



December 2, 2021

Mrs. Tonya Galbraith
Town Manager
Town of McCordsville
6280 West 800 North
McCordsville, IN 46055

Re: Redevelopment and Consulting Services

Mrs. Galbraith:

This proposal serves as our understanding to complete our scope, originally approved in 2020, for our redevelopment and consulting services in regards to the Town Center development through 2022. After working alongside the Town in creating a conceptual Town Center plan and the early conversations in implementing the plan, we believe that properly addressing and executing the steps for this project, outlined below, will greatly benefit the implementation of the Town Center Plan.

Developer Management and Negotiations – (ongoing)

Using our background in real estate, development and construction, Veridus staff represents Cities and Towns in discussions and negotiations with developers interested in development and redevelopment within the community (as assigned by staff). Depending on the project, this can include reviewing pro forma and other financial documents, working with bond counsel and municipal finance advisors, among other things. We participate in conference calls, or in-person meetings as required and scheduled with advanced notice. If requested, we can lead the Town's project team to successfully deliver quality projects for the Town within a given schedule.

Municipal Advising – (ongoing)

As with any community seeking to implement a plan, operational efficiencies, administrative and strategic planning should be considered in order to properly implement the plan. This includes making sure the community is setup and prepared to make the changes the plan requires. Using our work experience working with municipalities across the state, we would be prepared to do the following:

1. Administrative and Strategic Planning



- a. Veridus will provide coaching and project management for Town staff and any approving body to understand the steps necessary to implement the Town Center Plan.
- b. Town staff will be able to properly organize internally and make necessary decisions to implement the Town Center Plan.

The work included in this section is based on what we think is needed for the Town to properly execute their Town Center Plan. Based on the unknown nature of the amount of time it would take to fulfill this work, we have budgeted 70 hours for this work. Actual hours and fee could vary.

Compensation

Compensation for services rendered will be billed hourly per the terms and conditions in a Master Services Agreement. Our hourly average rate for Project Principal time is \$180/hr and \$165/hr for Project Executive time. We anticipate roughly 65 hours to complete the remaining work needed for the Town Center project. The fee estimate for the tasks/work orders are as follows:

Implementation Strategy (completed)	\$4,500
Land Strategy (completed)	\$4,349.29
Developer/Broker Round Tables (completed)	\$2,597.06
Developer Management and Negotiations (approx. per project)	\$5,150
Municipal Advising	\$6,240.71
Total.....	\$11,390.71

Reimbursable Expenses

The following expenses will be considered reimbursable and will be invoiced at their direct costs on monthly invoices:

- A. Reproduction services for plans and specifications other than for normal in-house coordination
- B. Overnight postage, certified mail, and delivery services
- C. Mileage at the current federal rate.

Thank you again for your time and consideration. The fees for services contained in this proposal are valid for one year from the date of this letter. If the terms of this proposal are agreeable, we can discuss any needed changes to the master services agreement and execute the required work order to begin the work. If you have any questions or need further information, please call my cell at (219) 629-9322.

Best regards,

Marlon Webb, MPA, EDFP
The Veridus Group

Cc Tim Jensen, Veridus
Jim Rawlinson, Veridus



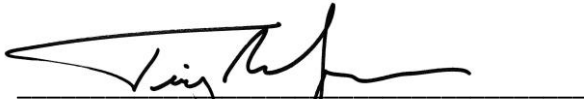
VERIDUS
GROUP

6280 N. SHADELAND AVENUE, SUITE A
INDIANAPOLIS, IN 46220
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Please indicate your acceptance of this proposal by signing below.

--Signatures Below--

Veridus Group, Inc. by:



Timothy M. Jensen, President

Town of McCordsville, Indiana, Client by:

Town Official

