

ARLINGTON COUNTY, VIRGINIA

**AGREEMENT NO. 18-082
AMENDMENT NUMBER 7**

This Amendment Number 7 is made on 6/21/2023 by the County and amends Agreement Number 18-082 ("Main Agreement") dated December 13, 2018 between **The Destination Sales and Marketing Group, LTD** ("Contractor") and the **County Board of Arlington County, Virginia** ("County").

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

1. IN ACCORDANCE WITH PROVISION 4: CONTRACT TERM, THE COUNTY EXERCISES THE 3RD OPTION RENEWAL FOR THE PERIOD OF TWELVE MONTHS FROM JULY 1, 2023 TO JUNE 30, 2024.
2. IN ACCORDANCE WITH PROVISION 7: CONTRACT PRICE ADJUSTMENTS, the Fixed Hourly Rates are increased by 5% in accordance with the Consumer Price Index. **Such increase will commence on July 1, 2023.**

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

WITNESS these signatures:

THE COUNTY BOARD OF ARLINGTON
COUNTY, VIRGINIA

THE DESTINATION SALES AND MARKETING GROUP, LTD

AUTHORIZED: DocuSigned by:
SIGNATURE: *Dr. Sharon T Lewis*
89B86B1AD301462...
NAME: Dr. Sharon T Lewis
TITLE: Purchasing Agent
DATE: 6/21/2023

AUTHORIZED: DocuSigned by:
SIGNATURE: *Lois Demeester*
D781AB8E96B24C2...
NAME: Lois Demeester
TITLE: CEO
DATE: 6/21/2023

3-31-23 CPI RATE = 5.0%
This Request = 5.0%

CONTRACT NO. 18-082 MOD. 0006
DS&MG FIXED HOURLY RATE REVISION REQUEST
FY24-OPTION YEAR THREE July 1, 2023 - June 30, 2024

Name	Position	Program(s)	FY23-OPTION YEAR TWO APPROVED			OY1 LEAD FHR X 4%	TOTAL LABOR
			FIXED HOURLY RATE				
			1/12TH BILLABLE	Home Office Hourly	BILLABLE HOURS		
DS&MG KEY PERSONNEL 100% DEDICATED							
1.	DeMeester, L.	Senior Project Manager	Indirect	\$ 19,342		\$ 127.67	\$ 232,105
2.	Duren, w.	Sales Lead	Arlington Transportation Partners	\$ 17,888		\$ 118.07	\$ 214,653
3.	Seikaly, F.	Marketing Lead	Arlington Transportation Partners	\$ 15,316		\$ 101.10	\$ 183,797
4.	Duran, R.	Capital Bikeshare Lead	Capital Bikeshare	\$ 13,550		\$ 89.44	\$ 162,602
5.	Dallao, M.	Bike-Ped Lead	Active Transportation	\$ 13,550		\$ 89.44	\$ 162,602
6.	Arreza, T.	Research Lead	Mobility Lab	\$ 17,287		\$ 114.11	\$ 207,450
7.	Peavy, N.	Development Lead	TDM for Site Plans	\$ 11,811		\$ 77.96	\$ 141,728
DS&MG DIRECT LABOR 100% DEDICATED							
9.	Vacant	Program Manager, Bike Arlington	Active Transportation		\$ 90.81	1,812	\$ 164,502
10.	Holmes, C.	Marketing Manager	Active Transportation		\$ 100.21	1,812	\$ 181,530
8.	Vacant on Hold	Program Manager, Walk Arlington	Active Transportation		\$ 84.32	XXX	XXX
11.	Coppe, R.	Business Development Manager, Employer Services #1	Arlington Transportation Partners		\$ 98.50	1,812	\$ 178,433
12.	Pacumio, M.	Business Development Manager, Employer Services #2	Arlington Transportation Partners		\$ 90.17	1,692	\$ 152,523
13.	Heil, E.	Business Development Manager, Employer Services #3	VDOT-TERM/Arlington Transportation Partners		\$ 80.14	1,812	\$ 145,174
14.	Mooney, T.	Business Development Manager, Employer Services #4	Arlington Transportation Partners		\$ 89.52	1,812	\$ 162,165
15.	Kluge, L.	Art Director	Arlington Transportation Partners		\$ 100.65	1,692	\$ 170,249
16.	Salimbangon, B.	Digital Specialist	Arlington Transportation Partners		\$ 66.81	1,812	\$ 121,026
17.	Vacant on Hold	Business Development Manager, Hotel & Visitor Services, Commercial Services	Arlington Transportation Partners		\$ 73.49	1,852	\$ 136,067
18.	Sappelt, J.	Business Development Manager, Multifamily Services #1	Arlington Transportation Partners		\$ 74.91	1,812	\$ 135,699
19.	Miseses, S.	Business Development Manager, Multifamily Services #2	Arlington Transportation Partners		\$ 73.49	1,812	\$ 133,127
20.	Dunbar, H.	Communications Coordinator	Capital Bikeshare		\$ 65.49	1,040	\$ 68,110
21.	Vacant on Hold	Coordinator, Community Partners	Capital Bikeshare		\$ 69.99	XXX	XXX
22.	Pratt, S.	Research Manager	Mobility Lab		\$ 100.76	1,852	\$ 186,608
23.	Vacant on Hold	Research Analyst	Mobility Lab		\$ 81.82	XXX	XXX
24.	Dillice, A.	Marketing Manager	Mobility Lab		\$ 72.63	1,812	\$ 131,606
25.	Pazmino, C.	Planning Specialist #1	TDM for Site Plans		\$ 58.70	1,852	\$ 108,712
26.	Metcalf, D.	Planning Specialist #2	TDM for Site Plans		\$ 58.70	1,852	\$ 108,712
27.	King, E.	Planning Specialist #3	TDM for Site Plans		\$ 57.34	1,852	\$ 106,194

1/12TH BILLABLE	Home Office Hourly	BILLABLE HOURS	FY24-OPTION YEAR THREE PROPOSED		OY2 LEAD FHR X 5%	TOTAL LABOR
			FIXED HOURLY RATE			
			OY2 LEAD HOURLY RATE			
\$ 20,309			\$ 134.05		\$ 243,710	
\$ 18,782			\$ 123.97		\$ 225,386	
\$ 16,082			\$ 106.15		\$ 192,987	
\$ 14,228			\$ 93.91		\$ 170,732	
\$ 14,228			\$ 93.91		\$ 170,732	
\$ 18,152			\$ 119.81		\$ 217,822	
\$ 12,401			\$ 81.86		\$ 148,815	
	\$ 95.35	800			\$ 76,280	
	\$ 105.22	1,772			\$ 186,451	
	\$ 88.54	XXX			XXX	
	\$ 103.43	1,852			\$ 191,543	
	\$ 94.68	1,852			\$ 175,345	
	\$ 84.15	1,852			\$ 155,840	
	\$ 94.00	1,772			\$ 166,561	
	\$ 105.68	1,692			\$ 178,815	
	\$ 70.15	1,852			\$ 129,919	
	\$ 77.16	XXX			XXX	
	\$ 78.66	1,852			\$ 145,670	
	\$ 77.16	1,852			\$ 142,909	
	\$ 68.76	1,040			\$ 71,515	
	\$ 73.49	XXX			XXX	
	\$ 105.80	1,852			\$ 195,938	
	\$ 85.91	XXX			XXX	
	\$ 76.26	1,812			\$ 138,186	
					\$ -	
	\$ 61.64	1,812			\$ 111,683	
	\$ 61.64	1,812			\$ 111,683	
	\$ 60.21	1,812			\$ 109,095	

METROBIKE LLC						
1.	DeMaio, P.	Principal	MetroBike LLC		\$ 149.50	
2.	Rossi, A.	Scotershare Manager	MetroBike LLC		\$ 75.33	
3.	Viola, R.	Micromobility Planner	MetroBike LLC		\$ 75.33	
4.	Hillman, T.	Bikeshare Manager	MetroBike LLC		\$ 78.04	