

VIRGINIA MILITARY INSTITUTE  
Lexington, Virginia 24450

PROCUREMENT SERVICES  
Phone: 540-464-7323  
Fax: 540-464-7669

COMMONWEALTH OF VIRGINIA  
STANDARD CONTRACT

Contract Number: V211-25-050

This contract entered into this 14<sup>th</sup> day of May between Boathouse Sports, EIN 23-2198293 hereinafter known as the "Contractor" and the Commonwealth of Virginia, Virginia Military Institute, hereinafter known as "VMI" henceforth.

WITNESSETH that the Contractor and VMI, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

**SCOPE OF CONTRACT:** The Contractor shall provide VMI Cadet Travel Suits per response to RFP # V211-25-050.

**PERIOD OF PERFORMANCE:** 1 July 2025 – 30 June 2030 with no renewals

**CONTRACT DOCUMENTS:** The contract documents shall consist of:

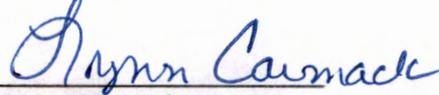
- (1) This signed contract;
- (2) The original solicitation dated 7 April 2025;
- (3) Solicitation Addendums;
- (4) The Contractor's Proposal in response to this solicitation dated 23 April 2025, including Attachment F Pricing Schedule;
- (5) Negotiation Summary;
- (6) Exhibit A Tariffs; and
- (7) The Commonwealth of Virginia General Terms and Conditions.

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

CONTRACTOR:

By:   
For: Boathouse Sports  
Title: VP of Sales  
Date: 06/25/25

VMI:

By:   
LTC Lynn W. Carmack  
For: Virginia Military Institute  
Title: Assistant Director, Procurement Services  
Date: 6/25/25

**ATTACHMENT F**  
**PRICE PROPOSAL**

**PRICING SCHEDULE:** The offeror shall furnish VMI Athletic-Style Travel Suits as specified in this Request for Proposals. Prices will vary based on the total stock quantity ordered during the contract period of each year. Multiple orders may be issued for each item during this period.

Item	Price Each to Include Delivery	Special Makes with Quick Delivery: Price Each to Include Delivery
Cadet Travel Suit Jacket	\$95.50 per jacket	
Cadet Travel Suit Pant	\$74.50 per pant	

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**NEGOTIATION SUMMARY**  
**Contract V211-25-050**  
**14 May 2025**

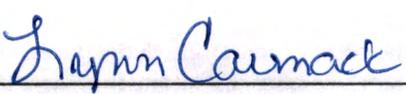
The Request for Proposal contained conflicting language regarding the initial term of the contract and subsequent renewals. In order to simplify the process and align the contract with the fiscal year, we are exercising all renewals up front. The correct contract period will be from 1 July 2025 through 30 June 2030.

The Contractor and VMI will review the pricing annually and document the new contract prices by a contract modification document.

**CONTRACTOR:**

**VMI:**

By: 

By: 

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**EXHIBIT A**  
**Contract V211-25-050**  
**TARIFFS**

In addition to the Contractor's proposal as incorporated in this contract, the Contractor further agrees to the price escalation/de-escalation tariff amendment:

If the Contractor is impacted by unforeseen or modified taxes, duties, tariffs, or similar measures imposed by any U.S. or foreign authority, on the Contractor's offerings, (including materials, equipment, hardware, software, or services, etc.) the Contractor shall provide sufficient evidence to the Institute showing the unit price paid as of the contract award date or Purchase Order issuance date (whichever is earlier), the applicability of the tariff to the specific goods or materials, and proof of payment of the increased tariff or duty. The evidence must allow the Institute to confirm that the tariff caused the price increase without markup. Any misrepresentation regarding additional payments due to tariffs shall be considered fraud under the *Virginia Fraud Against Taxpayers Act* and may subject the Contractor to damages.

In the event of new tariffs, duties, taxes, import restrictions, or other world events that result in materials or labor cost increases of more than five percent (5%), Contractor shall notify VMI in writing a minimum of 30 days in advance of adjusting pricing. At such time, VMI has the option to terminate the remainder of the agreement, without penalty, without providing 60 days written notice.

Contractor and VMI further agree to review pricing annually to ensure continued alignment with market and regulatory conditions.

All other Financial Considerations from the original proposal dated 23 April 2025 are to remain intact.