



ARLINGTON COUNTY, VIRGINIA

**AGREEMENT NO. 23-DES-RFP-230f
AMENDMENT NUMBER 1**

This Amendment Number 1 is made on 1/5/2024 by the County and amends Agreement Number 23-DES-RFP-230f (“Main Agreement”) dated July 25, 2023 between Eastern Research Group, Inc. (“Contractor”) and the County Board of Arlington County, Virginia (“County”).

The County and the Contractor agree to amend the Main Agreement as follows:

1. Exhibit B – Contract Pricing is hereby deleted in its entirety and replaced with the attached Revised Contract Pricing. This amendment will revise the classification of hourly rates to reflect the labor category rates instead of individual staff rates. This doesn’t change the original rates.

All other terms and conditions of the Main Agreement remain in effect.

WITNESS these signatures:

THE COUNTY BOARD OF ARLINGTON
COUNTY, VIRGINIA

EASTERN RESEARCH GROUP, INC.

AUTHORIZED SIGNATURE: DocuSigned by:
Dr. SHARON T. LEWIS
89B86B1AD301462...

AUTHORIZED SIGNATURE: DocuSigned by:
David Meyers
4D7D4A83CE154DE...

NAME: DR. SHARON T. LEWIS

NAME: David Meyers

TITLE: Purchasing Agent

TITLE: President/CEO

DATE: 1/5/2024

DATE: 1/3/2024



**PROPOSED REVISED RATE
STRUCTURE**

EXHIBIT B - REVISED CONTRACT PRICING

**AGREEMENT
NO. 23-DES-RFP-230f**

ENERGY SERVICES

Submitted to:

Arlington County
Office of the Purchasing Agent
2100 Clarendon Boulevard, Suite 500
Arlington, VA 22201

Submitted by:

Eastern Research Group, Inc.
2300 Wilson Boulevard, Unit 350
Arlington, VA 22201

November 21, 2023



November 21, 2023

Mr. Sy Gezachew, County Purchasing Agent
Arlington County
Office of the Purchasing Agent
2100 Clarendon Boulevard, Suite 500
Arlington, VA 22201
sgezachew@arlingtonva.us

Subject: Agreement No. 23-DES-RFP-230F - Energy Services; Proposed Revised Rate Structure

Dear Mr. Gezachew,

Eastern Research Group, Inc. (ERG) respectfully requests that Arlington County consider revising the classification of our hourly rate schedule (as presented in Exhibit B of ERG's Contract Agreement No. 23-DES-RFP-230f with Arlington County) to reflect 32 labor category rates instead of 32 individual staff rates. Please note that we are not requesting any rate changes.

ERG's original price proposal and Best and Final Offer (BAFO) included individual staff rates in response to the RFP language requiring "fully loaded hourly rates for all staff who may be assigned to work on the projects." However, given the task assignment procedures stipulated in the contract, we foresee having our fixed hourly rates classified by labor categories would prove to be more effective and efficient in responding to task order requests. Under execution of the contract, we recognize that Arlington County will often need to process requests and approve vendor cost proposals in a quick turn-around manner in order to meet project schedules. With nearly 40 years of experience serving numerous government clients, we also recognize the importance of having flexible, on-demand access to our extensive and multi-faceted bench of professionals (including personnel that may have not been included in ERG's original proposed labor rates) to ensure we are able to tailor our support to our clients' unique and dynamic project, schedule, and budget needs. In addition, proposing hourly rates mapped to labor categories is the standard pricing model used in most of ERG's time and materials contracts with our state and federal government clients.

In light of these factors, we believe that revising the classification of our hourly rate schedule to reflect labor categories instead of individual ERG staff will both streamline the task order cost proposal development and review/approval process and enable ERG to more efficiently staff future projects that will meet Arlington County's project, schedule, and budget needs.

Enclosed for your review and consideration are ERG's 32 fully burdened hourly labor rates, approved in our contract award, represented by labor categories; the hourly rates are fixed for the duration of the 5-year contract term.

We would be happy to schedule a meeting should you have any questions or wish to discuss further.

Sincerely,

Cena Swisher, Project Director
Eastern Research Group, Inc.

ERG's Approved Hourly Rates Mapped to Labor Categories

ERG Labor Category	5-Year POP Fully Burdened Labor Rates
Technical Specialist -10	\$269.09
Technical Specialist - 9	\$249.64
Technical Specialist - 8	\$249.64
Technical Specialist -7	\$220.44
Technical Specialist - 6	\$215.67
Technical Specialist - 5	\$211.51
Technical Specialist - 4	\$208.35
Technical Specialist - 3	\$199.19
Executive Project Manager	\$187.22
Technical Specialist - 2	\$180.94
Technical Specialist - 1	\$166.83
Senior Clean Energy Specialist	\$166.20
Web Programmer	\$161.89
Senior Graphic Designer	\$158.25
Senior Modeler	\$157.35
Senior Outreach Specialist	\$156.93

ERG Labor Category	5-Year POP Fully Burdened Labor Rates
Senior Researcher	\$152.57
Senior Digital Strategist	\$148.09
Event Planner	\$132.95
Climate Change Specialist	\$129.83
Strategic Planner	\$129.18
Modeler	\$128.38
Researcher	\$116.71
Clean Energy Specialist	\$114.57
Stakeholder Engagement Specialist	\$114.34
Outreach Specialist	\$114.15
Graphic Designer	\$96.40
Junior Event Planner	\$87.86
Junior Digital Strategist	\$87.76
Junior Outreach Specialist	\$86.41
Junior Writer	\$85.39
Project Assistant	\$85.02