



CONTRACT RENEWAL LETTER

Date: August 11, 2025
Contract #: UCPJMU7009
Service: Athletic Award Rings & Jewelry
Renewal Period: 9/10/2025 to 9/9/2026
Renewal #: 1 of 4 One-Yr
Issued By: James Madison University
Dylan Morris, Buyer Senior
Ph: 540-568-3002
Fx: 540-568-7935

Contractor: Jostens
7760 France Avenue South, Suite 400
Minneapolis, MN 55435

Contract Administrator: Marissa Manko, 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.

Pursuant 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.

is hereby replaced with the following:

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

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

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

Jostens
By: [Signature]
Chris Poitras

Name (print)
SVP & GM
8/11/25
Title Date Signed

James Madison University
By: [Signature]
Dylan Morris,

Name (print)
Buyer Senior
8/11/2025
Title Date Signed

Contract #: UCPJMU7009

Contractor: Jostens

Renewal Period: 9/10/2025 – 9/9/2026

Commodity: Athletic Award Rings & Jewelry

1. Contractor's pricing schedule is as follows:

- a. Ring: *For ring purchases of twenty-five (25) or more, Contractor shall provide a 5% discount off the total cost.*

| Jostens Ring Style | Lustrum (Silver) Alloy | Suncast (Gold) Alloy | ShadowCast or Two Tone | Tier | Stone Quantity |
|-------------------------|------------------------|----------------------|------------------------|------|----------------|
| 40 dwt - 60 dwt (4X-6X) | \$204 | \$219 | \$229 | 1 | 1 - 50 |
| | \$219 | \$237 | \$247 | 2 | 51 - 100 |
| | \$247 | \$266 | \$276 | 3 | 101 - 199 |
| | \$256 | \$275 | \$285 | 4 | 200+ |
| 26 dwt – 40 dwt (2X-3X) | \$185 | \$214 | \$224 | 1 | 1 - 50 |
| | \$209 | \$243 | \$253 | 2 | 51 - 100 |
| | \$233 | \$256 | \$266 | 3 | 101 - 199 |
| | \$252 | \$275 | \$285 | 4 | 200+ |
| 7 dwt -- 15 dwt (XS-XL) | \$176 | \$186 | \$196 | 1 | 1 - 50 |
| | \$190 | \$208 | \$218 | 2 | 51 - 100 |

b. Pendant:

| Jostens Pendant Style | Lustrium (Silver) Alloy | Suncast (Gold) Alloy | ShadowCast or Two Tone | Tier | Stone Quantity |
|-------------------------------|-------------------------|----------------------|------------------------|------|----------------|
| 40 dwt – 60 dwt (4X-6X) | \$179 | \$194 | \$204 | 1 | 1 - 50 |
| | \$194 | \$212 | \$222 | 2 | 51 - 100 |
| | \$222 | \$241 | \$251 | 3 | 101 - 199 |
| | \$226 | \$250 | \$260 | 4 | 200+ |
| 26 dwt – 40 dwt (2X-3X) | \$160 | \$189 | \$199 | 1 | 1 - 50 |
| | \$184 | \$218 | \$228 | 2 | 51 - 100 |
| | \$208 | \$231 | \$241 | 3 | 101 - 199 |
| | \$227 | \$250 | \$260 | 4 | 200+ |
| 7 dwt – 15 dwt (XS-XL) | \$151 | \$161 | \$171 | 1 | 1 - 50 |
| | \$165 | \$183 | \$193 | 2 | 51 - 100 |

c. Championship Tags:

| | |
|----------|-----------------------------------|
| Lustrium | Starting at \$288.00 (Small Size) |
|----------|-----------------------------------|

*Pricing fluctuates based on size, thickness, metal and stone options.

d. Trophies & Awards

| | |
|--|---|
| Awards Pricing is listed in the standard awards catalog. Most awards such as trophies ect. Are custom and must be priced at the time of designing. | 10% on catalog price; 5% discount on custom items |
|--|---|

e. Championship Ring Boxes:

| | |
|------------------------------|----------|
| Custom Championship Ring Box | \$30.00 |
| Generic Coaches Ring Box | \$95.00 |
| Custom Coaches Ring Box | \$105.00 |

f. Bracelet and Necklace:

| | |
|-----------------------|----------|
| Championship Bracelet | \$266.00 |
| Eternity Necklace | \$246.00 |

g. Stone Pricing: Jostens price for a custom-cut stone will be an additional \$20. Any diamonds pricing would need to be provided at the time of quote.

- h. Services for sizing on-site at the University, to include travel, shall be of no additional cost to the University.
 - i. The base raw ring price shall be comprised of the following:
 - i. Concept Meetings
 - ii. Sourcing
 - iii. Manufacturing & Tooling
 - iv. Shipping, Handling & Delivery
 - v. Full Lifetime Limited Warranty
2. For any purchase excluding Point-of-Sale purchases, the University will issue an eVA purchase order based upon a quote provided by your firm. No additional agreements, orders forms, or signatures shall be required.
3. Firm waives all credit card fees for all purchases related to this agreement.
4. Any changes in the pricing and products offered 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
5. Parties agree that this Negotiation Summary modifies RFP # DKM-1214 and the Contractor's initial response to RFP # DKM-1214, and in the event of conflict this negotiation summary shall take precedence.
6. Firm acknowledges that the VHEPC PAC Agreement shall be incorporated as a part of this contract.
7. Firm shall agree that all fees have been disclosed. No additional fees will be accepted.