



**ARLINGTON COUNTY, VIRGINIA  
AGREEMENT NO. 22-DES-RFPLW-537  
AMENDMENT NUMBER 3**

This Amendment Number 3 is made on February 14, 2024, amends Agreement Number 22-DES-RFPLW-537 ("Main Agreement") dated February 23, 2023, between SP Plus Corporation dba SP+ Municipal Services (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 Contract Pricing, revised January 16, 2024**, is deleted in its entirety and replaced with Exhibit B Contract Pricing, revised February 14, 2024, attached hereto.
2. The **Target Staffing Schedule under Alternative Pricing, Ballston Garage Automation** is hereby added to the Contract Pricing.
3. Under the target staffing schedule, the Contractor must use the following staffing transition adjustment approach:
  - a. Adjust the monthly invoice for staff hours provided that month, consistent with the loaded rate of \$22.34/hour.
  - b. Indicate on the monthly invoice 1) the staff positions vacated, 2) the dates of departure, 3) how many hours saved that month for each position and in total, and 4) the total cost reduction for those hours being applied to the invoice based on the loaded rate.
  - c. Indicate on each invoice the new weekly hours scheduled after that month's staffing reductions.

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

WITNESS these signatures:

THE COUNTY BOARD OF ARLINGTON  
COUNTY, VIRGINIA

DocuSigned by:  
SIGNATURE: Dr. Sharon Lewis  
89B86B1AD301462...  
NAME: DR. SHARON T. LEWIS  
TITLE: PURCHASING AGENT  
DATE: 2/27/2024

SP PLUS CORPORATION DBA SP + MUNICIPAL  
SERVICES

DocuSigned by:  
SIGNATURE: Justin Rogers  
E16A941CE0C74D1...  
NAME: JUSTIN ROGERS  
TITLE: VICE PRESIDENT  
DATE: 2/27/2024

**EXHIBIT B Amended  
CONTRACT PRICING**

Item No.	Item Description	QTY	Unit of Measure	Unit Price with 3% increase beginning 1/16/2024	Total Price	Staffed Hours per Week (Cashier/Enforcement)	Rate	Load	Loaded Hourly Rate
	<b>Operations and Management Base Pricing</b>								
1	Annual Charge inclusive of Overhead and Profit, Ballston Garage	1	Each	\$1,453,153.93	\$1,453,153.93	567	\$17.87	25%	\$22.34
2	Annual Charge inclusive of Overhead and Profit, AMCC	1	Each	\$159,503.77	\$159,503.77	48	\$17.87	25%	\$22.34
3	Annual Charge inclusive of Overhead and Profit, LRCC	1	Each	\$133,900.92	\$133,900.92	25	\$17.87	25%	\$22.34
				<b>Total:</b>	<b>\$1,746,558.62</b>	<b>640</b>	<b>\$17.87</b>	<b>25%</b>	<b>\$22.34</b>

Operations and Management Alternative Pricing, Ballston Garage Automation, and optional price structure with staffing reductions in response to the FY25 budget.

Item No.	Item Description	QTY	Unit of Measure	Unit Price with 3% increase beginning 1/16/2024	Total Price	Reduced/Removed Cashier/Enforcement Hours per week	Rate	Load	Loaded Hourly Rate
	<b>Operations and Management Base Pricing</b>								
1	Annual Charge inclusive of Overhead and Profit, Ballston Garage	1	Each	\$1,136,041.91	\$1,136,041.91	273	\$17.87	25%	\$22.34
2	Annual Charge inclusive of Overhead and Profit, AMCC	1	Each	\$113,040.47	\$113,040.47	40	\$17.87	25%	\$22.34
3	Annual Charge inclusive of Overhead and Profit, LRCC	1	Each	\$110,669.27	\$110,669.27	20	\$17.87	25%	\$22.34
				<b>Total:</b>	<b>\$1,359,751.65</b>	<b>333</b>	<b>\$17.87</b>	<b>25%</b>	<b>\$22.34</b>

**Staffing transition adjustment approach:**

1. SP Plus will adjust the monthly invoice for staff hours provided that month, consistent with the loaded rate of \$22.34/hour.
2. SP Plus will indicate on the monthly invoice 1) the staff positions vacated, 2) the dates of departure, 3) how many hours saved that month for each position and in total, and 4) the total cost reduction for those hours being applied to the invoice based on the loaded rate.
3. SP Plus will indicate on each invoice the new weekly hours scheduled after that month's staffing reductions.

## Target final staffing schedule under Alternative Pricing, Ballston Garage Automation

Current - BPPG									Current Staff Levels									Current LRCC								
	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Total		Mon	Tue	Wed	Thu	Fri	Sat	Sun	Total		Mon	Tue	Wed	Thu	Fri	Sat	Sun	Total
0:00	1	1	1	1	1	2	2	9	0:00	0	0	0	0	0	0	0	0	0:00	0	0	0	0	0	0	0	0
1:00	1	1	1	1	1	2	2	9	1:00	0	0	0	0	0	0	0	0	1:00	0	0	0	0	0	0	0	0
2:00	1	1	1	1	1	1	1	7	2:00	0	0	0	0	0	0	0	0	2:00	0	0	0	0	0	0	0	0
3:00	1	1	1	1	1	1	1	7	3:00	0	0	0	0	0	0	0	0	3:00	0	0	0	0	0	0	0	0
4:00	1	1	1	1	1	1	1	7	4:00	0	0	0	0	0	0	0	0	4:00	0	0	0	0	0	0	0	0
5:00	1	1	1	1	1	1	1	7	5:00	0	0	0	0	0	0	0	0	5:00	0	0	0	0	0	0	0	0
6:00	2	2	2	2	2	2	2	14	6:00	0	0	0	0	0	0	0	0	6:00	0	0	0	0	0	0	0	0
7:00	4	4	4	4	4	4	4	28	7:00	0	0	0	0	0	0	0	0	7:00	0	0	0	0	0	0	0	0
8:00	4	4	4	4	4	4	4	28	8:00	1	1	1	1	1	1	1	7	8:00	0	0	0	0	0	0	0	0
9:00	4	4	4	4	4	4	4	28	9:00	1	1	1	1	1	1	1	7	9:00	0	0	0	0	0	0	0	0
10:00	4	4	4	4	4	4	4	28	10:00	1	1	1	1	1	1	1	7	10:00	1	1	1	1	1	0	0	5
11:00	5	5	5	5	5	5	5	35	11:00	1	1	1	1	1	1	1	7	11:00	1	1	1	1	1	0	0	5
12:00	5	5	5	5	5	5	5	35	12:00	1	1	1	1	1	0	0	5	12:00	1	1	1	1	1	0	0	5
13:00	5	5	5	5	5	5	5	35	13:00	1	1	1	1	1	0	0	5	13:00	1	1	1	1	1	0	0	5
14:00	5	5	5	5	5	5	5	35	14:00	1	1	1	1	1	0	0	5	14:00	1	1	1	1	1	0	0	5
15:00	5	5	5	5	5	5	5	35	15:00	1	1	1	1	1	0	0	5	15:00	0	0	0	0	0	0	0	0
16:00	5	5	5	5	5	5	5	35	16:00	0	0	0	0	0	0	0	0	16:00	0	0	0	0	0	0	0	0
17:00	4	4	4	4	4	4	4	28	17:00	0	0	0	0	0	0	0	0	17:00	0	0	0	0	0	0	0	0
18:00	4	4	4	4	4	4	4	28	18:00	0	0	0	0	0	0	0	0	18:00	0	0	0	0	0	0	0	0
19:00	4	4	4	4	4	4	4	28	19:00	0	0	0	0	0	0	0	0	19:00	0	0	0	0	0	0	0	0
20:00	4	4	4	4	4	4	4	28	20:00	0	0	0	0	0	0	0	0	20:00	0	0	0	0	0	0	0	0
21:00	4	4	4	4	4	4	4	28	21:00	0	0	0	0	0	0	0	0	21:00	0	0	0	0	0	0	0	0
22:00	4	4	4	4	4	4	4	28	22:00	0	0	0	0	0	0	0	0	22:00	0	0	0	0	0	0	0	0
23:00	2	2	2	2	3	3	3	17	23:00	0	0	0	0	0	0	0	0	23:00	0	0	0	0	0	0	0	0
Total	80	80	80	80	81	83	83	567	Total	8	8	8	8	8	4	4	48	Total	5	5	5	5	5	0	0	25

Reduced - BPPG									Reduced - AMCC									Reduced - LRCC									
	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Total		Mon	Tue	Wed	Thu	Fri	Sat	Sun	Total		Mon	Tue	Wed	Thu	Fri	Sat	Sun	Total	
0:00	1	1	1	1	1	1	1	7	0:00	0	0	0	0	0	0	0	0	0:00	0	0	0	0	0	0	0	0	
1:00	1	1	1	1	1	1	1	7	1:00	0	0	0	0	0	0	0	0	1:00	0	0	0	0	0	0	0	0	
2:00	1	1	1	1	1	1	1	7	2:00	0	0	0	0	0	0	0	0	2:00	0	0	0	0	0	0	0	0	
3:00	1	1	1	1	1	1	1	7	3:00	0	0	0	0	0	0	0	0	3:00	0	0	0	0	0	0	0	0	
4:00	1	1	1	1	1	1	1	7	4:00	0	0	0	0	0	0	0	0	4:00	0	0	0	0	0	0	0	0	
5:00	1	1	1	1	1	1	1	7	5:00	0	0	0	0	0	0	0	0	5:00	0	0	0	0	0	0	0	0	
6:00	2	2	2	2	2	2	2	14	6:00	0	0	0	0	0	0	0	0	6:00	0	0	0	0	0	0	0	0	
7:00	2	2	2	2	2	2	2	14	7:00	0	0	0	0	0	0	0	0	7:00	0	0	0	0	0	0	0	0	
8:00	2	2	2	2	2	2	2	14	8:00							1	1	8:00							0	0	0
9:00	2	2	2	2	2	2	2	14	9:00	1	1	1	1	1	1	1	7	9:00	1	1	1	1	1	0	0	5	
10:00	2	2	2	2	2	2	2	14	10:00	0	0	0	0	0	0	0	0	10:00	0	0	0	0	0	0	0	0	
11:00	2	2	2	2	2	2	2	14	11:00	0	0	0	0	0	0	0	0	11:00	0	0	0	0	0	0	0	0	
12:00	2	2	2	2	2	2	2	14	12:00	0	0	0	0	0	0	0	0	12:00	0	0	0	0	0	0	0	0	
13:00	2	2	2	2	2	2	2	14	13:00	0	0	0	0	0	0	0	0	13:00	0	0	0	0	0	0	0	0	
14:00	2	2	2	2	2	2	2	14	14:00	0	0	0	0	0	0	0	0	14:00	0	0	0	0	0	0	0	0	
15:00	2	2	2	2	2	2	2	14	15:00	0	0	0	0	0	0	0	0	15:00	0	0	0	0	0	0	0	0	
16:00	2	2	2	2	2	2	2	14	16:00	0	0	0	0	0	0	0	0	16:00	0	0	0	0	0	0	0	0	
17:00	2	2	2	2	2	2	2	14	17:00	0	0	0	0	0	0	0	0	17:00	0	0	0	0	0	0	0	0	
18:00	2	2	2	2	2	2	2	14	18:00	0	0	0	0	0	0	0	0	18:00	0	0	0	0	0	0	0	0	
19:00	2	2	2	2	2	2	2	14	19:00	0	0	0	0	0	0	0	0	19:00	0	0	0	0	0	0	0	0	
20:00	2	2	2	2	2	2	2	14	20:00	0	0	0	0	0	0	0	0	20:00	0	0	0	0	0	0	0	0	
21:00	2	2	2	2	2	2	2	14	21:00	0	0	0	0	0	0	0	0	21:00	0	0	0	0	0	0	0	0	
22:00	2	2	2	2	2	2	2	14	22:00	0	0	0	0	0	0	0	0	22:00	0	0	0	0	0	0	0	0	
23:00	2	2	2	2	2	2	2	14	23:00	0	0	0	0	0	0	0	0	23:00	0	0	0	0	0	0	0	0	
Total	42	42	42	42	42	42	42	294	Total	1	1	1	1	1	1	2	8	Total	1	1	1	1	1	0	0	5	