



CONTRACT RENEWAL LETTER

Date: April 07, 2026
Contract #: UCPJMU7180
Service: Custom Built Technology Consoles
Renewal Period: 6/8/2026 to 6/7/2027
Renewal #: 1 of 4 One-Yr
Issued By: James Madison University
Annie Korn, Assistant Director
Ph: 540-568-3133
Fx: 540-568-7935
Contractor: Lantz Custom Woodworking
Attn: Douglas Lantz
641 Acorn Drive
Harrisonburg, VA 22802
Ph: (888) 957-0241
Contract Administrator: Jim West, Conference Services

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 increase by 2.4% in accordance with the "other services" category of the CPI-W. An updated pricing schedule 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.

Lantz Custom Woodworking

By: [Signature]
Douglas Lantz

Name (print)

Owner Title
4/20/26 Date Signed

James Madison University

By: [Signature]
Annie Korn,

Name (print)

Assistant Director Title
4/7/2026 Date Signed

Contract #: UCPJMU7180
Contractor: Lantz Custom Woodworking
Renewal Period: 6/8/2026 – 6/7/2027
Commodity: Custom Built Technology Consoles

1. Pricing Schedule:

	Finish Option: <i>Hard Rock Maple</i>	Finish Option: <i>Brazilian Walnut</i>	Finish Option: <i>Ankara Cherry</i>
One (1)-Bay Workstation(s) to include inside delivery to JMU			
Unit price (order quantity of 1)	\$1,642.50	\$1,671.17	\$1,684.48
Unit price (order quantity of 2-5)	\$1,381.38	\$1,410.05	\$1,423.36
Unit price (order quantity of 6-10)	\$1,273.86	\$1,302.53	\$1,315.84
Unit price (order quantity of >10)	\$1,243.14	\$1,271.81	\$1,285.12
One & A Half (1 1/2) Bay Workstation(s) to include inside delivery to JMU			
Unit price (order quantity of 1)	\$1,737.73	\$1,784.83	\$1,806.34
Unit price (order quantity of 2-5)	\$1,476.61	\$1,523.71	\$1,545.22
Unit price (order quantity of 6-10)	\$1,369.09	\$1,416.19	\$1,437.70
Unit price (order quantity of >10)	\$1,338.37	\$1,385.47	\$1,406.98
Two (2) Bay Workstation(s) to include inside delivery to JMU			
Unit price (order quantity of 1)	\$1,910.78	\$1,960.96	\$1,983.49
Unit price (order quantity of 2-5)	\$1,639.42	\$1,689.60	\$1,712.13
Unit price (order quantity of 6-10)	\$1,521.66	\$1,571.84	\$1,594.37
Unit price (order quantity of >10)	\$1,490.94	\$1,541.12	\$1,563.65
Per unit fee to outfit both boxes with rack rails	\$		61.44
Three (3) Bay Workstation(s) to include inside delivery to JMU			
Unit price (order quantity of 1)	\$2,440.19	\$2,504.70	\$2,534.40
Unit price (order quantity of 2-5)	\$2,168.83	\$2,233.34	\$2,263.04
Unit price (order quantity of 6-10)	\$2,020.35	\$2,084.86	\$2,114.56
Unit price (order quantity of >10)	\$1,989.63	\$2,054.14	\$2,083.84
Second Keyboard Option (upcharge per unit)	\$		135.17
Custom Work/Repairs/Etc.			
Custom production of wood furnishings (hourly rate)			\$56.32/hr
Custom design engineering (hourly rate)			\$64.00/hr
Repair/Replacement (hourly rate)			\$56.32/hr
Materials, replacement parts/rails/additional keyboard trays will be charged at cost plus shipping and handling.			

2. Contractor shall provide delivery fees for each zone on the Zone Map (Attachment D of the RFP.)
 - Zone 1: Flat additional fee of \$655.60 per delivery
 - Zone 2: No additional fees
 - Zone 3: Flat additional fee of \$435.20 per delivery
 - Zone 4: Flat additional fee of \$640.00 per delivery
 - Zone 5: Flat additional fee of \$1,126.40 per delivery
 - Zone 6: Flat additional fee of \$819.20 per delivery
 - Zone 7: Flat additional fee of \$716.80 per delivery
 - Zone 8: Flat additional fee of \$793.60 per delivery
 - Zone 9: Flat additional fee of \$1,331.20 per delivery
3. Contractor shall provide inside delivery to include a variety of building and rooms. Stair carry and dock lifts when required, are no extra charge.
4. Contractor shall provide keyed alike option that matches existing locks and keys established on campus at no extra charge.
5. Contractor will not charge JMU storage charges up to 60 days.
6. Contractor has disclosed all fees. No additional fees will be accepted.
7. Contractor acknowledges that JMU follows the Virginia Prompt Payment Act that states that payment terms are 30 days upon receipt of invoice.
8. Contractor shall utilize the eVA e-procurement system for purchase orders and agrees to the approximate 1% eVA fees associated with this.
9. Parties agree that this Negotiation Summary Modifies RFP # THW-1226 and the Contractor's initial response to RFP # THW-1226, and in the event of conflict the negotiation summary shall take precedence.
10. 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.