

July 15, 2025

KAP, Inc. dba Party Perfect  
2400 Magnolia Court  
Richmond, VA 23223  
Attn: Angela Bowles

Subject: Price Sheet Question

Reference: Party Perfect proposal dated June 27, 2025

Dear Ms. Bowles:

With reference to Party Perfect's proposal dated June 27, 2025, submitted in response to the University of Mary Washington's solicitation #UCPUMW 25-1937, based on a review of the proposal the following is offered:

- The Pricing Schedule does not include a cost for Commencement Staging; however, Party Perfect's response references UMW's commencement on page 5. Party Perfect is requested to review its proposal submission and, if the intent was to include pricing for Commencement Staging, submit the proposed cost to the undersigned no later than 2:00 p.m., Thursday, July 17, 2025. Along with the pricing, please include a list of the items and assumptions on which the price is based.

Sincerely,

*Kenneth R Manahan*

Kenneth R. Manahan  
Sr. Contract Officer



**UNIVERSITY OF MARY WASHINGTON STAGE PROPOSAL  
RFP UCPUMW 25-1937**

ITEM NAME	QUANTITY	EACH	PRICE	DISCOUNTED ITEM PRICE	NOTES
4'x4' Stage	3	\$61.00	\$183.00	\$173.85	{1-A/V TENT, 1-CENTER ISLE (CAMERA), 1-CAMPUS WALK}
4'x4' Biljax Stage Sections	3	\$0	\$0	\$0	
Ultradeck Sub-Flooring	8160	\$1.50	\$12,240.00	\$11,628.00	*INCLUDE 6'X8'ISH PLATFORM UNDER READER'S PODIUM & ONE FOR SIGN LANGUAGE*
Black Astroturf	8160	\$0.75	\$6,120.00	\$5,814	
12'x20' Stage	1	\$560.75	\$560.75	\$532.71	*A/V TOWER STAGE* 30" HEIGHT
4'x4' Biljax Stage Sections	15	\$0	\$0	\$0	
Biljax Leg 48" Inside	24	\$0	\$0	\$0	

Stage Metal Foot Pads	24	\$0	\$0	\$0	
Black Astro turf	240	\$0.75	\$180.00	\$171.00	*A/V TOWER STAGE*
4' Rails for Biljax	8	\$11.25	\$90.00	\$85.50	
3/8x1" Bolt Nut	16	\$0	\$0	\$0	
3/8x3" Bolt And Nut	280	\$0	\$0	\$0	
3/8x6" Bolt And Nut	90	\$0	\$0	\$0	
Biljax Leg 48" Inside	30	\$0	\$0	\$0	RAISE 30"
Stage End/Corner Cross Brace	12	\$13.50	\$162.00	\$153.90	*MAIN STAGE*
3/8x3" Nut And Bolt	72	\$0	\$0	\$0	
4'x4' Biljax Stage Sections	170	\$33.00	\$5,610.00	\$5,329.50	MAIN STAGE - 32X48X2
Biljax Leg 24" Inside	117	\$0	\$0	\$0	
Biljax Leg 24" Outside	117	\$0	\$0	\$0	
3/8x3" Bolt And Nut	117	\$0	\$0	\$0	

Black Astroturf	2720	\$0.75	\$2,040	\$1,938.00	
6' Stage Mesh Black Per Foot	200	\$2.50	\$500	\$475.00	
24"-48" High Stage Steps (6 steps)	3	\$74.75	\$224.25	n/a	KICKPLATE
Black Astroturf	600	\$0.75	\$450.00	\$427.50	*ADD-ON TO GO BY A/V TENT*
4' Rails For Biljax	17	\$11.25	\$191.25	\$181.69	*A/V TOWER STAGE*
3/8x1" Bolt Nut	34	\$0	\$0	\$0	
24"-48" High Stage Steps (6 steps)	1	\$74.75	\$74.75	\$71.01	*A/V TOWER STAGE - KICK PLATES FOR EVERY STEP*
Stage End/Corner Cross Brace	10	\$13.50	\$135.00	\$128.25	*A/V TOWER STAGE*
3/8x3" Bolt And Nut	40	\$0	\$0	\$0	
6' Stage Mesh Black Per Foot	64	\$2.50	\$160.00	\$152.00	*A/V TOWER STAGE*
Black Astroturf	16	\$0.75	\$12.00	\$11.40	*A/V TOWER STAGE LANDING*
4-6" High Biljax Ramp ADA	2	\$65.50	\$131.00	\$124.45	*MAIN STAGE*

Handrail Ada Top Left	2	\$0	\$0	\$0	
4' Ada Handrail W/ Swivel	8	\$0	\$0	\$0	
Transitional Ramp Stage	2	\$0	\$0	\$0	
Biljax Handicap Starter Ramp	2	\$0	\$0	\$0	
Guard Panel Left for Starter	2	\$0	\$0	\$0	
Guard Panel Right for Starter	2	\$0	\$0	\$0	
4'x4' Stage	1	\$39.25	\$39.25	\$37.29	*FOR CAMERA STAND ONLY - NO SKIRTING OR ASTROTURF NEEDED* (CHRIS- SEE SUSAN FOR PLACEMENT) *
4'x4' Biljax Stage Sections	1	\$0	\$0	\$0	
<b>TOTAL:</b>			<b>\$29,103.25</b>	<b>\$27,435.05</b>	