



Purchasing Department
Mailing Address: 4400 University Drive, Mailstop 3C5
Street Address: 4441 George Mason Boulevard, 4th Floor, Suite 4200
Fairfax, Va. 22030

April 5, 2022

Mr. Don Hearl (or to whom it concerns)
Environmental Systems Service, Ltd. (ESS)
218 N. Main Street
Culpepper, VA 22701

Subject: Contract Renewal (Renewal 2 – Year 3) GMU-1631-20 Waste Water Treatment Plant Services Lorton Facility

To Mr. Hearl (Or to Whom it Concerns),

As you are probably aware, our subject contract will expire on April 30, 2022. At this time, George Mason University wishes to extend the above contract for an additional one-year period beginning 05/01/2022 – 04/30/2023. Pricing terms and conditions shall be in accordance with GMU-1631-20 and shall include an allowable price increase of 4.0% increase. There will be two (2) one (1) year, renewal options remaining on this contract.

All other terms and conditions of contract GMU-1631-20 shall remain unchanged.

Steve Pulis, will continue to act as the contract administrator for this contract.

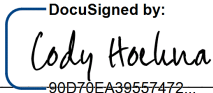
If you are in agreement, at your earliest convenience, please sign below and either email or mail your response to my attention.

If you have any questions or concerns, please contact me at (703) 993-3166 cnuyenn@gmu.edu

Sincerely,

Chi Nguyen

Chi Nguyen
Senior Buyer

VENDOR SIGNATURE _____  _____ DATE 4/13/2022
DocuSigned by: 90D70EA39557472...

VENDOR PRINTED NAME Cody Hoehna TITLE ES Director

GMU PURCHASING SIGNATURE _____  _____ DATE 4/13/2022
DocuSigned by: 2F61E096C77E4DC...

GMU DOP PRINTED NAME Jim Russell TITLE Director, Purchasing



April 8, 2022

Chi Nguyen, Senior Buyer
GMU Purchasing Department
4400 University Drive, Mailstop 3C5
Fairfax, VA 22030

Subject: RFP # GMU-1631-20, Renewal 2 Option Year 3

Dear Chi,

Environmental Systems Service, Ltd. (ESS) has reviewed the contract Renewal 2 Option Year 3 and would also like to renew the contract. Based on the increasing costs of fuel and expenses, we feel that it is necessary to propose an increase of 4.0% based on the U.S. Bureau of Labor Statistics CPI (which is currently at 4.4%) to several of the rates in the contract as proposed on Page 2.

Please let us know if GMU will accept the terms of these proposed changes.

Should you have any questions or concerns, please feel free to contact me at (540) 825-6660.

Best regards,

A handwritten signature in black ink, appearing to read "CJ Hoehna", with a long horizontal line extending to the right.

Cody J. Hoehna, Environmental Services Director
Environmental Services Division



PROPOSED PRICING SCHEDULE (5/1/22-4/30/23)

ESS has provided the pricing schedule below in accordance with this RFP. Pricing includes the annual lump sum fee of all services requested by school.

Per Visit Fee – Including Travel Expenses and up to two hours on site.	Per visit	\$173.82
Additional Time On Site – Regular Hours (Mon.-Fri.- 7:00 AM – 3:00PM)	Hour	\$40.56*
Additional Time On Site – Overtime Hours (Mon.-Fri.- 3:30 PM – 8:00AM)	Hour	\$56.88
Additional Time On Site – Emergency Response (Weekends)	Hour	\$125.00
Maintenance Fees Outside of Base Contract Fee – Scheduled – Work Day	Hour	\$84.28
Maintenance Fees Outside of Base Contract Fee – Emergency Response (afterhours & weekends)	Hour	\$125.00
Maintenance Fees Outside of Base Contract Fee – Maintenance Helper	Hour	\$46.80
Onsite Laboratory Equipment Rental (per month)	Month	\$263.38
Laboratory Services Unit Pricing – CBOD	Each	\$40.00
Laboratory Services Unit Pricing – TSS	Each	\$26.00
Laboratory Services Unit Pricing – NO2/NO3	Each	\$47.00
Laboratory Services Unit Pricing – E. Coli (w/ Dilutions)	Each	\$50.00 (\$80.00)
Laboratory Services Unit Pricing – Total Phosphorus	Each	\$44.00
Laboratory Services Unit Pricing – Ammonia	Each	\$35.00
Laboratory Services Unit Pricing – TKN	Each	\$45.00
Process Chemicals or Repair Parts	Each	Cost of Material
Fixed Fee for Processing Parts and Chemical Orders	Each Order/Invoice	\$62.40

*Please note that while the plant is shutdown, we propose keeping costs to a minimum to GMU, as we always have, by billing at a rate of Additional Time On Site – Regular Hours of \$40.56/hour. Generally, we have found that around 1.0 hour per visit, and around 1-2 visits per week is adequate to inspect the system and coordinate pump and haul activities provided flow is minimal. In the event that flow is increased for events, we may need to visit additional times per week to keep up with the flow. On average this would equate to a total expense to GMU of approximately \$351.52/month on average.