



**CONTRACT RENEWAL LETTER**

**Date:** March 25, 2026  
**Contract #:** UCPJMU7176  
**Service:** Event Emergency Medical Services  
**Renewal Period:** 7/20/2026 to 7/19/2027  
**Renewal #:** 1 of 4 One-Yr  
**Issued By:** James Madison University  
Adam Fleming, Buyer Senior Ph: 540-568-4280  
Fx: 540-568-7935

**Contractor:** Emergency Training Systems, Inc.  
Attn: Judy Wood  
PO Box 1139  
Mechanicsville, VA 23111 Ph: 804-512-0921

**Contract Administrator:** Ty Phillips, 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.

**Emergency Training Systems, Inc.**  
By: Judy Wood  
Judy Wood  
Name (print)  
President 3-25-26  
Title Date Signed

**James Madison University**  
By: Adam Fleming  
Adam Fleming,  
Name (print)  
Buyer Senior 3/25/2026  
Title Date Signed

**Contract #:** UCPJMU7176

**Contractor:** Emergency Training Systems, Inc.

**Renewal Period:** 7/20/2026 – 7/19/2027

**Commodity:** Event Emergency Medical Services

**Pricing Schedule:**

<b>Event Medical Services*- hourly rates include all equipment, supply, travel and miscellaneous costs. No additional costs shall apply.</b>	<b>Hourly Rate</b>
<b>ALS Ambulance-</b> one (1) ALS provider, one (1) BLS provider, and all equipment and supplies	\$130/hour
<b>Utility Terrain Vehicle (UTV) Medical Transport Cart-</b> one (1) ALS provider, one (1) BLS provider, and all equipment and supplies	\$115/hour
<b>Walking Team-</b> two (2) providers and all equipment and supplies	\$104/hour
<b>First Aid Station-</b> one (1) provider and all equipment and supplies	\$52/hour
<b>One (1) EMS Provider-</b> all equipment and supplies	\$52/hour
<b>EMS Operations Field Supervisor</b>	\$63/hour
<b>EMS Group Leader-</b> in the Unified Command Post	\$68/hour
<b>Mobile Medical Care Center-</b> one (1) trailer and all equipment and supplies	\$52/hour
<b>Pre-Event Organizational Meetings</b>	No cost
* all rates require a minimum of four (4) hours per event/per resource	
Event Medical Service hourly rates include all equipment, supplies, travel, and miscellaneous costs.	

1. Contractor shall provide Purchasing Agency with the following primary contacts:

Administrative: Judy Wood- Owner/President  
804-512-0921  
[ETSInformation@aol.com](mailto:ETSInformation@aol.com)

Operational: Steve Powell  
540-578-1144

The Purchasing Agency shall be given advance notice (*whenever possible*) of any reassignments to individuals serving in these roles.

2. Invoicing:
  - a. shall occur upon successful completion of services and no more than once per month unless otherwise mutually agreed upon.
  - b. shall include an itemized breakdown of costs in accordance with contract pricing.
  - c. shall be sent to [acctspayable@jmu.edu](mailto:acctspayable@jmu.edu)
3. The Purchasing Agency will make payment within thirty (30) days of the *receipt* of a valid invoice.
4. All Contractor employees shall wear uniforms during the course of providing services to the Purchasing Agency that are highly visible to the public and that identifies them as a medical services provider.
5. Contractor shall not invoice patients for onsite medical treatment or for transport to another medical facility.
6. Contractor agrees to use Veoci emergency management software to log incidents during an event. The Purchasing Agency is responsible for providing the Contractor with access to Veoci.
7. Contractor agrees to provide a post-event report to the Purchasing Agency no later than 24 hours after each event. The post-event report shall include at a minimum the number and types of incidents, actions taken, and a breakdown of resource allocation and hours logged by each resource.
8. Contractor hereby rescinds the confidentiality of its entire proposal dated March 18, 2025.