



CONTRACT RENEWAL LETTER

Date: November 08, 2024
Contract #: UCPJMU6540
Service: Theatrical, Athletic Field, & Specialty Lighting
Renewal Period: 2/19/2025 to 2/18/2026
Renewal #: 2 of 4 One-Yr
Issued By: James Madison University
Autumn Foster, Buyer Senior Ph: 540-568-4501
Fx: 540-568-7935
Contractor: Artistic Concepts Group, Inc.
3675 Concorde Parkway, Suite 850
Chantilly, VA 20151
Contract Administrator: Shawn Tucker, School of Theatre & Dance

Description of Renewal Notice:

In accordance with the renewal provision of the original contract all terms, conditions, and specifications of the original contract remain the same during the contract renewal period, along with any modifications that have been incorporated up until this point. The contract pricing will remain the same and is attached to this renewal.

All invoices shall be submitted within sixty days of contract renewal term expiration as well as for each subsequent contract renewal period. Any invoices submitted after the sixty day period will not be processed for payment.

Return one executed renewal notice to my attention within ten days.

Artistic Concepts Group, Inc.
By: Michael Wysolmerski
Michael Wysolmerski
Name (print)
Director of Sales 11/8/2024
Title Date Signed

James Madison University
By: Autumn Foster
Autumn Foster,
Name (print)
Buyer Senior 11/8/2024
Title Date Signed

Contract #: UCPJMU6540
Contractor: Artistic Concepts Group, Inc.
Renewal Period: 2/19/2025 – 2/18/2026
Commodity: Theatrical, Athletic Field, & Specialty Lighting

PRICING SCHEDULE:

The following Labor, Other Fees, and Discounts sections represent the negotiated pricing for all represented items and should be reflected in all quotes and proposals for the University. No other fees or charges shall be acceptable.

PRICING SCHEDULE BY ZONE									
	<i>Zone 1</i>	<i>Zone 2</i>	<i>Zone 3</i>	<i>Zone 4</i>	<i>Zone 5</i>	<i>Zone 6</i>	<i>Zone 7</i>	<i>Zone 8</i>	<i>Zone 9</i>
Regular Time Labor Rates (7:30 a.m. to 4:00 p.m. Monday – Friday)* Lighting Installation and Repair Services Rates									
<i>"Position"</i>									
Labor Rate \$/hour	\$90.00	\$90.00	\$90.00	\$90.00	\$90.00	\$90.00	\$90.00	\$90.00	\$90.00
Overtime/Emergency Labor Rates (Outside of Regular Time working hours)* Lighting Installation and Repair Services Rates									
<i>"Position"</i>									
Labor Rate \$/hour	\$135.00	\$135.00	\$135.00	\$135.00	\$135.00	\$135.00	\$135.00	\$135.00	\$135.00

PRICING SCHEDULE BY ZONE									
	<i>Zone 1</i>	<i>Zone 2</i>	<i>Zone 3</i>	<i>Zone 4</i>	<i>Zone 5</i>	<i>Zone 6</i>	<i>Zone 7</i>	<i>Zone 8</i>	<i>Zone 9</i>
Regular Time Labor Rates (7:30 a.m. to 4:00 p.m. Monday – Friday)* Lighting Design and Analysis Services Rates									
<i>"Position"</i>									
Labor Rate \$/hour	\$51.00	\$51.00	\$51.00	\$51.00	\$51.00	\$51.00	\$51.00	\$51.00	\$51.00
Overtime/Emergency Labor Rates (Outside of Regular Time working hours)* Lighting Design and Analysis Services Rates									
<i>"Position"</i>									
Labor Rate \$/hour	\$76.50	\$76.50	\$76.50	\$76.50	\$76.50	\$76.50	\$76.50	\$76.50	\$76.50

PRICING SCHEDULE BY ZONE									
	<i>Zone 1</i>	<i>Zone 2</i>	<i>Zone 3</i>	<i>Zone 4</i>	<i>Zone 5</i>	<i>Zone 6</i>	<i>Zone 7</i>	<i>Zone 8</i>	<i>Zone 9</i>
Lighting Products and Equipment (List by Manufacturer and Discount rate offered)									
Manufacturer	% Off List Discount Offered by Zone								
<i>See attached form</i>									

Other Fees	
Charge Card Processing Fees:	0 %

LINE ITEM PRICING FOR SPECIFIC THEATRICAL LIGHTING

Lighting Products and Equipment (Provide catalogue price and net price to JMU for these items)			
Line Item	List/Catalogue Price	% off List Price	Net Price to JMU
Lighting Gel – 20"x24" Sheet, Rosco	\$12.00	15%	\$10.20
Lighting Gel – 20"x24" Sheet, Gam	\$12.00	15%	\$10.20
Lighting Gel – 24" x 25' Roll, Rosco	\$148.25	15%	\$126.01
Steel Gobo – Rosco, ETC Source 4 Size A	\$17.00	20%	\$13.60
Gobo Holder – City Theatrical, S4 Size A	\$11.32	20%	\$9.06
Dance floor tape – 2"x36 yard, Black	\$16.00	10%	\$14.40
Spike tape – ½" x 60 yards	\$8.50	10%	\$7.65
Gaffer tape – 2"x55 yards	\$22.99	10%	\$20.69