



**CONTRACT RENEWAL LETTER**

**Date:** January 28, 2026  
**Contract #:** UCPJMU6541  
**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:** Barbizon Capitol  
Attn: Zack Baber  
6437-G General Green Way  
Alexandria, VA 22312

**Contract Administrator:** Michael Giovinco, 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.

**Barbizon Capitol**

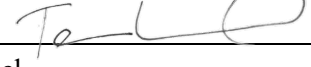
**By:**   
Zack Baber

\_\_\_\_\_  
Name (print)

Senior Sales Representative 1/28/2026

\_\_\_\_\_  
Title Date Signed

**James Madison University**

**By:**   
Terri Wuenschel,

\_\_\_\_\_  
Name (print)

Buyer Specialist 1/28/2026

\_\_\_\_\_  
Title Date Signed

**Contract #:** UCPJMU6541  
**Contractor:** Barbizon Capitol  
**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   |
| <b>Regular Time Labor Rates (7:30 a.m. to 4:00 p.m. Monday – Friday)* Lighting Installation and Repair Services Rates</b>      |          |          |          |          |          |          |          |          |          |
| <i>Field Services/Repair Technician</i>  |          |          |          |          |          |          |          |          |          |
| Labor Rate \$/hour   | \$106.25 | \$106.25 | \$106.25 | \$106.25 | \$106.25 | \$106.25 | \$106.25 | \$106.25 | \$106.25 |
| <b>Overtime/Emergency Labor Rates (Outside of Regular Time working hours)* Lighting Installation and Repair Services Rates</b> |          |          |          |          |          |          |          |          |          |
| <i>Field Services/Repair Technician</i>  |          |          |          |          |          |          |          |          |          |
| Labor Rate \$/hour   | \$212.50 | \$212.50 | \$212.50 | \$212.50 | \$212.50 | \$212.50 | \$212.50 | \$212.50 | \$212.50 |

| PRICING SCHEDULE BY ZONE   |          |          |          |          |          |          |          |          |          |
|--|----------|----------|----------|----------|----------|----------|----------|----------|----------|
|  | Zone 1   | Zone 2   | Zone 3   | Zone 4   | Zone 5   | Zone 6   | Zone 7   | Zone 8   | Zone 9   |
| <b>Regular Time Labor Rates (7:30 a.m. to 4:00 p.m. Monday – Friday)* Lighting Design and Analysis Services Rates</b>      |          |          |          |          |          |          |          |          |          |
| <i>System Integrator</i>   |          |          |          |          |          |          |          |          |          |
| Labor Rate \$/hour   | \$106.25 | \$106.25 | \$106.25 | \$106.25 | \$106.25 | \$106.25 | \$106.25 | \$106.25 | \$106.25 |
| <b>Overtime/Emergency Labor Rates (Outside of Regular Time working hours)* Lighting Design and Analysis Services Rates</b> |          |          |          |          |          |          |          |          |          |
| <i>System Integrator</i>   |          |          |          |          |          |          |          |          |          |
| Labor Rate \$/hour   | \$212.50 | \$212.50 | \$212.50 | \$212.50 | \$212.50 | \$212.50 | \$212.50 | \$212.50 | \$212.50 |

| PRICING SCHEDULE BY ZONE  |                                     |        |        |        |        |        |        |        |        |
|---|-------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|
|   | Zone 1                              | Zone 2 | Zone 3 | Zone 4 | Zone 5 | Zone 6 | Zone 7 | Zone 8 | Zone 9 |
| <b>Lighting Products and Equipment (List by Manufacturer and Discount rate offered)</b> |                                     |        |        |        |        |        |        |        |        |
| Manufacturer  | % Off List Discount Offered by Zone |        |        |        |        |        |        |        |        |
| Altman Lighting   | 15%                                 | 15%    | 15%    | 15%    | 15%    | 15%    | 15%    | 15%    | 15%    |
| ETC   | 15%                                 | 15%    | 15%    | 15%    | 15%    | 15%    | 15%    | 15%    | 15%    |

| Other Fees                          |    |
|-------------------------------------|----|
| <b>Charge Card Processing Fees:</b> | 3% |
|                                     |    |
|                                     |    |

**LINE ITEM PRICING FOR SPECIFIC THEATRICAL LIGHTING**

| <b>Lighting Products and Equipment (Provide catalogue price and net price to JMU for these items)</b> |                      |                  |                  |
|---|----------------------|------------------|------------------|
| Line Item   | List/Catalogue Price | % off List Price | Net Price to JMU |
| Lighting Gel – 20"x24" Sheet, Rosco   | \$12.00              | 25%              | \$9.00           |
| Lighting Gel – 20"x24" Sheet, Gam   | \$12.00              | 25%              | \$9.00           |
| Lighting Gel – 24" x 25' Roll, Rosco  | \$148.25             | 25%              | \$111.18         |
| Steel Gobo – Rosco, ETC Source 4 Size A   | \$17.00              | 20%              | \$13.60          |
| Gobo Holder – City Theatrical, S4 Size A  | \$11.32              | 20%              | \$9.05           |
| Dance floor tape – 2"x36 yard, Black  | \$15.91              | 55%              | 7.15             |
| Spike tape – ½" x 60 yards  | \$12.70              | 45%              | \$6.98           |
| Gaffer tape – 2"x55 yards   | \$33.00              | 45%              | \$18.50          |

**General Pricing Structures**

- All VASCUPP entities shall receive a discount of at least 15% on the following brands:
  - ETC
  - ROBE
  - CHAUVET
  - ELATION
  - PRO-TAPES
  - PROLIGHTS
  - PATHWAY CONNECTIVITY
  - BLIZZARD LIGHTING
- 15% is the minimum discount for the above brands. Larger discounts may be applied on a per-order basis.
- Barbizon will strive to apply a 15% discount to all brands but only the brands listed above are contractually committed.
- All VASCUPP entities shall receive a 15% discount on all services in our attached Services Schedule (see next page).
- James Madison University (only) shall receive free travel for service calls (not including overnights).
- All shipments are FOB destination.
- Barbizon reserves the right to charge a 3% credit card service fee.
- Pricing may exclude service parts for repairs.



## SERVICE DEPARTMENT FEE SCHEDULE

### In-House Services

|   |                           |
|---|---------------------------|
| <b>Repair Evaluation Fee:</b>   | <b>\$ 85.00 per unit</b>  |
| <i>(Evaluation fee is rolled into the cost of all approved repairs and charged to non-repaired items)</i> |                           |
| <b>In-House Repair:</b>   | <b>\$ 85.00 per hour</b>  |
| <b>In-House Programming:</b>  | <b>\$ 100.00 per hour</b> |
| <b>Expedite Repair Fee:</b>   | <b>\$ 125.00 per unit</b> |

### Field Services

|  |                            |
|--|----------------------------|
| <b>Flat Rate Structure:</b>  |                            |
| <b>½ day: Normal business hours (8am-6pm)</b>                      | <b>\$500.00</b>            |
| <b>Day rate: Normal business hours (8am-6pm)</b>                   | <b>\$1000.00</b>           |
| <b>After hours: (Hours required between 6PM-8AM Monday-Friday)</b> |                            |
| <b>½ day:</b>  | <b>\$1000.00</b>           |
| <b>Day rate:</b>   | <b>\$2000.00</b>           |
| <b>Expedited:</b>  |                            |
| <b>** On site with less than 21 day notice</b>                     |                            |
| <b>½ day: Normal business hours (8am-6pm)</b>                      | <b>\$750.00</b>            |
| <b>Day rate: Normal business hours (8am-6pm)</b>                   | <b>\$1500.00</b>           |
| <b>Travel:</b>   | <b>\$100.00 per hour</b>   |
| <i>(Travel greater than 1 hour)</i>                                |                            |
| <b>Overnight:</b>  | <b>\$ 350.00 per night</b> |
| <i>(Premium locations may incur additional charge)</i>             |                            |

ALL VASCUPP ENTITIES RECIEVE A 15% DISCOUNT FROM ALL SERVICES LISTED. JAMES MADISON UNIVERSITY ALONE IS EXEMPT FROM TRAVEL COSTS(NOT INCLUDING OVERNIGHTS).

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## Technical Services Terms & Conditions

### 1) RATES

All rates and fees are subject to change by Barbizon annually.

### 2) WARRANTY INFORMATION

Customer is limited to the terms and conditions of the manufacturer's warranty. During the warranty period, however, customers may hire Barbizon Lighting Company for field labor, when necessary, at the contracted rates. Barbizon only warrants the work performed at the time of service.

### 3) EQUIPMENT

Barbizon assumes no liability for equipment moved from its originally installed location or any cosmetic or physical damage caused wherein. Barbizon is not responsible for the storage or safe keeping of equipment once decommissioned or removed by Barbizon personnel. Equipment can be re-evaluated for proper working order upon equipment reinstallation per manufacturer's specs.

### 4) ELECTRICAL CONTRACTOR

Barbizon Lighting Company is not an electrical contractor. For cable runs, fixtures, and high voltage wiring, Barbizon will assist you and your electrical contractor in troubleshooting and new installations.

### 5) ACCESS

Barbizon Lighting Company is not responsible for providing lift or ladder access, unless included in the quote for service. This is to be provided via the contract holder and all equipment must be up to standard OSHA safety standards.

*Barbizon Lighting and the manufacturer are not responsible for damage to the equipment resulting from improper installation, physical damage, use in which the equipment is not intended or designed, or abusive operating conditions.*