

**ARLINGTON COUNTY, VIRGINIA  
OFFICE OF THE PURCHASING AGENT  
2100 CLARENDON BOULEVARD, SUITE 500  
ARLINGTON, VIRGINIA 22201**

**NOTICE OF RENEWAL**

<b>TO:</b> ZELOS, LLC	<b>DATE ISSUED:</b> JANUARY 1, 2022
1800 DIAGONAL ROAD – SUITE 600	<b>CONTRACT NO:</b> 21-HRD-RFP-479-19
ALEXANDRIA, VIRGINIA 22314	<b>CONTRACT TITLE:</b> LEADERSHIP & INDIVIDUAL DEVELOPMENT TRAINING, DIVERSITY, INCLUSION AND EQUITY TRAINING, VIRTUAL LEARNING SESSIONS COACHING, ORGANIZATIONAL DEVELOPMENT SERVICES, DIVERSITY AND INCLUSION CONSULTANT, MULTI-RATER, E-LEARNING CUSTOM DEVELOPMENT

**THIS IS A NOTICE OF AWARD OF CONTRACT AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.**

The contract documents consist of the terms and conditions of AGREEMENT No. 21-HRD-RFP-479-19 including any attachments or amendments thereto.

**EFFECTIVE DATE:** JANUARY 1, 2023  
**EXPIRES:** DECEMBER 31, 2023  
**RENEWALS:** THREE (3) ONE-YEAR RENEWALS REMAINING.

**EMPLOYEES NOT TO BENEFIT:**  
**NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.**

<b><u>VENDOR CONTACT:</u></b> STACIA AYLWARD	<b><u>VENDOR TEL. NO.:</u></b> (703) 828-7831
<b><u>EMAIL ADDRESS:</u></b> <a href="mailto:STACIA.AYLWARD@ZELOSLLC.COM">STACIA.AYLWARD@ZELOSLLC.COM</a>	
<b><u>COUNTY CONTACT:</u></b> SHARON MILLER (HRD)	<b><u>COUNTY TEL. NO.:</u></b> (703) 228-3595
<b><u>COUNTY CONTACT EMAIL:</u></b> <a href="mailto:SEMILLER@ARLINGTONVA.US">SEMILLER@ARLINGTONVA.US</a>	

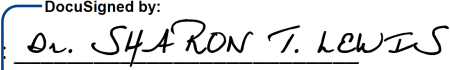
**CONTRACT AUTHORIZATION**

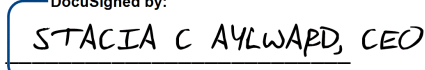
THE COUNTY BOARD OF ARLINGTON  
COUNTY, VIRGINIA

ZELOS, LLC

PRINT: DR. SHARON T. LEWIS

PRINT: STACIA C AYLWARD, CEO

SIGNATURE:   
DocuSigned by:  
89B86B1AD301462...

SIGNATURE:   
DocuSigned by:  
806073400FFB4A1...

TITLE: PURCHASING AGENT

TITLE: Chief Executive Officer

DATE: 11/4/2022

DATE: 11/3/2022

**EXHIBIT B**  
**RATES**

**COURSE DELIVERY PRICING**

<b>GENERAL INSTITUTE &amp; DIVERSITY AND INCLUSION IN PERSON TRAINING COURSE</b>	
DAILY RATES	\$2,800.00
HALF DAY RATES	\$1,900.00

<b>VIRTUAL LEARNING SESSIONS</b>	
1-HOUR SESSION	\$1,000.00
2-HOUR SESSION	\$1,450.00
4-HOUR SESSION	\$2,250.00

**SERVICES DELIVERY PRICING TABLE**

<b>EXECUTIVE COACHING SERVICES</b>	
HOURLY	\$350.00
<b>ORGANIZATION DEVELOPMENT SERVICES</b>	
DAILY RATE	\$2,800.00
HOURLY RATE	\$295.00

<b>DIVERSITY &amp; INCLUSION ORGANIZATION DEVELOPMENT SERVICES</b>	
DAILY RATE	\$2,800.00 (1 Facilitator) \$5,600.00 (2 Facilitators)
HOURLY RATE	\$350.00

<b>MULTI-RATER ASSESSMENT</b>	
COST PER INDIVIDUAL ASSESSMENT/REPORT	N/A
CUSTOMIZATION	N/A

<b>INSTRUCTOR-LED NEW COURSE DEVELOPMENT</b>	
HOURLY RATE	\$150.00

**E-Online Course Development**

Simple Asynchronous	Static HTML pages with text and graphics	\$8,000.00
Average Asynchronous	Above plus - flash, animation, GIF's	\$12,000.00
Complex Asynchronous	Above plus - audio, video, interactive simulations	\$20,000.00