

FAUQUIER COUNTY,
a political subdivision of the Commonwealth of Virginia
Contract # 86-13smc, Insurance Broker for VFRA

This Agreement is made and entered into this 15th day of May, 2013, by Fauquier County Government, a political subdivision of the Commonwealth of Virginia hereinafter referred to as "Owner" and, **Welch, Graham & Ogden Insurance, Incorporated** having its principal place of business at **7723 Ashton Avenue, Manassas, VA 20109**, hereinafter referred to as "Contractor".

WITNESSETH that the Contractor and the Owner, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF SERVICES: The Contractor shall provide Insurance Broker Services for the Fauquier County Volunteer Rescue Association, as set forth in the Contract Documents.

COMPENSATION: The Owner will pay and the Contractor will accept in full consideration for services rendered during the contract term, a percentage fee based on all policies issued, based on the following sliding fee scale:

- 15% for accounts with five (5) department/station locations, or fewer;
- 12.5% for accounts with six to fifteen (6-15) departments/station locations;**
- 10% for accounts with sixteen (16) or more department/station locations.

CONTRACT PERIOD: May 15, 2013 through May 14, 2018, with five (5) additional one-year renewal terms upon mutual agreement of both parties.

The contract documents shall consist of and are listed in order of priority:

- (1) This signed form;
- (2) RFP #86-13sm dated April 3, 2013, Addendum # 1 dated April 5, 2013 and Addendum #2 dated April 16, 2013;
- (3) Contractor's Proposal dated April 15, 2013.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

Welch Graham & Ogden Insurance, Inc.

Fauquier County, a political subdivision of the Commonwealth of Virginia

By: Thomas L. Welch

By: Susan Monaco
Susan Monaco, CPPO, CPPB

Title: PRESIDENT

Title: Procurement Manager

Date: 5/16/13

Date: 5/16/13