

**MODIFICATION #1
TO
CONTRACT NUMBER DGS-180713-AXI
BETWEEN
THE COMMONWEALTH OF VIRGINIA
AND
AXIAL ADVISORY GROUP, LLC dba VALBRIDGE**

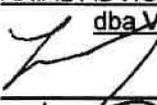
This MODIFICATION #1 is an agreement between the Commonwealth of Virginia hereinafter, referred to as "State" or "Commonwealth" or "DGS" (Department of General Services), and Axial Advisory Group, LLC dba Valbridge, hereinafter referred to as "Advisory Group, LLC dba Valbridge." or "Contractor" relating to Contract #DGS-180713-AXI dated July 13, 2018, as amended hereinafter referred to as the "Contract" or "Agreement." This Modification #1 is hereby incorporated into and made an integral part of the Agreement. Except as specifically modified, all other terms and conditions of the Contract remain unchanged.

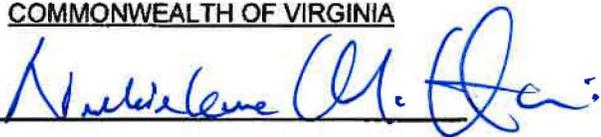
The purpose of this Modification #1 is to document both parties' agreement to extend the Contract and to update contract information on behalf of DGS and the Contractor. These changes are effective immediately upon final executions of this Modification #1 unless otherwise denoted herein.

Reference: Contract #DGS-180713-AXI "Special Terms and Conditions B" entitled "Renewal Of Contract". Both above referenced parties hereby agree to modify the contract to extend it for one (1) years from July 13, 2019 through July 12, 2020.

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.

PERSONS SIGNING THIS CONTRACT ARE AUTHORIZED REPRESENTATIVES OF EACH PARTY TO THIS CONTRACT AND ACKNOWLEDGE THAT EACH PARTY AGREES TO BE BOUND BY THE TERMS AND CONDITIONS OF THE CONTRACT.

AXIAL ADVISORY GROUP, LLC
dba VALBRIDGE
BY: 
NAME: Lawrence Colarito MAI
TITLE: Senior Mang. Dir.
DATE: 7/9/19

COMMONWEALTH OF VIRGINIA
BY: 
NAME: Niniekwe M. Harris, VCA
TITLE: Contract Officer, OCP
DATE: 7/9/19



COMMONWEALTH of VIRGINIA

SOLICITATION ~ OFFER ~ AWARD

Non-Professional Services Sealed Invitation for Bid (IFB) for Appraisal Services

NIGP Commodity Codes:

91814 ~ APPRIASAL CONSULTING SERVICES • 94615 ~ REAL ESTATE APPRAISAL SERVICES •
96866 ~ RIGHT OF WAY SERVICES

1. Contract #: TO BE ISSUED AT TIME OF AWARD	2. IFB #: TCW-2018-0416	3. Date Issued: April 16, 2018	4. Due Date / Time: May 15, 2018 / 2:00 P.M. EST
5. ISSUING OFFICE: Department of General Services Central Procurement Unit (CPU) 1100 Bank Street, Suite 724 Richmond, Virginia 23219		6. SHIP TO: As indicated on eVA Purchase Order	

SOLICITATION

7. This is an advertised solicitation consisting of (1) the Purpose; (2) Scope of Work; (3) General and Special Terms and Conditions; and other provisions, representations, certifications, or specifications as per attached or incorporated herein by reference. **Sealed bids for furnishing the Services set forth in the schedule must be returned to the Issuing Office (Item #5 above.)** If hand carried, deliver to the CPU located on the seventh floor of the address indicated above. **Complete bids must be received prior to 2:00 P.M. local time on the Date Due/Time (Item #4 above.)** Bids will be publicly opened at 2:10 P.M. (local time), May 15, 2018, in the CPU Conference Room, 1100 Bank Street, Seventh Floor, Suite 724, Richmond, Virginia.

OPTIONAL PRE-BID CONFERENCE: An optional pre-bid conference will be held at 2:00 P.M. EST on April 26, 2018 in the DGS Central Procurement Unit, 1100 Bank Street, Suite 724, Richmond, Virginia 23219. See Section III for additional information related to this optional pre-bid conference.

CLARIFICATION OF TERMS: If any prospective Bidder has questions about the specifications or other solicitation documents, the prospective Bidders must submit questions in writing via email to procurement@dgs.virginia.gov no later than 5:00 P.M. on May 9, 2018. **No questions will be answered by telephone. Any revisions to the solicitation will be made only by an addendum issued by the Contracting Officer.** Please include "IFB #TCW-2018-0416" in the title of the message. The addendum, if necessary, will be posted online at <http://www.eva.virginia.gov>. It is the responsibility of the Bidder to download the addendum.

PERIOD OF CONTRACT: One (1) year Initial Term Contract with four (4) additional successive one (1) year renewal options.

Issued by: Tiffany C. Walker, VCA
Contracting Officer
Email at: tiffany.walker@dgs.virginia.gov

Tiffany C. Walker /s/
Signature

OFFER

In compliance with this Invitation For Bids (IFB) and all conditions imposed in this IFB, the undersigned firm hereby offers and agrees to furnish all goods and services required by this IFB, not to exceed the prices indicated in the Pricing Schedule and the undersigned firm hereby certifies that all information provided below and in any schedule attached hereto is true, correct, and complete.

8. Company Name: Axial Advisory Group LLC dba Valbridge	Contractor's TIN: 01-0592179
Address: 656 Independence Pkwy, Suite 220	eVA Vendor ID or DUNS No.: 114772093
City/State/ZIP: Chesapeake, VA 23320	State Corporation Commission No.: 50719767
Signature: [Signature]	DSBSD Certification No.: 662810
Printed Name: Lawrence Colorito MAI	Telephone No.: 757-410-1222
Title: Senior Mng. Dir.	Cell No.: 757-577-0930
Date: 5/7/18	Email: lcolorito@valbridge.com

9. BILL TO: See Section VI: Method of Payment

AWARD

10. ACCEPTED AS TO BID ITEM / CATEGORY NUMBERS: All Regions	11. AMOUNT: \$95000	12. AWARD DATE: 7/16/2018
13. COMMONWEALTH'S REPRESENTATIVE: Tiffany Walker	14. COMMONWEALTH OF VIRGINIA By: Tiffany C. Walker	

NOTE: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against a bidder because of race, religion, color, sex, national origin, age, disability, sexual orientation, gender identity, political affiliation, or veteran status or any other basis prohibited by state law relating to discrimination in employment. Faith-based organizations may request that the issuing agency not include subparagraph 1.e in General Terms and Condition C. Such a request shall be in writing and explain why an exception should be made in that Invitation to Bid.

AWARD POSTING: Upon the award or the announcement of the decision to award a Contract as a result of this solicitation, the Commonwealth of Virginia, through the Virginia Department of General Services, Central Procurement Unit (CPU), will publicly post such notice online at <http://www.eva.virginia.gov> for a minimum of ten (10) days.

BID FORM COMPLETION CHECKLIST

This IFB contains several portions, which should be completed and submitted with your bid in order for your bid to be responsive.

Please use the provided checklist below to ensure proper completion of your bid.

Required Items to be Provided with Bid	Bidder Acknowledgement (Initial below when action completed)
1. Contractor Information – Complete Bidder Information on Page 1 (#8 – Cover Page) (State Corporation Commission No. if not a sole proprietor and DSBSD Certification No. if certified). Original signature required.	 _____ Initial
2. Authorized Representative – Complete the required information in Special Term and Condition E (Page 17), entitled “Authorized Representatives”	 _____ Initial
3. Pricing – Complete Pricing Schedule on Pages 27 - 29. For each area, select whether ALL locations are to be INCLUDED; ALL locations are to be EXCLUDED; or the area is INCLUDED, but locations to be EXCLUDED therefrom have been struck through. Indicate the maximum hourly rate for the services you will provide for each area where services will be provided	 _____ Initial
4. State Corporation Commission – Attachment A. Complete required information. Original signature Required	 _____ Initial
5. Vendor Data Sheet – Attachment B. Complete required information. Original signature Required	 _____ Initial
6. Appraiser Data Sheet Information – Attachment D. Complete required information. Attach a copy of the Real Estate Appraiser Board of the Commonwealth of Virginia issued license and a resume for each appraiser submitting a sheet. Original signature Required	 _____ Initial
7. Qualifications – Specify for the Contractor's principal by initialing to the right possession of the following, as applicable:	
<input checked="" type="checkbox"/> Certified General Real Estate Appraiser license issued by the Real Estate Appraiser Board of the Commonwealth of Virginia	 _____ Initial
<input checked="" type="checkbox"/> Certified Residential Real Estate Appraiser license issued by the Real Estate Appraiser Board of the Commonwealth of Virginia	 _____ Initial
<input checked="" type="checkbox"/> “Reviewer experience” for any individual performing appraisal reviews, as defined in the Regulations of the Virginia Real Estate Appraiser Board; possession of their Virginia Certified General Real Estate Appraiser license or Certified Residential Real Estate Appraiser license for a minimum of two years, and; have performed a minimum of twelve (12) appraisal review assignments between January 1, 2015 and March 31, 2018	 _____ Initial

COMMONWEALTH OF VIRGINIA

Department of General Services
Director, Central Procurement Unit
1100 Bank Street, Suite 724
Richmond, VA 23219
Email: procurement@dgs.virginia.gov
Web: <http://www.dgs.virginia.gov>

CONTRACTOR

Lawrence Colauto, MNI
Axial Advisory Group LLC dba Valbridge
656 Independence Pkwy, Suite 220
Chesapeake VA 23320
Tel.: *757-410-1222*
Fax: *757-410-2956*
Email: *lcolauto@valbridge.com*
Property Advisors

- F. CANCELLATION OF CONTRACT:** The purchasing agency reserves the right to cancel and terminate any resulting Contract, in part or in whole, without penalty, upon 60 days written notice to the Contractor. In the event the initial Contract period is for more than 12 months, the resulting Contract may also be terminated by the Contractor, without penalty, after the initial 12 months of the Contract period upon 60 days written notice to the other party. Any Contract cancellation notice shall not relieve the Contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.
- G. AWARD:** The Commonwealth reserves the right to make multiple awards as a result of this solicitation. The award(s) will be made to the lowest responsive and responsible bidder(s) meeting the requirements of the solicitation. The Commonwealth reserves the right to conduct any tests it may deem advisable and to make all evaluations. The Commonwealth also reserves the right to reject any or all bids, in whole or in part, to waive informalities and to delete items prior to making the award, whenever it is deemed in the sole opinion of the procuring public body to be in its best interest.
- H. BANKRUPTCY:** If Contractor becomes insolvent, takes any step leading to its cessation as a going concern, fails to pay its debts as they become due, or ceases business operations continuously for longer than fifteen (15) business days, then the Commonwealth may immediately terminate this Contract on notice to Contractor, unless Contractor immediately gives the Commonwealth adequate assurance of the future performance of this Contract or the applicable order. If bankruptcy proceedings are commenced with respect to Contractor, and if this Contract has not otherwise terminated, then the Commonwealth may suspend all further performance of this Contract until Contractor assumes this Contract and provides adequate assurance of performance thereof or rejects this Contract pursuant to Section 365 of the Bankruptcy Code or any similar or successor provision, it being agreed by the Commonwealth and Contractor that this is an executory Contract. Any such suspension of further performance by the Commonwealth pending Contractor's assumption or rejection shall not be a breach of this Contract, and shall not affect the rights of the Commonwealth to pursue or enforce any of its rights under this Contract or otherwise.
- I. BID PRICES:** Bid prices shall be in the form of a hourly rate price for each item during the Contract period.
- J. BREACH:** The Contractor shall be deemed in breach of this agreement if the Contractor:
1. Fails to provide any service by the specified delivery date;

As defined in the Bid Notes, pricing shall be per Order in response to a solicitation for Appraisal Services specified in a SOW and shall be FOB Destination, and ALL INCLUSIVE for all expenses for a "not to exceed" amount)

Please mark the following chart to indicate those geographic areas in which you would be willing to offer to perform Appraisal Services. You may specify counties, cities or towns to be excluded from an area for which you would be willing to offer to perform Appraisal Services, if you choose to be more specific.



CONTINUED ON NEXT PAGE

SERVICES AND PRICING SCHEDULE

Area	Service		
	Appraisal Report	Appraisal Report Review	Appraisal Consultation
<p>Area(s) where Bidder will provide Appraisal Services. (Mark your selection with an "X" and, if so choosing, identify any excluded locations from the Area by striking through the location listed to the left)</p> <p>#1 – Bristol Counties: Bland, Buchanan, Dickenson, Grayson, Lee, Russell, Scott, Smyth, Tazewell, Washington, Wise and Wythe Cities: Bristol, Norton Towns: Abingdon, Appalachia, Big Stone Gap, Bluefield, Cedar Bluff, Chilhowie, Cleveland, Clinchco, Clinchport, Clintwood, Coeburn, Damascus, Duffield, Dungannon, Fries, Gate City, Glade Spring, Grundy, Haysi, Honaker, Independence, Jonesville, Lebanon, Marion, Nickelsville, Pennington Gap, Pocahontas, Pound, Richlands, Rural Retreat, Saltville, St. Charles, St. Paul, Tazewell, Troutdale, Weber City, Wise and Wytheville</p> <p><input checked="" type="checkbox"/> Include All of the Area <input type="checkbox"/> Exclude All of the Area <input type="checkbox"/> Include the Area, But Exclude Localities stricken through as reflected above.</p>	\$ 295 /Hour	\$ 295 /Hour	\$ 295 /Hour
<p>#2 – Salem Counties: Bedford, Botetourt, Carroll, Craig, Floyd, Franklin, Giles, Henry, Montgomery, Patrick, Pulaski and Roanoke Cities: Galax, Martinsville, Radford, Roanoke and Salem Towns: Bedford, Blacksburg, Boones Mill, Buchanan, Christiansburg, Dublin, Fincastle, Floyd, Glen Lyn, Hillsville, Narrows, New Castle, Pearisburg, Pembroke, Pulaski, Rich Creek, Ridgeway, Rocky Mount, Stuart, Troutville and Vinton</p> <p><input checked="" type="checkbox"/> Include All of the Area <input type="checkbox"/> Exclude All of the Area <input type="checkbox"/> Include the Area, But Exclude Localities stricken through as reflected above.</p>	\$ 295 /Hour	\$ 295 /Hour	\$ 295 /Hour
<p>#3 – Lynchburg Counties: Amherst, Appomattox, Buckingham, Campbell, Charlotte, Cumberland, Halifax, Nelson, Pittsylvania and Prince Edward Cities: Danville, Lynchburg Towns: Altavista, Amherst, Appomattox, Brookneal, Charlotte Court House, Chatham, Dillwyn, Drakes Branch, Farmville, Gretna, Halifax, Hurt, Keysville, Pamplin City, Phenix, Scottsburg, South Boston and Virgilina</p> <p><input checked="" type="checkbox"/> Include All of the Area <input type="checkbox"/> Exclude All of the Area <input type="checkbox"/> Include the Area, But Exclude Localities stricken through as reflected above.</p>	\$ 295 /Hour	\$ 295 /Hour	\$ 295 /Hour

Area	Service		
	Appraisal Report	Appraisal Report Review	Appraisal Consultation
<p>Area(s) where Bidder will provide Appraisal Services. (Mark your selection with an "X" and, if so choosing, identify any excluded locations from the Area by striking through the location listed to the left)</p> <p>#4 – Richmond <u>Counties:</u> Amelia, Brunswick, Charles City, Chesterfield, Dinwiddie, Goochland, Hanover, Henrico, Lunenburg, Mecklenburg, New Kent, Nottoway, Powhatan and Prince George <u>Cities:</u> Colonial Heights, Hopewell, Petersburg and Richmond <u>Towns:</u> Alberta, Ashland, Blackstone, Boydton, Brodnax, Burkeville, Chase City, Clarksville, Crewe, Kenbridge, La Crosse, Lawrenceville, McKenney, South Hill and Victoria <input checked="" type="checkbox"/> Include All of the Area <input type="checkbox"/> Exclude All of the Area <input type="checkbox"/> Include the Area, But Exclude Localities stricken through as reflected above.</p> <p>#5 – Norfolk <u>Counties:</u> Accomack Isle of Wight, James City, Northampton, Southampton, Surry, Sussex, York and Greensville. <u>Cities:</u> Chesapeake, Emporia, Franklin, Hampton, Newport News, Norfolk, Poquoson, Portsmouth, Suffolk, Virginia Beach and Williamsburg <u>Towns:</u> Accomac, Belle Haven, Bloxom, Boykins, Branchville, Cape Charles, Capron, Cheriton, Chincoteague, Claremont, Courtland, Dendron, Eastville, Exmore, Hallwood, Ivor, Jarratt, Keller, Melfa, Nassawadox, Newsoms, Onancock, Onley, Painter, Parksley, Saxis, Smithfield*, Stony Creek, Surry, Tangier, Wachapreague, Wakefield, Waverly and Windsor <input checked="" type="checkbox"/> Include All of the Area <input type="checkbox"/> Exclude All of the Area <input type="checkbox"/> Include the Area, But Exclude Localities stricken through as reflected above.</p> <p>#6 – Fredericksburg <u>Counties:</u> Caroline, Essex, Gloucester, King and Queen, King George, King William, Lancaster, Mathews, Middlesex, Northumberland, Richmond, Spotsylvania, Stafford and Westmoreland <u>Cities:</u> Fredericksburg <u>Towns:</u> Bowling Green, Colonial Beach, Irvington, Kilmarnock, Montross, Port Royal, Tappahannock, Urbanna, Warsaw, West Point and White Stone <input checked="" type="checkbox"/> Include All of the Area <input type="checkbox"/> Exclude All of the Area <input type="checkbox"/> Include the Area, But Exclude Localities stricken through as reflected above.</p>	\$ 295 /Hour	\$ 295 /Hour	\$ 295 /Hour
	\$ 295 /Hour	\$ 295 /Hour	\$ 295 /Hour
	\$ 295 /Hour	\$ 295 /Hour	\$ 295 /Hour

Area	Service		
	Appraisal Report	Appraisal Report Review	Appraisal Consultation
<p>Area(s) where Bidder will provide Appraisal Services. (Mark your selection with an "X" and, if so choosing, identify any excluded locations from the Area by striking through the location listed to the left)</p> <p>#7 – Culpeper <u>Counties:</u> Albemarle, Culpeper, Fauquier, Fluvanna, Greene, Louisa, Madison, Orange and Rappahannock <u>Cities:</u> Charlottesville <u>Towns:</u> Culpeper, Gordonsville, Louisa, Madison, Mineral, Orange, Remington, Scottsville, Stanardsville, The Plains, Warrenton and Washington <input checked="" type="checkbox"/> Include All of the Area <input type="checkbox"/> Exclude All of the Area <input type="checkbox"/> Include the Area, But Exclude Localities stricken through as reflected above.</p> <p>#8 – Staunton <u>Counties:</u> Alleghany, Augusta, Bath, Clarke, Frederick, Highland, Page, Rockbridge, Rockingham, Shenandoah and Warren <u>Cities:</u> Buena Vista, Covington, Harrisonburg, Lexington, Staunton, Waynesboro and Winchester <u>Towns:</u> Berryville, Boyce, Bridgewater, Broadway, Clifton Forge, Craigs ville, Dayton, Edinburg, Elkton, Front Royal, Glasgow, Goshen, Grotoes, Iron Gate, Luray, Middletown, Monterey, Mount Crawford Mount, Jackson, New Market, Shenandoah, Stanley, Stephens City, Strasburg, Timberville, Toms Brook and Woodstock <input checked="" type="checkbox"/> Include All of the Area <input type="checkbox"/> Exclude All of the Area <input type="checkbox"/> Include the Area, But Exclude Localities stricken through as reflected above.</p> <p>#9 – Northern Virginia <u>Counties:</u> Arlington, Fairfax, Loudoun and Prince William <u>Cities:</u> Alexandria, Fairfax, Falls Church, Manassas and Manassas Park <u>Towns:</u> Clifton, Dumfries, Hamilton, Haymarket, Herndon, Hillsboro, Leesburg, Lovettsville, Middleburg, Occoquan, Purcellville, Quantico, Round Hill and Vienna <input checked="" type="checkbox"/> Include All of the Area <input type="checkbox"/> Exclude All of the Area <input type="checkbox"/> Include the Area, But Exclude Localities stricken through as reflected above.</p>	\$ 295 /Hour	\$ 295 /Hour	\$ 295 /Hour
	\$ 295 /Hour	\$ 295 /Hour	\$ 295 /Hour
	\$ 295 /Hour	\$ 295 /Hour	\$ 295 /Hour

**ATTACHMENT A
VIRGINIA STATE CORPORATION COMMISSION (SCC) FORM**

**Virginia State Corporation Commission ("SCC") Registration must be completed and returned
with the Bid**

The undersigned Offeror:

is a corporation or other business entity with the following SCC identification number: 50719767

-OR-

is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust

-OR-

is an out-of-state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, offices, facilities, or inventories in Virginia (not counting any employees or agents in Virginia who merely solicit orders that require acceptance outside Virginia before they become Contracts, and not counting any incidental presence of the Offeror in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the Contracts by which such goods were sold and shipped into Virginia from Offeror's out-of-state location)

-OR-

is an out-of-state business entity that is including with this proposal an opinion of legal counsel which accurately and completely discloses the undersigned Offeror's current contacts with Virginia and describes why those contacts do not constitute the transaction of business in Virginia within the meaning of § 13.1-757 or other similar provisions in Titles 13.1 or 50 of the *Code of Virginia*.

**** NOTE ****

Check this box if you have not completed any of the foregoing options, but currently have pending before the SCC an application for authority to transact business in the Commonwealth of Virginia and wish to be considered for a waiver to allow you to submit the SCC identification number after the due date for proposals.*

Signature: _____

Name: Lawrence Colocito

(Print)

Title: Senior Mng. Dir.

Name of Firm: Axial Advisory Group LLC dba Valbridge Property

Date: 5/14/18

* THE COMMONWEALTH, IN ITS SOLE DISCRETION, RESERVES THE RIGHT TO DETERMINE
WHETHER TO ALLOW SUCH A WAIVER.

**ATTACHMENT C
SMALL BUSINESS SUBCONTRACTING PLAN**

It is the goal of the Commonwealth that more than 42% of its purchases be made from small businesses. All potential Bidders are required to submit a Small Business Subcontracting Plan.

Small Business: "Small business (including micro)" means a business, which holds a certification as such by the Virginia Department of Small Business and Supplier Diversity (DSBSD) on the due date for bids. This shall also include DSBSD-certified women- and minority-owned businesses when they also hold a DSBSD certification as a small business on the bid due date. Currently, DSBSD offers small business certification and micro business designation to firms that qualify.

Certification applications are available through DSBSD online at www.DSBSD.virginia.gov (Customer Service).

Bidder Name: Acad Advisory Group LLC dba Valbridge Property Advisors
Preparer Name: Lawrence Colorito
Date: 5/14/18

Instructions

- A. If you are certified by the DSBSD as a micro/small business, complete only Section A of this form. This includes but is not limited to DSBSD-certified women-owned and minority-owned businesses when they have also received DSBSD small business certification.
- B. If you are not a DSBSD-certified small business, complete Section B of this form. For the Bidder to receive credit for the small business subcontracting plan evaluation criteria, the Bidder shall identify the portions of the Contract that will be subcontracted to DSBSD-certified small business for the initial Contract period in Section B.

Bidders which are small businesses themselves will receive the maximum available points for the small business participation plan evaluation criterion, and do not have any further subcontracting requirements.

Bidders which are not certified small businesses will be assigned points based on proposed expenditures with DSBSD-certified small businesses for the initial Contract period in relation to the Bidder's total price for the initial Contract period.

Points will be assigned based on each Bidder's proposed subcontracting expenditures with DSBSD certified small businesses for the initial Contract period as indicated in Section B in relation to the Bidder's total price.

Section A

If your firm is certified by the Department of Small Business and Supplier Diversity (DSBSD), provide your certification number and the date of certification):

Certification Number: 662810 Certification Date: 4/29/16

Section B – Plans for Utilization of DSBSD-Certified Small Businesses for this Procurement

Populate the table below to show your firm's plans for utilization of DSBSD-certified small businesses in the performance of this Contract for the initial Contract period in relation to the bidder's total price for the initial Contract period. Certified small businesses include but are not limited to DSBSD-certified women-owned and minority-owned businesses that have also received the DSBSD small business certification. Include plans to utilize small businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc. It is important to note that this proposed participation will be incorporated into the subsequent contract and will be a requirement of the Contract. Failure to obtain the proposed participation percentages may result in breach of the Contract.

Micro/Small Business Name & Address DSBSD Certificate #	Status if Micro/Small Business is also: Women (W), Minority (M)	Contact Person, Telephone & Email	Type of Goods and/or Services	Planned Involvement During Initial Period of the Contract	Planned Contract Dollars During Initial Period of the Contract (\$ or %)
662810		Lawrence Colorito lcolorito@valbridge.com	Appraisal	100% Appraisal	100%
Totals \$					100%

ATTACHMENT D
Real Estate Appraiser Data Sheet

By my signature below, I hereby certify and warrant to the factual accuracy of the responses in this Attachment D, and to provide Appraisal Services as stipulated in this Contract, and at the accepted Bid pricing.

Signature: _____

Name in which appraiser holds Virginia license: LAWRENCE J. COLORITO, JR

License Number: 4001002033

License Held (Attach a copy of the active license):

- Certified General Real Estate Appraiser
- Certified Residential Real Estate Appraiser
- Licensed Residential Real Estate Appraiser
- Appraiser Trainee

1. I certify and warrant that there is no complaint on file or pending against me or my firm with the Virginia Real Estate Appraiser Board that may be grounds for disciplinary action under 18 VAC 130-20-160. (If there is, then Bidder please attach any supporting documentation or information with your Bid about the filing that you would like considered)
2. I certify that there has been no finding by the Virginia Real Estate Appraiser Board, including via a Consent Order, against me or my firm in the past five (5) years, which provided grounds for disciplinary action under 18 VAC 130-20-160. (If there is, then Bidder is to attach a separate sheet identifying the case number(s), the violation(s) and the sanction(s) together with any additional information about the finding that you would like considered)
3. If you would like to be evaluated for performing *appraisal reviews*, do you have "reviewer experience," as defined in the Regulations of the Virginia Real Estate Appraiser Board, and have you held your current Virginia Certified General Real Estate Appraiser license or Certified Residential Real Estate Appraiser license for a minimum of two years and have you performed a minimum of twelve appraisal review assignments between January 1, 2015 and March 31, 2018? No Yes
4. Have you completed training in application of the current edition of UASFLA that was approved for appraiser continuing education credit? No Yes
5. For each appraiser performing services under the Contract please provide a copy of their license and a resume that includes:
 - a. any professional designations held
 - b. education and appraisal related coursework
 - c. Experience with detail of any particular specialty or expertise regarding property type, intended use, specific appraisal guidelines (e.g., UASFLA, Uniform Act), analytical method or other area and of any experience reviewing appraisals. Such description should include the length of time performing such specialty or developing such expertise and the approximate number of the related assignments over an identified period of time.



Department of General Services
Central Procurement Unit
1100 Bank Street
Suite 724
Richmond, VA 23119

May 11, 2018

ADDENDUM NO. 1 TO ALL BIDDERS

Reference – Invitation for Bids: IFB #TCW-2018-0416
Commodity: Appraisal Services
Dated: April 16, 2018
Bids Due: **June 5, 2018 (REVISED)**
Pre-bid Conference: April 26, 2018 (HELD)

The below is hereby changed to read:

1. Reference Cover Page, Due Date/Time, revise to read: **“Due Date/Time: June 5, 2018 – 11:00 A.M. EST.”**
2. Reference Special Term and Condition, Paragraph U, entitled ‘Identification of Bid Envelope’, revise to read:

IDENTIFICATION OF BID ENVELOPE: The **signed** IFB response must be returned in a separate sealed envelope and identified as follows:

Vendor Name	
Street or Box Number	POSTAGE*
City, State, Zip Code	
	Department of General Services ATTN Tiffany C. Walker, VCA Consolidated Procurement Unit (CPU) 1100 Bank St STE 724 Richmond VA 23219
IFB #: TCW-2018-0416	
IFB Title: Appraisal Services	
Due Date: June 5, 2018	
Time: 11:00 A. M. EST	
DSBSD #: <u>662810 (Small/micro)</u>	

*If an IFB response is mailed, the Bidder takes the risk that the envelope, even if marked as described above, may be inadvertently opened and the information compromised which may cause the response to be disqualified. IFB responses delivered that require an “Additional Postage Due” payment will not be accepted.



DEPARTMENT OF
GENERAL SERVICES

Department of General Services
Central Procurement Unit
1100 Bank Street
Suite 724
Richmond, VA 23119

IFB responses may be hand delivered to the designated location in the office issuing the solicitation.

No other correspondence or other IFB response should be placed in the envelope.

Note: A signed acknowledgment of this addendum must be received at the location indicated on the IFB either prior to the bid due date and hour or attached to your bid. Signature on this addendum does not substitute for your signature on the original bid document. The original bid document must be signed.

Respectfully,

Tiffany C. Walker /s/
tiffany.walker@dgs.virginia.gov
Contracting Officer

Axial Advisory Group LLC dba Valbridge Property Advisors

Name of Firm

Lawrence Colarito, Senior Mgmt. Dir.

Printed Name and Title

[Signature]
Signature

5/29/18
Date

COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation

9960 Mayland Drive, Suite 400, Richmond, VA 23233

Telephone: (804) 367-8500

EXPIRES ON

01-31-2019

NUMBER

4001002033

REAL ESTATE APPRAISER BOARD

CERTIFIED GENERAL REAL ESTATE APPRAISER



LAWRENCE J COLORITO JR
656 INDEPENDENCE PARKWAY
SUITE 220
CHESAPEAKE, VA 23320-0000



Jay W. DeBorja
Jay W. DeBorja Director

Status can be verified at <http://www.dpor.virginia.gov>

(SEE REVERSE SIDE FOR PRIVILEGES AND INSTRUCTIONS)

DPOR-LIC (05/2015)

Qualifications of Lawrence J. Colorito, Jr., MAI Senior Managing Director
Valbridge Property Advisors | Axial Advisory Group, LLC



Independent Valuations for a Variable World

State Certifications

Commonwealth of Virginia
State of North Carolina
State of Maryland
District of Columbia

Education

Penn State University-B.S. Finance

University of Denver- M.S. Real Estate & Construction Management

Contact Details

757-410-1222 (p)
757-410-2956 (f)

Valbridge Property Advisors |
Axial Advisory Group, LLC
656 Independence Parkway
Suite 200
Chesapeake, VA 23320
www.valbridge.com
lcolorito@valbridge.com

Membership/Affiliations:

Member: Appraisal Institute-MAI
Member: Hampton Roads Assoc. for Commercial Real Estate
Member: Urban Land Institute
Member: Old Dominion University Center for Real Estate & Economic Development

Appraisal Institute & Related Courses:

Attended and successfully completed all courses necessary for the MAI designation by the Appraisal Institute, including a demonstration report and comprehensive examination (1989 – 1994)

Various courses & seminars (1988 – present)

Professional:

Hampton Roads Chapter of the Appraisal Institute, President (2000)
Appraisal Institute-LDAC Chair (2002)
Appraisal Institute-Regional V chair (2005)
Appraisal Institute-National Board of Directors (2003-2005)
Appraisal Institute-Governance Restructure Project Team (2003-2004)
Appraisal Institute-Strategic Planning Committee Chair (2006)
Appraisal Institute-Education Trust Fund Board (2007)
Hampton Roads Association of Commercial Real Estate-President (2011)

Experience:

Senior Managing Director

Valbridge Property Advisors | Axial Advisory Group, LLC (2013-Present)

Principal/Co-Owner

Axial Advisory Group, LLC (2002-2013)

Vice President/Appraiser

Anthony J. Oddo & Associates (1995-2002)

Appraiser

Dominion Realty Advisors (1990-1995)

Appraiser

Krauser, Welsh, Sorich and Cirz, Inc. (1988-1990)

Appraisal/valuation and consulting assignments include: apartment buildings; retail buildings and shopping centers; office buildings; industrial buildings; special purpose properties; subdivisions; mixed-use projects; vacant industrial, commercial, agricultural and residential land. Appraised or consulted on various forms of real estate in approximately 20 states.

Curriculum Vitae (CV)

Lawrence J. Colorito, Jr., MAI
Senior Managing Director
Valbridge Property Advisors/Axial Advisory Group, LLC

Employment

- February 2002 to March, 2013 – Principal & Co-Owner, Axial Advisory Group, LLC with offices in Chesapeake, VA; Williamsburg, VA; & Richmond, VA
- March 1995 to February 2002 - Vice President/Real Estate Appraiser with Anthony J. Oddo & Associates, Inc. in Yorktown, Virginia and Northern Virginia
- August 1990 to March 1995 – Appraiser with Dominion Realty Advisors, Inc., Newport News, Norfolk and Northern Virginia
- June 1988 to August 1990 – Appraiser with Krauser, Welsh, Sorich and Cirz, Inc., in Morristown, NJ

Professional Experience & Competencies

- Appraised or consulted on various forms of real estate in approximately 20 states
- Property types including small & large office buildings, both single & multitenant; free-standing retail; neighborhood, community, “power”, & regional shopping centers; regional & super-regional malls; bank branches; churches; light & heavy industrial; multi-family condominium & apartment projects; attached & detached single-family; mixed-use; attached & detached single-family subdivisions; commercial & industrial subdivisions; residential, agricultural, commercial & industrial land, partial takings by right of eminent domain.

Professional Licenses & Affiliations

- Designated Member Appraisal Institute (MAI) with Continuing Education Completed
 - Hampton Roads Chapter Education Chairman, 1997 and 1998
 - Hampton Roads Chapter Vice President, 1999
 - Hampton Roads Chapter President, 2000
 - Hampton Roads Chapter Regional Representative, 1999-2001
 - Young Advisory Council (YAC) participant, 1997 - 1999
 - Leadership Development & Advisory Council (LDAC) Discussion Leader, 2000
 - LDAC Vice Chair, 2001
 - LDAC Chair 2002
 - Seminars Subcommittee, 2000-2001
 - Seminars Subcommittee, Vice Chair, 2002
 - Regional V Chair, 2005
 - National Board of Directors, 2003-2005
 - Governance Restructure Project Team, 2003-2004
 - National Strategic Planning Committee Chair, 2006
 - Education Trust Fund Trustee, 2007 – 2012
 - National Nominating Committee, 2011
- Certified General Real Estate Appraiser in the Commonwealth of Virginia - #4001-002033
- Certified General Real Estate Appraiser in the State of Maryland - #10849
- Certified General Real Estate Appraiser in the District of Columbia - #GA10440
- Certified General Real Estate Appraiser in State of North Carolina - #A4887

Expert Witness

- Qualified as an expert witness in United States Bankruptcy Court, Eastern District of Virginia
- Qualified as an expert witness in the Circuit Court of the City of Virginia Beach
- Consulted on and/or deposed on numerous other occasions involving real estate matters both eminent domain & non-eminent domain related.

Speaking & Writing

- Discussion Leader on the topic of Leadership Development for the Appraisal Institute's LDAC Conference, 2000
- Panel Member addressing the topic of Valuation of Contaminated Property on an HRACRE panel discussion
- Speaker on the State of the Real Estate Appraisal Industry & the Appraisal Institute to groups such as the Hampton Roads Chapter of the Appraisal Institute, Virginia Commonwealth Chapter of the Appraisal Institute, North Carolina Chapter of the Appraisal Institute, & the Blue Grass Chapter of the Appraisal Institute
- Co-Authored "Recommendations – March 2000" published in Valuation Insights & Prospectives by the Appraisal Institute, 2000
- Guest Lecturer on the subject of Land Use & Value for Finance 498 at Old Dominion University, 2011
- Guest Lecturer annually on the subject of Real Estate Appraisal for Risk Management class at Penn State University, 2011 – 2014
- Authored "Is There Value in High Performance Buildings?" published in Inside Business – The Hampton Roads Business Journal, 2012
- Guest Lecturer on Argus DCF industry software at College of William & Mary, 2013
- Instructor-Real Estate Appraisal-College of William & Mary
- Instructor-Real Estate Appraisal-Old Dominion University
- Asked to comment on real estate related issues in various publications

Clientele

- Local, state and federal agencies, city and county governments and housing authorities, regional and national banking and financial institutions, insurance companies, local and national corporations, accountants, attorneys, developers, investors and private individuals.

Lawrence Colorito

From: noreply@sbsd.virginia.gov
Sent: Friday, April 29, 2016 10:04 AM
To: Lawrence Colorito; eric.branch@sbsd.virginia.gov
Subject: SWaM Status Notification #662810

Company Name: Axial Advisory Group, LLC
SWaM Certification Number: 662810
Certification Approved Date: 04-29-2016
Certification Expiration Date: 04-29-2019

Dear Lawrence J. Colorito, Jr.,:

We are pleased to inform you that your application for Small/Micro certification has been approved.

- Your certification is valid for a term of three years from the date of your approval; re-certification is required at the end of that term.
- You will see your company listed as a certified SWaM/Micro vendor on our website at <http://www.sbsd.virginia.gov/cgi-bin/search.cgi>.
- It is very important to keep your contact information--especially your email address--up to date. Submit your changes electronically to sbsd@sbsd.virginia.gov or call 804.786.6585.
- If you have any comments or concerns regarding our services, please fill out this form and send it to us: http://www.sbsd.virginia.gov/documents/Customer_Service_Comments_Form.doc

To do business with the Commonwealth of Virginia, you need to register your company with the eVA system, the **state's online procurement system** at <http://www.eVA.Virginia.Gov/vendors/index.htm>. All state solicitations are conducted on this site.

To check **Procurement and Business Opportunities** with state agencies, local governments, and others, please visit: <http://www.sbsd.virginia.gov/bid.html>.

If you need assistance to operate your business, please visit this site:
http://www.virginia.gov/cmsportal3/business_4096/running_a_business_4100/index.html

Sincerely,

Virginia Department of Small Business and Supplier Diversity Certification Team
101 N. 14th Street, 11th Floor
Richmond, VA 23219
804-786-6585
Fax: 804-786-9736