



## CONTRACT MODIFICATION

**Date:** May 12, 2023  
**Contract #:** UCPJMU5726  
**Service:** Atlantic Union Bank Center - LED Displays Package  
**Modification #:** Three  
**Issued By:** James Madison University Ph: 540-568-3137  
Colleen Johnson, Buyer Senior Fx: 540-568-7935  
**Contractor:** DAKTRONICS, INC  
Attn: Steve Ackerman  
331 32ND AVE., PO BOX 5128  
BROOKINGS, SD 57006  
**Contract Administrator:** Kevin Warner, Athletics

### **Description of Modification Notice:**

The updated modification to JMU Pricing Schedule is attached and hereby incorporated into the contract.

Except as provided herein, all terms and conditions of Contract Number UCPJMU5726 remain unchanged and in full force and effect.

### **DAKTRONICS, INC**

**By:** Sarah Rose  
Sarah Rose (May 19, 2023 10:26 CDT)

Sarah Rose

*Name (print)*

Vice President of Global Services 05/19/23

*Title*

*Date Signed*

### **James Madison University**

**By:** Colleen Johnson  
Colleen Johnson, CUPO

*Name (print)*

Buyer Senior

*Title*

5/18/2023

*Date Signed*

UCPJMU5726: James Madison University Daktronics Pricing

Professional Service Package #808591																			
		Year 1: 7/1/2023-6/30/2024			Year 2: 7/1/2024-6/30/2025			Year 3: 7/1/2025-6/30/2026			Year 4: 7/1/2026-6/30/2027			Year 5: 7/1/2027-6/30/2028			Year 6: 7/1/2028-6/30/2029		
Item	Description	Quantity	\$/Unit	JMU Total	Quantity	\$/Unit	JMU Total	Quantity	\$/Unit	JMU Total	Quantity	\$/Unit	JMU Total	Quantity	\$/Unit	JMU Total	Quantity	\$/Unit	JMU Total
Event Producer	Full-time event producer; Payment schedule 50% due by July 31; 50% due by December 1.	1	NA	\$88,000	1	NA	\$88,000	1	NA	\$90,750	1	NA	\$90,750	1	NA	\$93,375	1	NA	\$93,375
Event Support	Football - Event Crew 6 season games and 1 spring game. Billed monthly in arrears.	7	\$2,900	\$20,300	7	\$2,900	\$20,300	7	\$3,475	\$24,325	7	\$3,475	\$24,325	7	\$3,900	\$27,300	7	\$3,900	\$27,300
Event Support	Men's and Women's Basketball - Event Crew 32 season games. Billed monthly in arrears.	32	\$2,200	\$70,400	32	\$2,200	\$70,400	32	\$2,500	\$80,000	32	\$2,500	\$80,000	32	\$2,775	\$88,800	32	\$2,775	\$88,800
Event Support	Volleyball (16); Men's and Women's Soccer (24); Women's Lacrosse (8)	48	\$300	\$14,400	48	\$300	\$14,400	48	\$350	\$16,800	48	\$350	\$16,800	48	\$375	\$18,000	48	\$375	\$18,000
Event Production Annual Sub - Total				\$193,100			\$193,100			\$211,875			\$211,875			\$227,475			\$227,475
Creative Services	Animation and design services; Payment schedule 50% due by July 31; 50% due by December 1.	800	\$125	\$100,000	800	\$125	\$100,000	800	\$150	\$120,000	800	\$150	\$120,000	800	\$150	\$120,000	800	\$150	\$120,000
Annual Total				\$293,100			\$293,100			\$331,875			\$331,875			\$347,475			\$347,475

Football Event Day Support - #E18212				
Item	Description	Quantity	\$/Unit	JMU Total
Event Day Support	Display Hardware Technician Pre-Game Check; Agreement date start 8/1/23-7/31/24 Play-off games will be billed separately at the same rate.	6	\$1,545	\$9,270
Annual Total				\$9,270

Optional Items Pricing**			
Item	Description	Price Per Unit	Notes
Training - Webinar	2 hour 1 on 1 with a Control Systems Specialist	\$525	
	An additional 2 hours	\$525	
	1 day on onsite, inclusive of travel	\$4,025	
Training - Onsite	2 days on onsite, inclusive of travel	\$5,680	
	3 days on onsite, inclusive of travel	\$7,335	
Game Day Support	Field Engineer to provide event support. Includes 4 hours on site arriving 2 hours prior to event start. Per game, inclusive of travel.	\$1,340	
Game Day Support	Control Systems Event support cost per game inclusive of travel onsite. Includes a dedicated trainer to provide training or event support.	1 day \$4,025 2 days \$5,680 3 days \$7,335	
Ad hoc Event Production Crew Rates for Non-Atheltic Events*	For JMU Events by Non-Athletic Departments Daktronics provides the attached "Video Board Production Pricing" effective through June 30, 2024. NOTE: A minimum 2-week notice is required. Custom event requests not addressed by this pricing will be quoted to scope on a event-by-event basis.		
Hardware	Daktronics offers 20% off list price for all future standard product purchases.		
NOTE: Additional details in the original contract and relevant order forms.			

## Maintenance Agreements

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Athletics Agreement #E281276												
Item	Description	Quantity	2022-23 Prorated Agreement Cost	2022-23 True Value	23-24	24-25	25-26	26-27	27-28	28-29	7/1/29-10/14/29	Notes
Signage Maintenance	Convocation Center - Volleyball 192x416 Video Display Item ID S281276 - Enhanced w/24	1	\$3,890	\$3,890	\$4,010	\$4,135	\$4,260	\$4,360	NA	NA	NA	7/1-6/30 Annually
Signage Maintenance	Convocation Center Marquee 48x96 Galaxy Display Item ID S136070 - Enhanced w/24	1	\$2,530	\$2,530	\$2,610	\$2,690	\$2,775	\$2,860	\$1,835	NA	NA	7/1-6/30 Annually
Signage Maintenance	Convocation Center - Volleyball DMP 8300 Media Player Item ID C31647 - Enhanced w/24	1	NA	NA	\$700	\$3,115	\$3,210	\$3,305	\$3,405	\$2,380	\$705	7/1-6/30 Annually, except 2029
Signage Maintenance	Savage Natatorium - Aquatics 192x288 Video Display Item ID S253100 - Enhanced w/24	1	\$4,800	\$4,800	\$4,945	\$5,095	\$4,625	NA	NA	NA	NA	7/1-6/30 Annually
Annual Total			\$11,220	\$11,220	\$12,265	\$15,035	\$14,870	\$10,525	\$5,240	\$2,380	\$705	

Athletics Agreement #E28695												
Item	Description	Quantity	22-23		23-24	24-25	25-26	26-27	27-28	28-29	29-30	Notes
Signage Maintenance	AUBC; Item ID C28695, Enhanced Audio	1	\$32,255		\$33,835	\$35,190	\$34,065	\$35,085	\$36,140	\$37,225	\$38,340	10/15-10/14 Annually
Signage Maintenance	Sentara Park: Soccer, Lacrosse, Track Item ID C29688A, Enhanced Audio	1	\$7,870		\$8,345	\$8,635	\$8,905	\$9,180	\$9,840	\$10,145	\$10,455	10/15-10/14 Annually
Signage Maintenance	Sentara Park: Soccer, Lacrosse, Track Item ID C29688A, Enhanced Audio	1	\$7,000		\$7,210	\$7,430	\$7,655	\$7,885	\$8,125	\$8,370	\$8,625	10/15-10/14 Annually
Signage Maintenance	Bridgeforth Stadium Item ID C29688, Enhanced Audio	1	\$23,360		\$24,875	\$25,790	\$26,635	\$25,975	\$27,090	\$27,965	\$30,285	10/15-10/14 Annually
Signage Maintenance	Service Access/Lift, Enhanced Audio	2	\$3,820		\$3,930	\$4,050	\$4,170	\$4,300	\$4,430	\$4,560	\$4,700	10/15-10/14 Annually
Annual Total			\$74,305		\$78,195	\$81,095	\$81,430	\$82,425	\$85,625	\$88,265	\$92,405	

UREC Agreement #E161083					
Item	Description	Quantity	2022-23 Prorated Agreement Cost	2022-23 True Value	7/1/2023-12/31/2027
Signage Maintenance	Devon Ln. UREC Display - Marquee 64x112 Galaxy Display Item ID S131083 - Essential	1	\$975	\$1,035	\$2,380

NOTE: Additional details in the original contract and relevant order forms.

# ATLANTIC UNION BANK CENTER

## VIDEO BOARD PRODUCTION PRICING

### PRODUCTION SERVICES PROVIDED BY DAKTRONICS

#### FULL CREW | \$3,950

Typically used for a basketball game. Includes:

- Producer
- Director/TD
- Shader
- Graphics
- Cameras (4)
- Robo Camera
- Replay
- Grips (2)

#### PARTIAL CREW | \$3,150

Typically used for JMU Commencement. Includes:

- Producer
- Director/TD
- Shader
- Graphics
- Cameras (2)
- Robo Camera
- Grip (1)

#### GRAPHICS ONLY – SPECIFIC TIMING/AUDIO | \$750

Events requiring an operator to trigger content and/or videos at a specific time DURING their event. Includes:

- Producer/Graphics

#### GRAPHICS ONLY – STATIC OR LOOPING | \$250

Events requiring the playback of static or animated looping graphics for the duration of the event. No operator is present during the event.

#### CUSTOM CREW – | STARTING AT \$750

Events requiring a customized crew not provided above.

First operator - \$750

Each additional operator - \$400

#### ADDITIONAL SET DAYS - HALF DAY INCREMENTS (4 HOURS) | \$250

All events include one (1) full set day, up to eight (8) hours, for loading and programming of content by one (1) operator. Events requiring additional setup time, beyond one (1) full set day, will be charged in half day increments.

*All events require a minimum two-week notice.*

*Notice of event changes or cancellations must be provided to Daktronics, in writing, no later than 24 hours prior to the scheduled start of the event. Once crew members arrive on site the full event rate will be applied.*

*Content provided for an event must be built to the appropriate display specifications and delivered to the Daktronics Event Producer prior to a scheduled set day.*

*All rates listed above are based on single events, defined as single session, single ticketed events. A single event does not exceed eight (8) hours from gates open to gates closed. Multiple events or events exceeding eight (8) hours will be quoted separately.*

*Rates above do not include any applicable taxes. Purchaser is solely responsible for all applicable taxes.*

*Rates above do not reflect incidental costs such as meals for crew members. Incidental costs will be determined on an event-by-event basis.*