



CONTRACT RENEWAL LETTER

Date: April 02, 2026
Contract #: UCPJMU6889
Service: University Fleet and Facilities Vehicles
Renewal Period: 5/10/2026 to 5/9/2027
Renewal #: 2 of 4 One-Yr
Issued By: James Madison University
Juan Becerra Martinez, Buyer Senior Ph: 540-568-3130
Fx: 540-568-7935
Contractor: Criswell Chevrolet, Inc.
Attn: Dylan Szot
503 Quince Orchard Rd
Gaithersburg, MD 20878 Ph: (301) 590-8438
Contract Administrator: Doug Judy, Facilities Management

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.

Criswell Chevrolet, Inc
By: [Signature]
Dylan Szot
Name (print)
Assistant Fleet Sales Manager 4/2/26
Title Date Signed

James Madison University
By: [Signature]
Juan Becerra Martinez,
Name (print)
Buyer Senior 4/2/2026
Title Date Signed

**Contract #:** UCPJMU6889

**Contractor:** Criswell Chevrolet, Inc.

**Renewal Period:** 5/10/2026 – 5/9/2027

**Commodity:** University Fleet and Facilities Vehicles

- Pricing shall be calculated as 1% off MSRP for all makes and models for regions 1 – 4; .5% off MSRP for all makes and models for regions 5 – 9. All costs for additional items required per contract specifications will be added in separately.

**Pricing Schedule:**

**Sedans:**

Make and Model	% OFF MSRP Regions 1 – 4	% OFF MSRP Regions 5 – 9
Chevrolet Malibu	1%	.5%
Honda Accord	1%	.5%
Nissan Altima	1%	.5%

**Trucks, light duty:**

Make and Model	% OFF MSRP Regions 1 – 4	% OFF MSRP Regions 5 – 9
Silverado 1500	1%	.5%
Ford F-150	1%	.5%
RAM 1500	1%	.5%

**Trucks, heavy duty:**

Make and Model	% OFF MSRP Regions 1 – 4	% OFF MSRP Regions 5 – 9
Silverado 2500	1%	.5%
Ford F-250	1%	.5%
RAM 2500	1%	.5%

**SUVs, mid-size:**

Make and Model	% OFF MSRP Regions 1 – 4	% OFF MSRP Regions 5 – 9
Chevrolet Blazer	1%	.5%
Chevrolet Equinox	1%	.5%
Chevrolet Trailblazer	1%	.5%
Chevrolet Traverse	1%	.5%
Chevrolet Trax	1%	.5%
Honda CRV	1%	.5%
Nissan Rogue	1%	.5%
Jeep Grand Cherokee	1%	.5%
Ford Explorer	1%	.5%
Ford Escape	1%	.5%

Ford Bronco Sport	1%	.5%
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**SUVs, full-size:**

Make and Model	% OFF MSRP Regions 1 – 4	% OFF MSRP Regions 5 – 9
Chevrolet Tahoe	1%	.5%
Chevrolet Suburban	1%	.5%
Honda Pilot	1%	.5%
Nissan Pathfinder	1%	.5%
Nissan Armada	1%	.5%

**Passenger Van, minivan:**

Make and Model	% OFF MSRP Regions 1 – 4	% OFF MSRP Regions 5 – 9
Honda Odyssey	1%	.5%
Chrysler Pacifica	1%	.5%

**Passenger Van, 12-passenger:**

Make and Model	% OFF MSRP Regions 1 – 4	% OFF MSRP Regions 5 – 9
Chevrolet Express	1%	.5%

**Cargo Vans:**

Make and Model	% OFF MSRP Regions 1 – 4	% OFF MSRP Regions 5 – 9
Chevrolet Express	1%	.5%
RAM Promaster	1%	.5%
Ford Transit	1%	.5%

**Electric Vehicles:**

Make and Model	% OFF MSRP Regions 1 – 4	% OFF MSRP Regions 5 – 9
Chevrolet Blazer EV	1%	.5%
Chevrolet Silverado EV	1%	.5%
Ford F-120 Lightning	1%	.5%
Ford E-Transit Cargo Van	1%	.5%
Nissan Leaf	1%	.5%

**Hybrid Vehicles:**

<b>Make and Model</b>	<b>% OFF MSRP Regions 1 – 4</b>	<b>% OFF MSRP Regions 5 – 9</b>
Honda CR-V Hybrid	1%	.5%
Honda Accord Hybrid	1%	.5%
Chrysler Pacifica Hybrid	1%	.5%
Jeep Grand Cherokee 4xE	1%	.5%

2. Contractor shall determine the costs for additional items required (ex: delivery, inspection, additional keys, fuel, etc.) at the time of quote. The cost for all additional items will be shown on the quote.
3. Contractor shall agree that all fees have been disclosed. No additional fees will be accepted.
4. Parties agree that this Negotiation Summary Modifies RFP # THW-1204 and the Contractor's initial response to RFP # THW-1204, and in the event of conflict the negotiation summary shall take precedence.
5. Any change in the scope or pricing described herein shall be mutually agreed upon by the Purchasing Agency and Contractor with all changes first being authorized through either a contract modification and /or a change order issued by the Purchasing Agency.