



COMMONWEALTH OF VIRGINIA
STANDARD CONTRACT

Contract No. UCPJMU7323

This contract entered into this 9th day of October 2025, by JR Solenberger, Inc. dba Grand Event Center, dba Grand Rental Station, hereinafter called the "Contractor" and Commonwealth of Virginia, James Madison University called the "Purchasing Agency".

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the services to the Purchasing Agency as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: From November 15, 2025 through November 14, 2026 with four (4) one-year renewal options.

The contract documents shall consist of:

- (1) This signed form;
(2) The following portions of the Request for Proposal RFP DKM-1234 dated June 2, 2025,
(a) The Statement of Needs,
(b) The General Terms and Conditions,
(c) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions;
(d) Addendum No. One - June 4, 2025
(3) The Contractor's Proposal dated July 1, 2025 and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
(a) Negotiations Summary, dated October 4, 2025

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

CONTRACTOR:
By: [Signature]
(Printed Name)
Jeff Solenberger
(Printed Name)

PURCHASING AGENCY:
By: [Signature]
(Printed Name)
Dylan Morris
(Printed Name)

Title: President

Title: Buyer Senior

1. Contract Pricing Schedule:
  - a. Contractor shall provide the purchasing agency with 15% off the retail list price found in Attachment A, *Grand Event Center Special Event Guide*
  - b. Rates include the set-up and take-down of tents and staging accessories.
  - c. Labor shall be billed at a flat fee of \$50.00/hour per person.
  - d. Labor costs for both the set-up and breakdown of chairs shall be billed at the following rates:
    - i. \$1.00 per chair, \$2 for set-up and breakdown
    - ii. \$2.00 per table, \$4 for set-up and breakdown
  - e. A flat-fee delivery charge of \$250 per truck shall include the delivery and pick up of rented items.
  - f. Contractor shall invoice for lost or damaged items at Contractor's purchase cost. Contractor may be required to provide documentation of item cost.
  - g. Contractor shall not require the Purchasing Agency to place a deposit on rental items.
  - h. Contractor shall waive all credit card fees on order made by Purchasing Agency.
  - i. Contractor shall invoice for lost or damaged items at Contractor's purchase cost. Contractor may be required to provide documentation of item cost.
  - j. In the event that the Purchasing Agency would cancel an order less than seven (7) days prior to the delivery date, the cancellation fee shall be 50% of the total order. In the event that the Purchasing Agency would cancel an order less than twenty-four (24) hours prior to the delivery date, the cancellation fee shall be 100% of the total order. Any cancellations made to an order up to 7 days before the event are not subject to any penalties.
  - k. The performance of all scheduled equipment rentals is subject to government regulations, civil disorders, disasters, inclement weather, or any events making it illegal or impossible to hold the event for which the rental is for. It is provided that the equipment rental may be terminated without liability including cancellation fees for any one or more of such reasons by written notice from one party to the other.
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. The contract number must be listed on the quote. No work shall be undertaken by the Contractor until a written purchase order is received. No additional agreements, orders forms, or signatures shall be required.

**RFP # DKM-1234, Special Event Equipment Rental  
Negotiation Summary for Grand Event Center  
10/4//2025**

3. Payment Terms – As an agency of the Commonwealth of Virginia, James Madison University makes payment in accordance with the Code of Virginia, §2.2-4347 through 2.2-4354, Prompt Payment and as such, interest charges will not be accepted.
4. Parties agree that this Negotiation Summary modifies RFP # DKM-1234 and the Contractor’s initial response to RFP # DKM-1234, and in the event of conflict this negotiation summary shall take precedence.
5. For all James Madison University orders Contractor shall:
  - a. Contractor shall notify Julie Bubb Dove, JMU Facilities Management Administration, 540-568-4103/bubbja@jmu.edu upon receiving any and all JMU rental orders.
  - b. University students shall not be used for labor during delivery or installation.
  - c. Prior to rental company contractor installing a temporary structure on-campus, JMU Facilities Management marks underground utilities i.e. sprinkler systems, gas lines, electrical. Therefore, it shall be the responsibility of the rental company contractor to ensure that underground utilities are not compromised.
6. The contractor warrants the services under the contract will be performed: (a) in a diligent, professional and workmanlike manner in accordance with the highest applicable industry standards; (b) in accordance with this Agreement and the applicable Statement(s) of Work; and (c) by experienced and qualified personnel.
7. Contractor shall provide proper permitting, spec sheets, and material flammability sheets for tents, stages, and inflatables upon request from the University.
8. Contractor acknowledges that the VHEPC PAC Agreement, dated October 9, 2025 shall be incorporated as part of this contract.

**Attachment A, Grand Event Center Special Event Guide**

**GRAND EVENT CENTER  
1599 BERRYVILLE PIKE  
WINCHESTER, VA 22603  
PHONE: 540-667-1400 (opt. 2)  
EMAIL: [info.grandeventcenter@gmail.com](mailto:info.grandeventcenter@gmail.com)  
WEBSITE: <http://grandeventcenter.net>**

**CHAIRS**

Folding Vinyl Chair (Black / Brown) .....	\$1.25
Folding Vinyl Chair (White) .....	\$1.50
Folding Vinyl Fanback Chair (White) .....	\$1.99
Folding Garden Chair (White / Fruitwood) .....	\$3.35
Chiavari Chair w/ Pad (Gold / Silver / Fruitwood) .....	\$5.95
Cross Back Chair .....	\$6.95
Children's Folding Chair .....	\$1.25
Chair Pad (White / Ivory) .....	\$1.00

**TABLES**

**(All tables are approx. 30" tall)**

<b>Round</b>	<b>Seating</b>	
36" Round .....	2 .....	\$9.99
48" Round .....	6 .....	\$9.99
60" Round .....	8 .....	\$9.99
72" Round .....	10 .....	\$11.49
30" Round Cocktail (30" or 42" height) .....		\$9.99
<b>Rectangular</b>		
6' Banquet .....	6 .....	\$7.99
8' Banquet .....	8 .....	\$9.99
6' Children's Size .....	6 .....	\$7.99
<b>Farm Tables</b>		
46" x 30" .....	4 .....	\$39.99
96" x 30" .....	8 .....	\$79.99
<b>Specialty</b>		
Half-Round 60" .....		\$9.99
Serpentine 5' x 10' .....		\$11.99
¼" Clamp-On Riser (Inner / Outer) .....		\$4.00
Poly Resin Ice-Fill .....		\$25.00
Portable Bar (4' Folding) .....		
\$45.00		

**SETUP**

Chairs .....

\$1.00 up / \$1.00 down

**\*\*\* ALL ITEMS PRICED AS EACH \*\*\***

Tables ..... \$2.00 up / \$2.00 down

**TENTS**

<b>Size</b>	<b>Frame</b>	<b>Clear-Top</b>	<b>Pole</b>	<b>High Peak</b>	<b>DIY</b>	<b>Sailcloth</b>
10' x 10'	\$100.00	N/A	N/A	N/A	N/A	
10' x 20'	\$200.00	N/A	N/A	\$250.00	N/A	
16' x 16'	\$250.00	N/A	N/A	N/A	N/A	
20' x 20'	\$350.00	\$450.00	N/A	\$450.00	\$175.00	
20' x 30'	\$450.00	\$600.00	N/A	\$600.00		
20' x 40'	\$550.00	\$800.00	N/A	\$800.00		
30' x 30'	\$700.00	\$975.00	\$600.00			
30' x 40'	\$850.00	\$1200.00	N/A			
30' x 45'	\$1000.00	N/A	\$800.00			
30' x 50'	\$1000.00	\$1425.00	N/A			
30' x 60'	\$1150.00	\$1650.00	\$1000.00			
30' x 75'	N/A	N/A	\$1200.00			
40' x 40'	\$1200.00	\$1500.00	\$1000.00			
40' x 60'	\$1600.00	\$2100.00	\$1400.00			
40' x 80'	\$2000.00	\$2700.00	\$1800.00			
40' x 100'	\$2400.00	\$3300.00	\$2200.00			
40' x 120'	N/A	N/A	\$2600.00			
44' x 43'						\$2550.00
44' x 63'						\$3750.00
44' x 83'						\$4950.00
44' x 103'						\$6150.00

**Sidewalls**

Solid Panels	\$2.00/ft
Cathedral Windows	\$2.50/ft
Clear Panels	\$2.50/ft

**Lighting**

	<b>Regular</b>	<b>Ivy Wrapped</b>
String Lights (White Strands)	\$1.00/ft	N/A
Bistro Lights (White or Black Strands)	\$1.50/ft	\$3.00/ft (Black)
Paper Lanterns (Set of 12)	\$100.00	N/A
Chandeliers	\$65.00	N/A

**Heating (propane sold separately) \***

80k BTU Propane Tent Heater	\$85.00
170k BTU Propane Tent Heater	\$162.00
* Requires 100 lb propane tank(s)	\$125.00

**Cooling**

12" Pole Mounted Fan	\$35.00
36" Pedestal Fan	\$45.00

**Pole Wraps**

Center Poles	\$45.00
Side Poles	\$25.00

**IMPORTANT NOTES:**

\*\*\* Tents over 900 sq ft may require a tent permit & inspection \*\*\* Setup of tent & all tent options is included in costs listed above

\*\*\* If unsure of the tent size required for your event, ask us for our expert advice!

**\*\*\* ALL ITEMS PRICED AS EACH \*\*\***

**LINENS**  
(Available in multiple colors)

<b>Square</b>	<b>Fit</b>	
54" x 54"		\$8.00
60" x 60"		\$8.00
72" x 72"		\$9.00
90" x 90"		\$12.00
<b>Rectangular</b>		
60" x 108"	Half-length on 6' banquet table	\$10.00
60" x 120"	Half-length on 8' banquet table	\$12.00
90" x 132"	Floor-length on 6' banquet table	\$22.00
90" x 156"	Floor-length on 8' banquet table	\$24.00
<b>Round</b>		
84"		\$12.00
90"	Half-length on 60" round table	\$12.00
96"	Floor-length on 36" round table	\$15.00
108"	Floor-length on 48" round table	\$14.00
120"	Floor-length on 60" round table	\$18.00
132"	Floor-length on 72" round table	\$22.00
<b>Sashes (Packs of 10)</b>		
6" x 110"		\$17.50
<b>Runners</b> .....*Available in several fabrics, inquire for details and pricing		
<b>Skirting (w/ Clips)</b>		
8.5' Length		\$16.00
13' Length		\$20.00
17' Length	All the way around a 6' banquet table	\$23.00
21' Length	All the way around a 8' banquet table	\$26.00
<b>Napkins</b>		
20" x 20"		\$0.85
<b>Pipe &amp; Drape</b>		
8' Tall		\$7.50/ft
3' Tall		\$5.00/ft
<b>Chair Covers</b> .....*Available in several fabrics, inquire for details and pricing		

\*\*\*\*\* Ask about our specialty linen selection for more patterns & fabric styles! \*\*\*\*\*  
 \*\*\*\*\* Cleaning services are provided free of charge for all linen rentals \*\*\*\*\*  
 \*\*\*\*\* Replacement charges may apply for damaged, burned, or lost linens \*\*\*\*\*

\*\*\* ALL ITEMS PRICED AS EACH \*\*\*

**TABLEWARE**

**(All items rent by the rack)**

<b>(#) Dishware</b>	<b>Diplomat</b>	<b>Regina</b>	<b>Platinum</b>	<b>Glass</b>
(20) Dinner Plate .....	\$12.00 .....	\$12.00 .....	\$12.00 .....	N/A
(25) Salad Plate .....	\$15.00 .....	\$15.00 .....	\$15.00 .....	\$15.00
(25) B & B Plate .....	\$15.00 .....	\$15.00 .....	\$15.00 .....	N/A
(25) Coffee Saucer .....	\$15.00 .....	\$15.00 .....	\$15.00 .....	N/A
(16) Tea Cup .....	\$9.60 .....	\$9.60 .....	N/A .....	N/A
(25) Coffee Mug .....	\$15.00 .....	N/A .....	\$15.00 .....	N/A
(_) Soup Bowl .....	(25).\$9.60....	(16).\$9.60 .....	(25). \$9.60 .....	N/A
(1) Creamer Dish .....	\$1.50 .....	N/A .....	N/A .....	N/A
(1) Sugar Bowl .....	\$1.50 .....	N/A .....	N/A .....	N/A
(1) Gravy Boat .....	\$1.50 .....	N/A .....	N/A .....	N/A
(1) Platter (Round/Oval) .....	\$2.00 .....	N/A .....	N/A .....	N/A
(1) Platter (Rectangular) .....	N/A .....	\$2.00 .....	N/A .....	N/A
(1) S/P Shaker Set .....	\$1.00 .....	\$1.00 .....	N/A .....	\$1.00

**\*\*\* Diplomat: ivory w/ gold edge \*\*\***

**\*\*\* Regina: all-white w/ feathered edge \*\*\***

**\*\*\* Platinum: off-white w/ silver edge \*\*\***

**\*\*\* Glass: clear or cut glass \*\*\***

**(#) Stemware**

(36) Champagne (Straight Edge) ....	\$21.60	(25) Red Wine 8 oz .....	\$15.00
(36) Champagne (Tulip Edge) .....	\$21.60	(36) White Wine 8 oz .....	\$21.60
(25) Champagne Bowl .....	\$15.00	(20) Universal Wine 16 oz ...	\$12.00
(25) Water Goblet (Round Edge) ....	\$15.00	(16) Red Wine 26 oz .....	\$9.60
(25) Water Goblet (Straight Edge) ...	\$15.00	(16) White Wine 26 oz .....	\$9.60
(25) Pilsner Beer .....	\$15.00	(16) Brandy Snifter .....	\$8.00

**(#) Glassware**

(25) Pilsner Beer (Bavarian) .....	\$15.00	(25) Rocks (6 oz / 8 oz) .....	\$15.00
(36) Highball (10 oz / 12 oz) .....	\$21.60	(25) Punch Cup (8 oz) .....	\$15.00
(1) S/P Shaker Set (Plain) .....	\$1.00	(1) S/P Shaker Set (Cut) .....	\$1.00

**(#) Chargers**

(20) Gold / Silver / Black / Wooden .....	\$20.00
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**(#) Flatware**

(25) Stainless Steel (Chateau) .....	\$11.25
(25) Stainless Steel (Pearl Bead) .....	\$11.25
(25) Silver (Antique) .....	\$13.75
(20) Silver (Regis) .....	\$11.00
(20) Gold (Manhattan) .....	\$13.00
(25) Steak Knives .....	\$11.25

**CATERING/SERVING**

**\*\*\* ALL ITEMS PRICED AS EACH \*\*\***

**Chafers**

4 Qt. Stainless (Square) .....	\$10.00
4 Qt. Stainless (Round) .....	\$10.00
4 Qt. Stainless (Roll-Top) .....	\$15.00
8 Qt. Stainless (Plain) .....	\$15.00
8 Qt. Stainless (Ornate) .....	\$20.00
8 Qt. Stainless (Roll-Top) .....	\$25.00

\*Extra Pans ..... \$2.00

**Pitchers**

2 Qt. (Plastic) .....	\$1.10
2 Qt. (Thermos) .....	\$3.95
60 oz. (Glass) .....	\$2.50

**Serving Trays (Stainless)**

20" Round .....	\$5.00
25" Round .....	\$8.00
18" x 2.5" Deep Round .....	\$8.00
16" x 12" Oval .....	\$5.00
21" x 15" Oval .....	\$8.00

**Serving Trays (Silver)**

14" Round .....	\$8.00
17" Round .....	\$10.00
19" x 13" Rectangular .....	\$12.00
24" x 17" Rectangular .....	\$15.00

**Tiered Trays (Stainless)**

3-Tiered .....	\$20.00
4-Tiered (w/ Gold Accent) .....	\$25.00

**Dishes (Silver)**

Gravy Boat .....	\$3.00
Butter Dish .....	\$3.00
Cake Knife & Server .....	\$8.00
Cake Knife & Server (Stainless) .....	\$5.00
Cake Stand (Silver / Gold) .....	\$10.00
Silver Ice Bucket .....	\$8.00

**Serving Trays (Plastic)**

Waiter Tray .....	\$5.00
Waiter Stand .....	\$3.50

**Hot Boxes\***

4-Pan Box .....	\$25.00
10-Pan Box .....	\$50.00

\* Pans ..... \$2.00

**Punch Bowls (w/ Ladle)**

3 Gal. Glass .....	\$15.00
5 Gal. Stainless Steel .....	\$20.00

**Coffee Makers**

30-Cup .....	\$14.00
55-Cup (Standard) .....	\$16.50
55-Cup (Pedestal) .....	\$23.50
100-Cup (Standard) .....	\$25.50
100-Cup (Pedestal) .....	\$28.50

**Coffee Servers**

3 Gal. (Silver) .....	\$25.00
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**Beverage Dispenser**

3 Gal. Plastic .....	\$8.00
3 Gal. Glass .....	\$12.00
5 Gal. Insulated (Blue / Brown) .....	\$15.00

**Coolers**

120 Qt. (Blue) .....	\$20.00
162 Qt. (White) .....	\$25.00
Galvanized Tub .....	\$10.00

**Grill (Charcoal) \***

5' x 2' .....	\$75.00
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\* Charcoal not supplied

**Grill (Propane) \***

Country Club Burner .....	\$115.00
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\* Requires 100 lb propane tank ..... \$125.00

**Food Warmer**

Heat Lamp .....	\$20.00
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**CONCESSIONS**

\*\*\* ALL ITEMS PRICED AS EACH \*\*\*

**Food Machines (see food machine price guide for list of materials)**

Popcorn *	\$62.00
Cotton Candy *	\$69.00
Sno-Cone	\$62.00
Slushie Machine (Single)	\$58.00
Slushie Machine (Double)	
\$110.00	
Hot Dog	\$50.00
Chocolate Fountain	\$30.00
* Add Cart	\$10.00

**STAGE / DANCE FLOOR**  
**(Setup included in cost structure)**

**Stage Decks \*†**

4' x 8' Panel	\$60.00
4' x 4' Panel	\$40.00
Stage Steps	\$35.00
Stage Railing (4' x 42")	\$10.00
Stage Skirting	\$1.75/ft

**Dance Floor**

4' x 4' Panel (Plank / Parquet)	\$25.00
12' x 12' (25-75 guests)	\$225.00
16' x 16' (75-125 guests)	\$400.00
16' x 24' (125-175 guests)	\$600.00
24' x 24' (175-225 guests)	\$900.00

\* Comes w/ height adjustable legs (6" - 48")

† Additional charges may apply for stages over 30"

**GENERATORS**

2000 WT Quiet-Run	\$50.00
3000 WT Quiet-Run	\$65.00
7000 WT Quiet-Run	\$130.00

**A/V EQUIPMENT**

70" x 70" Projector Screen	\$20.00
Media Projector	\$75.00
Portable Tower Speaker (w/ Bluetooth & 2 mics)	\$145.00
Portable Tower Speaker (w/ Aux cable & 1 mic)	\$125.00

**SPECIAL EFFECTS**

18 LED Uplighting	\$25.00
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**DECOR**

**Wedding Accessories**

**Coat Racks**

**\*\*\* ALL ITEMS PRICED AS EACH \*\*\***

Book Stand (Brass) .....	\$12.00
Flower Stand (Brass) .....	\$15.00
Book Stand (White Lattice) .....	\$15.00
Flower Stand (2' / 3' White Lattice) ..	\$7.00
White Column .....	\$8.00
Screen Divider (White Lattice) .....	\$20.00
White Stanchion w/ Chain .....	\$10.00
Brass Stanchion .....	\$10.00
5' Red Velvet Stanchion Rope .....	\$5.00
Black Shepherds Hook .....	\$2.00

**Wedding Arches**

Round Top Arch (Brass) .....	\$30.00
.....	\$0.50
Heart Top Arch (Brass) .....	\$40.00
.....	\$0.50
Round Arch (Metal).....	\$40.00
4' x 4' Arch (Wood) .....	\$30.00
Trellis Arch (White) .....	\$95.00
Round Arch (Wood) .....	\$95.00
Hexagon Arch (Wood) .....	\$95.00
Triangle Arch (Wood).....	\$95.00
Gazebo (Flat Deluxe) .....	\$145.00

**Barrels \***

Wine/Whiskey .....	\$45.00
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\* Add Pole Lighting .....

.....	\$1.30/ft
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Extendable (20 coats per section) ...	\$20.00
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**Carpet Runners**

25' x 3' (Red) .....	\$30.00
25' x 4' (White / Ivory / Red) .....	\$40.00

**Centerpieces**

Lanterns (White) .....	\$3.00
Mirror Chargers (12" x 12") .....	\$1.75
Wood Slices (12") .....	\$3.50
6" Cylinder Votives .....	\$1.25
7.5" Cylinder Votives .....	\$1.50
9" Cylinder Votives .....	\$1.75

Gold Mercury Votives

Mini Glass Votives .....

**Patio Heater \***

43k BTU Propane Patio Heater .....	\$70.00
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\* Requires 20 lb propane tank .....

.....	\$21.95
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**AGREEMENT  
PUBLICLY ACCESSIBLE CONTRACT (PAC)**

This Agreement, effective the 9th day of October 2025, is by and between James Madison University (the “University”), on behalf of the Virginia Higher Education Procurement Consortium (the “Consortium”) (collectively the "University"), and JR Solenberger, Inc. dba Grand Event Center dba Grand Rental Station, (“Vendor”).

**TERM**

The term of this Agreement shall begin November 15, 2025 to November 14, 2026 with 4 one-year renewal options, and an expected final expiration date of November 14, 2030. This end date coincides with the Primary Agreement’s UCPJMU7323 end date.

**WITNESS**

WHEREAS, the University and Vendor have executed an agreement, UCPJMU7323, dated October 9, 2025 (the “Primary Agreement”), and included in the Primary Agreement is a third-party access / cooperative clause. Now therefore, the University and Vendor wish to express in this Agreement the specific terms that will allow third party access to the Primary Agreement.

Accordingly, and in consideration of the mutual premises and provisions hereof, the parties hereby agree as follows:

- I. Vendor will:
  - A. Pay the University 1% of all sales to accessing entities outside of the Consortium membership associated with the Primary Agreement (as the “PAC Annual Fee”). The PAC Annual Fee will be paid in exchange for marketing services provided by the University and the Consortium described below in Section II.
  - B. Fully support this marketing relationship by promoting the availability of the Primary Agreement to non-Consortium entities;
  - C. Provide quarterly sales reports detailing the amount of sales to each non-Consortium accessing entity; and
  
- II. The University/Consortium will:
  - A. Promote the Primary Agreement on its website and through other channels (e.g., conferences) to non-Consortium members
  - B. Maintain an approved version of Vendor’s logo on the Consortium website
  
- III. Payment:
  - A. Payment of PAC Annual Fee will arrive at the University no later than August 31 of each year. The University and Consortium will share the payments equally and allocate payments to the appropriate accounts.

In the event of early termination of the Primary Agreement, this residual payment will arrive at the University no later than 45 calendar days from termination date of the Primary Agreement.

- B. Payment of PAC Annual Fee will take the form of a check. Checks will be made payable to the University of Virginia and sent to:

Constance Alexander, Office Manager  
Procurement and Supplier Diversity Services  
University of Virginia, Carruthers Hall  
c/o VHEPC  
PO Box 400202  
1001 N. Emmet Street  
Charlottesville, VA 22904

IV. Notices:

Any notice required or permitted to be given under this Agreement will be in writing and will be deemed duly given: (1) if delivered personally, when received; (2) if sent by recognized overnight courier service, on the date of the receipt provided by such courier service; (3) if sent by registered mail, postage prepaid, return receipt requested, on the date shown on the signed receipt: or (4) if sent by electronic mail, when received (as verified by the email date and time) if delivered no later than 4:00 p.m. (receiver's time) on a business day or on the next business day if delivered (as verified by sender's machine) after 4:00 p.m. (receiver's time) on a business day or on a non-business day. All such notices will be addressed to a party at such party's address or facsimile number as shown below.

If to the University:

Procurement Services  
c/o Director of Procurement  
James Madison University  
752 Ott Street, MSC 5720  
Harrisonburg, VA 22807

If to Vendor:

Jeff Solenberger  
JR Solenberger, Inc. dba Grand Event Center dba Grand Rental Station  
1625 Berryville Pike  
Winchester, VA 22603  
Email: [grs15346@yahoo.com](mailto:grs15346@yahoo.com)  
Fax: 540-722-6268

**ACCEPTANCE**

**For James Madison University**

**For JR Solenberger, Inc. dba Grand Event Center  
dba Grand Rental Station**

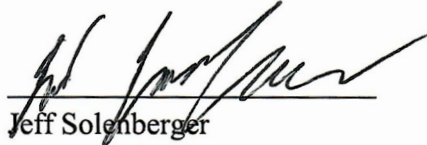


\_\_\_\_\_  
Dylan Morris  
Buyer Senior, Procurement Services

10/13/2025

\_\_\_\_\_  
Date

Agreement #: UCPJMU7323-PAC



\_\_\_\_\_  
Jeff Solenberger  
President

10/13/25

\_\_\_\_\_  
Date

**REQUEST FOR PROPOSAL**  
**RFP# DKM-1234**

**Issue Date:** June 2, 2025  
**Title:** Special Event Equipment Rentals  
**Issuing Agency:** Commonwealth of Virginia  
James Madison University  
Procurement Services MSC 5720  
752 Ott Street, Wine Price Building  
First Floor, Suite 1023  
Harrisonburg, VA 22807

**Period of Contract:** From Date of Award Through One Year (Renewable)

**Sealed Proposals Will Be Received Until 2:00 PM on June 2, 2025 for Furnishing The Services Described Herein. (See Special Terms & Conditions "D. Late Proposals")**

*SEALED PROPOSALS MAY BE MAILED, EXPRESS MAILED, SUBMITTED IN eVA, OR HAND DELIVERED DIRECTLY TO THE ISSUING AGENCY SHOWN ABOVE.*

All Inquiries For Information And Clarification Should Be Directed To: Dylan Morris, Buyer Senior, Procurement Services, [morrisdk@jmu.edu](mailto:morrisdk@jmu.edu); 540-568-3002; (Fax) 540-568-7935 not later than five business days before the proposal closing date.

**NOTE: THE SIGNED PROPOSAL AND ALL ATTACHMENTS SHALL BE RETURNED.**

In compliance with this Request for Proposal and to all the conditions imposed herein, the undersigned offers and agrees to furnish the goods/services in accordance with the attached signed proposal or as mutually agreed upon by subsequent negotiation.

Name and Address of Firm:

Grand Event center  
1599 Berryville Pike, Winchester,  
Virginia 22603

By:   
(Signature)

Name: Joel Solenberger  
(Please Print)

Date: 7/1/25

Title: Manager

Web Address: www.GrandEventcenter.net Phone: 540-667-1400 option 2

Email: info@grandeventcenter@gmail.com Fax #: 540-662-5329

ACKNOWLEDGE RECEIPT OF ADDENDUM: #1 JS #2 JS #3 JS #4 J #5 JS (please initial)

SMALL, WOMAN OR MINORITY OWNED BUSINESS:

YES;  NO; *IF YES* ⇒  SMALL;  WOMAN;  MINORITY *IF MINORITY*:  AA;  HA;  AsA;  NW; Micro

Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against an offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

# **REQUEST FOR PROPOSAL**

**RFP # DKM-1234**

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## **I. PURPOSE**

The purpose of this Request for Proposal (RFP) is to solicit sealed proposals from qualified sources to enter into contract(s) to provide Special Event Rental Services for James Madison University (JMU), an agency of the Commonwealth of Virginia. Initial contract shall be for one (1) year with an option to renew for four (4) additional one-year periods.

## **II. BACKGROUND**

James Madison University (JMU) is a comprehensive public institution in Harrisonburg, Virginia with an enrollment of approximately 22,000 students and approximately 4,000 faculty and staff. There are over 600 individual departments on campus that support seven (7) academic divisions. The University offers over 120 majors, minors, and concentrations. Further information about the University can be found at the following website: [www.jmu.edu](http://www.jmu.edu).

JMU regularly rents a wide variety of on demand special event items for small to medium functions held on campus. These items include, but are not limited to, tables, chairs, tents, staging, and generators.

### **VASCUPP Background:**

The mission of the Virginia Association of State College and University Purchasing Professionals (VASCUPP) is:

- to recognize and effectively use the common procurement principles, knowledge, experience, challenges, support and resources of all decentralized higher education member institutions;
- to be a united group with common goals of addressing the complexities of the Commonwealth of Virginia procurement processes;
- enhance the ability of each individual member institution to effectively provide efficient and responsive customer service in facilitating the purchase of goods and services for their Institution; and
- to support diversified vendor advocacy to enhance the capability of each member institution in seeking open competition for the highest valued products and services.

More information about each VASCUPP member university can be located at the following website: <https://vascupp.org/>

## **III. SMALL, WOMAN-OWNED AND MINORITY PARTICIPATION**

It is the policy of the Commonwealth of Virginia to contribute to the establishment, preservation, and strengthening of small businesses and businesses owned by women and minorities, and to encourage their participation in State procurement activities. The Commonwealth encourages contractors to provide for the participation of small businesses and businesses owned by women and minorities through partnerships, joint ventures, subcontracts, and other contractual opportunities. Attachment B contains information on reporting spend data with subcontractors.

## **IV. STATEMENT OF NEEDS**

James Madison University's intent is to enter into contract(s) with selected firm(s) to furnish all labor, materials, tools and resources necessary to provide special event equipment rental services to include those goods and services necessary to help the University achieve its goals as outlined

in this RFP. The University wishes to secure the services of professional special event rental firms with direct experience and expertise in the convention, event, or hospitality industry.

1. The contractor shall work independently to furnish all equipment, labor, insurance, supervision, and incidents necessary to provide special event rental services to the University. The contractor shall develop clear, concise, and professional quality written proposal quotes for each event for review and acceptance by James Madison University.
2. All equipment shall be uniform, clean, sanitized, superior quality, operable, with no broken parts, and the same color within each ceremony/location. James Madison University will at its sole discretion determine if equipment is acceptable for use.
3. The Contractor shall be responsible at all times for the actions and work of its employees. The contractor shall enforce strict discipline and good order among event personnel. James Madison University reserves the right to require the contractor to remove any employee whose behavior is deemed as unprofessional or objectionable.
4. The Contractor should provide uniforms for all personnel assigned to work at the University. Uniforms will contain the Contractor's name and individual's name. Uniforms should be worn at all times while on University property to designate Contractor affiliation.
5. The Contractor shall analyze and recommend improvements to the University's current timeline for delivery, set up, and take down of the rental equipment. The contractor shall use effective procedures to insure timely delivery and set-up for the University's scheduled special events, which may include hours of service after normal working hours to include weekends and holidays.
6. The Contractor shall have both the demonstrated experience and the existing, proven capacity of licensed, trained, and qualified, personnel to effectively meet the requirements of this RFP and scope of duties therein. Contractor shall have chair stacking and transporting systems that allow one worker to securely transport a stack of approximately fifty (50) chairs across turf and hard surfaces without damage to the chairs or the terrain.
7. The contractor shall have obtained all applicable permits and licenses pursuant to Commonwealth of Virginia State Fire Prevention Code for temporary tents and membrane structures. For more information please reference:  
[https://www2.iccsafe.org/states/virginia/Fire\\_Prevention/fire\\_Frameset.html](https://www2.iccsafe.org/states/virginia/Fire_Prevention/fire_Frameset.html)
8. No portion of work will be subcontracted without prior written consent of the University. In the event that the selected firm(s) desires to subcontract any part of the work specified herein, the selected firm(s) will furnish the University the names, qualifications, and experience of its proposed subcontractors. The selected firm(s) will remain fully liable and responsible for the work to be performed by its subcontractor(s) and will assure compliance with all requirements of the Agreement.
9. The University has identified two (2) distinct areas where special event equipment rental services are needed:
  - A. **On demand, small or large quantity, multi-location events, and;**
  - B. **Spring and Winter Commencement and other large University events.**

10. James Madison University reserves the right to obtain other cost estimates prior to authorizing work, and to solicit any project separate and apart from the resulting contract(s) as may be deemed in the best interest of the University. James Madison University reserves the right to request a quotation from one or more contractors with which the University has a contract.
11. The Contractor shall work with the University's Parking Services to identify approved parking locations to be utilized. Other agencies utilizing this contract will provide further instructions regarding the institution's parking regulations.
12. Special Events at the University may include, but is not limited to:
  - Student Events
  - Major Speakers
  - Athletic Events
  - Faculty/Staff Events
  - Capital Project Kick-off
  - Back to School Events

**Offeror Shall Respond to the Following:**

1. Provide a brief history of your firm, its qualifications & experience in providing special event equipment rental services for small/on-demand and large-scale University and College commencement ceremonies.
2. Describe consultation and guidance that may be provided to James Madison University in determining exact needs for specific events and locations.
3. Describe firm's ability to accommodate requests for site visits to make recommendations and suggestions concerning equipment needed.
4. Unanticipated events may be held with little to no notice. Describe the expected turnaround time for events at James Madison University and how tight deadlines are met.
5. Provide information of essential personnel who will be assigned to work with the University including a description of their experience in providing similar Special Equipment Rental Services.
  - a. Identify any certifications and licenses that the contractor and or employee(s) may currently hold.
  - b. Describe the training, expertise, and supervision of personnel that may be assigned to service the University.
6. Describe in warranty detail for all equipment and services.
7. Describe in detail cancellation requirements.
8. Describe invoice procedures. Provide sample invoice with proposal.
9. Provide the amount of annual sales the firm has with each VASCUPP Member Institution. A list of VASCUPP members can be found at <https://vascupp.org/>

**Offerors may respond to Section A, Section B, or both depending upon the services Offeror provides.**

**A. On Demand Event Equipment Rental – Offerors shall provide a respond to the following:**

1. General

- a. Describe firm's ability to provide special event rental services for small or medium, multi-location events. Be specific in detailing the event from beginning to end including ability to provide set-up and take-down services.
- b. Unanticipated events may be held with little to no notice. Describe the expected turnaround time for events at James Madison University and how tight deadlines are met.
- c. Describe the timeframe for set-up and take-down of equipment.
- d. Describe in detail cancellation requirements.
- e. Provide primary contact for all James Madison University special event rental services.

2. Equipment

- a. Provide a link to your firm's online special event rental catalog.
- b. Describe seating options including the maximum number of uniform chairs that can be accommodated with one order. Include seating specifications, colors, etc. Provide descriptive literature, specifications and pictures, of seating options being offered.
- c. Describe staging options to include various sizes, styles, skirting etc. Provide descriptive literature, specifications, and pictures of staging being offered.
- d. Describe table options to include various sizes and styles. Provide descriptive literature, specifications, and pictures of tables being offered.
- e. Describe tent options to include various sizes and styles and associated cost. Provide descriptive literature, specifications, and pictures of tents being offered.
- f. Describe mobile portable sanitation unit options to include various sizes and styles and associated cost. Provide descriptive literature, specifications, and pictures of sanitation units being offered.
- g. Describe portable generator options to include various sizes and power capabilities. Provide descriptive literature, specifications, and pictures of generators being offered.
- h. Provide information on other items your firm provides for special event rental.
- i. Describe minimum order requirements, if applicable

**B. Large Scale Events – Offerors shall provide a respond to the following:**

1. Describe in detail how your firm plans to provide large-scale event services.

2. Describe how the firm plans to provide quality equipment, delivery, set-up and equipment removal in a timely professional manner for large, multi-location events. Include a description on how the firm will work with the University to ensure last-minute schedule changes and equipment requirements.
3. Describe the firm's equipment rental services including:
  - a. Available inventory for chairs, tents, staging, tables, flooring, portable sanitation units, and any additional special equipment. Describe options, sizes, styles, etc. for each. Provide descriptive literature, specifications, pictures, of all items being offered and event rental catalog.
  - b. Capability to meet University's expanding requirements for special event equipment to include new equipment options as University student enrollment, demands, and events increase.
  - c. Describe the process utilized for cleaning, storing, moving and replacing equipment.
  - d. Describe the firm's ability to provide thorough instructions, diagrams, and other tools set-up and take-down services for large, multi-location events with little or no supervision from the University.
  - e. Provide manufacturer load and sway test results that have passed review by a Virginia licensed structural engineer.
  - f. Warranty provided on all equipment and services.
4. Cancellation requirements and associated costs.
  - a. Describe additional equipment the firm has access to and can provide the University.
  - b. Provide minimum order and delivery requirements for smaller special events (i.e. chairs, staging, tents, etc.)
5. Describe your firm's plan for customer service to include:
  - a. Contingency plans for unforeseen events such as vehicle breakdowns, equipment damage in transit to the University, and /or delays due to weather, accidents, etc.
  - b. Special Event reservation time period and days/hours' notice for additions or deletions for equipment rental requirements.
  - c. Accommodating the University's preference to set up equipment requirements as close to the actual date of the event(s), without compromising the ability to execute an on-time installation.
  - d. Expected turnaround time for unanticipated events, and how shortened deadlines are met.
  - e. Consultation and guidance in determining exact needs for specific events and locations.
  - f. Ability to accommodate requests for site visits to make recommendations and suggestions concerning equipment needs.

## V. PROPOSAL PREPARATION AND SUBMISSION

### A. GENERAL INSTRUCTIONS

To ensure timely and adequate consideration of your proposal, offerors are to limit all contact, whether verbal or written, pertaining to this RFP to the James Madison University Procurement Office for the duration of this Proposal process. Failure to do so may jeopardize further consideration of Offeror's proposal.

**ELECTRONIC OR PAPER SUBMISSIONS MAY BE ACCEPTED FOR THIS PROPOSAL. INSTRUCTIONS BELOW FOR OFFEROR'S CHOSEN METHOD (A. ELECTRONIC SUBMISSION or B. PAPER RESPONSE).**

1. RFP Response: In order to be considered for selection, the Offeror shall submit a complete response to this RFP; and shall submit to the issuing Purchasing Agency:

#### a. ELECTRONIC SUBMISSION:

- i. ELECTRONIC RESPONSES SUBMITTED THROUGH eVA WILL BE ACCEPTED. **Emailed responses will not be accepted.** Please see below, "eVA Procurement Website and Registration" for additional information on registration. It is the responsibility of the Supplier to ensure their proposal and all required documentation is properly completed, readable, and uploaded to eVA. Suppliers should allow sufficient time to account for any technical difficulties they may encounter during online submission or uploading of the documents. In the event of any technical difficulties, Suppliers shall contact the eVA Customer Care Center at 1-866-289-7367 or via email at [eVACustomerCare@DGS.virginia.gov](mailto:eVACustomerCare@DGS.virginia.gov).
- ii. eVA Procurement Website and Registration The Commonwealth's procurement portal, eVA, located at <http://www.eva.virginia.gov>, provides information about Commonwealth solicitations and awards. Suppliers shall be registered in eVA in order submit a proposal to this RFP. To register with eVA, select "Register Now" on the eVA website homepage, <http://www.eva.virginia.gov>. For registration instructions and assistance, as well as instructions on how to submit proposals and accept orders please select "I Sell to Virginia". Suppliers are encouraged to check this site on a regular basis and, in particular, prior to submission of proposals to identify any amendments to the RFP that may have been issued.
- iii. Electronic Responses submitted through eVA shall be in WORD format or searchable PDF of the entire proposal, INCLUDING ALL ATTACHMENTS. PDFs must be submitted in an unlocked format. Any proprietary information should be clearly marked in accordance with Section V.4.e below.

#### b. PAPER SUBMISSIONS:

- i. **One (1) original and one (1) copies** of the entire proposal, INCLUDING ALL ATTACHMENTS. Any proprietary information should be clearly marked in accordance with V.4.e. below.

- ii. **One (1) electronic copy in WORD format or searchable PDF (CD or flash drive)** of the entire proposal, **INCLUDING ALL ATTACHMENTS**. Any proprietary information should be clearly marked in accordance with 3.f. below.
  - iii. Each copy of the proposal should be bound or contained in a single volume where practical. All documentation submitted with the proposal should be contained in that single volume.
  - iv. See additional information in Section VIII.C, *IDENIFICATION OF PROPSAL ENVELOPE*.
2. Should the proposal contain **proprietary information, provide one (1) redacted copy of the proposal** and all attachments with **proprietary portions removed or blacked out**. This copy should be clearly marked "*Redacted Copy*" on the front cover. The classification of an entire proposal document, line-item prices, and/or total proposal prices as proprietary or trade secrets is not acceptable. JMU shall not be responsible for the Contractor's failure to exclude proprietary information from this redacted copy.

No other distribution of the proposal shall be made by the Offeror.

3. The version of the solicitation issued by JMU Procurement Services, as amended by an addenda, is the mandatory controlling version of the document. Any modification of, or additions to, the solicitation by the Offeror shall not modify the official version of the solicitation issued by JMU Procurement services unless accepted in writing by the University. Such modifications or additions to the solicitation by the Offeror may be cause for rejection of the proposal; however, JMU reserves the right to decide, on a case-by-case basis in its sole discretion, whether to reject such a proposal. If the modification or additions are not identified until after the award of the contract, the controlling version of the solicitation document shall still be the official state form issued by Procurement Services.
4. Proposal Preparation
- a. Proposals shall be signed by an authorized representative of the Offeror. All information requested should be submitted. Failure to submit all information requested may result in the purchasing agency requiring prompt submissions of missing information and/or giving a lowered evaluation of the proposal. Proposals which are substantially incomplete or lack key information may be rejected by the purchasing agency. Mandatory requirements are those required by law or regulation or are such that they cannot be waived and are not subject to negotiation.
  - b. Proposals shall be prepared simply and economically, providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be placed on completeness and clarity of content.
  - c. Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the proposal should reference the paragraph number of the corresponding section of the RFP. It is also helpful to cite the paragraph number, sub letter, and repeat the text of the requirement as it appears in the RFP. If a response covers more than one page, the

paragraph number and sub letter should be repeated at the top of the next page. The proposal should contain a table of contents which cross references the RFP requirements. Information which the offeror desires to present that does not fall within any of the requirements of the RFP should be inserted at the appropriate place or be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find where the RFP requirements are specifically addressed.

- d. As used in this RFP, the terms “must”, “shall”, “should” and “may” identify the criticality of requirements. “Must” and “shall” identify requirements whose absence will have a major negative impact on the suitability of the proposed solution. Items labeled as “should” or “may” are highly desirable, although their absence will not have a large impact and would be useful, but are not necessary. Depending on the overall response to the RFP, some individual “must” and “shall” items may not be fully satisfied, but it is the intent to satisfy most, if not all, “must” and “shall” requirements. The inability of an offeror to satisfy a “must” or “shall” requirement does not automatically remove that offeror from consideration; however, it may seriously affect the overall rating of the offeror’ proposal.
  - e. Each copy of the proposal should be bound or contained in a single volume where practical. All documentation submitted with the proposal should be contained in that single volume.
  - f. Ownership of all data, materials and documentation originated and prepared for the State pursuant to the RFP shall belong exclusively to the State and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by the offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the offeror must invoke the protection of Section 2.2-4342F of the Code of Virginia, in writing, either before or at the time the data is submitted. **The written notice must specifically identify the data or materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret materials submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The classification of an entire proposal document, line-item prices and/or total proposal prices as proprietary or trade secrets is not acceptable. Marking an entire proposal as confidential or attempts to prevent disclosure of pricing information by designating it as confidential, proprietary or trade secret will be ignored.**
5. Oral Presentation: Offerors who submit a proposal in response to this RFP may be required to give an oral presentation of their proposal to James Madison University. This provides an opportunity for the Offeror to clarify or elaborate on the proposal. This is a fact-finding and explanation session only and does not include negotiation. James Madison University will schedule the time and location of these presentations. Oral presentations are an option of the University and may or may not be conducted. Therefore, proposals should be complete.

## B. SPECIFIC PROPOSAL INSTRUCTIONS

Proposals should be as thorough and detailed as possible so that James Madison University may properly evaluate your capabilities to provide the required services. Offerors are required to submit the following items as a complete proposal:

1. Return RFP cover sheet and all addenda acknowledgements, if any, signed and filled out as required. (Electronic signature shall be accepted, i.e. Adobe Sign, DocuSign, etc.)
2. Plan and methodology for providing the goods/services as described in Section IV. Statement of Needs of this Request for Proposal.
3. A written narrative statement to include, but not be limited to, the expertise, qualifications, and experience of the firm and resumes of specific personnel to be assigned to perform the work.
4. Offeror Data Sheet, included as *Attachment A* to this RFP.
5. Small Business Subcontracting Plan, included as *Attachment B* to this RFP. Offeror shall provide a Small Business Subcontracting plan which summarizes the planned utilization of Department of Small Business and Supplier Diversity (SBSD)-certified small businesses which include businesses owned by women and minorities, when they have received Department of Small Business and Supplier Diversity (SBSD) small business certification, under the contract to be awarded as a result of this solicitation. This is a requirement for all prime contracts in excess of \$100,000 unless no subcontracting opportunities exist.
6. Identify the amount of sales your company had during the last twelve months with each VASCUPP Member Institution. A list of VASCUPP Members can be found at: [www.VASCUPP.org](http://www.VASCUPP.org).
7. Proposed Cost. See Section X. Pricing Schedule of this Request for Proposal.

## VI. EVALUATION AND AWARD CRITERIA

### A. EVALUATION CRITERIA

Proposals shall be evaluated by James Madison University using the following criteria:

	<u>Points</u>
1. Quality of products/services offered and suitability for intended purposes	25
2. Qualifications and experience of Offeror in providing the goods/services	20
3. Specific plans or methodology to be used to perform the services	30
4. Participation of Small, Women-Owned, & Minority (SWaM) Businesses	10
5. Cost	15
	<hr/> 100

AWARD TO MULTIPLE OFFERORS: Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposals, including price, if so stated in the Request for Proposals. Negotiations shall be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been

conducted with each offeror so selected, the agency shall select the offeror which, in its opinion, has made the best proposal, and shall award the contract to that offeror. The Commonwealth reserves the right to make multiple awards as a result of this solicitation. The Commonwealth may cancel this Request for Proposals or reject proposals at any time prior to an award, and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous. Should the Commonwealth determine in writing and in its sole discretion that only one offeror is fully qualified, or that one offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor's proposal as negotiated.

## VII. GENERAL TERMS AND CONDITIONS

- A. **PURCHASING MANUAL:** This solicitation is subject to the provisions of the Commonwealth of Virginia's Purchasing Manual for Institutions of Higher Education and Their Vendors and any revisions thereto, which are hereby incorporated into this contract in their entirety. A copy of the manual is available for review at the purchasing office. In addition, the manual may be accessed electronically at <http://www.jmu.edu/procurement> or a copy can be obtained by calling Procurement Services at (540) 568-3145.
- B. **APPLICABLE LAWS AND COURTS:** This solicitation and any resulting contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The Contractor shall comply with applicable federal, state and local laws and regulations.
- C. **ANTI-DISCRIMINATION:** By submitting their proposals, offerors certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and §10 of the Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1 (available for review at <http://www.jmu.edu/procurement>). If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender, sexual orientation, gender identity, or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*§6 of the Rules Governing Procurement*).

In every contract over \$10,000 the provisions in 1. and 2. below apply:

- 1. During the performance of this contract, the contractor agrees as follows:
  - a. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, sexual orientation, gender identity, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.

- b. The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer.
    - c. Notices, advertisements, and solicitations placed in accordance with federal law, rule, or regulation shall be deemed sufficient for the purpose of meeting these requirements.
  - 2. The contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.
- D. ETHICS IN PUBLIC CONTRACTING: By submitting their proposals, offerors certify that their proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer or subcontractor in connection with their proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.
- E. IMMIGRATION REFORM AND CONTROL ACT OF 1986: By entering into a written contract with the Commonwealth of Virginia, the Contractor certifies that the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.
- F. DEBARMENT STATUS: By submitting their proposals, offerors certify that they are not currently debarred by the Commonwealth of Virginia from submitting proposals on contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.
- G. ANTITRUST: By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.
- H. MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS RFPs: Failure to submit a proposal on the official state form provided for that purpose may be a cause for rejection of the proposal. Modification of or additions to the General Terms and Conditions of the solicitation may be cause for rejection of the proposal; however, the Commonwealth reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal.
- I. CLARIFICATION OF TERMS: If any prospective offeror has questions about the specifications or other solicitation documents, the prospective offeror should contact the buyer whose name appears on the face of the solicitation no later than five working days before the due date. Any revisions to the solicitation will be made only by addendum issued by the buyer.
- J. PAYMENT:
  - 1. To Prime Contractor:

- a. Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. All invoices shall show the state contract number and/or purchase order number; social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).
- b. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however.
- c. All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price, regardless of which public agency is being billed.
- d. The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.
- e. Unreasonable Charges. Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the Commonwealth shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges which are not in dispute (*Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1 § 53; available for review at <http://www.jmu.edu/procurement>*).

2. To Subcontractors:

- a. A contractor awarded a contract under this solicitation is hereby obligated:
  - (1) To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the Commonwealth for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or
  - (2) To notify the agency and the subcontractors, in writing, of the contractor's intention to withhold payment and the reason.
- b. The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee.

These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth.

3. Each prime contractor who wins an award in which provision of a SWAM procurement plan is a condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.
  4. The Commonwealth of Virginia encourages contractors and subcontractors to accept electronic and credit card payments.
- K. PRECEDENCE OF TERMS: Paragraphs A through J of these General Terms and Conditions and the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors, shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.
- L. QUALIFICATIONS OF OFFERORS: The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the offeror to perform the services/furnish the goods and the offeror shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect offeror's physical facilities prior to award to satisfy questions regarding the offeror's capabilities. The Commonwealth further reserves the right to reject any proposal if the evidence submitted by, or investigations of, such offeror fails to satisfy the Commonwealth that such offeror is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.
- M. TESTING AND INSPECTION: The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.
- N. ASSIGNMENT OF CONTRACT: A contract shall not be assignable by the contractor in whole or in part without the written consent of the Commonwealth.
- O. CHANGES TO THE CONTRACT: Changes can be made to the contract in any of the following ways:
1. The parties may agree in writing to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.
  2. The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt. The contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings. Said compensation shall be determined by one of the following methods:

- a. By mutual agreement between the parties in writing; or
- b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Purchasing Agency's right to audit the contractor's records and/or to determine the correct number of units independently; or
- c. By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.

P. DEFAULT: In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.

Q. INSURANCE: By signing and submitting a proposal under this solicitation, the offeror certifies that if awarded the contract, it will have the following insurance coverage at the time the contract is awarded. For construction contracts, if any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with § 25 of the Rules Governing Procurement – Chapter 2, Exhibit J, Attachment 1, and 65.2-800 et. Seq. of the Code of Virginia (available for review at <http://www.jmu.edu/procurement>) The offeror further certifies that the contractor and any subcontractors will maintain these insurance coverage during the entire term of the contract and that all insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

**MINIMUM INSURANCE COVERAGES AND LIMITS REQUIRED FOR MOST CONTRACTS:**

1. **Workers' Compensation:** Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the Commonwealth of increases in the number of employees that change their workers' compensation requirement under the Code of Virginia during the course of the contract shall be in noncompliance with the contract.
2. **Employer's Liability:** \$100,000

3. Commercial General Liability: \$1,000,000 per occurrence and \$2,000,000 in the aggregate. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy.
  4. Automobile Liability: \$1,000,000 combined single limit. *(Required only if a motor vehicle not owned by the Commonwealth is to be used in the contract. Contractor must assure that the required coverage is maintained by the Contractor (or third party owner of such motor vehicle.)*
- R. ANNOUNCEMENT OF AWARD: Upon the award or the announcement of the decision to award a contract over \$100,000, as a result of this solicitation, the purchasing agency will publicly post such notice on the DGS/DPS eVA web site ([www.eva.virginia.gov](http://www.eva.virginia.gov)) for a minimum of 10 days.
- S. DRUG-FREE WORKPLACE: During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.
- For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.
- T. NONDISCRIMINATION OF CONTRACTORS: An offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, sexual orientation, gender identity, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the offeror employs ex-offenders unless the state agency, department or institution has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.
- U. eVA BUSINESS TO GOVERNMENT VENDOR REGISTRATION, CONTRACTS, AND ORDERS: The eVA Internet electronic procurement solution, website portal [www.eVA.virginia.gov](http://www.eVA.virginia.gov), streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the

Commonwealth shall participate in the eVA Internet eprocurement solution by completing the free eVA Vendor Registration. All offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the proposal being rejected. Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:

Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:

1. For orders issued July 1, 2014 and after, the Vendor Transaction Fee is:
  - a. Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$500 per order.
  - b. Businesses that are not Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$1,500 per order.
2. For orders issued prior to July 1, 2014 the vendor transaction fees can be found at [www.eVA.virginia.gov](http://www.eVA.virginia.gov).
3. The specified vendor transaction fee will be invoiced by the Commonwealth of Virginia Department of General Services approximately 60 days after the corresponding purchase order is issued and payable 30 days after the invoice date. Any adjustments (increases/decreases) will be handled through purchase order changes.

V. AVAILABILITY OF FUNDS: It is understood and agreed between the parties herein that the Commonwealth of Virginia shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.

W. PRICING CURRENCY: Unless stated otherwise in the solicitation, offerors shall state offered prices in U.S. dollars.

X. E-VERIFY REQUIREMENT OF ANY CONTRACTOR: Any employer with more than an average of 50 employees for the previous 12 months entering into a contract in excess of \$50,000 with James Madison University to perform work or provide services pursuant to such contract shall register and participate in the E-Verify program to verify information and work authorization of its newly hired employees performing work pursuant to any awarded contract.

Y. CIVILITY IN STATE WORKPLACES: The contractor shall take all reasonable steps to ensure that no individual, while performing work on behalf of the contractor or any subcontractor in connection with this agreement (each, a "Contract Worker"), shall engage in 1) harassment (including sexual harassment), bullying, cyber-bullying, or threatening or violent conduct, or 2) discriminatory behavior on the basis of race, sex, color, national origin, religious belief, sexual orientation, gender identity or expression, age, political affiliation, veteran status, or disability.

The contractor shall provide each Contract Worker with a copy of this Section and will require Contract Workers to participate in training on civility in the State workplace. Upon request, the contractor shall provide documentation that each Contract Worker has received such training.

For purposes of this Section, "State workplace" includes any location, permanent or temporary, where a Commonwealth employee performs any work-related duty or is representing his or her

agency, as well as surrounding perimeters, parking lots, outside meeting locations, and means of travel to and from these locations. Communications are deemed to occur in a State workplace if the Contract Worker reasonably should know that the phone number, email, or other method of communication is associated with a State workplace or is associated with a person who is a State employee.

The Commonwealth of Virginia may require, at its sole discretion, the removal and replacement of any Contract Worker who the Commonwealth reasonably believes to have violated this Section.

This Section creates obligations solely on the part of the contractor. Employees or other third parties may benefit incidentally from this Section and from training materials or other communications distributed on this topic, but the Parties to this agreement intend this Section to be enforceable solely by the Commonwealth and not by employees or other third parties.

- Z. TAXES: Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against this contract shall usually be free of Federal excise and transportation taxes. The Commonwealth's excise tax exemption registration number is 54-73-0076K.

### VIII. SPECIAL TERMS AND CONDITIONS

- A. AUDIT: The Contractor hereby agrees to retain all books, records, systems, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The Commonwealth of Virginia, its authorized agents, and/or State auditors shall have full access to and the right to examine any of said materials during said period.
- B. CANCELLATION OF CONTRACT: James Madison University reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.
- C. IDENTIFICATION OF PROPOSAL ENVELOPE: The signed proposal should be returned in a separate envelope or package, sealed and identified as follows:

From:	<u>Grand Event Center</u>	<u>7/2/25</u>	<u>2:00pm</u>
	Name of Offeror	Due Date	Time
	<u>1599 Berryville pike</u>	<u>DKM-1234</u>	
	Street or Box No.	RFP #	
	<u>Winchester, VA, 22602</u>	<u>Special Event Equipment Rental</u>	
	City, State, Zip Code	RFP Title	
Name of Purchasing Officer: <u>Joel Solenberger</u>			

The envelope should be addressed as directed on the title page of the solicitation.

The Offeror takes the risk that if the envelope is not marked as described above, it may be inadvertently opened and the information compromised, which may cause the proposal to be

disqualified. Proposals may be hand-delivered to the designated location in the office issuing the solicitation. No other correspondence or other proposals should be placed in the envelope.

- D. LATE PROPOSALS: To be considered for selection, proposals must be received by the issuing office by the designated date and hour. The official time used in the receipt of proposals is that time on the automatic time stamp machine in the issuing office. Proposals received in the issuing office after the date and hour designated are automatically non responsive and will not be considered. The University is not responsible for delays in the delivery of mail by the U.S. Postal Service, private couriers, or the intra university mail system. It is the sole responsibility of the Offeror to ensure that its proposal reaches the issuing office by the designated date and hour.
- E. UNDERSTANDING OF REQUIREMENTS: It is the responsibility of each offeror to inquire about and clarify any requirements of this solicitation that is not understood. The University will not be bound by oral explanations as to the meaning of specifications or language contained in this solicitation. Therefore, all inquiries deemed to be substantive in nature must be in writing and submitted to the responsible buyer in the Procurement Services Office. Offerors must ensure that written inquiries reach the buyer at least five (5) days prior to the time set for receipt of offerors proposals. A copy of all queries and the respective response will be provided in the form of an addendum to all offerors who have indicated an interest in responding to this solicitation. Your signature on your Offer certifies that you fully understand all facets of this solicitation. These questions may be sent via email directly to the Procurement Officer listed on the signature page of this solicitation or by Fax to 540/568-7935.
- F. RENEWAL OF CONTRACT: This contract may be renewed by the Commonwealth for a period of four (4) successive one year periods under the terms and conditions of the original contract except as stated in 1. and 2. below. Price increases may be negotiated only at the time of renewal. Written notice of the Commonwealth's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period.
1. If the Commonwealth elects to exercise the option to renew the contract for an additional one-year period, the contract price(s) for the additional one year shall not exceed the contract price(s) of the original contract increased/decreased by no more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
  2. If during any subsequent renewal periods, the Commonwealth elects to exercise the option to renew the contract, the contract price(s) for the subsequent renewal period shall not exceed the contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
- G. SUBMISSION OF INVOICES: All invoices shall be submitted within sixty days of contract term expiration for the initial contract period as well as for each subsequent contract renewal period. Any invoices submitted after the sixty day period will not be processed for payment.
- H. OPERATING VEHICLES ON JAMES MADISON UNIVERSITY CAMPUS: Operating vehicles on sidewalks, plazas, and areas heavily used by pedestrians is prohibited. In the unlikely event a driver should find it necessary to drive on James Madison University sidewalks, plazas, and areas heavily used by pedestrians, the driver must yield to pedestrians. For a complete list of parking regulations, please go to [www.jmu.edu/parking](http://www.jmu.edu/parking); or to acquire a

service representative parking permit, contact Parking Services at 540.568.3300. The safety of our students, faculty and staff is of paramount importance to us. Accordingly, violators may be charged.

- I. COOPERATIVE PURCHASING / USE OF AGREEMENT BY THIRD PARTIES: It is the intent of this solicitation and resulting contract(s) to allow for cooperative procurement. Accordingly, any public body, (to include government/state agencies, political subdivisions, etc.), cooperative purchasing organizations, public or private health or educational institutions or any University related foundation and affiliated corporations may access any resulting contract if authorized by the Contractor.

Participation in this cooperative procurement is strictly voluntary. If authorized by the Contractor(s), the resultant contract(s) will be extended to the entities indicated above to purchase goods and services in accordance with contract terms. As a separate contractual relationship, the participating entity will place its own orders directly with the Contractor(s) and shall fully and independently administer its use of the contract(s) to include contractual disputes, invoicing and payments without direct administration from the University. No modification of this contract or execution of a separate agreement is required to participate; however, the participating entity and the Contractor may modify the terms and conditions of this contract to accommodate specific governing laws, regulations, policies, and business goals required by the participating entity. Any such modification will apply solely between the participating entity and the Contractor.

The Contractor will notify the University in writing of any such entities accessing this contract. The Contractor will provide semi-annual usage reports for all entities accessing the contract. The University shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the contract. It is understood and agreed that the University is not responsible for the acts or omissions of any entity and will not be considered in default of the contract no matter the circumstances.

Use of this contract(s) does not preclude any participating entity from using other contracts or competitive processes as needed.

- J. SMALL BUSINESS SUBCONTRACTING AND EVIDENCE OF COMPLIANCE:

1. It is the goal of the Commonwealth that 42% of its purchases are made from small businesses. This includes discretionary spending in prime contracts and subcontracts. All potential offerors are required to submit a Small Business Subcontracting Plan. Unless the offeror is registered as a Department of Small Business and Supplier Diversity (SBSD)-certified small business and where it is practicable for any portion of the awarded contract to be subcontracted to other suppliers, the contractor is encouraged to offer such subcontracting opportunities to SBSBD-certified small businesses. This shall not exclude SBSBD-certified women-owned and minority-owned businesses when they have received SBSBD small business certification. No offeror or subcontractor shall be considered a Small Business, a Women-Owned Business or a Minority-Owned Business unless certified as such by the Department of Small Business and Supplier Diversity (SBSD) by the due date for receipt of proposals. If small business subcontractors are used, the prime contractor agrees to report the use of small business subcontractors by providing the purchasing office at a minimum the following information: name of small business with the SBSBD certification number or FEIN, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product/service provided. **This information shall be submitted to: JMU Office of Procurement Services, Attn:**

**SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807 or [swamreporting@jmu.edu](mailto:swamreporting@jmu.edu) .**

2. Each prime contractor who wins an award in which provision of a small business subcontracting plan is a condition of the award, shall deliver to the contracting agency or institution with every request for payment, evidence of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the small business subcontracting plan. **This information shall be submitted to: JMU Office of Procurement Services, SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807 or [swamreporting@jmu.edu](mailto:swamreporting@jmu.edu) .** When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm with the Department of Small Business and Supplier Diversity (SBSD) certification number or FEIN number, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product or service provided. Payment(s) may be withheld until compliance with the plan is received and confirmed by the agency or institution. The agency or institution reserves the right to pursue other appropriate remedies to include, but not be limited to, termination for default.
  3. Each prime contractor who wins an award valued over \$200,000 shall deliver to the contracting agency or institution with every request for payment, information on use of subcontractors that are not Department of Small Business and Supplier Diversity (SBSD)-certified small businesses. When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm, phone number, FEIN number, total dollar amount subcontracted, and type of product or service provided. **This information shall be submitted to: JMU Office of Procurement Services, Attn: SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807 or [swamreporting@jmu.edu](mailto:swamreporting@jmu.edu) .**
- K. **AUTHORIZATION TO CONDUCT BUSINESS IN THE COMMONWEALTH:** A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the Code of Virginia or as otherwise required by law. Any business entity described above that enters into a contract with a public body shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. A public body may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.
- L. **PUBLIC POSTING OF COOPERATIVE CONTRACTS:** James Madison University maintains a web-based contracts database with a public gateway access. Any resulting cooperative contract/s to this solicitation will be posted to the publicly accessible website. Contents identified as proprietary information will not be made public.
- M. **CRIMINAL BACKGROUND CHECKS OF PERSONNEL ASSIGNED BY CONTRACTOR TO PERFORM WORK ON JMU PROPERTY:** The Contractor shall obtain criminal background checks on all of their contracted employees who will be assigned to perform services on James Madison University property. The results of the background checks will be directed solely to the Contractor. The Contractor bears responsibility for confirming to the University contract administrator that the background checks have been completed prior to work being performed by their employees or subcontractors. The Contractor shall only assign

to work on the University campus those individuals whom it deems qualified and permissible based on the results of completed background checks. Notwithstanding any other provision herein, and to ensure the safety of students, faculty, staff and facilities, James Madison University reserves the right to approve or disapprove any contract employee that will work on JMU property. Disapproval by the University will solely apply to JMU property and should have no bearing on the Contractor's employment of an individual outside of James Madison University.

- N. INDEMNIFICATION: Contractor agrees to indemnify, defend and hold harmless the Commonwealth of Virginia, its officers, agents, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the contractor/any services of any kind or nature furnished by the contractor, provided that such liability is not attributable to the sole negligence of the using agency or to failure of the using agency to use the materials, goods, or equipment in the manner already and permanently described by the contractor on the materials, goods or equipment delivered.
- O. ADDITIONAL GOODS AND SERVICES: The University may acquire other goods or services that the supplier provides than those specifically solicited. The University reserves the right, subject to mutual agreement, for the Contractor to provide additional goods and/or services under the same pricing, terms, and conditions and to make modifications or enhancements to the existing goods and services. Such additional goods and services may include other products, components, accessories, subsystems, or related services that are newly introduced during the term of this Agreement. Such additional goods and services will be provided to the University at favored nations pricing, terms, and conditions.
- P. ADVERTISING: In the event a contract is awarded for supplies, equipment, or services resulting from this proposal, no indication of such sales or services to James Madison University will be used in product literature or advertising without the express written consent of the University. The contractor shall not state in any of its advertising or product literature that James Madison University has purchased or uses any of its products or services, and the contractor shall not include James Madison University in any client list in advertising and promotional materials without the express written consent of the University.
- Q. ELECTRICAL EQUIPMENT STANDARDS: All equipment/material shall conform to the latest issue of all applicable standards as established by National Electrical Manufacturer's Association (NEMA), American National Standards Institute (ANSI), and Occupational Safety & Health Administration (OSHA). All equipment and material, for which there are OSHA standards, shall bear an appropriate label of approval for use intended from a Nationally Recognized Testing Laboratory (NRTL).
- R. DELIVERY AND STORAGE: It shall be the responsibility of the contractor to make all arrangements for delivery, unloading, receiving and storing materials in the building during installation. The owner will not assume any responsibility for receiving these shipments. Contractor shall check with the owner and make necessary arrangements for security and storage space in the building during installation.
- S. FINAL INSPECTION: At the conclusion of the work, the contractor shall demonstrate to the authorized owners representative that the work is fully operational and in compliance with contract specifications and codes. Any deficiencies shall be promptly and permanently corrected by the contractor at the contractor's sole expense prior to final acceptance of the work.

- T. PRIME CONTRACTOR RESPONSIBILITIES: The contractor shall be responsible for completely supervising and directing the work under this contract and all subcontractors that he may utilize, using his best skill and attention. Subcontractors who perform work under this contract shall be responsible to the prime contractor. The contractor agrees that he is as fully responsible for the acts and omissions of his subcontractors and of persons employed by them as he is for the acts and omissions of his own employees.
- U. SUBCONTRACTS: No portion of the work shall be subcontracted without prior written consent of the purchasing agency. In the event that the contractor desires to subcontract some part of the work specified herein, the contractor shall furnish the purchasing agency the names, qualifications and experience of their proposed subcontractors. The contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the contract.
- V. WORK SITE DAMAGES: Any damage to existing utilities, equipment or finished surfaces resulting from the performance of this contract shall be repaired to the Commonwealth's satisfaction at the contractor's expense.
- W. KEYS: If the Contractor is given keys for this project, it is the Contractor's responsibility to return the keys when the contract is terminated, as well as for the safekeeping of the keys during the contract period. The Contractor shall not loan or duplicate the keys. In the event the Contractor loses the keys, they will be charged for the replacement of the keys and any locks which are rekeyed or replaced.
- X. STANDARDS OF CONDUCT: The work site will be occupied by students and University Personnel during the times work is performed. Contractor and Contractor's personnel shall exercise a particularly high level of discipline, safety and cooperation at all times while on the job site. The Contractor shall be responsible for controlling employee conduct, for assuring that its employees are not boisterous or rude, and assuring that they are not engaging in any destructive or criminal activity. The Contractor is also responsible for ensuring that its employees do not disturb papers on desks, or open desk drawers, cabinets, or briefcases, or use State phones, and the like, except as authorized.
- Y. EXTRA CHARGES NOT ALLOWED: The bid price shall be for complete installation ready for the Commonwealth's use, and shall include all applicable freight and installation charges; extra charges will not be allowed.
- Z. QUANTITIES: Quantities set forth in this solicitation are estimates only, and the contractor shall supply at bid prices actual quantities as ordered, regardless of whether such total quantities are more or less than those shown.

## **IX. METHOD OF PAYMENT**

The contractor will be paid based on invoices submitted in accordance with the solicitation and any negotiations. James Madison University recognizes the importance of expediting the payment process for our vendors and suppliers; we request that our vendors and suppliers enroll in our bank's Comprehensive Payable options: either the Virtual Payables Virtual Card or the PayMode-X electronic deposit (ACH) to your bank account so that future payments are made electronically. Contractors signed up for the Virtual Payables process will receive the benefit of being paid Net 15. Additional information is available online at:

<http://www.jmu.edu/financeoffice/accounting-operations-disbursements/cash-investments/vendor-payment-methods.shtml>

## **X. PRICING SCHEDULE**

The offeror shall provide pricing for all products and services included in proposal indicating one-time and on-going costs. The resulting contract will be cooperative and pricing shall be inclusive for the attached Zone Map, of which JMU falls within Zone 2.

Specify any associated charge card processing fees, if applicable, to be billed to the university.

### **A. On Demand Event Equipment Rental**

1. The contractor shall provide pricing for all products and services included in proposal indicating the percentage discount off of retail rental pricing that would be offered to the University.
2. The offeror shall clearly indicate all travel, delivery, set up, and take-down costs along with any other miscellaneous fees that would apply. Include all applicable hourly or daily rates.
3. The offeror shall provide travel and delivery costs for each zone outlined in attachment D, Zone Map.

### **B. Large Events Equipment Rental**

1. The offeror shall provide pricing for all products and services included in proposal indicating the percentage off of retail rental pricing that would be offered to the University.
2. The offeror shall clearly indicate all travel, delivery, set up, and take-down costs along with any other miscellaneous fees that would apply. Include all applicable hourly or daily rates.
3. The offeror shall provide pricing for each item specified in attachment E.
4. The offeror shall provide travel and delivery costs for each zone outlined in attachment D, Zone Map.

## **XI. ATTACHMENTS**

Attachment A: Offeror Data Sheet

Attachment B: Small, Women, and Minority-owned Business (SWaM) Utilization Plan

Attachment C: Standard Contract Sample

Attachment D: Zone Map

Attachment E: Event Pricing and Requirements

Attachment F: VHEPC PAC

Attachment G: SWaM Sub-contractor Reporting Template

# ATTACHMENT A

## OFFEROR DATA SHEET

### TO BE COMPLETED BY OFFEROR

1. **QUALIFICATIONS OF OFFEROR:** Offerors must have the capability and capacity in all respects to fully satisfy the contractual requirements.
2. **YEARS IN BUSINESS:** Indicate the length of time you have been in business providing these types of goods and services.

Years 38 Months \_\_\_\_\_

3. **REFERENCES:** Indicate below a listing of at least five (5) organizations, either commercial or governmental/educational, that your agency is servicing. Include the name and address of the person the purchasing agency has your permission to contact.

CLIENT	LENGTH OF SERVICE	ADDRESS	CONTACT PERSON/PHONE #
Laurel Ridge Community College	20+ yrs	Middletown, VA	Brandy Boies (540) 247-7343
Blue Ridge Community College	9 yrs	Weyers Cave, VA	Lori Yirsa (540) 453-2202
Foxcroft Academy	17 yrs	Middleburg, VA	Jill Atanasi (240) 993-6665
Frederick County Public Schools	23 yrs	Frederick Co., VA	Lisa Minniey (540) 869-5060
Winchester City Public Schools	25 yrs	Winchester, VA	Ron Handley (540) 974-0988

4. List full names and addresses of Offeror and any branch offices which may be responsible for administering the contract.

Grand Event Center 1599 Berryville Pike Winchester VA 22603

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5. **RELATIONSHIP WITH THE COMMONWEALTH OF VIRGINIA:** Is any member of the firm an employee of the Commonwealth of Virginia who has a personal interest in this contract pursuant to the CODE OF VIRGINIA, SECTION 2.2-3100 - 3131?

[ ] YES [X] NO

IF YES, EXPLAIN:

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ATTACHMENT B

Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

Offeror Name: Grand Event center

Preparer Name: Joel Solenberger

Date: 7/1/25

Is your firm a **Small Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes  No

If yes, certification number: 705961 Certification date: 09/01/2016

Is your firm a **Woman-owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes  No

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

Is your firm a **Minority-Owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes  No

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

Is your firm a **Micro Business** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes  No

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

**Instructions:** *Populate the table below to show your firm's plans for utilization of small, women-owned and minority-owned business enterprises in the performance of the contract. Describe plans to utilize SWaMs businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.*

**Small Business:** "Small business " means a business, independently owned or operated by one or more persons who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years.

**Woman-Owned Business Enterprise:** A business concern which is at least 51 percent owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more women, and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWAM Program, all certified women-owned businesses are also a small business enterprise.**

**Minority-Owned Business Enterprise:** A business concern which is at least 51 percent owned by one or more minorities or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more minorities and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWAM Program, all certified minority-owned businesses are also a small business enterprise.**

**Micro Business** is a certified Small Business under the SWaM Program and has no more than twenty-five (25) employees AND no more than \$3 million in average annual revenue over the three-year period prior to their certification.

**All small, women, and minority owned businesses must be certified by the Commonwealth of Virginia Department of Small Business and Supplier Diversity (SBSD) to be counted in the SWAM program. Certification applications are available through SBSB at 800-223-0671 in Virginia, 804-786-6585 outside Virginia, or online at <http://www.sbsd.virginia.gov/> (Customer Service).**

**RETURN OF THIS PAGE IS REQUIRED**

**ATTACHMENT B (CNT'D)**  
**Small, Women and Minority-owned Businesses (SWaM) Utilization Plan**

Procurement Name and Number: \_\_\_\_\_ Date Form Completed: \_\_\_\_\_

Listing of Sub-Contractors, to include, Small, Woman Owned and Minority Owned Businesses  
 for this Proposal and Subsequent Contract

Offeror / Proposer: \_\_\_\_\_

Firm \_\_\_\_\_ Address \_\_\_\_\_ Contact Person/No. \_\_\_\_\_

Sub-Contractor's Name and Address	Contact Person & Phone Number	SBSD Certification Number	Services or Materials Provided	Total Subcontractor Contract Amount (to include change orders)	Total Dollars Paid Subcontractor to date (to be submitted with request for payment from JMU)

*(Form shall be submitted with proposal and if awarded, a SWaM Sub-contractor Reporting Form shall be submitted to [swanreporting@jmu.edu](mailto:swanreporting@jmu.edu) )*

**RETURN OF THIS PAGE IS REQUIRED**

ATTACHMENT C



COMMONWEALTH OF VIRGINIA  
STANDARD CONTRACT

Contract No. \_\_\_\_\_

This contract entered into this \_\_\_\_\_ day of \_\_\_\_\_ 20\_\_\_\_, by \_\_\_\_\_ hereinafter called the "Contractor" and Commonwealth of Virginia, James Madison University called the "Purchasing Agency".

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the services to the Purchasing Agency as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: From \_\_\_\_\_ through \_\_\_\_\_

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposals dated \_\_\_\_\_:
  - (a) The Statement of Needs,
  - (b) The General Terms and Conditions,
  - (c) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions;
  - (d) List each addendum that may be issued
- (3) The Contractor's Proposal dated \_\_\_\_\_ and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
  - (a) Negotiations summary dated \_\_\_\_\_.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

CONTRACTOR:

PURCHASING AGENCY:

By: \_\_\_\_\_  
(Signature)

By: \_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Printed Name)

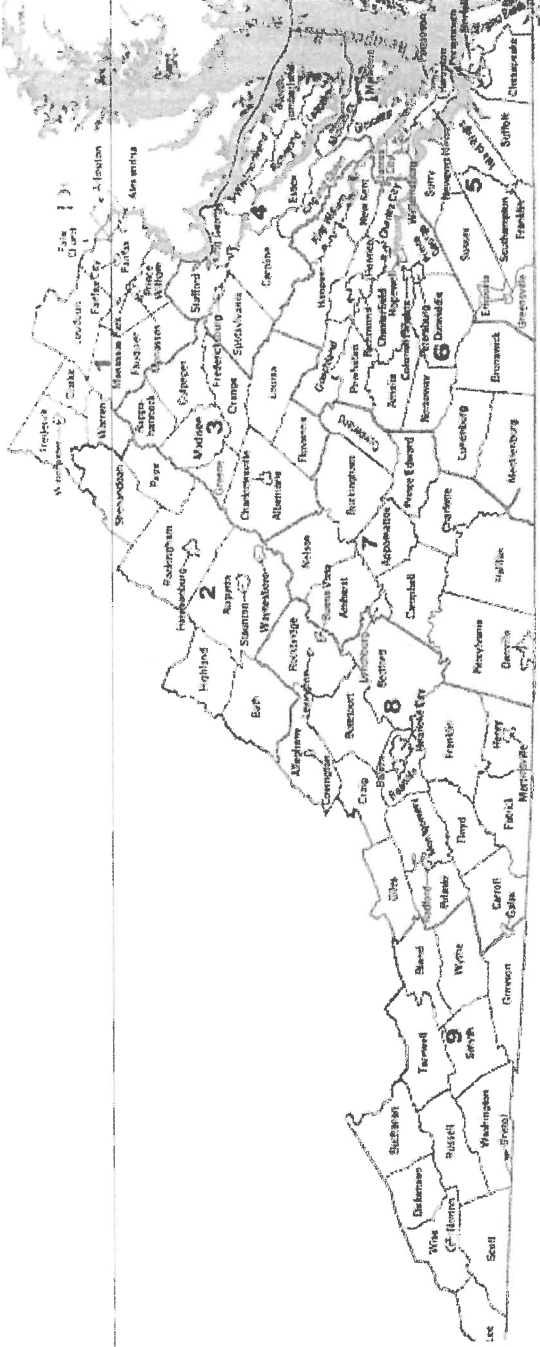
\_\_\_\_\_  
(Printed Name)

Title: \_\_\_\_\_

Title: \_\_\_\_\_

**ATTACHMENT D**

**Zone Map**



**Virginia Association of State College & University Purchasing Professionals (VASCUPP)**

**List of member institutions by zones**

<b>Zone 1</b> George Mason University (Fairfax)	<b>Zone 2</b> James Madison University (Harrisonburg)	<b>Zone 3</b> University of Virginia (Charlottesville)
<b>Zone 4</b> University of Mary Washington (Fredericksburg)	<b>Zone 5</b> Christopher Newport University (Newport News) College of William and Mary (Williamsburg) Norfolk State University (Norfolk) Old Dominion University (Norfolk)	<b>Zone 6</b> Virginia Commonwealth University (Richmond) Virginia State University (Petersburg)
<b>Zone 7</b> Longwood University (Farmville)	<b>Zone 8</b> Virginia Military Institute (Lexington) Virginia Tech (Blacksburg) Radford University (Radford)	<b>Zone 9</b> University of Virginia - Wise (Wise)

**Attachment E**

**Pricing Schedule – Special Event Equipment  
James Madison University**

<b>Chairs</b>	<b>Estimated Quantity</b>	<b>Unit Price</b>	<b>Total Price</b>
Samsonite Folding Chair -All Colors (White, Black, Burgundy)	19,800	\$1.27	\$25146.00
<b>Staging</b>	<b>Estimated Quantity</b>	<b>Unit Price</b>	<b>Total Price</b>
32' x 16' skirt on four (4) sides, two (2) stairways, safety rail on three (3) sides ~Rose Library	1	\$1252.05	\$1252.05
32' x 20' x 3' ht Skirt on four (4) sides, two (2) stairways, one (1) ADA ramp, and safety rails on three (3) sides. ~Wilson Quad	1	\$1875.93	\$1875.93
36' x 28' black skirt on four (4) sides, one (1) stairway, safety rail on three (3) sides, and two (2) ADA ramps. ~Stadium	1	\$2369.75	\$2369.75
24' x 20' x 2' ht black skirt on four (4) sides, two (2) stairways, and safety rail on three (3) sides ~Duke Lawn	1	\$1301.23	\$1301.23
4' x 4' x 36" ht black skirt on four sides one stairway, safety rail on two (2) sides ~Videographer's Stand	1	\$135.90	\$135.90
<b>White Frame Tents w/ Concrete Anchors &amp; Fire Extinguisher</b>	<b>Estimated Quantity</b>	<b>Unit Price</b>	<b>Total Price</b>
10' x 10'	3	\$149.60	\$448.80
15' x 15'	7	\$231.10	\$1617.70
20' x 20'	1	\$462.20	\$462.20
20' x 30'	1	\$590.25	\$590.25
20' x 40'	1	\$745.80	\$745.80
30' x 60'	1	\$1383.80	\$1383.80
40' x 60'	1	\$1804.55	\$1804.55
40' x 80'	1	\$2206.60	\$2206.60
30' x 45' ADA Tent	1	\$1187.77	\$1187.77
60' x 120' Fire Package Tent	1	\$5782.22	\$5782.22
<b>Staked White Frame Tents &amp; Fire Extinguisher</b>	<b>Estimated Quantity</b>	<b>Unit Price</b>	<b>Total Price</b>
10' x 10'	1	\$93.50	\$93.50
15' x 15'	1	\$182.11	\$182.11
20' x 20'	1	\$327.25	\$327.25
20' x 30'	1	\$420.75	\$420.75
20' x 40'	1	\$514.25	\$514.25
30' x 60'	1	\$1075.25	\$1075.25
40' x 60'	1	\$1496.00	\$1496.00
40' x 80'	1	\$1870.00	\$1870.00

<b>Tables</b>	<b>Estimated Quantity</b>	<b>Unit Price</b>	<b>Total Price</b>
8' Banquet Table	30	\$8.99	\$280.21
6' Banquet Table	1	\$7.19	\$7.19
6' Round Dining Table	1	\$7.19	\$7.19
36" x 42" ht Cocktail Round Table	1	\$8.99	\$8.99
30" Cocktail Table w/ 30" & 42" ht Columns & Bases	1	\$8.99	\$8.99
<b>Miscellaneous</b>	<b>Estimated Quantity</b>	<b>Unit Price</b>	<b>Total Price</b>
White Resin Stanchion w/ Chain	50	\$12.00	\$600.00
Pipe and Drape- Black x 8' height (per linear foot)	80 ft.	\$5.35	\$428.40
Barricaded Crowd Control Stanchion (per foot)	50 ft.	\$12.00	\$600.00
Stage Skirt per linear foot	1 ft.	\$1.30	\$1.30
Staging per sq. ft. (if multiple options of staging are available, provide pricing for each)	1 ft.	\$1.68	\$1.68
Safety Rail per linear foot	1 ft.	\$2.50	\$2.50
ADA Ramp per linear foot	1 ft.	\$1.68	\$1.68
Event Carpet Runner	90 ft.	\$2.10	\$2.10
<b>Sanitation</b>	<b>Estimated Quantity</b>	<b>Unit Price</b>	<b>Total Price</b>
Mobile Comfort Station	2	NA	NA
Mobile Comfort Station with two (2) ADA ramps	1	NA	NA
Skid Mounted ADA Comfort Station	1	NA	NA
Mobile Elite Comfort Station with ADA (2) ADA ramps	1	NA	NA
<b>Flooring</b>	<b>Estimated Quantity</b>	<b>Unit Price</b>	<b>Total Price</b>
Portable Flooring w/ edge ramps for entire perimeter of layout	38,540 sq ft.	\$2.00	\$77080.00
<b>Labor</b>	<b>Estimated Quantity</b>	<b>Unit Price</b>	<b>Total Price</b>
Set up and take down table(s)	1	\$4.00	\$4.00
Set up and take down of chair(s)	1	\$2.00	\$2.00
Installation and removal of flooring	1	included in floor	included in floor
<b>Delivery</b>	<b>Total Price</b>		
Delivery Lot (Commencement)	\$250.00		
Equipment Distribution Charge (Commencement)	NA		

**Pricing Schedule – Special Event Equipment  
University of Virginia**

<u>Description</u>	<u>Estimated Quantity</u>	<u>Unit Price</u>	<u>Total Price</u>
Samsonite Folding Chair -All Colors	38,150	\$1.35	\$ 51502.50
<b>Staging</b>			
40' x 20' x 2'ht 80' Black Skirt Two stairways 64' Safety rail Aquatics	1	\$2008.80	\$2008.80
4' x 4' x 16'ht Interpreter's Riser (With one single step) ~Aquatics~	1	\$62.10	\$62.10
36' x 20' x 2'ht Black Skirt on three sides Two 28' ADA ramps ~Law School (Clay Hall)	1	\$2372.47	\$2372.47
48' x 12' x varying heights- Black skirt on front side Two stairways Safety rail on two sides Old Cabell~	1	\$1697.93	\$1697.93
Extend Rental Additional Three Weeks ~Old Cabell~	1	NA	NA
8' x 16' Two Tier Press Riser (Each tier 4' x 16') Old Cabell~	1	\$321.37	\$321.37
4' x 4' x 16'ht Interpreter's Riser (With one single step) ~Old Cabell~	1	\$62.10	\$62.10
4' x 4' x 16'ht Interpreter's Riser (With one single step) ~Mid-Lawn between Old Cabell and Rotunda~		\$62.10	\$62.10
28' x 28' x 2'ht- White Skirt on three sides One stairway Two 24' ADA ramps ~Darden~	1	\$2275.63	\$2275.63

<u>Description</u>	<u>Estimated Quantity</u>	<u>Unit Price</u>	<u>Total Price</u>
24' x 12' x 2'ht- 48' Black Skirt Two 16' ADA ramps Safety rail on back side 24' x 8' ht Pipe & Black Drape ~North Grounds Rec~	1	\$3300.12	\$3300.12
4' x 8' x 2'ht- Black skirt on four sides One stairway ~North Grounds Rec Audio	1	\$165.70	\$165.70
8' x 8' x 2'ht- Black Skirt on four sides One stairway ~Law School~	1	\$235.43	\$235.43
12' x 8' x 2'ht- Black skirt on four sides One stairway ~Law School~	1	\$304.31	\$304.31
20' x 12' x 8'ht- No stairway Black skirt on three sides ~Art School~ (Band Rehearsal)	1	\$573.38	\$573.38
32' x 16' x 2'ht- Black skirt on three sides Two ADA Ramps x 24' (48') No Stairway ~Thornton Courtyard~	1	\$2084.40	\$2084.40
32' x 16' x 16'ht - Black skirt on three sides Two ADA Ramps x 28' No Stairway or railings Two 16' ADA ramps ~Slaughter Rec~	1	\$1961.10	\$1961.10
<b>Folding Tables</b> - 8' x 30' x 29'ht	110	\$ 8.99	\$899.10
<b>Banquet Tables</b> - 6'	42	\$ 7.19	\$307.02
Round Dining table - 6'	90	\$10.34	\$930.69
<b>Table Linens</b> -			
White Tablecloth (90" x 156")	7	\$19.80	\$138.60
Black Table Skirt x 14' x 29"	7	\$21.60	\$151.20
<b>Staging Accessories</b>			
Stage Skirt per linear foot	1	\$1.30	\$1.30
Stage safety rail per linear foot	1	\$2.50	\$2.50
Black Stage Skirt - 24" x 8'	12	\$25.20	\$302.40
<b>Miscellaneous</b>			
Pipe and Drape Black x 12' ht - per linear foot	24'	\$5.35	\$128.52
Pipe and Drape Black x 12'ht -per linear foot	60'	\$5.35	\$321.00

Chrome Stanchion with Retractable black tape	6	NA	NA
ADA Ramp 24' ramp plus one turn deck ~Amphitheater~	1	NA	NA

**Quantities provided in this RFP are estimates, and the Selected Firm(s) will supply actual quantities ordered at the proposed price, regardless of whether the total quantities are more or less than, the estimates provided in this RFP.**

**AGREEMENT  
PUBLICLY ACCESSIBLE CONTRACT (PAC)**

This Agreement, effective the [DAY <sup>st/nd</sup>] day of [MONTH, YEAR], is by and between James Madison University (the "University"), on behalf of the Virginia Higher Education Procurement Consortium (the "Consortium") (collectively the "University"), and [VENDOR NAME], ("Vendor").

**TERM**

The term of this Agreement shall begin [Date] to [Date] with [Number] of [Number] year renewal options, and an expected final expiration date of [Date]. This end date coincides with the Primary Agreement's [Agreement Number] end date.

**WITNESS**

WHEREAS, the University and Vendor have executed an agreement, UCPJMUXXXX, dated MONTH XX, 20XX (the "Primary Agreement"), and included in the Primary Agreement is a third-party access / cooperative clause. Now therefore, the University and Vendor wish to express in this Agreement the specific terms that will allow third party access to the Primary Agreement.

Accordingly, and in consideration of the mutual premises and provisions hereof, the parties hereby agree as follows:

I. Vendor will:

- A. Pay the University 1% of all sales to accessing entities outside of the Consortium membership associated with the Primary Agreement (as the "PAC Annual Fee"). The PAC Annual Fee will be paid in exchange for marketing services provided by the University and the Consortium described below in Section II.
- B. Fully support this marketing relationship by promoting the availability of the Primary Agreement to non-Consortium entities;
- C. Provide quarterly sales reports detailing the amount of sales to each non-Consortium accessing entity; and

II. The University/Consortium will:

- A. Promote the Primary Agreement on its website and through other channels (e.g., conferences) to non-Consortium members
- B. Maintain an approved version of Vendor's logo on the Consortium website

III. Payment:

- A. Payment of PAC Annual Fee will arrive at the University no later than August 31 of each year. The University and Consortium will share the payments equally and allocate payments to the appropriate accounts.

In the event of early termination of the Primary Agreement, this residual payment will arrive at the University no later than 45 calendar days from termination date of the Primary Agreement.

- B. Payment of PAC Annual Fee will take the form of a check. Checks will be made payable to the University of Virginia and sent to:

Constance Alexander, Office Manager  
Procurement and Supplier Diversity Services  
University of Virginia, Carruthers Hall  
c/o VHEPC  
PO Box 400202  
1001 N. Emmet Street  
Charlottesville, VA 22904

IV. Notices:

Any notice required or permitted to be given under this Agreement will be in writing and will be deemed duly given: (1) if delivered personally, when received; (2) if sent by recognized overnight courier service, on the date of the receipt provided by such courier service; (3) if sent by registered mail, postage prepaid, return receipt requested, on the date shown on the signed receipt; or (4) if sent by electronic mail, when received (as verified by the email date and time) if delivered no later than 4:00 p.m. (receiver's time) on a business day or on the next business day if delivered (as verified by sender's machine) after 4:00 p.m. (receiver's time) on a business day or on a non-business day. All such notices will be addressed to a party at such party's address or facsimile number as shown below.

If to the University:

Procurement Services  
c/o Director of Procurement  
James Madison University  
752 Ott Street, MSC 5720  
Harrisonburg, VA 22807

If to Vendor:

[Vendor Contact]  
[Vendor]  
[Address]  
[City, State, Zip]  
Email: [Vendor Email]  
Fax: [Fax]

**ACCEPTANCE**

**For James Madison University**

**For [Vendor]**

\_\_\_\_\_  
[Lead Proc]  
[Lead Job Title]

\_\_\_\_\_  
[Vendor Contact]  
[Vendor Contact Title]

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

Agreement #: [JMU Contract Number]-PAC

SAMPLE

**Offeror Shall Respond to the Following:**

1. Provide a brief history of your firm, its qualifications & experience in providing special event equipment rental services for small/on-demand and large-scale University and College commencement ceremonies. We have been an event rental company since 1987, so we have close to 40 years of experience working in this industry. We have worked directly with James Madison University for 13 years. Over that time, we have gotten to make personal relationships with several different JMU staff members and learn the layout of the school as it grows larger. This has helped us be able to serve your needs and provide better service. Beyond our relationship that we have with JMU, we also provide rentals for a few other colleges and several high schools.
2. Describe consultation and guidance that may be provided to James Madison University in determining exact needs for specific events and locations. As mentioned in the previous question, we have a 13 year relationship with JMU, which has led to us becoming very familiar with the school's layout. This means we can help guide any JMU staff member to where things can be placed safely and within the school's typical parameters (for example, if a tent can be staked or has to be ballasted). Beyond that, we can always lend advice to tent sizing, chair and table counts and event staging.
3. Describe firm's ability to accommodate requests for site visits to make recommendations and suggestions concerning equipment needed. We provide site checks free of charge. If needed, we just ask for 7 days notice for scheduling purposes.
4. Unanticipated events may be held with little to no notice. Describe the expected turnaround time for events at James Madison University and how tight deadlines are met. Whenever possible, we ask for at least 14 days' notice for all events. However, we will accommodate any last-minute order to the best of our ability. Any orders placed inside of 14 days may incur additional fees due to the extra labor involved.
5. Provide information of essential personnel who will be assigned to work with the University including a description of their experience in providing similar Special Equipment Rental Services.

**Essential personnel:**

- **Annie Bell:** General Manager, 9 years. Anne works directly with anyone who is placing an order for JMU. Annie has come out on site several times and is familiar with the university's layouts and needs. She will also be the main person who assigns orders to our crews.
- **Joel Solenberger:** Co-Manager, 16 years. Joel runs our front desk and is usually who staff members will normally be speaking with. Joel is very familiar with JMU and has been involved since we first became an approved JMU Vendor.
- **Juan Castillo:** Team Lead, 10 years. Juan has been our main lead for JMU for 7 years. In that time he has become experienced in annual orders as well as learning the campus so he can successfully manage orders that are one-time events only. In this time, he has cultivated relationships with staff members that place continuous orders with us. This helps him be able to execute his orders to that staff member's request.

- **Vicente Amador- Bolanos:** Team Lead, 13 years. ‘Cente’ is our secondary lead. He has been working on JMU events since we first became contracted with the university. He is very familiar with the school’s layout, staff members, and recurring events.
    - a. Identify any certifications and licenses that the contractor and or employee(s) may currently hold. Since we are just an Event rental company, we are not required to hold any special certifications and licenses. That said, all our employees have met all requirements to work legally in Virginia. As a business we have met all requirements to do business in Virginia.
    - b. Describe the training, expertise, and supervision of personnel that may be assigned to service the University. Already listed above under each individual’s name.
6. Describe in warranty detail for all equipment and services. All products on a confirmed order from JMU are guaranteed. We charge a 10% damage waiver to all rentals, which covers up to \$1000 of damage that may incur while our product is in your possession.
  7. Describe in detail cancellation requirements. 50% of the order will be retained if a cancellation is made inside 7 days of delivery. 100% of the order will be retained from a cancellation made inside 24 hours of delivery. Any cancellations made to an order up to 7 days before the event are not subject to any penalties.
  8. Describe invoice procedures. Provide sample invoice with proposal. PO’s are provided by the JMU staff member who places the order . In turn, an invoice will be provided to that same staff member at the completion of that event. Invoice included is an actual invoice billed to JMU in 2024.
  9. Provide the amount of annual sales the firm has with each VASCUPP Member Institution. A list of VASCUPP members can be found at <https://vascupp.org/>
    - **James Madison University:** \$31,000.00
    - **Virginia Tech:** \$1000
    - **University of Virginia:** \$1000

**Offerors may respond to Section A, Section B, or both depending upon the services Offeror provides.**

**A. On Demand Event Equipment Rental – Offerors shall provide a respond to the following:**

1. General
  - a. Describe firm’s ability to provide special event rental services for small or medium, multi-location events. Be specific in detailing the event from beginning to end including ability to provide set-up and take-down services. We 100% have the ability to provide any of the products we offer to facilitate small and medium events. We often provide rentals for several different events on the same day and within the same week. We work with JMU to deliver and set up our orders within the time parameter set by the ordering staff. For example, we completed a table order on June 23, 2025, that needed to be split delivery between The School of Music and The

Forbes Center for the Performing Arts. The order had to be delivered at 9 am specifically and set up. We in turn broke down and picked the order up from both locations simultaneously on June 30, 2025.

- b. Unanticipated events may be held with little to no notice. Describe the expected turnaround time for events at James Madison University and how tight deadlines are met. As long as we have the product availability, we can generally facilitate a last minute order within 24 hours from the time the order is placed.
- c. Describe the timeframe for set-up and take-down of equipment. It absolutely depends on the size and type of equipment we are setting up and breaking down. Set up and breakdown of tables and chairs take a minute per item whereas a tent can take hours depending on size. We communicate with the ordering staff member and discuss set up and break down times for each individual event.
- d. Describe in detail cancellation requirements. 50% of the order will be retained if the cancellation is made inside 7 days before the event. 100% of the order will be retained from a cancellation made inside 24 hours of delivery. Any cancellations made up to 7 days before the event are not subject to penalties.
- e. Provide primary contact for all James Madison University special event rental services. Joel Solenberger, Annie Bell

## 2. Equipment

- a. Provide a link to your firm's online special event rental catalog. Website: [www.grandeventcenter.net](http://www.grandeventcenter.net) \*price guide is also attached.
- b. Describe seating options including the maximum number of uniform chairs that can be accommodated with one order. Include seating specifications, colors, etc. Provide descriptive literature, specifications and pictures, of seating options being offered. White vinyl folding chairs: 4000, White poly-resin garden chairs: 2000, Chiavari & Cross-back chairs: 250 each. Pictures provided.
- c. Describe staging options to include various sizes, styles, skirting etc. Provide descriptive literature, specifications, and pictures of staging being offered. We offer Biljax adjustable staging. We carry 4'x8' sections and 4' x 4' sections. We can offer any size stage as long as it is a multiple of 4'. The largest stage we can assemble is 1280' sq ft, not including any ADA certified ramps or steps. Manufacturers specs included.
- d. Describe table options to include various sizes and styles. Provide descriptive literature, specifications, and pictures of tables being offered. We offer round, rectangular and serpentine tables. Round tables can be rented in 3', 4', 5' and 6', plus cocktail. Rectangular tables can be rented in 6' and 8'. Serpentine and our half round tables are 60".

- e. Describe tent options to include various sizes and styles and associated cost. Provide descriptive literature, specifications, and pictures of tents being offered. We offer both pole and frame tents in several different sizes. We offer tents in 10', 20', 30' and 40' widths. 10' wide tents can be as long as 20', 20' wide tents can be as long as 40', 30' wide tents can be as long as 90', and 40' wide tents can be as long as 200'. We can also combine tents to create coverage for larger areas if needed.
- f. Describe mobile portable sanitation unit options to include various sizes and styles and associated cost. Provide descriptive literature, specifications, and pictures of sanitation units being offered. Not applicable.
- g. Describe portable generator options to include various sizes and power capabilities. Provide descriptive literature, specifications, and pictures of generators being offered. Not applicable
- h. Provide information on other items your firm provides for special event rental. Price guide attached includes our full inventory
- i. Describe minimum order requirements, if applicable None.

**B. Large Scale Events – Offerors shall provide a respond to the following: N/A**



Phone: 540-667-1400 (opt.2)  
 Fax: 540-662-5329  
 1599 Berryville Pike, Winchester VA, 22603  
 info.grandeventcenter@gmail.com  
 http://grandeventcenter.net

# FINAL INVOICE

03/18/24

<b>Rented To:</b>	<b>Delivery Location:</b>	<b>Ticket#</b>
James Madison University 800 S Main St Harrisonburg VA 22807	Family Weekend Godwin Green Area Harrisonburg VA 22807 Julie Bubb / (540) 290-1242	Inv# 3901

<b>Ordered By:</b>	<b>Deliv:</b>	<b>Delivery/Out:</b>	09/26/24 Thu	JOE
<b>Phone:</b> W (540) 568-4103	<b>Event:</b>	<b>Event:</b>	09/28/24 Sat	
<b>PO/Job #</b> 24-479087-001	<b>Pkup:</b>	<b>Pick-up/In:</b>	10/01/24 Tue	JOE

Qty	Item	Description	5 Day Rate	Discount	Total
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Godwin Green area is the road that leads to the stadium entrance.  
 Can delivery Thursday or Friday.  
 Pickup on Monday or Tuesday.  
 Tents can be staked.  
 Set Up The Tents, Tables, Chair First Thing On Godwin Field  
 Please!!!!!!!!!!

1	K120	30' X 60' Frame Tent		-172.50	977.50
60	3071	Side Panel 7'X20' Windowed - 20' Section (Clips)		-22.50	127.50
1	K108	20' X 30' Frame Tent		-67.50	382.50
254	2100	Chair Brown Folding Vinyl		-47.63	269.87
30	2118	Table 72" Round		-49.50	280.50
16	2124	Table 8' Banquet		-20.40	115.60
1	22807	Harrisonburg Va	250.00		250.00

-----AR Payments Applied to This Invoice-----

VI XXXXXXXXXXXXX6273 2618.82 10/09/24 Approval #094190

\*\*\* Total Reflects a \$380.03 Discount \*\*\*

This document is a Contract. The words RENTER and CUSTOMER mean the person who signs this Rental Contract (or obligated under said name). DEALER and GRAND EVENT CENTER refer to GRAND EVENT CENTER only at the address shown to the left. Renter/Customer should be familiar with its unusual failures so there will be no misunderstanding as to the Renter/Customer obligations.

**THE BACK OF THIS CONTRACT CONTAINS IMPORTANT TERMS AND CONDITIONS. ADDITIONAL TERMS AND CONDITIONS LISTED IN SEPARATE RENTAL POLICY GUIDE.**

I acknowledge receipt in good order of the item(s) rented, that I have received and understood instructions regarding the use of the item(s) rented, and that I have read and agree to all terms printed on the face and reverse of this contract, and that I am the renter or authorized agent & signatory for the renter.

Notify Grand Event Center immediately if equipment does not function properly or no refund or allowances will be made.

Rentals	2,153.47
Sales	0.00
Delivery/Other	250.00
County Rental Tax	0.00
Additional Labor	0.00
Damage Waiver	215.35
Deposit	0.00
Sales Tax	0.00
<b>Total</b>	<b>2,618.82</b>
Total Paid	0.00
<b>Amount Billed</b>	<b>2,618.82</b>

LESEE X \_\_\_\_\_

GRAND EVENT CENTER, WHERE YOU GET SERVICE, SELECTION, SATISFACTION, AND SAVINGS.

Chairs



White Vinyl Chairs



White Poly Resin Garden Chairs



Chiavari chairs  
\*Multiple styles available



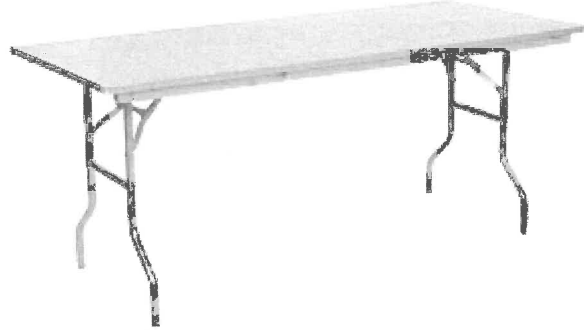
Crossback chairs

\*\*\*Please refer to our website to see all the chairs we offer\*\*\*

Tables



Round table



Rectangular table



Serpentine table



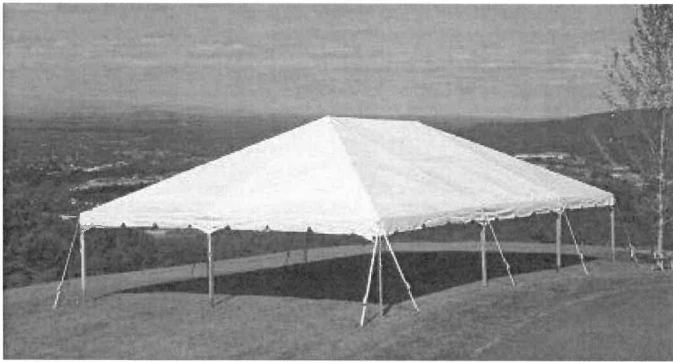
Half-round table

\*\*\* Please refer to our website to see all table size's we offer\*\*\*

## Tents



Pole tent



Frame tent



Sidewall example

\*\*\* Please refer to our website for a complete list of our tent and tent accessories \*\*\*

**GRAND EVENT CENTER**  
**1599 BERRYVILLE PIKE**  
**WINCHESTER, VA 22603**  
**PHONE: 540-667-1400 (opt. 2)**  
**EMAIL: [info.grandeventcenter@gmail.com](mailto:info.grandeventcenter@gmail.com)**  
**WEBSITE: <http://grandeventcenter.net>**

**CHAIRS**

Folding Vinyl Chair (Black / Brown) .....	\$1.25
Folding Vinyl Chair (White) .....	\$1.50
Folding Vinyl Fanback Chair (White) .....	\$1.99
Folding Garden Chair (White / Fruitwood) .....	\$3.35
Chiavari Chair w/ Pad (Gold / Silver / Fruitwood) .....	\$5.95
Cross Back Chair .....	\$6.95
Children's Folding Chair .....	\$1.25
Chair Pad (White / Ivory) .....	\$1.00

**TABLES**

(All tables are approx. 30" tall)

<b>Round</b>	<b>Seating</b>	
36" Round .....	2 .....	\$9.99
48" Round .....	6 .....	\$9.99
60" Round .....	8 .....	\$9.99
72" Round .....	10 .....	\$11.49
30" Round Cocktail (30" or 42" height) .....		\$9.99
<b>Rectangular</b>		
6' Banquet .....	6 .....	\$7.99
8' Banquet .....	8 .....	\$9.99
6' Children's Size .....	6 .....	\$7.99
<b>Farm Tables</b>		
46" x 30" .....	4 .....	\$39.99
96" x 30" .....	8 .....	\$79.99
<b>Specialty</b>		
Half-Round 60" .....		\$9.99
Serpentine 5' x 10' .....		\$11.99
¼" Clamp-On Riser (Inner / Outer) .....		\$4.00
Poly Resin Ice-Fill .....		\$25.00
Portable Bar (4' Folding) .....		
<b>\$45.00</b>		

**SETUP**

Chairs .....	\$1.00 up / \$1.00 down
Tables .....	\$2.00 up / \$2.00 down

\*\*\* ALL ITEMS PRICED AS EACH \*\*\*

## TENTS

Size	Frame	Clear-Top	Pole	High Peak	DIY	Sailcloth
10' x 10'	\$100.00	N/A	N/A	N/A	N/A	
10' x 20'	\$200.00	N/A	N/A	\$250.00	N/A	
16' x 16'	\$250.00	N/A	N/A	N/A	N/A	
20' x 20'	\$350.00	\$450.00	N/A	\$450.00	\$175.00	
20' x 30'	\$450.00	\$600.00	N/A	\$600.00		
20' x 40'	\$550.00	\$800.00	N/A	\$800.00		
30' x 30'	\$700.00	\$975.00	\$600.00			
30' x 40'	\$850.00	\$1200.00	N/A			
30' x 45'	\$1000.00	N/A	\$800.00			
30' x 50'	\$1000.00	\$1425.00	N/A			
30' x 60'	\$1150.00	\$1650.00	\$1000.00			
30' x 75'	N/A	N/A	\$1200.00			
40' x 40'	\$1200.00	\$1500.00	\$1000.00			
40' x 60'	\$1600.00	\$2100.00	\$1400.00			
40' x 80'	\$2000.00	\$2700.00	\$1800.00			
40' x 100'	\$2400.00	\$3300.00	\$2200.00			
40' x 120'	N/A	N/A	\$2600.00			

44' x 43'						\$2550.00
44' x 63'						\$3750.00
44' x 83'						\$4950.00
44' x 103'						\$6150.00

### Sidewalls

Solid Panels	\$2.00/ft
Cathedral Windows	\$2.50/ft
Clear Panels	\$2.50/ft

### Lighting

	Regular	Ivy Wrapped
String Lights (White Strands)	\$1.00/ft	N/A
Bistro Lights (White or Black Strands)	\$1.50/ft	\$3.00/ft (Black)
Paper Lanterns (Set of 12)	\$100.00	N/A
Chandeliers	\$65.00	N/A

### Heating (propane sold separately) \*

80k BTU Propane Tent Heater	\$85.00
170k BTU Propane Tent Heater	\$162.00
* Requires 100 lb propane tank(s)	\$125.00

### Cooling

12" Pole Mounted Fan	\$35.00
36" Pedestal Fan	\$45.00

### Pole Wraps

Center Poles	\$45.00
Side Poles	\$25.00

### IMPORTANT NOTES:

\*\*\* Tents over 900 sq ft may require a tent permit & inspection \*\*\* Setup of tent & all tent options is included in costs listed above

\*\*\* If unsure of the tent size required for your event, ask us for our expert advice!

\*\*\* ALL ITEMS PRICED AS EACH \*\*\*

**LINENS**  
(Available in multiple colors)

<b>Square</b>	<b>Fit</b>	
54" x 54"		\$8.00
60" x 60"		\$8.00
72" x 72"		\$9.00
90" x 90"		\$12.00
<b>Rectangular</b>		
60" x 108"	Half-length on 6' banquet table	\$10.00
60" x 120"	Half-length on 8' banquet table	\$12.00
90" x 132"	Floor-length on 6' banquet table	\$22.00
90" x 156"	Floor-length on 8' banquet table	\$24.00
<b>Round</b>		
84"		\$12.00
90"	Half-length on 60" round table	\$12.00
96"	Floor-length on 36" round table	\$15.00
108"	Floor-length on 48" round table	\$14.00
120"	Floor-length on 60" round table	\$18.00
132"	Floor-length on 72" round table	\$22.00
<b>Sashes (Packs of 10)</b>		
6" x 110"		\$17.50
<b>Runners</b>	*Available in several fabrics, inquire for details and pricing	
<b>Skirting (w/ Clips)</b>		
8.5' Length		\$16.00
13' Length		\$20.00
17' Length	All the way around a 6' banquet table	\$23.00
21' Length	All the way around a 8' banquet table	\$26.00
<b>Napkins</b>		
20" x 20"		\$0.85
<b>Pipe &amp; Drape</b>		
8' Tall		\$7.50/ft
3' Tall		\$5.00/ft
<b>Chair Covers</b>	*Available in several fabrics, inquire for details and pricing	

\*\*\*\*\* Ask about our specialty linen selection for more patterns & fabric styles! \*\*\*\*\*

\*\*\*\*\* Cleaning services are provided free of charge for all linen rentals \*\*\*\*\*

\*\*\*\*\* Replacement charges may apply for damaged, burned, or lost linens \*\*\*\*\*

**TABLEWARE**  
(All items rent by the rack)

\*\*\* ALL ITEMS PRICED AS EACH \*\*\*

<b>(#) Dishware</b>	<b>Diplomat</b>	<b>Regina</b>	<b>Platinum</b>	<b>Glass</b>
(20) Dinner Plate .....	\$12.00	\$12.00	\$12.00	N/A
(25) Salad Plate .....	\$15.00	\$15.00	\$15.00	\$15.00
(25) B & B Plate .....	\$15.00	\$15.00	\$15.00	N/A
(25) Coffee Saucer .....	\$15.00	\$15.00	\$15.00	N/A
(16) Tea Cup .....	\$9.60	\$9.60	N/A	N/A
(25) Coffee Mug .....	\$15.00	N/A	\$15.00	N/A
( ) Soup Bowl .....	(25).\$9.60	(16).\$9.60	(25). \$9.60	N/A
(1) Creamer Dish .....	\$1.50	N/A	N/A	N/A
(1) Sugar Bowl .....	\$1.50	N/A	N/A	N/A
(1) Gravy Boat .....	\$1.50	N/A	N/A	N/A
(1) Platter (Round/Oval) .....	\$2.00	N/A	N/A	N/A
(1) Platter (Rectangular) .....	N/A	\$2.00	N/A	N/A
(1) S/P Shaker Set .....	\$1.00	\$1.00	N/A	\$1.00

**\*\*\* Diplomat: ivory w/ gold edge \*\*\***

**\*\*\* Regina: all-white w/ feathered edge \*\*\***

**\*\*\* Platinum: off-white w/ silver edge \*\*\***

**\*\*\* Glass: clear or cut glass \*\*\***

**(#) Stemware**

(36) Champagne (Straight Edge) ....	\$21.60	(25) Red Wine 8 oz .....	\$15.00
(36) Champagne (Tulip Edge) .....	\$21.60	(36) White Wine 8 oz .....	\$21.60
(25) Champagne Bowl .....	\$15.00	(20) Universal Wine 16 oz ...	\$12.00
(25) Water Goblet (Round Edge) ....	\$15.00	(16) Red Wine 26 oz .....	\$9.60
(25) Water Goblet (Straight Edge) ...	\$15.00	(16) White Wine 26 oz .....	\$9.60
(25) Pilsner Beer .....	\$15.00	(16) Brandy Snifter .....	\$8.00

**(#) Glassware**

(25) Pilsner Beer (Bavarian) .....	\$15.00	(25) Rocks (6 oz / 8 oz) .....	\$15.00
(36) Highball (10 oz / 12 oz) .....	\$21.60	(25) Punch Cup (8 oz) .....	\$15.00
(1) S/P Shaker Set (Plain) .....	\$1.00	(1) S/P Shaker Set (Cut) .....	\$1.00

**(#) Chargers**

(20) Gold / Silver / Black / Wooden .....	\$20.00
---	---------

**(#) Flatware**

(25) Stainless Steel (Chateau) .....	\$11.25
(25) Stainless Steel (Pearl Bead) .....	\$11.25
(25) Silver (Antique) .....	\$13.75
(20) Silver (Regis) .....	\$11.00
(20) Gold (Manhattan) .....	\$13.00
(25) Steak Knives .....	\$11.25

**CATERING/SERVING**

**Chafers**

**Hot Boxes\***

**\*\*\* ALL ITEMS PRICED AS EACH \*\*\***

4 Qt. Stainless (Square) .....	\$10.00
4 Qt. Stainless (Round) .....	\$10.00
4 Qt. Stainless (Roll-Top) .....	\$15.00
8 Qt. Stainless (Plain) .....	\$15.00
8 Qt. Stainless (Omate) .....	\$20.00
8 Qt. Stainless (Roll-Top) .....	\$25.00

\*Extra Pans ..... \$2.00

**Pitchers**

2 Qt. (Plastic) .....	\$1.10
2 Qt. (Thermos) .....	\$3.95
60 oz. (Glass) .....	\$2.50

**Serving Trays (Stainless)**

20" Round .....	\$5.00
25" Round .....	\$8.00
18" x 2.5" Deep Round .....	\$8.00
16" x 12" Oval .....	\$5.00
21" x 15" Oval .....	\$8.00

**Serving Trays (Silver)**

14" Round .....	\$8.00
17" Round .....	\$10.00
19" x 13" Rectangular .....	\$12.00
24" x 17" Rectangular .....	\$15.00

**Tiered Trays (Stainless)**

3-Tiered .....	\$20.00
4-Tiered (w/ Gold Accent) .....	\$25.00

**Dishes (Silver)**

Gravy Boat .....	\$3.00
Butter Dish .....	\$3.00
Cake Knife & Server .....	\$8.00
Cake Knife & Server (Stainless) .....	\$5.00
Cake Stand (Silver / Gold) .....	\$10.00
Silver Ice Bucket .....	\$8.00

**Serving Trays (Plastic)**

Waiter Tray .....	\$5.00
Waiter Stand .....	\$3.50

4-Pan Box .....	\$25.00
10-Pan Box .....	\$50.00

\* Pans ..... \$2.00

**Punch Bowls (w/ Ladle)**

3 Gal. Glass .....	\$15.00
5 Gal. Stainless Steel .....	\$20.00

**Coffee Makers**

30-Cup .....	\$14.00
55-Cup (Standard) .....	\$16.50
55-Cup (Pedestal) .....	\$23.50
100-Cup (Standard) .....	\$25.50
100-Cup (Pedestal) .....	\$28.50

**Coffee Servers**

3 Gal. (Silver) .....	\$25.00
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**Beverage Dispenser**

3 Gal. Plastic .....	\$8.00
3 Gal. Glass .....	\$12.00
5 Gal. Insulated (Blue / Brown) .....	\$15.00

**Coolers**

120 Qt. (Blue) .....	\$20.00
162 Qt. (White) .....	\$25.00
Galvanized Tub .....	\$10.00

**Grill (Charcoal) \***

5' x 2' .....	\$75.00
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\* Charcoal not supplied

**Grill (Propane) \***

Country Club Burner .....	\$115.00
* Requires 100 lb propane tank .....	\$125.00

**Food Warmer**

Heat Lamp .....	\$20.00
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**CONCESSIONS**

**Food Machines (see food machine price guide for list of materials)**

Popcorn * .....	\$62.00
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\*\*\* ALL ITEMS PRICED AS EACH \*\*\*

Cotton Candy *	\$69.00
Sno-Cone	\$62.00
Slushie Machine (Single)	\$58.00
Slushie Machine (Double)	\$110.00
Hot Dog	\$50.00
Chocolate Fountain	\$30.00
* Add Cart	\$10.00

**STAGE / DANCE FLOOR**  
**(Setup included in cost structure)**

<b>Stage Decks *†</b>		<b>Dance Floor</b>	
4' x 8' Panel	\$60.00	4' x 4' Panel (Plank / Parquet)	\$25.00
4' x 4' Panel	\$40.00	12' x 12' (25-75 guests)	\$225.00
Stage Steps	\$35.00	16' x 16' (75-125 guests)	\$400.00
Stage Railing (4' x 42")	\$10.00	16' x 24' (125-175 guests)	\$600.00
Stage Skirting	\$1.75/ft	24' x 24' (175-225 guests)	\$900.00

\* Comes w/ height adjustable legs (6" - 48")  
† Additional charges may apply for stages over 30"

**GENERATORS**

2000 WT Quiet-Run	\$50.00
3000 WT Quiet-Run	\$65.00
7000 WT Quiet-Run	\$130.00

**A/V EQUIPMENT**

70" x 70" Projector Screen	\$20.00
Media Projector	\$75.00
Portable Tower Speaker (w/ Bluetooth & 2 mics)	\$145.00
Portable Tower Speaker (w/ Aux cable & 1 mic)	\$125.00

**SPECIAL EFFECTS**

18 LED Uplighting	\$25.00
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**DECOR**

<b>Wedding Accessories</b>		<b>Coat Racks</b>	
Book Stand (Brass)	\$12.00	Extendable (20 coats per section)	\$20.00
Flower Stand (Brass)	\$15.00		

\*\*\* ALL ITEMS PRICED AS EACH \*\*\*

Book Stand (White Lattice) ..... \$15.00  
 Flower Stand (2' / 3' White Lattice) .. \$7.00  
 White Column ..... \$8.00  
 Screen Divider (White Lattice) .....\$20.00  
 White Stanchion w/ Chain ..... \$10.00  
 Brass Stanchion ..... \$10.00  
 5' Red Velvet Stanchion Rope ..... \$5.00  
 Black Shepherds Hook ..... \$2.00

**Wedding Arches**

Round Top Arch (Brass) ..... \$30.00  
 ..... \$0.50  
 Heart Top Arch (Brass) ..... \$40.00  
 \$0.50  
 Round Arch (Metal)..... \$40.00  
 4' x 4' Arch (Wood) ..... \$30.00  
 Trellis Arch (White) ..... \$95.00  
 Round Arch (Wood) ..... \$95.00  
 Hexagon Arch (Wood) ..... \$95.00  
 Triangle Arch (Wood)..... \$95.00  
 Gazebo (Flat Deluxe) ..... \$145.00

**Barrels \***

Wine/Whiskey ..... \$45.00

\* Add Pole Lighting ..... \$1.30/ft

**Carpet Runners**

25' x 3' (Red) ..... \$30.00  
 25' x 4' (White / Ivory / Red) ..... \$40.00

**Centerpieces**

Lanterns (White) ..... \$3.00  
 Mirror Chargers (12" x 12") ..... \$1.75  
 Wood Slices (12") ..... \$3.50  
 6" Cylinder Votives ..... \$1.25  
 7.5" Cylinder Votives ..... \$1.50  
 9" Cylinder Votives ..... \$1.75

Gold Mercury Votives

Mini Glass Votives .....

**Patio Heater \***

43k BTU Propane Patio Heater ..... \$70.00

\* Requires 20 lb propane tank ..... \$21.95

**\*\*\* ALL ITEMS PRICED AS EACH \*\*\***





# Request for Proposal

## **RFP# DKM-1234**

**Special Event Equipment Rentals**

**June 2, 2025**



**REQUEST FOR PROPOSAL**  
**RFP# DKM-1234**

**Issue Date:** June 2, 2025  
**Title:** Special Event Equipment Rentals  
**Issuing Agency:** Commonwealth of Virginia  
James Madison University  
Procurement Services MSC 5720  
752 Ott Street, Wine Price Building  
First Floor, Suite 1023  
Harrisonburg, VA 22807

**Period of Contract: From Date of Award Through One Year (Renewable)**

**Sealed Proposals Will Be Received Until 2:00 PM on June 2, 2025 for Furnishing The Services Described Herein. (See Special Terms & Conditions “D. Late Proposals”)**

*SEALED PROPOSALS MAY BE MAILED, EXPRESS MAILED, SUBMITTED IN eVA, OR HAND DELIVERED DIRECTLY TO THE ISSUING AGENCY SHOWN ABOVE.*

All Inquiries For Information And Clarification Should Be Directed To: Dylan Morris, Buyer Senior, Procurement Services, [morrisdk@jmu.edu](mailto:morrisdk@jmu.edu); 540-568-3002; (Fax) 540-568-7935 not later than five business days before the proposal closing date.

**NOTE: THE SIGNED PROPOSAL AND ALL ATTACHMENTS SHALL BE RETURNED.**

In compliance with this Request for Proposal and to all the conditions imposed herein, the undersigned offers and agrees to furnish the goods/services in accordance with the attached signed proposal or as mutually agreed upon by subsequent negotiation.

Name and Address of Firm:	By:
_____	_____
_____	<i>(Signature)</i>
_____	Name:
_____	_____
	<i>(Please Print)</i>
Date:	Title:
_____	_____
Web Address:	Phone:
_____	_____
Email:	Fax #:
_____	_____

ACKNOWLEDGE RECEIPT OF ADDENDUM: #1 \_\_\_\_\_ #2 \_\_\_\_\_ #3 \_\_\_\_\_ #4 \_\_\_\_\_ #5 \_\_\_\_\_ (please initial)

SMALL, WOMAN OR MINORITY OWNED BUSINESS:  
 YES;  NO; *IF YES* ⇒⇒  SMALL;  WOMAN;  MINORITY ***IF MINORITY:***  AA;  HA;  AsA;  NW;  Micro

**Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against an offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.**

# ***REQUEST FOR PROPOSAL***

*RFP # DKM-1234*

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	G. SWaM Standard Reporting Template		

## **I. PURPOSE**

The purpose of this Request for Proposal (RFP) is to solicit sealed proposals from qualified sources to enter into contract(s) to provide Special Event Rental Services for James Madison University (JMU), an agency of the Commonwealth of Virginia. Initial contract shall be for one (1) year with an option to renew for four (4) additional one-year periods.

## **II. BACKGROUND**

James Madison University (JMU) is a comprehensive public institution in Harrisonburg, Virginia with an enrollment of approximately 22,000 students and approximately 4,000 faculty and staff. There are over 600 individual departments on campus that support seven (7) academic divisions. The University offers over 120 majors, minors, and concentrations. Further information about the University can be found at the following website: [www.jmu.edu](http://www.jmu.edu).

JMU regularly rents a wide variety of on demand special event items for small to medium functions held on campus. These items include, but are not limited to, tables, chairs, tents, staging, and generators.

### **VASCUPP Background:**

The mission of the Virginia Association of State College and University Purchasing Professionals (VASCUPP) is:

- to recognize and effectively use the common procurement principles, knowledge, experience, challenges, support and resources of all decentralized higher education member institutions;
- to be a united group with common goals of addressing the complexities of the Commonwealth of Virginia procurement processes;
- enhance the ability of each individual member institution to effectively provide efficient and responsive customer service in facilitating the purchase of goods and services for their Institution; and
- to support diversified vendor advocacy to enhance the capability of each member institution in seeking open competition for the highest valued products and services.

More information about each VASCUPP member university can be located at the following website: <https://vascupp.org/>

## **III. SMALL, WOMAN-OWNED AND MINORITY PARTICIPATION**

It is the policy of the Commonwealth of Virginia to contribute to the establishment, preservation, and strengthening of small businesses and businesses owned by women and minorities, and to encourage their participation in State procurement activities. The Commonwealth encourages contractors to provide for the participation of small businesses and businesses owned by women and minorities through partnerships, joint ventures, subcontracts, and other contractual opportunities. Attachment B contains information on reporting spend data with subcontractors.

## **IV. STATEMENT OF NEEDS**

James Madison University's intent is to enter into contract(s) with selected firm(s) to furnish all labor, materials, tools and resources necessary to provide special event equipment rental services to include those goods and services necessary to help the University achieve its goals as outlined

in this RFP. The University wishes to secure the services of professional special event rental firms with direct experience and expertise in the convention, event, or hospitality industry.

1. The contractor shall work independently to furnish all equipment, labor, insurance, supervision, and incidents necessary to provide special event rental services to the University. The contractor shall develop clear, concise, and professional quality written proposal quotes for each event for review and acceptance by James Madison University.
2. All equipment shall be uniform, clean, sanitized, superior quality, operable, with no broken parts, and the same color within each ceremony/location. James Madison University will at its sole discretion determine if equipment is acceptable for use.
3. The Contractor shall be responsible at all times for the actions and work of its employees. The contractor shall enforce strict discipline and good order among event personnel. James Madison University reserves the right to require the contractor to remove any employee whose behavior is deemed as unprofessional or objectionable.
4. The Contractor should provide uniforms for all personnel assigned to work at the University. Uniforms will contain the Contractor's name and individual's name. Uniforms should be worn at all times while on University property to designate Contractor affiliation.
5. The Contractor shall analyze and recommend improvements to the University's current timeline for delivery, set up, and take down of the rental equipment. The contractor shall use effective procedures to insure timely delivery and set-up for the University's scheduled special events, which may include hours of service after normal working hours to include weekends and holidays.
6. The Contractor shall have both the demonstrated experience and the existing, proven capacity of licensed, trained, and qualified, personnel to effectively meet the requirements of this RFP and scope of duties therein. Contractor shall have chair stacking and transporting systems that allow one worker to securely transport a stack of approximately fifty (50) chairs across turf and hard surfaces without damage to the chairs or the terrain.
7. The contractor shall have obtained all applicable permits and licenses pursuant to Commonwealth of Virginia State Fire Prevention Code for temporary tents and membrane structures. For more information please reference:  
[https://www2.iccsafe.org/states/virginia/Fire\\_Prevention/fire\\_Frameset.html](https://www2.iccsafe.org/states/virginia/Fire_Prevention/fire_Frameset.html)
8. No portion of work will be subcontracted without prior written consent of the University. In the event that the selected firm(s) desires to subcontract any part of the work specified herein, the selected firm(s) will furnish the University the names, qualifications, and experience of its proposed subcontractors. The selected firm(s) will remain fully liable and responsible for the work to be performed by its subcontractor(s) and will assure compliance with all requirements of the Agreement.
9. The University has identified two (2) distinct areas where special event equipment rental services are needed:

**A. On demand, small or large quantity, multi-location events, and;**

**B. Spring and Winter Commencement and other large University events.**

10. James Madison University reserves the right to obtain other cost estimates prior to authorizing work, and to solicit any project separate and apart from the resulting contract(s) as may be deemed in the best interest of the University. James Madison University reserves the right to request a quotation from one or more contractors with which the University has a contract.
11. The Contractor shall work with the University's Parking Services to identify approved parking locations to be utilized. Other agencies utilizing this contract will provide further instructions regarding the institution's parking regulations.
12. Special Events at the University may include, but is not limited to:
  - Student Events
  - Major Speakers
  - Athletic Events
  - Faculty/Staff Events
  - Capital Project Kick-off
  - Back to School Events

**Offeror Shall Respond to the Following:**

1. Provide a brief history of your firm, its qualifications & experience in providing special event equipment rental services for small/on-demand and large-scale University and College commencement ceremonies.
2. Describe consultation and guidance that may be provided to James Madison University in determining exact needs for specific events and locations.
3. Describe firm's ability to accommodate requests for site visits to make recommendations and suggestions concerning equipment needed.
4. Unanticipated events may be held with little to no notice. Describe the expected turnaround time for events at James Madison University and how tight deadlines are met.
5. Provide information of essential personnel who will be assigned to work with the University including a description of their experience in providing similar Special Equipment Rental Services.
  - a. Identify any certifications and licenses that the contractor and or employee(s) may currently hold.
  - b. Describe the training, expertise, and supervision of personnel that may be assigned to service the University.
6. Describe in warranty detail for all equipment and services.
7. Describe in detail cancellation requirements.
8. Describe invoice procedures. Provide sample invoice with proposal.
9. Provide the amount of annual sales the firm has with each VASCUPP Member Institution. A list of VASCUPP members can be found at <https://vascupp.org/>

**Offerors may respond to Section A, Section B, or both depending upon the services Offeror provides.**

**A. On Demand Event Equipment Rental – Offerors shall provide a respond to the following:**

1. General
  - a. Describe firm’s ability to provide special event rental services for small or medium, multi-location events. Be specific in detailing the event from beginning to end including ability to provide set-up and take-down services.
  - b. Unanticipated events may be held with little to no notice. Describe the expected turnaround time for events at James Madison University and how tight deadlines are met.
  - c. Describe the timeframe for set-up and take-down of equipment.
  - d. Describe in detail cancellation requirements.
  - e. Provide primary contact for all James Madison University special event rental services.
2. Equipment
  - a. Provide a link to your firm’s online special event rental catalog.
  - b. Describe seating options including the maximum number of uniform chairs that can be accommodated with one order. Include seating specifications, colors, etc. Provide descriptive literature, specifications and pictures, of seating options being offered.
  - c. Describe staging options to include various sizes, styles, skirting etc. Provide descriptive literature, specifications, and pictures of staging being offered.
  - d. Describe table options to include various sizes and styles. Provide descriptive literature, specifications, and pictures of tables being offered.
  - e. Describe tent options to include various sizes and styles and associated cost. Provide descriptive literature, specifications, and pictures of tents being offered.
  - f. Describe mobile portable sanitation unit options to include various sizes and styles and associated cost. Provide descriptive literature, specifications, and pictures of sanitation units being offered.
  - g. Describe portable generator options to include various sizes and power capabilities. Provide descriptive literature, specifications, and pictures of generators being offered.
  - h. Provide information on other items your firm provides for special event rental.
  - i. Describe minimum order requirements, if applicable

**B. Large Scale Events – Offerors shall provide a respond to the following:**

1. Describe in detail how your firm plans to provide large-scale event services.

2. Describe how the firm plans to provide quality equipment, delivery, set-up and equipment removal in a timely professional manner for large, multi-location events. Include a description on how the firm will work with the University to ensure last-minute schedule changes and equipment requirements.
3. Describe the firm's equipment rental services including:
  - a. Available inventory for chairs, tents, staging, tables, flooring, portable sanitation units, and any additional special equipment. Describe options, sizes, styles, etc. for each. Provide descriptive literature, specifications, pictures, of all items being offered and event rental catalog.
  - b. Capability to meet University's expanding requirements for special event equipment to include new equipment options as University student enrollment, demands, and events increase.
  - c. Describe the process utilized for cleaning, storing, moving and replacing equipment.
  - d. Describe the firm's ability to provide thorough instructions, diagrams, and other tools set-up and take-down services for large, multi-location events with little or no supervision from the University.
  - e. Provide manufacturer load and sway test results that have passed review by a Virginia licensed structural engineer.
  - f. Warranty provided on all equipment and services.
4. Cancellation requirements and associated costs.
  - a. Describe additional equipment the firm has access to and can provide the University.
  - b. Provide minimum order and delivery requirements for smaller special events (i.e. chairs, staging, tents, etc.)
5. Describe your firm's plan for customer service to include:
  - a. Contingency plans for unforeseen events such as vehicle breakdowns, equipment damage in transit to the University, and /or delays due to weather, accidents, etc.
  - b. Special Event reservation time period and days/hours' notice for additions or deletions for equipment rental requirements.
  - c. Accommodating the University's preference to set up equipment requirements as close to the actual date of the event(s), without compromising the ability to execute an on-time installation.
  - d. Expected turnaround time for unanticipated events, and how shortened deadlines are met.
  - e. Consultation and guidance in determining exact needs for specific events and locations.
  - f. Ability to accommodate requests for site visits to make recommendations and suggestions concerning equipment needs.

## V. PROPOSAL PREPARATION AND SUBMISSION

### A. GENERAL INSTRUCTIONS

To ensure timely and adequate consideration of your proposal, offerors are to limit all contact, whether verbal or written, pertaining to this RFP to the James Madison University Procurement Office for the duration of this Proposal process. Failure to do so may jeopardize further consideration of Offeror's proposal.

**ELECTRONIC OR PAPER SUBMISSIONS MAY BE ACCEPTED FOR THIS PROPOSAL. INSTRUCTIONS BELOW FOR OFFEROR'S CHOSEN METHOD (A. ELECTRONIC SUBMISSION or B. PAPER RESPONSE).**

1. RFP Response: In order to be considered for selection, the **Offeror shall submit a complete response to this RFP**; and shall submit to the issuing Purchasing Agency:

#### a. ELECTRONIC SUBMISSION:

- i. ELECTRONIC RESPONSES SUBMITTED THROUGH eVA WILL BE ACCEPTED. **Emailed responses will not be accepted.** Please see below, "eVA Procurement Website and Registration" for additional information on registration. It is the responsibility of the Supplier to ensure their proposal and all required documentation is properly completed, readable, and uploaded to eVA. Suppliers should allow sufficient time to account for any technical difficulties they may encounter during online submission or uploading of the documents. In the event of any technical difficulties, Suppliers shall contact the eVA Customer Care Center at 1-866-289-7367 or via email at [eVACustomerCare@DGS.virginia.gov](mailto:eVACustomerCare@DGS.virginia.gov).
- ii. eVA Procurement Website and Registration The Commonwealth's procurement portal, eVA, located at <http://www.eva.virginia.gov>, provides information about Commonwealth solicitations and awards. Suppliers shall be registered in eVA in order submit a proposal to this RFP. To register with eVA, select "Register Now" on the eVA website homepage, <http://www.eva.virginia.gov>. For registration instructions and assistance, as well as instructions on how to submit proposals and accept orders please select "I Sell to Virginia". Suppliers are encouraged to check this site on a regular basis and, in particular, prior to submission of proposals to identify any amendments to the RFP that may have been issued.
- iii. Electronic Responses submitted through eVA shall be in WORD format or searchable PDF of the entire proposal, INCLUDING ALL ATTACHMENTS. PDFs must be submitted in an unlocked format. Any proprietary information should be clearly marked in accordance with Section V.4.e below.

#### b. PAPER SUBMISSIONS:

- i. **One (1) original and one (1) copies** of the entire proposal, INCLUDING ALL ATTACHMENTS. Any proprietary information should be clearly marked in accordance with V.4.e. below.

- ii. **One (1) electronic copy in WORD format or searchable PDF** (*CD or flash drive*) of the entire proposal, INCLUDING ALL ATTACHMENTS. Any proprietary information should be clearly marked in accordance with 3.f. below.
  - iii. Each copy of the proposal should be bound or contained in a single volume where practical. All documentation submitted with the proposal should be contained in that single volume.
  - iv. See additional information in Section VIII.C, *IDENIFICATION OF PROPSAL ENVELOPE*.
2. Should the proposal contain **proprietary information, provide one (1) redacted copy of the proposal** and all attachments with **proprietary portions removed or blacked out**. This copy should be clearly marked "*Redacted Copy*" on the front cover. The classification of an entire proposal document, line-item prices, and/or total proposal prices as proprietary or trade secrets is not acceptable. JMU shall not be responsible for the Contractor's failure to exclude proprietary information from this redacted copy.

No other distribution of the proposal shall be made by the Offeror.

3. The version of the solicitation issued by JMU Procurement Services, as amended by an addenda, is the mandatory controlling version of the document. Any modification of, or additions to, the solicitation by the Offeror shall not modify the official version of the solicitation issued by JMU Procurement services unless accepted in writing by the University. Such modifications or additions to the solicitation by the Offeror may be cause for rejection of the proposal; however, JMU reserves the right to decide, on a case-by-case basis in its sole discretion, whether to reject such a proposal. If the modification or additions are not identified until after the award of the contract, the controlling version of the solicitation document shall still be the official state form issued by Procurement Services.
4. Proposal Preparation
- a. Proposals shall be signed by an authorized representative of the Offeror. All information requested should be submitted. Failure to submit all information requested may result in the purchasing agency requiring prompt submissions of missing information and/or giving a lowered evaluation of the proposal. Proposals which are substantially incomplete or lack key information may be rejected by the purchasing agency. Mandatory requirements are those required by law or regulation or are such that they cannot be waived and are not subject to negotiation.
  - b. Proposals shall be prepared simply and economically, providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be placed on completeness and clarity of content.
  - c. Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the proposal should reference the paragraph number of the corresponding section of the RFP. It is also helpful to cite the paragraph number, sub letter, and repeat the text of the requirement as it appears in the RFP. If a response covers more than one page, the

paragraph number and sub letter should be repeated at the top of the next page. The proposal should contain a table of contents which cross references the RFP requirements. Information which the offeror desires to present that does not fall within any of the requirements of the RFP should be inserted at the appropriate place or be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find where the RFP requirements are specifically addressed.

- d. As used in this RFP, the terms “must”, “shall”, “should” and “may” identify the criticality of requirements. “Must” and “shall” identify requirements whose absence will have a major negative impact on the suitability of the proposed solution. Items labeled as “should” or “may” are highly desirable, although their absence will not have a large impact and would be useful, but are not necessary. Depending on the overall response to the RFP, some individual “must” and “shall” items may not be fully satisfied, but it is the intent to satisfy most, if not all, “must” and “shall” requirements. The inability of an offeror to satisfy a “must” or “shall” requirement does not automatically remove that offeror from consideration; however, it may seriously affect the overall rating of the offeror’ proposal.
  - e. Each copy of the proposal should be bound or contained in a single volume where practical. All documentation submitted with the proposal should be contained in that single volume.
  - f. Ownership of all data, materials and documentation originated and prepared for the State pursuant to the RFP shall belong exclusively to the State and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by the offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the offeror must invoke the protection of Section 2.2-4342F of the Code of Virginia, in writing, either before or at the time the data is submitted. **The written notice must specifically identify the data or materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret materials submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The classification of an entire proposal document, line-item prices and/or total proposal prices as proprietary or trade secrets is not acceptable. Marking an entire proposal as confidential or attempts to prevent disclosure of pricing information by designating it as confidential, proprietary or trade secret will be ignored.**
5. Oral Presentation: Offerors who submit a proposal in response to this RFP may be required to give an oral presentation of their proposal to James Madison University. This provides an opportunity for the Offeror to clarify or elaborate on the proposal. This is a fact-finding and explanation session only and does not include negotiation. James Madison University will schedule the time and location of these presentations. Oral presentations are an option of the University and may or may not be conducted. Therefore, proposals should be complete.

## B. SPECIFIC PROPOSAL INSTRUCTIONS

Proposals should be as thorough and detailed as possible so that James Madison University may properly evaluate your capabilities to provide the required services. Offerors are required to submit the following items as a complete proposal:

1. Return RFP cover sheet and all addenda acknowledgements, if any, signed and filled out as required. (Electronic signature shall be accepted, i.e. Adobe Sign, DocuSign, etc.)
2. Plan and methodology for providing the goods/services as described in Section IV. Statement of Needs of this Request for Proposal.
3. A written narrative statement to include, but not be limited to, the expertise, qualifications, and experience of the firm and resumes of specific personnel to be assigned to perform the work.
4. Offeror Data Sheet, included as *Attachment A* to this RFP.
5. Small Business Subcontracting Plan, included as *Attachment B* to this RFP. Offeror shall provide a Small Business Subcontracting plan which summarizes the planned utilization of Department of Small Business and Supplier Diversity (SBSD)-certified small businesses which include businesses owned by women and minorities, when they have received Department of Small Business and Supplier Diversity (SBSD) small business certification, under the contract to be awarded as a result of this solicitation. This is a requirement for all prime contracts in excess of \$100,000 unless no subcontracting opportunities exist.
6. Identify the amount of sales your company had during the last twelve months with each VASCUPP Member Institution. A list of VASCUPP Members can be found at: [www.VASCUPP.org](http://www.VASCUPP.org).
7. Proposed Cost. See Section X. Pricing Schedule of this Request for Proposal.

## VI. EVALUATION AND AWARD CRITERIA

### A. EVALUATION CRITERIA

Proposals shall be evaluated by James Madison University using the following criteria:

	<u>Points</u>
1. Quality of products/services offered and suitability for intended purposes	25
2. Qualifications and experience of Offeror in providing the goods/services	20
3. Specific plans or methodology to be used to perform the services	30
4. Participation of Small, Women-Owned, & Minority (SWaM) Businesses	10
5. Cost	15
	<u>100</u>

AWARD TO MULTIPLE OFFERORS: Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposals, including price, if so stated in the Request for Proposals. Negotiations shall be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been

conducted with each offeror so selected, the agency shall select the offeror which, in its opinion, has made the best proposal, and shall award the contract to that offeror. The Commonwealth reserves the right to make multiple awards as a result of this solicitation. The Commonwealth may cancel this Request for Proposals or reject proposals at any time prior to an award, and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous. Should the Commonwealth determine in writing and in its sole discretion that only one offeror is fully qualified, or that one offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor's proposal as negotiated.

## VII. GENERAL TERMS AND CONDITIONS

- A. PURCHASING MANUAL: This solicitation is subject to the provisions of the Commonwealth of Virginia's Purchasing Manual for Institutions of Higher Education and Their Vendors and any revisions thereto, which are hereby incorporated into this contract in their entirety. A copy of the manual is available for review at the purchasing office. In addition, the manual may be accessed electronically at <http://www.jmu.edu/procurement> or a copy can be obtained by calling Procurement Services at (540) 568-3145.
- B. APPLICABLE LAWS AND COURTS: This solicitation and any resulting contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The Contractor shall comply with applicable federal, state and local laws and regulations.
- C. ANTI-DISCRIMINATION: By submitting their proposals, offerors certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and §10 of the Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1 (available for review at <http://www.jmu.edu/procurement>). If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender, sexual orientation, gender identity, or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*§6 of the Rules Governing Procurement*).

In every contract over \$10,000 the provisions in 1. and 2. below apply:

1. During the performance of this contract, the contractor agrees as follows:
  - a. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, sexual orientation, gender identity, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.

- b. The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer.
    - c. Notices, advertisements, and solicitations placed in accordance with federal law, rule, or regulation shall be deemed sufficient for the purpose of meeting these requirements.
  - 2. The contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.
- D. ETHICS IN PUBLIC CONTRACTING: By submitting their proposals, offerors certify that their proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer or subcontractor in connection with their proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.
- E. IMMIGRATION REFORM AND CONTROL ACT OF 1986: By entering into a written contract with the Commonwealth of Virginia, the Contractor certifies that the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.
- F. DEBARMENT STATUS: By submitting their proposals, offerors certify that they are not currently debarred by the Commonwealth of Virginia from submitting proposals on contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.
- G. ANTITRUST: By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.
- H. MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS RFPs: Failure to submit a proposal on the official state form provided for that purpose may be a cause for rejection of the proposal. Modification of or additions to the General Terms and Conditions of the solicitation may be cause for rejection of the proposal; however, the Commonwealth reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal.
- I. CLARIFICATION OF TERMS: If any prospective offeror has questions about the specifications or other solicitation documents, the prospective offeror should contact the buyer whose name appears on the face of the solicitation no later than five working days before the due date. Any revisions to the solicitation will be made only by addendum issued by the buyer.
- J. PAYMENT:
  - 1. To Prime Contractor:

- a. Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. All invoices shall show the state contract number and/or purchase order number; social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).
- b. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however.
- c. All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price, regardless of which public agency is being billed.
- d. The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.
- e. Unreasonable Charges. Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the Commonwealth shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges which are not in dispute (*Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1 § 53; available for review at <http://www.jmu.edu/procurement>*).

2. To Subcontractors:

- a. A contractor awarded a contract under this solicitation is hereby obligated:

- (1) To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the Commonwealth for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or
- (2) To notify the agency and the subcontractors, in writing, of the contractor's intention to withhold payment and the reason.

- b. The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee.

These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth.

3. Each prime contractor who wins an award in which provision of a SWAM procurement plan is a condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.
  4. The Commonwealth of Virginia encourages contractors and subcontractors to accept electronic and credit card payments.
- K. PRECEDENCE OF TERMS: Paragraphs A through J of these General Terms and Conditions and the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors, shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.
- L. QUALIFICATIONS OF OFFERORS: The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the offeror to perform the services/furnish the goods and the offeror shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect offeror's physical facilities prior to award to satisfy questions regarding the offeror's capabilities. The Commonwealth further reserves the right to reject any proposal if the evidence submitted by, or investigations of, such offeror fails to satisfy the Commonwealth that such offeror is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.
- M. TESTING AND INSPECTION: The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.
- N. ASSIGNMENT OF CONTRACT: A contract shall not be assignable by the contractor in whole or in part without the written consent of the Commonwealth.
- O. CHANGES TO THE CONTRACT: Changes can be made to the contract in any of the following ways:
1. The parties may agree in writing to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.
  2. The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt. The contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings. Said compensation shall be determined by one of the following methods:

- a. By mutual agreement between the parties in writing; or
  - b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Purchasing Agency's right to audit the contractor's records and/or to determine the correct number of units independently; or
  - c. By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.
- P. DEFAULT: In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.
- Q. INSURANCE: By signing and submitting a proposal under this solicitation, the offeror certifies that if awarded the contract, it will have the following insurance coverage at the time the contract is awarded. For construction contracts, if any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with § 25 of the Rules Governing Procurement – Chapter 2, Exhibit J, Attachment 1, and 65.2-800 et. Seq. of the Code of Virginia (available for review at <http://www.jmu.edu/procurement>) The offeror further certifies that the contractor and any subcontractors will maintain these insurance coverage during the entire term of the contract and that all insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

**MINIMUM INSURANCE COVERAGES AND LIMITS REQUIRED FOR MOST CONTRACTS:**

1. Workers' Compensation: Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the Commonwealth of increases in the number of employees that change their workers' compensation requirement under the Code of Virginia during the course of the contract shall be in noncompliance with the contract.
2. Employer's Liability: \$100,000

3. Commercial General Liability: \$1,000,000 per occurrence and \$2,000,000 in the aggregate. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy.
  4. Automobile Liability: \$1,000,000 combined single limit. *(Required only if a motor vehicle not owned by the Commonwealth is to be used in the contract. Contractor must assure that the required coverage is maintained by the Contractor (or third party owner of such motor vehicle.)*
- R. ANNOUNCEMENT OF AWARD: Upon the award or the announcement of the decision to award a contract over \$100,000, as a result of this solicitation, the purchasing agency will publicly post such notice on the DGS/DPS eVA web site ([www.eva.virginia.gov](http://www.eva.virginia.gov)) for a minimum of 10 days.
- S. DRUG-FREE WORKPLACE: During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.
- For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.
- T. NONDISCRIMINATION OF CONTRACTORS: An offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, sexual orientation, gender identity, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the offeror employs ex-offenders unless the state agency, department or institution has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.
- U. eVA BUSINESS TO GOVERNMENT VENDOR REGISTRATION, CONTRACTS, AND ORDERS: The eVA Internet electronic procurement solution, website portal [www.eVA.virginia.gov](http://www.eVA.virginia.gov), streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the

Commonwealth shall participate in the eVA Internet procurement solution by completing the free eVA Vendor Registration. All offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the proposal being rejected. Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:

Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:

1. For orders issued July 1, 2014 and after, the Vendor Transaction Fee is:
  - a. Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$500 per order.
  - b. Businesses that are not Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$1,500 per order.
2. For orders issued prior to July 1, 2014 the vendor transaction fees can be found at [www.eVA.virginia.gov](http://www.eVA.virginia.gov).
3. The specified vendor transaction fee will be invoiced by the Commonwealth of Virginia Department of General Services approximately 60 days after the corresponding purchase order is issued and payable 30 days after the invoice date. Any adjustments (increases/decreases) will be handled through purchase order changes.

V. AVAILABILITY OF FUNDS: It is understood and agreed between the parties herein that the Commonwealth of Virginia shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.

W. PRICING CURRENCY: Unless stated otherwise in the solicitation, offerors shall state offered prices in U.S. dollars.

X. E-VERIFY REQUIREMENT OF ANY CONTRACTOR: Any employer with more than an average of 50 employees for the previous 12 months entering into a contract in excess of \$50,000 with James Madison University to perform work or provide services pursuant to such contract shall register and participate in the E-Verify program to verify information and work authorization of its newly hired employees performing work pursuant to any awarded contract.

Y. CIVILITY IN STATE WORKPLACES: The contractor shall take all reasonable steps to ensure that no individual, while performing work on behalf of the contractor or any subcontractor in connection with this agreement (each, a "Contract Worker"), shall engage in 1) harassment (including sexual harassment), bullying, cyber-bullying, or threatening or violent conduct, or 2) discriminatory behavior on the basis of race, sex, color, national origin, religious belief, sexual orientation, gender identity or expression, age, political affiliation, veteran status, or disability.

The contractor shall provide each Contract Worker with a copy of this Section and will require Contract Workers to participate in training on civility in the State workplace. Upon request, the contractor shall provide documentation that each Contract Worker has received such training.

For purposes of this Section, "State workplace" includes any location, permanent or temporary, where a Commonwealth employee performs any work-related duty or is representing his or her

agency, as well as surrounding perimeters, parking lots, outside meeting locations, and means of travel to and from these locations. Communications are deemed to occur in a State workplace if the Contract Worker reasonably should know that the phone number, email, or other method of communication is associated with a State workplace or is associated with a person who is a State employee.

The Commonwealth of Virginia may require, at its sole discretion, the removal and replacement of any Contract Worker who the Commonwealth reasonably believes to have violated this Section.

This Section creates obligations solely on the part of the contractor. Employees or other third parties may benefit incidentally from this Section and from training materials or other communications distributed on this topic, but the Parties to this agreement intend this Section to be enforceable solely by the Commonwealth and not by employees or other third parties.

- Z. TAXES: Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against this contract shall usually be free of Federal excise and transportation taxes. The Commonwealth’s excise tax exemption registration number is 54-73-0076K.

**VIII. SPECIAL TERMS AND CONDITIONS**

- A. AUDIT: The Contractor hereby agrees to retain all books, records, systems, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The Commonwealth of Virginia, its authorized agents, and/or State auditors shall have full access to and the right to examine any of said materials during said period.
- B. CANCELLATION OF CONTRACT: James Madison University reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.
- C. IDENTIFICATION OF PROPOSAL ENVELOPE: The signed proposal should be returned in a separate envelope or package, sealed and identified as follows:

From: \_\_\_\_\_

Name of Offeror	Due Date	Time
Street or Box No.	RFP #	
City, State, Zip Code	RFP Title	

Name of Purchasing Officer: \_\_\_\_\_

The envelope should be addressed as directed on the title page of the solicitation.

The Offeror takes the risk that if the envelope is not marked as described above, it may be inadvertently opened and the information compromised, which may cause the proposal to be

disqualified. Proposals may be hand-delivered to the designated location in the office issuing the solicitation. No other correspondence or other proposals should be placed in the envelope.

- D. LATE PROPOSALS: To be considered for selection, proposals must be received by the issuing office by the designated date and hour. The official time used in the receipt of proposals is that time on the automatic time stamp machine in the issuing office. Proposals received in the issuing office after the date and hour designated are automatically non responsive and will not be considered. The University is not responsible for delays in the delivery of mail by the U.S. Postal Service, private couriers, or the intra university mail system. It is the sole responsibility of the Offeror to ensure that its proposal reaches the issuing office by the designated date and hour.
- E. UNDERSTANDING OF REQUIREMENTS: It is the responsibility of each offeror to inquire about and clarify any requirements of this solicitation that is not understood. The University will not be bound by oral explanations as to the meaning of specifications or language contained in this solicitation. Therefore, all inquiries deemed to be substantive in nature must be in writing and submitted to the responsible buyer in the Procurement Services Office. Offerors must ensure that written inquiries reach the buyer at least five (5) days prior to the time set for receipt of offerors proposals. A copy of all queries and the respective response will be provided in the form of an addendum to all offerors who have indicated an interest in responding to this solicitation. Your signature on your Offer certifies that you fully understand all facets of this solicitation. These questions may be sent via email directly to the Procurement Officer listed on the signature page of this solicitation or by Fax to 540/568-7935.
- F. RENEWAL OF CONTRACT: This contract may be renewed by the Commonwealth for a period of four (4) successive one year periods under the terms and conditions of the original contract except as stated in 1. and 2. below. Price increases may be negotiated only at the time of renewal. Written notice of the Commonwealth's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period.
1. If the Commonwealth elects to exercise the option to renew the contract for an additional one-year period, the contract price(s) for the additional one year shall not exceed the contract price(s) of the original contract increased/decreased by no more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
  2. If during any subsequent renewal periods, the Commonwealth elects to exercise the option to renew the contract, the contract price(s) for the subsequent renewal period shall not exceed the contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
- G. SUBMISSION OF INVOICES: All invoices shall be submitted within sixty days of contract term expiration for the initial contract period as well as for each subsequent contract renewal period. Any invoices submitted after the sixty day period will not be processed for payment.
- H. OPERATING VEHICLES ON JAMES MADISON UNIVERSITY CAMPUS: Operating vehicles on sidewalks, plazas, and areas heavily used by pedestrians is prohibited. In the unlikely event a driver should find it necessary to drive on James Madison University sidewalks, plazas, and areas heavily used by pedestrians, the driver must yield to pedestrians. For a complete list of parking regulations, please go to [www.jmu.edu/parking](http://www.jmu.edu/parking); or to acquire a

service representative parking permit, contact Parking Services at 540.568.3300. The safety of our students, faculty and staff is of paramount importance to us. Accordingly, violators may be charged.

- I. COOPERATIVE PURCHASING / USE OF AGREEMENT BY THIRD PARTIES: It is the intent of this solicitation and resulting contract(s) to allow for cooperative procurement. Accordingly, any public body, (to include government/state agencies, political subdivisions, etc.), cooperative purchasing organizations, public or private health or educational institutions or any University related foundation and affiliated corporations may access any resulting contract if authorized by the Contractor.

Participation in this cooperative procurement is strictly voluntary. If authorized by the Contractor(s), the resultant contract(s) will be extended to the entities indicated above to purchase goods and services in accordance with contract terms. As a separate contractual relationship, the participating entity will place its own orders directly with the Contractor(s) and shall fully and independently administer its use of the contract(s) to include contractual disputes, invoicing and payments without direct administration from the University. No modification of this contract or execution of a separate agreement is required to participate; however, the participating entity and the Contractor may modify the terms and conditions of this contract to accommodate specific governing laws, regulations, policies, and business goals required by the participating entity. Any such modification will apply solely between the participating entity and the Contractor.

The Contractor will notify the University in writing of any such entities accessing this contract. The Contractor will provide semi-annual usage reports for all entities accessing the contract. The University shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the contract. It is understood and agreed that the University is not responsible for the acts or omissions of any entity and will not be considered in default of the contract no matter the circumstances.

Use of this contract(s) does not preclude any participating entity from using other contracts or competitive processes as needed.

- J. SMALL BUSINESS SUBCONTRACTING AND EVIDENCE OF COMPLIANCE:

1. It is the goal of the Commonwealth that 42% of its purchases are made from small businesses. This includes discretionary spending in prime contracts and subcontracts. All potential offerors are required to submit a Small Business Subcontracting Plan. Unless the offeror is registered as a Department of Small Business and Supplier Diversity (SBSD)-certified small business and where it is practicable for any portion of the awarded contract to be subcontracted to other suppliers, the contractor is encouraged to offer such subcontracting opportunities to SBSD-certified small businesses. This shall not exclude SBSD-certified women-owned and minority-owned businesses when they have received SBSD small business certification. No offeror or subcontractor shall be considered a Small Business, a Women-Owned Business or a Minority-Owned Business unless certified as such by the Department of Small Business and Supplier Diversity (SBSD) by the due date for receipt of proposals. If small business subcontractors are used, the prime contractor agrees to report the use of small business subcontractors by providing the purchasing office at a minimum the following information: name of small business with the SBSD certification number or FEIN, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product/service provided. **This information shall be submitted to: JMU Office of Procurement Services, Attn:**

**SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807 or [swamreporting@jmu.edu](mailto:swamreporting@jmu.edu) .**

2. Each prime contractor who wins an award in which provision of a small business subcontracting plan is a condition of the award, shall deliver to the contracting agency or institution with every request for payment, evidence of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the small business subcontracting plan. **This information shall be submitted to: JMU Office of Procurement Services, SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807 or [swamreporting@jmu.edu](mailto:swamreporting@jmu.edu) .** When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm with the Department of Small Business and Supplier Diversity (SBSD) certification number or FEIN number, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product or service provided. Payment(s) may be withheld until compliance with the plan is received and confirmed by the agency or institution. The agency or institution reserves the right to pursue other appropriate remedies to include, but not be limited to, termination for default.
  3. Each prime contractor who wins an award valued over \$200,000 shall deliver to the contracting agency or institution with every request for payment, information on use of subcontractors that are not Department of Small Business and Supplier Diversity (SBSD)-certified small businesses. When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm, phone number, FEIN number, total dollar amount subcontracted, and type of product or service provided. **This information shall be submitted to: JMU Office of Procurement Services, Attn: SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807 or [swamreporting@jmu.edu](mailto:swamreporting@jmu.edu) .**
- K. AUTHORIZATION TO CONDUCT BUSINESS IN THE COMMONWEALTH: A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the Code of Virginia or as otherwise required by law. Any business entity described above that enters into a contract with a public body shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. A public body may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.
- L. PUBLIC POSTING OF COOPERATIVE CONTRACTS: James Madison University maintains a web-based contracts database with a public gateway access. Any resulting cooperative contract/s to this solicitation will be posted to the publicly accessible website. Contents identified as proprietary information will not be made public.
- M. CRIMINAL BACKGROUND CHECKS OF PERSONNEL ASSIGNED BY CONTRACTOR TO PERFORM WORK ON JMU PROPERTY: The Contractor shall obtain criminal background checks on all of their contracted employees who will be assigned to perform services on James Madison University property. The results of the background checks will be directed solely to the Contractor. The Contractor bears responsibility for confirming to the University contract administrator that the background checks have been completed prior to work being performed by their employees or subcontractors. The Contractor shall only assign

- to work on the University campus those individuals whom it deems qualified and permissible based on the results of completed background checks. Notwithstanding any other provision herein, and to ensure the safety of students, faculty, staff and facilities, James Madison University reserves the right to approve or disapprove any contract employee that will work on JMU property. Disapproval by the University will solely apply to JMU property and should have no bearing on the Contractor's employment of an individual outside of James Madison University.
- N. INDEMNIFICATION: Contractor agrees to indemnify, defend and hold harmless the Commonwealth of Virginia, its officers, agents, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the contractor/any services of any kind or nature furnished by the contractor, provided that such liability is not attributable to the sole negligence of the using agency or to failure of the using agency to use the materials, goods, or equipment in the manner already and permanently described by the contractor on the materials, goods or equipment delivered.
- O. ADDITIONAL GOODS AND SERVICES: The University may acquire other goods or services that the supplier provides than those specifically solicited. The University reserves the right, subject to mutual agreement, for the Contractor to provide additional goods and/or services under the same pricing, terms, and conditions and to make modifications or enhancements to the existing goods and services. Such additional goods and services may include other products, components, accessories, subsystems, or related services that are newly introduced during the term of this Agreement. Such additional goods and services will be provided to the University at favored nations pricing, terms, and conditions.
- P. ADVERTISING: In the event a contract is awarded for supplies, equipment, or services resulting from this proposal, no indication of such sales or services to James Madison University will be used in product literature or advertising without the express written consent of the University. The contractor shall not state in any of its advertising or product literature that James Madison University has purchased or uses any of its products or services, and the contractor shall not include James Madison University in any client list in advertising and promotional materials without the express written consent of the University.
- Q. ELECTRICAL EQUIPMENT STANDARDS: All equipment/material shall conform to the latest issue of all applicable standards as established by National Electrical Manufacturer's Association (NEMA), American National Standards Institute (ANSI), and Occupational Safety & Health Administration (OSHA). All equipment and material, for which there are OSHA standards, shall bear an appropriate label of approval for use intended from a Nationally Recognized Testing Laboratory (NRTL).
- R. DELIVERY AND STORAGE: It shall be the responsibility of the contractor to make all arrangements for delivery, unloading, receiving and storing materials in the building during installation. The owner will not assume any responsibility for receiving these shipments. Contractor shall check with the owner and make necessary arrangements for security and storage space in the building during installation.
- S. FINAL INSPECTION: At the conclusion of the work, the contractor shall demonstrate to the authorized owners representative that the work is fully operational and in compliance with contract specifications and codes. Any deficiencies shall be promptly and permanently corrected by the contractor at the contractor's sole expense prior to final acceptance of the work.

- T. PRIME CONTRACTOR RESPONSIBILITIES: The contractor shall be responsible for completely supervising and directing the work under this contract and all subcontractors that he may utilize, using his best skill and attention. Subcontractors who perform work under this contract shall be responsible to the prime contractor. The contractor agrees that he is as fully responsible for the acts and omissions of his subcontractors and of persons employed by them as he is for the acts and omissions of his own employees.
- U. SUBCONTRACTS: No portion of the work shall be subcontracted without prior written consent of the purchasing agency. In the event that the contractor desires to subcontract some part of the work specified herein, the contractor shall furnish the purchasing agency the names, qualifications and experience of their proposed subcontractors. The contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the contract.
- V. WORK SITE DAMAGES: Any damage to existing utilities, equipment or finished surfaces resulting from the performance of this contract shall be repaired to the Commonwealth's satisfaction at the contractor's expense.
- W. KEYS: If the Contractor is given keys for this project, it is the Contractor's responsibility to return the keys when the contract is terminated, as well as for the safekeeping of the keys during the contract period. The Contractor shall not loan or duplicate the keys. In the event the Contractor loses the keys, they will be charged for the replacement of the keys and any locks which are rekeyed or replaced.
- X. STANDARDS OF CONDUCT: The work site will be occupied by students and University Personnel during the times work is performed. Contractor and Contractor's personnel shall exercise a particularly high level of discipline, safety and cooperation at all times while on the job site. The Contractor shall be responsible for controlling employee conduct, for assuring that its employees are not boisterous or rude, and assuring that they are not engaging in any destructive or criminal activity. The Contractor is also responsible for ensuring that its employees do not disturb papers on desks, or open desk drawers, cabinets, or briefcases, or use State phones, and the like, except as authorized.
- Y. EXTRA CHARGES NOT ALLOWED: The bid price shall be for complete installation ready for the Commonwealth's use, and shall include all applicable freight and installation charges; extra charges will not be allowed.
- Z. QUANTITIES: Quantities set forth in this solicitation are estimates only, and the contractor shall supply at bid prices actual quantities as ordered, regardless of whether such total quantities are more or less than those shown.

## **IX. METHOD OF PAYMENT**

The contractor will be paid based on invoices submitted in accordance with the solicitation and any negotiations. James Madison University recognizes the importance of expediting the payment process for our vendors and suppliers; we request that our vendors and suppliers enroll in our bank's Comprehensive Payable options: either the Virtual Payables Virtual Card or the PayMode-X electronic deposit (ACH) to your bank account so that future payments are made electronically. Contractors signed up for the Virtual Payables process will receive the benefit of being paid Net 15. Additional information is available online at:

## **X. PRICING SCHEDULE**

The offeror shall provide pricing for all products and services included in proposal indicating one-time and on-going costs. The resulting contract will be cooperative and pricing shall be inclusive for the attached Zone Map, of which JMU falls within Zone 2.

Specify any associated charge card processing fees, if applicable, to be billed to the university.

### **A. On Demand Event Equipment Rental**

1. The contractor shall provide pricing for all products and services included in proposal indicating the percentage discount off of retail rental pricing that would be offered to the University.
2. The offeror shall clearly indicate all travel, delivery, set up, and take-down costs along with any other miscellaneous fees that would apply. Include all applicable hourly or daily rates.
3. The offeror shall provide travel and delivery costs for each zone outlined in attachment D, Zone Map.

### **B. Large Events Equipment Rental**

1. The offeror shall provide pricing for all products and services included in proposal indicating the percentage off of retail rental pricing that would be offered to the University.
2. The offeror shall clearly indicate all travel, delivery, set up, and take-down costs along with any other miscellaneous fees that would apply. Include all applicable hourly or daily rates.
3. The offeror shall provide pricing for each item specified in attachment E.
4. The offeror shall provide travel and delivery costs for each zone outlined in attachment D, Zone Map.

## **XI. ATTACHMENTS**

Attachment A: Offeror Data Sheet

Attachment B: Small, Women, and Minority-owned Business (SWaM) Utilization Plan

Attachment C: Standard Contract Sample

Attachment D: Zone Map

Attachment E: Event Pricing and Requirements

Attachment F: VHEPC PAC

Attachment G: SWaM Sub-contractor Reporting Template

ATTACHMENT A

OFFEROR DATA SHEET

TO BE COMPLETED BY OFFEROR

1. **QUALIFICATIONS OF OFFEROR:** Offerors must have the capability and capacity in all respects to fully satisfy the contractual requirements.
2. **YEARS IN BUSINESS:** Indicate the length of time you have been in business providing these types of goods and services.

Years \_\_\_\_\_ Months \_\_\_\_\_

3. **REFERENCES:** Indicate below a listing of at least five (5) organizations, either commercial or governmental/educational, that your agency is servicing. Include the name and address of the person the purchasing agency has your permission to contact.

CLIENT	LENGTH OF SERVICE	ADDRESS	CONTACT PERSON/PHONE #
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4. List full names and addresses of Offeror and any branch offices which may be responsible for administering the contract.

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5. **RELATIONSHIP WITH THE COMMONWEALTH OF VIRGINIA:** Is any member of the firm an employee of the Commonwealth of Virginia who has a personal interest in this contract pursuant to the [CODE OF VIRGINIA](#), SECTION 2.2-3100 – 3131?

YES  NO

IF YES, EXPLAIN: \_\_\_\_\_

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ATTACHMENT B

Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

Offeror Name: \_\_\_\_\_ Preparer Name: \_\_\_\_\_

Date: \_\_\_\_\_

Is your firm a **Small Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

Is your firm a **Woman-owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

Is your firm a **Minority-Owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

Is your firm a **Micro Business** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

**Instructions:** *Populate the table below to show your firm's plans for utilization of small, women-owned and minority-owned business enterprises in the performance of the contract. Describe plans to utilize SWAMs businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.*

**Small Business:** "Small business " means a business, independently owned or operated by one or more persons who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years.

**Woman-Owned Business Enterprise:** A business concern which is at least 51 percent owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more women, and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWAM Program, all certified women-owned businesses are also a small business enterprise.**

**Minority-Owned Business Enterprise:** A business concern which is at least 51 percent owned by one or more minorities or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more minorities and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWAM Program, all certified minority-owned businesses are also a small business enterprise.**

**Micro Business** is a certified Small Business under the SWaM Program and has no more than twenty-five (25) employees AND no more than \$3 million in average annual revenue over the three-year period prior to their certification.

**All small, women, and minority owned businesses must be certified by the Commonwealth of Virginia Department of Small Business and Supplier Diversity (SBSD) to be counted in the SWAM program. Certification applications are available through SBSD at 800-223-0671 in Virginia, 804-786-6585 outside Virginia, or online at <http://www.sbsd.virginia.gov/> (Customer Service).**

***RETURN OF THIS PAGE IS REQUIRED***



ATTACHMENT C



COMMONWEALTH OF VIRGINIA  
STANDARD CONTRACT

Contract No. \_\_\_\_\_

This contract entered into this \_\_\_\_\_ day of \_\_\_\_\_ 20\_\_\_\_, by \_\_\_\_\_ hereinafter called the "Contractor" and Commonwealth of Virginia, James Madison University called the "Purchasing Agency".

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the services to the Purchasing Agency as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: From \_\_\_\_\_ through \_\_\_\_\_

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposals dated \_\_\_\_\_:
  - (a) The Statement of Needs,
  - (b) The General Terms and Conditions,
  - (c) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions;
  - (d) List each addendum that may be issued
- (3) The Contractor's Proposal dated \_\_\_\_\_ and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
  - (a) Negotiations summary dated \_\_\_\_\_.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

CONTRACTOR:

PURCHASING AGENCY:

By: \_\_\_\_\_  
(Signature)

By: \_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Printed Name)

\_\_\_\_\_  
(Printed Name)

Title: \_\_\_\_\_

Title: \_\_\_\_\_

## ATTACHMENT D

### Zone Map



## Virginia Association of State College & University Purchasing Professionals (VASCUPP)

### List of member institutions by zones

<b><u>Zone 1</u></b> George Mason University (Fairfax)	<b><u>Zone 2</u></b> James Madison University (Harrisonburg)	<b><u>Zone 3</u></b> University of Virginia (Charlottesville)
<b><u>Zone 4</u></b> University of Mary Washington (Fredericksburg)	<b><u>Zone 5</u></b> Christopher Newport University (Newport News) College of William and Mary (Williamsburg) Norfolk State University (Norfolk) Old Dominion University (Norfolk)	<b><u>Zone 6</u></b> Virginia Commonwealth University (Richmond) Virginia State University (Petersburg)
<b><u>Zone 7</u></b> Longwood University (Farmville)	<b><u>Zone 8</u></b> Virginia Military Institute (Lexington) Virginia Tech (Blacksburg) Radford University (Radford)	<b><u>Zone 9</u></b> University of Virginia - Wise (Wise)

**Attachment E**

**Pricing Schedule – Special Event Equipment  
James Madison University**

<b><u>Chairs</u></b>	<b><u>Estimated Quantity</u></b>	<b><u>Unit Price</u></b>	<b><u>Total Price</u></b>
Samsonite Folding Chair -All Colors (White, Black, Burgundy)	19,800		
<b><u>Staging</u></b>	<b><u>Estimated Quantity</u></b>	<b><u>Unit Price</u></b>	<b><u>Total Price</u></b>
32' x 16' skirt on four (4) sides, two (2) stairways, safety rail on three (3) sides ~Rose Library	1		
32' x 20' x 3' ht Skirt on four (4) sides, two (2) stairways, one (1) ADA ramp, and safety rails on three (3) sides. ~Wilson Quad	1		
36' x 28' black skirt on four (4) sides, one (1) stairway, safety rail on three (3) sides, and two (2) ADA ramps. ~Stadium	1		
24' x 20' x 2' ht black skirt on four (4) sides, two (2) stairways, and safety rail on three (3) sides ~Duke Lawn	1		
4' x 4' x 36" ht black skirt on four sides one stairway, safety rail on two (2) sides ~Videographer's Stand	1		
<b><u>White Frame Tents w/ Concrete Anchors &amp; Fire Extinguisher</u></b>	<b><u>Estimated Quantity</u></b>	<b><u>Unit Price</u></b>	<b><u>Total Price</u></b>
10' x 10'	3		
15' x 15'	7		
20' x 20'	1		
20' x 30'	1		
20' x 40'	1		
30' x 60'	1		
40' x 60'	1		
40' x 80'	1		
30' x 45' ADA Tent	1		
60' x 120' Fire Package Tent	1		
<b><u>Staked White Frame Tents &amp; Fire Extinguisher</u></b>	<b><u>Estimated Quantity</u></b>	<b><u>Unit Price</u></b>	<b><u>Total Price</u></b>
10' x 10'	1		
15' x 15'	1		
20' x 20'	1		
20' x 30'	1		
20' x 40'	1		
30' x 60'	1		
40' x 60'	1		
40' x 80'	1		

<b><u>Tables</u></b>	<b><u>Estimated Quantity</u></b>	<b><u>Unit Price</u></b>	<b><u>Total Price</u></b>
8' Banquet Table	30		
6' Banquet Table	1		
6' Round Dining Table	1		
36" x 42" ht Cocktail Round Table	1		
30" Cocktail Table w/ 30" & 42" ht Columns & Bases	1		
<b><u>Miscellaneous</u></b>	<b><u>Estimated Quantity</u></b>	<b><u>Unit Price</u></b>	<b><u>Total Price</u></b>
White Resin Stanchion w/ Chain	50		
Pipe and Drape- Black x 8' height (per linear foot)	80 ft.		
Barricaded Crowd Control Stanchion (per foot)	50 ft.		
Stage Skirt per linear foot	1 ft.		
Staging per sq. ft. (if multiple options of staging are available, provide pricing for each)	1ft.		
Safety Rail per linear foot	1 ft.		
ADA Ramp per linear foot	1 ft.		
Event Carpet Runner	90 ft.		
<b><u>Sanitation</u></b>	<b><u>Estimated Quantity</u></b>	<b><u>Unit Price</u></b>	<b><u>Total Price</u></b>
Mobile Comfort Station	2		
Mobile Comfort Station with two (2) ADA ramps	1		
Skid Mounted ADA Comfort Station	1		
Mobile Elite Comfort Station with ADA (2) ADA ramps	1		
<b><u>Flooring</u></b>	<b><u>Estimated Quantity</u></b>	<b><u>Unit Price</u></b>	<b><u>Total Price</u></b>
Portable Flooring w/ edge ramps for entire perimeter of layout	38,540 sq ft.		
<b><u>Labor</u></b>	<b><u>Estimated Quantity</u></b>	<b><u>Unit Price</u></b>	<b><u>Total Price</u></b>
Set up and take down table(s)	1		
Set up and take down of chair(s)	1		
Installation and removal of flooring	1		
<b><u>Delivery</u></b>	<b><u>Total Price</u></b>		
Delivery Lot (Commencement)			
Equipment Distribution Charge (Commencement)			

**Pricing Schedule – Special Event Equipment  
University of Virginia**

<b><u>Description</u></b>	<b><u>Estimated Quantity</u></b>	<b><u>Unit Price</u></b>	<b><u>Total Price</u></b>
Samsonite Folding Chair -All Colors	38,150		
<b><u>Staging</u></b>			
40' x 20' x 2'ht 80' Black Skirt Two stairways 64' Safety rail Aquatics	1		
4' x 4' x 16''ht Interpreter's Riser (With one single step) ~Aquatics~	1		
36' x 20' x 2'ht Black Skirt on three sides Two'28' ADA ramps ~Law School (Clay Hall)	1		
48' x 12' x varying heights- Black skirt on front side Two stairways Safety rail on two sides Old Cabell~	1		
Extend Rental Additional Three Weeks ~Old Cabell~	1		
8' x 16' Two Tier Press Riser (Each tier 4' x 16') Old Cabell~	1		
4' x 4' x 16''ht Interpreter's Riser (With one single step) ~Old Cabell~	1		
4' x 4' x 16''ht Interpreter's Riser (With one single step) ~Mid-Lawn between Old Cabell and Rotunda~			
28' x 28' x 2'ht- White Skirt on three sides One stairway Two 24' ADA ramps ~Darden~	1		

<u>Description</u>	<u>Estimated Quantity</u>	<u>Unit Price</u>	<u>Total Price</u>
24' x 12' x 2'ht- 48' Black Skirt Two 16' ADA ramps Safety rail on back side 24' x 8' ht Pipe & Black Drape ~North Grounds Rec~	1		
4' x 8' x 2'ht- Black skirt on four sides One stairway ~North Grounds Rec Audio	1		
8' x 8' x 2'ht- Black Skirt on four sides One stairway ~Law School~	1		
12' x 8' x 2'ht- Black skirt on four sides One stairway ~Law School~	1		
20' x 12' x 8''ht- No stairway Black skirt on three sides ~Art School~ (Band Rehearsal)	1		
32' x 16' x 2'ht- Black skirt on three sides Two ADA Ramps x 24' (48') No Stairway ~Thornton Courtyard~	1		
32'' x 16' x 16''ht – Black skirt on three sides Two ADA Ramps x 28' No Stairway or railings Two 16' ADA ramps ~Slaughter Rec~	1		
<b>Folding Tables</b> – 8' x 30'' x 29''ht	110		
<b>Banquet Tables</b> – 6'	42		
Round Dining table – 6'	90		
<b>Table Linens</b> -			
White Tablecloth (90'' x 156'')	7		
Black Table Skirt x 14' x 29''	7		
<b>Staging Accessories</b>			
Stage Skirt per linear foot	1		
Stage safety rail per linear foot	1		
Black Stage Skirt – 24'' x 8'	12		
<b>Miscellaneous</b>			
Pipe and Drape Black x 12' ht - per linear foot	24'		
Pipe and Drape Black x 12'ht -per linear foot	60'		

Chrome Stanchion with Retractable black tape	6		
ADA Ramp 24' ramp plus one turn deck ~Amphitheater~	1		

**Quantities provided in this RFP are estimates, and the Selected Firm(s) will supply actual quantities ordered at the proposed price, regardless of whether the total quantities are more or less than, the estimates provided in this RFP.**

**AGREEMENT  
PUBLICLY ACCESSIBLE CONTRACT (PAC)**

This Agreement, effective the [DAY<sup>st/nd</sup>] day of [MONTH, YEAR], is by and between James Madison University (the “University”), on behalf of the Virginia Higher Education Procurement Consortium (the “Consortium”) (collectively the "University"), and [VENDOR NAME], (“Vendor”).

**TERM**

The term of this Agreement shall begin [Date] to [Date] with [Number] of [Number] year renewal options, and an expected final expiration date of [Date]. This end date coincides with the Primary Agreement’s [Agreement Number] end date.

**WITNESS**

WHEREAS, the University and Vendor have executed an agreement, UCPJMUXXXX, dated MONTH XX, 20XX (the “Primary Agreement”), and included in the Primary Agreement is a third-party access / cooperative clause. Now therefore, the University and Vendor wish to express in this Agreement the specific terms that will allow third party access to the Primary Agreement.

Accordingly, and in consideration of the mutual premises and provisions hereof, the parties hereby agree as follows:

I. Vendor will:

- A. Pay the University 1% of all sales to accessing entities outside of the Consortium membership associated with the Primary Agreement (as the “PAC Annual Fee”). The PAC Annual Fee will be paid in exchange for marketing services provided by the University and the Consortium described below in Section II.
- B. Fully support this marketing relationship by promoting the availability of the Primary Agreement to non-Consortium entities;
- C. Provide quarterly sales reports detailing the amount of sales to each non-Consortium accessing entity; and

II. The University/Consortium will:

- A. Promote the Primary Agreement on its website and through other channels (e.g., conferences) to non-Consortium members
- B. Maintain an approved version of Vendor’s logo on the Consortium website

III. Payment:

- A. Payment of PAC Annual Fee will arrive at the University no later than August 31 of each year. The University and Consortium will share the payments equally and allocate payments to the appropriate accounts.

In the event of early termination of the Primary Agreement, this residual payment will arrive at the University no later than 45 calendar days from termination date of the Primary Agreement.

- B. Payment of PAC Annual Fee will take the form of a check. Checks will be made payable to the University of Virginia and sent to:

Constance Alexander, Office Manager  
Procurement and Supplier Diversity Services  
University of Virginia, Carruthers Hall  
c/o VHEPC  
PO Box 400202  
1001 N. Emmet Street  
Charlottesville, VA 22904

IV. Notices:

Any notice required or permitted to be given under this Agreement will be in writing and will be deemed duly given: (1) if delivered personally, when received; (2) if sent by recognized overnight courier service, on the date of the receipt provided by such courier service; (3) if sent by registered mail, postage prepaid, return receipt requested, on the date shown on the signed receipt; or (4) if sent by electronic mail, when received (as verified by the email date and time) if delivered no later than 4:00 p.m. (receiver's time) on a business day or on the next business day if delivered (as verified by sender's machine) after 4:00 p.m. (receiver's time) on a business day or on a non-business day. All such notices will be addressed to a party at such party's address or facsimile number as shown below.

If to the University:

Procurement Services  
c/o Director of Procurement  
James Madison University  
752 Ott Street, MSC 5720  
Harrisonburg, VA 22807

If to Vendor:

[Vendor Contact]  
[Vendor]  
[Address]  
[City, State, Zip]  
Email: [Vendor Email]  
Fax: [Fax]

**ACCEPTANCE**

**For James Madison University**

**For [Vendor]**

\_\_\_\_\_  
[Lead Proc]  
[Lead Job Title]

\_\_\_\_\_  
[Vendor Contact]  
[Vendor Contact Title]

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

Agreement #: [JMU Contract-Number]-PAC

SAMPLE

## Reporting Instructions

- 1) Complete all information accurately
- 2) Contact Phillip Ewell (ewellpw@jmu.edu, swamreporting@jmu.edu or 540-568-7999) to discuss questions or concerns with reporting on this form
- 3) Include the Schedule of Values No.(s) that relate to the payments received and being reported on the current reporting (*please note the Schedule of Values number(s) on this report **may not be** the same as the one you are submitting the form with*)
- 4) ALL sub-contractors should be reported, even if they are not currently SWAM certified (*our staff will attempt to contact them to see if they are capable of certifying*)
- 5) The Schedule of Values should be completed entirely with a vendor name included regardless of whether you believe the firm is SWAM or not - this helps for matching between this report and the Schedule of Values - it also helps us to continue to follow up on certifications with vendors that may not be currently certified.
- 6) Suppliers should be reported as they are considered the same as sub-contractors





**June 4, 2025**

**ADDENDUM NO.: ONE  
TO ALL OFFERORS:**

**REFERENCE:** Request for Proposal No: **RFP DKM-1234**  
Dated: **June 4, 2025**  
Commodity: **Special Event Equipment Rentals**  
RFP Closing On: ~~**June 2, 2025 at 2:00pm (Eastern)**~~  
**July 2, 2025 at 2:00pm (Eastern)**

Please note the clarifications and/or changes made on this proposal program:

- RFP DKM-1234 Special Event Equipment Rentals will have a closing date of July 2, 2025 at 2pm.

Signify receipt of this addendum by initialing "*Addendum #1* \_\_\_\_\_" on the signature page of your proposal.

Sincerely,  
Dylan Morris  
Buyer Senior  
Phone: (540-568-3002)

MSC 5720  
752 Ott Street, Room 1042  
Wine Price Building  
Harrisonburg, VA 22807  
Office of 540.568.3145 Phone  
PROCUREMENT SERVICES 540.568.7935 Fax