



VIRGINIA BEACH CITY PUBLIC SCHOOLS
CHARTING THE COURSE

Office of Procurement Services
2512 George Mason Drive
Virginia Beach, Virginia 23456
Phone (757) 263-1175

MODIFICATION #1

Contract #5111-1

This modification number 1 to the above referenced Contract is entered into this 6th day of April 2023 and between **The HON Company, LLC** ("Contractor"), and the **School Board of the City of Virginia Beach** ("Customer", "VBCPS").

WHEREAS, the parties agree as follows:

1. The purpose of this amendment is to notify all users that The HON Company, LLC has updated their List prices:

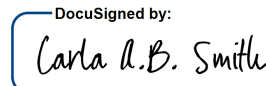
<https://res.cloudinary.com/hni-corporation/image/upload/HON/Marketing%20Resources/hon.com/Files/HON-March-2023-Workspaces-Pricer.pdf>

<https://res.cloudinary.com/hni-corporation/image/upload/HON/Marketing%20Resources/hon.com/Files/HON-Shared-Spaces-Pricer.pdf>

All other terms and conditions of the original Agreement shall remain in full force and effect.

IN WITNESS WHEREOF, the parties have caused this Amendment to be executed by their duly authorized representatives as of the date set forth herein.

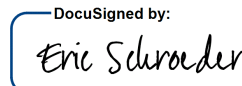
**THE SCHOOL BOARD OF THE CITY OF
VIRGINIA BEACH**

DocuSigned by:

A3A043D06DDC484...
Signature

Carla A.B. Smith
Name

Director
Title 3/10/2023

CONTRACTOR

DocuSigned by:

AB68ABF5FD4A4E2...
Signature

Eric Schroeder
Name

Vice President, Finance
Title 3/10/2023



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MODIFICATION #3

Contract #5111-1

This modification number 3 to the above referenced Contract is entered into this 22nd day of September, 2023 and between **The HON Company, LLC** ("Contractor"), and the **School Board of the City of Virginia Beach** ("Customer", "VBCPS");

WHEREAS, the parties agree as follows:

1. This modification is to notify all users of the additional product line, Storyline in the Education category, is now being offered by Hon.

All other terms and conditions of the original Agreement shall remain in full force and effect.

IN WITNESS WHEREOF, the parties have caused this Amendment to be executed by their duly authorized representatives as of the date set forth herein.

**THE SCHOOL BOARD OF THE CITY OF
VIRGINIA BEACH**

DocuSigned by:

Carla Smith, CPPO, CPPB

A2A043D06BDC464...

Signature

Carla A.B Smith, CPPO, CPPB

Name

Director of Procurement

Title

10/4/2023

**The Hon Company, LLC
CONTRACTOR**

DocuSigned by:

Eric Schroeder

2AD08658724B484...

Signature

Eric Schroeder

Name

Vice President, Finance

Title

10/5/2023



VIRGINIA BEACH CITY PUBLIC SCHOOLS
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MODIFICATION #2

Contract #5111-1

This modification number 2 to the above referenced Contract is entered into this 10th day of August 2023 and between **The HON Company, LLC** ("Contractor"), and the **School Board of the City of Virginia Beach** ("Customer", "VBCPS").

WHEREAS the parties agree as follows:

1. This amendment is to notify all users that all non-BIFMA products that carry a 5-year warranty are added to the contract.
2. This amendment is also to notify all users of exceptions related to extenuating circumstances for installation costs. Exceptions include Non-Standard Installation and will be a minimum of \$100 per hour with a not to exceed maximum charge of \$350 per hour, Non-Standard Business Hours Monday – Friday, weekends, and holidays. Also includes, but is not limited to, long stair carry's, sites 60 miles over main dealer warehouse, prevailing wage, union labor and major metropolitan areas. Minimum of \$200 per order may apply. Additional fees will be agreed upon between the buying agency and dealer/subcontractor.

All other terms and conditions of the original Agreement shall remain in full force and effect.

IN WITNESS WHEREOF, the parties have caused this Amendment to be executed by their duly authorized representatives as of the date set forth herein.

**THE SCHOOL BOARD OF THE CITY OF
VIRGINIA BEACH**

DocuSigned by:
Carla Smith, CPPO, CPPB
A2A043D068PDC461...
Signature 8/18/2023

Carla A.B Smith, CPPO, CPPB
Name

Director of Procurement
Title

The HON Company LLC
CONTRACTOR

DocuSigned by:
Eric Schroeder
2AD08658734B481...
Signature 8/18/2023

Eric Schroeder
Name

Vice President, Finance
Title



VIRGINIA BEACH CITY PUBLIC SCHOOLS
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MODIFICATION #4

Contract #5111-1

This modification number 4 to the above referenced Contract is entered into this 14th day of December, 2023 and between **The HON Company, LLC** ("Contractor"), and the **School Board of the City of Virginia Beach** ("Customer", "VBCPS");

WHEREAS, the parties agree as follows:

1. This modification is to notify all users of an increase to list prices from Hon effective February 1, 2024. Attached is The HON Company's price increase request letter for GovMvmt Contract 5111-1.
2. Discounts will not change with the contract; this is an increase to list price only.

All other terms and conditions of the original Agreement shall remain in full force and effect.

IN WITNESS WHEREOF, the parties have caused this Amendment to be executed by their duly authorized representatives as of the date set forth herein.

**THE SCHOOL BOARD OF THE CITY OF
VIRGINIA BEACH**

Carla A.B. Smith

Signature

Carla A.B Smith, CPPO, CPPB

Name

Director of Procurement

Title

The Hon Company, LLC
CONTRACTOR

Eric Schroeder

Eric Schroeder (Dec 15, 2023 13:33 CST)

Signature

Eric Schroeder

Name

Vice President, Finance

Title

November 14, 2023

Important Pricing News from The HON Company

Dear Valued Trade Partners,

We sincerely appreciate your ongoing partnership with The HON Company.

Looking ahead to 2024, The HON Company is focused on enhancing our fulfillment capabilities to offer you more flexible options and faster delivery for your customers. Together, we will make 2024 a successful year.

To align with our ongoing business investments, rising energy costs, and continued wage pressures, we will be making a modest adjustment to our prices. Effective February 1, 2024, an average 3.0% price increase will be implemented for HON products.

To qualify for current pricing, including bids, orders must be received by January 31, 2024 at 4:00 PM CST and ship with the best available date. Orders received after January 31, 2024 at 4:00 PM CST will be processed with the updated pricing.

Digital Pricers will be available by January 15, 2024 on hon.com. Updated pricing will be accessible for all specification tools by the dates outlined in the table below. You may reach out to GeneralSupport@hniworkplacefurnishings.com with general questions.

Specification Tool	2/1/24 Price Zone 1 Quoting Available	Update Options
Configura CET	12/22/23	New pricing will update automatically
ProjectMatrix	12/22/23	Users will receive a notification to install catalog updates using the sync function
Hedberg	12/22/23	New pricing will update automatically
2020 CAP Giza	February DVD (online by 12/22/23)	Log in to the 20/20 website to locate, download, and install pricing update*
Kits Collaborator	12/22/23	Users will receive a notification to install catalog updates using the sync function

*2020 Content Downloader will not automatically install the HON Pricing Update as it becomes available 12/22/23. To access immediately, 2020 users will need to log in to their Cyncly account via 2020spaces.com, navigate to the manufacturer download page, and manually install the Post-December Release to admit 2/1/24 Pricing.

Sincerely,



Jim Foster
VP & GM, Commercial Operations

Contract 5111-1 Modification 4

Final Audit Report

2023-12-16

Created:	2023-12-14
By:	Alicia Demmer (AMINGRAM@VBSCHOOLS.COM)
Status:	Signed
Transaction ID:	CBJCHBCAABAARyQUTY9jJUWYzcxZmLHK-cKLKrB8Sys4

"Contract 5111-1 Modification 4" History

-  Document created by Alicia Demmer (AMINGRAM@VBSCHOOLS.COM)
2023-12-14 - 1:58:01 PM GMT- IP address: 75.170.83.148
-  Document emailed to hnigovcontracts@hnicorp.com for signature
2023-12-14 - 1:58:53 PM GMT
-  Email viewed by hnigovcontracts@hnicorp.com
2023-12-14 - 2:01:38 PM GMT- IP address: 136.226.108.176
-  Signer hnigovcontracts@hnicorp.com entered name at signing as Eric Schroeder
2023-12-15 - 7:33:57 PM GMT- IP address: 165.225.57.162
-  Document e-signed by Eric Schroeder (hnigovcontracts@hnicorp.com)
Signature Date: 2023-12-15 - 7:33:59 PM GMT - Time Source: server- IP address: 165.225.57.162
-  Document emailed to Carla Smith (cabsmith@vbschools.com) for signature
2023-12-15 - 7:34:01 PM GMT
-  Email viewed by Carla Smith (cabsmith@vbschools.com)
2023-12-16 - 2:33:52 AM GMT- IP address: 104.47.57.254
-  Document e-signed by Carla Smith (cabsmith@vbschools.com)
Signature Date: 2023-12-16 - 2:34:10 AM GMT - Time Source: server- IP address: 98.183.226.156
-  Agreement completed.
2023-12-16 - 2:34:10 AM GMT





MODIFICATION #5

Contract #5111-1

This modification number 5 to the above referenced Contract is entered into this 1st day of October 2024 and between **The HON Company, LLC** ("Contractor"), and the **School Board of the City of Virginia Beach** ("Customer", "VBCPS");

WHEREAS, the parties agree as follows:

1. This modification is to notify all users of the additional product line, SmartLink Desking, Preside Tables, Confer Seating, and Altern Seating in the furniture category are now being offered by Hon.
2. All items fit into the already awarded categories to HON on the contract 5111-1. No discount changes, all discounts will remain the same.

All other terms and conditions of the original Agreement shall remain in full force and effect.

IN WITNESS WHEREOF, the parties have caused this Amendment to be executed by their duly authorized representatives as of the date set forth herein.

**THE SCHOOL BOARD OF THE
CITY OF VIRGINIA BEACH**

CONTRACTOR

Signature

Signature

Daniel Hopkins

Name

Eric Schroeder

Name

Director of Business Services

Title

VP of Finance

Title

HON Contract Modification #5

Final Audit Report

2024-10-03

Created:	2024-10-02
By:	Shelby Craig (Shelby.Craig@vbschools.com)
Status:	Signed
Transaction ID:	CBJCHBCAABAAbxySpUhfx6zAlkJG4qBlnEWRyHvxDCr

"HON Contract Modification #5" History

-  Document created by Shelby Craig (Shelby.Craig@vbschools.com)
2024-10-02 - 4:42:57 PM GMT
-  Document emailed to Daniel Hopkins (daniel.hopkins2@vbschools.com) for signature
2024-10-02 - 4:48:22 PM GMT
-  Email viewed by Daniel Hopkins (daniel.hopkins2@vbschools.com)
2024-10-02 - 5:23:57 PM GMT
-  Document e-signed by Daniel Hopkins (daniel.hopkins2@vbschools.com)
Signature Date: 2024-10-02 - 5:24:28 PM GMT - Time Source: server
-  Document emailed to Jennie Schuler (contractmanager@honcompany.com) for signature
2024-10-02 - 5:24:34 PM GMT
-  Email viewed by Jennie Schuler (contractmanager@honcompany.com)
2024-10-02 - 6:33:06 PM GMT
-  Document e-signed by Jennie Schuler (contractmanager@honcompany.com)
Signature Date: 2024-10-03 - 4:48:28 PM GMT - Time Source: server
-  Agreement completed.
2024-10-03 - 4:48:28 PM GMT



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Contract Modification #6 **Contract 5111-1 –The Hon Company LLC**

This modification number 6 to the above referenced Contract is entered into this 11th day of April, 2025 and between **The Hon Company LLC** (“Contractor”), and the **School Board of the City of Virginia Beach** (“Customer”, “VBCPS”);

WHEREAS, the parties agree as follows:

1. This modification establishes that a 2.5% surcharge shall be permitted effective May 1, 2025, and remain in effect until applicable tariffs are modified, rendering the surcharge no longer necessary. The Contractor is required to notify VBCPS in writing immediately upon such modification, and the surcharge shall cease to apply as of the effective date of the tariff change.

All other terms and conditions of the original Agreement shall remain in full force and effect.

IN WITNESS WHEREOF, the parties have caused this Amendment to be executed by their duly authorized representatives as of the date set forth herein.

**THE SCHOOL BOARD OF THE CITY
OF VIRGINIA BEACH**

Signature

Alicia D. Smith, CPPB

Name

Director of Procurement

Title

CONTRACTOR

Signature

Eric Schroeder

Name

VP Finance

Title

Contract 5111-1 Modification #6 - The Hon Company LLC

Final Audit Report

2025-04-14

Created:	2025-04-14
By:	Jessica Race (Jessica.Race@vbschools.com)
Status:	Signed
Transaction ID:	CBJCHBCAABAAbsu0Hpri9Jp8SPsGXAdXhOMufbtCyPD9

"Contract 5111-1 Modification #6 - The Hon Company LLC" History

-  Document created by Jessica Race (Jessica.Race@vbschools.com)
2025-04-14 - 12:14:40 PM GMT
-  Document emailed to Alicia Smith (alicia.smith@vbschools.com) for signature
2025-04-14 - 12:15:20 PM GMT
-  Email viewed by Alicia Smith (alicia.smith@vbschools.com)
2025-04-14 - 12:53:01 PM GMT
-  Document e-signed by Alicia Smith (alicia.smith@vbschools.com)
Signature Date: 2025-04-14 - 12:53:12 PM GMT - Time Source: server
-  Document emailed to Dena Bates (batesd@hnicorp.com) for signature
2025-04-14 - 12:53:13 PM GMT
-  Email viewed by Dena Bates (batesd@hnicorp.com)
2025-04-14 - 12:53:20 PM GMT
-  Signer Dena Bates (batesd@hnicorp.com) entered name at signing as Eric Schroeder
2025-04-14 - 9:40:04 PM GMT
-  Document e-signed by Eric Schroeder (batesd@hnicorp.com)
Signature Date: 2025-04-14 - 9:40:06 PM GMT - Time Source: server
-  Agreement completed.
2025-04-14 - 9:40:06 PM GMT



Contract Modification #7 **Contract 5111-1 – The Hon Company LLC**

This modification number 7 to the above referenced Contract is entered into this 20th day of August, 2025 and between **The Hon Company LLC** (“Contractor”), and the **School Board of the City of Virginia Beach** (“Customer”, “VBCPS”);

WHEREAS, the parties agree as follows:

1. This modification establishes that a 3% surcharge shall be permitted effective August 23, 2025, and remain in effect until applicable tariffs are modified, rendering the surcharge no longer necessary. The Contractor is required to notify VBCPS in writing immediately upon such modification, and the surcharge shall cease to apply as of the effective date of the tariff change.

All other terms and conditions of the original Agreement shall remain in full force and effect.

IN WITNESS WHEREOF, the parties have caused this Amendment to be executed by their duly authorized representatives as of the date set forth herein.

**THE SCHOOL BOARD OF THE CITY
OF VIRGINIA BEACH**

CONTRACTOR

Signature

Alicia D. Smith, CPPO, CPPB

Name

Director of Procurement

Title

Signature

Eric Schroeder

Name

VP Finance

Title

Contract Modification #7

Final Audit Report

2025-08-20

Created:	2025-08-20
By:	Alyssa Labiak (AMLABIAK@vbschools.com)
Status:	Signed
Transaction ID:	CBJCHBCAABAA8YG2xD1_Gxf4VuYeX_PyFfRAWd08HLAv

"Contract Modification #7" History

-  Document created by Alyssa Labiak (AMLABIAK@vbschools.com)
2025-08-20 - 1:59:17 PM GMT
-  Document emailed to Alicia Smith (alicia.smith@vbschools.com) for signature
2025-08-20 - 2:00:49 PM GMT
-  Email viewed by Alicia Smith (alicia.smith@vbschools.com)
2025-08-20 - 2:01:05 PM GMT
-  Document e-signed by Alicia Smith (alicia.smith@vbschools.com)
Signature Date: 2025-08-20 - 2:59:52 PM GMT - Time Source: server
-  Document emailed to thomat@hnicorp.com for signature
2025-08-20 - 2:59:54 PM GMT
-  Email viewed by thomat@hnicorp.com
2025-08-20 - 3:03:38 PM GMT
-  Signer thomat@hnicorp.com entered name at signing as Eric Schroeder
2025-08-20 - 4:14:43 PM GMT
-  Document e-signed by Eric Schroeder (thomat@hnicorp.com)
Signature Date: 2025-08-20 - 4:14:45 PM GMT - Time Source: server
-  Agreement completed.
2025-08-20 - 4:14:45 PM GMT



Contract Modification #8
Contract 5111-1 – The HON Company LLC

This modification number 8 to the above referenced Contract is entered into this 30th day of June, 2026 and between **The HON Company LLC** (“Contractor”), and the **School Board of the City of Virginia Beach** (“Customer”, “VBCPS”);

WHEREAS, the parties agree as follows:

1. This modification establishes that the temporary surcharge previously established at 3.0% shall be increased to 4.5% effective August 1, 2026. This surcharge shall remain in effect until applicable tariffs are modified, rendering the surcharge no longer necessary. The Contractor is required to notify VBCPS in writing immediately upon such modification, and the surcharge shall cease to apply as of the effective date of the tariff charge.

All other terms and conditions of the original Agreement shall remain in full force and effect.

IN WITNESS WHEREOF, the parties have caused this Amendment to be executed by their duly authorized representatives as of the date set forth herein.

**THE SCHOOL BOARD OF THE
CITY OF VIRGINIA BEACH**

Signature

Alicia D. Smith, NIGP-CPP, CPPO,
CPPB

Name

NIGP-CPP,

Director of Procurement

Title

CONTRACTOR

Signature

Eric Schroeder

Name

VP Finance

Title