



## CONTRACT RENEWAL LETTER

**Date:** September 02, 2026  
**Contract #:** UCPJMU7326  
**Service:** Special Event Equipment Rentals  
**Renewal Period:** 11/15/2026 to 11/14/2027  
**Renewal #:** 1 of 4 One-Yr  
**Issued By:** James Madison University  
Dylan Morris, Buyer Senior

Ph: 540-568-3002

Fx: 540-568-7935

**Contractor:** TCS Event Rentals & Piedmont Portables (Division  
of CMG Ventures II, LLC)  
Attn: Bob Ratliff  
P.O. Box 1957  
Burlington, NC 27216-1957

Ph: 800-918-8901 ext 1230

**Contract Administrator:** Julie Bubb Dove, Facilities Management

### **Description of Renewal Notice:**

In accordance with the renewal provision of the original contract all terms, conditions, and specifications of the original contract remain the same during the contract renewal period, along with any modifications that have been incorporated up until this point. The contract pricing will increase by 1.9% in accordance with the "other services" category of the CPI-W. An updated pricing schedule is attached to this renewal.

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

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

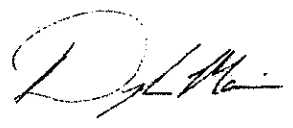
**TCS Event Rentals & Piedmont Portables**  
**(Division of CMG Ventures II, LLC)**

By: Bob Ratliff  
Bob Ratliff

*Name (print)*

Director, Institutional Accounts 9/08/2024  
*Title Date Signed*

**James Madison University**

By: 

Dylan Morris, CUPO

*Name (print)*

Buyer Senior 9/2/2026  
*Title Date Signed*



**Contract #:** UCPJMU7326

**Contractor:** TCS Event Rentals & Piedmont Portables (Division of CMG Ventures II, LLC)

**Renewal Period:** 11/15/2026 - 11/14/2027

**Commodity:** Special Event Equipment Rentals

**1. Contract Pricing Schedule:**

a. Contractor shall provide the purchasing agency with the pricing identified in *Attachment A, TSC Special Event Equipment List*

b. Tent and stage rental pricing shall be inclusive of labor for set-up and take-down. Setup and take-down of chairs and tables will be subject to fee.

c. Purchasing Agency shall not be required to place deposits on any rental order less than \$5,000 total value. Deposits may be no more than 50% of total equipment.

d. Contractor shall apply cancellation fee in advance of delivery as indicated:

i. Commencement:

More than forty-five (45) days – 40% confirmed order

Forty-five (45) to thirty (30) days – 60% confirmed order

Twenty-nine (29) to ten (10) days – 80% confirmed order

Less than (10 days) – 100% confirmed order

ii. All other events:

More than fifteen (15) days – No Charge

Fifteen (15) Days or less- 60% confirmed order

e. Contractor shall invoice for lost or damaged items at Contractor's purchase cost. Contractor may be required to provide documentation of item cost.

f. 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. Purchasing Agency will reimburse costs associated with transportation, delivery and return of equipment delivered to the site prior to cancellation.

g. Delivery charges shall include the delivery and pick up of rented items. Delivery charges are as follows:

|        |            |
|--------|------------|
| Zone 1 | \$5,303.90 |
| Zone 2 | \$3,892.58 |
| Zone 3 | \$3,270.99 |
| Zone 4 | \$4,509.08 |
| Zone 5 | \$3,892.58 |
| Zone 6 | \$3,449.32 |
| Zone 7 | \$2,211.23 |
| Zone 8 | \$3,184.38 |

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.

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, Net 30 after the receipt of a valid invoice. No additional interest charges will 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 pennititng, 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 - Pricing Schedule – Special Event Equipment**

| <b><u>Chairs</u></b>                                                                                                                    | <b><u>Unit Price</u></b> |
|-----------------------------------------------------------------------------------------------------------------------------------------|--------------------------|
| Samsonite Folding Chair -All Colors (White, Black, Burgundy)                                                                            | \$2.65                   |
| <b><u>Staging</u></b>                                                                                                                   | <b><u>Unit Price</u></b> |
| 32' x 16' skirt on four (4) sides, two (2) stairways, safety rail on three (3) sides<br>~Rose Library                                   | \$3,566.50               |
| 32' x 20' x 3' ht<br>Skirt on four (4) sides, two (2) stairways, one (1) ADA ramp, and safety rails on three (3) sides.<br>~Wilson Quad | \$6,674.45               |
| 36' x 28' black skirt on four (4) sides, one (1) stairway, safety rail on three (3) sides, and two (2) ADA ramps.<br>~Stadium           | \$9,680.50               |
| 24' x 20' x 2' ht black skirt on four (4) sides, two (2) stairways, and safety rail on three (3) sides<br>~Duke Lawn                    | \$3,413.65               |
| 4' x 4' x 36" ht black skirt on four sides one stairway, safety rail on two (2) sides<br>~Videographer's Stand                          | \$305.70                 |
| <b><u>White Frame Tents w/ Concrete Anchors &amp; Fire Extinguisher</u></b>                                                             | <b><u>Unit Price</u></b> |
| 10' x 10'                                                                                                                               | \$494.22                 |
| 15' x 15'                                                                                                                               | \$616.50                 |
| 20' x 20'                                                                                                                               | \$888.57                 |
| 20' x 30'                                                                                                                               | \$1,217.71               |
| 20' x 40'                                                                                                                               | \$1,587.60               |
| 30' x 60'                                                                                                                               | \$3,571.60               |
| 40' x 60'                                                                                                                               | \$4,763.83               |
| 40' x 80'                                                                                                                               | \$6,353.47               |
| 30' x 45' ADA Tent                                                                                                                      | \$2,679.97               |
| 60' x 120' Fire Package Tent                                                                                                            | \$9,069.10               |
| <b><u>Staked White Frame Tents &amp; Fire Extinguisher</u></b>                                                                          | <b><u>Unit Price</u></b> |
| 10' x 10'                                                                                                                               | \$295.51                 |
| 15' x 15'                                                                                                                               | \$387.22                 |
| 20' x 20'                                                                                                                               | \$565.55                 |
| 20' x 30'                                                                                                                               | \$733.68                 |
| 20' x 40'                                                                                                                               | \$1,100.52               |
| 30' x 60'                                                                                                                               | \$2,508.78               |
| 40' x 60'                                                                                                                               | \$3,328.05               |
| 40' x 80'                                                                                                                               | \$4,356.23               |
| <b><u>Tables</u></b>                                                                                                                    | <b><u>Unit Price</u></b> |
| 8' Banquet Table                                                                                                                        | \$15.59                  |
| 6' Banquet Table                                                                                                                        | \$15.59                  |
| 6' Round Dining Table                                                                                                                   | \$18.80                  |
| 36" x 42" ht Cocktail Round Table                                                                                                       | \$15.59                  |
| 30" Cocktail Table w/ 30" & 42" ht Columns & Bases                                                                                      | \$15.59                  |

| <b><u>Miscellaneous</u></b>                                                                  | <b><u>Unit Price</u></b> |
|----------------------------------------------------------------------------------------------|--------------------------|
| White Resin Stanchion w/ Chain                                                               | \$18.34                  |
| Pipe and Drape- Black x 8' height (per linear foot)                                          | \$7.23                   |
| Barricaded Crowd Control Stanchion (per foot)                                                | \$3.11                   |
| Stage Skirt per linear foot                                                                  | \$4.89                   |
| Staging per sq. ft. (if multiple options of staging are available, provide pricing for each) | \$6.47                   |
| Safety Rail per linear foot                                                                  | \$4.89                   |
| ADA Ramp per linear foot                                                                     | \$66.24                  |
| Event Carpet Runner                                                                          | \$19.87                  |
| <b><u>Sanitation</u></b>                                                                     | <b><u>Unit Price</u></b> |
| Mobile Comfort Station                                                                       | \$4,483.60               |
| Mobile Comfort Station with two (2) ADA ramps                                                | \$2,593.36               |
| Mobile Elite Comfort Station with ADA (2) ADA ramps                                          | \$2,593.36               |
| <b><u>Flooring</u></b>                                                                       | <b><u>Unit Price</u></b> |
| Portable Flooring w/ edge ramps for entire perimeter of layout                               | \$2.83                   |
| <b><u>Labor</u></b>                                                                          | <b><u>Unit Price</u></b> |
| Set up and take down table(s)                                                                | \$6.62                   |
| Set up and take down of chair(s)                                                             | \$6.06                   |
| Installation and removal of flooring                                                         | \$17,119.20              |
| <b><u>Delivery</u></b>                                                                       |                          |
| Equipment Distribution Charge<br>(Commencement)                                              | NTE \$83,048.50          |



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**Pricing Schedule — Special Event Equipment (University of Virginia)**

| Description                                                                                                     | Venue/Location                             |
|-----------------------------------------------------------------------------------------------------------------|--------------------------------------------|
| Samsonite Folding Chair – All Colors                                                                            |                                            |
| 40' x 20' x 2' ht; 80' black skirt; two stairways; 64' safety rail                                              |                                            |
| 4' x 4' x 16" ht Interpreter's Riser (with one single step) ~Aquatics~                                          |                                            |
| 36' x 20' x 2' ht; black skirt on three sides; two 28' ADA ramps                                                | Law School (Clay Hall)                     |
| 48' x 12' x varying heights; black skirt on front side; two stairways; safety rail on two sides                 | Old Cabell                                 |
| Extend rental – additional three weeks                                                                          | Old Cabell                                 |
| 8' x 16' two-tier press riser (each tier 4' x 16')                                                              | Old Cabell                                 |
| 4' x 4' x 16" ht Interpreter's Riser (with one single step)                                                     | Athletics                                  |
| 4' x 4' x 16" ht Interpreter's Riser (with one single step)                                                     | Adid-Lawn (between Old Cabell and Rotunda) |
| 28' x 28' x 2' ht; white skirt on three sides; one stairway; two 24' ADA ramps                                  | Darden                                     |
| 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                          |
| 4' x 8' x 2' ht; black skirt on four sides; one stairway                                                        | North Grounds Rec Audio                    |
| 8' x 8' x 2' ht; black skirt on four sides; one stairway                                                        | Law School                                 |
| 12' x 8' x 2' ht; black skirt on four sides; one stairway                                                       | Law School                                 |
| 20' x 12' x 8" ht; no stairway; black skirt on three sides                                                      | Art School and Rehearsal                   |
| 32' x 16' x 2' ht; black skirt on three sides; two 24' ADA ramps (48'); no stairway                             | Thornton Co                                |
| 32' x 16' x 16" ht; black skirt on three sides; no stairway or railings; two 16' ADA ramps                      | Slaughter Rec                              |
| Folding Tables, 8' x 30" x 29" ht                                                                               |                                            |
| Banquet Tables — 6'                                                                                             |                                            |
| Round Dining Table — 6'                                                                                         |                                            |
| White Tablecloth, 90" x 156"                                                                                    |                                            |
| Black Table Skirt, 14' x 29"                                                                                    |                                            |
| Stage Skirt, per linear foot                                                                                    |                                            |
| Stage Safety Rail, per linear foot                                                                              |                                            |
| Black Stage Skirt, 24" x 8'                                                                                     |                                            |
| Pipe and Drape, black, 12' ht — per linear foot                                                                 |                                            |
| Pipe and Drape, black, 12' ht — per linear foot                                                                 |                                            |
| Chrome Stanchion with retractable black tape                                                                    |                                            |
| ADA Ramp, 24' ramp plus one turn deck                                                                           | Amphitheater                               |

| Estimated Quantity | Unit Price  | Total Price   |
|--------------------|-------------|---------------|
| 38,150             | \$ 2.75     | \$ 104,962.10 |
| 1                  | \$ 9,680.50 | \$ 9,680.50   |
| 1                  | \$ 458.55   | \$ 458.55     |
| 1                  | \$ 8,559.60 | \$ 8,559.60   |
| 1                  | \$ 4,967.63 | \$ 4,967.63   |
| 1                  | \$ 4,076.00 | \$ 4,076.00   |
| 1                  | \$ 840.68   | \$ 840.68     |
| 1                  | \$ 458.55   | \$ 458.55     |
| 1                  | \$ 458.55   | \$ 458.55     |
| 1                  | \$ 8,457.70 | \$ 8,457.70   |
| 1                  | \$ 4,738.35 | \$ 4,738.35   |
| 1                  | \$ 458.55   | \$ 458.55     |
| 1                  | \$ 672.54   | \$ 672.54     |
| 1                  | \$ 1,024.10 | \$ 1,024.10   |
| 1                  | \$ 1,783.25 | \$ 1,783.25   |
| 1                  | \$ 6,776.35 | \$ 6,776.35   |
| 1                  | \$ 5,655.45 | \$ 5,655.45   |
| 110                | \$ 15.59    | \$ 1,714.98   |
| 42                 | \$ 15.59    | \$ 654.81     |
| 90                 | \$ 18.85    | \$ 1,696.64   |
| 7                  | \$ 37.19    | \$ 260.35     |
| 7                  | \$ 36.17    | \$ 253.22     |
| 1                  | \$ 4.89     | \$ 4.89       |
| 1                  | \$ 4.89     | \$ 4.89       |
| 12                 | \$ 39.74    | \$ 476.89     |
| 24'                | \$ 15.29    | \$ 366.84     |
| 60                 | \$ 15.29    | \$ 917.10     |
| 6                  | \$ 25.48    | \$ 152.85     |
| 2                  | \$ 1,259.99 | \$ 2,621.89   |