

Town of New Market
Council Agenda
Council Chambers
Arthur L. Hildreth, Jr., Municipal Building

Tuesday, January 16th, 2024 at 6:30 p.m.

SPECIAL MESSAGE TO THE PUBLIC:
INTERESTED CITIZENS NOT WISHING TO ATTEND THE MEETING IN PERSON
MAY UTILIZE OUR LIVESTREAM BY ACCESSING THE TOWN OF NEW MARKET
VIRGINIA YOUTUBE CHANNEL:

<https://tinyurl.com/u427jww>

TENTATIVE AGENDA

Call to order and establishment of a quorum

Approval of the Agenda

Consent Agenda:

- 1) Minutes from the December 18th, 2023, Meeting of the New Market Town Council
- 2) Financial Statements for December 2023

Public Hearing: none

Citizen Comments and Petitions:

- 1) FY 23 Audit Recap presentation by Robinson, Farmer, & Cox Associates
- 2) VDOT Traffic Study presentation
- 3) Jeff Mongold, New Market Volunteer Fire & Rescue Department

Committee Reports: None

Staff Reports: Public Works Monthly Report – J.D. Fadley

Planning Department Monthly Report – N. Garrison

Public Safety Monthly Report – Chief Chris Rinker

Events & Marketing Monthly Report – Savannah Frazier

Action Items:

1. Discussion and consideration for the approval of the Vision Technology Group (VTG) service agreement.

Mayor's Comments:

Council Comments:

Staff Comments:

Closed Meeting: none

Adjournment

1 **Minutes of the New Market**
2 **Town Council Meeting**
3 **Monday, December 18th, 2023**
4 **6:30 pm**
5

6 The New Market Town Council met in the Council Chambers of the Arthur L.
7 Hildreth, Jr. Municipal Building on Monday, December 18th, 2023 with the following
8 members present: Mayor Larry Bompiani, Vice-Mayor Peggy Harkness, Bob King, and
9 Peter Hughes, Scott Wymer, Daryl Watkins and Janice Hannah.

10
11 Town Attorney – Jason Ham
12 Town Manager-Nathan Garrison
13 Town Treasurer – Teresa Green
14

15 Mayor Bompiani called the meeting to order at 6:30 p.m. and established a
16 quorum with 7 members present. The Pledge of Allegiance was recited in unison.
17 Mayor Bompiani welcomed all visitors and guests.
18

19 **Approval of the Agenda:**
20

21 Mr. Watkins moved to approve the agenda as presented. Mr. Wymer seconded the
22 motion. With no further discussion, the motion carried with a unanimous 6-0 vote.
23

24 Mrs. Hannah	Aye	Mr. King	Aye
25 Mr. Watkins	Aye	Mrs. Harkness	Aye
26 Mr. Hughes	Aye	Mr. Wymer	Aye

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28

29 **Consent Agenda:**
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31 Mr. Hughes moved to approve the Consent Agenda which included the minutes
32 from the November 20th, 2023 meeting of the New Market Town Council, December 4th,
33 2023 Joint Public Hearing of the New Market Town Council and the New Market
34 Planning Commission, along with the November 2023 Financial statement. Mr. Wymer
35 seconded the motion, with no further discussion, the motion carried with a unanimous
36 vote of 6-0.
37

38 Mrs. Hannah	Aye	Mr. King	Aye
39 Mr. Watkins	Aye	Mrs. Harkness	Aye
40 Mr. Hughes	Aye	Mr. Wymer	Aye

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45 **Public Hearing: none**
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50 **Citizen Comments and Petitions:**

51 Mr. Jeff Mongold, representative of the New Market Fire and Rescue Volunteer
52 Department, gave a report and power point presentation on the monthly call volume,
53 recruitment and retention, training, and community engagements. He stated that the
54 membership was at 30 volunteers. He explained that they have honorary members with
55 the Luray Fire Department. He explained that they help with fundraiser by running the
56 kitchen, and in turn they borrow tables and chairs for their events. They are continuing to
57 increase their volunteer base, and increase education of members, and their certifications.
58 Mr. Mongold shared photos of events that the members attended. Mrs. Harkness asked if
59 the 30 volunteer base number included the honorary members. He reported that it did not.
60 Mr. King inquired about volunteers standing by, and what that means. Mr. Mongold
61 explained that if volunteers are not on standby, they will have to come from home or the
62 call has to be answered by another entity that is farther. Mr. Mongold's PowerPoint
63 presentation is on file with the minutes.

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65 **Committee Reports:**

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67 **Staff Reports:**

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69 **1. Public Works Department Monthly Report – Mr. J. D. Fadley**

70 Mr. Fadley gave a power point presentation summarizing the projects on which
71 his department had worked over the past month. The Public Works Department repaired a
72 water main leak on Bindary Road, and on Shipp Street. They replaced a later from
73 property line to the sewer main at 9298 N. Congress Street. There was a sewer main
74 blockage at S. Congress Street and Stonewall Street that they fixed. The men's bathroom
75 at the New Market Community Center was upgraded with new paint, and old fixtures
76 removed. They hung up winter banners and continued their regular monthly maintenance
77 of the park restrooms and shelters, along with street and sidewalk maintenance. The
78 Water Department replaced chlorine injector at the water plant, and worked on VDH
79 Lead Service Line Program. They removed blockage in the pump at Stirewalt Pump
80 station, replaced three air valves CMF#1 at the water, pit-less adapter O Rings at SVA
81 well, and started working on CMF processor replacement. Mr. King asked about the new
82 maintenance building progress, and Mr. Fadley reported that the concrete walls were up
83 and the steel will be here before Christmas. A copy of Mr. Fadley's report is on file with
84 the minutes.

85
86 **2. Planning Department Monthly Report – Nathan Garrison**

87 Mr. Garrison reported that the Village at Smith Creek development have
88 submitted for re-approval for DEQ and VDOT permits for the subdivision. For the
89 Community Center and DHCD Planning Grant, he reported that interviews for firms for
90 the planning and feasibility study will begin.

91
92 **3. Public Safety Monthly Report – Chief Chris Rinker**

93 Chief Rinker gave a power point presentation highlighting the statistics for the
94 month of November 2023. Chief Rinker reported that the total calls for service for the
95 month was 294 and for the year is 4148, and community policing efforts to include 143
96 extra patrols, 9 foot patrols and 1 Facility K9. Chief Rinker reported some notable events.
97 Chief Rinker provided a presentation during the Northwest CIT Training. Benelli visited

98 Honey Run Elementary school. A copy of Chief Rinker’s report is on file with the
99 minutes.

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102 **4. Events & Marketing Monthly Report – Ms. Savannah Frazier**

103 Ms. Savannah Frazier gave a power point presentation that highlighted the events
104 that happened over the past month. She reported the Tis the Season event was a success.
105 The community enjoyed the extra activities, and sales were up for the stores. The
106 attendance of the parade was good, and thanked the New Market Rotary for their
107 assistance. The 5th Flashlight Candy Cane Hunt was a success with over 300 attending.
108 She reported that the food drive with ReUnite the Light was a success. Working on
109 upcoming events for the year. A copy of Ms. Frazier’s presentation is on file.

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112 **Action Items:**

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114 Mayor Bompiani moved the meeting on to the action items, which there was only one.
115 This was the discussion and consideration of the proposed text amendment to Article V.
116 Medium Density Residential, District R-2, Section 70-35 (a3) to allow for a minimum of
117 five (5) feet side yard on each side of the lot for Courtyard homes. Mr. Garrison
118 explained there was a public hearing on this and the Planning Commission has
119 recommended the approval of this text amendment.

120

121 **Mrs. Harkness made a motion to proceed with the text amendment to Article**
122 **V. Medium Density Residential, District R-2, Section 70-35 (a3) to allow for a**
123 **minimum of five feet side yard on each side of the lot for Courtyard homes.**
124 **Mr. Hughes seconded the motion, with no further discussion the motion**
125 **passed on the following 6-0 roll call vote:**

126

127 Mrs. Hannah	Aye	Mr. King	Aye
128 Mr. Watkins	Aye	Mrs. Harkness	Aye
129 Mr. Hughes	Aye	Mr. Wymer	Aye

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133 **Mayor’s Comments:**

134 The Mayor thanked the staff and Mr. Garrison for their hard work. He stated that he
135 knows of a director that will be filming in this area.

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138 **Council Comments:**

139 Mr. Hughes noted that the Town looks nice with the decorations, and appreciates the
140 work put into it. Mrs. Harkness thanked staff for the hard work and the community
141 members that attend the meetings. Mrs. Hannah said she mirrored Mr. Hughes statement,
142 and also asked if there could be candy thrown at the next parade.

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Staff Comments:

Mr. Garrison thanked the staff, and reminded the Council that the staff luncheon is tomorrow. He also gave thanks to the Mr. Fadley and the Public Works Department for their hard work on the park lights and it looks amazing.

Adjournment:

With no further business to discuss, at 6:59 p.m. Mr. Hughes made a motion to adjourn the meeting. Mr. King seconded the motion, with no further discussion the motion passed on a unanimous 6-0 voice vote.

Larry Bompiani, Mayor

N. Garrison, Town Clerk

Draft

**Financial Statement Notes for
Period Ending December 31, 2023**

GENERAL FUND

- 481-001 American Rescue Plan (ARPA)**
Current month's expenditures include the deposit on the costs of pool renovation.
- 495-002 General Obligation Bond Series 2023**
Current month's expenditures reflect the semi-annual interest payment on the financing of the new maintenance building and fencing.
- 496-001 Capital Outlay – Public Works**
Current month's expenditures include construction costs on the new maintenance building.

WATER / SEWER FUND

- 771-000 Capital Outlay – Water Department**
Current month's expenses reflect the costs of distribution system supplies and maintenance including water meters and parts, and the costs of engineering services in connection with Water Tank and System Improvements.

BALANCE SHEET WITH BUDGET COMPARISON
AS OF DEC 31, 2023

Account Number

A S S E T S

CASH		
101000000	CASH ON HAND	400.00
10200-002	CASH - PRIMIS	18662.82
10200-003	CASH - PRIMIS MONEY MARKET	150.57
10200-004	CASH - TRUIST MONEY MARKET	3450770.37
10200-005	CASH - TRUIST	202748.13
10200-006	LOAN ESCROW ACCOUNT	113545.97
105000000	MUNC BLDG PERPETUAL FUND	68189.34

	TOTAL CASH	3854467.20

OTHER ASSETS		
10700-001	ALLOWANCE FOR UNCOLLECT TAXES	(37698.75)
107000000	TAXES RECEIVABLE	315395.90
11500-001	ALLOWANCE FOR UNCOLLECT TRASH	(6352.33)
115000000	ACCOUNTS RECEIVABLE	154030.39
118000000	PREPAID EXPENSES	47689.21
119000000	ADVANCE TO WATER/SEWER FUND	177508.00

	TOTAL OTHER ASSETS	650572.42
		=====
	TOTAL ASSETS	4505039.62

LIABILITIES & SURPLUS/DEFICIT

LIABILITIES		
201000000	ACCOUNTS PAYABLE	17095.71
204000000	VRS WITHHOLDING	(153.38)
20500-002	DEFERRED PROPERTY TAXES	289673.89
20500-005	MISC PAYROLL WITHHOLDINGS	(48.34)
20500-009	UNEARNED REV - PARK EQUIPMENT	1972.93
20500-011	UNEARNED REV - MISC TRANS	630.82
20500-012	UNEARNED REV - ARPA FUNDS	1449526.82
20500-013	UNEARNED REV - NMCC DONATIONS	2700.00
20500-015	UNEARNED REV - PD/NNO	9000.00
205000000	INSURANCE WITHHOLDING	(7.64)
211000000	TAXES - PREPAYS	1410.12

	TOTAL LIABILITIES	1771800.93

SURPLUS/DEFICIT

UNAUDITED

BALANCE SHEET WITH BUDGET COMPARISON
AS OF DEC 31, 2023

Account Number

251000000	GENERAL FUND BALANCE	1383385.22
25200-001	RESERVE FOR FUTURE CAP PROJECT	363298.98
	CURRENT SURPLUS/DEFICIT	986554.49
	TOTAL SURPLUS/DEFICIT	2733238.69
	TOTAL LIABILITIES AND SURPLUS	4505039.62

UNAUDITED

INCOME STATEMENT WITH BUDGET COMPARISON
FOR THE PERIODS ENDING DEC 31, 2023

	CURRENT MONTH	***** Y E A R T O - DATE ***** ACTUAL ANNUAL BUDGET	% OF BUDGET	THIS MTH- LAST YEAR	Y-T-D LAST YEAR		

INCOME							
31100-001	CURRENT REAL ESTATE TAX	35264.19	132257.81	301500.00	43.87	69048.88	132431.80
31100-002	CURRENT PERSONAL PROPERTY T	21854.17	111091.25	187000.00	59.41	18597.61	116954.86
316000000	CURRENT UTILITY TAX	15354.76	54658.83	108000.00	50.61	6689.87	39988.37
319000000	PENALTY/INT. DELINQUENT TAX	913.44	2985.46	5000.00	59.71	1020.29	4324.64
321000000	BUSINESS AND PROFESSIONAL L	60.00	537.33	55000.00	.98	155.00	2440.21
322000000	MOTOR VEHICLE LICENSE	1680.84	5940.58	40000.00	14.85	2403.51	8109.31
323000000	CIGARETTE TAX	13500.00	48750.00	120000.00	40.63	3750.00	26592.60
33500-004	STATE SHARED SALES TAX	12377.08	78385.06	130000.00	60.30	13646.47	79265.85
33500-006	ROLLING STOCK TAX	0.00	6.87	.00	.00	.00	6.48
33500-013	STATE SHARED BANK STOCK TAX	0.00	.00	24000.00	.00	.00	.00
33500-014	POLICE DEPARTMENT STATE AID	13765.00	27530.00	47612.00	57.82	.00	26274.71
33500-017	FIRE PROGRAM FUNDS	0.00	.00	15000.00	.00	.00	.00
33500-019	VDOT SNOW REMVL CONTRACT FU	10200.00	10200.00	25000.00	40.80	10000.00	10000.00
33500-020	AUTO RENTAL TAX	444.55	3433.95	4000.00	85.85	10765.66	13834.71
33500-021	LOCAL LAW ENFORCEMENT BLK G	0.00	.00	.00	.00	.00	989.00
33500-024	DMV GRANT	0.00	.00	.00	.00	.00	743.18
33500-025	POLICE DONATIONS - REVENUES	718.01	2391.00	1500.00	159.40	600.00	2200.00
33500-029	VDOT GRANT E LEE HWY SIDEWA	0.00	.00	175000.00	.00	.00	.00
33500-035	VML RISK MANAGEMENT GRANT	0.00	.00	2000.00	.00	2000.00	2000.00
33500-043	AMERICAN RESCUE PLAN (ARPA)	12280.00	35520.00	1364813.00	2.60	.00	171420.35
33500-044	NMCC PLANNING GRANT	0.00	.00	50000.00	.00	.00	.00
33500-045	ARPA LAW ENFORCE EQ GRANT	8935.00	8935.00	.00	.00	.00	.00
33500-046	P2P VEHICLE SHARE	0.00	65.27	.00	.00	.00	.00
35100-001	COURT FINES & FORFEITURES	414.42	3410.16	7000.00	48.72	274.55	3713.90
35100-002	K-9 DONATIONS	0.00	.00	1000.00	.00	500.00	500.00
35100-004	TRASH COLLECTION	15036.92	91285.38	179000.00	51.00	13032.49	81588.06
36100-001	INTEREST ON SAVINGS-MUNC BL	181.37	1105.03	1500.00	73.67	172.34	593.45
361000000	INTEREST ON SAVINGS	327.27	32245.37	65000.00	49.61	5003.12	14779.42
36200-001	INSURANCE RECOVERY	0.00	13465.00	.00	.00	.00	.00
362000000	SALE OF PROPERTY/EQUIPMENT	3250.00	9000.00	10000.00	90.00	.00	8555.00
36300-002	CAPITAL RESERVES	0.00	.00	40000.00	.00	.00	.00
363000000	MISCELLANEOUS REVENUE	5.00	1203.50	2500.00	48.14	1250.66	1736.76
36500-001	TRANSIENT OCCUPANCY TAX	12268.92	93952.86	140000.00	67.11	6737.97	76228.33
365000000	MEALS TAX	49683.50	355613.69	526000.00	67.61	49032.56	340973.43
368000000	ZONING & SUBDIVISION FEES	750.00	1620.00	1715.00	94.46	85.00	510.00
37000-001	MISCELLANEOUS (PARK)	0.00	.00	1500.00	.00	500.00	500.00
37100-001	EQUIPMENT LOAN PROCEEDS	0.00	190000.00	177000.00	107.34	.00	.00
371000000	CONSTRUCTION LOAN PROCEEDS	0.00	840000.00	654800.00	128.28	.00	.00
384000000	POOL	0.00	19625.14	35000.00	56.07	.00	13612.63
390000000	USER FEES	0.00	1465.00	10000.00	14.65	.00	1850.00
39100-001	NMCC RENTALS	500.00	3675.00	.00	.00	255.00	3690.00

UNAUDITED

INCOME STATEMENT WITH BUDGET COMPARISON
FOR THE PERIODS ENDING DEC 31, 2023

	CURRENT MONTH	* * * * * ACTUAL	Y E A R T O - ANNUAL BUDGET	DATE * * * * * % OF BUDGET	THIS MTH- LAST YEAR	Y-T-D LAST YEAR
39100000 4TH OF JULY	0.00	3500.00	.00	.00	.00	.00
39200-001 CROSSROADS FEST MUSIC SERIE	1763.57	5840.53	10000.00	58.41	.00	3544.15
39200-002 FAIRWAY 5K	0.00	.00	.00	.00	463.44	951.00
392000000 MARKETING & EVENTS REVENUE	1903.34	3468.34	500.00	693.67	1530.81	2235.81
TOTAL INCOME	233431.35	2193163.41	4517940.00	48.54	217515.23	1193138.01
EXPENSES						
GENERAL GOVERNMENT						
41300-001 TOWN COUNCIL/PLANNING SALAR	8311.35	8311.35	17300.00	48.04	7926.87	7926.87
41300-002 ADMINISTRATIVE SALARIES	8047.57	37690.85	101400.00	37.17	8695.69	63629.54
41300-003 FRINGE BENEFITS	3364.60	12325.12	46600.00	26.45	3612.51	25748.57
41300-004 CONTINUING EDUCATION	310.45	1375.45	6500.00	21.16	.00	2452.47
41300-007 SHENANDOAH TRAVEL COUNCIL	0.00	.00	5000.00	.00	.00	.00
41300-009 PRINTING/BINDING/STATIONARY	125.75	1974.01	5500.00	35.89	.00	1117.65
41300-010 ADVERTISING	1223.25	3323.63	5000.00	66.47	312.00	1956.12
41300-011 MISCELLANEOUS	97.35	1341.56	2500.00	53.66	893.84	1768.51
41300-012 VRSA INSURANCE	9860.25	21635.00	42500.00	50.91	.00	10606.50
41300-013 TOWN COUNCIL ELECTIONS	0.00	.00	3000.00	.00	.00	.00
41300-020 DRPT DEMO PROGRAM GRANT	9617.28	9617.28	12000.00	80.14	.00	9953.00
TOTAL GENERAL GOVERNMENT	40957.85	97594.25	247300.00	39.46	21440.91	125159.23
FINANCIAL ADMINISTRATION						
41500-001 SALARIES	8731.31	57376.23	97300.00	58.97	7459.53	46857.24
41500-002 FRINGE BENEFITS	3532.80	20301.02	45500.00	44.62	3465.75	20789.89
41500-003 ATTORNEY FEES	750.00	16019.21	25000.00	64.08	1838.86	11673.51
41500-004 AUDIT FEES	0.00	.00	13000.00	.00	.00	.00
41500-005 UTILITIES (TOWN HALL)	1446.04	7330.37	17000.00	43.12	1697.01	8035.94
41500-006 CONTRACTUAL SERVICES	1761.61	25887.30	49000.00	52.83	816.84	4910.15
41500-007 NEWSLETTER	806.47	5024.98	7800.00	64.42	341.50	3405.95
41500-008 POSTAGE	14.40	1132.54	4250.00	26.65	.00	1503.19
41500-009 PRINTING & STATIONARY	0.00	.00	.00	.00	.00	1284.16
41500-010 OFFICE SUPPLIES	222.87	2080.82	4000.00	52.02	294.29	1584.70
41500-011 MISCELLANEOUS	96.00	208.88	1000.00	20.89	172.12	490.94
41500-029 BANK FEES	1350.58	8542.44	12000.00	71.19	1228.61	5814.50
415000000 PART-TIME SALARIES	0.00	484.58	11544.00	4.20	695.13	3922.39
TOTAL FINANCIAL ADMINISTRA	18712.08	144388.37	287394.00	50.24	18009.64	110272.56
POLICE DEPARTMENT						
42100-001 SALARIES	34570.33	205214.97	392200.00	52.32	31655.89	197672.80

UNAUDITED

INCOME STATEMENT WITH BUDGET COMPARISON
FOR THE PERIODS ENDING DEC 31, 2023

	CURRENT MONTH	* * * * * ACTUAL	* * * * * Y E A R T O - ANNUAL BUDGET	DATE * * * * * % OF BUDGET	THIS MTH- LAST YEAR	Y-T-D LAST YEAR
42100-002 FRINGE BENEFITS	15151.74	89869.98	178100.00	50.46	13755.07	82888.75
42100-003 COMMUNICATIONS	0.00	1893.08	7850.00	24.12	527.14	3179.47
42100-004 AUTO REPAIR	350.99	3023.73	7500.00	40.32	161.95	1293.24
42100-005 FUEL	1030.22	6579.02	19500.00	33.74	1235.44	7363.71
42100-006 CONTINUING EDUCATION	0.00	6510.07	12000.00	54.25	.00	5370.65
42100-007 SUPPLIES/MATERIALS/EVIDENCE	0.00	4230.46	16500.00	25.64	915.17	10750.99
42100-009 UNIFORMS	0.00	52.00	6500.00	.80	108.00	3924.60
42100-010 MISCELLANEOUS	231.56	267.98	1250.00	21.44	10.20	625.97
42100-011 TECHNOLOGY	0.00	946.98	10500.00	9.02	977.10	977.10
42100-012 K-9 EXPENSE	446.61	759.25	2000.00	37.96	143.18	143.18
42100-025 POLICE DONATIONS - EXPENDIT	0.00	2312.89	2500.00	92.52	.00	2150.48
42100-029 VRSA RISK SHARING GRANT	2000.00	2000.00	2000.00	100.00	.00	2354.41
42100-030 CONTRACTUAL SERVICES	99.00	7756.95	13500.00	57.46	99.00	9827.84
42100-031 INSURANCE RECOVERY EXPENSES	1311.36	14385.21	.00	.00	.00	.00
421000000 PART-TIME SALARIES	0.00	304.00	6500.00	4.68	.00	.00
TOTAL POLICE DEPARTMENT	55191.81	346106.57	678400.00	51.02	49588.14	328523.19
STREETS RECON & MAINTENANCE						
43100-001 SALARIES	13632.88	81847.74	160100.00	51.12	15692.38	104362.77
43100-002 FRINGE BENEFITS	6160.42	37493.59	75900.00	49.40	6306.17	47264.59
43100-003 MECHANICAL	932.31	10145.97	20000.00	50.73	3665.92	7954.52
43100-004 FUEL EXPENSES	877.08	8449.03	20000.00	42.25	1280.97	8728.01
43100-005 SNOW REMOVAL	0.00	1131.90	5000.00	22.64	1114.00	1114.00
43100-006 UTILITIES	718.20	4022.19	15000.00	26.81	1492.31	5676.83
43100-007 STREET LIGHTS	2772.24	11308.74	27000.00	41.88	2604.15	13366.49
43100-008 REPAIRS/SUPPLIES (GEN MAINT)	540.62	4426.50	20000.00	22.13	1838.02	6648.26
43100-009 REPAIRS/SUPPLIES (TOWN HALL)	300.00	1367.62	10000.00	13.68	.00	5715.27
43100-010 UNIFORMS	559.49	3598.58	6000.00	59.98	302.84	2092.41
43100-012 MISCELLANEOUS	511.74	1429.35	2000.00	71.47	85.00	1622.87
43100-013 HOUSEKEEPING (TOWN HALL)	0.00	1387.50	3600.00	38.54	262.50	1668.75
431000000 PART-TIME SALARIES	0.00	10322.00	24700.00	41.79	.00	5452.38
TOTAL STREET RECON AND MAI	27004.98	176930.71	389300.00	45.45	34644.26	211667.15
SANITATION						
43200-003 WASTE COLLECTION	11436.84	68725.54	134000.00	51.29	10739.60	64126.32
43200-004 MISC (FUEL SURCHARGE)	0.00	.00	1000.00	.00	.00	.00
43200-005 LANDFILL FEES	4084.09	11482.01	43660.00	26.30	2673.16	15037.20
TOTAL SANITATION	15520.93	80207.55	178660.00	44.89	13412.76	79163.52
CULTURE/RECREATION						

UNAUDITED

INCOME STATEMENT WITH BUDGET COMPARISON
FOR THE PERIODS ENDING DEC 31, 2023

	CURRENT MONTH	***** YEAR TO DATE ***** ACTUAL ANNUAL BUDGET % OF BUDGET	THIS MTH-LAST YEAR	Y-T-D LAST YEAR
45100-001 COMMUNITY SUPT: DONATIONS	1137.47	9169.09 15000.00 61.13	4068.15	13551.35
45100-002 COMMUNITY SUPT: PUBLIC SAFE	2336.46	10131.53 15000.00 67.54	1214.31	9151.02
45100-003 ECONOMIC DEVELOPMENT	0.00	.00 5000.00 .00	.00	5000.00
45100-004 TOWN WIDE ENHANCEMENT PROJE	113.88	958.17 .00 .00	.00	11661.45
45100-006 MARKETING & EVENTS	4100.34	14978.74 45380.00 33.01	1846.19	13489.05
45100-007 CROSSROADS FEST MUSIC SERIE	0.00	10160.84 10540.00 96.40	.00	15880.09
45100-008 FAIRWAY 5K	0.00	.00 .00 .00	.00	951.00
45100-009 FIREWORKS	0.00	.00 803.00 .00	.00	6580.00
TOTAL CULTURE/RECREATION	7688.15	45398.37 91723.00 49.50	7128.65	76263.96
PARKS & RECREATION				
46100-001 POOL SALARIES	0.00	25398.38 33100.00 76.73	.00	20803.53
46100-002 FRINGE BENEFITS	0.00	1942.95 2550.00 76.19	.00	1647.39
46100-003 PARK UTILITIES	146.89	896.81 3500.00 25.62	251.80	1215.74
46100-004 POOL EXPENSES: UTILITIES	461.36	5763.35 8000.00 72.04	425.48	4385.94
46100-005 POOL EXPENSES: CONCESSIONS	0.00	3093.01 5200.00 59.48	.00	1839.68
46100-006 POOL EXPENSES: REPAIRS & SU	0.00	4902.93 8000.00 61.29	.00	3633.04
46100-007 POOL EXPENSES: POOL CHEMICA	0.00	4130.09 12000.00 34.42	.00	1226.02
46100-008 PARK SUPPLIES & MAINTENANCE	601.87	5841.24 20000.00 29.21	3024.59	12537.83
46100-010 FUEL	0.00	.00 .00 .00	265.98	1228.24
46100-011 MISCELLANEOUS	0.00	1864.88 500.00 372.98	.00	.00
46100-014 NMCC UTILITIES	1211.72	2631.62 10000.00 26.32	907.32	3195.85
46100-015 NMCC SUPPLIES/MAINTENANCE	1152.84	1497.83 6000.00 24.96	.00	3047.57
46100-016 NMCC MISCELLANEOUS	0.00	.00 500.00 .00	.00	.00
TOTAL PARKS & REC	3574.68	57963.09 109350.00 53.01	4875.17	54760.83
CARES ACT EXPENSES				
TOTAL CARES ACT EXPENSES	0.00	.00 .00 .00	.00	.00
AMERICAN RESCUE PLAN (ARPA)				
48100-001 AMERICAN RESCUE PLAN (ARPA)	12280.00	35520.00 1364813.00 2.60	.00	171420.35
48100-002 ARPA LAW ENFORCE EQ GRANT	0.00	24061.11 .00 .00	.00	.00
TOTAL ARPA EXPENSES	12280.00	59581.11 1364813.00 4.37	.00	171420.35
DEBT SERVICE				

UNAUDITED

INCOME STATEMENT WITH BUDGET COMPARISON
FOR THE PERIODS ENDING DEC 31, 2023

	CURRENT	* * * * *	* * * * *	Y E A R T O -	DATE * * * * *	THIS MTH-	Y-T-D
	MONTH	ACTUAL	ANNUAL BUDGET	% OF BUDGET	LAST YEAR	LAST YEAR	
49500-002 GEN OBLIG BOND SERIES 2023	17396.17	41396.17	30000.00	137.99	.00	.00	
49500-003 LOAN PAYMENT - PW EQUIP	0.00	.00	24200.00	.00	.00	.00	
495000000 LOSS ON SALE OF PROPERTY	0.00	.00	.00	.00	.00	52274.22	
TOTAL DEBT SERVICE	17396.17	41396.17	54200.00	76.38	.00	52274.22	

UNAUDITED

INCOME STATEMENT WITH BUDGET COMPARISON
FOR THE PERIODS ENDING DEC 31, 2023

	CURRENT MONTH	* * * * * ACTUAL	* * * * * Y E A R T O - ANNUAL BUDGET	DATE * * * * * % OF BUDGET	THIS MTH- LAST YEAR	Y-T-D LAST YEAR

CAPITAL OUTLAY						
49600-001 PUBLIC WORKS	73342.00	151005.23	1006800.00	15.00	8384.70	48038.45
49600-005 COMMUNITY PARK IMPROVEMENTS	0.00	.00	55000.00	.00	.00	50.00
49600-006 CONTINGENCY	0.00	6037.50	15000.00	40.25	.00	.00
49600-011 PARK IMPROVEMENTS CARRYOVER	0.00	.00	40000.00	.00	.00	.00
496000000 ADMINISTRATIVE	0.00	.00	.00	.00	337.50	45842.14
	-----	-----	-----	-----	-----	-----
TOTAL CAPITAL OUTLAY	73342.00	157042.73	1116800.00	14.06	8722.20	93930.59
	=====	=====	=====	=====	=====	=====
TOTAL EXPENSES	271668.65	1206608.92	4517940.00	26.71	157821.73	1303435.60
PROFIT OR LOSS	38237.30-	986554.49	.00	.00	59693.50	110297.59-

UNAUDITED

BALANCE SHEET WITH BUDGET COMPARISON
AS OF DEC 31, 2023

Account Number

A S S E T S

CASH

141000000	CASH ON HAND	300.00
14200-002	CASH - PRIMIS	183357.71
14200-003	CASH - PRIMIS MONEY MARKET	35221.76
14200-004	CASH - TRUIST MONEY MARKET	170843.62
14200-005	CASH - TRUIST	91328.48
14200-006	LOAN ESCROW ACCOUNT	150938.39

	TOTAL CASH	631989.96

OTHER ASSETS

14700-001	ALLOWANCE FOR UNCOLLECT A/R	(74372.39)
147000000	WATER & SEWER RENTS RECEIVABLE	334430.02
155000000	ACCOUNTS RECEIVABLE	11696.52
158000000	PREPAID EXPENSES	34001.69
15900-001	BROADWAY WWTP PROJECT	2250000.00
15900-002	LAND	632375.55
159000000	PIPELINE AND PUMPSTATION	5203155.19
160000000	OFFICE EQUIPMENT	53885.14
16100-001	WATER & SEWER LINE EQUIPMENT	204205.64
16100-002	WATER & SEWER LINE EQUIP A/D	(138742.63)
161000000	WATER AND SEWER LINES	5311169.72
16200-001	WELL EQUIPMENT	68137.40
16200-002	WELL EQUIPMENT A/D	(66713.48)
162000000	WELLS AND EQUIPMENT	539137.79
163000000	WATER STORAGE TANK	141727.25
164000000	FILTRATION PLANT	3033524.47
16500-001	CONSTRUCTION IN PROGRESS	630756.60
165000000	SEWAGE DISPOSAL PLANT	3273868.27
166000000	TRUCKS	138829.43
16700-001	ACCUM DEP - WATER & SEWER LINE	(2682921.16)
16700-002	ACCUM DEP - WELL & EQUIP	(343828.06)
16700-003	ACCUM DEP - WATER TANK	(141727.27)
16700-004	ACCUM DEP - FILTER PLANT	(1562765.50)
16700-005	ACCUM DEP - SEWER DISPOSAL PLT	(2586905.54)
16700-006	ACCUM DEP - EQUIPMENT, TRUCKS	(114227.64)
16700-007	ACCUM DEP - OFFICE EQUIP	(49766.29)
16700-008	ACCUM DEP - PIPELINE & PUMPSTA	(1245993.47)
16700-009	ACCUMULATED AMORTIZATION	(771429.97)
169000000	DEFERRED OUTFLOW OF RESOURCES	128776.00
170000000	DEFERRED OUTFLOWS - GLI	6861.00

UNAUDITED

BALANCE SHEET WITH BUDGET COMPARISON
AS OF DEC 31, 2023

Account Number

TOTAL OTHER ASSETS	12217144.28
	=====
TOTAL ASSETS	12849134.24
LIABILITIES & SURPLUS/DEFICIT	
LIABILITIES	
24100-003	A/P COMP ABSENCES 25790.62
241000000	ACCOUNTS PAYABLE 8146.25
24200-001	WATER & SEWER OVERPAYS (511.15)
242000000	WATER & SEWER DEPOSITS PAYABLE 35857.50
248000000	ACCRUED INTEREST PAYABLE 11146.88
249000000	DUE TO GENERAL FUND 177508.00
25000-003	2019 VRA LOAN PAYABLE 870000.00
25000-004	BOND PREMIUM (2019 VRA LOAN) 166337.29
25000-005	DEFERRED AMOUNT ON REFUNDING 46725.59
25100-002	2009 REVOLVING LOAN PAYABLE 942574.64
253000000	OPEB LIABILITY - GLI 20332.00
255000000	VRS NET PENSION LIABILITY 325768.00
256000000	DEFERRED INFLOW OF RESOURCES 54988.00
257000000	DEFERRED INFLOWS - GLI 4129.00

TOTAL LIABILITIES	2688792.62
SURPLUS/DEFICIT	
28100-001	RESERVE FOR FUTURE CAP PROJECT 125000.00
281000000	WATER AND SEWER FUND BALANCE 9783340.13
	CURRENT SURPLUS/DEFICIT 252001.49

TOTAL SURPLUS/DEFICIT	10160341.62
	=====
TOTAL LIABILITIES AND SURPLUS	12849134.24

UNAUDITED

INCOME STATEMENT WITH BUDGET COMPARISON
FOR THE PERIODS ENDING DEC 31, 2023

	CURRENT MONTH	* * * * * ACTUAL	* Y E A R T O - ANNUAL BUDGET	DATE * * * * * % OF BUDGET	THIS MTH- LAST YEAR	Y-T-D LAST YEAR

INCOME						
39100-001 SEWER SERVICE BILLING	103187.73	589165.20	1107700.00	53.19	91781.86	550041.87
391000000 WATER SERVICE BILLING	91059.40	522350.03	954000.00	54.75	77579.91	477502.01
39200-001 SEWER CONNECTION FEES	3000.00	6000.00	3000.00	200.00	.00	3000.00
39200-002 WATER METER INCOME	515.04	515.04	513.00	100.40	.00	1030.08
392000000 WATER CONNECTION FEES	2000.00	4000.00	2000.00	200.00	.00	8000.00
393000000 CONNECTION FEES & RECONNECT	620.00	4059.56	6000.00	67.66	910.00	4181.88
39400-004 AMERICAN RESCUE PLAN ACT (AR	0.00	.00	.00	.00	3796.60	86778.89
394000000 INTEREST EARNED ON SAVINGS	445.08	3771.05	3000.00	125.70	284.05	738.98
39500-002 CAPITAL RESERVE FUNDS	0.00	.00	18707.00	.00	.00	.00
395000000 MISCELLANEOUS	0.00	3.46	.00	.00	.00	.00
39600-001 LOAN PROCEEDS - WATER TANK	0.00	.00	4030000.00	.00	.00	.00
39600-002 LOAN PROCEEDS - EQUIPMENT	0.00	315000.00	290000.00	108.62	.00	.00
397000000 WATER/SEWER PENALTIES	3020.56	14731.00	15000.00	98.21	2771.28	11244.12
399000000 TRASH COLLECTION FEES	0.00	.00	.00	.00	.00	72.00
	-----	-----	-----	-----	-----	-----
TOTAL INCOME	203847.81	1459595.34	6429920.00	22.70	177123.70	1142589.83
EXPENSES						
WATER DEPARTMENT						
71000-001 SALARIES	14211.04	87061.67	174650.00	49.85	7977.70	53055.40
71000-002 FRINGE BENEFITS	6964.22	41742.34	85050.00	49.08	4496.61	25806.48
71000-003 WELL SYSTEM - UTILITIES	7220.95	23884.49	44300.00	53.92	4232.33	20662.99
71000-004 WELL SYSTEM - REPAIRS	1107.05	1421.02	5000.00	28.42	317.17	5229.45
71000-005 WELL SYSTEM - CHEMICALS	0.00	15745.84	27000.00	58.32	.00	.00
71000-006 WATER TREATMENT PLANT UTILI	8209.21	23967.52	42000.00	57.07	4772.19	22144.90
71000-007 WATER METERS	0.00	11171.50	12000.00	93.10	.00	5453.47
71000-008 TREATMENT PLANT SUP & MATLS	432.19	3554.72	16000.00	22.22	5597.57	10891.46
71000-009 DISTRIBUTION SYSTEM SUPP &	6814.17	13305.65	22000.00	60.48	622.82	20499.19
71000-010 VEHICLE REPAIRS & MAINTENAN	158.70	2845.93	3000.00	94.86	24.36	1799.76
71000-011 FUEL	541.63	3540.89	6500.00	54.48	612.37	3383.12
71000-012 WATER TREATMENT REPAIRS & M	0.00	1797.92	12000.00	14.98	89.46	6398.94
71000-013 WATER TESTING (LAB)	18.70	923.57	6000.00	15.39	.00	440.49
71000-014 ROAD CUTS AND REPAIRS	0.00	9993.86	30000.00	33.31	.00	14810.17
71000-015 UNIFORMS	197.84	1177.26	1200.00	98.11	217.90	1188.89
71000-016 OUTSIDE CONTRACTED LABOR	900.00	900.00	9000.00	10.00	2190.00	4302.00
71000-017 MISCELLANEOUS	173.80	755.85	1000.00	75.59	149.00	631.87
71000-018 PERMITS & DUES	40.00	3753.00	4000.00	93.83	.00	3623.00
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TOTAL WATER DEPARTMENT	46989.50	247543.03	500700.00	49.44	31299.48	200321.58

UNAUDITED

INCOME STATEMENT WITH BUDGET COMPARISON
FOR THE PERIODS ENDING DEC 31, 2023

	CURRENT MONTH	* * * * * ACTUAL	Y E A R T O - ANNUAL BUDGET	DATE * * * * * % OF BUDGET	THIS MTH- LAST YEAR	Y-T-D LAST YEAR
WATER TREATMENT						
TOTAL WATER TREATMENT	0.00	.00	.00	.00	.00	.00
SEWER DEPARTMENT						
73000-001 SALARIES	9408.32	58043.97	114300.00	50.78	6660.90	44258.44
73000-002 FRINGE BENEFITS	4132.06	24722.10	49750.00	49.69	3257.40	19358.66
73000-003 LIFT STATION UTILITIES	3640.08	8378.71	25000.00	33.51	2550.98	6910.34
73000-004 NF PUMP STATION UTILITIES	1838.88	6507.51	25000.00	26.03	2568.24	8714.54
73000-005 COLLECTION SYSTEM SUPP/MAT	14.85	2549.25	12000.00	21.24	14.18	5266.33
73000-007 LIFT STATION REPAIRS/SUPPLI	0.00	1321.65	5000.00	26.43	145.00	4908.51
73000-010 WATER TESTS (LAB)	0.00	.00	250.00	.00	.00	78.93
73000-012 UNIFORMS	0.00	.00	500.00	.00	.00	.00
73000-013 VEHICLE REPAIR AND MAINT	798.65	798.65	2000.00	39.93	.00	487.45
73000-014 FUEL	0.00	.00	500.00	.00	.00	.00
73000-015 MISCELLANEOUS	0.00	444.94	1000.00	44.49	.00	14.99
73000-016 PERMITS AND DUES	0.00	.00	500.00	.00	.00	.00
73000-017 BROADWAY TREATMENT COSTS	26259.05	133457.89	424000.00	31.48	32248.66	152063.49
73000-031 INSURANCE RECOVERY EXPENSES	0.00	1366.61	.00	.00	.00	.00
TOTAL SEWER DEPARTMENT	46091.89	237591.28	659800.00	36.01	47445.36	242061.68
SEWAGE TREATMENT						
TOTAL SEWAGE TREATMENT	0.00	.00	.00	.00	.00	.00
ADMINISTRATIVE AND GENERAL						
75000-001 SALARIES	15011.82	95455.49	179800.00	53.09	13928.33	97905.26
75000-002 FRINGE BENEFITS	6156.09	32746.57	81800.00	40.03	6337.76	39690.09
75000-003 ATTORNEY FEES	750.00	16019.22	25000.00	64.08	1838.87	11673.53
75000-004 AUDIT FEES	0.00	.00	13000.00	.00	.00	.00
75000-005 OFFICE SUPPLIES	700.44	2246.61	4000.00	56.17	104.52	2584.13
75000-006 POSTAGE	0.00	2602.93	7500.00	34.71	.00	2559.72
75000-007 VRSA INSURANCE	9860.25	21004.00	42500.00	49.42	.00	10606.50
75000-008 CONTINUING EDUCATION	375.00	675.00	2500.00	27.00	.00	100.00
75000-009 CONTRACTUAL SERVICES	699.75	21974.45	51000.00	43.09	303.50	11506.11
75000-010 MISCELLANEOUS	0.00	.00	700.00	.00	.00	.00
75000-014 BANK FEES	1450.51	8536.27	12000.00	71.14	1325.25	7208.40
750000000 PART TIME SALARIES	0.00	484.58	11544.00	4.20	695.12	3922.36
755000000 AMERICAN RESCUE PLAN ACT(AR	0.00	.00	.00	.00	3796.60	86778.89
TOTAL ADMIN AND GENERAL	35003.86	201745.12	431344.00	46.77	28329.95	274534.99

UNAUDITED

INCOME STATEMENT WITH BUDGET COMPARISON
FOR THE PERIODS ENDING DEC 31, 2023

	CURRENT MONTH	* * * * * ACTUAL	Y E A R T O - ANNUAL BUDGET	DATE * * * * * % OF BUDGET	THIS MTH- LAST YEAR	Y-T-D LAST YEAR

DEBIT SERV - W & S BONDS						
76000-006	RLF FORCE MAIN/PUMP STATION	0.00	62838.30	126000.00	49.87	.00 62838.30
76000-011	VRA GEN OBLIGN SERIES 2019B	0.00	132293.75	151769.00	87.17	.00 124856.25
76000-013	LOAN - MISC EQUIPMENT	0.00	.00	36300.00	.00	.00 .00
	TOTAL DEBIT SERV W & S	0.00	195132.05	314069.00	62.13	.00 187694.55
CAPITAL OUTLAY						
77100-001	SEWER DEPARTMENT	0.00	70295.00	185000.00	38.00	.00 .00
77100-006	CIVIL ENGINEERING	0.00	.00	25000.00	.00	.00 .00
77100-007	WATER CONTINGENCY	0.00	939.46	10000.00	9.39	.00 .00
77100-008	SEWER CONTINGENCY	0.00	.00	10000.00	.00	.00 .00
77100-015	SEWER DEPARTMENT CARRYOVER	0.00	.00	18707.00	.00	.00 15670.10
771000000	WATER DEPARTMENT	35317.26	254347.91	4275300.00	5.95	57679.35 89031.84
	TOTAL CAPITAL OUTLAY	35317.26	325582.37	4524007.00	7.20	57679.35 104701.94
DEPRECIATION						
	TOTAL DEPRECIATION	0.00	.00	.00	.00	.00 .00
=====						
	TOTAL EXPENSES	163402.51	1207593.85	6429920.00	18.78	164754.14 1009314.74
	PROFIT OR LOSS	40445.30	252001.49	.00	.00	12369.56 133275.09

UNAUDITED

Nathan Garrison

From: Frank Cox <fcox@vtg.biz>
Sent: Tuesday, January 9, 2024 1:04 PM
To: Nathan Garrison
Cc: Daniel Hanlon
Subject: FW: Services Summary

From: Frank Cox
Sent: Tuesday, January 9, 2024 1:02 PM
To: Nathan Garrison <n.garrison@newmarketvirginia.com>
Cc: Daniel Hanlon <dhanlon@vtg.biz>
Subject: Services Summary

Dear New Market Town Council,

The rising number of cyberattacks and the ever-changing digital threats highlight the pressing need for institutions, including The Town of New Market, to enhance their cybersecurity protocols. In addition, it's crucial to align with the strict Cyber requirements coming down shortly from VITA (Virginia's IT Agency). To provide a clearer understanding, here are the key reasons and their associated benefits that stress the importance of bolstering our digital defenses:

- **Multifactor Authentication with Duo:** A critical layer that ensures user identity by mandating multiple forms of verification, drastically minimizing the chances of unauthorized access.
- **MDR via Blackpoint Security Operations Center:** Integrated with Active 365 monitoring, this facility provides vigilant oversight of potential security anomalies like improbable logins and account compromises, ensuring immediate action against suspicious activities.
- **Phish Testing for Employees:** It's paramount to empower your workforce with the knowledge to discern deceptive hacker emails. Furthermore, this training will arm employees with the ability to recognize and deflect attempts at social engineering and other advanced hacking techniques.
- **Appraver's Advanced Email Threat Protection:** In an era where email threats are rampant, features such as Attachment Sandboxing and Link Replacement are indispensable to safeguarding the integrity of communications.
- **Appraver Cloud Backup:** The fact that Microsoft doesn't inherently offer backups for 365 accentuates the dire need for a comprehensive backup solution. Safeguarding data is a non-negotiable in ensuring operational continuity. With Cloud backup all Email, One Drive, Sharepoint, and teams will be backed up in the cloud.
- **Vulnerability Scanning:** A proactive measure to detect and rectify potential weak points in our digital infrastructure, ensuring we're always a step ahead of potential threats.
- **VCIO Services with Lifecycle Management:** Strategically planning and continuously optimizing technology assets guarantees we remain abreast of the ever-evolving cyber landscape. Our VCIO services will help budget and track assets with their expirations and potential vulnerabilities in such as way as to remove surprises from the environment as to when appropriate upgrades are needed,

- **Collaboration with Vision Technology Group:** To stay at the cutting edge of cybersecurity, VTG will implement not only what the Diocese is asking for, but what we feel is needed to combat the latest Cyber

In essence, the need for heightened cybersecurity is both immediate and crucial. The cyber landscape is ever-shifting, and threats grow more sophisticated by the day. It is our collective responsibility to ensure that The Town of New Market remains at the forefront of Cyber Security.

Thanks,



Frank Cox

Owner | Vision Technology Group

phone: [540-437-0112](tel:540-437-0112)

mobile: [540-271-1026](tel:540-271-1026)

site: www.vtg.biz

email: fcox@vtg.biz



We have prepared a quote for you

Service Level Agreement 24-25

Quote # 003185
Version 1

Prepared for:

Town of New Market
Lindsey Stover
l.stover@newmarketvirginia.com

Prepared by:

Main Office
Samantha Benner
sbenner@vtg.biz



Description of Services

Managed Services Provided Under this Contract:

- Remote Monitoring & Management
- Backup & Disaster Recovery
- Updates & Patching
- Firewall Solution/Management
- Email Threat Protection
- End User Security Awareness Training
- Hardware as a Service (HaaS)
- Labor for New Replacement Workstations
- Security as a Service (SeCaaS)
 - (MDR) Services- Managed Detection & Response Services
 - (XDR) Services Extended Detection & Response - available at Zero Trust level with Dark Web Monitoring.

Please read the links on Signature Page for Full Services Statement and MSA agreement.

Microsoft O365 licensing pricing is dictated by Microsoft. If they raise their rate we will pass that increase along. Fortinet Hardware as a service is a 3 year contract and is subject to change at the end of the 3 year contract.



Essentials Plus Agreement

Description	Recurring	Qty	Ext. Recurring
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This is a 24 month agreement reflecting the year 1 monthly cost.

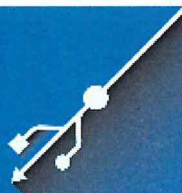
VTG Essentials Plus Workstation	VTG Essentials Plus Workstation Bundle 21	\$2,425.50	1	\$2,425.50
	VTG Essentials Plus Workstation Bundle			
Discount Year 1	Discount Year 1 (\$65 off each Essentials Plus Workstation)	(\$1,365.00)	1	(\$1,365.00)
	Discount for Year 2 (\$60 off each Essentials Plus Workstation)			
VTG Essentials Plus Server	VTG Essentials Plus Server Bundle 2	\$281.00	1	\$281.00
	VTG Essentials Plus Server Bundle			
Discount Year 1	Discount Year 1 (\$70 off each Essentials Plus Server)	(\$140.00)	1	(\$140.00)
	Discount for Year 2 (\$70 off each Essentials Plus Server)			
6YX406	FORTIGATE-60F PLUS 3YR 24X7 FORTICARE SERVICES	\$70.00	2	\$140.00
	Fortigate Firewall- with 3 years of Services.			
VCSP B&R Standard VM	VEEAM Backup & Replication Standard 1 VM 1 Month	\$7.50	2	\$15.00
	VEEAM Backup & Replication Standard VCSP 1 VM Per Month			
AC Bundle	Appraver AETP & C2C Bundle	\$5.50	23	\$126.50
	Advanced Email Threat Protection and Cloud 2 Cloud Backup			
Armor	VTG Armor Licenses	\$3.00	13	\$39.00
	VTG Armor Licenses			
Duo MFA	Duo MFA	\$4.00	23	\$92.00
	Multifactor Authentication Software- Managed			
Vulscan	Vulscan	\$100.00	1	\$100.00
	Network Vulnerability Scanning- Public and Private Networks			
MST-NCE-102-C100-MON-1YR	Pax8 - Microsoft 365 Business Basic NCE 1 User 1 Month	\$6.00	15	\$90.00
	Microsoft 365 Business Basic includes Office Online, hosted email, and 1TB of file storage per user. 1 User 1 Month			
MST-NCE-104-C100-MON-1YR	Pax8 - Microsoft 365 Business Standard NCE 1 User 1 Month	\$12.50	8	\$100.00
	Microsoft 365 Business Standard includes fully installed Office applications across multiple devices, hosted email, and online file storage and sharing.			



Essentials Plus Agreement

Description		Recurring	Qty	Ext. Recurring
MST-NCE-100- C100-MON-1YR	<p>Pax8 - Microsoft 365 Apps for business NCE 1 User 1 Month</p> <p>Microsoft 365 Apps for Business includes fully installed, desktop versions of Office applications such as Word, PowerPoint, and Excel. These work across multiple devices plus you'll also get online file storage and sharing.</p>	\$9.00	1	\$9.00
MST-NCE-122- C100-MON-1YR	<p>MST Entra ID P2 NCE Monthly</p> <p>Microsoft Azure Active Directory Premium P2 is a comprehensive, highly available identity and access management cloud solution that combines core directory services, advanced identity governance, and application access management.</p>	\$9.00	1	\$9.00

Subtotal: **\$1,922.00**



Service Level Agreement 24-25



Prepared by:

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Quote Information:

Quote #: 003185
Version: 1
Delivery Date: 12/06/2023
Expiration Date: 12/21/2023

Expenses Summary

Description	Amount
Essentials Plus Agreement	\$1,922.00
Total: \$1,922.00	

This Quote is governed under the provisions of the Master Services Agreement located at <https://www.vtg.biz/MSA> ("MSA"). This Quote is further defined by the conditions and provisions of the statement of services located at <https://www.vtg.biz/SS> ("Service Statement"). **The MSA and Service Statement contain important provisions related to the Services (including payment and auto-renewal terms), and by agreeing to this Quote, you agree to the provisions of the MSA and the Service Statement.** If you cannot access the MSA or Service Statement, or if you have any questions about those documents, then please do not sign this Quote and contact us for further information.

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

Main Office

Signature:
Name: Samantha Benner
Title: Operations Manager
Date: 12/06/2023

Town of New Market

Signature: _____
Name: Lindsey Stover
Date: _____