

ARLINGTON COUNTY, VIRGINIA

**AGREEMENT NO. 18-082
AMENDMENT NUMBER 4**

This Amendment Number 4 is made on 1/6/2022 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 1ST OPTION RENEWAL FOR THE PERIOD OF SIX MONTHS FROM JANUARY 1, 2022 TO JUNE 30, 2022.
2. IN ACCORDANCE WITH PROVISION 7: CONTRACT PRICE ADJUSTMENTS, the Fixed Hourly Rates is increased by 6.2% in accordance with the Consumer Price Index. **Such increase will commence on January 1, 2022.**

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*
NAME: Dr. Sharon T. Lewis
8988691AD301462
TITLE: Purchasing Agent
DATE: 1/6/2022

AUTHORIZED: DocuSigned by:
SIGNATURE: *Lois Demeester*
NAME: Lois Demeester
D781AB8E96B24C2...
TITLE: CEO
DATE: 1/5/2022

CONTRACT NO. 18-082 MOD. 0002
DS&MG FIXED HOURLY RATE REVISION REQUEST
OPTION YEAR ONE January 1, 2022 – December 31, 2022

Position	Program(s)	BY3		October 2021		OY1		BASE YEAR THREE				OPTION YEAR ONE				TOTAL LABOR	BILLABLE HOURS	TOTAL LABOR	
		Budget	Salary	Budget	CPi Increase	Budget	Salary	1/12TH SALARY	On-Site Loaded Hourly	Home Office Loaded Hourly	1/12TH SALARY	On-Site Loaded Hourly	Home Office Loaded Hourly	1/12TH SALARY	On-Site Loaded Hourly				Home Office Loaded Hourly
					6.2%														
KEY PERSONNEL 100% DEDICATED																			
1 Senior Project Manager	Indirect	\$ 209,116	\$	12,965	\$ 222,081	\$ 17,426	\$	209,116	\$	18,507	\$	209,116	\$	18,507	\$	222,081	\$	222,081	
2 Sales Lead	Arlington Transportation Partners	\$ 193,392	\$	11,990	\$ 205,382	\$ 16,116	\$	193,392	\$	17,115	\$	193,392	\$	17,115	\$	205,382	\$	205,382	
3 Marketing Lead	Arlington Transportation Partners	\$ 165,580	\$	10,266	\$ 175,846	\$ 13,798	\$	165,580	\$	14,654	\$	165,580	\$	14,654	\$	175,846	\$	175,846	
4 Capital Bikeshare Lead	Capital Bikeshare	\$ 146,494	\$	9,083	\$ 155,577	\$ 12,208	\$	146,494	\$	12,965	\$	146,494	\$	12,965	\$	155,577	\$	155,577	
5 Bike-Ped Lead	Active Transportation	\$ 146,494	\$	9,083	\$ 155,577	\$ 12,208	\$	146,494	\$	12,965	\$	146,494	\$	12,965	\$	155,577	\$	155,577	
6 Research Lead	Mobility Lab	\$ 186,899	\$	11,588	\$ 198,487	\$ 15,575	\$	186,899	\$	16,541	\$	186,899	\$	16,541	\$	198,487	\$	198,487	
7 Development Lead	TDM for Site Plans	\$ 127,689	\$	7,917	\$ 135,606	\$ 10,641	\$	127,689	\$	11,300	\$	127,689	\$	11,300	\$	135,606	\$	135,606	
DIRECT LABOR 100% DEDICATED																			
8 Program Manager, Walk Arlington	Active Transportation		\$		\$ 189,113	\$ 76.35	\$	189,113	\$	81.08	\$	189,113	\$	81.08	\$	146,025	\$	146,025	
9 Program Manager, Bike Arlington	Active Transportation		\$		\$ 151,368	\$ 82.22	\$	151,368	\$	87.32	\$	151,368	\$	87.32	\$	160,738	\$	160,738	
10 Marketing Manager	Active Transportation		\$		\$ 167,046	\$ 90.74	\$	167,046	\$	96.36	\$	167,046	\$	96.36	\$	173,544	\$	173,544	
11 Business Development Manager, Employer Services #1	Arlington Transportation Partners		\$		\$ 120,371	\$ 81.06	\$	120,371	\$	86.08	\$	120,371	\$	86.08	\$	151,587	\$	151,587	
12 Business Development Manager, Employer Services #2	VDOT-TERM/Arlington Transportation Partners		\$		\$ 161,347	\$ 89.19	\$	161,347	\$	94.71	\$	161,347	\$	94.71	\$	159,207	\$	159,207	
13 Business Development Manager, Employer Services #3	Arlington Transportation Partners		\$		\$ 133,608	\$ 72.57	\$	133,608	\$	77.06	\$	133,608	\$	77.06	\$	141,867	\$	141,867	
14 Business Development Manager, Schools	Arlington Transportation Partners		\$		\$ 147,684	\$ 81.64	\$	147,684	\$	86.70	\$	147,684	\$	86.70	\$	156,147	\$	156,147	
15 Art Director	Arlington Transportation Partners		\$		\$ 164,851	\$ 91.13	\$	164,851	\$	96.78	\$	164,851	\$	96.78	\$	162,687	\$	162,687	
16 Digital Specialist	Arlington Transportation Partners		\$		\$ 111,364	\$ 60.49	\$	111,364	\$	64.24	\$	111,364	\$	64.24	\$	118,266	\$	118,266	
17 Commercial Services	Arlington Transportation Partners		\$		\$ 146,634	\$ 66.54	\$	146,634	\$	70.66	\$	146,634	\$	70.66	\$	130,085	\$	130,085	
18 Business Development Manager, Multifamily Services #1	Arlington Transportation Partners		\$		\$ 124,879	\$ 67.83	\$	124,879	\$	72.03	\$	124,879	\$	72.03	\$	129,726	\$	129,726	
19 Business Development Manager, Multifamily Services #2	Arlington Transportation Partners		\$		\$ 122,500	\$ 66.54	\$	122,500	\$	70.66	\$	122,500	\$	70.66	\$	130,085	\$	130,085	
20 Marketing Specialist	ART Marketing		\$		\$ 73,566	70.74	\$	73,566	\$	75.12	\$	73,566	\$	75.12	\$	78,125	\$	78,125	
21 Communications Coordinator	Capital Bikeshare		\$		\$ 61,670	\$ 59.30	\$	61,670	\$	62.97	\$	61,670	\$	62.97	\$	65,489	\$	65,489	
22 (New) Coordinator, Community Partners	Capital Bikeshare		\$		\$ 138,862	\$ 75.43	\$	138,862	\$	80.10	\$	138,862	\$	80.10	\$	147,464	\$	147,464	
23 Business Development Manager, Employer Services	I-66 Outreach		\$		\$ 115,514	\$ 63.85	\$	115,514	\$	67.80	\$	115,514	\$	67.80	\$	122,108	\$	122,108	
24 Program Coordinator	I-66 Outreach		\$		\$ 78,442	\$ 75.43	\$	78,442	\$	80.10	\$	78,442	\$	80.10	\$	83,304	\$	83,304	
25 Marketing Manager	I-66 Outreach		\$		\$ 165,028	\$ 91.23	\$	165,028	\$	96.88	\$	165,028	\$	96.88	\$	178,356	\$	178,356	
26 Research Analyst	Mobility Lab		\$		\$ 134,006	\$ 74.08	\$	134,006	\$	78.67	\$	134,006	\$	78.67	\$	141,685	\$	141,685	
27 Research Analyst	Mobility Lab		\$		\$ 121,080	\$ 65.77	\$	121,080	\$	69.84	\$	121,080	\$	69.84	\$	128,575	\$	128,575	
28 Marketing Manager	Mobility Lab		\$		\$ 94,659	\$ 51.78	\$	94,659	\$	54.99	\$	94,659	\$	54.99	\$	102,301	\$	102,301	
29 Planning Specialist #1	TDM for Site Plans		\$		\$ 94,659	\$ 51.78	\$	94,659	\$	54.99	\$	94,659	\$	54.99	\$	102,301	\$	102,301	
30 Planning Specialist #2	TDM for Site Plans		\$		\$ 92,478	\$ 50.59	\$	92,478	\$	53.72	\$	92,478	\$	53.72	\$	99,932	\$	99,932	
31 Planning Specialist #3	TDM for Site Plans		\$		\$ 78,442	\$ 75.43	\$	78,442	\$	80.10	\$	78,442	\$	80.10	\$	83,304	\$	83,304	
32 Marketing Manager	Vanpool		\$		\$ 30,597	\$	\$	30,597	\$	38.2	\$	30,597	\$	38.2	\$	30,597	\$	30,597	
															\$ 4,342,731		\$ 4,342,731		
															\$ (222,081)		\$ (222,081)		
															\$ 4,120,650		\$ 4,120,650		