



CONTRACT RENEWAL LETTER

Date: February 27, 2026
Contract #: UCPJMU7181
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
Terri Wuenschel, Buyer Specialist Ph: 540-568-7209
Fx: 540-568-7935
Contractor: Nielsen Builders, Inc
Attn: Dan Hylton
3588 Early Road
Harrisonburg, VA 22801 Ph: 540-434-7376
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 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.

Nielsen Builders, Inc
By: Dan Hylton
Dan Hylton
Name (print)
President & CEO 2/27/26
Title Date Signed

James Madison University
By: Terri Wuenschel, Annie Kom
Name (print)
Buyer Specialist - Assistant Director 2/27/26
Title Date Signed

Contract #: UCPJMU7181
Contractor: Nielsen Builders, Inc.
Renewal Period: 6/8/2026 – 6/7/2027
Commodity: Custom Built Technology Consoles

1. Pricing

	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 (<i>order quantity of 1</i>)	\$ 1,575	\$ 1,601	\$ 1,611
Unit price (<i>order quantity of 2-5</i>)	\$ 1,315	\$ 1,341	\$ 1,351
Unit price (<i>order quantity of 6-10</i>)	\$ 1,205	\$ 1,231	\$ 1,241
Unit price (<i>order quantity of >10</i>)	\$ 1,173	\$ 1,199	\$ 1,209
One & A Half (1 1/2) Bay Workstation(s) to include inside delivery to JMU			
Unit price (<i>order quantity of 1</i>)	\$ 1,664	\$ 1,710	\$ 1,720
Unit price (<i>order quantity of 2-5</i>)	\$ 1,404	\$ 1,450	\$ 1,460
Unit price (<i>order quantity of 6-10</i>)	\$ 1,294	\$ 1,340	\$ 1,350
Unit price (<i>order quantity of >10</i>)	\$ 1,262	\$ 1,308	\$ 1,318
Two (2) Bay Workstation(s) to include inside delivery to JMU			
Unit price (<i>order quantity of 1</i>)	\$ 1,815	\$ 1,873	\$ 1,883
Unit price (<i>order quantity of 2-5</i>)	\$ 1,545	\$ 1,603	\$ 1,613
Unit price (<i>order quantity of 6-10</i>)	\$ 1,425	\$ 1,483	\$ 1,493
Unit price (<i>order quantity of >10</i>)	\$ 1,393	\$ 1,451	\$ 1,461
Per unit fee to outfit both boxes with rack rails	\$		58
Three (3) Bay Workstation(s) to include inside delivery to JMU			
Unit price (<i>order quantity of 1</i>)	\$ 2,340	\$ 2,406	\$ 2,416
Unit price (<i>order quantity of 2-5</i>)	\$ 2,070	\$ 2,136	\$ 2,146
Unit price (<i>order quantity of 6-10</i>)	\$ 1,920	\$ 1,986	\$ 1,996
Unit price (<i>order quantity of >10</i>)	\$ 1,888	\$ 1,954	\$ 1,964
Second Keyboard Option (upcharge per unit)	\$		128
Custom Work/Repairs/Etc.			
Custom production of wood furnishings (hourly rate)			\$47.25/hr
Custom design engineering (hourly rate)			\$52.50/hr
Repair/Replacement (hourly rate)			\$47.25/hr

Materials, replacement parts/rails/additional keyboard trays will be charged at cost plus shipping and handling.

Disposal is offered at an additional cost.

2. Contractor shall provide inside delivery to include a variety of buildings and rooms. Regardless of what level floor, no extra charge will be added to the stated unit cost when there is access to and use of on-site elevators to transport the units to their specified floor. All podium units specified within this contract should fit dimensionally inside of the elevators on campus. If the Contractor needs to stair carry and/or dock lift the unit(s), Contractor will add an additional flat charge of \$25/unit to floors 3-4 and an additional charge of \$50/unit to floors 5+.
3. Contractor has disclosed all fees. No additional fees will be accepted.
4. Contractor acknowledges that JMU follows the Virginia Prompt Payment Act that states that payment terms are 30 days upon receipt of invoice.
5. Contractor shall utilize the eVA e-procurement system for purchase orders and agrees to the approximate 1 % eVA fees associated with this.
6. 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.
7. 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.