

CONTRACT MODIFICATION AGREEMENT

Date: November 14, 2019

Contract No.: 214-14-LaundryEqptSvcs

Modification No.: 3

Issued By: COMMONWEALTH OF VIRGINIA
Longwood University
Farmville, VA 23909

Contractor: Caldwell & Gregory LLC
129 Broad Street Road, Suite A
Manakin-Sabot, VA 23103

Commodity: Laundry Equipment Services

This Supplemental Agreement is entered into pursuant to the provision of the basic contract.

Description of Modification: This Contract Modification Agreement (CMA) is being issued to accept the terms of the equipment refresh proposal (attached) Caldwell & Gregory LLC (C&G) offered Longwood University on November 14, 2019. The University agrees to attach to the next VASCUUP 10-year (total years) contract awarded to C&G to amortize the C&G investment amount over 10 years.

Except for the changes provided herein, all other terms and conditions of this contract remain unchanged and in full force and effect.

Caldwell & Gregory, LLC

By: 
Signed

Robert Dinnie
President
Name and Title

12/4/2019
Date Signed

Longwood University

By: 
Signed

M. Louise Waller
Vice President for Administration and Finance
Name and Title

12/10/19
Date Signed

eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION, CONTRACTS, AND ORDERS: The eVA Internet electronic procurement solution, web site 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 e-procurement solution by completing the free eVA Vendor Registration. All bidders or offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the bid/proposal being rejected.

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

- a. For orders issued July 1, 2014, and after, the Vendor Transaction Fee is:
 - (i) DSBSD-certified Small Businesses: 1%, capped at \$500 per order.
 - (ii) Businesses that are not DSBSD-certified Small Businesses: 1%, capped at \$1,500 per order.
- b. Refer to Special Term and Condition "eVA Orders and Contracts" to identify the number of purchase orders that will be issued as a result of this solicitation/contract with the eVA transaction fee specified above assessed for each order.

For orders issued prior to July 1, 2014, the vendor transaction fees can be found at www.eVA.virginia.gov.

The specified vendor transaction fee will be invoiced, by the Commonwealth of Virginia Department of General Services, typically within 60 days of the order issue date. Any adjustments (increases/decreases) will be handled through purchase order changes.



COMMERCIAL LAUNDRY PROFESSIONALS

Longwood University
Additional Investment: attaching to next VASCUUP Agreement

Machine payment through Atrium/Washalert

Washer & Dryer Replacement (Pay Locations): All Washers and Dryers located in the Residence Halls will be replaced in January 2020. C&G will install:

- 45 new Speed Queen Quantum Peak Performance Top Load Washers (= 67.5 machines)
- 9 new Speed Queen Quantum Front Load Washers (ADA) (= 13.5 machines)
- 25 new Speed Queen Quantum Single Electric Dryers (= 25 machines)
- 18 new Speed Queen Quantum Stack Dryers (= 36 machines)
- This total includes Curry and ARC which will be installed when they come back online.

Washalert Online Monitoring/Payment System: C&G will provide, install, and maintain the Washalert Online Monitoring and Payment System. We will use the existing internet drops and 110 outlets in the room to connect to Washalert.

Washalert Fees: There is a \$2.50 per machine Washalert Insights fee per month. There are also transaction fees for all card transactions (debit/credit), which varies based on method used (i.e. Mastercard, Visa, Atrium, etc). All debit and credit card transaction, processing and bank fees as well as WashAlert Insight fees will be deducted from gross revenues prior to calculating commissions due.

Payment: Coin or Washalert: Running through the Atrium system or by using their personal debit/credit cards via the Washalert App on the students' cellphone.

Vend Price: \$1.75 wash/\$1.75 dry (this is an increase from current vend pricing).

Commission Structure/Fees (pay platform):

- C&G will pay Longwood University 80% of all revenues over \$30.00 average per machine per month.
- For commission purposes: Washers = 1.5 machines, Single Dryers = 1 machine, Stack Dryers = 2 machines.
- There is no minimum guarantee to Longwood.
- There is a minimum guarantee to C&G of \$69,050 (based upon 142 machines). If gross receipts are less than \$69,050, Longwood will provide C&G with the difference. In the event that Longwood increases the number of machines, the minimum guarantee will increase by \$40.52 per machine per month based upon the additional number of machines. If Longwood reduces the number of machines, C&G's minimum will not change.
- Any money currently owed to C&G, due to 2018-2019 overpayment must still be repaid through commissions earned.

Term of Agreement:

In order for C&G to make the additional investment under the current contract, Longwood must agree to attach to the next VASCUUP 10 year (total years) contract. We anticipate that one will be available in 2020-2021. The investment amount will be amortized over 10 years.

In the event that Longwood does not attach, the University will be responsible for paying C&G the annual minimum guarantee from the end of the current agreement (7/31/24) through 6/1/30.



COMMERCIAL LAUNDRY PROFESSIONALS

Longwood University

Additional Investment: attaching to next VASCUUP Agreement

Machine access (Included program) through Atrium/Washalert

Washer & Dryer Replacement (Included Locations): Washers and Dryers located in the Landings will be replaced in January 2020. North & South machines will be replaced no later than 2021 (run for free until replaced- not on Washalert). C&G will install:

- 47 new Speed Queen Quantum Peak Performance Top Load Washers (= 47 machines)
- 3 new Speed Queen Quantum Front Load Washers (ADA) (= 3 machines)
- 36 new Speed Queen Quantum Single Electric Dryers (= 36 machines)
- 7 new Speed Queen Quantum Stack Dryers (= 14 machines)

Washalert Online Monitoring/Payment System: C&G will provide, install, and maintain the Washalert Online Monitoring and Payment System. We will use the existing internet drops and 110 outlets in the room to connect to Washalert.

Included Access "Payment": Washalert (running through the Atrium system via App on the cellphone). Longwood will be responsible for managing the database (with Atrium) needed to upload credits to each student account. Credits will equal no more than 6 cycles of laundry per week per student.

Vend Price shown on machines: \$1.75 wash/\$1.75 dry will be used as value of each credit (1 wash or dry = a cycle credit).

Included Laundry Fees:

- Longwood University will pay C&G \$52.16 per machine per month (12 months) for use of the machines. This fee is subject to a 3% annual increase.
- Longwood will pay C&G \$2.50 per machine per month (12 months) for governing the Included usage through Washalert.
- For billing purposes: Washers = 1 machine, Single Dryers = 1 machine, Stack Dryers = 2 machines.

Term of Agreement:

In order for C&G to make the additional investment under the current contract, Longwood must agree to attach to the next VASCUUP 10 year (total years) contract. We anticipate that one will be available in 2020-2021. The investment amount will be amortized over 10 years.

In the event that Longwood does not attach, the University will be responsible for paying C&G the Included program monthly fees from the end of the current agreement (7/31/24) through 6/1/30.

Speed Queen. Multi-Housing

Quantum®

Energy Efficient Peak Performance Commercial Top Load Washer

Rear Control

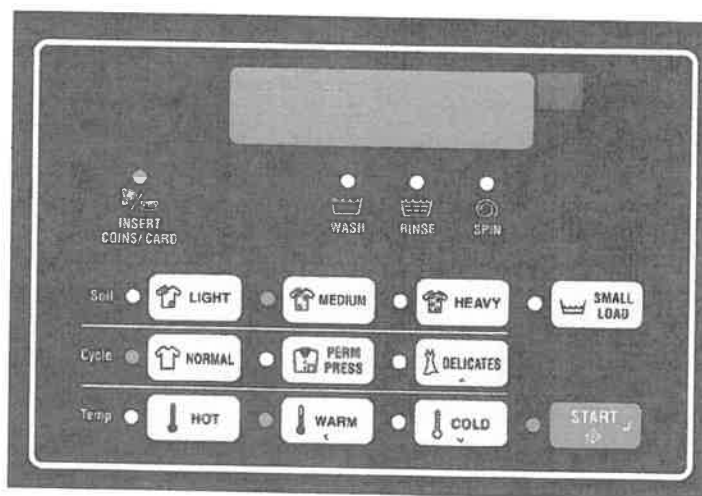


BUILT FOR RELIABLE PERFORMANCE

- Touch pad control with sound annunciator
- 27 cycle selections
- U.S. DOE compliance for energy and water efficiencies
- Extract speed of 710 RPMs spins clothes out drier
- Secured coin vault meter case
- Commercial-grade stainless steel or porcelain enamel washtub
- Automatic balancing suspension system

QUANTUM CONTROL

- Easy-to-read digital display
- Cycle programming flexibility
- Multi-level vend pricing
- Individual cycle modifier keys
- Card and coin transactions
- Wash Alert™ with Service Alert capable

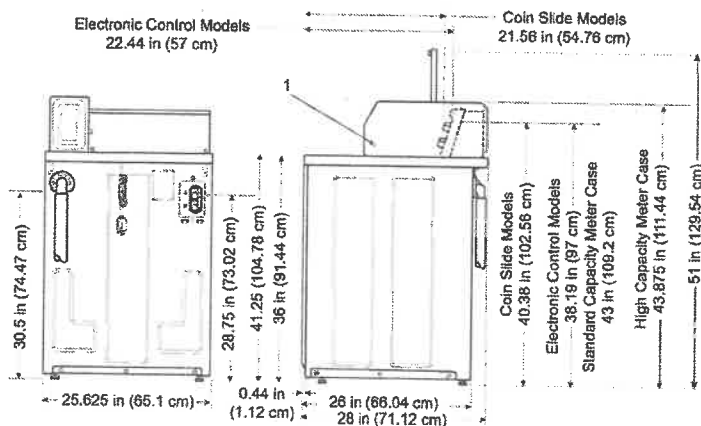


QUANTUM® COMMERCIAL TOP LOAD WASHER SPECIFICATIONS

MODELS AND ACTIVATION
{NOTE: COIN BOX SOLD SEPARATELY}

Available Control Location	Rear	Rear	Rear	Rear
Activation Type	Coin Installed	Coin Installed	Prep for Coin	Prep for Coin
Meter Case	High Capacity	High Capacity	High Capacity	High Capacity
Capacity - lb (kg)	14 (6.4)	14 (6.4)	14 (6.4)	14 (6.4)
Cylinder Volume - cu. Ft. (liters)	2.9 (82)	2.9 (82)	2.9 (82)	2.9 (82)
Width - in (mm)	25 5/8 (651)	25 5/8 (651)	25 5/8 (651)	25 5/8 (651)
Depth - in (mm)	28 (711)	28 (711)	28 (711)	28 (711)
Height - in (mm)	43 7/8 (1114)	43 7/8 (1114)	43 7/8 (1114)	43 7/8 (1114)
Spin Speed G-Force (RPM)	150 (710)	150 (710)	150 (710)	150 (710)
Motor Size - HP (kw)	1/2 (0.37)	1/2 (0.37)	1/2 (0.37)	1/2 (0.37)
Water Consumption per Cycle - g (liter)	18.1 (68.5)	18.1 (68.5)	18.1 (68.5)	18.1 (68.5)
WF (Water Factor) gal/ft³ (Liters/Liter/cycle)	6.55 (0.7)	6.55 (0.7)	6.55 (0.7)	6.55 (0.7)
MEF (Modified Energy Factor) ft³/kWh/cycle (Liters/kWh/cycle)	1.60 (45.3)	1.60 (45.3)	1.60 (45.3)	1.60 (45.3)
Available Water Temperatures	Hot, Warm, Cold	Hot, Warm, Cold	Hot, Warm, Cold	Hot, Warm, Cold
Available Cycles	Light, Medium, Heavy, Small Load, Normal, Perm Press, Delicate			
Water Pressure - PSI (Bar)	20-120 (1.4/8.3)	20-120 (1.4/8.3)	20-120 (1.4/8.3)	20-120 (1.4/8.3)
Cycle Indicator Lights	Yes	Yes	Yes	Yes
Cylinder Finish	Porcelain	Stainless Steel	Porcelain	Stainless Steel
Available Colors	White	White	White	White
Available Electrical Requirements (v/Hz/Ph-Amp)	120/60/1 - 15 Amp	120/60/1 - 15 Amp	120/60/1 - 15 Amp	120/60/1 - 15 Amp
Net Weight - lb (kg)	190 (86)	190 (86)	190 (86)	190 (86)
Shipping Weight - lb (kg)	210 (95)	210 (95)	210 (95)	210 (95)
Shipping Width - in (mm)	27 1/2 (699)	27 1/2 (699)	27 1/2 (699)	27 1/2 (699)
Shipping Depth - in (mm)	30 (762)	30 (762)	30 (762)	30 (762)
Shipping Height - in (mm)	43 7/8 (1114)	43 7/8 (1114)	43 7/8 (1114)	43 7/8 (1114)
Available Agency Approvals	cULus	cULus	cULus	cULus

For the most accurate information, the installation guide should be used for all design and construction purposes. Due to continuous product improvements, design and specifications are subject to change without notice. The quality management system of Alliance Laundry Systems' Ripon facility has been registered to ISO 9001:2008. Printed in the USA.



Call us: 800-345-5649

Visit website: speedqueen.com/route

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