	\$122.00	\$201.30	\$113.46	\$174.00
Maple, Redpoint 2.5"	\$159.00	\$159.00	\$262.35	\$147.87	\$226.00
Maple, Redpoint 3"	\$290.00	\$290.00	\$478.50	\$269.70	\$277.00
Maple, Redpoint 4"	\$399.00	\$399.00	\$658.35	\$371.07	\$567.00
Maple, Redpoint 6"	\$599.00	\$599.00	\$988.35	\$557.07	\$851.00
Maple, Red Sunset 2"	\$122.00	\$122.00	\$201.30	\$113.46	\$174.00
Maple, Red Sunset 2.5"	\$159.00	\$159.00	\$262.35	\$147.87	\$226.00
Maple, Red Sunset 3"	\$195.00	\$195.00	\$321.75	\$181.35	\$277.00
Maple, Red Sunset 3.5"	\$255.00	\$255.00	\$420.75	\$237.15	\$363.00
Maple, Red Sunset 4"	\$355.00	\$355.00	\$585.75	\$330.15	\$505.00
Maple, Red Sunset 5"	\$499.00	\$499.00	\$823.35	\$464.07	\$709.00
Maple, Red Sunset 6"	\$599.00	\$599.00	\$988.35	\$557.07	\$851.00
Maple, Red Sunset 7"	\$899.00	\$899.00	\$1,483.35	\$836.07	\$1,277.00
Maple, Red Sunset 8"	\$899.00	\$899.00	\$1,483.35	\$836.07	\$1,277.00
Maple, Sugar Flashfire 5"	\$400.00	\$400.00	\$660.00	\$372.00	\$520.00
Legacy Sugar Maple 1"	\$85.00	\$85.00	\$140.25	\$79.05	\$111.00
Legacy Sugar Maple 2"	\$122.00	\$122.00	\$201.30	\$113.46	\$174.00
Legacy Sugar Maple 2.5"	\$159.00	\$159.00	\$262.35	\$147.87	\$226.00
Legacy Sugar Maple 3"	\$195.00	\$195.00	\$321.75	\$181.35	\$277.00
Legacy Sugar Maple 4"	\$355.00	\$355.00	\$585.75	\$330.15	\$505.00
Legacy Sugar Maple 5"	\$499.00	\$499.00	\$823.35	\$464.07	\$709.00
Legacy Sugar Maple 7"	\$799.00	\$799.00	\$1,318.35	\$743.07	\$1,135.00
Maple, Armstrong 1.5"	\$85.00	\$85.00	\$140.25	\$79.05	\$111.00
Maple, Armstrong 2"	\$125.00	\$125.00	\$206.25	\$116.25	\$163.00
Maple, Armstrong 2.5"	\$243.00	\$243.00	\$400.95	\$225.99	\$346.00
Maple, Armstrong 3"	\$202.00	\$202.00	\$333.30	\$187.86	\$263.00
Maple, Armstrong 3.5"	\$210.00	\$210.00	\$346.50	\$195.30	\$273.00
Maple, Autumn Blaze 2"	\$122.00	\$122.00	\$201.30	\$113.46	\$174.00
Maple, Autumn Blaze 2.5"	\$159.00	\$159.00	\$262.35	\$147.87	\$226.00
Maple, Autumn Blaze 3"	\$289.00	\$289.00	\$476.85	\$268.77	\$411.00
Maple, Autumn Blaze 3.5"	\$255.00	\$255.00	\$420.75	\$237.15	\$363.00
Maple, Autumn Blaze 4"	\$355.00	\$355.00	\$585.75	\$330.15	\$505.00
Serviceberry, Autumn Bril S/S 1.5"	\$119.00	\$119.00	\$196.35	\$110.67	\$169.00
Serviceberry, Autumn Bril S/S 1.75"	\$129.00	\$129.00	\$212.85	\$119.97	\$184.00
Serviceberry, Autumn Bril S/S 2"	\$139.00	\$139.00	\$229.35	\$129.27	\$198.00
Serviceberry, Autumn Bril S/S 2.5"	\$149.00	\$149.00	\$245.85	\$138.57	\$212.00
Serviceberry, Autumn Bril Clmp 5'	\$91.00	\$91.00	\$150.15	\$84.63	\$130.00

\*Delivery fee is \$335 per truck load of plant materials.

**WATKINS NURSERIES, INC.**  
**JAMES MADISON UNIVERSITY**  
**RFP # KLN-1091**

\*Subject to current/seasonal availability\*

Common Name	JMU/Wholesale Pick-up Price	JMU/Wholesale Delivery Price*	JMU/Wholesale Installed Price	7% Discounted Price	Retail
Serviceberry, Autumn Brill Clmp 6'	\$125.00	\$125.00	\$206.25	\$116.25	\$178.00
Serviceberry, Autumn Brill Clmp 7'	\$163.00	\$163.00	\$268.95	\$151.59	\$212.00
Serviceberry, Autumn Brill Clmp 8'	\$195.00	\$195.00	\$321.75	\$181.35	\$254.00
River Birch M/S 5'	\$54.00	\$54.00	\$89.10	\$50.22	\$71.00
River Birch M/S 6'	\$68.00	\$68.00	\$112.20	\$63.24	\$89.00
River Birch M/S 7'	\$81.00	\$81.00	\$133.65	\$75.33	\$106.00
River Birch M/S 8'	\$101.00	\$101.00	\$166.65	\$93.93	\$132.00
River Birch M/S 10'	\$132.00	\$132.00	\$217.80	\$122.76	\$172.00
River Birch M/S 12'	\$155.00	\$155.00	\$255.75	\$144.15	\$202.00
River Birch S/S 1.5"	\$68.00	\$68.00	\$112.20	\$63.24	\$89.00
River Birch S/S 2"	\$81.00	\$81.00	\$133.65	\$75.33	\$106.00
River Birch S/S 2.5"	\$90.00	\$90.00	\$148.50	\$83.70	\$117.00
River Birch S/S 3"	\$108.00	\$108.00	\$178.20	\$100.44	\$141.00
River Birch S/S 3.5"	\$120.00	\$120.00	\$198.00	\$111.60	\$156.00
River Birch S/S 4"	\$149.00	\$149.00	\$245.85	\$138.57	\$194.00
River Birch, Heritage S/S 1.5"	\$68.00	\$68.00	\$112.20	\$63.24	\$89.00
River Birch, Heritage S/S 2"	\$77.00	\$77.00	\$127.05	\$71.61	\$101.00
River Birch, Heritage S/S 2.5"	\$95.00	\$95.00	\$156.75	\$88.35	\$124.00
River Birch, Heritage S/S 3"	\$155.00	\$155.00	\$255.75	\$144.15	\$202.00
River Birch, Heritage S/S 3.5"	\$180.00	\$180.00	\$297.00	\$167.40	\$234.00
River Birch, Heritage S/S 4"	\$229.00	\$229.00	\$377.85	\$212.97	\$298.00
River Birch, Heritage M/S 6'	\$68.00	\$68.00	\$112.20	\$63.24	\$89.00
River Birch, Heritage M/S 7'	\$81.00	\$81.00	\$133.65	\$75.33	\$106.00
River Birch, Heritage M/S 8'-10'	\$101.00	\$101.00	\$166.65	\$93.93	\$132.00
River Birch, Heritage M/S 10-12"	\$132.00	\$132.00	\$217.80	\$122.76	\$172.00
River Birch, Heritage M/S 12-14'	\$155.00	\$155.00	\$255.75	\$144.15	\$202.00
River Birch, Heritage M/S 16'	\$229.00	\$229.00	\$377.85	\$212.97	\$298.00
River Birch, Dura Heat M/S 10-12"	\$188.00	\$188.00	\$310.20	\$174.84	\$245.00
Boxwood, American 15" B&B	\$26.75	\$26.75	\$44.14	\$24.88	\$40.99
Boxwood, American 18" B&B	\$32.50	\$32.50	\$53.63	\$30.23	\$49.99
Boxwood, American 21" B&B	\$39.00	\$39.00	\$64.35	\$36.27	\$58.99
Boxwood, American 24" B&B	\$44.00	\$44.00	\$72.60	\$40.92	\$67.99
Boxwood, American 27" B&B	\$50.00	\$50.00	\$82.50	\$46.50	\$76.99
Boxwood, American 30" B&B	\$64.50	\$64.50	\$106.43	\$59.99	\$99.00
Boxwood, American 33" B&B	\$80.00	\$80.00	\$132.00	\$74.40	\$120.00
Boxwood, American 36" B&B	\$115.00	\$115.00	\$189.75	\$106.95	\$179.00
Boxwood, American 39" B&B	\$165.00	\$165.00	\$272.25	\$153.45	\$252.00
American Hornbeam 1.75"	\$119.00	\$119.00	\$196.35	\$110.67	\$169.00
American Hornbeam 2"	\$115.00	\$115.00	\$189.75	\$106.95	\$150.00
American Hornbeam 2.5"	\$257.00	\$257.00	\$424.05	\$239.01	\$365.00
American Hornbeam 3"	\$310.00	\$310.00	\$511.50	\$288.30	\$441.00
American Hornbeam 3.5"	\$395.00	\$395.00	\$651.75	\$367.35	\$561.00
American Hornbeam 4"	\$474.00	\$474.00	\$782.10	\$440.82	\$674.00
European Hornbeam 2.5"	\$257.00	\$257.00	\$424.05	\$239.01	\$365.00
Redbud, Eastern S/S 6 - 8'	\$90.00	\$90.00	\$148.50	\$83.70	\$128.00
Redbud, Eastern S/S 2"	\$150.00	\$150.00	\$247.50	\$139.50	\$195.00
Redbud, Eastern S/S 2.5"	\$179.00	\$179.00	\$295.35	\$166.47	\$255.00
Redbud, Eastern S/S 3"	\$279.00	\$279.00	\$460.35	\$259.47	\$397.00
Redbud, Eastern S/S 3.5"	\$300.00	\$300.00	\$495.00	\$279.00	\$426.00
Redbud, Eastern S/S 4-5"	\$335.00	\$335.00	\$552.75	\$311.55	\$476.00
Redbud, Eastern S/S 5-6"	\$402.00	\$402.00	\$663.30	\$373.86	\$571.00
Redbud, Forest Pansy S/S 6-8'	\$90.00	\$90.00	\$148.50	\$83.70	\$128.00
Redbud, Forest Pansy S/S 2"	\$194.00	\$194.00	\$320.10	\$180.42	\$276.00

\*Delivery fee is \$335 per truck load of plant materials.

**WATKINS NURSERIES, INC.**  
**JAMES MADISON UNIVERSITY**  
**RFP # KLN-1091**

\*Subject to current/seasonal availability\*

Common Name	JMU/Wholesale Pick-up Price	JMU/Wholesale Delivery Price*	JMU/Wholesale Installed Price	7% Discounted Price	Retail
Redbud, Forest Pansy S/S 2.5"	\$202.00	\$202.00	\$333.30	\$187.86	\$287.00
Redbud, Forest Pansy S/S 3"	\$279.00	\$279.00	\$460.35	\$259.47	\$397.00
White Fringe Tree 3'	\$65.00	\$65.00	\$107.25	\$60.45	\$85.00
White Fringe Tree 4'	\$85.00	\$85.00	\$140.25	\$79.05	\$111.00
White Fringe Tree 5'	\$110.00	\$110.00	\$181.50	\$102.30	\$143.00
White Fringe Tree 6'	\$169.00	\$169.00	\$278.85	\$157.17	\$220.00
Dogwood, Kousa 1"	\$144.00	\$144.00	\$237.60	\$133.92	\$188.00
Dogwood, Kousa 1.5" 6-8'	\$160.00	\$160.00	\$264.00	\$148.80	\$208.00
Dogwood, Kousa 2"	\$230.00	\$230.00	\$379.50	\$213.90	\$299.00
Dogwood, Kousa 3"	\$290.00	\$290.00	\$478.50	\$269.70	\$377.00
Dogwood, Kousa 5' M/S	\$128.00	\$128.00	\$211.20	\$119.04	\$167.00
Dogwood, Kousa 6' M/S	\$144.00	\$144.00	\$237.60	\$133.92	\$188.00
Dogwood, Red 5' S/S	\$59.00	\$59.00	\$97.35	\$54.87	\$77.00
Dogwood, Red 6-8' S/S	\$131.00	\$131.00	\$216.15	\$121.83	\$171.00
Winter King Hawthorne 1.5"	\$89.00	\$89.00	\$146.85	\$82.77	\$116.00
Winter King Hawthorne 1.75"	\$129.00	\$129.00	\$212.85	\$119.97	\$184.00
Winter King Hawthorne 2"	\$149.00	\$149.00	\$245.85	\$138.57	\$212.00
Winter King Hawthorne 2.5"	\$217.00	\$217.00	\$358.05	\$201.81	\$309.00
Yoshino Cryptomeria 6'	\$119.00	\$119.00	\$196.35	\$110.67	\$169.00
Yoshino Cryptomeria 7'	\$139.00	\$139.00	\$229.35	\$129.27	\$198.00
Yoshino Cryptomeria 8-10'	\$169.00	\$169.00	\$278.85	\$157.17	\$240.00
Yoshino Cryptomeria 10-12'	\$159.00	\$159.00	\$262.35	\$147.87	\$207.00
Yoshino Cryptomeria 12-14'	\$219.00	\$219.00	\$361.35	\$203.67	\$311.00
Yoshino Cryptomeria 14-16'	\$289.00	\$289.00	\$476.85	\$268.77	\$411.00
Leyland Cypress 5'	\$55.00	\$55.00	\$90.75	\$51.15	\$79.00
Leyland Cypress 6'	\$68.00	\$68.00	\$112.20	\$63.24	\$97.00
Leyland Cypress 7'	\$109.00	\$109.00	\$179.85	\$101.37	\$155.00
Leyland Cypress 8-10'	\$246.00	\$246.00	\$405.90	\$228.78	\$320.00
Compact Burning Bush 2'	\$23.00	\$23.00	\$37.95	\$21.39	\$33.00
Compact Burning Bush 3'	\$32.00	\$32.00	\$52.80	\$29.76	\$46.00
Compact Burning Bush 4'	\$41.00	\$41.00	\$67.65	\$38.13	\$59.00
Compact Burning Bush 5'	\$59.00	\$59.00	\$97.35	\$54.87	\$84.00
Compact Burning Bush 6'	\$76.00	\$76.00	\$125.40	\$70.68	\$108.00
Shademaster Honeylocust 2"	\$104.00	\$104.00	\$171.60	\$96.72	\$136.00
American Holly, female 5'	\$125.00	\$125.00	\$206.25	\$116.25	\$178.00
American Holly, female 6-7'	\$142.00	\$142.00	\$234.30	\$132.06	\$202.00
American Holly, female 7-8'	\$171.00	\$171.00	\$282.15	\$159.03	\$243.00
American Holly, female 8-10'	\$298.00	\$298.00	\$491.70	\$277.14	\$424.00
American Holly, female 10-12'	\$377.00	\$377.00	\$622.05	\$350.61	\$536.00
American Holly, female 12-14'	\$445.00	\$445.00	\$734.25	\$413.85	\$632.00
American Holly, female 16-18'	\$619.00	\$619.00	\$1,021.35	\$575.67	\$879.00
American Holly, female 18-20'	\$775.00	\$775.00	\$1,278.75	\$720.75	\$1,101.00
American Holly, Male 6'	\$142.00	\$142.00	\$234.30	\$132.06	\$202.00
American Holly, Male 7'	\$171.00	\$171.00	\$282.15	\$159.03	\$243.00
American Holly, Male 8-10'	\$298.00	\$298.00	\$491.70	\$277.14	\$424.00
American Holly, Male 10-12'	\$377.00	\$377.00	\$622.05	\$350.61	\$536.00
American Holly, Male 12-14'	\$445.00	\$445.00	\$734.25	\$413.85	\$632.00
American Holly, Male 14-16'	\$535.00	\$535.00	\$882.75	\$497.55	\$760.00
Greenleaf Holly 8-10'	\$197.00	\$197.00	\$325.05	\$183.21	\$280.00
Greenleaf Holly 10-12'	\$247.00	\$247.00	\$407.55	\$229.71	\$351.00
Greenleaf Holly 12-14'	\$315.00	\$315.00	\$519.75	\$292.95	\$448.00
Ilex opaca Satyr Hill 5'	\$122.00	\$122.00	\$201.30	\$113.46	\$174.00
Ilex opaca Satyr Hill 6'	\$122.00	\$122.00	\$201.30	\$113.46	\$174.00

**WATKINS NURSERIES, INC.**  
**JAMES MADISON UNIVERSITY**  
**RFP # KLN-1091**

\*Subject to current/seasonal availability\*

Common Name	JMU/Wholesale Pick-up Price	JMU/Wholesale Delivery Price*	JMU/Wholesale Installed Price	7% Discounted Price	Retail
Ilex opaca Satyr Hill 7'	\$194.00	\$194.00	\$320.10	\$180.42	\$276.00
Ilex opaca Satyr Hill 8-10'	\$230.00	\$230.00	\$379.50	\$213.90	\$327.00
Holly, Foster 5'	\$90.00	\$90.00	\$148.50	\$83.70	\$128.00
Holly, Foster 6'	\$115.00	\$115.00	\$189.75	\$106.95	\$164.00
Holly, Foster 7'	\$140.00	\$140.00	\$231.00	\$130.20	\$199.00
Holly, Foster 8'	\$169.00	\$169.00	\$278.85	\$157.17	\$240.00
Emily Brunner Lusterleaf Holly	\$360.00	\$360.00	\$594.00	\$334.80	\$512.00
Emily Brunner Lusterleaf Holly	\$900.00	\$900.00	\$1,485.00	\$837.00	\$1,278.00
Holly, Nellie Stevens 4'	\$68.00	\$68.00	\$112.20	\$63.24	\$97.00
Holly, Nellie Stevens 5'	\$110.00	\$110.00	\$181.50	\$102.30	\$157.00
Holly, Nellie Stevens 6'	\$169.00	\$169.00	\$278.85	\$157.17	\$240.00
Holly, Nellie Stevens 7'	\$199.00	\$199.00	\$328.35	\$185.07	\$283.00
Holly, Nellie Stevens 8-10'	\$245.00	\$245.00	\$404.25	\$227.85	\$348.00
Holly, Nellie Stevens 10-12'	\$285.00	\$285.00	\$470.25	\$265.05	\$405.00
Eastern Red Cedar 5'	\$100.00	\$100.00	\$165.00	\$93.00	\$130.00
Eastern Red Cedar 8-10'	\$174.00	\$174.00	\$287.10	\$161.82	\$227.00
Hillspire Cedar 6'	\$148.00	\$148.00	\$244.20	\$137.64	\$193.00
Hillspire Cedar 7'	\$165.00	\$165.00	\$272.25	\$153.45	\$215.00
Crape Myrtle, Catawba 6'	\$117.00	\$117.00	\$193.05	\$108.81	\$167.00
Crape Myrtle, Powhatan 10'	\$169.00	\$169.00	\$278.85	\$157.17	\$240.00
Crape Myrtle, Dynamite® 4'	\$69.00	\$69.00	\$113.85	\$64.17	\$98.00
Crape Myrtle, Dynamite® 5'	\$101.00	\$101.00	\$166.65	\$93.93	\$144.00
Crape Myrtle, Dynamite® 5' S/S	\$101.00	\$101.00	\$166.65	\$93.93	\$144.00
Crape Myrtle, Muskogee 5'	\$85.00	\$85.00	\$140.25	\$79.05	\$121.00
Crape Myrtle, Muskogee 6'	\$117.00	\$117.00	\$193.05	\$108.81	\$167.00
Crape Myrtle, Muskogee 6' S/S	\$117.00	\$117.00	\$193.05	\$108.81	\$167.00
Crape Myrtle, Muskogee 7'	\$132.00	\$132.00	\$217.80	\$122.76	\$188.00
Crape Myrtle, Muskogee 8'	\$140.00	\$140.00	\$231.00	\$130.20	\$199.00
Crape Myrtle, Natchez 5'	\$85.00	\$85.00	\$140.25	\$79.05	\$121.00
Crape Myrtle, Natchez 6'	\$99.00	\$99.00	\$163.35	\$92.07	\$141.00
Crape Myrtle, Natchez 7'	\$100.00	\$100.00	\$165.00	\$93.00	\$130.00
Crape Myrtle, Natchez 8'	\$130.00	\$130.00	\$214.50	\$120.90	\$185.00
Crape Myrtle, Natchez 14-16'	\$220.00	\$220.00	\$363.00	\$204.60	\$313.00
Crape Myrtle, Natchez 5' S/S	\$85.00	\$85.00	\$140.25	\$79.05	\$121.00
Crape Myrtle, Natchez 6' S/S	\$96.00	\$96.00	\$158.40	\$89.28	\$125.00
Crape Myrtle, Sioux 5'	\$85.00	\$85.00	\$140.25	\$79.05	\$121.00
Crape Myrtle, Sioux 8'	\$169.00	\$169.00	\$278.85	\$157.17	\$240.00
Crape Myrtle, Tuscarora 5'	\$101.00	\$101.00	\$166.65	\$93.93	\$131.00
Crape Myrtle, Tuscarora 6'	\$117.00	\$117.00	\$193.05	\$108.81	\$167.00
Crape Myrtle, Tuscarora 8'	\$147.00	\$147.00	\$242.55	\$136.71	\$209.00
Crape Myrtle, Tuskegee 5'	\$85.00	\$85.00	\$140.25	\$79.05	\$121.00
Crape Myrtle, Tuskegee 6'	\$117.00	\$117.00	\$193.05	\$108.81	\$167.00
Crape Myrtle, Autauga Purple 8'	\$195.00	\$195.00	\$321.75	\$181.35	\$277.00
Crape Myrtle, Tonto 6'	\$117.00	\$117.00	\$193.05	\$108.81	\$167.00
Crape Myrtle, Ruffled Red Magic 8'	\$180.00	\$180.00	\$297.00	\$167.40	\$256.00
Tulip Poplar 2.0"	\$122.00	\$122.00	\$201.30	\$113.46	\$159.00
Tulip Poplar 3"	\$185.00	\$185.00	\$305.25	\$172.05	\$241.00
Tulip Poplar 3.5"	\$185.00	\$185.00	\$305.25	\$172.05	\$241.00
Magnolia Brackens Brown 10-12'	\$248.00	\$248.00	\$409.20	\$230.64	\$353.00
Claudia Wannamaker Southern Magnolia 6'	\$99.00	\$99.00	\$163.35	\$92.07	\$141.00
Claudia Wannamaker Southern Magnolia 7'	\$135.00	\$135.00	\$222.75	\$125.55	\$192.00
Claudia Wannamaker Southern Magnolia 8-10'	\$158.00	\$158.00	\$260.70	\$146.94	\$225.00
Claudia Wannamaker Southern Magnolia 12-14'	\$249.00	\$249.00	\$410.85	\$231.57	\$354.00

**WATKINS NURSERIES, INC.**  
**JAMES MADISON UNIVERSITY**  
**RFP # KLN-1091**

\*Subject to current/seasonal availability\*

Common Name	JMU/Wholesale Pick-up Price	JMU/Wholesale Delivery Price*	JMU/Wholesale Installed Price	7% Discounted Price	Retail
Claudia Wannamaker Southern Magnolia 20-22"	\$550.00	\$550.00	\$907.50	\$511.50	\$781.00
Little Gem Magnolia 6'	\$155.00	\$155.00	\$255.75	\$144.15	\$221.00
D.D. Blanchard Southern Magnolia 6'	\$94.00	\$94.00	\$155.10	\$87.42	\$174.00
D.D. Blanchard Southern Magnolia 7'	\$103.00	\$103.00	\$169.95	\$95.79	\$191.00
D.D. Blanchard Southern Magnolia 8-10'	\$136.00	\$136.00	\$224.40	\$126.48	\$249.00
D.D. Blanchard Southern Magnolia 10-12'	\$200.00	\$200.00	\$330.00	\$186.00	\$366.00
Sweetbay Magnolia 6'	\$119.00	\$119.00	\$196.35	\$110.67	\$155.00
Sweetbay Magnolia 7'	\$129.00	\$129.00	\$212.85	\$119.97	\$239.00
Sweetbay Magnolia 10-12'	\$249.00	\$249.00	\$410.85	\$231.57	\$324.00
Crabapple, Prairiefire 3.5"	\$160.00	\$160.00	\$264.00	\$148.80	\$208.00
Wax Myrtle 7'	\$150.00	\$150.00	\$247.50	\$139.50	\$195.00
Black Gum 1.75"	\$104.00	\$104.00	\$171.60	\$96.72	\$136.00
Black Gum 3.5"	\$165.00	\$165.00	\$272.25	\$153.45	\$215.00
Black Gum 4-5"	\$425.00	\$425.00	\$701.25	\$395.25	\$553.00
Black Gum 5-6"	\$216.00	\$216.00	\$356.40	\$200.88	\$281.00
Norway Spruce 4'	\$59.00	\$59.00	\$97.35	\$54.87	\$84.00
Norway Spruce 5'	\$69.00	\$69.00	\$113.85	\$64.17	\$98.00
Norway Spruce 6'	\$89.00	\$89.00	\$146.85	\$82.77	\$127.00
Norway Spruce 7'	\$109.00	\$109.00	\$179.85	\$101.37	\$155.00
Colorado Blue Spruce 7'	\$121.00	\$121.00	\$199.65	\$112.53	\$172.00
Loblolly Pine 5'	\$60.00	\$60.00	\$99.00	\$55.80	\$86.00
Loblolly Pine 6'	\$68.00	\$68.00	\$112.20	\$63.24	\$97.00
Loblolly Pine 7'	\$78.00	\$78.00	\$128.70	\$72.54	\$111.00
Loblolly Pine 8-10'	\$89.00	\$89.00	\$146.85	\$82.77	\$127.00
Loblolly Pine 10-12'	\$109.00	\$109.00	\$179.85	\$101.37	\$155.00
Loblolly Pine 12-14'	\$129.00	\$129.00	\$212.85	\$119.97	\$184.00
Loblolly Pine 14-16'	\$150.00	\$150.00	\$247.50	\$139.50	\$213.00
Loblolly Pine 16-18'	\$171.00	\$171.00	\$282.15	\$159.03	\$243.00
Virginia Pine 10-12'	\$210.00	\$210.00	\$346.50	\$195.30	\$273.00
Chinese Pistache 2"	\$112.00	\$112.00	\$184.80	\$104.16	\$146.00
Chinese Pistache 2.5"	\$139.00	\$139.00	\$229.35	\$129.27	\$198.00
Chinese Pistache 3"	\$157.00	\$157.00	\$259.05	\$146.01	\$223.00
London Planetree, Bloodgood 2"	\$129.00	\$129.00	\$212.85	\$119.97	\$168.00
London Planetree, Bloodgood 2.5"	\$194.00	\$194.00	\$320.10	\$180.42	\$253.00
London Planetree, Bloodgood 3"	\$233.00	\$233.00	\$384.45	\$216.69	\$331.00
London Planetree, Bloodgood 3.5"	\$265.00	\$265.00	\$437.25	\$246.45	\$377.00
London Planetree, Bloodgood 4-5"	\$249.00	\$249.00	\$410.85	\$231.57	\$354.00
Cherry, Purpleleaf Plum Thundercloud 2"	\$170.00	\$170.00	\$280.50	\$158.10	\$242.00
Cherry, Autumnalis 2"	\$119.00	\$119.00	\$196.35	\$110.67	\$169.00
Cherry, Autumnalis 2.5"	\$149.00	\$149.00	\$245.85	\$138.57	\$212.00
Cherry, Autumnalis 3"	\$169.00	\$169.00	\$278.85	\$157.17	\$240.00
Cherry, Yoshino 2"	\$119.00	\$119.00	\$196.35	\$110.67	\$169.00
Cherry, Yoshino 2.5"	\$170.00	\$170.00	\$280.50	\$158.10	\$242.00
Cherry, Yoshino 3"	\$202.00	\$202.00	\$333.30	\$187.86	\$287.00
Pear Chanticleer 2"	\$129.00	\$129.00	\$212.85	\$119.97	\$184.00
Pear Chanticleer 3"	\$215.00	\$215.00	\$354.75	\$199.95	\$280.00
Pear Chanticleer 4-5"	\$245.00	\$245.00	\$404.25	\$227.85	\$348.00
Pear Chanticleer 5-6"	\$379.00	\$379.00	\$625.35	\$352.47	\$539.00
Pear Chanticleer 7-8"	\$579.00	\$579.00	\$955.35	\$538.47	\$823.00
Oak, Sawtooth 2"	\$149.00	\$149.00	\$245.85	\$138.57	\$194.00
Oak, Sawtooth 2.5"	\$174.00	\$174.00	\$287.10	\$161.82	\$227.00
Oak, Sawtooth 3"	\$199.00	\$199.00	\$328.35	\$185.07	\$259.00
Oak, Sawtooth 3.5"	\$229.00	\$229.00	\$377.85	\$212.97	\$298.00

\*Delivery fee is \$335 per truck load of plant materials.

**WATKINS NURSERIES, INC.**  
**JAMES MADISON UNIVERSITY**  
**RFP # KLN-1091**

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Common Name	JMU/Wholesale Pick-up Price	JMU/Wholesale Delivery Price*	JMU/Wholesale Installed Price	7% Discounted Price	Retail
Oak, Sawtooth 4-5"	\$329.00	\$329.00	\$542.85	\$305.97	\$428.00
Oak, White 1.5"	\$64.00	\$64.00	\$105.60	\$59.52	\$84.00
Oak, White 2" B-GRADE	\$130.00	\$130.00	\$214.50	\$120.90	\$169.00
Oak, White 2.5" B-GRADE	\$183.00	\$183.00	\$301.95	\$170.19	\$238.00
Oak, White 3.5" B-GRADE	\$215.00	\$215.00	\$354.75	\$199.95	\$280.00
Oak, White 4" B-GRADE	\$247.00	\$247.00	\$407.55	\$229.71	\$321.00
Oak, Overcup 3"	\$350.00	\$350.00	\$577.50	\$325.50	\$497.00
Oak, Overcup 4"	\$425.00	\$425.00	\$701.25	\$395.25	\$604.00
Oak, Pin 2"	\$149.00	\$149.00	\$245.85	\$138.57	\$194.00
Oak, Pin 2.5"	\$174.00	\$174.00	\$287.10	\$161.82	\$248.00
Oak, Pin 3"	\$209.00	\$209.00	\$344.85	\$194.37	\$297.00
Oak, Pin 3.5"	\$245.00	\$245.00	\$404.25	\$227.85	\$348.00
Willow Oak 2"	\$149.00	\$149.00	\$245.85	\$138.57	\$212.00
Willow Oak 2.5"	\$174.00	\$174.00	\$287.10	\$161.82	\$248.00
Willow Oak 3"	\$199.00	\$199.00	\$328.35	\$185.07	\$283.00
Willow Oak 3.5"	\$350.00	\$350.00	\$577.50	\$325.50	\$497.00
Willow Oak 4-5"	\$425.00	\$425.00	\$701.25	\$395.25	\$604.00
Willow Oak 5-6"	\$449.00	\$449.00	\$740.85	\$417.57	\$638.00
Oak, Red 2"	\$149.00	\$149.00	\$245.85	\$138.57	\$212.00
Oak, Red 2.5"	\$174.00	\$174.00	\$287.10	\$161.82	\$248.00
Oak, Red 3"	\$199.00	\$199.00	\$328.35	\$185.07	\$283.00
Oak, Red 3.5"	\$350.00	\$350.00	\$577.50	\$325.50	\$497.00
Oak, Red 4" B-GRADE	\$344.00	\$344.00	\$567.60	\$319.92	\$448.00
Oak, Red 4"	\$425.00	\$425.00	\$701.25	\$395.25	\$604.00
Oak, Red 6-7"	\$559.00	\$559.00	\$922.35	\$519.87	\$794.00
Oak, Red 7-8"	\$659.00	\$659.00	\$1,087.35	\$612.87	\$936.00
Oak, Shumard 7-8"	\$675.00	\$675.00	\$1,113.75	\$627.75	\$959.00
Oak, Nuttall 3"	\$272.00	\$272.00	\$448.80	\$252.96	\$387.00
Oak, Nuttall 3.5"	\$350.00	\$350.00	\$577.50	\$325.50	\$497.00
Oak, Nuttall 4-5"	\$425.00	\$425.00	\$701.25	\$395.25	\$604.00
Stewartia 4' S/S	\$89.00	\$89.00	\$146.85	\$82.77	\$127.00
Stewartia 5' S/S	\$109.00	\$109.00	\$179.85	\$101.37	\$155.00
Stewartia 6' S/S	\$129.00	\$129.00	\$212.85	\$119.97	\$184.00
Japanese snowbell 2"	\$149.00	\$149.00	\$245.85	\$138.57	\$212.00
Japanese snowbell 2.5"	\$169.00	\$169.00	\$278.85	\$157.17	\$240.00
Japanese snowbell 3"	\$229.00	\$229.00	\$377.85	\$212.97	\$298.00
Japanese snowbell 3.5"	\$269.00	\$269.00	\$443.85	\$250.17	\$350.00
Lilac, Ivory Silk 2"	\$159.00	\$159.00	\$262.35	\$147.87	\$207.00
Cypress, Bald 2"	\$88.00	\$88.00	\$145.20	\$81.84	\$115.00
Cypress, Bald 2.5"	\$105.00	\$105.00	\$173.25	\$97.65	\$137.00
Cypress, Bald 3"	\$129.00	\$129.00	\$212.85	\$119.97	\$168.00
Cypress, Bald 3.5"	\$250.00	\$250.00	\$412.50	\$232.50	\$325.00
Cypress, Bald 4"	\$350.00	\$350.00	\$577.50	\$325.50	\$455.00
Cypress, Bald 5"	\$450.00	\$450.00	\$742.50	\$418.50	\$585.00
Arborvitae, Janed Gold 4'	\$117.00	\$117.00	\$193.05	\$108.81	\$167.00
Arborvitae, Emerald Green 5-6'	\$90.00	\$90.00	\$148.50	\$83.70	\$128.00
Arborvitae, Emerald Green 7-8'	\$120.00	\$120.00	\$198.00	\$111.60	\$156.00
Arborvitae, Emerald Green 9'	\$145.00	\$145.00	\$239.25	\$134.85	\$189.00
Arborvitae, Green Giant 5'	\$86.00	\$86.00	\$141.90	\$79.98	\$123.00
Arborvitae, Green Giant 6'	\$99.00	\$99.00	\$163.35	\$92.07	\$141.00
Arborvitae, Green Giant 7'	\$113.00	\$113.00	\$186.45	\$105.09	\$161.00
Arborvitae, Green Giant 8-10'	\$186.00	\$186.00	\$306.90	\$172.98	\$265.00
Arborvitae, Green Giant 10-12'	\$246.00	\$246.00	\$405.90	\$228.78	\$350.00

\*Delivery fee is \$335 per truck load of plant materials.

**WATKINS NURSERIES, INC.**  
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Common Name	JMU/Wholesale Pick-up Price	JMU/Wholesale Delivery Price*	JMU/Wholesale Installed Price	7% Discounted Price	Retail
Arborvitae, Green Giant 12-14'	\$271.00	\$271.00	\$447.15	\$252.03	\$353.00
Arborvitae, Green Giant 14-16'	\$299.00	\$299.00	\$493.35	\$278.07	\$389.00
Greenspire Linden 2"	\$129.00	\$129.00	\$212.85	\$119.97	\$184.00
Greenspire Linden 2.5"	\$149.00	\$149.00	\$245.85	\$138.57	\$212.00
Greenspire Linden 3"	\$185.00	\$185.00	\$305.25	\$172.05	\$263.00
Greenspire Linden 4"	\$269.00	\$269.00	\$443.85	\$250.17	\$382.00
Hemlock, Canadian 8'	\$155.00	\$155.00	\$255.75	\$144.15	\$221.00
Elm, Valley Forge 2"	\$100.00	\$100.00	\$165.00	\$93.00	\$130.00
Elm, Valley Forge 2.5"	\$139.00	\$139.00	\$229.35	\$129.27	\$198.00
Elm, Valley Forge 3"	\$165.00	\$165.00	\$272.25	\$153.45	\$235.00
Elm, Valley Forge 3.5"	\$195.00	\$195.00	\$321.75	\$181.35	\$277.00
Elm, Valley Forge 6"	\$600.00	\$600.00	\$990.00	\$558.00	\$852.00
Elm, Frontier 2"	\$125.00	\$125.00	\$206.25	\$116.25	\$178.00
Elm, Frontier 6-7"	\$600.00	\$600.00	\$990.00	\$558.00	\$852.00
Elm, Frontier 7-8"	\$700.00	\$700.00	\$1,155.00	\$651.00	\$994.00
Elm, Chinese 'Bosque' 4-5"	\$450.00	\$450.00	\$742.50	\$418.50	\$585.00
Elm, Patriot 2"	\$125.00	\$125.00	\$206.25	\$116.25	\$178.00
Elm, Patriot 2.5"	\$139.00	\$139.00	\$229.35	\$129.27	\$198.00
Zelkova, Green Vase 5-6"	\$500.00	\$500.00	\$825.00	\$465.00	\$710.00
Zelkova, Green Vase 6-7"	\$600.00	\$600.00	\$990.00	\$558.00	\$852.00
Zelkova, Green Vase 7-8"	\$700.00	\$700.00	\$1,155.00	\$651.00	\$994.00
Zelkova, Green Vase 8-10"	\$800.00	\$800.00	\$1,320.00	\$744.00	\$1,136.00
Zelkova, Musashino 2"	\$165.00	\$165.00	\$272.25	\$153.45	\$235.00
Zelkova, Musashino 2.5"	\$189.00	\$189.00	\$311.85	\$175.77	\$269.00
Zelkova, Musashino 3"	\$205.00	\$205.00	\$338.25	\$190.65	\$292.00
Zelkova, Musashino 3.5"	\$350.00	\$350.00	\$577.50	\$325.50	\$497.00
Zelkova, Village Green 2"	\$165.00	\$165.00	\$272.25	\$153.45	\$235.00
Zelkova, Village Green 4-5"	\$450.00	\$450.00	\$742.50	\$418.50	\$639.00
Zelkova, Village Green 8-10"	\$850.00	\$850.00	\$1,402.50	\$790.50	\$1,207.00
<b>TOPIARIES</b>					
Arborvitae Emerald* (Spiral) 25 Gal	\$269.00	\$269.00	\$443.85	\$250.17	\$336.25
Boxwood American* (Column) B&B	\$179.50	\$179.50	\$296.18	\$166.94	\$224.38
Camellia j. April Dawn S- Pink/White(Trellis) 7 Gal	\$71.50	\$71.50	\$117.98	\$66.50	\$89.38
Camellia j. April Remembered S- Wht/Pk (Trellis) 7 Gal	\$71.50	\$71.50	\$117.98	\$66.50	\$89.38
Camellia j. Black Tie- Dark Red (Trellis) 7 Gal	\$65.50	\$65.50	\$108.08	\$60.92	\$81.88
Camellia j. Jerry Hill- Rose/Pink (Trellis) 7 Gal	\$65.50	\$65.50	\$108.08	\$60.92	\$81.88
Camellia j. Kramer's Supreme- Trky Red(Trellis) 7 Gal	\$71.50	\$71.50	\$117.98	\$66.50	\$89.38
Camellia j. La Peppermint- Wht/Carmine(Trellis) 7 Gal	\$65.50	\$65.50	\$108.08	\$60.92	\$81.88
Camellia j. Lady Vansittart- White/Pk (Trellis) 7 Gal	\$65.50	\$65.50	\$108.08	\$60.92	\$81.88
Camellia j. Lemon Glow S (Trellis) 7 Gal	\$65.50	\$65.50	\$108.08	\$60.92	\$81.88
Camellia j. Leucantha- White (Trellis) 7 Gal	\$65.50	\$65.50	\$108.08	\$60.92	\$81.88
Camellia j. Mrs. Lyman Clarke-white/Pink(Trell) 7 Gal	\$65.50	\$65.50	\$108.08	\$60.92	\$81.88
Camellia j. Silver Waves- White (Trellis) 7 Gal	\$71.50	\$71.50	\$117.98	\$66.50	\$89.38
Camellia s. Assorted (Trellis) 7 Gal	\$65.50	\$65.50	\$108.08	\$60.92	\$81.88
Camellia s. Autumn Moon- White (Trellis) 7 Gal	\$71.50	\$71.50	\$117.98	\$66.50	\$89.38
Camellia s. Autumn Rocket- White (Trellis) 7 Gal	\$65.50	\$65.50	\$108.08	\$60.92	\$81.88
Camellia s. Bonanza- Deep Red (Trellis) 7 Gal	\$71.50	\$71.50	\$117.98	\$66.50	\$89.38
Camellia s. Our Linda- Pink (Trellis) 7 Gal	\$65.50	\$65.50	\$108.08	\$60.92	\$81.88
Camellia s. Yuletide- Dark Red (Trellis) 7 Gal	\$65.50	\$65.50	\$108.08	\$60.92	\$81.88
Camellia X Lavender Prince II-rose/Pink(Trellis) 7 Gal	\$65.50	\$65.50	\$108.08	\$60.92	\$81.88
Camellia X Taylor's Perfection- Lt Pink(Trellis) 7 Gal	\$65.50	\$65.50	\$108.08	\$60.92	\$81.88
Camellia X Winter's Star- Lav/Pink (Trellis) 7 Gal	\$71.50	\$71.50	\$117.98	\$66.50	\$89.38
Cypress Arizona Guardian® Indigo* (Spiral) 10 Gal	\$195.00	\$195.00	\$321.75	\$181.35	\$243.75

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**WATKINS NURSERIES, INC.**  
**JAMES MADISON UNIVERSITY**  
**RFP # KLN-1091**

\*Subject to current/seasonal availability\*

Common Name	JMU/Wholesale Pick-up Price	JMU/Wholesale Delivery Price*	JMU/Wholesale Installed Price	7% Discounted Price	Retail
<i>Cypress Italian Blue* (Spiral) 5 Gal</i>	\$118.00	\$118.00	\$194.70	\$109.74	\$147.50
<i>Gardenia August Beauty* (Patio Tree) 5 Gal</i>	\$74.50	\$74.50	\$122.93	\$69.29	\$93.13
<i>Hawthorn Majestic Beauty®* (Patio Tree) 5 Gal</i>	\$74.50	\$74.50	\$122.93	\$69.29	\$93.13
<i>Holly Emerald Colonnade®* (3 Ball Poodle) 7 Gal</i>	\$193.50	\$193.50	\$319.28	\$179.96	\$241.88
<i>Juniper Mint Julep* (Pom Pom) 5 Gal</i>	\$123.00	\$123.00	\$202.95	\$114.39	\$153.75
<i>Juniper Mint Julep* (Spiral) 2 Gal</i>	\$84.50	\$84.50	\$139.43	\$78.59	\$105.63
<i>Juniper Mint Julep* (Spiral) 5 Gal</i>	\$139.50	\$139.50	\$230.18	\$129.74	\$174.38
<i>Ligustrum Waxleaf* (2 Ball Poodle) 5 Gal</i>	\$105.00	\$105.00	\$173.25	\$97.65	\$131.25
<i>Ligustrum Waxleaf* (2 Ball Poodle) 7 Gal</i>	\$179.00	\$179.00	\$295.35	\$166.47	\$223.75
<i>Ligustrum Waxleaf* (3 Ball Poodle) 7 Gal</i>	\$219.00	\$219.00	\$361.35	\$203.67	\$273.75
<i>Ligustrum Waxleaf* (Patio Tree) 5 Gal</i>	\$74.50	\$74.50	\$122.93	\$69.29	\$93.13
<i>Ligustrum Waxleaf* (Patio Tree) 7 Gal</i>	\$157.50	\$157.50	\$259.88	\$146.48	\$196.88
<i>Ligustrum Waxleaf* (Pyramid) 15 Gal</i>	\$169.00	\$169.00	\$278.85	\$157.17	\$211.25
<i>Spruce Globosa* (Patio Tree) 5 Gal</i>	\$139.00	\$139.00	\$229.35	\$129.27	\$173.75
<i>Spruce Globosa* (Patio Tree) 7 Gal</i>	\$79.50	\$79.50	\$131.18	\$73.94	\$99.38
<i>Willow Hakuro-nishiki* (Patio Tree) 6 Gal</i>	\$79.50	\$79.50	\$131.18	\$73.94	\$99.38
<b>CONTAINER TREES</b>					
<i>Birch River Dura Heat 15 Gal</i>	\$96.88	\$96.88	\$159.84	\$90.09	\$137.50
<i>Birch River Dura Heat 25 Gal</i>	\$150.35	\$150.35	\$248.08	\$139.83	\$213.40
<i>Cedar Eastern Red 15 Gal</i>	\$97.65	\$97.65	\$161.12	\$90.81	\$138.60
<i>Cedar Eastern Red Taylor 15 Gal</i>	\$108.50	\$108.50	\$179.03	\$100.91	\$154.00
<i>Cherry Autumn Flowering 15 Gal</i>	\$112.38	\$112.38	\$185.42	\$104.51	\$159.50
<i>Cherry Autumn Flowering 7 Gal</i>	\$65.10	\$65.10	\$107.42	\$60.54	\$92.40
<i>Cherry First Lady 15 Gal</i>	\$112.38	\$112.38	\$185.42	\$104.51	\$159.50
<i>Cherry Kwanzan 15 Gal</i>	\$112.38	\$112.38	\$185.42	\$104.51	\$159.50
<i>Cherry Kwanzan 7 Gal</i>	\$65.10	\$65.10	\$107.42	\$60.54	\$92.40
<i>Cherry Okame 15 Gal</i>	\$112.38	\$112.38	\$185.42	\$104.51	\$159.50
<i>Cherry Okame 7 Gal</i>	\$65.10	\$65.10	\$107.42	\$60.54	\$92.40
<i>Cherry Sand 7 Gal</i>	\$51.93	\$51.93	\$85.68	\$48.29	\$73.70
<i>Cherry Snow Fountain® 7 Gal</i>	\$72.85	\$72.85	\$120.20	\$67.75	\$103.40
<i>Cherry Snow Fountain® (Top Graft) 15 Gal</i>	\$117.03	\$117.03	\$193.09	\$108.83	\$166.10
<i>Cherry Snow Fountain® (Top Graft) 25 Gal</i>	\$166.63	\$166.63	\$274.93	\$154.96	\$236.50
<i>Cherry Weeping Japanese 15 Gal</i>	\$135.63	\$135.63	\$223.78	\$126.13	\$192.50
<i>Cherry Weeping Japanese 25 Gal</i>	\$182.13	\$182.13	\$300.51	\$169.38	\$258.50
<i>Cherry Yoshino 15 Gal</i>	\$112.38	\$112.38	\$185.42	\$104.51	\$159.50
<i>Cherry Yoshino 7 Gal</i>	\$65.10	\$65.10	\$107.42	\$60.54	\$92.40
<i>Crabapple Prairifire 15 Gal</i>	\$107.73	\$107.73	\$177.75	\$100.18	\$152.90
<i>Crabapple Royal Raindrops 15 Gal</i>	\$107.73	\$107.73	\$177.75	\$100.18	\$152.90
<i>Crapemyrtle First Editions® Ruffled Red Magic™ 3 G</i>	\$24.80	\$24.80	\$40.92	\$23.06	\$35.20
<i>Crapemyrtle First Editions® Sunset Magic™ 3 Gal</i>	\$24.80	\$24.80	\$40.92	\$23.06	\$35.20
<i>Crapemyrtle Muskogee- Lavender 15 Gal</i>	\$83.70	\$83.70	\$138.11	\$77.84	\$118.80
<i>Crapemyrtle Muskogee- Lavender 25 Gal</i>	\$131.75	\$131.75	\$217.39	\$122.53	\$187.00
<i>Crapemyrtle Natchez- White 15 Gal</i>	\$83.70	\$83.70	\$138.11	\$77.84	\$118.80
<i>Crapemyrtle Natchez- White (Tree Form) 15 Gal</i>	\$86.80	\$86.80	\$143.22	\$80.72	\$123.20
<i>Cypress Bald 15 Gal</i>	\$89.90	\$89.90	\$148.34	\$83.61	\$127.60
<i>Dogwood Aurora® 7 Gal</i>	\$55.03	\$55.03	\$90.79	\$51.17	\$78.10
<i>Dogwood Karen's Appalachian Blush 7 Gal</i>	\$55.03	\$55.03	\$90.79	\$51.17	\$78.10
<i>Dogwood Kousa Milkyway 7 Gal</i>	\$55.03	\$55.03	\$90.79	\$51.17	\$78.10
<i>Dogwood Kousa National 7 Gal</i>	\$55.03	\$55.03	\$90.79	\$51.17	\$78.10
<i>Dogwood White Flowering 7 Gal</i>	\$49.21	\$49.21	\$81.20	\$45.77	\$69.85
<i>Elm American Princeton 15 Gal</i>	\$127.88	\$127.88	\$210.99	\$118.92	\$181.50
<i>Elm American Princeton 25 Gal</i>	\$166.63	\$166.63	\$274.93	\$154.96	\$236.50
<i>Elm Lacebark 15 Gal</i>	\$108.50	\$108.50	\$179.03	\$100.91	\$154.00

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Elm Lacebark Allee® 15 Gal	\$127.88	\$127.88	\$210.99	\$118.92	\$181.50
Elm Lacebark Allee® 25 Gal	\$166.63	\$166.63	\$274.93	\$154.96	\$236.50
Ginkgo Princeton Sentry 15 Gal	\$155.00	\$155.00	\$255.75	\$144.15	\$220.00
Hackberry 15 Gal	\$108.50	\$108.50	\$179.03	\$100.91	\$154.00
Hawthorn Winter King 15 Gal	\$102.30	\$102.30	\$168.80	\$95.14	\$145.20
Hornbeam American 15 Gal	\$89.90	\$89.90	\$148.34	\$83.61	\$127.60
Hornbeam Emerald Avenue® 15 Gal	\$138.73	\$138.73	\$228.90	\$129.01	\$196.90
Hornbeam European Columnar 15 Gal	\$138.73	\$138.73	\$228.90	\$129.01	\$196.90
Katsura Tree 15 Gal	\$95.33	\$95.33	\$157.29	\$88.65	\$135.30
Linden Greenspire 15 Gal	\$112.38	\$112.38	\$185.42	\$104.51	\$159.50
Locust Purple Robe 15 Gal	\$112.38	\$112.38	\$185.42	\$104.51	\$159.50
London Planetree Bloodgood 15 Gal	\$96.88	\$96.88	\$159.84	\$90.09	\$137.50
London Planetree Bloodgood 25 Gal	\$182.13	\$182.13	\$300.51	\$169.38	\$258.50
London Planetree Exclamation™ 15 Gal	\$96.88	\$96.88	\$159.84	\$90.09	\$137.50
Loquat Tree 15 Gal	\$96.88	\$96.88	\$159.84	\$90.09	\$137.50
Magnolia Alta 15 Gal	\$102.30	\$102.30	\$168.80	\$95.14	\$145.20
Magnolia Bracken's Brown Beauty 25 Gal	\$166.63	\$166.63	\$274.93	\$154.96	\$236.50
Magnolia Jane 15 Gal	\$102.30	\$102.30	\$168.80	\$95.14	\$145.20
Magnolia Jane 7 Gal	\$55.80	\$55.80	\$92.07	\$51.89	\$79.20
Magnolia Kay Parris 15 Gal	\$102.30	\$102.30	\$168.80	\$95.14	\$145.20
Magnolia Sweet Bay 15 Gal	\$102.30	\$102.30	\$168.80	\$95.14	\$145.20
Magnolia Sweet Bay 7 Gal	\$55.80	\$55.80	\$92.07	\$51.89	\$79.20
Maple Japanese Bloodgood 15 Gal	\$158.10	\$158.10	\$260.87	\$147.03	\$224.40
Maple Japanese Emperor I 15 Gal	\$158.10	\$158.10	\$260.87	\$147.03	\$224.40
Maple Japanese Emperor I 7 Gal	\$103.85	\$103.85	\$171.35	\$96.58	\$147.40
Maple Japanese Sango Kaku 7 Gal	\$103.85	\$103.85	\$171.35	\$96.58	\$147.40
Maple Japanese Tamukeyama 15 Gal	\$169.73	\$169.73	\$280.05	\$157.84	\$240.90
Maple Japanese Tamukeyama 25 Gal	\$236.38	\$236.38	\$390.02	\$219.83	\$335.50
Maple Japanese Tamukeyama 7 Gal	\$103.85	\$103.85	\$171.35	\$96.58	\$147.40
Maple Japanese Twombly's Red Sentinel 7 Gal	\$103.85	\$103.85	\$171.35	\$96.58	\$147.40
Maple Japanese Viridis 7 Gal	\$103.85	\$103.85	\$171.35	\$96.58	\$147.40
Maple Red Brandywine 15 Gal	\$104.63	\$104.63	\$172.63	\$97.30	\$148.50
Maple Red Brandywine 7 Gal	\$65.10	\$65.10	\$107.42	\$60.54	\$92.40
Maple Red October Glory 15 Gal	\$104.63	\$104.63	\$172.63	\$97.30	\$148.50
Maple Red October Glory 25 Gal	\$158.88	\$158.88	\$262.14	\$147.75	\$225.50
Maple Red October Glory 7 Gal	\$65.10	\$65.10	\$107.42	\$60.54	\$92.40
Maple Red Sun Valley 15 Gal	\$104.63	\$104.63	\$172.63	\$97.30	\$148.50
Maple Red Sun Valley 7 Gal	\$65.10	\$65.10	\$107.42	\$60.54	\$92.40
Maple Redpointe® 15 Gal	\$121.68	\$121.68	\$200.76	\$113.16	\$172.70
Maple Redpointe® 25 Gal	\$173.60	\$173.60	\$286.44	\$161.45	\$246.40
Maple Redpointe® 7 Gal	\$66.65	\$66.65	\$109.97	\$61.98	\$94.60
Maple Sugar Flashfire® 25 Gal	\$188.33	\$188.33	\$310.74	\$175.14	\$267.30
Maple Urban Sunset® 15 Gal	\$121.68	\$121.68	\$200.76	\$113.16	\$172.70
Oak Crimson Spire™ 25 Gal	\$174.38	\$174.38	\$287.72	\$162.17	\$247.50
Oak Live 15 Gal	\$108.50	\$108.50	\$179.03	\$100.91	\$154.00
Oak Northern Red 15 Gal	\$108.50	\$108.50	\$179.03	\$100.91	\$154.00
Oak Northern Red 25 Gal	\$166.63	\$166.63	\$274.93	\$154.96	\$236.50
Oak Sawtooth 15 Gal	\$108.50	\$108.50	\$179.03	\$100.91	\$154.00
Oak Swamp White 25 Gal	\$166.63	\$166.63	\$274.93	\$154.96	\$236.50
Oak Swamp White Beacon® 15 Gal	\$116.25	\$116.25	\$191.81	\$108.11	\$165.00
Oak White 15 Gal	\$108.50	\$108.50	\$179.03	\$100.91	\$154.00
Oak Willow 25 Gal	\$166.63	\$166.63	\$274.93	\$154.96	\$236.50
Peach Early Elberta 7 Gal	\$51.93	\$51.93	\$85.68	\$48.29	\$73.70

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Peach Madison 7 Gal	\$51.93	\$51.93	\$85.68	\$48.29	\$73.70
Peach Red Haven 7 Gal	\$51.93	\$51.93	\$85.68	\$48.29	\$73.70
Pear Chanticleer 15 Gal	\$96.88	\$96.88	\$159.84	\$90.09	\$137.50
Pear Chanticleer 25 Gal	\$158.88	\$158.88	\$262.14	\$147.75	\$225.50
Pear Chanticleer 7 Gal	\$51.93	\$51.93	\$85.68	\$48.29	\$73.70
Persimmon Fuyu 7 Gal	\$72.08	\$72.08	\$118.92	\$67.03	\$102.30
Persimmon Jiro 7 Gal	\$72.08	\$72.08	\$118.92	\$67.03	\$102.30
Pine Loblolly 15 Gal	\$93.00	\$93.00	\$153.45	\$86.49	\$132.00
Pine Loblolly 7 Gal	\$51.93	\$51.93	\$85.68	\$48.29	\$73.70
Plum Krauter Vesuvius 15 Gal	\$95.33	\$95.33	\$157.29	\$88.65	\$135.30
Raintree Golden (yellow Fruit) 15 Gal	\$108.50	\$108.50	\$179.03	\$100.91	\$154.00
Redbud Alley Cat 15 Gal	\$124.00	\$124.00	\$204.60	\$115.32	\$176.00
Redbud Eastern (Clump) 15 Gal	\$97.65	\$97.65	\$161.12	\$90.81	\$138.60
Redbud Eastern (Clump) 25 Gal	\$166.63	\$166.63	\$274.93	\$154.96	\$236.50
Redbud Eastern (Clump) 7 Gal	\$52.31	\$52.31	\$86.32	\$48.65	\$74.25
Redbud Eastern (Single) 15 Gal	\$97.65	\$97.65	\$161.12	\$90.81	\$138.60
Redbud Forest Pansy (Single) 15 Gal	\$102.30	\$102.30	\$168.80	\$95.14	\$145.20
Redbud Forest Pansy (Single) 7 Gal	\$60.45	\$60.45	\$99.74	\$56.22	\$85.80
Redbud Hearts Of Gold 15 Gal	\$124.00	\$124.00	\$204.60	\$115.32	\$176.00
Redbud The Rising Sun™ 15 Gal	\$124.00	\$124.00	\$204.60	\$115.32	\$176.00
Redwood Dawn 15 Gal	\$108.50	\$108.50	\$179.03	\$100.91	\$154.00
Serviceberry Rainbow Pillar® 15 Gal	\$122.45	\$122.45	\$202.04	\$113.88	\$173.80
Snowbell Japanese Evening Light 15 Gal	\$124.00	\$124.00	\$204.60	\$115.32	\$176.00
Snowbell Pink Chimes 15 Gal	\$131.75	\$131.75	\$217.39	\$122.53	\$187.00
Snowbell Weeping Marley's Pink Parasol® 15 Gal	\$124.00	\$124.00	\$204.60	\$115.32	\$176.00
Tulip Poplar Emerald City® 15 Gal	\$112.38	\$112.38	\$185.42	\$104.51	\$159.50
Vitex Purple 3 Gal	\$18.99	\$18.99	\$31.33	\$17.66	\$26.95
Zelkova City Sprite® 15 Gal	\$141.05	\$141.05	\$232.73	\$131.18	\$200.20
Zelkova Green Vase 15 Gal	\$112.38	\$112.38	\$185.42	\$104.51	\$159.50
Zelkova Green Vase 25 Gal	\$166.63	\$166.63	\$274.93	\$154.96	\$236.50
Zelkova Musashino 15 Gal	\$124.00	\$124.00	\$204.60	\$115.32	\$176.00
Zelkova Musashino 25 Gal	\$180.58	\$180.58	\$297.95	\$167.93	\$256.30
Zelkova Village Green 15 Gal	\$112.38	\$112.38	\$185.42	\$104.51	\$159.50
Zelkova Village Green 25 Gal	\$166.63	\$166.63	\$274.93	\$154.96	\$236.50
<b>ROSES</b>					
Rose Big Momma™ Ht- Med Pink 3 Gal	\$22.86	\$22.86	\$37.72	\$21.26	\$32.45
Rose Drift® Pink 3 Gal	\$18.60	\$18.60	\$30.69	\$17.30	\$26.40
Rose Drift® Red 3 Gal	\$18.60	\$18.60	\$30.69	\$17.30	\$26.40
Rose Drift® White- White 3 Gal	\$18.60	\$18.60	\$30.69	\$17.30	\$26.40
Rose Life Of The Party™ Fl- Yellow/Pink 3 Gal	\$22.86	\$22.86	\$37.72	\$21.26	\$32.45
Rose New Zealand Ht- Soft Pink 3 Gal	\$19.76	\$19.76	\$32.61	\$18.38	\$28.05
Rose Take It Easy™ Sh- Red/White 3 Gal	\$22.09	\$22.09	\$36.44	\$20.54	\$31.35
Rose The Blushing Knock Out® 3 Gal	\$18.60	\$18.60	\$30.69	\$17.30	\$26.40
Rose The Double Knock Out® 3 Gal	\$18.60	\$18.60	\$30.69	\$17.30	\$26.40
Rose The Knock Out® 3 Gal	\$18.60	\$18.60	\$30.69	\$17.30	\$26.40
Rose The Peachy Knock Out® 3 Gal	\$18.60	\$18.60	\$30.69	\$17.30	\$26.40
Rose The Pink Knock Out® 3 Gal	\$18.60	\$18.60	\$30.69	\$17.30	\$26.40
Rose The Sunny Knock Out® 3 Gal	\$18.60	\$18.60	\$30.69	\$17.30	\$26.40
Rose The White Knock Out® 3 Gal	\$18.60	\$18.60	\$30.69	\$17.30	\$26.40
Rose Top Gun™ Sh- Red/Dk Burgundy 3 Gal	\$22.09	\$22.09	\$36.44	\$20.54	\$31.35
<b>CONTAINER SHRUBS</b>					
Abelia Confetti® 3 Gal	\$21.39	\$21.39	\$35.29	\$19.89	\$30.36
Abelia Kaleidoscope (Golden) 3 Gal	\$22.17	\$22.17	\$36.57	\$20.61	\$31.46

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Abelia Little Richard 1 Gal	\$6.36	\$6.36	\$10.49	\$5.91	\$9.02
Abelia Little Richard 3 Gal	\$17.13	\$17.13	\$28.26	\$15.93	\$24.31
Arborvitae Emerald 15 Gal	\$94.55	\$94.55	\$156.01	\$87.93	\$134.20
Arborvitae Green Giant 7 Gal	\$40.30	\$40.30	\$66.50	\$37.48	\$57.20
Arborvitae North Pole® 3 Gal	\$21.70	\$21.70	\$35.81	\$20.18	\$30.80
Arborvitae Spring Grove® 3 Gal	\$21.70	\$21.70	\$35.81	\$20.18	\$30.80
Aucuba Gold Dust 3 Gal	\$16.74	\$16.74	\$27.62	\$15.57	\$23.76
Aucuba Green 3 Gal	\$16.74	\$16.74	\$27.62	\$15.57	\$23.76
Aucuba Green Serratifolia 3 Gal	\$16.74	\$16.74	\$27.62	\$15.57	\$23.76
Aucuba Picturata 3 Gal	\$16.74	\$16.74	\$27.62	\$15.57	\$23.76
Azalea Amagasa- Coral/orange 3 Gal	\$15.11	\$15.11	\$24.94	\$14.05	\$21.45
Azalea Arctic Rose (Var)- Rose Red 3 Gal	\$15.11	\$15.11	\$24.94	\$14.05	\$21.45
Azalea Buccaneer- Orange-red 3 Gal	\$15.11	\$15.11	\$24.94	\$14.05	\$21.45
Azalea Delaware Valley- White 3 Gal	\$15.11	\$15.11	\$24.94	\$14.05	\$21.45
Azalea Encore® Autumn Amethyst® 1 Gal	\$12.71	\$12.71	\$20.97	\$11.82	\$18.04
Azalea Encore® Autumn Amethyst® 3 Gal	\$22.48	\$22.48	\$37.08	\$20.90	\$31.90
Azalea Encore® Autumn Angel® 3 Gal	\$22.48	\$22.48	\$37.08	\$20.90	\$31.90
Azalea Encore® Autumn Carnival® 3 Gal	\$22.48	\$22.48	\$37.08	\$20.90	\$31.90
Azalea Encore® Autumn Coral® 3 Gal	\$22.48	\$22.48	\$37.08	\$20.90	\$31.90
Azalea Encore® Autumn Embers™ 3 Gal	\$22.48	\$22.48	\$37.08	\$20.90	\$31.90
Azalea Encore® Autumn Empress™ 1 Gal	\$12.71	\$12.71	\$20.97	\$11.82	\$18.04
Azalea Encore® Autumn Fire® 3 Gal	\$22.48	\$22.48	\$37.08	\$20.90	\$31.90
Azalea Encore® Autumn Ivory® 1 Gal	\$12.71	\$12.71	\$20.97	\$11.82	\$18.04
Azalea Encore® Autumn Ivory® 3 Gal	\$22.48	\$22.48	\$37.08	\$20.90	\$31.90
Azalea Encore® Autumn Jewel® 3 Gal	\$22.48	\$22.48	\$37.08	\$20.90	\$31.90
Azalea Encore® Autumn Lilac® 1 Gal	\$12.71	\$12.71	\$20.97	\$11.82	\$18.04
Azalea Encore® Autumn Lily® 3 Gal	\$22.48	\$22.48	\$37.08	\$20.90	\$31.90
Azalea Encore® Autumn Monarch™ 3 Gal	\$22.48	\$22.48	\$37.08	\$20.90	\$31.90
Azalea Encore® Autumn Moonlight® 3 Gal	\$22.48	\$22.48	\$37.08	\$20.90	\$31.90
Azalea Encore® Autumn Princess® 3 Gal	\$22.48	\$22.48	\$37.08	\$20.90	\$31.90
Azalea Encore® Autumn Rouge® 3 Gal	\$22.48	\$22.48	\$37.08	\$20.90	\$31.90
Azalea Encore® Autumn Royalty® 1 Gal	\$12.71	\$12.71	\$20.97	\$11.82	\$18.04
Azalea Encore® Autumn Royalty® 3 Gal	\$22.48	\$22.48	\$37.08	\$20.90	\$31.90
Azalea Encore® Autumn Ruby® 3 Gal	\$22.48	\$22.48	\$37.08	\$20.90	\$31.90
Azalea Encore® Autumn Sangria® 3 Gal	\$22.48	\$22.48	\$37.08	\$20.90	\$31.90
Azalea Encore® Autumn Starlite® 3 Gal	\$22.48	\$22.48	\$37.08	\$20.90	\$31.90
Azalea Encore® Autumn Sunburst® 3 Gal	\$22.48	\$22.48	\$37.08	\$20.90	\$31.90
Azalea Encore® Autumn Sunset™ 1 Gal	\$12.71	\$12.71	\$20.97	\$11.82	\$18.04
Azalea Encore® Autumn Sunset™ 3 Gal	\$22.48	\$22.48	\$37.08	\$20.90	\$31.90
Azalea Girard's Crimson- Red 1 Gal	\$4.96	\$4.96	\$8.18	\$4.61	\$7.04
Azalea Girard's Crimson- Red 3 Gal	\$15.11	\$15.11	\$24.94	\$14.05	\$21.45
Azalea Girard's Fuchsia- Purple 1 Gal	\$4.96	\$4.96	\$8.18	\$4.61	\$7.04
Azalea Girard's Fuchsia- Purple 3 Gal	\$15.11	\$15.11	\$24.94	\$14.05	\$21.45
Azalea Girard's Pleasant White- White 1 Gal	\$4.96	\$4.96	\$8.18	\$4.61	\$7.04
Azalea Girard's Pleasant White- White 3 Gal	\$15.11	\$15.11	\$24.94	\$14.05	\$21.45
Azalea Girard's Renee Michelle- Pink 1 Gal	\$4.96	\$4.96	\$8.18	\$4.61	\$7.04
Azalea Girard's Renee Michelle- Pink 3 Gal	\$15.11	\$15.11	\$24.94	\$14.05	\$21.45
Azalea Girard's Rose- Rose-pink 1 Gal	\$4.96	\$4.96	\$8.18	\$4.61	\$7.04
Azalea Girard's Rose- Rose-pink 3 Gal	\$15.11	\$15.11	\$24.94	\$14.05	\$21.45
Azalea Gumpo Pink- Pink 3 Gal	\$15.11	\$15.11	\$24.94	\$14.05	\$21.45
Azalea Gumpo White- White 3 Gal	\$15.11	\$15.11	\$24.94	\$14.05	\$21.45
Azalea Hardy Gardenia- White 3 Gal	\$15.11	\$15.11	\$24.94	\$14.05	\$21.45
Azalea Pink Ruffle- Pink 1 Gal	\$4.96	\$4.96	\$8.18	\$4.61	\$7.04

**WATKINS NURSERIES, INC.**  
**JAMES MADISON UNIVERSITY**  
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Common Name	JMU/Wholesale Pick-up Price	JMU/Wholesale Delivery Price*	JMU/Wholesale Installed Price	7% Discounted Price	Retail
Azalea Pink Ruffle- Pink 3 Gal	\$15.11	\$15.11	\$24.94	\$14.05	\$21.45
Azalea Red Ruffle- Red 1 Gal	\$4.96	\$4.96	\$8.18	\$4.61	\$7.04
Azalea Red Ruffle- Red 3 Gal	\$15.11	\$15.11	\$24.94	\$14.05	\$21.45
Azalea Rosebud- Rose-pink 3 Gal	\$15.11	\$15.11	\$24.94	\$14.05	\$21.45
Azalea Sunglow- Red 1 Gal	\$4.96	\$4.96	\$8.18	\$4.61	\$7.04
Azalea Sunglow- Red 3 Gal	\$15.11	\$15.11	\$24.94	\$14.05	\$21.45
Barberry Crimson Pygmy 1 Gal	\$6.36	\$6.36	\$10.49	\$5.91	\$9.02
Barberry Golden Rocket 3 Gal	\$19.76	\$19.76	\$32.61	\$18.38	\$28.05
Barberry Rose Glow 1 Gal	\$6.36	\$6.36	\$10.49	\$5.91	\$9.02
Barberry Royal Burgundy® 1 Gal	\$6.36	\$6.36	\$10.49	\$5.91	\$9.02
Beautyberry Purple 3 Gal	\$17.05	\$17.05	\$28.13	\$15.86	\$24.20
Blueberry Bluecrop 1 Gal	\$7.36	\$7.36	\$12.15	\$6.85	\$10.45
Blueberry Bluejay 1 Gal	\$7.36	\$7.36	\$12.15	\$6.85	\$10.45
Blueberry Climax 1 Gal	\$7.36	\$7.36	\$12.15	\$6.85	\$10.45
Blueberry Jersey 1 Gal	\$7.36	\$7.36	\$12.15	\$6.85	\$10.45
Blueberry Pink Lemonade 1 Gal	\$8.14	\$8.14	\$13.43	\$7.57	\$11.55
Blueberry Sunshine Blue 1 Gal	\$7.36	\$7.36	\$12.15	\$6.85	\$10.45
Boxwood Green Mountain 3 Gal	\$20.62	\$20.62	\$34.01	\$19.17	\$29.26
Boxwood Green Mountain 7 Gal	\$47.28	\$47.28	\$78.00	\$43.97	\$67.10
Boxwood Green Velvet 3 Gal	\$20.62	\$20.62	\$34.01	\$19.17	\$29.26
Boxwood Justin Brouwers 3 Gal	\$22.17	\$22.17	\$36.57	\$20.61	\$31.46
Boxwood Sprinter® 3 Gal	\$24.03	\$24.03	\$39.64	\$22.34	\$34.10
Boxwood Winter Gem 1 Gal	\$9.69	\$9.69	\$15.98	\$9.01	\$13.75
Boxwood Winter Gem 7 Gal	\$47.28	\$47.28	\$78.00	\$43.97	\$67.10
Boxwood Wintergreen 1 Gal	\$7.36	\$7.36	\$12.15	\$6.85	\$10.45
Boxwood Wintergreen 3 Gal	\$19.07	\$19.07	\$31.46	\$17.73	\$27.06
Boxwood Wintergreen 7 Gal	\$41.85	\$41.85	\$69.05	\$38.92	\$59.40
Butterfly Bush Black Knight 3 Gal	\$14.73	\$14.73	\$24.30	\$13.69	\$20.90
Butterfly Bush Blue Heaven 3 Gal	\$17.44	\$17.44	\$28.77	\$16.22	\$24.75
Butterfly Bush Cranrazz 3 Gal	\$17.44	\$17.44	\$28.77	\$16.22	\$24.75
Butterfly Bush Honeycomb 3 Gal	\$14.73	\$14.73	\$24.30	\$13.69	\$20.90
Butterfly Bush Nanho Blue 3 Gal	\$14.73	\$14.73	\$24.30	\$13.69	\$20.90
Butterfly Bush Nanho White 3 Gal	\$14.73	\$14.73	\$24.30	\$13.69	\$20.90
Butterfly Bush Pink Delight 3 Gal	\$14.73	\$14.73	\$24.30	\$13.69	\$20.90
Butterfly Bush Pugster® Amethyst 3 Gal	\$19.38	\$19.38	\$31.97	\$18.02	\$27.50
Butterfly Bush Royal Red 3 Gal	\$14.73	\$14.73	\$24.30	\$13.69	\$20.90
Butterfly Bush Tutti Fruitti 3 Gal	\$17.44	\$17.44	\$28.77	\$16.22	\$24.75
Camellia Ha. Snow Bells- White 7 Gal	\$68.20	\$68.20	\$112.53	\$63.43	\$96.80
Camellia j. April Dawn Blush- Blush Pink/Wht 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. April Dawn S- Pink/White 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. April Kiss S- Red 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. April Kiss S- Red 15 Gal	\$137.95	\$137.95	\$227.62	\$128.29	\$195.80
Camellia j. April Remembered S- White/Pink 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. April Remembered S- White/Pink 15 Gal	\$149.58	\$149.58	\$246.80	\$139.10	\$212.30
Camellia j. April Snow S- White 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. April Snow S- White 3 Gal	\$29.14	\$29.14	\$48.08	\$27.10	\$41.36
Camellia j. April Snow S- White 7 Gal	\$93.00	\$93.00	\$153.45	\$86.49	\$132.00
Camellia j. April Tryst S- Red 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. April Tryst S- Red 15 Gal	\$149.58	\$149.58	\$246.80	\$139.10	\$212.30
Camellia j. Assorted 7 Gal	\$68.20	\$68.20	\$112.53	\$63.43	\$96.80
Camellia j. Black Tie- Dark Red 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. Black Tie- Dark Red 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Camellia j. Black Tie- Dark Red 7 Gal	\$68.20	\$68.20	\$112.53	\$63.43	\$96.80

\*Delivery fee is \$335 per truck load of plant materials.

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Camellia j. Early Autumn- Lavender Rose 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. Early Autumn- Lavender Rose 7 Gal	\$68.20	\$68.20	\$112.53	\$63.43	\$96.80
Camellia j. Grace Albritton- Lt Pink 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. Grace Albritton- Lt Pink 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Camellia j. Grace Albritton- Lt Pink 7 Gal	\$68.20	\$68.20	\$112.53	\$63.43	\$96.80
Camellia j. Happy Birthday- Pink/Deep Pink 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Camellia j. Happy Birthday- Pink/Deep Pink 7 Gal	\$68.20	\$68.20	\$112.53	\$63.43	\$96.80
Camellia j. Harbor Lights- Red 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. Harbor Lights- Red 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Camellia j. Helen Beach- Pink/Rose/White 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Camellia j. Helen Beach- Pink/Rose/White 7 Gal	\$68.20	\$68.20	\$112.53	\$63.43	\$96.80
Camellia j. Jerry Hill- Rose/Pink 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. Jerry Hill- Rose/Pink 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Camellia j. Kramer's Supreme- Turkey Red 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. Kramer's Supreme- Turkey Red 3 Gal	\$29.14	\$29.14	\$48.08	\$27.10	\$41.36
Camellia j. La Peppermint- White/Carmine 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. La Peppermint- White/Carmine 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Camellia j. La Peppermint- White/Carmine 7 Gal	\$68.20	\$68.20	\$112.53	\$63.43	\$96.80
Camellia j. Lady Vansittart- White/Pink 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. Lady Vansittart- White/Pink 15 Gal	\$137.95	\$137.95	\$227.62	\$128.29	\$195.80
Camellia j. Lady Vansittart- White/Pink 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Camellia j. Lady Vansittart- White/Pink 7 Gal	\$68.20	\$68.20	\$112.53	\$63.43	\$96.80
Camellia j. Lemon Glow S 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. Lemon Glow S 15 Gal	\$137.95	\$137.95	\$227.62	\$128.29	\$195.80
Camellia j. Lemon Glow S 7 Gal	\$68.20	\$68.20	\$112.53	\$63.43	\$96.80
Camellia j. Les Marbury- Pink/Deep Pink 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. Les Marbury- Pink/Deep Pink 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Camellia j. Les Marbury- Pink/Deep Pink 7 Gal	\$68.20	\$68.20	\$112.53	\$63.43	\$96.80
Camellia j. Leucantha- White 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. Leucantha- White 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Camellia j. Leucantha- White 7 Gal	\$68.20	\$68.20	\$112.53	\$63.43	\$96.80
Camellia j. Man Size- White 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. Man Size- White 15 Gal	\$137.95	\$137.95	\$227.62	\$128.29	\$195.80
Camellia j. Man Size- White 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Camellia j. Man Size- White 7 Gal	\$68.20	\$68.20	\$112.53	\$63.43	\$96.80
Camellia j. Mrs. Lyman Clarke- White/Pink 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. Mrs. Lyman Clarke- White/Pink 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Camellia j. Pink Perfection- Shell Pink 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. Pink Perfection- Shell Pink 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Camellia j. Rosehill Red 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. Rosehill Red 15 Gal	\$149.58	\$149.58	\$246.80	\$139.10	\$212.30
Camellia j. Sea Foam- White 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. Silver Waves- White 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. Silver Waves- White 15 Gal	\$149.58	\$149.58	\$246.80	\$139.10	\$212.30
Camellia j. Silver Waves- White 3 Gal	\$29.14	\$29.14	\$48.08	\$27.10	\$41.36
Camellia j. Silver Waves- White 7 Gal	\$93.00	\$93.00	\$153.45	\$86.49	\$132.00
Camellia j. Tom Knudsen- Dark Red 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. Tom Knudsen- Dark Red 15 Gal	\$149.58	\$149.58	\$246.80	\$139.10	\$212.30
Camellia j. Tom Knudsen- Dark Red 3 Gal	\$29.14	\$29.14	\$48.08	\$27.10	\$41.36
Camellia j. Tricolor Pink- Pink/Rose 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia j. Tricolor Pink- Pink/Rose 15 Gal	\$137.95	\$137.95	\$227.62	\$128.29	\$195.80
Camellia j. Tricolor Pink- Pink/Rose 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Camellia j. Victory White- White 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20

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Camellia j. Victory White- White 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Camellia Parvilimba- White 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Camellia Parvilimba- White 7 Gal	\$68.20	\$68.20	\$112.53	\$63.43	\$96.80
Camellia s. Autumn Delight- White 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Camellia s. Autumn Moon (Marie Kirk)- White 3 Gal	\$29.14	\$29.14	\$48.08	\$27.10	\$41.36
Camellia s. Autumn Sunrise- White/Red 15 Gal	\$137.95	\$137.95	\$227.62	\$128.29	\$195.80
Camellia s. Bonanza- Deep Red 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia s. Bonanza- Deep Red 3 Gal	\$29.14	\$29.14	\$48.08	\$27.10	\$41.36
Camellia s. Cleopatra- Rose Pink 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Camellia s. Kanjiro- Rose Pink 7 Gal	\$68.20	\$68.20	\$112.53	\$63.43	\$96.80
Camellia s. Our Linda- Pink 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Camellia s. Setsugekka- White 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Camellia s. William Lanier Hunt- Rose Red 7 Gal	\$93.00	\$93.00	\$153.45	\$86.49	\$132.00
Camellia X Arctic Dawn- Pink 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia X Ashton's Supreme- Lavendar Pink 7 Gal	\$68.20	\$68.20	\$112.53	\$63.43	\$96.80
Camellia X Egao Corkscrew- Pink 15 Gal	\$137.95	\$137.95	\$227.62	\$128.29	\$195.80
Camellia X High Fragrance S- Pink 1 Gal	\$9.30	\$9.30	\$15.35	\$8.65	\$13.20
Camellia X High Fragrance S- Pink 15 Gal	\$137.95	\$137.95	\$227.62	\$128.29	\$195.80
Camellia X High Fragrance S- Pink 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Camellia X Japanese Fantasy- White/Pink 15 Gal	\$137.95	\$137.95	\$227.62	\$128.29	\$195.80
Camellia X Japanese Fantasy- White/Pink 7 Gal	\$68.20	\$68.20	\$112.53	\$63.43	\$96.80
Camellia X Taylor's Perfection- Light Pink 15 Gal	\$137.95	\$137.95	\$227.62	\$128.29	\$195.80
Camellia X Taylor's Perfection- Light Pink 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Camellia X Winter's Interlude S- Pink 15 Gal	\$137.95	\$137.95	\$227.62	\$128.29	\$195.80
Camellia X Winter's Interlude S- Pink 7 Gal	\$68.20	\$68.20	\$112.53	\$63.43	\$96.80
Camellia X Winter's Star- Lav/Pink 15 Gal	\$149.58	\$149.58	\$246.80	\$139.10	\$212.30
Camellia X Winter's Star- Lav/Pink 3 Gal	\$29.14	\$29.14	\$48.08	\$27.10	\$41.36
Camellia X Winter's Star- Lav/Pink 7 Gal	\$93.00	\$93.00	\$153.45	\$86.49	\$132.00
Cast Iron Plant 3 Gal	\$20.62	\$20.62	\$34.01	\$19.17	\$29.26
Chokeberry Brilliant Red 3 Gal	\$17.05	\$17.05	\$28.13	\$15.86	\$24.20
Clethra Ruby Spice 3 Gal	\$17.05	\$17.05	\$28.13	\$15.86	\$24.20
Clethra Sixteen Candles 3 Gal	\$17.05	\$17.05	\$28.13	\$15.86	\$24.20
Clethra Sugartina® 3 Gal	\$21.70	\$21.70	\$35.81	\$20.18	\$30.80
Clethra Summersweet 3 Gal	\$16.28	\$16.28	\$26.85	\$15.14	\$23.10
Cleyera Bronze Beauty™ 3 Gal	\$22.17	\$22.17	\$36.57	\$20.61	\$31.46
Cotoneaster Coral Beauty 1 Gal	\$6.36	\$6.36	\$10.49	\$5.91	\$9.02
Cotoneaster Coral Beauty 3 Gal	\$17.13	\$17.13	\$28.26	\$15.93	\$24.31
Cotoneaster Variegated 1 Gal	\$6.36	\$6.36	\$10.49	\$5.91	\$9.02
Cotoneaster Variegated 3 Gal	\$17.13	\$17.13	\$28.26	\$15.93	\$24.31
Cotoneaster Willowleaf 1 Gal	\$6.36	\$6.36	\$10.49	\$5.91	\$9.02
Cotoneaster Willowleaf 3 Gal	\$17.13	\$17.13	\$28.26	\$15.93	\$24.31
Cryptomeria Globosa 3 Gal	\$19.84	\$19.84	\$32.74	\$18.45	\$28.16
Cypress Carolina Sapphire 15 Gal	\$91.45	\$91.45	\$150.89	\$85.05	\$129.80
Cypress Carolina Sapphire 7 Gal	\$43.40	\$43.40	\$71.61	\$40.36	\$61.60
Cypress Hinoki Night Light™ 3 Gal	\$22.17	\$22.17	\$36.57	\$20.61	\$31.46
Cypress Italian Blue 3 Gal	\$26.04	\$26.04	\$42.97	\$24.22	\$36.96
Cypress King's Gold 7 Gal	\$46.50	\$46.50	\$76.73	\$43.25	\$66.00
Cypress Leyland 3 Gal	\$17.13	\$17.13	\$28.26	\$15.93	\$24.31
Cypress Leyland 7 Gal	\$46.50	\$46.50	\$76.73	\$43.25	\$66.00
Cypress Leyland Emerald Isle 7 Gal	\$46.50	\$46.50	\$76.73	\$43.25	\$66.00
Distylium Blue Cascade® 3 Gal	\$20.62	\$20.62	\$34.01	\$19.17	\$29.26
Distylium Emerald Heights® 3 Gal	\$20.62	\$20.62	\$34.01	\$19.17	\$29.26
Distylium First Editions® Coppertone™ 3 Gal	\$23.72	\$23.72	\$39.13	\$22.05	\$33.66

\*Delivery fee is \$335 per truck load of plant materials.

**WATKINS NURSERIES, INC.**  
**JAMES MADISON UNIVERSITY**  
**RFP # KLN-1091**

\*Subject to current/seasonal availability\*

Common Name	JMU/Wholesale Pick-up Price	JMU/Wholesale Delivery Price*	JMU/Wholesale Installed Price	7% Discounted Price	Retail
Distylium First Editions® Linebacker™ 3 Gal	\$23.72	\$23.72	\$39.13	\$22.05	\$33.66
Distylium First Editions® Vintage Jade 3 Gal	\$22.17	\$22.17	\$36.57	\$20.61	\$31.46
Dogwood Red Twig 3 Gal	\$17.90	\$17.90	\$29.54	\$16.65	\$25.41
Dogwood Red Twig Silky Cayenne 3 Gal	\$20.23	\$20.23	\$33.38	\$18.81	\$28.71
Dogwood Yellow Twig 3 Gal	\$18.21	\$18.21	\$30.05	\$16.94	\$25.85
Elaeagnus Ebbingei 3 Gal	\$17.13	\$17.13	\$28.26	\$15.93	\$24.31
Elaeagnus Ebbingei 7 Gal	\$39.53	\$39.53	\$65.22	\$36.76	\$56.10
Elaeagnus Olive Martini™ 3 Gal	\$18.68	\$18.68	\$30.82	\$17.37	\$26.51
Euonymus Burning Bush Dwarf 5 Gal	\$31.78	\$31.78	\$52.43	\$29.55	\$45.10
Euonymus Golden 3 Gal	\$21.39	\$21.39	\$35.29	\$19.89	\$30.36
Euonymus Golden 7 Gal	\$43.01	\$43.01	\$70.97	\$40.00	\$61.05
Euonymus Manhattan 3 Gal	\$17.13	\$17.13	\$28.26	\$15.93	\$24.31
Euonymus Silver King 7 Gal	\$43.01	\$43.01	\$70.97	\$40.00	\$61.05
Fig Little Miss Figgy 3 Gal	\$22.09	\$22.09	\$36.44	\$20.54	\$31.35
Forsythia Spring Glory 3 Gal	\$14.73	\$14.73	\$24.30	\$13.69	\$20.90
Fothergilla Mt. Airy 3 Gal	\$19.76	\$19.76	\$32.61	\$18.38	\$28.05
Hawthorn Eleanor Taber™ 5 Gal	\$28.68	\$28.68	\$47.31	\$26.67	\$40.70
Hawthorn Eleanor Taber™ 7 Gal	\$41.08	\$41.08	\$67.77	\$38.20	\$58.30
Hawthorn Georgia Petite 3 Gal	\$23.33	\$23.33	\$38.49	\$21.69	\$33.11
Hawthorn Indian Princess 3 Gal	\$17.13	\$17.13	\$28.26	\$15.93	\$24.31
Hawthorn Indian Princess 5 Gal	\$28.68	\$28.68	\$47.31	\$26.67	\$40.70
Hawthorn Indian Princess 7 Gal	\$41.08	\$41.08	\$67.77	\$38.20	\$58.30
Hawthorn Snow White 1 Gal	\$6.36	\$6.36	\$10.49	\$5.91	\$9.02
Hawthorn Snow White 3 Gal	\$17.13	\$17.13	\$28.26	\$15.93	\$24.31
Hawthorn Snow White 5 Gal	\$28.68	\$28.68	\$47.31	\$26.67	\$40.70
Hawthorn Snow White 7 Gal	\$41.08	\$41.08	\$67.77	\$38.20	\$58.30
Hawthorn Snowcap® 3 Gal	\$23.33	\$23.33	\$38.49	\$21.69	\$33.11
Hawthorn Snowcap® 7 Gal	\$42.63	\$42.63	\$70.33	\$39.64	\$60.50
Hawthorn Umbellata Minor 3 Gal	\$19.84	\$19.84	\$32.74	\$18.45	\$28.16
Hawthorn Umbellata Southern Moon® 3 Gal	\$25.27	\$25.27	\$41.69	\$23.50	\$35.86
Hibiscus Red Heart- White/Red 3 Gal	\$15.50	\$15.50	\$25.58	\$14.42	\$22.00
Holly Apollo Male 3 Gal	\$17.52	\$17.52	\$28.90	\$16.29	\$24.86
Holly Bennett's Compacta 1 Gal	\$6.36	\$6.36	\$10.49	\$5.91	\$9.02
Holly Bennett's Compacta 3 Gal	\$16.74	\$16.74	\$27.62	\$15.57	\$23.76
Holly Bennett's Compacta 7 Gal	\$40.30	\$40.30	\$66.50	\$37.48	\$57.20
Holly Bordeaux® 3 Gal	\$17.52	\$17.52	\$28.90	\$16.29	\$24.86
Holly Bordeaux® 7 Gal	\$41.85	\$41.85	\$69.05	\$38.92	\$59.40
Holly Burford 3 Gal	\$16.74	\$16.74	\$27.62	\$15.57	\$23.76
Holly Burford 7 Gal	\$40.30	\$40.30	\$66.50	\$37.48	\$57.20
Holly Carissa 3 Gal	\$16.74	\$16.74	\$27.62	\$15.57	\$23.76
Holly Carissa 7 Gal	\$40.30	\$40.30	\$66.50	\$37.48	\$57.20
Holly China Boy® 3 Gal	\$17.52	\$17.52	\$28.90	\$16.29	\$24.86
Holly China Girl® 3 Gal	\$17.52	\$17.52	\$28.90	\$16.29	\$24.86
Holly Christmas Jewel® 3 Gal	\$18.83	\$18.83	\$31.07	\$17.51	\$26.73
Holly Christmas Jewel® 7 Gal	\$52.70	\$52.70	\$86.96	\$49.01	\$74.80
Holly Dwarf Burford 3 Gal	\$16.74	\$16.74	\$27.62	\$15.57	\$23.76
Holly Dwarf Burford 7 Gal	\$40.30	\$40.30	\$66.50	\$37.48	\$57.20
Holly Dwarf Chinese 3 Gal	\$16.74	\$16.74	\$27.62	\$15.57	\$23.76
Holly Dwarf Yaupon 7 Gal	\$40.30	\$40.30	\$66.50	\$37.48	\$57.20
Holly Glabra Densa Inkberry 1 Gal	\$6.36	\$6.36	\$10.49	\$5.91	\$9.02
Holly Glabra Densa Inkberry 3 Gal	\$17.13	\$17.13	\$28.26	\$15.93	\$24.31
Holly Glabra Shamrock Inkberry 3 Gal	\$17.13	\$17.13	\$28.26	\$15.93	\$24.31
Holly Glabra Shamrock Inkberry 7 Gal	\$40.30	\$40.30	\$66.50	\$37.48	\$57.20

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Common Name	JMU/Wholesale Pick-up Price	JMU/Wholesale Delivery Price*	JMU/Wholesale Installed Price	7% Discounted Price	Retail
Holly Green Luster 3 Gal	\$16.74	\$16.74	\$27.62	\$15.57	\$23.76
Holly Green Luster 7 Gal	\$40.30	\$40.30	\$66.50	\$37.48	\$57.20
Holly Helleri 1 Gal	\$6.36	\$6.36	\$10.49	\$5.91	\$9.02
Holly Helleri 3 Gal	\$16.74	\$16.74	\$27.62	\$15.57	\$23.76
Holly Helleri 7 Gal	\$40.30	\$40.30	\$66.50	\$37.48	\$57.20
Holly Helleri Gold Tip 3 Gal	\$16.35	\$16.35	\$26.98	\$15.21	\$23.21
Holly Hoogendorn 3 Gal	\$18.29	\$18.29	\$30.18	\$17.01	\$25.96
Holly Hoogendorn 7 Gal	\$42.63	\$42.63	\$70.33	\$39.64	\$60.50
Holly Liberty™ 15 Gal	\$108.50	\$108.50	\$179.03	\$100.91	\$154.00
Holly Needlepoint 3 Gal	\$16.74	\$16.74	\$27.62	\$15.57	\$23.76
Holly Needlepoint 7 Gal	\$40.30	\$40.30	\$66.50	\$37.48	\$57.20
Holly Nellie R. Stevens 3 Gal	\$18.29	\$18.29	\$30.18	\$17.01	\$25.96
Holly Nellie R. Stevens 7 Gal	\$48.05	\$48.05	\$79.28	\$44.69	\$68.20
Holly Nigra 3 Gal	\$17.52	\$17.52	\$28.90	\$16.29	\$24.86
Holly Nigra 7 Gal	\$43.40	\$43.40	\$71.61	\$40.36	\$61.60
Holly Oak Leaf™ 3 Gal	\$19.84	\$19.84	\$32.74	\$18.45	\$28.16
Holly Oakland™ 3 Gal	\$18.83	\$18.83	\$31.07	\$17.51	\$26.73
Holly Oakland™ 7 Gal	\$48.05	\$48.05	\$79.28	\$44.69	\$68.20
Holly Red Beauty® 3 Gal	\$24.49	\$24.49	\$40.41	\$22.78	\$34.76
Holly Robin™ 15 Gal	\$108.50	\$108.50	\$179.03	\$100.91	\$154.00
Holly Robin™ 3 Gal	\$18.83	\$18.83	\$31.07	\$17.51	\$26.73
Holly Robin™ 7 Gal	\$48.05	\$48.05	\$79.28	\$44.69	\$68.20
Holly Skypencil 15 Gal	\$99.98	\$99.98	\$164.96	\$92.98	\$141.90
Holly Skypencil 3 Gal	\$18.29	\$18.29	\$30.18	\$17.01	\$25.96
Holly Skypencil 7 Gal	\$43.40	\$43.40	\$71.61	\$40.36	\$61.60
Holly Soft Touch 3 Gal	\$16.74	\$16.74	\$27.62	\$15.57	\$23.76
Holly Soft Touch 7 Gal	\$42.63	\$42.63	\$70.33	\$39.64	\$60.50
Holly Sparkleberry 3 Gal	\$17.52	\$17.52	\$28.90	\$16.29	\$24.86
Holly Steeds 3 Gal	\$17.52	\$17.52	\$28.90	\$16.29	\$24.86
Holly Steeds 7 Gal	\$43.40	\$43.40	\$71.61	\$40.36	\$61.60
Holly Wight's Compacta 3 Gal	\$16.74	\$16.74	\$27.62	\$15.57	\$23.76
Holly Winter Red 3 Gal	\$17.52	\$17.52	\$28.90	\$16.29	\$24.86
Hydrangea Akadama™ 3 Gal	\$23.64	\$23.64	\$39.00	\$21.98	\$33.55
Hydrangea Endless Summer® Blushing Bride® 3 Gal	\$25.19	\$25.19	\$41.56	\$23.42	\$35.75
Hydrangea Endless Summer® Blushing Bride® 5 Gal	\$39.53	\$39.53	\$65.22	\$36.76	\$56.10
Hydrangea Endless Summer® Summer Crush® 3 Gal	\$26.74	\$26.74	\$44.12	\$24.87	\$37.95
Hydrangea Endless Summer® The Original 3 Gal	\$23.64	\$23.64	\$39.00	\$21.98	\$33.55
Hydrangea Endless Summer® Twist-n-shout® 3 Gal	\$26.74	\$26.74	\$44.12	\$24.87	\$37.95
Hydrangea First Editions® Berry White® 3 Gal	\$22.86	\$22.86	\$37.72	\$21.26	\$32.45
Hydrangea First Editions® Strawberry Sundae® 3 Gal	\$22.86	\$22.86	\$37.72	\$21.26	\$32.45
Hydrangea First Editions® Vanilla Strawberry™ 3 Gal	\$22.86	\$22.86	\$37.72	\$21.26	\$32.45
Hydrangea Limelight 3 Gal	\$20.15	\$20.15	\$33.25	\$18.74	\$28.60
Hydrangea Oakleaf Alice 3 Gal	\$18.76	\$18.76	\$30.95	\$17.44	\$26.62
Itea Henry's Garnet 3 Gal	\$16.28	\$16.28	\$26.85	\$15.14	\$23.10
Itea Scentlandia® 3 Gal	\$21.70	\$21.70	\$35.81	\$20.18	\$30.80
Juniper Andorra Compacta 1 Gal	\$6.36	\$6.36	\$10.49	\$5.91	\$9.02
Juniper Andorra Compacta 3 Gal	\$17.05	\$17.05	\$28.13	\$15.86	\$24.20
Juniper Angelica Blue 1 Gal	\$6.82	\$6.82	\$11.25	\$6.34	\$9.68
Juniper Angelica Blue 3 Gal	\$17.05	\$17.05	\$28.13	\$15.86	\$24.20
Juniper Blue Pacific 1 Gal	\$6.82	\$6.82	\$11.25	\$6.34	\$9.68
Juniper Gold Lace 1 Gal	\$7.21	\$7.21	\$11.89	\$6.70	\$10.23
Juniper Gold Lace 3 Gal	\$17.83	\$17.83	\$29.41	\$16.58	\$25.30

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Common Name	JMU/Wholesale Pick-up Price	JMU/Wholesale Delivery Price*	JMU/Wholesale Installed Price	7% Discounted Price	Retail
Juniper Hollywood 3 Gal	\$19.38	\$19.38	\$31.97	\$18.02	\$27.50
Juniper Hollywood 7 Gal	\$43.40	\$43.40	\$71.61	\$40.36	\$61.60
Juniper Parsoni 1 Gal	\$6.36	\$6.36	\$10.49	\$5.91	\$9.02
Juniper Robusta Green 15 Gal	\$92.23	\$92.23	\$152.17	\$85.77	\$130.90
Juniper Robusta Green 3 Gal	\$19.38	\$19.38	\$31.97	\$18.02	\$27.50
Juniper Robusta Green 7 Gal	\$43.40	\$43.40	\$71.61	\$40.36	\$61.60
Juniper Sargent 1 Gal	\$6.36	\$6.36	\$10.49	\$5.91	\$9.02
Juniper Sargent 3 Gal	\$17.05	\$17.05	\$28.13	\$15.86	\$24.20
Juniper Sea Of Gold® 3 Gal	\$24.80	\$24.80	\$40.92	\$23.06	\$35.20
Ligustrum Curly Leaf 3 Gal	\$16.74	\$16.74	\$27.62	\$15.57	\$23.76
Ligustrum Jack Frost 3 Gal	\$16.35	\$16.35	\$26.98	\$15.21	\$23.21
Ligustrum Suwanee River 1 Gal	\$6.36	\$6.36	\$10.49	\$5.91	\$9.02
Ligustrum Suwanee River 3 Gal	\$16.74	\$16.74	\$27.62	\$15.57	\$23.76
Ligustrum Wavyleaf 15 Gal	\$91.45	\$91.45	\$150.89	\$85.05	\$129.80
Ligustrum Wavyleaf 3 Gal	\$16.74	\$16.74	\$27.62	\$15.57	\$23.76
Ligustrum Wavyleaf 7 Gal	\$39.53	\$39.53	\$65.22	\$36.76	\$56.10
Ligustrum Waxleaf 1 Gal	\$6.36	\$6.36	\$10.49	\$5.91	\$9.02
Ligustrum Waxleaf 15 Gal	\$91.45	\$91.45	\$150.89	\$85.05	\$129.80
Ligustrum Waxleaf 3 Gal	\$16.74	\$16.74	\$27.62	\$15.57	\$23.76
Ligustrum Waxleaf 7 Gal	\$39.53	\$39.53	\$65.22	\$36.76	\$56.10
Lilac Bloomerang® Dark Purple 3 Gal	\$24.03	\$24.03	\$39.64	\$22.34	\$34.10
Loropetalum Carolina Midnight 7 Gal	\$42.63	\$42.63	\$70.33	\$39.64	\$60.50
Loropetalum Emerald Snow® 3 Gal	\$23.72	\$23.72	\$39.13	\$22.05	\$33.66
Loropetalum First Editions® Sparkling Sangria™ 3 G	\$22.17	\$22.17	\$36.57	\$20.61	\$31.46
Loropetalum Jazz Hands Variegated® 3 Gal	\$25.58	\$25.58	\$42.20	\$23.78	\$36.30
Mahonia Winter Sun 3 Gal	\$23.72	\$23.72	\$39.13	\$22.05	\$33.66
Myrtle Southern Wax 15 Gal	\$91.45	\$91.45	\$150.89	\$85.05	\$129.80
Myrtle Southern Wax 3 Gal	\$16.74	\$16.74	\$27.62	\$15.57	\$23.76
Myrtle Southern Wax 7 Gal	\$39.53	\$39.53	\$65.22	\$36.76	\$56.10
Nandina Domestica Compact 3 Gal	\$17.13	\$17.13	\$28.26	\$15.93	\$24.31
Nandina Domestica Compact 7 Gal	\$36.81	\$36.81	\$60.74	\$34.24	\$52.25
Nandina Firepower 3 Gal	\$19.07	\$19.07	\$31.46	\$17.73	\$27.06
Nandina Flirt™ 3 Gal	\$21.00	\$21.00	\$34.65	\$19.53	\$29.81
Nandina Gulf Stream 5 Gal	\$44.18	\$44.18	\$72.89	\$41.08	\$62.70
Nandina Gulf Stream 7 Gal	\$58.13	\$58.13	\$95.91	\$54.06	\$82.50
Nandina Harbor Dwarf 3 Gal	\$19.07	\$19.07	\$31.46	\$17.73	\$27.06
Nandina Lemon Lime 3 Gal	\$21.39	\$21.39	\$35.29	\$19.89	\$30.36
Nandina Obsession™ 3 Gal	\$21.39	\$21.39	\$35.29	\$19.89	\$30.36
Nandina Twilight 3 Gal	\$22.17	\$22.17	\$36.57	\$20.61	\$31.46
Oleander Austin Pretty Limits™ 3 Gal	\$19.38	\$19.38	\$31.97	\$18.02	\$27.50
Osmanthus Gulftide 3 Gal	\$15.97	\$15.97	\$26.34	\$14.85	\$22.66
Osmanthus Variegated 3 Gal	\$19.84	\$19.84	\$32.74	\$18.45	\$28.16
Pine Mugho 3 Gal	\$21.39	\$21.39	\$35.29	\$19.89	\$30.36
Pyracantha Mohave- Orange 3 Gal	\$15.73	\$15.73	\$25.96	\$14.63	\$22.33
Pyracantha Mohave- Orange (esp) 7 Gal	\$82.93	\$82.93	\$136.83	\$77.12	\$117.70
Pyracantha Silver Lining™ 3 Gal	\$21.39	\$21.39	\$35.29	\$19.89	\$30.36
Pyracantha Unc Dwarf 3 Gal	\$15.73	\$15.73	\$25.96	\$14.63	\$22.33
Pyracantha Victory- Red 3 Gal	\$15.73	\$15.73	\$25.96	\$14.63	\$22.33
Pyracantha Victory- Red (esp) 7 Gal	\$82.93	\$82.93	\$136.83	\$77.12	\$117.70
Spirea Anthony Waterer 1 Gal	\$6.36	\$6.36	\$10.49	\$5.91	\$9.02
Spirea Dakota Goldcharm 3 Gal	\$17.05	\$17.05	\$28.13	\$15.86	\$24.20

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Spirea Double Play® Doozie® 3 Gal	\$18.60	\$18.60	\$30.69	\$17.30	\$26.40
Spirea Little Princess 1 Gal	\$6.36	\$6.36	\$10.49	\$5.91	\$9.02
Spirea Vanhouttei 3 Gal	\$17.05	\$17.05	\$28.13	\$15.86	\$24.20
Sumac Fragrant Gro-low 3 Gal	\$22.09	\$22.09	\$36.44	\$20.54	\$31.35
Viburnum Chindo 3 Gal	\$18.29	\$18.29	\$30.18	\$17.01	\$25.96
Viburnum Korean Spice 3 Gal	\$18.21	\$18.21	\$30.05	\$16.94	\$25.85
Viburnum Moonlit Lace® 3 Gal	\$22.94	\$22.94	\$37.85	\$21.33	\$32.56
Viburnum Shasta Doublefile 3 Gal	\$17.44	\$17.44	\$28.77	\$16.22	\$24.75
Viburnum Shasta Doublefile 7 Gal	\$41.08	\$41.08	\$67.77	\$38.20	\$58.30
Viburnum Shiny Dancer® 3 Gal	\$22.94	\$22.94	\$37.85	\$21.33	\$32.56
Viburnum Spring Bouquet 3 Gal	\$18.29	\$18.29	\$30.18	\$17.01	\$25.96
Weigela Spilled Wine® 3 Gal	\$20.15	\$20.15	\$33.25	\$18.74	\$28.60
Yucca Color Guard 3 Gal	\$22.17	\$22.17	\$36.57	\$20.61	\$31.46
Yucca Gloriosa Variegata 3 Gal	\$22.17	\$22.17	\$36.57	\$20.61	\$31.46
<b>GRASSES/PERENNIALS</b>					
Carex Evercolor® Everest 1 Gal	\$7.36	\$7.36	\$12.15	\$6.85	\$10.45
Carex Ice Dance 1 Gal	\$7.36	\$7.36	\$12.15	\$6.85	\$10.45
Carex Kaga Nishiki 1 Gal	\$7.36	\$7.36	\$12.15	\$6.85	\$10.45
Daylily Anzac- Red 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Daylily Apricot Sparkles- Apricot 1 Gal	\$6.90	\$6.90	\$11.38	\$6.41	\$9.79
Daylily Black Eyed Susan- Golden/Maroon 1 Gal	\$8.99	\$8.99	\$14.83	\$8.36	\$12.76
Daylily Everydaylily™ Pink Cream®- Pk/y/lw 1 Gal	\$7.60	\$7.60	\$12.53	\$7.06	\$10.78
Daylily Everydaylily™ Punch Yellow®- Crl/y/lw 1 G	\$7.60	\$7.60	\$12.53	\$7.06	\$10.78
Daylily Fragrant Returns- Lemon Yellow 1 Gal	\$7.60	\$7.60	\$12.53	\$7.06	\$10.78
Daylily Happy Returns- Canary Yellow 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Daylily Stella D'Oro- Golden Yellow 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Dianthus Fire Witch 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
False Indigo 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Fern Autumn Brilliance 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Fern Cinnamon 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Fern Holly 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Fern Holly Fortune's 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Fern Japanese Beech 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Fern Japanese Painted Regal Red 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Fern Lady In Red 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Fern Ostrich 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Fern Painted Ghost 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Grape Vine Hunt 3 Gal	\$17.83	\$17.83	\$29.41	\$16.58	\$25.30
Grape Vine Scuppernong Bronze 3 Gal	\$17.83	\$17.83	\$29.41	\$16.58	\$25.30
Grass Feather Reed Karl Foerster 1 Gal	\$6.98	\$6.98	\$11.51	\$6.49	\$9.90
Grass Fountain Dwarf Hameln 3 Gal	\$15.11	\$15.11	\$24.94	\$14.05	\$21.45
Grass Fountain Dwarf Piglet 3 Gal	\$15.11	\$15.11	\$24.94	\$14.05	\$21.45
Grass Maiden 1 Gal	\$6.98	\$6.98	\$11.51	\$6.49	\$9.90
Grass Maiden 3 Gal	\$15.11	\$15.11	\$24.94	\$14.05	\$21.45
Grass Maiden Adagio 1 Gal	\$6.98	\$6.98	\$11.51	\$6.49	\$9.90
Grass Maiden Adagio 3 Gal	\$15.11	\$15.11	\$24.94	\$14.05	\$21.45
Grass Muhly Pink 3 Gal	\$15.11	\$15.11	\$24.94	\$14.05	\$21.45
Hosta Blue Angel 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Hosta Blue Cadet 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Hosta Earth Angel 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Hosta Francee 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58

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Common Name	JMU/Wholesale Pick-up Price	JMU/Wholesale Delivery Price*	JMU/Wholesale Installed Price	7% Discounted Price	Retail
Hosta Guacamole 1 Gal	\$7.83	\$7.83	\$12.92	\$7.28	\$11.11
Hosta So Sweet 1 Gal	\$7.83	\$7.83	\$12.92	\$7.28	\$11.11
Hosta Stained Glass 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Hosta Sum And Substance 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Hosta Vulcan 1 Gal	\$7.60	\$7.60	\$12.53	\$7.06	\$10.78
Hosta Wide Brim 1 Gal	\$7.60	\$7.60	\$12.53	\$7.06	\$10.78
Iris Siberian Butter & Sugar- Yellow/Cream 1 Gal	\$7.44	\$7.44	\$12.28	\$6.92	\$10.56
Iris Siberian Caesars Brothers- Dark Blue 1 Gal	\$7.44	\$7.44	\$12.28	\$6.92	\$10.56
Iris Siberian Painted Woman™- Dp Red/Pearl 1 Gal	\$7.98	\$7.98	\$13.17	\$7.42	\$11.33
Liriope Majestic 3 Qt	\$4.34	\$4.34	\$7.16	\$4.04	\$6.16
Liriope Royal Purple 3 Qt	\$4.34	\$4.34	\$7.16	\$4.04	\$6.16
Liriope Super Blue 3 Qt	\$4.34	\$4.34	\$7.16	\$4.04	\$6.16
Liriope Variegated 3 Qt	\$4.34	\$4.34	\$7.16	\$4.04	\$6.16
Rosemary Chef's Choice® 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Rush Corkscrew Big Twister 1 Gal	\$6.43	\$6.43	\$10.61	\$5.98	\$9.13
Salvia Blue Hill 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Salvia Lyrical™ Blues 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Salvia Marcus® 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Salvia May Night 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Salvia New Dimension Blue 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Sedum Angelina 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Sedum Coral Reef (Tetractinum) 1 Gal	\$6.05	\$6.05	\$9.97	\$5.62	\$8.58
Solomon's Seal-variegated 1 Gal	\$7.21	\$7.21	\$11.89	\$6.70	\$10.23
<b>FALL ANNUALS</b>					
Dianthus Telstar Mix 6"	\$3.26	\$3.26	\$5.37	\$3.03	\$4.62
Pansy Delta™ Deep Blue/Blotch 6"	\$3.26	\$3.26	\$5.37	\$3.03	\$4.62
Pansy Delta™ Fire 6"	\$3.26	\$3.26	\$5.37	\$3.03	\$4.62
Pansy Delta™ Premium Lemon 6"	\$3.26	\$3.26	\$5.37	\$3.03	\$4.62
Pansy Delta™ Pure Red 6"	\$3.26	\$3.26	\$5.37	\$3.03	\$4.62
Pansy Delta™ Pure Rose 6"	\$3.26	\$3.26	\$5.37	\$3.03	\$4.62
Pansy Delta™ Pure Violet 6"	\$3.26	\$3.26	\$5.37	\$3.03	\$4.62
Pansy Delta™ Pure White 6"	\$3.26	\$3.26	\$5.37	\$3.03	\$4.62
Pansy Delta™ Pure Yellow 6"	\$3.26	\$3.26	\$5.37	\$3.03	\$4.62
Pansy Delta™ True Blue 6"	\$3.26	\$3.26	\$5.37	\$3.03	\$4.62
Pansy Delta™ Wine & Cheese Mix 6"	\$3.26	\$3.26	\$5.37	\$3.03	\$4.62
Pansy Majestic Giant Clear Yellow 6"	\$3.26	\$3.26	\$5.37	\$3.03	\$4.62
Pansy Majestic Giant II White/Blotch 6"	\$3.26	\$3.26	\$5.37	\$3.03	\$4.62
Pansy Majestic Giant II Yellow/Blotch 6"	\$3.26	\$3.26	\$5.37	\$3.03	\$4.62
Pansy Matrix™ Morpheus 6"	\$3.26	\$3.26	\$5.37	\$3.03	\$4.62
Pansy Matrix™ Purple 6"	\$3.26	\$3.26	\$5.37	\$3.03	\$4.62
Viola Penny™ Yellow 6"	\$3.26	\$3.26	\$5.37	\$3.03	\$4.62



101 Dry Bridge Road, Midlothian, VA 23114  
P: (804) 379-8733

February 6, 2020

Mr. Scott Jones  
Landscape Manager  
James Madison University Facilities Management  
Harrisonburg, VA 22807

Mr. Jones: *Scott*

Watkins Nurseries would like to sincerely thank you for your business in 2019 and we look forward to working with you in 2020. Valued customers like you are the reason for our success and we would like to show our appreciation for your past support and your anticipated future business with our company. We pride ourselves on providing the highest quality materials, superior customer service, and competitive and fair pricing.

Watkins Nursery is pleased to introduce our **Customer Loyalty Program** by rewarding you with the following:

- 7% net discount on all trees and plant materials;
- 7% net discount on all hardscape materials;
- 7% net discount on all bulk materials including mulch, rock, stone, and sand;
- 7% net discount on our new line of Wolverine tools and Sure-loc edging.

This discount is based on your 2019 purchase volume of \$85,120.85. Accounts reaching \$100,000 annual sales are eligible for a 10% net discount. Your account must remain current and in good standing in order to receive the discount. Watkins Nurseries reserves the right to terminate the Customer Loyalty Program at any time.

Again, we sincerely appreciate the opportunity to work with you. If you have any questions, please feel free to contact me directly at (804) 533-8356 or via email at [jasoncampbell@watkinsnurseries.com](mailto:jasoncampbell@watkinsnurseries.com).

*Thank you for your business!*

Sincerely,

Jason Campbell  
Commercial Sales

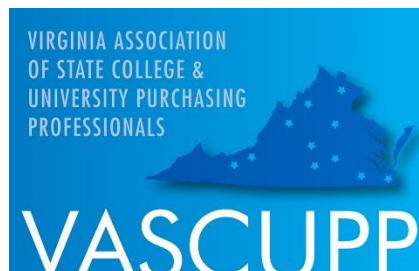


# Request for Proposal

## **RFP# KLN-1091**

**Shredded Mulch and(or) Landscaping Plants**

**September 15, 2020**



# **REQUEST FOR PROPOSAL**

## **RFP# KLN-1091**

**Issue Date:** 09/15/2020

**Title:** Shredded Mulch & Landscaping Plants

**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 October 20th, 2020 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: Krista Nealis, Buyer Specialist, Procurement Services, [nealiskl@jmu.edu](mailto:nealiskl@jmu.edu); 540-568-4160; (Fax) 540-568-7935 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 # KLN-1091***

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## **I. PURPOSE**

The purpose of this Request for Proposal (RFP) is to solicit sealed proposals from qualified sources to provide shredded mulch, landscaping and planting materials, flowers (annuals & perennials), trees, bushes, seasonal plants, bulbs and nursery stock along with the equipment necessary for delivery of products 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 four (4) additional one-year periods.

## **II. BACKGROUND**

James Madison University (JMU) is a comprehensive public institution in Harrisonburg, Virginia, that is part of the statewide system of public higher education in the Commonwealth. The university offers program on the bachelor's, master's, and doctoral levels with its primary emphasis on the undergraduate student. JMU's current enrollment is approximately 22,000 full and part-time students. The university employs approximately 4,000 faculty and staff. Further information about the University may be found at the following website: <http://www.jmu.edu>.

James Madison University has spent approximately \$350,000.00 in mulch purchases with our contracted vendors over the last 5 years. Additionally, the University has approximately \$600,000.00 through our Landscaping Plants contracts over the last five year period. The Contractor shall be responsible to deliver, upon request, the quantities and items specified on any agreed delivery dates. James Madison University reserves the right to increase or decrease the quantities as necessary.

## **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**

### **A. Mulch**

The Contractor shall furnish and deliver the specified product on "as needed" basis. Deliveries will begin approximately March 1<sup>st</sup> of each year.

#### **1. General Specifications:**

**All mulch shall meet the following specifications:**

- a. Double or Triple shredded hardwood bark mulch shall be made of 100% hardwoods containing a minimum of 65% oak.
- b. Double or Triple shredded brown dyed mulch of high quality and consistency.

- c. Product shall not contain large chunks, sawdust, germination, or growth-inhibiting factors.
- d. Product shall not be musty, moldy, caked, decayed or extremely dusty.
- e. Product shall be free of insects, pests, their eggs, and larvae.

**James Madison University Facilities Management Landscape Superintendent reserves the right to:**

- a. Inspect and approve product at Contractor's place of business and again upon delivery before acceptance of product.
- b. Accept no substitutions without prior approval.
- c. Coordinate all deliveries of quantity with Contractor.
- d. Designate delivery areas if necessary – only one delivery area is planned.

**2. Deliveries:**

- a. James Madison University will contact the contractor three (3) to five (5) days in advance for placement of quantities to be delivered.
- b. Deliveries shall be made to the James Madison University Landscape Department mulch compound. The Contractor will be advised at the time of request if other delivery locations apply.
- c. James Madison University Landscaping Department shall be notified 24 hours prior to delivery of any product so that personnel may be available to allow access to the compound and verify product received. Contact information will be provided upon award of contract.
- d. Delivery and unloading should be complete by 7:00 am because the delivery area is located in a parking lot. This area becomes very congested with vehicles after 7:00 am.
- e. Due to additional deliveries being required in the spring months of April and May, James Madison University will advise the contractor of the spring delivery schedule at least two (2) weeks prior when deliveries are to begin.
- f. Any applicable delivery costs shall be included in the unit price. No additional charges shall be allowed.

**B. Landscaping Plants**

- 1. This is a unique contract(s), where the University is unable to present a known quantity or requirement for delivery ahead of actually placing an order. All orders shall be on an as needed basis. Orders may be of a large and advanced nature for growing and delivery or may be smaller in nature for an immediate need based on hand selection by JMU Landscaping Staff (may be picked up or require delivery). Multiple contracted suppliers may be used for any given project, depending on the size, type and availability of plants required.
- 2. Planting beds are typically designed months in advance of planting using specific cultivars, sizes and colors of plants; therefore when specific large quantity orders are placed, no substitutions shall be made without prior approval from the Landscaping Department. *If vendor is located beyond the 60 mile radius; weekly to bi-weekly digital*

*photos shall be provided to the Landscaping Department to show the progress and growth patterns of our plants. This process will be enforced!*

3. For each quote requested, the vendor shall furnish a detailed list of cost for size and species or description along with any other related charges approved by this contract. Orders \$10,000 and over shall require an eVA Purchase Order **before** the supplier shall allow for any purchase or deliveries. Contracted vendors not abiding by this requirement may not have their contract renewed.
4. Describe a brief history of firm, list relevant experience, qualifications and success in providing plant material.
5. Describe all plant varieties available and specific season, if necessary.
6. Describe growing processes and materials to ensure high quality plants and usage of recycled dirt.
7. Describe any plant warranties offered. If additional changes are related to those warranties, the charges shall be identified in the pricing schedule.
8. Describe hours of operation and ability of JMU landscaping personnel to hand select stock plants for pick-up or delivery (as required).
9. Describe the minimum dollar amount required for delivery, if any.

**ANY INFERIOR PLANTS DELIVERED TO JMU WILL BE REJECTED AND JMU SHALL NOT BE CHARGED OR ITEM SHALL BE PURCHASED AT VENDOR EXPENSE FROM ANOTHER SOURCE. JMU WILL NOT ACCEPT PLANTS THAT DO NOT MEET THE HIGHEST QUALITY STANDARDS AS GIVEN BELOW:**

**All potted and tray plants, trees, and shrubs, etc. shall have/be:**

- Fresh, healthy plants that have been properly taken care of,
- Unless specified otherwise, ALL POTS ***shall have three plants per 5 ½” to 6”*** pot and shall be showing color blooms and/or buds,
- “Leggy” plants WILL NOT be accepted,
- Healthy, well-developed root systems,
- Grown under ideal growing conditions with proper light, water, fertilizer and relative humidity,
- **All plants shall be “hardened off”/“toughened up” at least two days prior to delivery so they will handle immediate exposure to the elements. This is a REQUIREMENT and shall be done prior to any requested delivery!**
- Blooming plants shall be showing color, uniform growth with high-quality blossoms and/or buds (unless otherwise specified in request for quote or pick-up selection), and free of yellow growth,
- Grown in premium quality planting mix,
- Delivered in an enclosed truck, or if this is not possible, so transported that the plants are not exposed to drying and whipping action of the wind. ***Plants shall be either shipped on racks or stacked “one high” to eliminate crushing of plants. If crushed plants***

*arrive, they will be rejected immediately at no cost to the University.*

- Free of any pests, including but not limited to whiteflies, snails/slugs, or mealy bugs. Presence of any pests may be cause for rejection.
- Free of fungus,
- Free of decaying/dying plants,
- All pots and trays shall be legibly marked or labeled with plant name.

## 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 one (1) 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](http://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	20
3. Specific plans or methodology to be used to perform the services	20
4. Participation of Small, Women-Owned, & Minority (SWaM) Businesses	15
5. Cost	20
	100

**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.

## **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, sexual orientation, gender identity, 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, sexual orientation, gender identity, 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 condition to the award, shall deliver to the contracting agency or institution, on or before request for final 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 \$100,000, 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](http://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, sexual orientation, gender identity, 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](http://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:

1. For orders issued July 1, 2014 and after, the Vendor Transaction Fee is:
  - a. Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$500 per order.
  - b. Businesses that are not Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$1,500 per order.
2. For orders issued prior to July 1, 2014 the vendor transaction fees can be found at [www.eVA.virginia.gov](http://www.eVA.virginia.gov).
3. 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. CIVILITY IN STATE WORKPLACES: The contractor shall take all reasonable steps to ensure that no individual, while performing work on behalf of the contractor or any subcontractor in connection with this agreement (each, a “Contract Worker”), shall engage in 1) harassment (including sexual harassment), bullying, cyber-bullying, or threatening or violent conduct, or 2) discriminatory behavior on the basis of race, sex, color, national origin, religious belief, sexual orientation, gender identity or expression, age, political affiliation, veteran status, or disability.

The contractor shall provide each Contract Worker with a copy of this Section and will require Contract Workers to participate in training on civility in the State workplace. Upon request, the contractor shall provide documentation that each Contract Worker has received such training.

For purposes of this Section, “State workplace” includes any location, permanent or temporary, where a Commonwealth employee performs any work-related duty or is representing his or her agency, as well as surrounding perimeters, parking lots, outside meeting locations, and means of travel to and from these locations. Communications are deemed to occur in a State workplace if the Contract Worker reasonably should know that the phone number, email, or other method of communication is associated with a State workplace or is associated with a person who is a State employee.

The Commonwealth of Virginia may require, at its sole discretion, the removal and replacement of any Contract Worker who the Commonwealth reasonably believes to have violated this Section.

This Section creates obligations solely on the part of the contractor. Employees or other third parties may benefit incidentally from this Section and from training materials or other communications distributed on this topic, but the Parties to this agreement intend this Section to be enforceable solely by the Commonwealth and not by employees or other third parties.

## **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 540/568-7935.
- F. **RENEWAL OF CONTRACT:** This contract may be renewed by the Commonwealth for a period of four (4) 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](http://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. 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.
- P. 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.
- Q. ASBESTOS: Whenever and wherever during the course of performing any work under this contract, the contractor discovers the presence of asbestos or suspects that asbestos is present, he shall stop the work immediately, secure the area, notify the building owner and await

positive identification of the suspect material. During the downtime in such a case, the contractor shall not disturb any surrounding surfaces but shall protect the area with suitable dust covers. In the event the contractor is delayed due to the discovery of asbestos or suspected asbestos, then a mutually agreed extension of time to perform the work shall be allowed the contractor but without additional compensation due to the time extension.

- R. 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.
- S. CONTINUITY OF SERVICES:
- a) The Contractor recognizes that the services under this contract are vital to the Agency and must be continued without interruption and that, upon contract expiration, a successor, either the Agency or another contractor, may continue them. The Contractor agrees:
    - (i) To exercise its best efforts and cooperation to effect an orderly and efficient transition to a successor;
    - (ii) To make all Agency owned facilities, equipment, and data available to any successor at an appropriate time prior to the expiration of the contract to facilitate transition to successor; and
    - (iii) That the Agency Contracting Officer shall have final authority to resolve disputes related to the transition of the contract from the Contractor to its successor.
  - b) The Contractor shall, upon written notice from the Contract Officer, furnish phase-in/phase-out services for up to ninety (90) days after this contract expires and shall negotiate in good faith a plan with the successor to execute the phase-in/phase-out services. This plan shall be subject to the Contract Officer's approval.
  - c) The Contractor shall be reimbursed for all reasonable, pre-approved phase-in/phase-out costs (i.e., costs incurred within the agreed period after contract expiration that result from phase-in, phase-out operations) and a fee (profit) not to exceed a pro rata portion of the fee (profit) under this contract. All phase-in/phase-out work fees must be approved by the Contract Officer in writing prior to commencement of said work.
- T. 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.

## **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; however, vendor enrollment for E-Payments has temporarily been suspended as we transition to a new bank. Once we are operational with our new bank, we will ask that our vendors and suppliers enroll in our bank's 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 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>

## **X. PRICING SCHEDULE**

The offeror shall provide pricing for all products and services included in proposal indicating one-time and on-going costs. The resulting contract will be cooperative and pricing shall be inclusive for the attached Zone Map, of which JMU falls within Zone 2.

### **Mulch:**

<b>Description</b>	<b>Unit Price</b>
Double Shredded Hardwood Bark Mulch	\$ Per Cubic Yard
Triple Shredded Hardwood Bark Mulch	\$ Per Cubic Yard
Double Shredded Brown Dyed Mulch	\$ Per Cubic Yard
Triple Shredded Brown Dyed Mulch	\$ Per Cubic Yard
Other Mulch	\$
Delivery Charges	\$
Additional Fees	\$

**Additional fees/charges not specified in contract pricing will not be accepted.**

### **Landscaping Plants:**

Pricing schedule should be attached as a separate document and broken down into three separate pricing lists: Delivery, Pick-up, and Delivery/Install. Each list should be broken down by types of plant material and discount based on quantity of product.

The resulting contract shall be a cooperative contract; Offerors providing plant materials and/or services to other Zones shall provide discount breakdown in sections allotted on pricing schedule.

Freight and delivery charges or fees shall be covered by discount; **additional fees/charges not specified in contract pricing will not be accepted.**

Specify any associated charge card processing fees, if applicable, to be billed to the university. Vendors shall provide their VISA registration number when indicating charge card processing fees. Any vendor requiring information on VISA registration may refer to <https://usa.visa.com/support/small-business/regulations-fees.html> and for questions <https://usa.visa.com/dam/VCOM/global/support-legal/documents/merchant-surcharging-qa-for-web.pdf>.

## **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 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 #
--------	-------------------	---------	---------------------------


4. List full names and addresses of Offeror and any branch offices which may be responsible for administering the contract.


5. **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: \_\_\_\_\_


## 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).**

***RETURN OF THIS PAGE IS REQUIRED***

**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)*

***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: \_\_\_\_\_

## ATTACHMENT D

### Zone Map



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

### List of member institutions by zones

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



September 15, 2020

**ADDENDUM NO.: One**

**TO ALL OFFERORS:**

**REFERENCE:** Request for Proposal No: **RFP# KLN-1091**  
Dated: **9/15/2020**  
Commodity: **Mulch and (or) Landscaping Plants**  
RFP Closing On: **October 20, 2020 @ 2:00 p.m.**

Please note the clarifications and/or changes made on this proposal program:

The Vendor is **NOT** required to submit a proposal for both mulch and landscaping plants. If a Vendor shall wish to submit a proposal for shredded mulch **AND / OR** landscaping plants, they may do so. This is a combined solicitation to be more beneficial for JMU contract management.

Signify receipt of this addendum by initialing "*Addendum #1*\_\_\_\_\_" on the signature page of your proposal.

Sincerely,

Krista Nealis  
Buyer Specialist  
Phone: (540-568-4160)

MSC 5720  
752 Ott Street, Room 1042  
Wine Price Building  
Harrisonburg, VA 22807  
Office of 540.568.3145 Phone  
PROCUREMENT SERVICES 540.568.7935 Fax