

**ARLINGTON COUNTY, VIRGINIA  
AGREEMENT NO. 23-DES-SSLW-382  
AMENDMENT NUMBER 1**

This Amendment Number 1 is made on July 1, 2023, and amends Agreement Number 23-DES-SSLW-382 (“Main Agreement”) dated September 27, 2022, between The Convention Store, Inc. (“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 Section 4. Contract Term, this contract is hereby renewed for an additional 12-month period from July 1, 2023 to June 30, 2024 (First Subsequent Contract Term) with three (3) additional 12-month periods, from July 1, 2024, to June 30, 2027 remaining.
2. **CPI-U Price Increase:** Pursuant to Section 6. Contract Price Adjustments (as amended below), the hourly rate adjustments will not exceed 4.80% (negotiated) effective July 1, 2023.
3. **Reference Contract Documents:** The following documents are hereby deleted in its entirety.  
**REMOVE:**

**Exhibit F – Contractor COVID-19 Vaccination Certification**

**Exhibit G – Contractor COVID-19 Vaccination Quarterly Compliance Certification**

4. **Contract Price Adjustments** is hereby deleted in its entirety and replaced with:

**CONTRACT PRICE ADJUSTMENTS**

The Contract Amount/hourly rate(s) will remain firm until June 30, 2023 (“Price Adjustment Date”). Only the base hourly rate of the fully burdened hourly rates may be increased, and the overhead rate if they had new audited overhead rates approved. To request a price adjustment, the Contractor or the County must submit a written request to the other party not less than 90 days before the Price Adjustment Date. Adjustments to the Contract Amount/hourly rate(s) will not exceed the percentage of change in the U.S. Department of Labor Consumer Price Index, All Items, Unadjusted, Urban Areas (“CPI-U”) for the 12 months of statistics available at the time of the Contract’s renewal.

Any Contract Amount/hourly rate(s) that result from this provision will become effective the day after the Price Adjustment Date and will be binding for 12 months. The new Price Adjustment Date will be 12 months after the price adjustment.

If the Contractor and the County have not agreed on a requested adjustment by 30 days before the Price Adjustment Date, the County may not renew the Contract, whether or not the County has previously elected to renew the Contract’s term.

5. **Section 23. COVID-19 Vaccination Policy For Contractors** is hereby removed in its entirety.

- 6. **Exhibit B, Contract Pricing** is hereby replaced in its entirety with the attached **Revised Exhibit B, Contract Pricing**. All pricing shall be in accordance with Exhibit B, Contract Pricing beginning July 1, 2023.

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

WITNESS these signatures:

THE COUNTY BOARD OF ARLINGTON  
COUNTY, VIRGINIA

THE CONVENTION STORE, INC.

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

AUTHORIZED DocuSigned by:  
 SIGNATURE: Rebekah A. Starner  
95AEE3A32BB642C...

NAME: DR. SHARON T. LEWIS  
 TITLE: PURCHASING AGENT  
 DATE: 6/27/2023

NAME: Rebekah A. Starner  
 TITLE: President  
 DATE: 6/27/2023

**REVISED EXHIBIT B  
CONTRACT PRICING**

**1. Credit Card Fees**

The County will reimburse credit card fees for services provided under the Commuter Information Center and Commuter Stores that are charged by merchant banks (merchant fees) in connection with the purchase of transit tickets and the sale of merchandise from Contractor with bank payment cards and other forms of payment. Contractor will provide monthly statements for credit card fees incurred for each month.

**2. Reimbursable Expenses**

County approved project-related reimbursable expenses will not exceed \$20,000 per fiscal year.

**3. Hourly Rates – The Convention Store and Redmon Group Inc.:**

Work Area	Position	Fully Burdened Hourly Rate FY24	Hourly Rate CPI-U Increase (negotiated) 4.80%	Overhead (Approved 4.78% Increase)	Profit
<b>Commuter Information Center</b>					
	Project Manager	\$ 113.55	\$ 80.51	\$ 22.58	\$ 10.46
	Revenue Controller	\$ 113.55	\$ 80.51	\$ 22.58	\$ 10.46
	CIC Manager	\$ 89.77	\$ 56.03	\$ 25.47	\$ 8.27
	CIC Supervisor	\$ 67.05	\$ 35.81	\$ 25.06	\$ 6.18
	CIC Corporate Specialist	\$ 69.17	\$ 25.28	\$ 37.52	\$ 6.37
	CIC Corporate SB Specialist I	\$ 67.30	\$ 24.49	\$ 36.61	\$ 6.20
	CIC Corporate SB Specialist	\$ 64.36	\$ 22.91	\$ 35.52	\$ 5.93
	CIC Inventory Specialist II	\$ 64.77	\$ 28.31	\$ 30.49	\$ 5.97
	CIC Corporate Floater	\$ 72.62	\$ 20.37	\$ 47.44	\$ 4.80
	CIC Commuter Specialist I	\$ 64.12	\$ 19.92	\$ 38.29	\$ 5.91
	CIC Commuter Specialist	\$ 61.18	\$ 19.05	\$ 36.48	\$ 5.64
	Web Manager	\$ 82.60	\$ 67.85	\$ 14.75	\$ -
<b>Commuter Stores</b>					
	Project Manager	\$ 104.45	\$ 80.51	\$ 14.32	\$ 9.62
	Revenue Controller	\$ 104.45	\$ 80.51	\$ 14.32	\$ 9.62
	Store Manager	\$ 75.85	\$ 42.32	\$ 26.54	\$ 6.99
	Store Corporate Floater	\$ 72.53	\$ 20.37	\$ 45.47	\$ 6.68
	Store Commuter Specialist I	\$ 59.14	\$ 26.60	\$ 27.10	\$ 5.45
	Store Commuter Specialist	\$ 56.42	\$ 25.69	\$ 25.53	\$ 5.20
	Mobile Store Driver	\$ 52.98	\$ 22.37	\$ 25.72	\$ 4.88
<b>Distribution Center</b>					
	Project Manager	\$ 104.45	\$ 80.51	\$ 14.32	\$ 9.62
	Revenue Controller	\$ 104.45	\$ 80.51	\$ 14.32	\$ 9.62
	Distribution Manager	\$ 77.00	\$ 26.03	\$ 43.88	\$ 7.09
	Corporate Floater	\$ 60.97	\$ 20.37	\$ 34.98	\$ 5.62
	Distribution Specialist II	\$ 58.60	\$ 21.08	\$ 32.13	\$ 5.40
	Distribution Specialist II	\$ 52.46	\$ 20.11	\$ 27.52	\$ 4.83

Redmon Group Inc.

<b>Position</b>	<b>Base Hourly Rate</b>	<b>Overhead</b>	<b>Profit</b>	<b>Fully Burdened Hourly Rate FY24</b>
Project Manager	\$69.29	\$77.25	\$13.32	\$159.87
Sr Programmer	\$73.08	\$77.25	\$36.34	\$186.67
Programmer	\$52.42	\$77.25	\$4.93	\$134.61
Multimedia Developer	\$37.85	\$77.25	\$3.91	\$119.02
Engineer	\$34.96	\$63.82	\$10.97	\$109.75
Junior Developer	\$28.56	\$43.23	\$7.98	\$79.77