



Response to the Request for Proposal For:

NO. CR 2026-01

GREENE COUNTY, VIRGINIA

Due Date: March 31, 2026

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Cover Letter

April 1, 2026

County of Greene
Terry Beigie
PO Box 358
40 Celt Road
Stanardsville, VA 22973

Dear Ms. Beigie,

Vision Government Solutions, Inc. (Vision) is both pleased and proud to submit this proposal for your General Reassessment of Real Estate project. The Vision team is uniquely positioned to serve the County in its reassessment journey. Below is a brief summary of our qualifications and experience as they relate to Greene County, VA:

- **Reassessment Staffing for Project Continuity:** Vision has a **full-time Appraisal Team of over 170 staff**. The Appraisal Team includes appraisers, project supervisors, and residential & commercial valuation experts. Vision's tenured valuation experts boast an average of 25 years of appraisal experience to ensure full valuation accuracy, and we supplement our team with offsite data entry and printing resources at our headquarters location.
- **A Proven Public Relations Program:** Designed to engage taxpayers from the very start of the project, Vision's public relations materials are designed to provide a smooth and well-explained reassessment experience for all taxpayers.
- **Deep Experience with Virginia:** Over 60 Counties and Cities in Virginia use Vision CAMA software, and we have included optional software pricing in the proposal. Our understanding of the Vision CAMA system and the appraisal requirements of the state differentiates Vision's professionally managed mass appraisal programs from other vendors. Vision acquired Wampler-Eanes and Pearson Appraisal Services in December of 2024 which gives us over 40 years of appraisal experience in Virginia.
- **The Staff and Experience to Complete the Job on Schedule:** Vision completes more than 50 reassessment projects per year, covering **more than 1 million parcels**. This extensive experience managing large, complex reassessment projects ensures that our Appraisal team is well-versed in the needs of all reassessment project phases, from Public Relations to data collection, desktop review, and valuation. We pride ourselves on providing **leave-behind templates and guidance** to enhance long-term in-house valuation capability (e.g., reassessment manuals, and leave-behind valuation reports).

Summary of Reassessment Project

Vision is proud to propose a reassessment program designed in consultation with the needs of Greene County. Our proposed reassessment program includes the following high-level stages:

- Project start-up, including training and kick-off meetings.
- Data verification utilizing field inspections for the 2027 Full Review only.
- Data entry into the CAMA system
- Sending data mailers and logging received information in the CAMA system.
- Statistical analysis and valuation of residential & commercial/industrial parcels using the cost, market, and income approaches. This stage includes the building of a valuation model, removing overrides in the CAMA system, as well as a sales analysis study
- Desktop Review of values for the 2029 Administrative Review only
- Preliminary Valuation notices provided to taxpayers
- Defense of values, including support of informal reviews/hearings and/or formal hearings
- A robust public relations program throughout the project

In closing, we are confident that our Reassessment project will meet and exceed the expectations and requirements of Greene County, delivering accurate, consistent, and uniform values to the public and dramatically improving the efficiency of property valuation.

We thank you for the opportunity to potentially work together on this important project.

The primary contact for this proposal is:

John Atkinson
Director of Appraisal Sales
Vision Government Solutions
jatkinson@vgsi.com | 703-532-7838

Sincerely,



Sara Santos
Chief Financial Officer, Vision Government Solutions

Exhibit A: Reassessment Project Information

Executive Summary- The Proposed Vision Reassessment Program

Vision proposes a Reassessment project using the county's existing CAMA software. Vision CAMA is currently installed in over 60 Virginia Counties and Cities and designed to support Virginia specific customers and Commissioner of the Revenue Offices.

The best time to upgrade CAMA software is during a Reassessment. This allows the appraisal team to update the data in the new CAMA system, remove any over-rides, and provide the County with new value tables. Combining the two projects will allow the County to go live on the new system at the end of the Reassessment project and provide cost savings to the County.

Vision's Appraisal Teams not only utilize the Vision 8 CAMA software to complete reassessment projects, but they have helped to develop the platform to the needs of the appraiser and assessor. **There is no other vendor that has the level of experience on Vision 8 CAMA, than the Vision appraisal team.** This is critical to the success of the project, as incorrect data entry changes to the CAMA database, such as inconsistent tables and mass updates, can lead to massive data quality errors causing project timeline delay, costly re-work, and significant public relations issues. At Vision, we have put in place quality control procedures to eliminate these costly errors.

If the County decides not to upgrade the CAMA system as part of the reassessment Vision has the ability and experience to work with the County's existing system.

Vision acquired both Wampler-Eanes and Pearson Appraisal Services in December of 2024. In the last five years the combined three companies have worked with 97 Virginia Counties and Cities. We have made a substantial commitment to our customers in the State and currently have 54 full-time employees located in Virginia. Our focus not only includes CAMA and Appraisal but also the introduction of our DataScout Web and OneMap solutions to the State.

Fred Pearson will be overseeing this project.

Our proposal includes the components needed for the project, including staffing, travel & expenses, project management and supervision, quality control, printing, mailing of notices, data entry, technical time, and more.

For clarification, there is no leave-behind hardware or equipment included in this proposal.

Many of the processes between the 2027 Full Reassessment and the 2029 Administrative Review will be the same. The main difference is that the 2029 Administrative Review does not include any field visits, photographs or site visits.

Please find below a brief description of each component of the project.

Project Management and Regular Status Tracking

Vision will provide a dedicated Project Manager who will be responsible for owning the success of the project throughout the Reassessment. As part of that project management program, Vision will provide:

- **Quarterly Executive Steering Committee meetings** between the senior leadership of the County and Vision. These meetings are designed to ensure visibility of project success at the most senior levels of the organization.
- **Monthly Project Status Meetings** between the Vision Project Manager and the County's primary point of contact.
- **Biweekly Project Status Reports which include detailed progress metrics as we transition through the different phases of the project.**
- **Regular and Consistent Data Entry into the CAMA system to enable the Assessment Team to independently monitor and track progress on demand.**

These touchpoints are designed to ensure that the project remains on track throughout every phase, and that each party has an opportunity to surface questions or concerns in a timely and productive manner.

The Vision Parcel Analysis & Quality Control Program

Vision will review the physical characteristics utilizing field visits. This analysis will serve to build an accurate data foundation for the County to ensure that the information in the CAMA system is up-to-date and accurate.

The overall goals of this program are to:

- Identify factors that affect quality
- Determine the frequency and importance of these factors
- Integrate this measurement process into production to provide immediate feedback

- Implement corrective action and evaluate results through control limits
- Provide ongoing job awareness and identify and incentivize quality work

The 5-Step “Check” Program

- *Check 1:* A solid parcel analysis training program is the first line of defense **(for the 2027 Full Reassessment only)**.

Each Vision parcel analyst is provided with comprehensive training and rubrics for parcel analysis, which ensures standardization. These rubrics are aimed at covering any possible grey areas during the parcel analysis process, such as documentation of minor variations from standard methods, common problem areas to look for, and special concerns of the County.

- *Check 2:* Random sampling by a supervisor for a standard % of analyzed parcels, until accuracy thresholds are consistently met. **(for the 2027 Full Reassessment only)**.

Vision managers randomly sample their analyst’s work for accuracy of physical property characteristics and sketch / measurement accuracy.

These sampling reports are provided to the Vision Project Manager to monitor the job and implement corrective action; or to recognize and elevate an employee who is producing quality work.

The results of this program will be reviewed with the County throughout the project.

- *Check 3:* **Onsite field inspections (for the 2027 Full Reassessment only)**.

Vision will attempt to visit all assessable parcels that do not have a no trespassing sign. For parcels which are posted or otherwise not assessable Vision will use other means to view the parcel such as aerial imagery. We expect we will find discrepancies within the CAMA data through our parcel analysis. In instances where those discrepancies are significant – e.g., an addition is found on an existing residence, etc. – Vision will validate the physical characteristics of the property. We will make similar site visits for sales verification and building permit pick-up. The properties that will be inspected on-site will have the exterior of the property improvements measured and the exterior property characteristics verified. During the field inspection Vision will take front facing photographs of the main structure.

- *Check 4:* Data Entry provides another opportunity for Quality Control

- Vision's Data Entry personnel are trained to identify any quality control issues in the physical property characteristics and/or sketches provided by our parcel analysis staff.

Data Entry team members are required to report any concerns or discrepancies in the Property Record Cards that require a supervisor's judgement before entering data into the CAMA system. This provides an additional set of eyes on analysis parcels, which benefits the County in the form of enhanced data integrity.

- *Check 5: Outlier Reports* identify lingering mistakes

As part of the reassessment, Vision will regularly run **outlier reports** to capture any Quality Control issues.

If the County decides to upgrade the CAMA system, Vision can provide a color-coded thematic GIS map showing all conditions or grades by neighborhood in the County. If a certain neighborhood is consistently in high condition, but there is one large outlier with low condition, this triggers further review to ensure that the data is in fact accurate. We can repeat this process by various value-influencing criteria to ensure data integrity.

Specialty Properties

Vision plans to utilize IAAO-approved Mass Appraisal Valuation Methodology within the CAMA system for properties of all classes.

We have not included any narrative reports as part of our fixed-price proposal for unique, complex, or high-value properties. Optional fee appraisal reports can be provided once a scope of services is developed for a specific property to determine report cost.

For clarification only, we have not included any Personal Property services in our proposal.

Mailings

Vision will be providing **one (1) mailing** throughout the Reassessment project. All mailings will be sent via USPS Standard or First-Class Mail.

The mailer is a **preliminary value mailer**, which will provide the new proposed valuation to all properties prior to Informal Reviews/Hearings.

All notices will need to be approved by the County prior to printing and mailing.

Should the County require additional mailings, Vision can provide a cost once the scope of services is established.

All printing, paper, envelope stuffing and postage is included in our fixed-price proposal.

Valuation Methodology and Establishment of Use Values

Vision is fully committed to uniformity of mass property valuation across the County and uses rigorous statistical tests to validate all valuation results.

Specifically, Vision will employ a market-adjusted cost approach, which it has successfully utilized in over 300 jurisdictions. It is a system that is very effective for estimating market value.

Land valuation will be accomplished through an analysis of vacant sales, as well as a land residual analysis, which is achieved by deducting improvement values and extracting land values from improved sales. This analysis results in a base land curve. In each municipality, neighborhoods will be established that represent similar value patterns, and neighborhood factors will be generated. Each neighborhood, street by street, will also be rated for desirability, which provides a second factor that may be applied to the base square foot schedule to account for differences in location. In addition, condition factors will be applied to account for negative or positive influences on value such as topography, view, irregular lot shape, waterfront, and other factors.

Overall property values, including improvement value, will be verified by the sales ratio analysis, segregated by the pertinent value-related factors of each property. This analysis will be stratified into various categories including style of property, segmented by size and age, by lot size and location factors. This analysis enables the appraisers to fine-tune the final tables for each property to create a mirror image of market sales activity within the jurisdiction.

For commercial/industrial properties, all three approaches to value will be employed. For all income-producing commercial property, the income approach, utilizing a direct capitalization approach, will be employed. For commercial/industrial properties that are basically non-income-producing, the secondary approach will be the market approach, utilizing the square foot values derived from the sales analysis for the particular use type of the property. Square foot values will be segregated by type, including industrial, warehouse, retail, etc. and will provide reasonable ranges for per square foot sale prices

of building areas. Land value, once determined, will be added to building value for an estimate of total value.

The replacement cost approach to value will be employed for both residential and commercial and industrial properties as follows:

Information derived from our cost analysis will provide the basis for determining the cost pricing schedules used in the valuation of residential and commercial/industrial properties.

Subsequent to the determination of replacement cost pricing schedules and the establishment of land values, Vision will analyze the sales of improved properties in order to derive an estimate of physical and functional depreciation and economic obsolescence. A report on this study of sales of improved properties will be made to the Assessor, listing the comparison subjects, and detailing the schedules of adjustments to be made prior to valuation production.

Physical and functional depreciation and economic obsolescence will be computed to be the difference between the selling price of the total property and the sum of the estimated replacement cost new of the improvement plus the estimated land value.

Provided that a sufficient number of sales are available, guidelines in the form of tables based upon the condition, desirability, and usefulness of a building relative to its actual age will be developed. After approval by the Assessor, these tables will be used to estimate the depreciation of comparable subject properties.

All of these tables are then applied to each parcel in the neighborhood. This value then becomes the final proposed value and once accepted, becomes the final assessed value.

Defense of Values

To not overestimate the fixed price cost to the County for services that may not be reached or exceeded, Vision has included 15 man days of Informal Review/Hearings. This is a typical Review benchmark for jurisdictions who revalue on a 4–6-year cycle.

Additional Informal Reviews support can be provided at a rate of \$900 (Nine Hundred Dollars) per Diem for residential properties and \$1,100 (One Thousand One Hundred Dollars) per Diem for commercial properties.

Vision will be using a combination of in person, email, and phone calls to handle informal appeals.

As clarification Vision would need the County to provide space for the in-person informal appeal meetings. We have not included office space in our proposal.

Vision is also anticipating that the County will assist with the scheduling of the informal appeals and helping to address public questions during the projects.

In preparation for Informal Reviews/Hearings with the public, Vision personnel are trained in providing clear, fact-based information to taxpayers. This includes utilizing the reporting capabilities within the CAMA system to provide transparent and easily explainable data about each property. Vision plans to provide most of the informal hearings remotely but will provide the option for in-person meetings. If any hearings are scheduled on-site, the County would need to provide office space.

As part of our scope for Defense of Values, we will also provide 2 days of training for County Officials. Any additional assistance with County training will be billed at the rate of \$1,400 (One Thousand Four Hundred Dollars) per Diem.

We have included 10 man days of Defense of Values after the Informal Reviews/Hearings in our proposal. Any additional support after the Informal Reviews/Hearings for formal Board Appeals, Board of Equalization, litigation days, litigation preparation, or narrative report preparation will be billed at the rate of \$1,400 (One Thousand Four Hundred Dollars) per Diem and is not included in the fixed-price proposal.

Project Timetable

Delay in execution of the contract prior to May 1, 2026, will affect all project timetable dates and can affect pricing.

TASK	FROM	TO
Project Commencement	06/01/2026	06/15/2026
Parcel analysis & Permit/Sales Data Collection	08/01/2026	10/01/2026
Land Study and Building Market Study	08/01/2026	10/1/2026
Field work completed	10/01/2026	
New Construction and Permits Reviewed	06/01/2026	10/15/2026
Update Sales Study	09/01/2026	10/01/2026
Preliminary Assessment notices mailed	11/15/2026	
Informal Hearings and Hearing Changed notices mailed out	01/01/2027	02/01/2027
Finalization, completion of Reassessment Book	02/01/2027	
Project Completion	02/01/2027	

The schedule above is estimated and will be confirmed before the start of the 2027 Full Reassessment project. A similar schedule will be created for the 2029 Administrative Reassessment.

Vision can provide per Diem rates for work that is either (a) outside the bounds of scope in the Request for Proposal or (b) begins after the February 1, 2027 end date.

The Vision Public Relations “Menu”

Vision believes in collaborating closely with County officials to design a Public Relations program that works for the various communities and organizations within Greene County. At its core, the goal of a reassessment program is to provide equity to the taxpayer base, making communication and transparency the foundation of a successful project.

Public Relations programs within a reassessment are often designed to accomplish multiple objectives, such as:

- Educating the public on the necessity of accurate market-based valuation for the *fair and equitable distribution of the tax burden*
- Demonstrating the *equity and accuracy* of the valuation process, using substantiating data to provide transparency, and *accountability* during defense of values

To that end, Vision brings a robust set of resources and seasoned appraisal professionals to guide the County toward a program that aligns best with local needs.

Among the menu of options that we provide, in close collaboration with the County, are:

1. **PLANNING:** Preparatory consultation with Vision’s team of appraisal professionals, designed to:
 - a. Define objectives of the Public Relations program
 - b. Identify critical goals for the reassessment (e.g., accuracy, transparency, equity, etc.)
 - c. Identify stakeholder landscape for outreach (e.g., commercial vs. residential; local political representatives; business bureaus; neighborhood groups, etc.)
 - d. Develop a Public Relations project plan for transparency and positive taxpayer experience, with specific dated milestones

As part of this planning process, Vision will provide:

- Information about company history and experience in similar counties
- Explanation of the project, time schedule, and phase breakdowns
- Description of the most effective ways for property owners to become involved
- Project update notices on where the project is during each phase
- Notification and explanation of the hearings process and how property owners can prepare effectively
- Explanation of the appeals process, should property owners disagree with new values after hearings
- Sample letters and articles from other counties demonstrating positive press experience

Montgomery County, Virginia 2027 Reassessment

HOW WILL REASSESSMENT IMPACT TAXES?

Montgomery County's tax bill equation is
 $\text{Property Assessment} \times \text{Tax Rate} = \text{the Tax Bill}$.

The real estate tax rate is adopted each April
by the Board of Supervisors as part of the
annual budget process.

The real estate tax bills are typically mailed in
May, with a June 5 payment deadline.



WHERE CAN I GET ADDITIONAL INFORMATION?

Visit the reassessment website to learn more
or contact the local reassessment office

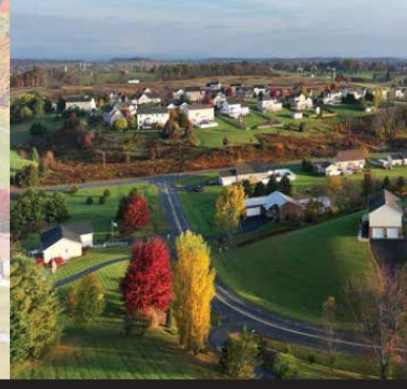
www.vgsi.com/montgomery-county-reassessment
(540) 382-5710
reassessment@montgomerycountyva.gov

**Montgomery County
Reassessment Office**
755 Roanoke St., Suite 1A
Christiansburg, VA 24073
(540) 382-5710
reassessment@montgomerycountyva.gov
Office Hours:
Monday - Friday 8:00 am - 4:30 pm

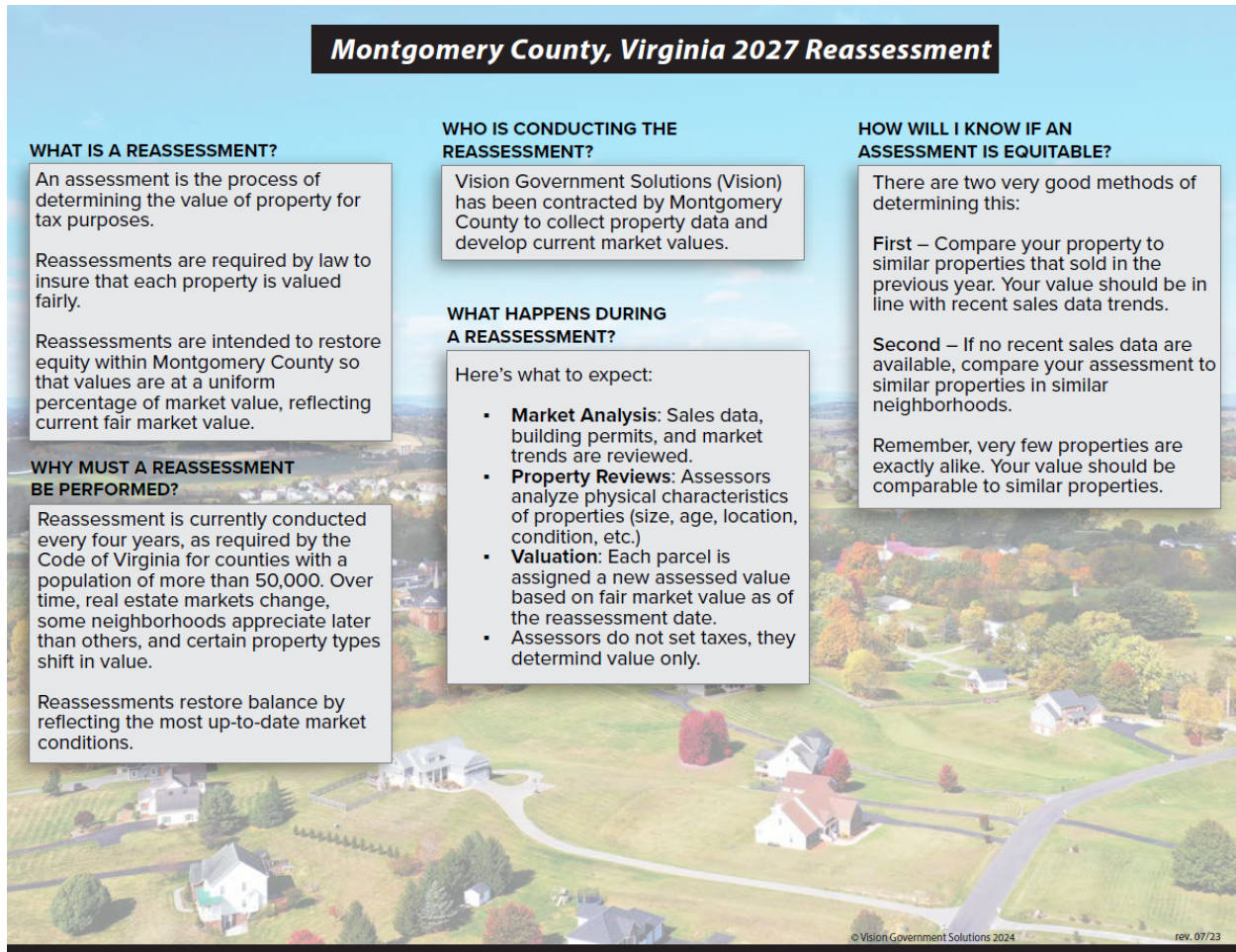


MONTGOMERY COUNTY

2027 Reassessment



Sample "Reassessment Explained" Brochure Page One



Montgomery County, Virginia 2027 Reassessment

WHAT IS A REASSESSMENT?

An assessment is the process of determining the value of property for tax purposes.

Reassessments are required by law to insure that each property is valued fairly.

Reassessments are intended to restore equity within Montgomery County so that values are at a uniform percentage of market value, reflecting current fair market value.

WHO IS CONDUCTING THE REASSESSMENT?

Vision Government Solutions (Vision) has been contracted by Montgomery County to collect property data and develop current market values.

WHAT HAPPENS DURING A REASSESSMENT?

Here's what to expect:

- **Market Analysis:** Sales data, building permits, and market trends are reviewed.
- **Property Reviews:** Assessors analyze physical characteristics of properties (size, age, location, condition, etc.)
- **Valuation:** Each parcel is assigned a new assessed value based on fair market value as of the reassessment date.
- Assessors do not set taxes, they determine value only.

HOW WILL I KNOW IF AN ASSESSMENT IS EQUITABLE?

There are two very good methods of determining this:

First – Compare your property to similar properties that sold in the previous year. Your value should be in line with recent sales data trends.

Second – If no recent sales data are available, compare your assessment to similar properties in similar neighborhoods.

Remember, very few properties are exactly alike. Your value should be comparable to similar properties.

WHY MUST A REASSESSMENT BE PERFORMED?

Reassessment is currently conducted every four years, as required by the Code of Virginia for counties with a population of more than 50,000. Over time, real estate markets change, some neighborhoods appreciate later than others, and certain property types shift in value.

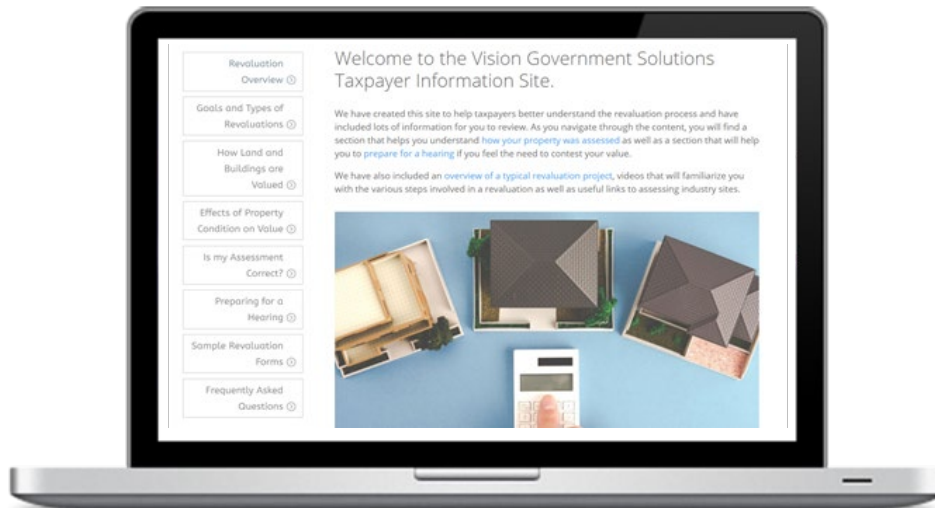
Reassessments restore balance by reflecting the most up-to-date market conditions.

© Vision Government Solutions 2024 rev. 07/23

Sample "Reassessment Explained" Brochure Page Two

2. **DISSEMINATION:** Identification and support of distribution channels that enable accurate reassessment information to disseminate throughout the County, including:
 - a. Leveraging the power of social media, such as local County Facebook or NextDoor pages, to communicate in real-time with the greatest number of taxpayers
 - b. Registering Vision staff with local Police as well as Greene County Emergency Services Department
 - c. Providing clearly identifying markers / identification for field staff, including safety vests, Vision-branded apparel, and car magnets
 - d. Providing or publishing online newsletters to provide full transparency into the reassessment process
 - e. Providing opportunities for remote or onsite engagement, such as local information meetings at the beginning and end of the reassessment process

- f. Engaging local organizations such as business bureaus, local community organizations, and neighborhood groups in proactive discussion around the reassessment process
- g. Using the tools of traditional media, according to the local media landscape, including newspaper notices and press releases at each stage of the project. Vision can offer to co-write an OpEd or Press Release for local media outlets.
- h. Providing Question & Answer brochures to arm the Assessing Team with informative materials to provide for taxpayers
- i. Access to our 'What is a Revaluation' website, which has tracked 2.0M unique hits since launched in 2005
- j. Installing media monitoring tools such as Google Alerts to ensure constant real-time feedback from the press, enabling the team to integrate feedback and improvements



Vision's "Reassessment FAQ's" Website

- 3. **DATA-BACKED VALUATION SUPPORT:** Providing materials to demonstrate the accuracy and depth of analysis and equity of value throughout the County:
 - a. Using quantitative data to provide accountability and accuracy in the valuation process, including:
 - i. Progress markers to demonstrate project status
 - ii. GIS / mapping visualizations
 - iii. IAAO-approved statistics
 - iv. Data reports from *Vision 8 CAMA*
 - b. Valuation notices for taxpayers

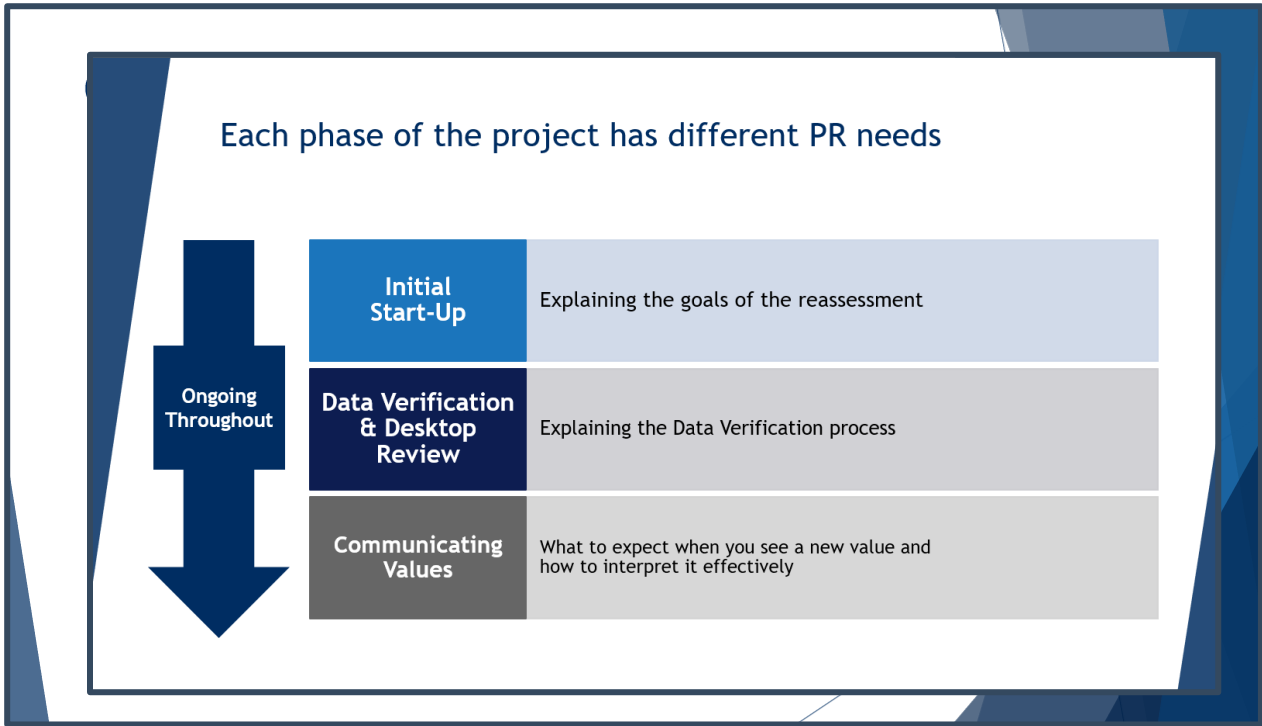
- c. Translating quantitative data into a public-friendly format, including using tools such as:
 - i. Infographics
 - ii. Color-coded map visualizations
 - iii. Status markers against a reassessment process chart



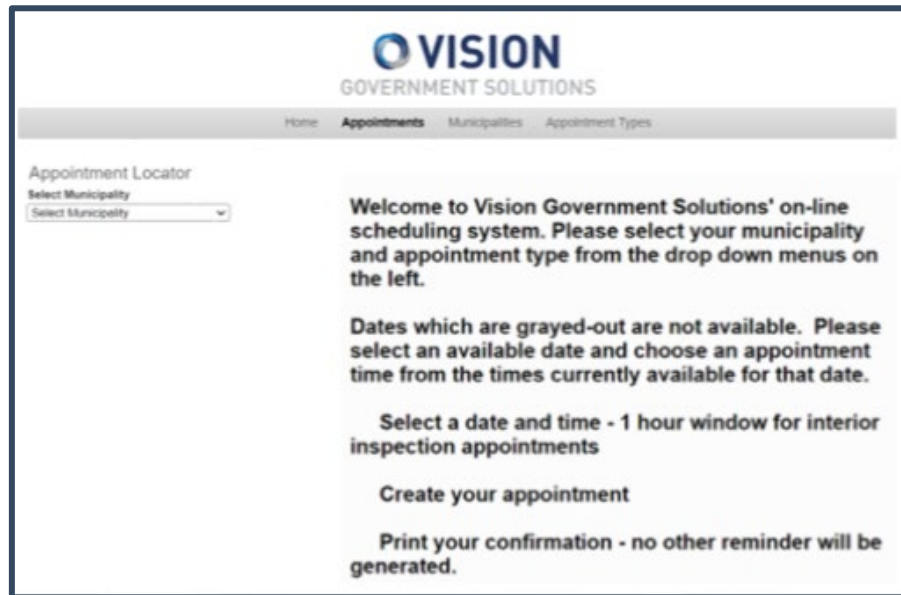
Vision's Public-Facing Hearings Booking Website

In addition, Vision provides several options to dramatically reduce the burden of reassessment on the taxpayer base, including:

1. The ability to book inspection appointments and Informal Reviews online on Vision's website
2. Access to our taxpayer parcel data website, with property attributes, sketches, Property Record Cards, GIS information, and more



Sample Online Appointment Booking System



Sample Reassessment Website

The Montgomery County VA Reassessment site can be viewed by following this link:

[Montgomery County VA Reassessment - Vision Government Solutions](#)

This can also be found on the Montgomery County VA website under the reassessment section.



Exhibit B: Vision's Staffing Plan

FRED W. PEARSON

Vice President, Vision Government Solutions Inc.
Certified General Real Estate Appraiser

CERTIFICATION

Certified Virginia General Appraiser, Virginia Real Estate Appraiser Board
Certified Virginia Professional Assessor, Virginia Department of Taxation
Certified Ad Valorem Appraiser, North Carolina Dept. of Revenue
Certified Georgia Real Property Appraiser, Georgia Real Estate Commission
Certified North Carolina General Appraiser, North Carolina Appraisal Board
Certified Delaware General Appraiser

EXPERIENCE

For the past 42 years, co-owner and manager of Pearson's Appraisal Service successfully managed and supervised reassessments and revaluations for Virginia and North Carolina municipalities including the following:

Appomattox County, VA	Beaufort County, NC
Amelia County, VA	Chatham County, NC
Augusta County, VA	Clay County, NC
Bland County, VA	
Buckingham County, VA	Durham County, NC
Brunswick County, VA	Edgecombe County, NC
Caroline County, VA	Granville County, NC
Charlotte County, VA	Johnston County, NC
City of Buena Vista, VA	Madison County, NC
City of Covington, VA	Macon County, NC
City of Emporia, VA	Nash County, NC
City of Fredericksburg, VA	Onslow County, NC
City of Norton, VA	Pasquotank County, NC
City of Winchester, VA	
Cumberland County, VA	Perquimans County, NC
Dickenson County, VA	Sampson County, NC
	Swain County, NC
Essex County, VA	Stanly County, NC
Fauquier County, VA	Westmoreland County, VA.
Fluvanna County, VA	Wise County, NC
Giles County, VA	Wythe County, NC
Greene County, VA	
Greensville County, VA	City of Seaford, DE
Lee County, V	Town of Dagsboro, DE
Lunenburg County, VA	Town of Milton, DE
Madison County, VA	Town of Millsboro, DE

Northampton County, VA
Northumberland County, VA
Nottoway County, VA

Town of Ocean View, DE
Town of Delmar, DE
Town of Bethany Beach, DE

Prince Edward County, VA
Richmond County, VA
Russell County, VA
Smyth County, VA
Sussex County, VA
Washington County, VA

Prior to incorporation of Pearson's Appraisal Service, appraisal experience includes working for the Virginia Department of Taxation.

EDUCATION

B.S. Business Administration, Atlantic Christian College, Wilson, North Carolina
Completed Courses 1, 2 and 3 under the supervision of the IAAO.

REFERENCES

April Hamby Crabtree
Commissioner of the Revenue
Washington County, Virginia
(276) 676-6270
acrabtree@washcova.com
Scope was full Reassessment

Julie Phillips
Commissioner of the Revenue
Cumberland County, Virginia
(804) 492-4288
jphillips@cumberlandcounty.virginia.gov
Scope was full Reassessment

Todd E. Thomas
Commissioner of the Revenue
Northumberland County, VA
(804) 580-4600
tthomas@co.northumberland.va.us
Scope was full Reassessment

NUMBER OF YEARS OF APPRAISAL EXPERIENCE

42 Years

Exhibit C – PRICE FORM

Greene COUNTY REASSESSMENT PROJECT

Reassessment Project:

Vision 2027 Full Reassessment Services **\$327,185.00**

Vision 2029 Administrative Reassessment Services **\$147,325.00**

New Construction and Permits **\$600.00 per diem**

Pricing Clarifications

The Reassessment project price is based on a parcel count of 12,038 and 557 mobile homes. In the event that the number of parcels and mobile homes should exceed 12,595 Contractor shall be entitled to additional compensation of \$25.98 (for the 2027 Full Reassessment) or \$11.70 (for the 2029 Administrative Reassessment) for each parcel that exceeds 12,595.

Vision will bill separately for New Construction and Permits during the 2027 Full Reassessment, the 2029 Administrative Reassessment and for the two years following each reassessment.

Contract: Vision has reviewed the sample contract terms & conditions and respectfully requests to use the Virginia-specific Vision appraisal agreements as the basis for contracting. These agreements reflect the unique requirements of the scope of a mass appraisal project in Virginia and have been used by many Virginia Counties in the past. If that is not acceptable to the County, Vision respectfully requests the opportunity to discuss the following terms: Default (section C), Indemnification (section N), Termination and Cancellation (Section V), and the insertion of a mutual limitation of liability.

Vision would utilize a 30-day payment structure for the project. Payments shall be made in the following manner: Thirty (30) days after the execution of the Agreement, and thereafter within ten (10) days of the end of each succeeding month, VISION shall forward to the Assessor an invoice of work completed during the thirty (30) day period of the preceding month. Such invoice will itemize and accurately indicate the extent and nature of the work performed. All monthly progress reports and work completed will be subject to review and approval of the Assessor. Payment shall be within 30 (thirty) days of invoice date.

Per Diem Rates for Appraisal Work

Appraisal Project Manager	\$ <u>1,200</u>
Senior Appraiser	\$ <u>1,100</u>
Appraiser	\$ <u>900</u>
Data Collector	\$ <u>550</u>
Clerical / Data Entry	\$ <u>500</u>
Senior Systems Manager	\$ <u>1,200</u>
Systems Project Manager	\$ <u>1,200</u>
Senior Programmer / Analyst	\$ <u>1,200</u>
Programmer / Analyst	\$ <u>1,200</u>
Application Training	\$ <u>1,200</u>
Testing / Application Support / Documentation	\$ <u>1,200</u>
External System Consultant	\$ <u>1,600</u>
System Design Consultant	\$ <u>1,200</u>
Formal Hearing Appraiser	\$ <u>1,400</u>
Court Appeal Preparation	\$ <u>1,400</u>
Court Appeal Appraisal Services (testimony and appraisal)	\$ <u>1,400</u>

All rates are per Diem (8 hours) and do not include any travel expenses.

ATTACHMENT A – Reference Form

Vendor to complete all blanks in this document. Please list at least three with whom you have had similar contracts during the past three years. These references must be included with your proposal.

1. Company/County Washington County, Virginia (Scope was Full Reassessment)

Contact Name April Hamby Crabtree, Commissioner of the Revenue

Telephone Number (276) 676-6270

Email acrabtree@washcova.com

2. Company/County Cumberland County, Virginia (Scope was Full Reassessment)

Contact Name Julie Phillips, Commissioner of the Revenue

Telephone Number (804) 492-4288

Email jphillips@cumberlandcounty.virginia.gov

3. Company/County Northumberland County, Virginia (Scope was Full Reassessment)

Contact Name Todd E. Thomas, Commissioner of the Revenue

Telephone Number (804) 580-4600

Email tthomas@co.northumberland.va.us

ATTACHMENT B – BID RESPONSE FORM

This form should be completed and returned as part of your bid packet.

1. NAME AND ADDRESS OF FIRM

SIGNATURE

BY (print name)

Sara Santos

TITLE

Chief Financial Officer

DATE March 27, 2026

COMPANY NAME

Vision Government Solutions, Inc.

STREET ADDRESS

1 Cabot Road, Suite 100

CITY, STATE, ZIP

Hudson, MA 01749

TELEPHONE

800-628-1013 ext 2

FAX

508-351-3798

E-MAIL

sales@vgi.com

SOCIAL SECURITY OR FEDERAL TAX I.D. # 04-2867314

GREENE COUNTY BUSINESS LICENSE #

VIRGINIA CONTRACTOR'S
LICENSE #

EXPIRATION DATE

CLASS

NAME OF INSURANCE CARRIER, BROKER OR AGENCY

Willis Towers Watson Insurance Co.

Pursuant to and in accordance with "Request for Proposals # 2026-003", the undersigned agrees to provide all equipment, fuel, transportation, insurance, labor, material, and other items as necessary, needed to successfully deliver and install the generators as stated in this RFP.

All prices shall include:

1. all applicable sales and/or use taxes,
2. all insurance premiums required,
3. all applicable allowances of this Bid Response Form

2. BID PRICE

RFP 2026-003 Reassessment Services

For furnishing all labor, equipment, materials, and insurance to perform work described in this RFP and in accordance with all the terms and conditions described therein:

To perform Reassessment of Real Property in the County of Greene, Virginia, excluding public service properties, in accordance with 58.1-3252 of the Virginia Code.

Price per parcel: \$ \$25.98*

Twenty Five Dollars and Ninety Eight Cents

Estimated Grand Total: \$ 327,185*

Three Hundred Twenty Seven Thousand One Hundred Eighty Five Dollars

*The Reassessment project price is based on a parcel count of 12,038 and 557 mobile homes. In the event that the number of parcels and mobile homes should exceed 12,595 Contractor shall be entitled to additional compensation of \$25.98 (for the 2027 Full Reassessment) or \$11.70 (for the 2029 Administrative Reassessment) for each parcel that exceeds 12,595

****The lump sum cost will be used to determine the apparent low bidder.***

**** Mathematical Errors. Discrepancies between the addition of the unit prices and the lump sum will be resolved by in favor of the unit prices (adding the unit prices to determine the correct lump sum). Discrepancies between words and figures will be resolved in favor of words.***

SUBCONTRACTORS

The following Subcontractors are proposed for the item(s) of work listed. Trade contractors are subject to review per the General Conditions. List only firms that will supply any labor at this site. Submit a reference form for each Subcontractor listed.

ITEM OF WORK	SUBCONTRACTOR
--------------	---------------

BID PRESENTATION

- A. The Contractor having carefully examined the Bid Documents and all other related documents, fully reviewed the existing site conditions, and having become familiar with all conditions affecting the proposed work, including the availability of labor, materials and equipment, agrees to perform all Work required by the Bid Documents.
- B. The Contractor, if awarded a Contract, agrees to commence the work on the date(s) specified in the Notice(s) to Proceed; to carry the work forward expeditiously with

adequate forces; and subject to authorized adjustments, to achieve Interim Milestones, Substantial Completion and Final Completion in accordance with the dates or periods of performance set forth in the Contract Documents.

CONTRACTOR’S ORGANIZATION (strike out all conditions that do not apply)

- A. An individual or sole proprietorship
- B. A partnership
- C. A joint venture
- D. A corporation organized under the laws of the State of Massachusetts


ATTACHMENTS

The following is a checklist of items that are to be included with the Bid Response Form and shall be completed by the Contractor:

- A. X Attachment A: Reference Sheet
- B. X Attachment B: Bid Response Form
- C. X Attachment C: SCC Form
- D. X Certificate of Insurance
- E. N/A Copies of any required licenses or permits
- F. N/A Copy of State Contractor’s License, if applicable

8. SIGNATURE AND SEAL

Signed and sealed this _____ 27th day of March _____, 2026

BIDDER - SIGNATURE: 

NAME: Sara Santos

TITLE: Chief Financial Officer

ATTACHMENT C

PROOF OF AUTHORITY TO TRANSACT BUSINESS IN VIRGINIA

THIS FORM MUST BE SUBMITTED WITH YOUR PROPOSAL/BID. FAILURE TO INCLUDE THIS FORM MAY RESULT IN REJECTION OF YOUR PROPOSAL/BID

Pursuant to Virginia Code §2.2-4311.2, an Offeror/Bidder organized or authorized to transact business in the Commonwealth pursuant to Title 13.1 or Title 50 of the Code of Virginia shall include in its proposal/bid the identification number issued to it by the State Corporation Commission (“SCC”). Any Offeror/Bidder that is not required to be authorized to transact business in the Commonwealth as a foreign business entity under Title 13.1 or Title 50 of the Code of Virginia or as otherwise required by law shall include in its proposal/bid a statement describing why the Offeror/Bidder is not required to be so authorized. Any Offeror/Bidder described herein that fails to provide the required information shall not receive an award unless a waiver of this requirement and the administrative policies and procedures established to implement this section is granted by the County Administrator.

If this quote for goods or services is accepted by the County of Greene, Virginia, the undersigned agrees that the requirements of the Code of Virginia Section 2.2-4311.2 have been met.

Please complete the following by checking the appropriate line that applies and providing the requested information.

A. Offeror/Bidder is a Virginia business entity organized and authorized to transact business in Virginia by the SCC and such vendor’s Identification Number issued to it by the SCC is _____.

B. Offeror/Bidder is an out-of-state (foreign) business entity that is authorized to transact business in Virginia by the SCC and such vendor’s Identification Number issued to it by the SCC is F1514423.

C. Offeror/Bidder does not have an Identification Number issued to it by the SCC and such vendor is not required to be authorized to transact business in Virginia by the SCC for the following reason(s): _____.

Please attach additional sheets if you need to explain why such Offeror/Bidder is not required to be authorized to transact business in Virginia.

Legal Name of Company (as listed on W-9)

Legal Name of Offeror/Bidder

Authorized Signature Date

Print or Type Name and Title

State Corporation Commission Clerk's Information System

Entity Information

Entity Information

Entity Name: Vision Government Solutions, Inc.	Entity ID: F1514423
Entity Type: Stock Corporation	Entity Status: Active
Series LLC: N/A	Reason for Status: Active and In Good Standing
Formation Date: N/A	Status Date: 08/02/2024
VA Qualification Date: 06/17/2002	Period of Duration: Perpetual
Industry Code: 0 - General	Annual Report Due N/A
	Date:
Jurisdiction: MA	Charter Fee: \$2500.00
Registration Fee Due Not Required	
Date:	

Registered Agent Information

RA Type: Entity	Locality: RICHMOND CITY
RA Qualification: BUSINESS ENTITY THAT IS AUTHORIZED TO TRANSACT BUSINESS IN VIRGINIA	
Name: CORPORATION SERVICE COMPANY	Registered Office 100 Shockoe Slip Fl 2, Address: Richmond, VA, 23219 - 4100, USA

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ADDITIONAL REMARKS SCHEDULE

AGENCY Willis Towers Watson Northeast, Inc.	NAMED INSURED HEMI TOPCO LLC 1 Cabot Rd Ste 100 Hudson, MA 01749
POLICY NUMBER See Page 1	NAIC CODE See Page 1
CARRIER See Page 1	EFFECTIVE DATE: See Page 1

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,
 FORM NUMBER: 25 FORM TITLE: Certificate of Liability Insurance

GHP-VGS Intermediate LLC
 GHP-VGS Purchaser LLC
 Hemi Purchaser, LLC
 Vision Government Solutions, Inc.
 Evaluator Services and Technology, Inc.
 Lexur Enterprises, Inc.
 Appraisal Research Corporation
 Stonewall Technologies, Inc.
 Arkansas CAMA Technology, LLC
 LandMark CAMA, LLC
 Pearson's Appraisal Service, LLC
 Wampler-Eanes
 Appraisal Group, Ltd.
 DataScout, LLC
 PTA-DelVal, LLC
 Pearsons Appraisal Service, LLC

Certificate Holder is included as an Additional Insured as respects to General Liability, Auto Liability and Umbrella/Excess Liability.

General Liability and Auto Liability shall be Primary and Non-Contributory with any other insurance in force for or which may be purchased by Additional Insured.

Waiver of Subrogation applies in favor of the Additional Insured with respects to General Liability, Auto Liability, Umbrella/Excess Liability and Workers Compensation as permitted by law.

INSURER AFFORDING COVERAGE: Evanston Insurance Company NAIC#: 35378
 POLICY NUMBER: MKLV1WMA001386 EFF DATE: 04/30/2025 EXP DATE: 05/31/2026

TYPE OF INSURANCE:	LIMIT DESCRIPTION:	LIMIT AMOUNT:
Directors & Officers	Each Claim	\$5,000,000
	Aggregate	\$5,000,000
	Retention	\$50,000

INSURER AFFORDING COVERAGE: Evanston Insurance Company NAIC#: 35378
 POLICY NUMBER: MKLV1WMA001386 EFF DATE: 04/30/2025 EXP DATE: 05/31/2026

TYPE OF INSURANCE:	LIMIT DESCRIPTION:	LIMIT AMOUNT:
Employment Practices Liability	Each Claim	\$3,000,000
	Aggregate	\$3,000,000
	Retention	\$50,000



ADDITIONAL REMARKS SCHEDULE

AGENCY Willis Towers Watson Northeast, Inc.		NAMED INSURED HEMI TOPCO LLC 1 Cabot Rd Ste 100 Hudson, MA 01749	
POLICY NUMBER See Page 1		NAIC CODE See Page 1	
CARRIER See Page 1		EFFECTIVE DATE: See Page 1	

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,
 FORM NUMBER: 25 FORM TITLE: Certificate of Liability Insurance

INSURER AFFORDING COVERAGE: Evanston Insurance Company NAIC#: 35378
 POLICY NUMBER: MKLV1WMA001386 EFF DATE: 04/30/2025 EXP DATE: 05/31/2026

TYPE OF INSURANCE:	LIMIT DESCRIPTION:	LIMIT AMOUNT:
Fiduciary	Each Claim	\$1,000,000
	Aggregate	\$1,000,000
	Retention	\$0

INSURER AFFORDING COVERAGE: Beazley Insurance Company Inc NAIC#: 37540
 POLICY NUMBER: V39914250101 EFF DATE: 04/30/2025 EXP DATE: 05/31/2026

TYPE OF INSURANCE:	LIMIT DESCRIPTION:	LIMIT AMOUNT:
Crime/Fidelity	Limit	\$1,000,000
	Retention	\$10,000

INSURER AFFORDING COVERAGE: Westfield Specialty Insurance Company NAIC#: 16992
 POLICY NUMBER: XCE-492730V-00 EFF DATE: 07/21/2025 EXP DATE: 07/21/2026

TYPE OF INSURANCE:	LIMIT DESCRIPTION:	LIMIT AMOUNT:
Excess Cyber/Tech E&O	Aggregate	\$2,500,000 xs of \$5,000,000

ADDITIONAL BENEFITS

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

This endorsement modifies insurance provided under the following:

**Business Auto Coverage Form
Auto Dealers Auto Coverage Form
Motor Carrier Coverage Form**

The following Condition is added to each Common Policy Conditions included in this policy:

Additional Benefits

1. We may offer or provide, or allow others to offer or provide, you or another insured under this policy with goods and services, access to discounted goods and services, other program benefits or other items of value that could assist your business with managing your risk, with servicing your policy or with staying informed about loss control and mitigation of risk.
2. These Additional Benefits may be provided in any form. You or another insured under this policy may be eligible to receive additional benefits. You are under no obligation to pursue any of these Additional Benefits.
3. While we may arrange for these Additional Benefits, the other provider is liable to you or the other insured for the provision of the goods and services. We do not warrant the merchantability, fitness or quality of any goods or services provided or assume any additional obligation related to any Additional Benefits provided.
4. We have the right to modify or discontinue any Additional Benefits provided by us, or others authorized by us, without notice to you or any other insured.

All other terms, conditions and limitations of this Policy shall remain unchanged.

COMMERCIAL AUTOMOBILE

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

COMMERCIAL AUTOMOBILE BROAD FORM ENDORSEMENT

This endorsement modifies insurance provided under the following:

BUSINESS AUTO COVERAGE FORM

This endorsement modifies the Business Auto Coverage Form.

1. EXTENDED CANCELLATION CONDITION

Paragraph A.2.b. – CANCELLATION - of the COMMON POLICY CONDITIONS form IL 00 17 is deleted and replaced with the following:

- b. 60 days before the effective date of cancellation if we cancel for any other reason.

2. BROAD FORM INSURED

A. Subsidiaries and Newly Acquired or Formed Organizations As Insureds

The Named Insured shown in the Declarations is amended to include:

1. Any legally incorporated subsidiary in which you own more than 50% of the voting stock on the effective date of the Coverage Form. However, the Named Insured does not include any subsidiary that is an "insured" under any other automobile policy or would be an "insured" under such a policy but for its termination or the exhaustion of its Limit of Insurance.
2. Any organization that is acquired or formed by you and over which you maintain majority ownership. However, the Named Insured does not include any newly formed or acquired organization:
 - (a) That is an "insured" under any other automobile policy;
 - (b) That has exhausted its Limit of Insurance under any other policy; or
 - (c) 180 days or more after its acquisition or formation by you, unless you have given us written notice of the acquisition or formation.

Coverage does not apply to "bodily injury" or "property damage" that results from an "accident" that occurred before you formed or acquired the organization.

B. Employees as Insureds

Paragraph A.1. – WHO IS AN INSURED – of SECTION II – LIABILITY COVERAGE is amended to add the following:

- d. Any "employee" of yours while using a covered "auto" you don't own, hire or

borrow in your business or your personal affairs.

C. Lessors as Insureds

Paragraph A.1. – WHO IS AN INSURED – of SECTION II – LIABILITY COVERAGE is amended to add the following:

- e. The lessor of a covered "auto" while the "auto" is leased to you under a written agreement if:
 - (1) The agreement requires you to provide direct primary insurance for the lessor; and
 - (2) The "auto" is leased without a driver. Such leased "auto" will be considered a covered "auto" you own and not a covered "auto" you hire. However, the lessor is an "insured" only for "bodily injury" or "property damage" resulting from the acts or omissions by:
 1. You;
 2. Any of your "employees" or agents; or
 3. Any person, except the lessor or any "employee" or agent of the lessor, operating an "auto" with the permission of any of 1. and/or 2. above.

D. Persons And Organizations As Insureds Under A Written Insured Contract

Paragraph A.1 – WHO IS AN INSURED – of SECTION II – LIABILITY COVERAGE is amended to add the following:

- f. Any person or organization with respect to the operation, maintenance or use of a covered "auto", provided that you and such person or organization have agreed under an express provision in a written "insured contract", written agreement or a written permit issued to you by a governmental or public authority to add such person or organization to this policy as an "insured". However, such person or organization is an "insured" only:

- (1) with respect to the operation, maintenance or use of a covered "auto"; and
- (2) for "bodily injury" or "property damage" caused by an "accident" which takes place after:
 - (a) You executed the "insured contract" or written agreement; or
 - (b) The permit has been issued to you.

3. FELLOW EMPLOYEE COVERAGE

EXCLUSION B.5. - FELLOW EMPLOYEE – of SECTION II – LIABILITY COVERAGE does not apply.

4. PHYSICAL DAMAGE – ADDITIONAL TEMPORARY TRANSPORTATION EXPENSE COVERAGE

Paragraph A.4.a. – TRANSPORTATION EXPENSES – of SECTION III – PHYSICAL DAMAGE COVERAGE is amended to provide a limit of \$50 per day for temporary transportation expense, subject to a maximum limit of \$1,000.

5. AUTO LOAN/LEASE GAP COVERAGE

Paragraph A. 4. – COVERAGE EXTENSIONS - of SECTION III – PHYSICAL DAMAGE COVERAGE is amended to add the following:

c. Unpaid Loan or Lease Amounts

In the event of a total "loss" to a covered "auto", we will pay any unpaid amount due on the loan or lease for a covered "auto" minus:

1. The amount paid under the Physical Damage Coverage Section of the policy; and
2. Any:
 - a. Overdue loan/lease payments at the time of the "loss";
 - b. Financial penalties imposed under a lease for excessive use, abnormal wear and tear or high mileage;
 - c. Security deposits not returned by the lessor;
 - d. Costs for extended warranties, Credit Life Insurance, Health, Accident or Disability Insurance purchased with the loan or lease; and
 - e. Carry-over balances from previous loans or leases.

We will pay for any unpaid amount due on the loan or lease if caused by:

1. Other than Collision Coverage only if the Declarations indicate that Comprehensive Coverage is provided for any covered "auto";
2. Specified Causes of Loss Coverage only if the Declarations indicate that Specified Causes of Loss Coverage is provided for any covered "auto"; or
3. Collision Coverage only if the Declarations indicate that Collision Coverage is provided for any covered "auto."

6. RENTAL AGENCY EXPENSE

Paragraph A. 4. – COVERAGE EXTENSIONS – of SECTION III – PHYSICAL DAMAGE COVERAGE is amended to add the following:

d. Rental Expense

We will pay the following expenses that you or any of your "employees" are legally obligated to pay because of a written contract or agreement entered into for use of a rental vehicle in the conduct of your business:

MAXIMUM WE WILL PAY FOR ANY ONE CONTRACT OR AGREEMENT:

1. \$2,500 for loss of income incurred by the rental agency during the period of time that vehicle is out of use because of actual damage to, or "loss" of, that vehicle, including income lost due to absence of that vehicle for use as a replacement;
2. \$2,500 for decrease in trade-in value of the rental vehicle because of actual damage to that vehicle arising out of a covered "loss"; and
3. \$2,500 for administrative expenses incurred by the rental agency, as stated in the contract or agreement.
4. \$7,500 maximum total amount for paragraphs 1., 2. and 3. combined.

7. EXTRA EXPENSE – BROADENED COVERAGE

Paragraph A.4. – COVERAGE EXTENSIONS – of SECTION III – PHYSICAL DAMAGE COVERAGE is amended to add the following:

e. Recovery Expense

We will pay for the expense of returning a stolen covered "auto" to you.

8. AIRBAG COVERAGE

Paragraph B.3.a. - EXCLUSIONS – of SECTION III – PHYSICAL DAMAGE COVERAGE does not apply to the accidental or unintended discharge of an airbag. Coverage is excess over any other collectible insurance or warranty specifically designed to provide this coverage.

9. AUDIO, VISUAL AND DATA ELECTRONIC EQUIPMENT - BROADENED COVERAGE

Paragraph C.1.b. – LIMIT OF INSURANCE - of SECTION III - PHYSICAL DAMAGE is deleted and replaced with the following:

- b. \$2,000 is the most we will pay for "loss" in any one "accident" to all electronic equipment that reproduces, receives or transmits audio, visual or data signals which, at the time of "loss", is:
 - (1) Permanently installed in or upon the covered "auto" in a housing, opening or other location that is not normally used by the "auto" manufacturer for the installation of such equipment;
 - (2) Removable from a permanently installed housing unit as described in Paragraph 2.a. above or is an integral part of that equipment; or
 - (3) An integral part of such equipment.

10. GLASS REPAIR – WAIVER OF DEDUCTIBLE

Under Paragraph D. - DEDUCTIBLE – of SECTION III – PHYSICAL DAMAGE COVERAGE the following is added:

No deductible applies to glass damage if the glass is repaired rather than replaced.

11. TWO OR MORE DEDUCTIBLES

Paragraph D.- DEDUCTIBLE – of SECTION III – PHYSICAL DAMAGE COVERAGE is amended to add the following:

If this Coverage Form and any other Coverage Form or policy issued to you by us that is not an automobile policy or Coverage Form applies to the same “accident”, the following applies:

1. If the deductible under this Business Auto Coverage Form is the smaller (or smallest) deductible, it will be waived; or
2. If the deductible under this Business Auto Coverage Form is not the smaller (or smallest) deductible, it will be reduced by the amount of the smaller (or smallest) deductible.

12. AMENDED DUTIES IN THE EVENT OF ACCIDENT, CLAIM, SUIT OR LOSS

Paragraph A.2.a. - DUTIES IN THE EVENT OF AN ACCIDENT, CLAIM, SUIT OR LOSS of SECTION IV - BUSINESS AUTO CONDITIONS is deleted and replaced with the following:

- a. In the event of “accident”, claim, “suit” or “loss”, you must promptly notify us when the “accident” is known to:
 - (1) You or your authorized representative, if you are an individual;
 - (2) A partner, or any authorized representative, if you are a partnership;
 - (3) A member, if you are a limited liability company; or
 - (4) An executive officer, insurance manager, or authorized representative, if you are an organization other than a partnership or limited liability company.

Knowledge of an “accident”, claim, “suit” or “loss” by other persons does not imply that the persons listed above have such knowledge.

Notice to us should include:

- (1) How, when and where the “accident” or “loss” occurred;
- (2) The “insured’s” name and address; and
- (3) To the extent possible, the names and addresses of any injured persons or witnesses.

13. WAIVER OF SUBROGATION

Paragraph A.5. - TRANSFER OF RIGHTS OF RECOVERY AGAINST OTHERS TO US of SECTION IV – BUSINESS AUTO CONDITIONS is deleted and replaced with the following:

5. We will waive the right of recovery we would otherwise have against another person or organization for “loss” to which this insurance applies, provided the “insured” has waived

their rights of recovery against such person or organization under a contract or agreement that is entered into before such “loss”.

To the extent that the “insured’s” rights to recover damages for all or part of any payment made under this insurance has not been waived, those rights are transferred to us. That person or organization must do everything necessary to secure our rights and must do nothing after “accident” or “loss” to impair them. At our request, the insured will bring suit or transfer those rights to us and help us enforce them.

14. UNINTENTIONAL FAILURE TO DISCLOSE HAZARDS

Paragraph B.2. – CONCEALMENT, MISREPRESENTATION or FRAUD of SECTION IV – BUSINESS AUTO CONDITIONS - is deleted and replaced with the following:

If you unintentionally fail to disclose any hazards existing at the inception date of your policy, we will not void coverage under this Coverage Form because of such failure.

15. AUTOS RENTED BY EMPLOYEES

Paragraph B.5. - OTHER INSURANCE of SECTION IV – BUSINESS AUTO CONDITIONS - is amended to add the following:

- e. Any “auto” hired or rented by your “employee” on your behalf and at your direction will be considered an “auto” you hire. If an “employee’s” personal insurance also applies on an excess basis to a covered “auto” hired or rented by your “employee” on your behalf and at your direction, this insurance will be primary to the “employee’s” personal insurance.

16. HIRED AUTO – COVERAGE TERRITORY

Paragraph B.7.b.(5). - POLICY PERIOD, COVERAGE TERRITORY of SECTION IV – BUSINESS AUTO CONDITIONS is deleted and replaced with the following:

- (5) A covered “auto” of the private passenger type is leased, hired, rented or borrowed without a driver for a period of 45 days or less; and

17. RESULTANT MENTAL ANGUISH COVERAGE

Paragraph C. of - SECTION V – DEFINITIONS is deleted and replaced by the following:

“Bodily injury” means bodily injury, sickness or disease sustained by any person, including mental anguish or death as a result of the “bodily injury” sustained by that person.

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

PRIMARY AND NON-CONTRIBUTORY LIABILITY INSURANCE

This endorsement modifies insurance provided under the following:

BUSINESS AUTO COVERAGE FORM

With respect to coverage provided by this endorsement, the provisions of the Coverage Form apply unless modified by the endorsement.

This endorsement changes the policy effective on the inception date of the policy unless another date is indicated below.

Named Insured: GHP-VGS PURCHASER LLC

Endorsement Effective Date: 03/04/2026

SCHEDULE

Name(s) Of Person(s) Or Organization(s):

PERSONS OR ORGANIZATIONS THAT YOU ARE OBLIGATED, PURSUANT TO A CONTRACT OR AGREEMENT, TO PROVIDE WITH SUCH INSURANCE AS IS AFFORDED BY THIS POLICY.

Information required to complete this Schedule, if not shown above, will be shown in the Declarations.

The following is added to Item 5. – “**Other Insurance**” of Item B. – “**General Conditions**” under Section IV – “**Business Auto Conditions**”:

e. Regardless of the provisions of Paragraph 5.a. through d. above, for any liability arising out of the ownership, maintenance, use, rental, lease, loan, hire or borrowing by an “insured” of a covered “auto” for which an “insured” is contractually obligated to provide primary insurance coverage to a client, this Coverage Form will be primary and non-contributory with respect to the Persons or Organizations in the schedule, regardless of the availability or existence of other collectible insurance under any other Coverage Form or policy that applies on a primary basis.

Liability Insurance**Endorsement**

<i>Policy Period</i>	MARCH 4, 2026 TO MARCH 4, 2027
<i>Effective Date</i>	MARCH 4, 2026
<i>Policy Number</i>	3606-61-85 DTO
<i>Insured</i>	GHP-VGS PURCHASER LLC
<i>Name of Company</i>	FEDERAL INSURANCE COMPANY
<i>Date Issued</i>	MARCH 5, 2026

This Endorsement applies to the following forms:

GENERAL LIABILITY
EMPLOYEE BENEFITS ERRORS OR OMISSIONS

Under Conditions, the following provision is added to the condition titled Other Insurance.

Conditions**Other Insurance -
Primary, Noncontributory
Insurance - Scheduled
Person Or Organization**

If you are obligated, pursuant to a written contract or agreement, to provide the person or organization described in the Schedule (that is also included in the Who Is An Insured section of this contract) with primary insurance such as is afforded by this policy, then this insurance is primary and we will not seek contribution from insurance available to such person or organization.

Schedule

Persons or organizations described in the Who Is An Insured section of this contract and that you are obligated, pursuant to a written contract or agreement, to provide with primary insurance as is afforded by this policy, but only to the minimum extent required by such contract or agreement.

All other terms and conditions remain unchanged.

Authorized Representative



Endorsement

<i>Policy Period</i>	MARCH 4, 2026 TO MARCH 4, 2027
<i>Effective Date</i>	MARCH 4, 2026
<i>Policy Number</i>	3606-61-85 DTO
<i>Insured</i>	GHP-VGS PURCHASER LLC
<i>Name of Company</i>	FEDERAL INSURANCE COMPANY
<i>Date Issued</i>	MARCH 5, 2026

This Endorsement applies to the following forms:

GENERAL LIABILITY

Under Who Is An Insured, the following provision is added.

Who Is An Insured

Additional Insured - Scheduled Person Or Organization

Persons or organizations shown in the Schedule are **insureds**; but they are **insureds** only if you are obligated pursuant to a contract or agreement to provide them with such insurance as is afforded by this policy.

However, the person or organization is an **insured** only:

- if and then only to the extent the person or organization is described in the Schedule;
- to the extent such contract or agreement requires the person or organization to be afforded status as an **insured**;
- for activities that did not occur, in whole or in part, before the execution of the contract or agreement; and
- with respect to damages, loss, cost or expense for injury or damage to which this insurance applies.

No person or organization is an **insured** under this provision:

- that is more specifically identified under any other provision of the Who Is An Insured section (regardless of any limitation applicable thereto).
- with respect to any assumption of liability (of another person or organization) by them in a contract or agreement. This limitation does not apply to the liability for damages, loss, cost or expense for injury or damage, to which this insurance applies, that the person or organization would have in the absence of such contract or agreement.

Conditions

(continued)

***Transfer Or Waiver Of
Rights Of Recovery
Against Others***

We will waive the right of recovery we would otherwise have had against another person or organization, for loss to which this insurance applies, provided the **insured** has waived their rights of recovery against such person or organization in a contract or agreement that is executed before such loss.

To the extent that the **insured**'s rights to recover all or part of any payment made under this insurance have not been waived, those rights are transferred to us. The **insured** must do nothing after loss to impair them. At our request, the **insured** will bring **suit** or transfer those rights to us and help us enforce them.

This condition does not apply to **medical expenses**.

WAIVER OF OUR RIGHT TO RECOVER FROM OTHERS ENDORSEMENT

We have the right to recover our payments from anyone liable for an injury covered by this policy. We will not enforce our right against the person or organization named in the Schedule. (This agreement applies only to the extent that you perform work under a written contract that requires you to obtain this agreement from us.)

This agreement shall not operate directly or indirectly to benefit anyone not named in the Schedule.

Schedule

Any person or organization against whom you have agreed to waive your right of recovery in a written contract, provided such contract was executed prior to the date of loss.

For policies or exposure in Missouri:

Any person or organization for which the employer has agreed by written contract, executed prior to loss, may execute a waiver of subrogation. However, for purposes of work performed by the employer in Missouri, this waiver of subrogation does not apply to any construction group of classifications as designated by the waiver of right to recover from others (subrogation) rule in our manual.

This endorsement changes the policy to which it is attached and is effective on the date issued unless otherwise stated.
(The information below is required only when this endorsement is issued subsequent to preparation of the policy.)

Endorsement Effective **03-04-26** Policy No. **71839794**

Endorsement No.

Insured **GHP-VGS PURCHASER LLC**

Premium \$ **Incl.**

Insurance Company **ACE Property and Casualty Insurance Company**

Countersigned By _____



OFFICE OF THE COUNTY ADMINISTRATOR
POST OFFICE BOX 358
STANARDSVILLE, VIRGINIA 22973
434-985-5201
FAX: 434-985-3705

ADDENDUM NO. 1: RFP# 2026-003

DATE: 03/19/2026

COMMODITY: Real Estate Assessment

IN RESPONSE TO RFP # 2026-003 ISSUED: March 2, 2026

This addendum forms a part of the bidding documents and modifies the chart listed as Exhibit A.

Updated chart below:

EXHIBIT A

Zoning District	2025 Parcel Count
C-1	979
A-1	6072
FP	2
R-1	3544
R-2	80
R-3	1
T-R1	2
T-R3	21
T-RC	61
SR	281
PUD	737
B-1	5
B-2	75
B-3	132
M-1	18
M-2	28
Total	12,136