



COMMONWEALTH OF VIRGINIA
STANDARD CONTRACT

Contract No. UCPJMU7470

This contract entered into this 5th day of June 2026, by Exact Stormwater Management LLC, 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 July 21, 2026, through July 20, 2027, 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 JBM-1249 dated February 17, 2026
(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 – February 23, 2026
(e) Addendum No. Two – March 11, 20226
(3) The Contractor's Proposal dated March 16, 2026 and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
(a) Negotiations Summary, dated May 12, 2026

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

CONTRACTOR:
By: [Signature]
(Jennifer Simonpietri)
(Printed Name)
Title: Managing Member

PURCHASING AGENCY:
By: [Signature]
(Juan Becerra Martinez)
(Printed Name)
Title: Senior Buyer

RFP# JBM-1249 STORMWATER STRUCTURE MAINTENANCE
5/12/2026

The Primary Point of Contact for this Contract is:

Jennifer Simonpietri
804-302-5151
jennifer@exactstorm.com

GENERAL:

1. Any change in the scope described herein shall be mutually agreed upon by the Purchasing Agency and Contractor with all changes first being authorized through either a contract modification and/or a change order issued by the Purchasing Agency.
2. Parties agree that this Negotiation Summary modifies RFP# JBM-1249 and the Contractor's initial response to RFP# JBM-1249, and in the event of conflict, this negotiation summary shall take precedence.
3. Contractor agrees that all exceptions taken within their initial response to RFP# JBM-1249 that are not specifically addressed within this negotiation summary are null and void.
4. Exact Stormwater Management LLC agrees that the terms and conditions as stated in the RFP will govern and be abided by.
5. Quotes and invoices shall be broken out per the pricing schedule to clearly identify contract pricing is being followed.
6. Storm drain cleaning services shall be quoted and invoiced using the applicable labor, vacuum truck/operator, disposal, confined space entry, and other applicable pricing schedule line items.
7. Exact Stormwater Management LLC agrees that SWaM subcontractor usage will be reported as applicable to work performed for James Madison University.
8. Exact Stormwater Management LLC agrees that Rental equipment will be offered to JMU at the "counter rate" (the same rate inquired by Exact Stormwater Management LLC from the rental company)
9. Exact Stormwater Management LLC agrees that 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.

10. For any purchases excluding from Point-of-Sale purchases, the University will issue an eVA purchase order based upon a quote provided by Exact Stormwater Management LLC. No additional agreements, orders forms, or signatures shall be required.

11. Payment shall be made in accordance with the Commonwealth of Virginia Prompt Payment requirements, Code of Virginia Sections [Section 2.2-4347 through 2.2-4354](#).

PRICING SCHEDULE:

The following Labor, Other Fees, and Discounts sections represent the negotiated pricing for all represented items and should be reflected in all quotes and proposals for the University. No other fees or charges shall be acceptable. The following pages, taken from the RFP and edited where negotiated, represent the agreed-upon pricing for this contract.

The following labor rates are listed by discipline and classification and include base wages, benefits, taxes, insurance and payroll costs complete.

LABOR RATES			
Personnel	Normal Working Hours	Overtime/Weekend/Holiday/Emergency Hours	Unit
Principal	\$125.00	\$188.00	/hour
Certified Safety Professional/Sr. Project Manager	\$125.00	\$188.00	/hour
Environmental Engineer/Professional Geologist	\$110.00	\$165.00	/hour
Project Manager	\$95.00	\$140.00	/hour
Equipment Manager	\$90.00	\$ 135.00	/hour
Responsible Land Disturber	\$90.00	\$135.00	/hour
Staff Geologist	\$90.00	\$ 135.00	/hour
Environmental Scientist	\$85.00	\$128.00	/hour
Draftsperson/ CADD Operator	\$70.00	\$105.00	/hour
Field Technician	\$75.00	\$113.00	/hour
Administrative/Documents Manager	\$60.00	\$90.00	/hour
Supervisor	\$90.00	\$135.00	/hour
Laborer	\$52.00	\$78.00	/hour
Vacuum Truck and operator services	\$375.00	\$375.00	/hour
Vacuum Trailer and operator services	\$300.00	\$300.00	/hour
Confined Space Entry cost per crew	\$325.00		/hour-# crew
Confined Space Entry cost per crew- Mobilization Fee	\$1,200		Daily
Liquids Hauling Charge	\$0.20	\$0.20	/gallon
Solids Hauling Charge	\$0.20	\$ 0.20	/gallon
Pressure Wash Fee	\$350.00	\$ 350.00	/event
Hazardous Material	\$0.50	\$0.50	/gallon

Equipment		
Equipment Type	Rate	Unit
Trackhoe	\$1,300.00	Per Day
Mini Excavator	\$850.00	Per Day
Backhoe	\$1050.00	Per Day
Skid Steer	\$750.00	Per Day
Single-axle dump	\$760.00	Per Day
Tandem Axle Dump Truck	\$1,000.00	Per Day
Service truck (4 hour minimum)	\$680.00	Per Day
CCTV Equipment with Trailer	\$1,500.00	Per Day
Dewatering Pump {6"} and Hoses	\$600.00	Per Day
Chipper	\$750.00	Per Day

Other Direct Costs		
Type	Amount	Unit
Provide & install replacement backfill (compacted clay)	\$40.00	Per Ton
Class I Rip Rap	\$85.00	Per Ton
Clearing and Grubbing Crew cost per crew	\$300.00	/hour
Clearing and Grubbing Mobilization fee	\$1,200	Daily
Erosion Control Mat with Staples	\$175.00	Per roll
Soil and Water Analysis (Standard Turnaround)		
-characterization	\$95.00	Each
-Total petroleum hydrocarbon (TPH)	\$150.00	Each
Benzene, toluene, ethylbenzene, and xylenes (BTEX)	\$95.00	Each

Itemized Material Costs		
Storm Filters	\$350	Per Cartridge
Jellyfish	\$1,075.25	Per Cartridge
Trees	\$100	Per Tree
Shrubs	\$35	Per Shrub
Plug Plants	\$5	Per Plug
Mulch & Topsoil	\$50	Per Yard

Other Fees	
Type	Amount
Credit Card Processing Fee	3%

James Madison University

Stormwater Structures Maintenance

RFP#: JBM-1249



STORMWATER MANAGEMENT

JMU Stormwater Structure Maintenance Proposal

Introduction

Exact Stormwater Management is pleased to submit this proposal to James Madison University for stormwater structure maintenance services. Exact is a full-service stormwater management contractor specializing in the inspection, maintenance, rehabilitation, and restoration of both above ground and underground stormwater systems.

Our team combines decades of hands-on field experience with a deep understanding of Virginia Stormwater Management Program regulations and municipal asset management practices. We routinely maintain and rehabilitate stormwater infrastructure for municipalities, institutional clients, and private owners throughout the Mid-Atlantic and Southeast United States. Locally, we have worked with numerous Universities throughout Virginia, including:

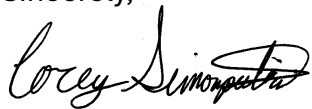
- University of Virginia
- Longwood University
- Old Dominion University
- Virginia State University
- College of William & Mary

Our approach prioritizes responsiveness, technical expertise, and clear communication with our clients to ensure stormwater infrastructure continues to function as designed and remains compliant with regulatory requirements.

Through a combination of trained personnel, specialized equipment, and proven field methods, Exact Stormwater Management is well positioned to support James Madison University's stormwater infrastructure maintenance needs.

As requested in the RFP (in Section IV A 4B), we have kept our bid package fairly simple, and we would be happy to expand on any topic or requirement during an oral presentation at the request of the University. Thank you for your consideration.

Sincerely,



Corey Simonpietri

VP Business Development

Q & A (As required in Section IV B of the RFP)

- 1) Describe your approach and ability to provide excellent customer service throughout the term of the contract, to include mobilization of the contractor's management and work staff to meet the needs stated herein. Include how your firm will provide excellent customer service on fast turn-around projects to include mobilization of a crew if your firm is not in close proximity to the University.***

Exact Stormwater Management recognizes that effective stormwater maintenance services depend not only on technical expertise, but also on responsive communication and clear accountability. James Madison University will be supported by a dedicated service structure designed to ensure that requests are addressed quickly and efficiently.

To provide consistent support, Exact has established a defined call tree of personnel available to respond to service requests from JMU Facilities staff. This structure ensures that multiple individuals familiar with the contract are available to assist the University at any time.

The first point of contact will be **Robert Connelly**, Partnership Manager for the Shenandoah Valley region. Mr. Connelly resides in Harrisonburg, Virginia just minutes from the JMU campus and provides local coordination for projects throughout the I-81 corridor. His proximity to campus allows for rapid response to service requests and on-site coordination when needed. He has been working in the stormwater and erosion control field for over 40 years and will prove invaluable to the University.

Supporting Mr. Connelly is **Chase Green**, Partnership Manager who adds redundancy to ensure client needs are met and that a knowledgeable representative is always available to respond to requests, schedule services, and coordinate with JMU staff. Chase has been with Exact for nearly 6 years and combines field skills earned over years as a foreman that he combines with client relationship and project estimating abilities.

Operational support will be provided by **Project Manager Nikki Lasky**, who oversees project planning, scheduling, reporting, and coordination with field crews. Ms. Lasky ensures that work orders are properly documented and completed in accordance with contract requirements. Nikki has been managing projects for Exact for nearly 7 years, coordinating with clients and vendors to ensure work gets done on time, on budget, at a high-quality level.

Field operations are led by **Superintendent Roberto Tapia**, who manages the deployment of crews, equipment, and resources necessary to perform the requested services safely and

efficiently. Roberto has been with Exact for more than 3 years and brings years of stormwater experience with him from previous employers, helping us plan and execute work at a very high level.

This multi-level support structure provides the University with several key advantages:

- **Local response capability** through personnel located near the JMU campus
- **Redundant coverage** to ensure requests are never dependent on a single individual
- **Dedicated operational oversight** through a project manager responsible for scheduling and reporting
- **Experienced field leadership** to ensure work is completed safely and effectively

Together, this team structure allows Exact Stormwater Management to respond quickly to service requests while maintaining clear communication with university staff throughout the lifecycle of each task order.

2) Fully describe the qualifications, capabilities, and experience of your firm, in particular, providing stormwater structure maintenance, to include your firm's size and number of employees and any pertinent/related certifications.

Exact Stormwater Management is a specialized contractor focused exclusively on the installation, inspection, maintenance, and rehabilitation of stormwater infrastructure. Our firm provides comprehensive services for both above ground and underground stormwater systems and has extensive experience supporting institutional, municipal, and commercial clients throughout the Southeast United States.

Exact Stormwater Management currently employs approximately **80 team members** and operates **approximately 15 field crews daily**, allowing the firm to respond quickly to service requests and manage multiple projects simultaneously.

Our crews are supported by experienced project management and operational staff who coordinate scheduling, safety compliance, documentation, and client communication. This operational structure allows Exact to scale resources to meet the needs of large institutional clients such as James Madison University while maintaining consistent service quality.

Specialized Stormwater Expertise

Unlike general contractors that perform stormwater work as one of many services, Exact Stormwater Management is dedicated specifically to stormwater infrastructure. Our

services include installation, inspection, maintenance, and rehabilitation of a wide variety of stormwater facilities, including:

- Stormwater ponds and impoundments, including wet and dry ponds
- Underground detention, infiltration, and rainwater harvesting systems.
- Structural BMP components such as risers, weirs, trash racks, and outlet structures
- Stormwater conveyance systems, inlets and outfalls
- Proprietary Filter, Hydrodynamic Separators, and Oil/Water Separators
- Bioretention systems, Filterra (and other tree box filters), and vegetation management within stormwater facilities
- Sand Filters
- Permeable Pavements
- Green Roofs
- Level Spreaders

This focused expertise allows our teams to quickly identify issues affecting stormwater system performance and implement effective maintenance or repair solutions.

Certifications and Training

Exact Stormwater Management places a strong emphasis on professional training and safety compliance.

All **Partnership Managers are certified stormwater inspectors**, providing the technical expertise necessary to evaluate stormwater infrastructure conditions and recommend appropriate maintenance or repairs.

In addition, **all field crews are trained and certified for confined space entry**, ensuring that underground stormwater facilities can be inspected and maintained safely in accordance with OSHA regulations.

These certifications allow Exact to perform the full range of stormwater maintenance services required by complex systems often found on university campuses.

Relevant Institutional Experience

Exact Stormwater Management has successfully completed stormwater inspection, maintenance, and rehabilitation projects for a variety of public and private clients, including higher-education institutions.

Our experience working in institutional environments provides familiarity with the operational considerations required on active campuses, including coordination with

facilities staff, maintaining safe pedestrian access, and minimizing disruptions to campus activities. We have completed work on campuses across Virginia, including:

- University of Virginia
- Longwood University
- Old Dominion University
- Virginia State University
- College of William & Mary

3) Provide an organizational chart indicating which individuals or positions have knowledge of a contract with the University and the degree which each person would be responsible to the University account. Include names of project managers and supervisors.

All the key personnel were mentioned in our answer to Question #1 above. Here is contact information for each of them:

- **Robert Connelly** – 540-246-3801 / Robert.connelly@exactstorm.com
- **Chase Green** – 804-625-9021 / chase@exactstorm.com
- **Nikki Lasky** – 804-920-4742 / nikki@exactstorm.com
- **Roberto Tapia** – 804-396-1778 / roberto@exactstorm.com

Resumes for these people are included at the end of this section. In addition, there are several people who will be assisting with the contract, including:

Corey Simonpietri is the VP of Business Development and oversees the inspectors, estimators, and pre-construction personnel. He is available at 804-400-9490 and corey@exactstorm.com.

Jeremy Pelto is the Director of Preconstruction and oversees estimating activities, assisting the inspectors and partnership managers with determining the most cost-through, environmentally beneficial, and cost-effective pathways to executing work.

Reid Brown is responsible for Inside Sales and Customer Communication. He is available at 804-432-2115 and reid@exactstorm.com.

Sean Simonpietri is the Executive VP of Operations and oversees the project managers, superintendents, foremen, and field personnel. He is available at 804-627-3260 and sean@exactstorm.com.

Ramiro Tapia is our Civil Project Manager who gets involved with larger rehabilitation projects. He is available at 804-882-4956 and ramiro@exactstorm.com.

Jennifer Simonpietri is our Managing Member and CFO (and a JMU graduate) who answers questions about invoices, billing schedules, and statements. She is available at 804-536-1727 and jennifer@exactstorm.com.

4) Describe the experience your firm has with provisions of similar services to comparable institutions. These may be term contracts or one time purchases.

Exact has completed several projects and contracts throughout Virginia that are very similar to what JMU is looking for. These include:

- Since 2016 we have partnered with **Timmons Associates** and **Virginia State University** to maintain and rehabilitate 46 BMP's across the campus, including (23) Filterra's, (10) Underground Detention Systems, (5) StormFilter Vaults, (3) Sorbtive Filters, (2) Dry Ponds, (2) Wet Ponds, and (1) Sand Filter.
- We are currently under contract with **Albemarle County & Albemarle County Schools** for regular maintenance of 25 stormwater BMPs throughout the county. Units include Bayfilters, R-Tank underground detention systems, level spreaders, bioretention systems, biofilters, Raintree Baskets, and more.
- For the last several years we have worked with **Williamsburg Premium Outlets** on stormwater systems throughout their facility, including quarterly inspections and maintenance of (5) dry ponds, (1) wet pond, (2) Hydrodynamic Separators, (1) R-Tank underground stormwater detention System, (15) Suntree baskets, (3) Terre Kleen Water Quality Units (1) Rotundo Concrete Vault UGD System.
- In 2023 we handled a significant overhaul of **Washington Navy Yard** where we handled inspection and maintenance for 17 BMP's including (4) bioretention systems, (6) sand filters, (2) Jellyfish filters, (1) Stormceptor, (1) tree box filter, (2) Aqua Swirl filters, and (1) permeable pavement.
- We have been maintaining and inspecting the BMPs at the **Hampton Veterans Affairs Medical Center** since 2021 on a quarterly basis. This site has 22 different BMPs including (8) bioretentions, (4) extended detention ponds, (5) tree box filters, and (5) grass swales.

5) Provide a statement that indicates whether your firm has been subject to OSHA inspections by State and/or Federal agencies and the results, including citations, if any.

Exact has not been subject to any OSHA inspections or citations of any kind.

6) Provide information regarding any contract that an institution, agency, or company that chose not to renew with your firm in the last five years, including the reason the contract was not renewed.

We have not had any contracts that have come up for renewal where the client declined to renew.

Sales to VASCUPP Members in 2025

As required in Section V B 6 of the RFP, Exact Stormwater Management provided services to the following VASCUPP Members with the dollar values as noted:

- Virginia State University - \$7,150
- College of William & Mary - \$16,305
- University of Virginia - \$2,000
- Old Dominion University - \$98,204

Resumes of Key Personnel (per Section V B 3 of the RFP)

ROBERT R. CONNELLY II, CPESC, NGICP, CESSWI

Stormwater & Erosion Control Specialist

📍 Virginia | 📞 540-246-3801 | ✉ robert.connelly@exactstorm.com

PROFESSIONAL EXPERIENCE

Exact Stormwater Management — *Part-Time Consultant / Support Specialist*

2025 – Present

- Provides technical support and industry expertise across stormwater maintenance and inspection operations
- Assists with training, compliance guidance, and strategic advisory

Ferguson Waterworks (formerly ACF Environmental) — *Green Stormwater Infrastructure Group*

2000 – 2025

- Supported advancement and adoption of green stormwater infrastructure solutions
- Provided technical guidance to contractors, engineers, and municipalities
- Played a key role in product support, training, and industry education
- Retired April 2025 after 25+ years of service

Virginia Department of Conservation & Recreation (DCR) — *Erosion & Sediment Control Specialist*

~1990 – 2000

- Served the Shenandoah Valley region for 10 years
- Oversaw compliance, inspections, and enforcement of erosion & sediment control regulations
- Provided guidance to localities, developers, and contractors

Family-Owned Erosion & Sediment Control Business — *Early Career*

- Gained hands-on field experience in installation, maintenance, and compliance
 - Built foundational knowledge of erosion control practices and contractor operations
-

CERTIFICATIONS & CREDENTIALS

- **CPESC** – Certified Professional in Erosion and Sediment Control
- **NGICP** – National Green Infrastructure Certification Program
- **CESSWI** – Certified Erosion, Sediment and Stormwater Inspector (EnviroCert)
- **SWIN3469** – Virginia DEQ Certified Stormwater Management Inspector

CHASE GREEN

Stormwater Inspection & Maintenance Specialist

📍 Virginia | 📞 804-659-9595 | ✉️ chase@exactstorm.com

PROFESSIONAL EXPERIENCE

Exact Stormwater Management — Inspector / Client Relationship Manager

2025 – Present

- Performs and approves inspections across a wide range of stormwater BMP systems
- Develops project scopes, estimates, and manages stormwater maintenance projects
- Serves as a key point of contact for clients, coordinating between field operations and customer expectations

Exact Stormwater Management — Foreman

2024 – 2025

- Led field crews in stormwater BMP maintenance, rehabilitation, and inspection activities
- Ensured site safety and compliance with company and regulatory standards
- Coordinated with clients and municipalities regarding inspection findings and project execution
- Managed projects including:
 - Hampton VA Medical Center — maintenance of 23 above-ground BMPs including Filterra systems, bioretention, and permeable pavement
 - Williamsburg Outlets — inspection and maintenance of 15+ BMPs including TerraKleen systems, rain tanks, and bioretention
 - Virginia State University — corrective maintenance of stormfilter vaults, sand filters, and inspection of 40+ BMPs

Exact Stormwater Management — Foreman in Training

2023 – 2024

- Completed leadership and technical development training while supporting field operations
- Performed maintenance and rehabilitation of various BMP systems including detention/retention ponds, sand filters, and proprietary devices
- Assisted with inspections and documentation of stormwater systems

Exact Stormwater Management — Stormwater Technician

2020 – 2023

- Performed maintenance and rehabilitation of stormwater BMPs across multiple system types
- Completed inspections and documentation with photo reporting
- Earned DEQ Stormwater Inspector certification and developed field inspection experience

Steven's Maintenance — Stormwater Technician

2018 – 2020


- Maintained and serviced stormwater BMP systems including ponds, sand filters, and proprietary treatment devices
- Completed service documentation and reporting for maintenance activities

CERTIFICATIONS & CREDENTIALS

- OSHA 30
- Virginia DEQ Certified Stormwater Inspector
- Confined Space Competent Person

NIKKI LASKY

Project Manager

 Virginia |  [Add Phone] |  [Add Email]

PROFESSIONAL EXPERIENCE

Exact Stormwater Management — Project Manager

2019 – Present

- Manages scheduling and coordination of maintenance and civil projects across multiple crews
- Procures materials, equipment, and resources to support field operations
- Works closely with foremen to ensure crews are equipped and jobs are executed efficiently
- Reviews inspection reports, job documentation, and project photos for accuracy and completion
- Communicates completed work and reports to clients
- Processes employee timesheets and tracks driver hours for compliance
- Serves as a primary point of contact for customers, addressing scheduling needs and service inquiries

Primrose School at Ironbridge Corner — Assistant Director

2012 – 2019

- Managed daily operations of a licensed childcare facility, including staff supervision and classroom scheduling
- Ensured compliance with licensing standards, inspections, and regulatory requirements
- Oversaw billing, payments, and customer account management
- Provided training and development support for staff and teachers
- Worked directly with families to address concerns and maintain strong relationships
- Handled sensitive situations, conflict resolution, and customer service needs

Childtime / EduCare — Teacher / 3rd Designate

2000 – 2012

- Supported facility operations including opening procedures, office management, and staff coordination
- Conducted new hire orientation and training for teachers

- Served as Pre-Kindergarten teacher while maintaining compliance with licensing standards

EDUCATION

University of Virginia

Bachelor's Degree — Psychology

Minor — Sociology

ROBERTO TAPIA

Project Superintendent

 Virginia |  [Add Phone] |  [Add Email]

PROFESSIONAL EXPERIENCE

Exact Stormwater Management — Superintendent

2023 – Present

- Leads safety, performance, and development of 6 BMP Maintenance and Civil crews
- Plans and executes approximately 15–24 projects per month across maintenance and civil scopes
- Oversees project scheduling, field execution, and quality control
- Key projects include:
 - Greening Greater Fulton — conversion of two city blocks in Richmond into green infrastructure including bioretention systems and permeable pavement
 - McLean Place — full bioretention rehabilitation including removal and replacement of media, underdrain installation, and planting restoration
 - Columbia Gas (Suffolk) stormwater system cleaning and maintenance including jet/vac services to restore conveyance flow

Exact Stormwater Management — Crew Foreman

2022 – 2023

- Managed safety and development of 2 BMP Maintenance and Civil crews
- Successfully executed 8–10 projects per month with a focus on quality and efficiency

Cyclone — Superintendent

2022

- Managed safety and operations for a 12–14-person crew including heavy equipment operators
- Installed erosion control measures including rip rap channels on large-scale solar farm projects

Yard Masters — General Manager

2021 – 2022

- Oversaw full business operations including estimating, project execution, staffing, and billing
- Managed both administrative and field operations to support company growth

Commonwealth Curb Appeal — Project Manager

2020 – 2021

- Planned and executed large-scale landscape and outdoor construction projects including paver installations

Stormwater Maintenance & Consulting (SMC) — Project Manager (Fairfax Branch)

2018 – 2020

- Managed stormwater management and stream restoration projects
- Coordinated field crews, scheduling, and project delivery

Stormwater Maintenance (SWM) — Lead Foreman

2016 – 2018

- Led crews performing stormwater BMP maintenance and inspections across multiple states
- Managed multi-state project execution and field logistics

True Green Landscaping — Irrigation Project Manager

2013 – 2016

- Managed residential and commercial irrigation installation projects
- Oversaw planning, scheduling, and execution of work

James River Grounds — Maintenance Foreman / H2B Liaison

2010 – 2013

- Led large-scale grounds maintenance projects including commercial properties
- Managed H2B workforce logistics including recruitment, travel coordination, and housing

CERTIFICATIONS & CREDENTIALS

- OSHA 30
- Responsible Land Disturber (RLD)
- First Aid / CPR

FEE SCHEDULE – RFP PRICING

Services

Services	Normal Working	Emergency Hours
Principal	\$125.00 per hour	\$188.00 per hour
Certified Safety Professional / Sr. Project Manager	\$125.00 per hour	\$188.00 per hour
Environmental Engineer / Professional Geologist	\$110.00 per hour	\$165.00 per hour
Project Manager	\$95.00 per hour	\$140.00 per hour
Equipment Manager	\$90.00 per hour	\$135.00 per hour
Responsible Land Disturber	\$90.00 per hour	\$135.00 per hour
Staff Geologist	\$90.00 per hour	\$135.00 per hour
Environmental Scientist	\$85.00 per hour	\$128.00 per hour
Draftsperson / CADD Operator	\$70.00 per hour	\$105.00 per hour
Field Technician	\$75.00 per hour	\$113.00 per hour
Administrative / Documents Manager	\$60.00 per hour	\$90.00 per hour
Supervisor	\$90.00 per hour	\$135.00 per hour
Laborer	\$52.00 per hour	\$78.00 per hour

Specialty Services

Specialty Services	Normal Working	Emergency Hours
Vacuum Truck and Operator Services	\$375.00 per hour	\$375.00 per hour
Confined Space Entry Crew (# crew members)	\$325.00 per hour	Daily Mobilization Fee: \$1,200
Liquids Hauling Charge	\$0.20 per gallon	\$0.20 per gallon

Solids Hauling Charge	\$0.20 per gallon	\$0.20 per gallon
Pressure Wash Fee	\$350.00 per event	\$350.00 per event

Equipment

Equipment	Normal Working	Emergency Hours
Trackhoe	\$1,300 per day	\$1,300 per day
Mini Excavator	\$850 per day	\$850 per day
Backhoe	\$1,050 per day	\$1,050 per day
Skid Steer	\$750 per day	\$750 per day
Single-axle dump	\$760 per day	\$760 per day
Tandem Axle Dump Truck	\$1,000 per day	\$1,000 per day
Service truck (4 hour minimum)	\$680 per day	\$680 per day
CCTV Equipment with Trailer	\$1500 per day	\$1500 per day
Dewatering Pump (6") and Hoses	\$600 per day	\$600 per day
Chipper	\$750 per day	\$750 per day

Other Direct Costs

Other Direct Costs	Normal Working	Emergency Hours
Provide & Install Replacement Backfill (Compacted Clay)	\$40.00 per ton	\$40.00 per ton
Class I Rip Rap	\$85.00 per ton	\$85.00 per ton
Clearing & Grubbing Crew (# crew members)	\$300.00 per hour	Daily Mobilization Fee: \$1,200
Erosion Control Mat with Staples	\$175.00 per roll	\$175.00 per roll

Proprietary Materials (Filters, Cartridges, ETC.)

Cost + 15%

Cost + 15%

Mulch, Topsoil	Cost per yard + 15%	Cost per yard + 15%
Plantings (Trees, Shrubs, Aquatic Bench Plants)	Cost + 15%	Cost + 15%

Soil and Water Analysis (Standard Turnaround)

Soil and Water Analysis (Standard Turnaround)	Normal Working	Emergency Hours
Characterization	\$95.00 per sample	\$95.00 per sample
Total Petroleum Hydrocarbon (TPH)	\$150.00 per sample	\$150.00 per sample
Benzene, Toluene, Ethylbenzene, Xylenes (BTEX)	\$95.00 per sample	\$95.00 per sample

3.5% Processing Fee for Credit Cards

REQUEST FOR PROPOSAL
RFP# JBM-1249

Issue Date: February 17, 2026
Title: Stormwater Structures Maintenance
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 March 17, 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: Juan Becerra Martinez, Buyer Senior, Procurement Services, becer2jx@jmu.edu; 540-568-3130; (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:

Exact Stormwater Management, LLC

13817 Village Mill Dr – Suite D

Midlothian, VA 23114

Date: 3/16/26

Web Address: www.exactstorm.com

Email: jennifer@exactstorm.com

By:


(Signature)

Name:

Jennifer Simonpietri
(Please Print)

Title:

Managing Member

Phone:

804 302 5151

Fax #:

ACKNOWLEDGE RECEIPT OF ADDENDUM: #1 JLS #2 JLS #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.

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 13 Months 3

- 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 #
VA State Univ.	2016 - Current	21101 Barnes St	Jonathan Taylor 804-504-7500
Albemarle County	2023 - Current	401 McIntire Rd	Dan Fowley 434-962-0096 or Mike Martin 434-296-5816
Williamsburg Outlets Premium	2022 – Current	5715-62 Richmond Rd	Blake Simpfenderfer 757-658-3588
Washington Navy Yard	2023	1314 Harwood St	Linda Saksvig 804-543-1572
Auto Zone	2021 – Present	Several sites	Scott King 256-453-9014

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

Exact Stormwater Management, LLC

13817 Village Mill Dr – Suite D

Midlothian, VA 23114

- 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: _____

ATTACHMENT B

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

Offeror Name: Exact Stormwater Management Preparer Name: Corey Simonpietri

Date: 3/16/2026

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

If yes, certification number: 705273 Certification date: Aug 16, 2024

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: 705273 Certification date: Aug 16, 2024

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



Request for Proposal

RFP# JBM-1249

Stormwater Structures Maintenance

February 17, 2026



REQUEST FOR PROPOSAL
RFP# JBM-1249

Issue Date: February 17, 2026
Title: Stormwater Structures Maintenance
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 March 17, 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: Juan Becerra Martinez, Buyer Senior, Procurement Services, becer2jx@jmu.edu; 540-568-3130; (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: _____
(Signature)

Name: _____
(Please Print)

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 # JBM-1249

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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 a contract to provide campus-wide stormwater structure maintenance 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 24,000 students and 3,000 faculty and staff. There are over 600 individual departments on campus that support seven academic divisions. The University offers over 120 majors, minors, and concentrations. Further information about the University may be found at the following website: <http://www.jmu.edu>.

The campus spans over 785 acres, including 31 acres located off-campus, and comprises 160 buildings. Stormwater structure maintenance through various seasons/weather conditions is a primary concern for the facilities management department.

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 expects this solicitation to result in a comprehensive contract for cleaning, maintenance, restoration, and repair of campus stormwater structures and best management practices.

JMU does not guarantee any designated amount of orders from this contract. Purchases between contractors awarded will be at the discretion of the University.

A. SPECIFIC REQUIREMENTS

1. The Contractor shall perform cleaning, maintenance, restoration, and repair of campus stormwater structures and best management practices to include, but not limited to, bioretention filters, riparian buffers, conserved open space, sand filters, various manufactured BMP systems (i.e. CONTECH StormFilter, Stormceptor, Filterra units, bioretention systems), oil-water separators, underground storage vaults, piping, tanks and structures, surface impoundment areas, drop inlets, open drainage channels, streams, catch basins, manholes, outfalls, dry and wet ponds, pond control structures, etc. There may be an occasional need to perform general excavation, patching, and repairing.
2. Contractor shall supply all materials, labor, supervision, and documentation required to complete work.
3. Class A Contractor's License is required. Include a copy of Class A License within proposal.

4. All subcontractors must be approved by the University project manager and stormwater coordinator.
5. Contractor shall comply with all applicable federal, state, local, and University regulations when performing this work. Contractor shall follow the [JMU Facilities Management Design and Construction](#) Guidelines document for any work on campus.
6. Confined space entry and hot work may be required as part of this work.
 - i. Hot Work
 - a. All work involving, but not limited to, welding, brazing, soldering, grinding and other applications that can produce sparks or flame capable of initiating fires shall meet the following safeguards:
 01. Before hot work can begin in a non-designated location, a completed hot work permit prepared by the project manager is required. Based on local conditions, the project manager must determine the length of the period, not to exceed 24 hours, for which the hot work permit is valid.
 02. The following conditions must be confirmed by the project manager before permitting the hot work to commence:
 - b. Atmospheric testing must be performed before work may begin in confined spaces or other areas where a combustible atmosphere may exist. If combustible elements in the atmosphere cannot be eliminated then hot work may not take place.
 - c. Contractor is expected to have atmospheric testing equipment available, In the event of an emergency; the JMU Power Plant may be available to assist.
 - d. Equipment to be used (e.g. welding equipment, shields, personal protective equipment, fire extinguishers) must be in satisfactory operating condition and in good repair.
 - e. The floor must be swept clean for a radius of 35 ft if combustible materials, such as paper or wood shavings are on the floor.
 - f. Combustible floors (except wood on concrete) must be (#1) Kept wet or be covered with damp sand (note: where floors have been wet down, personnel operating arc welding or cutting equipment shall be protected from possible shock)., or (#2) Be protected by noncombustible or fire-retardant shields.
 - g. All combustible materials must be moved at least 35 ft away from the hot work operation. If relocation is impractical, combustibles must be protected with fire-retardant covers, shields or curtains. Edges of covers at the floor must be tight to prevent sparks from going under them, including where several covers overlap when protecting a large pile.
 - h. Openings or cracks in walls, floors, or ducts within 35 ft of the site must be tightly covered with fire-retardant or noncombustible material to prevent the passage of sparks to adjacent areas.
 - i. If hot work is done near walls, partitions, ceilings, or roofs of combustible construction, fire-retardant shields or guards must be provided to prevent ignition.

- j. If hot work is to be done on a wall, partition, ceiling, or roof, precautions shall be taken to prevent ignition of combustibles on the other side by relocating combustibles. If it is impractical to relocate combustibles, a fire watch on the opposite side from the work must be posted.
 - k. Hot work must not be attempted on a partition, wall, ceiling, or roof that has a combustible covering or insulation, or on walls or partitions of combustible sandwich-type panel construction.
 - l. Hot work that is performed on pipes or other metal that is in contact with combustible walls, partitions, ceilings, roofs, or other combustibles must not be undertaken if the work is close enough to cause ignition by conduction.
 - m. Fully charged and operable fire extinguishers that are appropriate for the type of possible fire shall be available immediately at the work area. These extinguishers should be supplied by the group performing the hot work. The fire extinguishers normally located in a building are not considered to fulfill this requirement.
 - n. If hot work is done in proximity to a sprinkler head, a wet rag shall be laid over the head and then removed at the conclusion of the welding or cutting operation. During hot work, special precautions shall be taken to avoid accidental operation of automatic fire detection or suppression systems (for example, special extinguishing systems or sprinklers).
 - o. Nearby personnel must be suitably protected against heat, sparks, and slag.
 - p. It is the contractor's responsibility to perform all required tasks.
 - 01. A fire watch shall be maintained, by the contractor, during all phases of hot work and for at least 60 minutes after completion of hot work operations in order to detect and extinguish smoldering fires.
 - q. The fire watch's only responsibility is to observe the work area where the hot work is being performed. The fire watch shall not perform any other tasks during this time.
 - r. Depending on the situation, multiple fire watches may be needed for one job.
 - 01. The project manager shall inspect the job site 60 minutes following completion of hot work and close out the permit with the time and date of the final check.
 - 02. The area will continued to need to be monitored for 3 hours after the 60 minute fire watch is complete. It will be up to the employee's discretion as to how often they check the area. Considerations should be given to the type of fire detection and suppression equipment available in the building as well as to the surroundings that the work was performed in.
 - 03. These procedures are intended to compliment and/or exceed all OSHA required actions.
7. Work may include other environmental projects as required by the University.
8. Contractor shall have sufficient resources to work multiple jobs at the same time.

9. The job foreman and project manager or project lead, if the same person is serving in both capacities, must be fluent in English and be present on the job site during all work.
10. The University reserves the right to specify precisely the types of materials to be utilized.
11. Any wastewater from maintenance operations should be captured by the contractor and disposed of appropriately according to state and federal laws and regulations. NO wastewater should be discharged to any stormwater structure, stormwater conveyance, or to any waterbody.
12. Normal working hours shall be Monday through Friday, 7:30 AM – 4:00 PM. If work must be completed during non-working hours, prior authorization must be given by the University project manager.

B. DESCRIBE STATEMENTS: Address the following statements within the proposal.

Offeror Must Provide a Response to the Following Questions to be Considered.

1. Describe your approach and ability to provide excellent customer service throughout the term of the contract, to include mobilization of the contractor's management and work staff to meet the needs stated herein. Include how your firm will provide excellent customer service on fast turn-around projects to include mobilization of a crew if your firm is not in close proximity to the University.
2. Fully describe the qualifications, capabilities, and experience of your firm, in particular, providing stormwater structure maintenance, to include your firm's size and number of employees and any pertinent/related certifications.
3. Provide an organizational chart indicating which individuals or positions have knowledge of a contract with the University and the degree which each person would be responsible to the University account. Include names of project managers and supervisors.
4. Describe the experience your firm has with provisions of similar services to comparable institutions. These may be term contracts or one time purchases.
5. Provide a statement that indicates whether your firm has been subject to OSHA inspections by State and/or Federal agencies and the results, including citations, if any.
6. Provide information regarding any contract that an institution, agency, or company that chose not to renew with your firm in the last five years, including the reason the contract was not renewed.

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.
- 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.f. below.

b. **PAPER SUBMISSIONS:**

- i. **One (1) original and One (1) copy** 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 Section V.4.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.
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

- B. 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) 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, 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.
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.

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; 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 .**
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 .** 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.**
- 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. FINAL INSPECTION: At the conclusion of the work, the contractor shall demonstrate to the authorized owner's 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.
- R. 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.
- S. 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.
- T. 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.
- U. WARRANTY (COMMERICAL): The contractor agrees that the goods or services furnished under any award resulting from this solicitation shall be covered by the most favorable commercial warranties the contractor gives any customer for such goods or services and that the rights and remedies provided therein are in addition to and do not limit those available to

the Commonwealth by any other clause of this solicitation. A copy of this warranty should be furnished with the proposal.

- V. 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.
- W. CONTRACTOR/SUBCONTRACTOR LICENSE REQUIREMENT: By my signature on this solicitation, I certify that this firm/individual and subcontractor is properly licensed for providing the goods/services specified.

Contractor Name: _____ Subcontractor Name: _____

License # _____ Type _____

- X. EXCAVATION PERMIT: No digging, boring, or post driving is allowed on University property without prior written approval of the Physical Plant Engineering Office and the Telecommunications Office. Approval requires obtaining a JMU Excavation Permit with signatures from both offices a minimum of five days prior to excavation. In addition, any work within a City of Harrisonburg right-of-way requires a Permit from the City Engineer's office. The Permit(s) must be available for inspection at the job site during the excavation process. Failure to comply with these requirements will result in work shutdown, repair of damages by the Contractor, and may result in a fine, contract termination, and/or default. Information may be obtained by contacting Miss Utility.

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. Vendors shall provide their VISA registration number when indicating charge card processing fees. Any vendor requiring information on VISA registration may refer to

<https://usa.visa.com/support/small-business/regulations-fees.html> and for questions <https://usa.visa.com/dam/VCOM/global/support-legal/documents/merchant-surcharging-qa-for-web.pdf>.

Contractor shall indicate pricing for items on the following list and add any goods or services to this list deemed pertinent. Any additional items added to the pricelist shall be highlighted.

The contractor shall be responsible for the itemization and break down of all quotes and invoices based on pricing provided in the PRICING SCHEDULE.

	Normal Working	Emergency hours
Services		
Principal	per hour	
Certified Safety Professional/Sr. Project Manager	per hour	
Environmental Engineer/Professional Geologist	per hour	
Project Manager	per hour	
Equipment Manager	per hour	
Responsible Land Disturber	per hour	
Staff Geologist	per hour	
Environmental Scientist	per hour	
Draftsperson/ CADD Operator	per hour	
Field Technician	per hour	
Administrative/Documents Manager	per hour	
Supervisor	per hour	per hour
Laborer	per hour	per hour
Vacuum Truck and operator services	per hour	Daily Mobilization Fee:
Confined Space Entry cost per crew (#__ crew members)	per hour	Daily Mobilization Fee:
Liquids Hauling Charge	per gallon	
Solids Hauling Charge	per gallon	
Pressure Wash Fee	per event	
Equipment		
Trackhoe	per day	
Mini Excavator	per day	
Backhoe	per day	
Skid Steer	per day	
Single-axle dump	per day	
Tandem Axle Dump Truck	per day	
Service truck (4 hour minimum)	per day	
CCTV Equipment with Trailer	per day	
Dewatering Pump {6"} and Hoses	per day	
Chipper	per day	
Other Direct Costs		
Provide & install replacement backfill (compacted clay)	per ton	
Class I Rip Rap	per ton	
Clearing and Grubbing Crew cost per crew (#__ crew members)	per hour	Daily Mobilization Fee:
Erosion Control Mat with Staples	per roll	
Soil and water analysis {standard turnaround}		
-characterization		
-Total petroleum hydrocarbon (TPH)		
-Benzene, toluene, ethylbenzene, and xylenes (BTEX)		

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 F: 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 #

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

- 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: _____

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

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

YOU MAY CUT OUT THIS TEMPLATE & ATTACH TO YOUR ENVELOPE IF MAILING

Cut Here

Vendor Name

Vendor Mailing Address

Vendor's City, State & Zip

JAMES MADISON UNIVERSITY
PROCUREMENT SERVICES, MSC 5720
ATTN: Juan Becerra Martinez
752 OTT STREET, WINE PRICE BUILDING
HARRISONBURG, VA 22807
(or 22801 if using "Courier Service i.e. UPS, Fed-Ex, etc.)

SEALED PROPOSAL RESPONSE (If responding by mail or courier)

RFP NO: JBM-1249

DATE DUE: 03/17/2026 @ 2:00 p.m.

Response Checklist:

- Completed RFP (Answered questions on the statement of needs section, Pgs. 1-4 and completed Pricing Schedule, Pg.21-22)
- Signed form on second page of RFP titled "*REQUEST FOR PROPOSAL*"
- Completed Attachment A– Offeror Data Sheet
- Completed Attachment B – SwaM Utilization Plan
- Acknowledge Receipt of Addenda (if applicable)



February 23, 2026

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

REFERENCE: Request for Proposal No: **RFP# JBM-1249**
Dated: **February 17, 2026**
Commodity: **Stormwater Structures Maintenance**
RFP Closing On: **March 17, 2026 at 2:00 p.m. (Eastern)**

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

1. A nonmandatory site visit has been scheduled for Tuesday, March 3rd at 1:30 PM. Attendees must register with Juan Becerra Martinez at becer2jx@jmu.edu to arrange parking and a meeting site prior to the close of business (5:00 PM) on Monday, March 2nd, 2026.
2. See attached Stormwater BMP Map_2025. For more information on the Stormwater management facilities.

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

Sincerely,

A handwritten signature in black ink that reads "Juan Becerra Martinez". The signature is written in a cursive style with a long, sweeping underline.

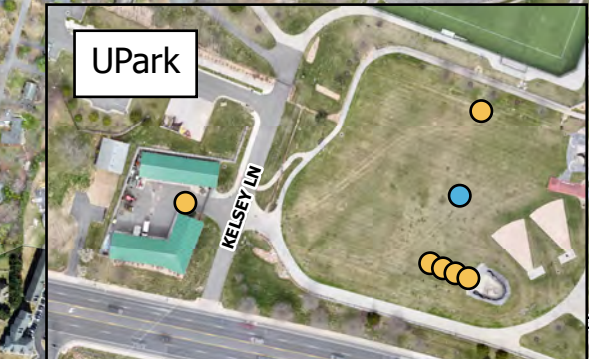
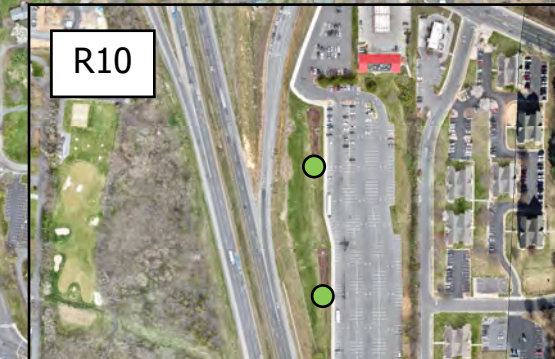
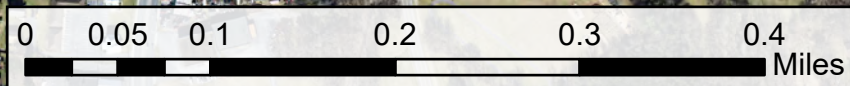
Juan Becerra Martinez,
Buyer Senior
Phone: (540-568-3130)

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

Stormwater Management Facilities

Stormwater BMP Map_2025

- Bioretention (Rain Garden)
 - Detention Basin (Underground/Dry Pond)
 - Green Roof
 - Manufactured Devices (HDS, OWS, Stormfilter, Filterra)
 - Land Use Change
 - Permeable Pavement
 - Rainwater Harvesting
 - Retention Pond/Wet Pond
 - Sand Filter
 - Stream Restoration
- Emma Enright May 2025



Stormwater BMP Map_2025

There are many different types of stormwater Best Management Practices (BMP's). Some are designed to deal with water quantity and store stormwater runoff and release at a slower rate to reduce downstream flooding and erosion, while others are designed more for water quality and filter out potential pollutants that drain through the practice. And then there are some that do both! The following is a quick summary of stormwater BMP's that can be found on JMU's campus.

1. Bioretention filters, more commonly known as rain gardens, are constructed treatment areas that slowly release collected stormwater runoff and filters gathered pollutants naturally through plants, plant roots, mulch and bioengineered soil media. There are over 40 bioretention filters of various sizes located on JMU's campus.
2. Detention, or dry ponds, are constructed to provide general flood protection, collecting stormwater runoff and releasing it downstream at a slower rate helping reduce possible flooding downstream. There are 13 detention ponds located on JMU's campus.
3. Detention ponds can also be constructed underground in vaults and work the same as above ground, and generally go unnoticed. Most are a collection of concrete vaults, and there are 6 underground detention systems located on JMU's campus.
4. Green, or living roof, is a constructed roof with vegetation and soil media planted over a waterproof membrane. In addition to reducing the amount of runoff leaving a property, this practice also has additional benefits such as thermal reduction and energy conservation. There are two installations on JMU's campus, one of which is a demonstration area at Madison Union and one on the Bioscience building.
5. Hydrodynamic separators are manufactured structures that separates sediment and other pollutants as they flow through the structure. Collected sediment and debris will then need to be removed during maintenance cleanings. There are 13 hydrodynamic separators on JMU's campus.
6. Land use changes, or conservation landscaping, is the process of taking hardscape surfaces or typical "lawns" and changing the type of plants in the area to meadows and/or forests. JMU's East Campus Hillside Project has taken 3.6 acres of turf and made this change. Also throughout campus, vegetation has been allowed to grow adjacent to streams to provide a riparian buffer.
7. Oil/Water separators are an underground tank system installed to collect petroleum products in the case of a large accidental spill, thus preventing the product from getting into our local streams. JMU has three oil/water separators located at fueling facilities and underground fuel tanks.
8. Permeable pavement allows for infiltration of precipitation for hardscapes such as sidewalks, parking lots, and roadways. There is one installation of permeable pavers on JMU's campus located at parking lot A near Wilson Hall.
9. Rainwater harvesting is a process of capturing stormwater runoff and reusing it on-site. JMU has one installation of this practice on campus located at Wayland Hall.
10. Retention, or wet ponds work very similarly to dry ponds except they will have a permanent pool of water. There are two installations of this practice on JMU's campus located on East Campus.
11. Sand filters are another type of infiltration practice that works very similarly to bioretention filters except the media is mainly comprised of sand and the practices are not landscaped with the plants that are part of bioretentions. There is one installation of this practice on JMU's campus located below the UREC turf field.
12. Stormfilters are another manufactured filtering device that are installed underground and stormwater is filtered as it flows through the structure. There are 14 stormfilters installed on campus.
13. Stream restoration is the process of re-engineering the stream to include natural design concepts to help ensure bank stabilization and reconnect the stream to the floodplain. JMU has restored approximately 3,700 linear feet of stream through the campus.
14. Tree in a Box is another manufactured practice that basically puts a one-plant rain garden in a storm drain inlet. This will treat the first runoff from a storm event which will typically have the majority of fresh pollutants in the drainage area. There are 13 tree in a box units on campus.
15. Wetlands, or in this case constructed wetlands, are a natural biofilter installed to treat pollutants from stormwater runoff. Several "pocket" wetlands were installed along with the stream restoration work in the arboretum which also allows for additional connection to the floodplain and water storage and filtration during flooding events.





March 11, 2026

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

REFERENCE: Request for Proposal No: **RFP# JBM-1249**
Dated: **February 17, 2026**
Commodity: **Stormwater Structures Maintenance**
RFP Closing On: **March 17, 2026 at 2:00 p.m. (Eastern)**

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

The following are additional questions/clarifications that were submitted in writing to the university. The responses were provided by the subject matter experts.

1. **Question:** Are there set intervals for maintenance of the campus BMPs or is this on call as needed?

Answer: Primarily on call as needed. We are working on getting certain BMPs, primarily the manufactured BMPs (Filterras, HDS, Jellyfish, stormfilters, etc.) on a regular maintenance schedule per the manufacturer guidelines.

2. **Question:** Can we review internal BMP inspection reports?

Answer: Yes, those reports can be provided on an as needed basis.

3. **Question:** Is JMU Grounds Maintenance responsible for mulching BMP beds or is that part of this contract?

Answer: Typically, our Grounds staff mulch beds every year as a part of regular landscape maintenance work on campus. But it will depend on the BMP location, time of year, scope of maintenance work (ex. replanting versus pretreatment clean up), and the availability of Grounds staff ultimately.

4. **Question:** Please explain compensation for materials such as mulch, plants, trees, cartridges, etc.

Answer: It is up to the supplier to provide a breakdown of the per-unit cost of the materials in the pricing schedules; it can either be listed as other materials or be submitted in their own categories, depending on supplier classifications such as base rate per linear feet, per

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

cartridge, per sqft, etc. when quoting/invoicing the supplier must provide a breakdown of labor hours and materials quoted/provided to the university.

5. **Question:** Can we develop a schedule for maintenance, e.g. Filterras twice annually as per the manufacturer?

Answer: Yes, we welcome development of schedules for maintenance of BMPs and we are working on developing one right now, especially for the manufactured BMPs. We cannot guarantee a committee to the schedule(s) proposed as funding for maintenance runs through an approval process internally in our department.

6. **Question:** Can we have copies of the as-built drawings for all of the BMPs?

Answer: As-builts can be provided as needed to assist with maintenance work. It should be noted that the older BMPs installed between 1990-2012 (circa before DEQ took over the SWM regs) do not have as detailed as-built documentation and some do not have any as-built documentation.

7. **Question:** What kind of maintenance items will be expected from us regarding the retention ponds?

Answer: Retention pond maintenance would involve mainly vegetative work such as woody plant removal on the embankments, aquatic bench plantings, invasive plant removal in pond buffer areas, etc. Dredging of pretreatment/forebays could also be expected but at a 5–10-year frequency.

Signify receipt of this addendum by initialing “*Addendum #2*” on the signature page of your proposal.

Sincerely,

A handwritten signature in black ink, appearing to read "Juan Becerra Martinez". The signature is stylized and cursive.

Juan Becerra Martinez,
Buyer Senior
Phone: (540-568-3130)