



CONTRACT RENEWAL LETTER

Date: January 23, 2026
Contract #: UCPJMU6540
Service: Theatrical, Athletic Field, & Specialty Lighting
Renewal Period: 2/19/2026 to 2/18/2027
Renewal #: 3 of 4 One-Yr
Issued By: James Madison University
Terri Wuenschel, Buyer Specialist Ph: 540-568-7209
Fx: 540-568-7935

Contractor: Artistic Concepts Group, Inc.
Attn: Michael Wysolmerski
3675 Concorde Parkway, Suite 850
Chantilly, VA 20151

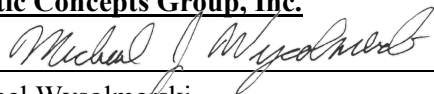
Contract Administrator: Shawn Tucker, School of Theatre & Dance

Description of Renewal Notice:

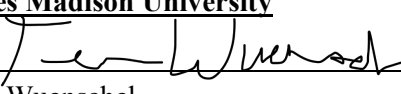
In accordance with the renewal provision of the original contract all terms, conditions, and specifications of the original contract remain the same during the contract renewal period, along with any modifications that have been incorporated up until this point. The previous contract pricing schedule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

James Madison University
By: 

Terri Wuenschel,

Name (print)
Director of Sales 1/23/2026

Title Date Signed

Name (print)
Buyer Specialist 1/23/2026

Title Date Signed

Contract #: UCPJMU6540
Contractor: Artistic Concepts Group, Inc.
Renewal Period: 2/19/2026 – 2/18/2027
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									
	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9
Regular Time Labor Rates (7:30 a.m. to 4:00 p.m. Monday – Friday)* Lighting Installation and Repair Services Rates									
AVL Installer Labor Rate \$/hour	\$75.00	\$75.00	\$80.00	\$80.00	\$80.00	\$85.00	\$85.00	\$85.00	\$95.00
AVL Journeyman Labor Rate \$/hour	\$75.00	\$75.00	\$80.00	\$80.00	\$80.00	\$85.00	\$85.00	\$85.00	\$95.00
AVL Technician Labor Rate \$/hour	\$90.00	\$90.00	\$90.00	\$90.00	\$90.00	\$95.00	\$100.00	\$100.00	\$115.00
Overtime/Emergency Labor Rates (Outside of Regular Time working hours)* for the above categories									
Labor Rate \$/hour	\$138.51	\$138.51	\$138.51	\$138.51	\$138.51	\$143.64	\$148.77	\$148.77	\$153.90
AVL Specialist Labor Rate \$/hour	\$100.00	\$100.00	\$105.00	\$105.00	\$105.00	\$115.00	\$115.00	\$115.00	\$125.00
AVL Master Electrician Labor Rate \$/hour	\$150.00	\$150.00	\$160.00	\$160.00	\$160.00	\$170.00	\$170.00	\$170.00	\$190.00
AVL Integration Engineer Labor Rate \$/hour	\$150.00	\$150.00	\$160.00	\$160.00	\$160.00	\$170.00	\$170.00	\$170.00	\$190.00
Overtime/Emergency Labor Rates (Outside of Regular Time working hours)* Lighting Installation and Repair Services Rates									
Labor Rate \$/hour	\$150.00	\$150.00	\$160.00	\$160.00	\$160.00	\$170.00	\$170.00	\$170.00	\$190.00

All travel expenses eligible for reimbursement must be pre-approved in writing by the entity. Any required travel shall comply with the U.S. General Services Administration (GSA) per diem allowances for lodging, meals, and incidental expenses. <https://www.gsa.gov/travel>

There will be no travel expenses for work performed in Zone 2.

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

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

Attachment C

Product Discount Sheet – JMU RFP MPM-1172

<u>Manufacturer</u>	<u>Products</u>	<u>Percentage Off List</u>
Apollo Design	Gobos, Gel	20%
Applied Electronics	Truss, CM Motors, Motor Control	10% Discount from Standard Sale Price
American Audio	Speakers, Sound Accessories	10%
Allen and Heath	Sound Mixers	10%
Audio Technica	Wireless Microphones	10%
Ben Nye Makeup	Makeup	10%
CHAUVET	LED Lighting and Effects	20%
Countryman	Microphones	10%
Crown	Amplifiers and Audio Gear	10%
Doug Fleenor Design	Control and Control Accessories	10%
Elation Professional	Lighting	20%
ETC (Electronic Theatre Controls)	Lighting Fixtures, Dimming, Switching, LED Lighting, Fixture Accessories	20%
EV (Electro-Voice)	Speakers, Sound Accessories	10%
Gator	Road Cases, Storage Cases	10%
Harman Professional	Audio Gear	10%
Lamps	USHIO, Sylvania, GE, Phillips, and more	10%
The Light Source	Lighting Fixtures and Fixture Accessories	10%
Lightronics	Dimming and Control	25%
Littlelite	Control Console Lighting	10%
LEX Products	Control Cable, Power Cables	10%
Lycian Stage Lighting	Followspots	10%
Martin Lighting	Lighting Fixtures	15%
Pathway	Data distro	10%
Pro Tape	Gaffers, Spike and other variety of tapes	20%
Rosebrand	Stage Curtains, Rigging	10% Discount from Standard Sale Price
ROSCO	Scenic Paint and Paint Supplies	10%
ROSCO	GEL	15%
ROSCO	Gobos, Breakups, Patterns	25%
ROSCO	LED Lighting	10%
ROSCO	Fog Fluid and Machines	10%
SSRC	Battens, Booms, Bases, Distribution Boxes	10% Discount from Standard Sale Price
SHURE Microphones	Wireless Microphones	10%

Manufactures and Products not listed: 10% Discount from Standard Sale Price