

ARLINGTON COUNTY, VIRGINIA

**AGREEMENT NO. 20-265-RFP-2
AMENDMENT NUMBER 1**

This Amendment Number 1 is made on 11/23/2022 and amends Agreement Number 20-265-RFP-2 ("Main Agreement") dated May 3, 2021 between Smart Building Strategies LLC ("Contractor") and the County Board of Arlington County, Virginia ("County").

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

- I. RETROACTIVELY RENEW THE AGREEMENT FOR THE FIRST SUBSEQUENT CONTRACT TERM FROM MAY 3, 2022 TO MAY 2, 2023 UNDER THE SAME CONTRACT PRICING IN ACCORDANCE WITH CONTRACT TERM CLAUSE 4.**
- II. ADD COVID-19 VACCINATION POLICY FOR CONTRACTORS AS CONTRACT CLAUSE 55 AS FOLLOWS:**

55. COVID-19 VACCINATION POLICY FOR CONTRACTORS

Due to the ongoing COVID-19 pandemic, the County has taken various steps to protect the welfare, health, safety, and comfort of the workforce and public at large. As part of these steps, the County has implemented various requirements with respect to health and safety including policies with respect to social distancing, the use of face-coverings and vaccine mandates. To protect the County's workforce and the public at large, all employees and subcontractors of the Contractor who are assigned to this Contract, should be fully vaccinated against COVID-19. Any contractor employee or subcontractor who is not fully vaccinated should be following a weekly testing protocol as established by the Contractor, unless exempt pursuant to a valid reasonable accommodation under state or federal law.

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

WITNESS these signatures:

THE COUNTY BOARD OF ARLINGTON
COUNTY, VIRGINIA

SMART BUILDING STRATEGIES LLC

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

AUTHORIZED: DocuSigned by:
Vahid Kompany
SIGNATURE: _____
3A8EE4C4875942D...

NAME: DR. SHARON T. LEWIS

NAME: Vahid Kompany

TITLE: Purchasing Agent
DATE: 11/23/2022

TITLE: Director of Operations
DATE: 11/22/2022

Smart Building Strategies LLC

Ashburn, Virginia
(571) 455-7271
info@smartbuildingstrategies.com
www.smartbuildingstrategies.com



February 4, 2021

To: Ms. Kaylin Schreiber - Procurement Officer
Office of the Purchasing Agent
2100 Clarendon Boulevard, Suite 500
Arlington, VA 22201
(703) 228-3410
kschreiber@arlington.va.us

RE: Construction Commissioning Services – Negotiation for Award
Proposed Fully Loaded/Burdened
RFP No. 20-265-RFP

Dear Ms. Schreiber,

Smart Building Strategies LLC is pleased to provide it proposed fully loaded/burdened rates for the requested contract labor categories and positions.

The enclosed summary page provides our *proposed fully burdened rates* for the base year (February 2021 through January 2022) and 4 subsequent years with an escalation rate of 2% annually. We also have provided our established commercial rates for your information and comparison. Please also note that our *commercial rates* are calculated based on a 3% annual escalation and higher profit rate.

In addition, we have provided the breakdown of the proposed fully burdened rates by direct rates, overhead, G&A, and profit on the following pages.

Should you have any questions regarding this submission please contact our office at (571) 455-7271 or by email to vkompany@sbsmailbox.com. We stand ready to work with you and your team towards achieving your facilities and projects' commissioning goals.

Sincerely,

Smart Building Strategies LLC

A handwritten signature in black ink, appearing to read 'Vahid Kompany'.

Vahid Kompany, PE, CxA, EMP, LEED AP BD+C
Director of Operations

**Proposed Fully Loaded/Burdened Rates
Arlington County 20-265-RFP**



Labor Catagories	February-21 January-22	February-22 January-23	February-23 January-24	February-24 January-25	February-25 January-26
Project Manager (PM) (Registered engineer or registered architect)	\$ 146.59	\$ 149.51	\$ 152.51	\$ 155.57	\$ 158.67
Lead Commissioning Agent (CxA) (Registered mechanical engineer & certified commissioning professional)	\$ 121.84	\$ 124.27	\$ 126.74	\$ 129.29	\$ 131.87
Mechanical Commissioning Technician /Assistant (Mechanical engineer & certified commissioning professional)	\$ 94.37	\$ 96.26	\$ 98.19	\$ 100.15	\$ 102.15
Electrical Commissioning Agent (Electrical engineer & certified commissioning professional)	\$ 121.84	\$ 124.27	\$ 126.74	\$ 129.29	\$ 131.87
Electrical Commissioning Technician /Assistant (Electrical engineer & certified commissioning professional)	\$ 94.37	\$ 96.26	\$ 98.19	\$ 100.15	\$ 102.15
Communication Commissioning Agent (Registered engineer & certified commissioning professional)	\$ 121.84	\$ 124.27	\$ 126.74	\$ 129.29	\$ 131.87
Communication Commissioning Technician / Assistant (Engineer & certified commissioning professional)	\$ 94.37	\$ 96.26	\$ 98.19	\$ 100.15	\$ 102.15
Lead Building Enclosure Commissioning Agent (Registered architect or engineer & certified building enclosure commissioning professional)	\$ 121.84	\$ 124.27	\$ 126.74	\$ 129.29	\$ 131.87
Building Enclosure Commissioning Technician / Assistant (Architect or engineer)	\$ 94.37	\$ 96.26	\$ 98.19	\$ 100.15	\$ 102.15
Clerical	\$ 63.99	\$ 65.27	\$ 66.58	\$ 67.91	\$ 69.26

* *NOTES:*

- 1) *Proposed Annual escalation of 2%*
- 2) *Below table provides our established commercial rates for your information only*
- 3) *See following pages for rates breakdown*

SBS Established Commercial Rates (for information)

Labor Category	2021	2022	2023	2024	2025
Program Director	\$ 181.59	\$ 187.04	\$ 192.66	\$ 198.44	\$ 204.40
Energy Engineer/Senior Commissioning Authority/Project Manager	\$ 149.23	\$ 153.71	\$ 158.33	\$ 163.08	\$ 167.98
Project Engineer/ Commissioning Authority	\$ 124.04	\$ 127.77	\$ 131.61	\$ 135.56	\$ 139.63
Field Engineer/ Commissioning Technician	\$ 96.06	\$ 98.95	\$ 101.92	\$ 104.98	\$ 108.13
Administrative Assistant	\$ 65.15	\$ 67.11	\$ 69.13	\$ 71.21	\$ 73.35

Proposed Fully Loaded/Burdened Rates Breakdown
Arlington County 20-265-RFP



February 2021 - January 2022				Proposed Rate	
Labor Categories	Direct Salary	Overhead	G&A	Profit	Rate
		95%	15%	15%	
Project Manager (PM) (Registered engineer or registered architect)	\$ 65.15	\$ 61.89	\$ 9.77	\$ 9.77	\$ 146.59
Lead Commissioning Agent (CxA) (Registered mechanical engineer & certified commissioning professional)	\$ 54.15	\$ 51.44	\$ 8.12	\$ 8.12	\$ 121.84
Mechanical Commissioning Technician /Assistant (Mechanical engineer & certified commissioning professional)	\$ 41.94	\$ 39.84	\$ 6.29	\$ 6.29	\$ 94.37
Electrical Commissioning Agent (Electrical engineer & certified commissioning professional)	\$ 54.15	\$ 51.44	\$ 8.12	\$ 8.12	\$ 121.84
Electrical Commissioning Technician /Assistant (Electrical engineer & certified commissioning professional)	\$ 41.94	\$ 39.84	\$ 6.29	\$ 6.29	\$ 94.37
Communication Commissioning Agent (Registered engineer & certified commissioning professional)	\$ 54.15	\$ 51.44	\$ 8.12	\$ 8.12	\$ 121.84
Communication Commissioning Technician / Assistant (Engineer & certified commissioning professional)	\$ 41.94	\$ 39.84	\$ 6.29	\$ 6.29	\$ 94.37
Lead Building Enclosure Commissioning Agent (Registered architect or engineer & certified building enclosure commissioning professional)	\$ 54.15	\$ 51.44	\$ 8.12	\$ 8.12	\$ 121.84
Building Enclosure Commissioning Technician / Assistant (Architect or engineer)	\$ 41.94	\$ 39.84	\$ 6.29	\$ 6.29	\$ 94.37
Clerical	\$ 28.44	\$ 27.02	\$ 4.27	\$ 4.27	\$ 63.99

February 2022 - January 2023				Proposed Rate	
Labor Categories	Direct 3) See following pages for rates breakdown	Overhead	G&A	Profit	Rate
		95%	15%	15%	
Project Manager (PM) (Registered engineer or registered architect)	\$ 66.45	\$ 63.13	\$ 9.97	\$ 9.97	\$ 149.51
Lead Commissioning Agent (CxA) (Registered mechanical engineer & certified commissioning professional)	\$ 55.23	\$ 52.47	\$ 8.28	\$ 8.28	\$ 124.27
Mechanical Commissioning Technician /Assistant (Mechanical engineer & certified commissioning professional)	\$ 42.78	\$ 40.64	\$ 6.42	\$ 6.42	\$ 96.26
Electrical Commissioning Agent (Electrical engineer & certified commissioning professional)	\$ 55.23	\$ 52.47	\$ 8.28	\$ 8.28	\$ 124.27
Electrical Commissioning Technician /Assistant (Electrical engineer & certified commissioning professional)	\$ 42.78	\$ 40.64	\$ 6.42	\$ 6.42	\$ 96.26
Communication Commissioning Agent (Registered engineer & certified commissioning professional)	\$ 55.23	\$ 52.47	\$ 8.28	\$ 8.28	\$ 124.27
Communication Commissioning Technician / Assistant (Engineer & certified commissioning professional)	\$ 42.78	\$ 40.64	\$ 6.42	\$ 6.42	\$ 96.26
Lead Building Enclosure Commissioning Agent (Registered architect or engineer & certified building enclosure commissioning professional)	\$ 55.23	\$ 52.47	\$ 8.28	\$ 8.28	\$ 124.27
Building Enclosure Commissioning Technician / Assistant (Architect or engineer)	\$ 42.78	\$ 40.64	\$ 6.42	\$ 6.42	\$ 96.26
Clerical	\$ 29.01	\$ 27.56	\$ 4.35	\$ 4.35	\$ 65.27

Proposed Fully Loaded/Burdened Rates Breakdown
Arlington County 20-265-RFP



February 2023 - January 2024				Proposed Rate	
Labor Categories	Direct Salary	Overhead 95%	G&A 15%	Profit 15%	Rate
Project Manager (PM) (Registered engineer or registered architect)	\$ 67.78	\$ 64.39	\$ 10.17	\$ 10.17	\$ 152.51
Lead Commissioning Agent (CxA) (Registered mechanical engineer & certified commissioning professional)	\$ 56.33	\$ 53.51	\$ 8.45	\$ 8.45	\$ 126.74
Mechanical Commissioning Technician /Assistant (Mechanical engineer & certified commissioning professional)	\$ 43.64	\$ 41.46	\$ 6.55	\$ 6.55	\$ 98.19
Electrical Commissioning Agent (Electrical engineer & certified commissioning professional)	\$ 56.33	\$ 53.51	\$ 8.45	\$ 8.45	\$ 126.74
Electrical Commissioning Technician /Assistant (Electrical engineer & certified commissioning professional)	\$ 43.64	\$ 41.46	\$ 6.55	\$ 6.55	\$ 98.19
Communication Commissioning Agent (Registered engineer & certified commissioning professional)	\$ 56.33	\$ 53.51	\$ 8.45	\$ 8.45	\$ 126.74
Communication Commissioning Technician / Assistant (Engineer & certified commissioning professional)	\$ 43.64	\$ 41.46	\$ 6.55	\$ 6.55	\$ 98.19
Lead Building Enclosure Commissioning Agent (Registered architect or engineer & certified building enclosure commissioning professional)	\$ 56.33	\$ 53.51	\$ 8.45	\$ 8.45	\$ 126.74
Building Enclosure Commissioning Technician / Assistant (Architect or engineer)	\$ 43.64	\$ 41.46	\$ 6.55	\$ 6.55	\$ 98.19
Clerical	\$ 29.59	\$ 28.11	\$ 4.44	\$ 4.44	\$ 66.58

February 2024 - January 2025				Proposed Rate	
Labor Categories	Direct Salary	Overhead 95%	G&A 15%	Profit 15%	Rate
Project Manager (PM) (Registered engineer or registered architect)	\$ 69.14	\$ 65.68	\$ 10.37	\$ 10.37	\$ 155.57
Lead Commissioning Agent (CxA) (Registered mechanical engineer & certified commissioning professional)	\$ 57.46	\$ 54.59	\$ 8.62	\$ 8.62	\$ 129.29
Mechanical Commissioning Technician /Assistant (Mechanical engineer & certified commissioning professional)	\$ 44.51	\$ 42.28	\$ 6.68	\$ 6.68	\$ 100.15
Electrical Commissioning Agent (Electrical engineer & certified commissioning professional)	\$ 57.46	\$ 54.59	\$ 8.62	\$ 8.62	\$ 129.29
Electrical Commissioning Technician /Assistant (Electrical engineer & certified commissioning professional)	\$ 44.51	\$ 42.28	\$ 6.68	\$ 6.68	\$ 100.15
Communication Commissioning Agent (Registered engineer & certified commissioning professional)	\$ 57.46	\$ 54.59	\$ 8.62	\$ 8.62	\$ 129.29
Communication Commissioning Technician / Assistant (Engineer & certified commissioning professional)	\$ 44.51	\$ 42.28	\$ 6.68	\$ 6.68	\$ 100.15
Lead Building Enclosure Commissioning Agent (Registered architect or engineer & certified building enclosure commissioning professional)	\$ 57.46	\$ 54.59	\$ 8.62	\$ 8.62	\$ 129.29
Building Enclosure Commissioning Technician / Assistant (Architect or engineer)	\$ 44.51	\$ 42.28	\$ 6.68	\$ 6.68	\$ 100.15
Clerical	\$ 30.18	\$ 28.67	\$ 4.53	\$ 4.53	\$ 67.91

Proposed Fully Loaded/Burdened Rates Breakdown
 Arlington County 20-265-RFP



February 2025 - January 2026				Proposed Rate	
Labor Categories	Direct Salary	Overhead 95%	G&A 15%	Profit 15%	Rate
Project Manager (PM) (Registered engineer or registered architect)	\$ 70.52	\$ 66.99	\$ 10.58	\$ 10.58	\$ 158.67
Lead Commissioning Agent (CxA) (Registered mechanical engineer & certified commissioning professional)	\$ 58.61	\$ 55.68	\$ 8.79	\$ 8.79	\$ 131.87
Mechanical Commissioning Technician /Assistant (Mechanical engineer & certified commissioning professional)	\$ 45.40	\$ 43.13	\$ 6.81	\$ 6.81	\$ 102.15
Electrical Commissioning Agent (Electrical engineer & certified commissioning professional)	\$ 58.61	\$ 55.68	\$ 8.79	\$ 8.79	\$ 131.87
Electrical Commissioning Technician /Assistant (Electrical engineer & certified commissioning professional)	\$ 45.40	\$ 43.13	\$ 6.81	\$ 6.81	\$ 102.15
Communication Commissioning Agent (Registered engineer & certified commissioning professional)	\$ 58.61	\$ 55.68	\$ 8.79	\$ 8.79	\$ 131.87
Communication Commissioning Technician / Assistant (Engineer & certified commissioning professional)	\$ 45.40	\$ 43.13	\$ 6.81	\$ 6.81	\$ 102.15
Lead Building Enclosure Commissioning Agent (Registered architect or engineer & certified building enclosure commissioning professional)	\$ 58.61	\$ 55.68	\$ 8.79	\$ 8.79	\$ 131.87
Building Enclosure Commissioning Technician / Assistant (Architect or engineer)	\$ 45.40	\$ 43.13	\$ 6.81	\$ 6.81	\$ 102.15
Clerical	\$ 30.78	\$ 29.24	\$ 4.62	\$ 4.62	\$ 69.26

* NOTE: Annual escalation of 2% on Direct Salary