

**ARLINGTON COUNTY, VIRGINIA
AGREEMENT NO. 23-DMF-R-298
AMENDMENT NUMBER 1**

This Amendment Number 1 is made on June 1, 2023 and amends Agreement Number 23-DMF-R-298 (“Main Agreement”) dated July 28, 2022, between PFM Financial Advisors LLC (“Contractor”) and the County Board of Arlington County, Virginia (“County”).

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

1. **Contract Renewal;** Pursuant to **Clause 2. Contract Term (as amended below) and in accordance with the attached Prince William County’s Contract Modification No. 9**, this contract is hereby renewed for one (1) one-year renewal period from **June 1, 2023 through May 31, 2024** with three (3) one-year renewal periods from June 1, 2024, to May 31, 2027 (“Subsequent Contract Term”) remaining.

2. **2. Contract Term, second paragraph is hereby changed to remove Exhibit A and read as follows;**

Upon satisfactory performance by the Contractor, if the County of Prince William renews their agreement, the County may elect to renew this Agreement under the same contract terms for four (4) one-year renewal periods from June 1, 2023, to May 31, 2027 (“Subsequent Contract Term”).

3. **8. DATA SECURITY AND PROTECTION, (a). County’s Non-Disclosure and Data Security Agreement.** is hereby changed to correct NDA (Exhibit C) to NDA (Exhibit A) and reads as follows:

(a). County’s Non-Disclosure and Data Security Agreement. The Contractor and its Designees (Contractor Designees shall include, but shall not be limited to, all Contractor-controlled agents or subcontractors working on-site at County facilities or otherwise performing any work under this Contract) must sign the NDA ([Exhibit A](#)) before performing any work or obtaining or permitting access to County networked resources, application systems or databases. The Contractor will make copies of the signed NDAs available to the County Project Officer upon request.

4. **COVID-19 Vaccination Policy For Contractors** is hereby removed in its entirety.

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

WITNESS these signatures:

THE COUNTY BOARD OF ARLINGTON
COUNTY, VIRGINIA

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

NAME: DR. SHARON T. LEWIS

TITLE: PURCHASING AGENT

DATE: 6/13/2023

PFM FINANCIAL ADVISORS LLC

AUTHORIZED DocuSigned by:
SIGNATURE: *JoAnne Carter*
848D99336BAE45E...

NAME: JoAnne Carter

TITLE: Managing Director

DATE: 6/13/2023

PFM GROUP CONSULTING LLC

AUTHORIZED DocuSigned by:
SIGNATURE: Michael Nadol
685ADBD35B91413...

NAME: Michael Nadol

TITLE: President, Managing Director

DATE: 6/13/2023



CONTRACT MODIFICATION

COUNTY CONTRACT NAME: Financial Advisor for the County

COUNTY
CONTRACT NO.: 5033398 MODIFICATION DATE: 5/09/2023 MODIFICATION NO.: 9

The Contract is modified as follows, in accordance with Section 1.2 :

1. is renewed for a period of one (1) year beginning June 1, 2023 and ending on May 31, 2024. This is renewal 6 of 9 optional renewal periods.
2. There will be a 6% rate increase based on CPI-U. See attached document for updated pricing.

Except as noted herein, all other provisions and pricing remain unchanged.

Prince William County

Department:



Michelle Attreed (May 19, 2023 16:50 EDT)

Requesting Department's Authorized Representative
Michelle Attreed, Chief Financial Officer



Kevin Rotty (May 19, 2023 16:59 EDT)

*Assistant Director of Finance for Procurement Services,
or authorized*

Contractor

Contractor's Business Name and Address:

PFM Financial Advisors, LLC
4350 North Fairfax Drive, Suite 580
Arlington, VA 22203



Contractor's Authorized Signature and Date

Kevin Rotty

Contractor's Name (print)

Managing Director

Contractor's Title (print)



March 16, 2023

Ms. Michelle Attreed
Finance Director
Prince William County
1 County Complex Court
Prince William, VA 22192-9201

pfm

4350 N. Fairfax Drive
Suite 590
Arlington, VA 22203
703.741.0175

pfm.com

RE: Prince William County – PFMFA Contract # 5033398

Dear Michelle:

Thank you for the recent request to renew our PFM financial advisory contract with Prince William County (Contract #5033398). PFM sincerely welcomes the opportunity to continue our work with the County.

As permitted under the terms of the above-referenced Contract (at Attachment B, Cost Proposal, at page 3, Future Adjustments), I am writing to request your consideration of an escalation in our contract rates and fees. The contract states that the hourly rates and fees are eligible for annual escalation based upon the change in the Consumer Price Index (CPI-U). The fees were most recently adjusted last year based on the CPI-U increase between February 2021 and February 2022.

Our proposed new hourly rate structure, as shown in the following table, reflects a 6.0% increase (rounded to the nearest dollar) over existing rates. 6.0% was the CPI-U increase between February 2022 and February 2023.

PFM Title	Existing Rates	Proposed Rates
Managing Director	\$356.00	\$377.00
Director	\$318.00	\$337.00
SMC	\$302.00	\$320.00
Senior Analyst	\$242.00	\$257.00
Analyst	\$220.00	\$233.00
Associate/Intern	\$154.00	\$163.00



Similarly, the table below describes our proposed fee structure for transactions and our annual retainer, which also reflect a 6.0% increase.

Credit / Fee Type	Existing Rates	Proposed Rates
General Obligation Public Offering	\$64,740	\$68,625
Revenue Bond Public Offering	\$97,110 - \$161,850	\$102,935 - \$171,560
Direct Bank Loan	\$26,975	\$28,595
Pooled Bond Programs	\$16,185	\$17,155
Annual Retainer	\$26,975	\$28,595

Thank you for your consideration. Please let Sarah know if you would like to discuss our request further (freys@pfm.com or 571.527.5124).

If these changes are acceptable, we would be happy to coordinate with the County's procurement office to reflect the modifications in the pending contract extension.

Sincerely,

PFM FINANCIAL ADVISORS LLC

By: _____
Kevin Rotty
Managing Director

By: _____
Sarah Frey
Director

cc: Brad Norris, Manager of Financial Analysis