



COMMONWEALTH OF VIRGINIA
STANDARD CONTRACT

Contract No. UCPJMU6349

This contract entered into this 16th day of June 2022, by Music & Arts 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 June 28, 2022 through June 27, 2023 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 JPG-1147 dated March 17, 2022:
(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 dated April 19, 2022
(3) The Contractor's Proposal dated April 1, 2022 and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
(a) Negotiations Summary, dated June 2, 2022.

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

CONTRACTOR:
By: Katherine Burns (Signature)

Katherine Burns
(Printed Name)

Title: School Services Coordinator

PURCHASING AGENCY:
By: Jeremy Good (Signature)

Jeremy Good
(Printed Name)

Title: Buyer Senior

06/02/2022

- Parties agree that items within this Negotiation Summary modify RFP# JPG-1147 and the Contractor's initial response to RFP# JPG-1147 and that this Negotiation Summary takes precedence in conflict.
- Pricing discounts shall be as detailed in the pricing schedule below:

| FIELD EQUIPMENT & ACCESSORIES | % off published price |
|---|------------------------------|
| Podiums | 0-60% off MSRP |
| Ladders | 0-60% off MSRP |
| Transport Carts | 0-60% off MSRP |
| Music Stands | 0-60% off MSRP |
| Music Stand Carts | 0-60% off MSRP |
| Floor Covering Carts | 0-60% off MSRP |
| Field Lighting | N/A |
| Field Generators | 0-60% off MSRP |
| Field Stands – Percussion | 0-60% off MSRP |
| Synthesizer Cart | 0-60% off MSRP |
| Keyboard Cart/Mallet Movers | 0-60% off MSRP |
| Field Accessory Racks (percussion) | 0-60% off MSRP |
| Field Striper | N/A |
| Athletic Field Paint | 0-60% off MSRP |
| Measuring Tape Reel | N/A |
| Yardline Markers | 0-60% off MSRP |
| PERCUSSION EQUIPMENT & ACCESSORIES | % off published price |
| Field Accessory Racks | 0-60% off MSRP |
| Keyboard Cart/Mallet Mover | 0-60% off MSRP |
| Synthesizer Cart | 0-60% off MSRP |
| Instrument Stands | 0-60% off MSRP |
| Drum Heads | 0-60% off MSRP |
| Drum Sticks | 0-60% off MSRP |
| Keyboard Mallets | 0-60% off MSRP |
| Drum Keys and Accessories | 0-60% off MSRP |
| Drum Stick Holders/Claw | 0-60% off MSRP |
| Marching Drum Accessories | 0-60% off MSRP |
| INSTRUMENT ACCESSORIES | % off published price |
| Lyres | 0-60% off MSRP |
| Flip Folders | 0-60% off MSRP |
| BERP | 0-60% off MSRP |
| Mouthpieces | 0-60% off MSRP |
| Whistles | 0-60% off MSRP |
| Lanyards | 0-60% off MSRP |
| Instrument Repair Kits | 0-60% off MSRP |
| Cases | 0-60% off MSRP |
| ELECTRONICS & SOUND EQUIPMENT | % off published price |
| Field PA System | 0-60% off MSRP |

06/02/2022

| | |
|---|------------------------------|
| Field PA Transport Carts | 0-60% off MSRP |
| Power Generators | N/A |
| Extension Cords/Power Strips | 0-60% off MSRP |
| Gig Rig/Equipment Cases | 0-60% off MSRP |
| Microphones | 0-60% off MSRP |
| Synthesizer/Electric Keyboard | 0-60% off MSRP |
| Wireless PA System | 0-60% off MSRP |
| Megaphones | 0-60% off MSRP |
| Bass Amplifier | 0-60% off MSRP |
| Keyboard Amplifier | 0-60% off MSRP |
| Dr. Beat Metronome | 0-60% off MSRP |
| Metronomes | 0-60% off MSRP |
| Metronome Accessories | 0-60% off MSRP |
| Tuner | 0-60% off MSRP |
| Digital Recorders | 0-60% off MSRP |
| EDUCATIONAL SUPPLIES | % off published price |
| Finale | 0-60% off MSRP |
| Sibelius | 0-60% off MSRP |
| Pyware | 0-60% off MSRP |
| ProTools | 0-60% off MSRP |
| STORAGE EQUIPMENT | % off published price |
| Uniform Storage Racks | 0-60% off MSRP |
| Uniform Storage Carts | 0-60% off MSRP |
| Instrument Storage Racks | 0-60% off MSRP |
| BANNERS & PARADE EQUIPMENT | % off published price |
| Custom Parade Banners | N/A |
| Banner Frames and Accessories | N/A |
| Flag Poles and Accessories | 0-60% off MSRP |
| GUARD EQUIPMENT & SUPPLIES | % off published price |
| Stock Flags | 0-60% off MSRP |
| Custom Flags | 0-60% off MSRP |
| Practice Flags | 0-60% off MSRP |
| Over-Sized Flags | 0-60% off MSRP |
| Flag Poles | 0-60% off MSRP |
| Flag Pole Accessories | 0-60% off MSRP |
| Electrical Tape | 0-60% off MSRP |
| Flag Fabric | 0-60% off MSRP |
| Rifles | 0-60% off MSRP |
| Sabers | 0-60% off MSRP |
| Batons | 0-60% off MSRP |
| Flag/Equipment Bags | 0-60% off MSRP |
| Flag Storage | 0-60% off MSRP |
| Indoor Floor Carts | 0-60% off MSRP |
| Uniform Accessories to consist of: | % off published price |
| Footwear | 0-60% off MSRP |

06/02/2022

| | |
|--------------------|----------------|
| Gloves | 0-60% off MSRP |
| Podiums | 0-60% off MSRP |
| Digital Flags | N/A |
| Tape | 0-60% off MSRP |
| Accessories Bags | 0-60% off MSRP |
| Bell Covers | 0-60% off MSRP |
| Masks | 0-60% off MSRP |
| Instrument Jackets | 0-60% off MSRP |
| Props | N/A |
| Floors | N/A |
| Backdrops | N/A |
| Plumes | 0-60% off MSRP |

3. Contractor waives all restocking and shipping fees on returned items.
4. Contractor shall prepare return shipping labels for returned items due to damages or warranty issues.
5. Contractor shall provide free delivery on standard orders over \$25.
6. There shall be no additional miscellaneous or incidental fees that have not been identified in the contract.
7. Contractor shall provide virtual and/or in-person clinics lead by nationally renowned Scott Lang & Andrew Hrynyshyn co-founders of Be Part of The Music at no cost to James Madison University.
8. Payment will be made upon the receipt of a valid invoice and in accordance with the Code of Virginia, §2.2-4347 through 2.2-4354, Prompt Payment.

REQUEST FOR PROPOSAL
RFP# JPG-1147

Issue Date: March 17, 2022
Title: Band and Guard Equipment, Supplies and Uniforms
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 April 19, 2022 for Furnishing The Services Described Herein.

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

All Inquiries For Information And Clarification Should Be Directed To: Jeremy Good, Buyer Senior, Procurement Services, goodjp@jmu.edu; 540-568-3131; (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:

Music & Arts

5295 Westview Dr., Suite 300

Frederick, MD 21703

Date: 4/01/22

Web Address: www.musicarts.com

Email: schools@musicarts.com

By:

Katherine Burns
(Signature in Ink)

Name: Katherine Burns

(Please Print)

Title: School Service Coordinator

Phone: (301) 620-4040

Fax #: (301) 620-2567

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.

IV. Statement of Needs

1. **Online catalog:** www.musicarts.com
 - a. Educational discounted pricing (0-60% off MSRP) from our online catalog are only available on the educator's side of our website.
2. **Experience:** Since 1952, Music & Arts has been steadfast in our commitment to provide competitive pricing on products and best-in-class services to educators and educational institutions, serving some of the largest school districts in the country.
3. **Authorized Dealer Status:** Music & Arts is an authorized dealer for all products we carry.
4. **Contact Information:**
 - a. Ordering, Invoicing, and Sales Representative:
 - i. Greg Brown, (434) 989-5958, Gregory.Brown@musicarts.com
 - b. Customer Service:
 - i. Business Hours:
 1. Greg Brown, (434) 989-5958, Gregory.Brown@musicarts.com
 2. Erich Haas, (919) 609-9610, ehaas@musicarts.com
 3. Katherine Burns, (301) 620-4040, schools@musicarts.com
 - ii. After Business Hours:
 1. Customer Service: (888) 731-5396
5. **Delivery Policies:**
 - a. General Shipping/Freight Terms:
 - i. Free shipping on orders over \$25.00; applies to Standard Ground shipping only to the lower 48 United States.
 - ii. Very large and oversized packages which are required to ship via freight may require additional shipping charges. See product description or shopping cart. Other restrictions may apply
 - iii. Delivery quotes are based on current estimates and are subject to change
 - b. Rush Deliveries:
 - i. UPS 2 Day and Overnight shipping available for additional charges
 - c. Manufacture Order Deliveries:
 - i. Follows same policies as listed above

IV. Statement of Needs Continued

6. Available Warranties:

- a. We are a fully authorized dealer for all product listed and can execute all needed warranty coverage.

7. Returns:

- a. Most of our products may be returned within 30 days for exchange, refund, or credit on account.
 - i. Shipping charges are not refundable
- b. No Restocking Fees

8. Sample Invoice & Quote

- a. See attached

9. Uniform Management System

- a. N/A

X. Pricing Schedule

1. Educational discounted prices from our online catalog are only available on the educator side of our website.
 - a. Credentials are needed to log in, and only qualified educational institutions have access. If you already have credentials, please visit www.MusicArts.com and click the Educator tab. Then enter your email and password to begin searching for educator pricing on over 60,000 products.

IV. STATEMENT OF NEEDS: A. #8: Sample Invoice

MUSIC & ARTS

Remit To: Music & Arts CA Dept. 5295 Westview Drive Suite 300,FREDERICK, MD 21703,USA, Tel # 3016204040

Bill To:
 Account# 8400933
 JAMES MADISON UNIVERSITY
 ATTN: SCHOOL OF MUSIC
 880 S MAIN ST
 HARRISONBURG, VA 22807-0001
 USA
 5405686253

Ship To:
 Attn: Brian Smallwood
 Music & Arts 0084 - Charlottesville VA
 1512 Seminole Trail
 Charlottesville, VA 22901-1419
 USA

Invoice Number INV030362125
 Invoice date 2/16/2022
 PO Number
 Sales order [SO021531358](#)
 Payment Terms Net 30 Days
 Your reference
 Due Date 03/18/22

| Item number | Model Number | Brand | Description | Qty | Unit price | Discount percent | Discount | Amount |
|-------------------------|--------------|--------|---|-----|------------|------------------|----------|--------|
| 1169157 | FX335C TBS | Yamaha | FX335C Dreadnought Acoustic-Electric Guitar | 1 | 270.45 | 0 | 0 | 270.45 |

Quantity : 1.00 Size : STD Color : Tobacco Sunburst Price level : PL1 Warehouse : 9907-AVL

| Sales subtotal amount | Total discount | Total charges | Net amount | Sales tax | Round-off | Total |
|-----------------------|----------------|---------------|------------|-----------|-------------|--------------------|
| 270.45 | 0.00 | 0.00 | 270.45 | 0.00 | 0.00 | 270.45 USD |
| | | | | | Paid | Balance due |
| | | | | | 0.00 | 270.45 |

Note: Payment methods include check, credit card and ACH (Automatic Clearing House). Credit card and ACH expedite receipt and posting. For ACH setup/receiving bank account information, please call 301.620.2853, and/or email CA@musicarts.com. For all ACH remittance notifications, please send directly to CA.Payments@musicarts.com.

V. Proposal Preparation and Submission

B. Specific Proposal Instructions

3. Written Narrative

The first Music & Arts was located in a small house in Bethesda, MD and run by founder Benjamin O'Brien. When Music & Arts opened its doors in 1952, we offered printed music, music lessons, dance lessons, and art supplies. Ben decided shortly after opening his business that he wanted to focus on music to better serve his customers – a decision that remains intact to this day.

Since the 1990's, Music & Arts has expanded nationwide through organic growth and a series of acquisitions and mergers with other music dealers. In 2005, Music & Arts joined forces with American Music to become the largest band and orchestra instrument retailer in the United States.

Music & Arts now comprises 200+ retail stores, 200+ educational representatives, and 300+ affiliate locations. Based in Frederick, MD, the company of trained musicians offers friendly service and everything musical for students, parents, and educators. We are proud to be your neighborhood choice for music!

V. Proposal Preparation and Submission

B. Specific Proposal Instructions

3. Resume

Greg Brown

Objective: Educational Representative at Music and Arts

Professional Experience

Store Manager, Music and Arts Centers Inc., 2010 to Present and 1994-2001

- Meet or exceed monthly and quarterly sales goals in fast-paced major retail environment. Increased sales year after year.
- Manage sales, accounting, invoicing, shipments, and inventory.
- Supervise staff of five, including hiring, scheduling, training, compliance, and payroll.
- Schedule and host instrument rental programs with area schools, planning event logistics including hiring and training of temporary employees for cyclical business.
- Ensure excellent customer service experience for all customers, in-person and over the phone.
- Liaise with band directors of surrounding public and private schools, K-12 and university, purchasing items under procurement regulations.
- Develop new business relationships and implement corporate initiatives.

Owner, Greg C. Brown Music, 2001- Present

- Manage all aspects of business operations, including scheduling, contracts, accounting, taxes, reporting, advertising/marketing, correspondence, inventory, and problem resolution.
- Part-time instructor at the Covenant school, Field School, Renaissance School and Mary Baldwin College. Teach group classes and private guitar lessons including music theory, technique, harmony, and ensemble training. Obtained CDL license for functions and events.
- Contracted performer for weddings and other private functions.
- Compose and perform original music. Recorded and engineered 25 CD's of original music and published sheet music through Les Productions d'Oz and J.W. Pepper.
- Composed music for Zojoi Games' Sherlock Holmes titles.

Sales and Marketing Executive, Macrosoft Inc., Charlottesville. 2001

- Primary customer service contact accountable for all aspects of sales, business development, and client management. Enhanced current clientele through problem resolution and improved infrastructure.
- Effectively prospected and pursued leads to generate revenue growth.
- Created marketing communications, including letters, brochures, etc.
- Generated leads using advertisements, mailings, email, referral.
- Maintained scheduling for multiple IT technicians.

Education

Masters in Music Composition 2022 (candidate), Vermont College of Fine Arts

Bachelor of Science in Business Management, 1993. City University, Bellevue, Washington

Associate of Science in Music Video Business, 1990. Art Institute of Fort Lauderdale

Professional memberships

Charlottesville Classical Guitar Society 1994-Present Central Virginia Blues Society 2014

The Planetary Society 2005- Present National Space Society 2011-Present

Other Training & Experience

Microsoft Word, PowerPoint, Outlook, Excel. Presonus, Finale. Basic audio/visual tech.

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 70 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 # |
|---|-------------------|--|--|
| <u>Fulton County Schools</u> | <u>20+ years</u> | <u>6201 Powers Ferry Road NW Atlanta, GA 30339</u> | <u>Matt Koperniak/ (404) 493-9880</u> |
| <u>Charlotte - Mecklenburg Schools</u> | <u>20+ Years</u> | <u>600 E. Fourth Street Charlotte, NC 28202</u> | <u>Windy Fullager/ (704) 957-9048</u> |
| <u>School District of Palm Beach County</u> | <u>5 years</u> | <u>3300 Forest Hill Blvd West Palm Beach, FL 33406</u> | <u>Thomas DeBrecht/ (561) 963-3804</u> |
| <u>Horry County Schools</u> | <u>20+ years</u> | <u>335 4 Mile Road Conway, SC 29526</u> | <u>Scott Scrivner/ (843) 488-6742</u> |
| <u>Baltimore County Public School</u> | <u>50+ years</u> | <u>6901 Charles Street Towson, MD 21204</u> | <u>Brain Schneckenburger/ (443) 809-9735</u> |

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

Music & Arts 5295 Westview Dr., Suite 300, Frederick MD 21703

- 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: Music & Arts Preparer Name: Katherine Burns

Date: 4/12/22

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

Procurement Name and Number: Band and Guard Equipment, Supplies and Uniforms JPG-1147

Date Form Completed: 4/12/22

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

Offeror / Proposer:

Music & Arts
 Firm

5295 Westview Dr., Suite 300, Frederick MD 21703
 Address

Katherine Burns / (301) 620-4040
 Contact Person/No.

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

(Form shall be submitted with proposal and if awarded, again with submission of each request for payment)

RETURN OF THIS PAGE IS REQUIRED

V. PROPOSAL PREPARATION AND SUBMISSION

B. SPECIFIC PROPOSAL INSTRUCTIONS

6. VASCUPP Members & Amount of Sales

Longwood University: \$10,000+
University of Virginia: \$10,000+
Virginia Commonwealth University: \$2,000+
William & Mary: \$50,000+

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. Provide percent discount off published price list for any merchandise categories offered.

| FIELD EQUIPMENT & ACCESSORIES | % off published price |
|---|------------------------------|
| Podiums | 0-60% off MSRP |
| Ladders | 0-60% off MSRP |
| Transport Carts | 0-60% off MSRP |
| Music Stands | 0-60% off MSRP |
| Music Stand Carts | 0-60% off MSRP |
| Floor Covering Carts | 0-60% off MSRP |
| Field Lighting | N/A |
| Field Generators | 0-60% off MSRP |
| Field Stands – Percussion | 0-60% off MSRP |
| Synthesizer Cart | 0-60% off MSRP |
| Keyboard Cart/Mallet Movers | 0-60% off MSRP |
| Field Accessory Racks (percussion) | 0-60% off MSRP |
| Field Striper | N/A |
| Athletic Field Paint | 0-60% off MSRP |
| Measuring Tape Reel | N/A |
| Yardline Markers | 0-60% off MSRP |
| PERCUSSION EQUIPMENT & ACCESSORIES | % off published price |
| Field Accessory Racks | 0-60% off MSRP |
| Keyboard Cart/Mallet Mover | 0-60% off MSRP |
| Synthesizer Cart | 0-60% off MSRP |
| Instrument Stands | 0-60% off MSRP |
| Drum Heads | 0-60% off MSRP |
| Drum Sticks | 0-60% off MSRP |
| Keyboard Mallets | 0-60% off MSRP |
| Drum Keys and Accessories | 0-60% off MSRP |
| Drum Stick Holders/Claw | 0-60% off MSRP |
| Marching Drum Accessories | 0-60% off MSRP |
| INSTRUMENT ACCESSORIES | % off published price |
| Lyres | 0-60% off MSRP |
| Flip Folders | 0-60% off MSRP |

| | |
|--|------------------------------|
| BERP | 0-60% off MSRP |
| Mouthpieces | 0-60% off MSRP |
| Whistles | 0-60% off MSRP |
| Lanyards | 0-60% off MSRP |
| Instrument Repair Kits | 0-60% off MSRP |
| Cases | 0-60% off MSRP |
| ELECTRONICS & SOUND EQUIPMENT | % off published price |
| Field PA System | 0-60% off MSRP |
| Field PA Transport Carts | 0-60% off MSRP |
| Power Generators | N/A |
| Extension Cords/Power Strips | 0-60% off MSRP |
| Gig Rig/Equipment Cases | 0-60% off MSRP |
| Microphones | 0-60% off MSRP |
| Synthesizer/Electric Keyboard | 0-60% off MSRP |
| Wireless PA System | 0-60% off MSRP |
| Megaphones | 0-60% off MSRP |
| Bass Amplifier | 0-60% off MSRP |
| Keyboard Amplifier | 0-60% off MSRP |
| Dr. Beat Metronome | 0-60% off MSRP |
| Metronomes | 0-60% off MSRP |
| Metronome Accessories | 0-60% off MSRP |
| Tuner | 0-60% off MSRP |
| Digital Recorders | 0-60% off MSRP |
| EDUCATIONAL SUPPLIES | % off published price |
| Finale | 0-60% off MSRP |
| Sibelius | 0-60% off MSRP |
| Pyware | 0-60% off MSRP |
| ProTools | 0-60% off MSRP |
| STORAGE EQUIPMENT | |
| Uniform Storage Racks | 0-60% off MSRP |
| Uniform Storage Carts | 0-60% off MSRP |
| Instrument Storage Racks | 0-60% off MSRP |
| BANNERS & PARADE EQUIPMENT | % off published price |
| Custom Parade Banners | N/A |
| Banner Frames and Accessories | N/A |
| Flag Poles and Accessories | 0-60% off MSRP |
| GUARD EQUIPMENT & SUPPLIES | % off published price |
| Stock Flags | 0-60% off MSRP |
| Custom Flags | 0-60% off MSRP |
| Practice Flags | 0-60% off MSRP |
| Over-Sized Flags | 0-60% off MSRP |
| Flag Poles | 0-60% off MSRP |
| Flag Pole Accessories | 0-60% off MSRP |
| Electrical Tape | 0-60% off MSRP |
| Flag Fabric | 0-60% off MSRP |
| Rifles | 0-60% off MSRP |
| Sabers | 0-60% off MSRP |
| Batons | 0-60% off MSRP |
| Flag/Equipment Bags | 0-60% off MSRP |
| Flag Storage | 0-60% off MSRP |
| Indoor Floor Carts | 0-60% off MSRP |

| Uniform Accessories to consist of: | % off published price |
|---|------------------------------|
| Footwear | 0-60% off MSRP |
| Gloves | 0-60% off MSRP |
| Podiums | 0-60% off MSRP |
| Digital Flags | N/A |
| Tape | 0-60% off MSRP |
| Accessories Bags | 0-60% off MSRP |
| Bell Covers | 0-60% off MSRP |
| Masks | 0-60% off MSRP |
| Instrument Jackets | 0-60% off MSRP |
| Props | N/A |
| Floors | N/A |
| Backdrops | N/A |
| Plumes | 0-60% off MSRP |

Provide pricing for additional goods or services not included in this section that may be relevant to the Universities Statement of Needs.

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>.

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



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

04/07/2021

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must have **ADDITIONAL INSURED** provisions or be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

| PRODUCER Aon Risk Insurance Services West, Inc. 707 Wilshire Blvd., Suite 2600 CA License #0363334 Los Angeles CA 90017-0460 | CONTACT NAME: Linda Saxton PHONE (A/C, No, Ext): 213.630.3221 FAX (A/C, No): E-MAIL ADDRESS: linda.saxton@aon.com | | | | | | | | | | | | | | | | | | | | |
|---|---|-------------------------------|--|--------|--|--|-------|---|--|-------|---|--|-------|-------------------|--|--|-------------------|--|--|-------------------|--|
| | <table border="1"> <tr> <th colspan="2">INSURER(S) AFFORDING COVERAGE</th> <th>NAIC #</th> </tr> <tr> <td>INSURER A: Twin City Fire Insurance Company</td> <td></td> <td>29459</td> </tr> <tr> <td>INSURER B: Allied World Assurance Company (US) Inc</td> <td></td> <td>19489</td> </tr> <tr> <td>INSURER C: American Zurich Insurance Company</td> <td></td> <td>40142</td> </tr> <tr> <td>INSURER D:</td> <td></td> <td></td> </tr> <tr> <td>INSURER E:</td> <td></td> <td></td> </tr> <tr> <td>INSURER F:</td> <td></td> <td></td> </tr> </table> | INSURER(S) AFFORDING COVERAGE | | NAIC # | INSURER A: Twin City Fire Insurance Company | | 29459 | INSURER B: Allied World Assurance Company (US) Inc | | 19489 | INSURER C: American Zurich Insurance Company | | 40142 | INSURER D: | | | INSURER E: | | | INSURER F: | |
| INSURER(S) AFFORDING COVERAGE | | NAIC # | | | | | | | | | | | | | | | | | | | |
| INSURER A: Twin City Fire Insurance Company | | 29459 | | | | | | | | | | | | | | | | | | | |
| INSURER B: Allied World Assurance Company (US) Inc | | 19489 | | | | | | | | | | | | | | | | | | | |
| INSURER C: American Zurich Insurance Company | | 40142 | | | | | | | | | | | | | | | | | | | |
| INSURER D: | | | | | | | | | | | | | | | | | | | | | |
| INSURER E: | | | | | | | | | | | | | | | | | | | | | |
| INSURER F: | | | | | | | | | | | | | | | | | | | | | |
| INSURED Music & Arts Guitar Center Holdings, Inc. P.O. Box 5111 Thousand Oaks, CA 91359-5111 | | | | | | | | | | | | | | | | | | | | | |

COVERAGES**CERTIFICATE NUMBER:****REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

| INSR LTR | TYPE OF INSURANCE | ADDL INSD | SUBR WVD | POLICY NUMBER | POLICY EFF (MM/DD/YYYY) | POLICY EXP (MM/DD/YYYY) | LIMITS |
|----------|--|-----------|----------|---------------|-------------------------|-------------------------|--|
| A | <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR Contractual Liability Included <input checked="" type="checkbox"/> SIR of \$100,000 applies GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC OTHER: | N | N | 13EC50F6869 | 05/15/2021 | 05/15/2022 | EACH OCCURRENCE \$ 2,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 0 PERSONAL & ADV INJURY \$ 2,000,000 GENERAL AGGREGATE \$ 4,000,000 PRODUCTS - COMP/OP AGG \$ 4,000,000 Includes Host Liquor \$ COMBINED SINGLE LIMIT (Ea accident) \$ \$2,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$ |
| C | AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS NON-OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> | N | N | BAP 557412108 | 05/15/2021 | 05/15/2022 | EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000 \$ |
| B | <input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 10,000 | N | N | 03089984 | 05/15/2021 | 05/15/2022 | <input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000 |
| C | WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input type="checkbox"/> Y / N <input checked="" type="checkbox"/> N If yes, describe under DESCRIPTION OF OPERATIONS below | N/A | N | WC 9375780 18 | 05/15/2021 | 05/15/2022 | |

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

EVIDENCE OF COVERAGE

CERTIFICATE HOLDER**CANCELLATION**

| | |
|---|---|
| Music & Arts 5295 Westview Drive, Suite 300 Frederick, MD 21703 USA | SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE Aon Risk Insurance Services West, Inc. |
|---|---|

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April 19, 2022

ADDENDUM NO.: One

TO ALL OFFERORS:

REFERENCE: Request for Proposal No: **RFP# JPG-1147**
Dated: April 19, 2022
Commodity: JPG-1147 Band and Guard Supplies and Accessories
RFP Closing On: ~~April 19, 2022 at 2:00pm~~
April 21, 2022 at 2:00pm

Please note the clarifications or change(s) made on this proposal:

The closing date and time has been extended to April 21, 2022 at 2:00 p.m. Eastern.

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

Sincerely,

A handwritten signature in black ink, appearing to read "Jeremy Good", is written over the typed name.

Jeremy Good
Buyer Senior
Phone: (540-568-3131)

MSC 5720
752 Ott Street, Room 1042
Wine Price Building
Harrisonburg, VA 22807
Office of 540.568.3145 Phone
PROCUREMENT SERVICES 540.568.7936 Fax

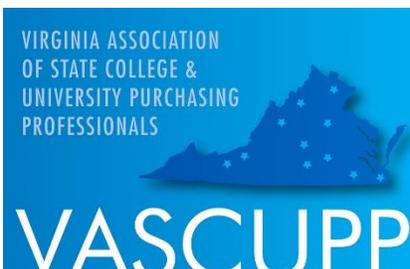


Request for Proposal

RFP# JPG-1147

Band and Guard Equipment and Supplies

March 17, 2022



REQUEST FOR PROPOSAL
RFP# JPG-1147

Issue Date: March 17, 2022
Title: Band and Guard Equipment, Supplies and Uniforms
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 April 19, 2022 for Furnishing The Services Described Herein.

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

All Inquiries For Information And Clarification Should Be Directed To: Jeremy Good, Buyer Senior, Procurement Services, goodjp@jmu.edu; 540-568-3131; (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 in Ink)
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 # JPG-1147

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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 band and guard supplies (including band/guard uniforms, apparel, and accessories) 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 five (5) additional one-year periods.

II. BACKGROUND

The James Madison University School of Music offers comprehensive undergraduate and graduate music programs and is accredited by the National Association of Schools of Music. The School supports a nationally, and internationally, renowned band program featuring 2 athletic bands, 4 concert bands, a nationally-ranked dance team, and 3-time WGI World Finalist Winterguard program. The JMU Marching Royal Dukes are one of the largest and most visible collegiate marching bands in the United States with a membership ranging 475-500+ students each season. The band is a recipient of the 1994 Sudler Trophy and has established a strong tradition as ambassadors of the university and community. The Marching Royal Dukes have performed at four Macy's Thanksgiving Day Parades, multiple Presidential and Gubernatorial Inaugural Parades, Bands of America and USBands exhibitions, and have traveled extensively abroad as ambassadors of the Commonwealth of Virginia. The band will be returning to Italy for their 7th European Tour to celebrate the program's 50th Anniversary and perform in the Rome New Year's Day Parade at the Vatican. Each fall, JMU hosts one of the largest regional marching band competitions in the nation, welcoming over 50 high school participating bands from the East Coast.

The current Marching Royal Dukes uniform design was adopted in 2012 with the implementation and most recent purchase being 2012. New uniforms (replacements, modifications, or a re-design) will likely be necessary in 2023. Any modifications or re-designs will reflect both an homage to the traditional uniform as well as any updates necessary to portray the continued evolution of the Marching Royal Dukes organization. In the fall of 2022 JMU Football will be moving from the NCAA FCS to the FBS, launching both JMU Athletics and the Marching Royal Dukes into a new, much more visible conference (Sun Belt Conference) that will lead to more prominent national exposure.

III. SMALL, WOMAN-OWNED AND MINORITY PARTICIPATION

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

IV. STATEMENT OF NEEDS

James Madison University desires to partner with a contractor(s) to provide quality band and color guard, equipment, accessories, and supplies (including band/guard uniforms, apparel, and accessories) for the University.

A. Minimum Requirements

1. Provide a complete published priced catalog and/or link to electronic catalog.
2. Describe experience with providing band and guard supplies, accessories, band/guard uniforms, apparel, and accessories to organizations similar to the University.
3. Describe status as an authorized dealer of all manufacturers represented in response to this RFP.
4. List all contact information for ordering, invoicing, customer service, and sales representative.
5. Describe delivery policies, including in stock, rush, and manufacturer order delivery policies for the brands offered. All orders shall be FOB destination. Provide information regarding delivery charges and/or free delivery.
6. Describe available warranties.
7. Describe your return policy including restocking fees, shipping fees, and any other associated costs.
8. Provide sample quote and invoice. Show published price, discount percent off, and contract price on quote.
9. Describe available uniform management systems.

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.

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. **One (1) original and four (4) copies** of the entire proposal, INCLUDING ALL ATTACHMENTS. Any proprietary information should be clearly marked in accordance with 3.f. below.
 - b. **One (1) electronic copy in WORD format or searchable PDF** (*CD or flash drive*) of the entire proposal, INCLUDING ALL ATTACHMENTS. Any proprietary information should be clearly marked in accordance with 3.f. below.
 - c. Should the proposal contain **proprietary information**, provide **one (1) redacted hard 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.

2. 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.
3. 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 and will result in rejection and return of the proposal.
4. 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.
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 | 30 |
| 2. Qualifications and experience of Offeror in providing the goods/services | 20 |
| 3. Specific plans or methodology to be used to perform the services | 20 |
| 4. Participation of Small, Women-Owned, & Minority (SWaM) Businesses | 10 |
| 5. Cost | <u>20</u> |
| | 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 procurement solution by completing the free eVA Vendor Registration. All offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the proposal being rejected. Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:

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

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

order is issued and payable 30 days after the invoice date. Any adjustments (increases/decreases) will be handled through purchase order changes.

- V. AVAILABILITY OF FUNDS: It is understood and agreed between the parties herein that the Commonwealth of Virginia shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.
- W. PRICING CURRENCY: Unless stated otherwise in the solicitation, offerors shall state offered prices in U.S. dollars.
- X. E-VERIFY REQUIREMENT OF ANY CONTRACTOR: Any employer with more than an average of 50 employees for the previous 12 months entering into a contract in excess of \$50,000 with James Madison University to perform work or provide services pursuant to such contract shall register and participate in the E-Verify program to verify information and work authorization of its newly hired employees performing work pursuant to any awarded contract.
- Y. CIVILITY IN STATE WORKPLACES: The contractor shall take all reasonable steps to ensure that no individual, while performing work on behalf of the contractor or any subcontractor in connection with this agreement (each, a "Contract Worker"), shall engage in 1) harassment (including sexual harassment), bullying, cyber-bullying, or threatening or violent conduct, or 2) discriminatory behavior on the basis of race, sex, color, national origin, religious belief, sexual orientation, gender identity or expression, age, political affiliation, veteran status, or disability.

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

For purposes of this Section, "State workplace" includes any location, permanent or temporary, where a Commonwealth employee performs any work-related duty or is representing his or her agency, as well as surrounding perimeters, parking lots, outside meeting locations, and means of travel to and from these locations. Communications are deemed to occur in a State workplace if the Contract Worker reasonably should know that the phone number, email, or other method of communication is associated with a State workplace or is associated with a person who is a State employee.

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

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

- Z. USE OF BRAND NAMES: Unless otherwise provided in this solicitation, the name of a certain brand, make or manufacturer does not restrict offerors to the specific brand, make or manufacturer named, but conveys the general style, type, character, and quality of the article desired. Any article which the public body, in its sole discretion, determines to be the equivalent of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The offeror is responsible to clearly and specifically identify the product being offered and to provide sufficient descriptive literature,

catalog cuts and technical detail to enable the Commonwealth to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make or manufacturer specified. Normally in a competitive sealed solicitation only the information furnished with the proposal will be considered in the evaluation. Failure to furnish adequate data for evaluation purposes may result in declaring a proposal nonresponsive. Unless the offeror clearly indicates in its proposal that the product offered is an equivalent product, such proposal will be considered to offer the brand name product referenced in the solicitation.

- AA. **TRANSPORTATION AND PACKAGING:** By submitting their proposals, all Offerors certify and warrant that the price offered for FOB destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.

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 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 SBSBD-certified small businesses. This shall not exclude SBSBD-certified women-owned and minority-owned businesses when they have received SBSBD small business certification. No offeror or subcontractor shall be considered a Small Business, a Women-Owned Business or a Minority-Owned Business unless certified as such by the Department of Small Business and Supplier Diversity (SBSD) by the due date for receipt of proposals. If small business subcontractors are used, the prime contractor agrees to report the use of small business subcontractors by providing the purchasing office at a minimum the following information: name of small business with the SBSBD certification number or FEIN, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product/service provided. **This information shall be submitted to: JMU Office of Procurement Services, Attn: SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.**
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. 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.**

- 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. WARRANTY (COMMERCIAL): 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 bid/proposal.
- 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. SUBCONTRACTS: No portion of the work shall be subcontracted without prior written consent of the purchasing agency. In the event that the contractor desires to subcontract some part of the work specified herein, the contractor shall furnish the purchasing agency the names, qualifications and experience of their proposed subcontractors. The contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the contract.
- T. DELIVERY NOTIFICATION: The Agency shall be notified 24 hours prior to delivery of any items so that personnel may be available to allow access to the building and verify items received. Notification shall be made to:

Scott Ridders
Name

(540) – 568 – 6033
Phone

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. Provide percent discount off published price list for any merchandise categories offered.

| FIELD EQUIPMENT & ACCESSORIES | % off published price |
|---|------------------------------|
| Podiums | |
| Ladders | |
| Transport Carts | |
| Music Stands | |
| Music Stand Carts | |
| Floor Covering Carts | |
| Field Lighting | |
| Field Generators | |
| Field Stands – Percussion | |
| Synthesizer Cart | |
| Keyboard Cart/Mallet Movers | |
| Field Accessory Racks (percussion) | |
| Field Striper | |
| Athletic Field Paint | |
| Measuring Tape Reel | |
| Yardline Markers | |
| PERCUSSION EQUIPMENT & ACCESSORIES | % off published price |
| Field Accessory Racks | |
| Keyboard Cart/Mallet Mover | |
| Synthesizer Cart | |
| Instrument Stands | |
| Drum Heads | |
| Drum Sticks | |
| Keyboard Mallets | |
| Drum Keys and Accessories | |
| Drum Stick Holders/Claw | |
| Marching Drum Accessories | |
| INSTRUMENT ACCESSORIES | % off published price |
| Lyres | |
| Flip Folders | |

| | |
|--|------------------------------|
| BERP | |
| Mouthpieces | |
| Whistles | |
| Lanyards | |
| Instrument Repair Kits | |
| Cases | |
| ELECTRONICS & SOUND EQUIPMENT | % off published price |
| Field PA System | |
| Field PA Transport Carts | |
| Power Generators | |
| Extension Cords/Power Strips | |
| Gig Rig/Equipment Cases | |
| Microphones | |
| Synthesizer/Electric Keyboard | |
| Wireless PA System | |
| Megaphones | |
| Bass Amplifier | |
| Keyboard Amplifier | |
| Dr. Beat Metronome | |
| Metronomes | |
| Metronome Accessories | |
| Tuner | |
| Digital Recorders | |
| EDUCATIONAL SUPPLIES | % off published price |
| Finale | |
| Sibelius | |
| Pyware | |
| ProTools | |
| STORAGE EQUIPMENT | |
| Uniform Storage Racks | |
| Uniform Storage Carts | |
| Instrument Storage Racks | |
| BANNERS & PARADE EQUIPMENT | % off published price |
| Custom Parade Banners | |
| Banner Frames and Accessories | |
| Flag Poles and Accessories | |
| GUARD EQUIPMENT & SUPPLIES | % off published price |
| Stock Flags | |
| Custom Flags | |
| Practice Flags | |
| Over-Sized Flags | |
| Flag Poles | |
| Flag Pole Accessories | |
| Electrical Tape | |
| Flag Fabric | |
| Rifles | |
| Sabers | |
| Batons | |
| Flag/Equipment Bags | |
| Flag Storage | |
| Indoor Floor Carts | |

| Uniform Accessories to consist of: | % off published price |
|---|------------------------------|
| Footwear | |
| Gloves | |
| Podiums | |
| Digital Flags | |
| Tape | |
| Accessories Bags | |
| Bell Covers | |
| Masks | |
| Instrument Jackets | |
| Props | |
| Floors | |
| Backdrops | |
| Plumes | |

Provide pricing for additional goods or services not included in this section that may be relevant to the Universities Statement of Needs.

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>.

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

Procurement Name and Number: _____

Date Form Completed: _____

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

Offeror / Proposer:

_____ Firm

_____ Address

_____ Contact Person/No.

| Sub-Contractor's Name and Address | Contact Person & Phone Number | SBSD Certification Number | Services or Materials Provided | Total Subcontractor Contract Amount (to include change orders) | Total Dollars Paid Subcontractor to date (to be submitted with request for payment from JMU) |
|-----------------------------------|-------------------------------|---------------------------|--------------------------------|--|--|
| | | | | | |
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(Form shall be submitted with proposal and if awarded, again with submission of each request for payment)

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> College of William and Mary (Williamsburg) Old Dominion University (Norfolk) | <u>Zone 6</u> Virginia Commonwealth University (Richmond) |
| <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) |



April 19, 2022

ADDENDUM NO.: One

TO ALL OFFERORS:

REFERENCE: Request for Proposal No: **RFP# JPG-1147**
Dated: April 19, 2022
Commodity: JPG-1147 Band and Guard Supplies and Accessories
RFP Closing On: ~~April 19, 2022 at 2:00pm~~
April 21, 2022 at 2:00pm

Please note the clarifications or change(s) made on this proposal:

The closing date and time has been extended to April 21, 2022 at 2:00 p.m. Eastern.

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

Sincerely,

A handwritten signature in black ink, appearing to read "Jeremy Good", is written over the typed name.

Jeremy Good
Buyer Senior
Phone: (540-568-3131)

MSC 5720
752 Ott Street, Room 1042
Wine Price Building
Harrisonburg, VA 22807
Office of 540.568.3145 Phone
PROCUREMENT SERVICES 540.568.7936 Fax