

ARLINGTON COUNTY, VIRGINIA

**AGREEMENT NO. 18-082
AMENDMENT NUMBER 6**

This Amendment Number 6 is made on 10/7/2022 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. Exhibit B – July 1, 2022 through June 30, 2023 w/7-1-22 Revised Loaded Rates and Work Plan Proposed Budget, Reimbursable Expenses is hereby revised to include the following subcontractor (Metrobike, LLC) position:

Name	Title	Hourly rate
Hillman, T.	Bikeshare Manager	\$78.04

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 Lewis*
89B86B1A0301462...
NAME: Dr. Sharon Lewis
TITLE: Purchasing Agent
DATE: 10/7/2022

AUTHORIZED: DocuSigned by:
SIGNATURE: *Lois Demeester*
D781AB8E96B24C2...
NAME: Lois Demeester
TITLE: CEO
DATE: 10/5/2022

CONTRACT NO. 18-082 MOD. 0004
DS&MG FIXED HOURLY RATE REVISION REQUEST
FY23-OPTION YEAR TWO July 1, 2022 - June 30, 2023

5-31-22 CPI RATE = 8.6%
 This Request = 4.0%

Name	Position	Program(s)	OPTION YEAR ONE			BILLABLE HOURS	OY1 LEAD HOURLY RATE	TOTAL LABOR	FY23-OPTION YEAR TWO			OY1 LEAD FHR X 4%	OY2 LEAD HOURLY RATE	TOTAL LABOR
			FIXED HOURLY RATE						1/12TH BILLABLE	Home Office Hourly	BILLABLE HOURS			
			1/12TH BILLABLE	On-Site Hourly	Home Office Hourly									
KEY PERSONNEL 100% DEDICATED														
1.	DeMeester, L.	Senior Project Manager	Indirect	\$ 18,507			1809	\$ 122.76	\$ 222,081	\$ 19,342		1,818	\$ 127.67	\$ 232,105
2.	Duren, w.	Sales Lead	Arlington Transportation Partners	\$ 17,115			1809	\$ 113.53	\$ 205,382	\$ 17,888		1,818	\$ 118.07	\$ 214,653
3.	Seikaly, F.	Marketing Lead	Arlington Transportation Partners	\$ 14,654			1809	\$ 97.21	\$ 175,846	\$ 15,316		1,818	\$ 101.10	\$ 183,797
4.	Dunbar, H.	Capital Bikeshare Lead	Capital Bikeshare	\$ 12,965			1809	\$ 86.00	\$ 155,577	\$ 13,550		1,818	\$ 89.44	\$ 162,602
5.	Dallao, M.	Bike-Ped Lead	Active Transportation	\$ 12,965			1809	\$ 86.00	\$ 155,577	\$ 13,550		1,818	\$ 89.44	\$ 162,602
6.	Arreza, T.	Research Lead	Mobility Lab	\$ 16,541			1809	\$ 109.72	\$ 198,487	\$ 17,287		1,818	\$ 114.11	\$ 207,450
7.	McGraw, S.	Development Lead	TDM for Site Plans	\$ 11,300			1809	\$ 74.96	\$ 135,606	\$ 11,811		1,818	\$ 77.96	\$ 141,728
DIRECT LABOR 100% DEDICATED														
8.	Vacant to FY24	Program Manager, Walk Arlington	Active Transportation		\$ 81.08		1801		\$ 146,025		\$ 84.32	XXX		XXX
9.	Balick, D.	Program Manager, Bike Arlington	Active Transportation		\$ 87.32		1841		\$ 160,738		\$ 90.81	1,812		\$ 164,502
10.	Holmes, C.	Marketing Manager	Active Transportation		\$ 96.36		1801		\$ 173,544		\$ 100.21	1,812		\$ 181,530
11.	Cox, M.	Business Development Manager, Employer Services #1	Arlington Transportation Partners		\$ 94.71		1681		\$ 159,207		\$ 98.50	1,812		\$ 178,433
12.	Mooney, T.	Business Development Manager, Employer Services #4	Arlington Transportation Partners		\$ 86.08		1761		\$ 151,587		\$ 89.52	1,812		\$ 162,165
13.	Thompson, K.	Business Development Manager, Employer Services #3	Arlington Transportation Partners		\$ 77.06		1841		\$ 141,867		\$ 80.14	1,812		\$ 145,174
14.	Kluge, L.	Art Director	Arlington Transportation Partners		\$ 96.78		1681		\$ 162,687		\$ 100.65	1,692		\$ 170,249
15.	Bui, T.	Digital Specialist	Arlington Transportation Partners		\$ 64.24		1841		\$ 118,266		\$ 66.81	1,812		\$ 121,026
16.	Plasencia, E.	Business Development Manager, Hotel & Visitor Services, Commercial Services	Arlington Transportation Partners		\$ 70.66		1841		\$ 130,085		\$ 73.49	1,852		\$ 136,067
17.	Fernandez, A.	Business Development Manager, Multifamily Services #1	Arlington Transportation Partners		\$ 72.03		1801		\$ 129,726		\$ 74.91	1,812		\$ 135,699
18.	Pazmino, C.	Business Development Manager, Multifamily Services #2	Arlington Transportation Partners		\$ 70.66		1841		\$ 130,085		\$ 73.49	1,812		\$ 133,127
19.	Advani, P.	Business Development Manager, Employer Services #2	VDOT-TERM/Arlington Transportation Partners		\$ 86.70		1801		\$ 156,147		\$ 90.17	1,692		\$ 152,523
20.	Moved to Transit	Marketing Specialist	ART Marketing		\$ 75.12		1040		\$ 78,125		XXX	XXX		XXX
21.	Murcia, E.	Communications Coordinator	Capital Bikeshare		\$ 62.97		1040		\$ 65,489		\$ 65.49	1,040		\$ 68,110
22.	Vacant to FY24	(New) Coordinator, Community Partners	Capital Bikeshare		\$ 67.30		802		\$ 53,975		\$ 69.99	XXX		XXX
23.	Vacant	Business Development Manager, Employer Services #5	I-66 Outreach		\$ 80.10		1841		\$ 147,464		\$ 83.30	1,040		\$ 86,632
24.	Deleted	Program Coordinator	I-66 Outreach		\$ 67.80		1801		\$ 122,108		XXX	XXX		XXX
25.	Vega, C.	Marketing Manager	I-66 Outreach		\$ 80.10		1040		\$ 83,304		\$ 83.30	1,040		\$ 86,632
26.	Vacant (MoLab)	Research Manager	Mobility Lab		\$ 96.88		1841		\$ 178,356		\$ 100.76	1,852		\$ 186,608
27.	Vacant to FY24	Research Analyst	Mobility Lab		\$ 78.67		1801		\$ 141,685		\$ 81.82	XXX		XXX
28.	Dillice, A.	Marketing Manager	Mobility Lab		\$ 69.84		1841		\$ 128,575		\$ 72.63	1,812		\$ 131,606
29.	Peavy, N.	Planning Specialist #1	TDM for Site Plans		\$ 54.99	\$ 56.44	1841		\$ 102,301		\$ 58.70	1,852		\$ 108,712
30.	Metcalif, D.	Planning Specialist #2	TDM for Site Plans		\$ 54.99	\$ 56.44	1841		\$ 102,301		\$ 58.70	1,852		\$ 108,712
31.	King, E.	Planning Specialist #3	TDM for Site Plans		\$ 53.72	\$ 55.13	1841		\$ 99,932		\$ 57.34	1,852		\$ 106,194
32.	Deleted	Marketing Manager	Vanpool		\$ 80.10		382		\$ 30,597		XXX	XXX		XXX
									\$ 4,342,733					\$ 3,868,639
									\$ (222,081)					\$ (232,105)
									\$ 4,120,652					\$ 3,636,534

CONTRACT NO. 18-082 MOD. 5

DS&MG FIXED HOURLY RATE REVISION REQUEST -- METROBIKE LLC

FY23-OPTION YEAR TWO July 1, 2022 - June 30, 2023

REVISED

Name	Title	PROPOSED OY2 Hourly
1. DeMaio, P.	Principal	\$ 149.50
2. Rossi, A.	Scootershare Manager	\$ 75.33
3. Viola, R.	Micromobility Planner	\$ 75.33
4. Hillman, T.	Bikeshare Manager	\$ 78.04