



December 20, 2019

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

Re: Redevelopment and Consulting Services

Mrs. Galbraith:

The Veridus Group, Inc. is pleased to provide the following proposal for our redevelopment and consulting services based on our previous conversations. We understand each community faces different challenges, and we want to work with you to find equitable solutions to each challenge or opportunity presented. Furthermore, we understand the Town has put a high priority on creating a town center.

Background

After working alongside the Town in creating a conceptual Town Center plan, we believe that properly addressing and executing next steps for this project will greatly benefit the implementation of the Town Center Plan. We work with communities all over Indiana helping them take their ideas and plans and make them a reality. As always, change demands bold vision and leadership and will require some difficult decisions be made. We feel McCordsville is ready to take the next step and become the community the Town has always believed it could be, and we would be honored to be a part of this process with your team and community.

With this in mind, we have identified the following tasks as important steps in achieving your vision and goals. We have also indicated a fee estimate for each step as well as a schedule for your consideration.

Implementation Strategy – (~60 days)

We believe planning is important, but nothing happens without implementation. Our implementation strategy process includes several hours of meetings with Town representatives and staff to systematically walk through each and every area which will be touched by the planned projects, development and redevelopment. We will take a close look at all elements including utilities, zoning, processes, land

acquisition and anything else which might need to be considered. The final deliverable is a strategy or “game plan” for staff and others to execute.

Land Strategy – (~30 days)

Veridus will assist the RDC in developing a comprehensive land acquisition and disposition strategy for property throughout the redevelopment area. This will include creating a budget for acquisition, or gaining control of targeted land parcels, as well as processes for acquisition and disposition including a property list and map along with appraisal procedures, and forms for options and first-refusal rights. The strategy will require the review of the RDC’s legal counsel for conformance to the statutes.

Developer and Broker Roundtable – (~90 days)

It will be extremely important to get the right developers to develop the projects outlined in the Town Center Plan. Using our network of developers from various projects and contacts, Veridus can work with the Town to bring interested developers into your market. Once we have the proper information put together, we would propose hosting developer and broker round tables. These will be important to inform the development community of all that is happening in McCordsville and solicit their feedback on what is needed for them to be interested in McCordsville.

Developer Management and Negotiations – (TBD)

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 – (up to 100 hours)

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. Operational Efficiencies
 - a. Veridus will conduct departmental or organization-wide assessments to improve processes necessary to carry out the Town Center Plan.
 - b. Veridus will provide Town staff with the necessary tools and put structures in place to ensure government accountability and performance.
 - c. Veridus will review the budget to make sure Town staff has a thorough understand of its resources, costs, and potential sources for income.
2. Administrative and Strategic Planning



- a. Veridus will provide coaching 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 up to 100 hours for this work. Actual hours and fee could vary.

Compensation

The scope of work proposed above will require approximately three months to complete. Compensation for services rendered will be billed hourly per the terms and conditions in a Master Services Agreement (which will be provided upon your request). The fee estimate for the tasks/work orders are as follows:

Implementation Strategy	\$4,500
Land Strategy	\$4,500
Developer/Broker Round Tables.....	\$5,000
Developer Management and Negotiations (approx. per project)	\$9,500
Municipal Advising.....	\$15,000

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

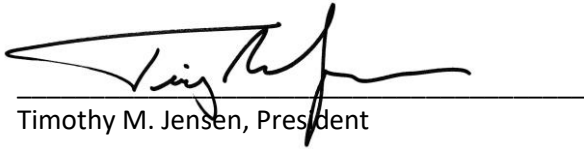


Cc Tim Jensen, Veridus
Greg Goodnight

Please indicate your acceptance of this proposal by signing below.

--Signatures Below--

Veridus Group, Inc. by:

A handwritten signature in black ink, appearing to read 'Tim Jensen', is written over a horizontal line. Below the line, the name 'Timothy M. Jensen, President' is printed in a standard sans-serif font.

Town of McCordsville, Indiana, Client by:

Town Official