



CONTRACT RENEWAL LETTER

Date: May 30, 2024
Contract #: UCPJMU6649
Service: Videography Streaming Services For Athletics
Renewal Period: 8/16/2024 to 8/15/2025
Renewal #: 1 of 4 One-Yr
Issued By: James Madison University
Adam Fleming, Buyer Senior
Ph: 540-568-4280
Fx: 540-568-7935

Contractor: Telemedia Productions
Attn: John Salem
2030 Pro Pointe Lane
Harrisonburg, VA 22801
Ph: (540) 476-3111

Contract Administrator: Kevin Warner, Athletics

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.

Telemedia Productions

By: [Signature]
John Salem

Name (print)

President
6-26-24
Date Signed

James Madison University

By: [Signature]
Adam Fleming,

Name (print)

Buyer Senior
05/30/2024
Date Signed

Contract #: UCPJMU6649

Contractor: Telemedia Productions

Renewal Period: 8/16/2024 – 8/15/2025

Commodity: Videography Streaming Services For Athletics

1. Pricing Schedule (replaces initial pricing submitted with the proposal):

Services for Athletics Department:

Scout Tapes: \$165 per event.

Video Editing: \$100 per hour or TBD on scope of project.

WEBSTREAMING FULL PRODUCTIONS

Football: All JMU Equipment with Exception of 2nd replay
5 Cameras – \$450 each.

Director – \$800.

Technical Director – \$700

Replay – \$600

Graphics – \$450

Executive Producer- \$800

Total Cost = \$5,600

Below are additional cost if added to production

2nd Replay = \$550

Replay rental if needed (\$200) per game

Audio = \$500

Basketball: All JMU Equipment

4 Cameras – \$225 each

Technical Director – \$375

Graphics – \$275

Replay – \$350

Executive Producer – \$400

Total Cost = \$2,300

Below is additional cost if added to the production

Audio – \$250

Director – \$375

Producer – \$400

Shader – \$225

Other Sports Telemedia Mobile Van

All Telemedia Equipment

3 Cameras – \$225 each

1 Camera (Student)

Graphics – \$275

Replay – \$350

Technical Director – \$375

Set Up and Strike.

Executive Producer – \$400

Total Cost = \$2,075.00 (3-hour event pricing)

If event is more than 3 hours price TBD (i.e., Track)

Below are additional costs if added to production

Producer – \$400.00

Director – \$375.00

Double Headers – (Baseball and Softball) Weather delays \$200 per hour.

Double Header – \$2,700

The more students put into productions cost will go down and students can be paid or get hours towards internships. Student interns shall only be used as production assistants and interns as determined by JMU.

Football and Basketball productions: all or most equipment will be JMU. Olympic Sport productions: all or most equipment will be Telemedia Productions.

Camera operators for Digital Video sport productions with Telemedia's Equipment \$265 per operator.

Tech Days price to be determined and mutually agreed depending on hours and personnel. Most Tech Days will include the Technical Director (TD), Director, Replay and Graphics, and possible one camera. The length of a Tech Day may vary, but normally is 6-8 hours.

Day Trip for sports and/or overnight: To be determined and mutually agreed on a per event basis.

2. Event Cancellation will be as follows:

In the event that a production event agreement is cancelled due to ESPN selecting a game for national distribution during the 12-day or wild card selection windows, JMU will compensate contractor at a rate of 30% of the full production rate (i.e. not preseason). This cancellation fee does not apply to any other cancellation due to natural events for other undisclosed reasons. For all other events it would be as follows.

Day before 25% of the contracted rate.

Day of event 50% of the contracted rate.

3. ALL MadiZONE footage is the sole property of JMU Athletics and any distribution of footage can only be done with written approval by JMU Athletics. Telemedia Productions, Inc shall not share or send ANY footage to any individual, institution or media outlet unless directly requested from JMU Athletics.
4. There shall be no additional miscellaneous or incidental fees that have not been identified herein.
5. Payment Terms – As an agency of the Commonwealth of Virginia, James Madison University makes payment in accordance with the *Code of Virginia*, §2.2-4347 through 2.2-4354, Prompt Payment.

6. Contractor agrees that all exceptions taken within their initial response to RFP #ASF-1176 that are not specifically addressed within this negotiation are null and void.
7. Contractor has disclosed all potential fees. Additional charges will not be accepted without mutual written agreement between parties, e.g., contract modification and/or change order.