

**ARLINGTON COUNTY, VIRGINIA**

**AGREEMENT NO. 547-13-22  
AMENDMENT NUMBER 1**

This Amendment Number 1 is made on the date of execution by the County and amends Agreement Number 547-13-22 ("Main Agreement") dated April 1, 2014 between The Winters Group ("Contractor") and the County Board of Arlington County, Virginia ("County").

The County and the Contractor agree to amend the Contract Term called for under the Main Agreement as follows:

The County extends the Contract Term for the period beginning April 1, 2021 and ending June 30, 2021. The Contractor will perform all work under the extension period at the current contact rates as listed in Exhibit B Pricing Schedule to the agreement and attached hereto.

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

WITNESS these signatures:

THE COUNTY BOARD OF ARLINGTON

THE WINTERS GROUP

COUNTY, VIRGINIA

DocuSigned by:  
SIGNATURE: Cynthia Davis  
02CC7A8A62DB466...  
NAME: Cynthia Davis  
TITLE: Assistant Purchasing Agent  
DATE: 2/17/2021

DocuSigned by:  
SIGNATURE: Mary-Frances Winters  
E94E642F53C941C...  
NAME: Mary-Frances Winters  
TITLE: President  
DATE: 2/4/2021

**AGREEMENT NO. 547-13  
EXHIBIT B**

**PRICING SCHEDULE**

**The Winters Group**

On-site Training (General, Leadership)  
Diversity

<b>GENERAL INSTITUTE TRAINING COURSE FEE STRUCTURE</b>	
DAILY RATES	\$2,300.00 (1 facilitator) \$4,000 (2 facilitators)
HALF DAY RATES	\$1,200.00 (1 facilitator) \$2,000 (2 facilitators)
<b>LEADERSHIP AND DEVELOPMENT TRAINING COURSE FEE STRUCTURE</b>	
DAILY RATES	\$2,300.00 (1 facilitator) \$4,000 (2 facilitators)
HALF DAY RATES	\$1,200.00 (1 facilitator) \$2,000 (2 facilitators)
<b>COMPUTER &amp; TECHNOLOGY TRAINING COURSE FEE STRUCTURE</b>	
DAILY RATES	n/a
HALF DAY RATES	n/a
<b>DIVERSITY TRAINING COURSE FEE STRUCTURE</b>	
DAILY RATES	\$2,300.00 (1 facilitator) \$4,000 (2 facilitators)
HALF DAY RATES	\$1,200.00 (1 facilitator) \$2,000 (2 facilitators)
<b>EXECUTIVE COACHING SERVICES</b>	
HOURLY	n/a
PACKAGE RATE	n/a
<b>ORGANIZATION DEVELOPMENT SERVICES</b>	
DAILY RATE	n/a
HOURLY RATE	n/a
<b>NEW COURSE DEVELOPMENT</b>	
HOURLY RATE	\$250.00