



Purchasing Department
4400 University Drive, Mailstop 3C5
Fairfax, VA 22030
Phone: 703.993.2580 | Fax: 703.993.2589
<http://fiscal.gmu.edu/>

April 5, 2023

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

Subject: Contract Renewal GMU-1631-23, Waste Water Treatment Plant Services Lorton Facility Renewal (3) of 4

Dear Mr. Hearl (Or Whom It Concerns):

As you are probably aware, our subject contract will expire on April 30, 2023. At this time, George Mason University wishes to extend the above contract for an additional one-year period beginning 05/01/2023 – 04/30/2024. Pricing terms and conditions shall be in accordance with GMU-1631-20 and shall include an allowable price increase of 3.0% increase on hourly rates and visits.

There will be one (1) 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) 993-5343 cmullin4@gmu.edu

Sincerely,

A handwritten signature in cursive script that reads "Christopher Mullins".

Christopher Mullins
Senior Buyer

Environmental Systems Service Ltd (ESS)

DocuSigned by:
A handwritten signature in cursive script that reads "Cody Hoehna".
90D70E43497472 (Signature)

Cody Hoehna
(Printed Name)

ES Director
(Title)

4/5/2023
(Date)

George Mason University

DocuSigned by:
A handwritten signature in cursive script that reads "James Russell".
2F61E096C1E20A (Signature)

James F. Russell
(Printed Name)

Director, Purchasing
(Title)

4/5/2023
(Date)



April 4, 2023

Christopher Mullins, Senior Buyer
GMU Purchasing Department
4400 University Drive, Mailstop 3C5
Fairfax, VA 22030

Subject: RFP # GMU-1631-20, Renewal Option 3 of 4

Dear Christopher,

Environmental Systems Service, Ltd. (ESS) has reviewed contract Renewal 3 of 4 and would also like to renew the contract. While we are unable to accommodate the request of maintaining current prices, we would like to propose an increase of 3% on hourly rates and visits and then lab price increases will vary based upon supply chain increases we are experiencing. With a current CPI of 6% we trust you will find the minimal proposed increase favorable and we look forward to a continued business relationship.

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 flourish extending to the right.

Cody J. Hoehna, Environmental Services Director
Environmental Services Division



PROPOSED PRICING SCHEDULE (5/1/23-4/30/24)

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 | \$179.03 |
| Additional Time On Site – Regular Hours (Mon.-Fri.- 7:00 AM – 3:00PM) | Hour | \$41.78* |
| Additional Time On Site – Overtime Hours (Mon.-Fri.- 3:30 PM – 8:00AM) | Hour | \$58.59 |
| Additional Time On Site – Emergency Response (Weekends) | Hour | \$128.75 |
| Maintenance Fees Outside of Base Contract Fee – Scheduled – Work Day | Hour | \$86.81 |
| Maintenance Fees Outside of Base Contract Fee – Emergency Response (afterhours & weekends) | Hour | \$128.75 |
| Maintenance Fees Outside of Base Contract Fee – Maintenance Helper | Hour | \$48.20 |
| Onsite Laboratory Equipment Rental (per month) | Month | \$276.55 |
| Laboratory Services Unit Pricing – BOD | Each | \$42.00 |
| Laboratory Services Unit Pricing – CBOD | Each | \$44.00 |
| Laboratory Services Unit Pricing – TSS | Each | \$30.00 |
| Laboratory Services Unit Pricing – NO2/NO3 | Each | \$50.00 |
| Laboratory Services Unit Pricing – E. Coli (w/ Dilutions) | Each | \$60.00 (\$85.00) |
| Laboratory Services Unit Pricing – Total Phosphorus | Each | \$48.00 |
| Laboratory Services Unit Pricing – Ammonia | Each | \$40.00 |
| Laboratory Services Unit Pricing – TKN | Each | \$50.00 |
| Process Chemicals or Repair Parts | Each | Cost of Material |
| Fixed Fee for Processing Parts and Chemical Orders | Each Order/Invoice | \$65.52 |

*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 \$41.78/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. If 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 \$362.09/month on average.