FIRESIDE DR./TYLERSVILLE RD. INTERSECTION IMPROVEMENT

City of Mason and Warren County, Ohio

Proposal for Professional Services

EXHIBIT A
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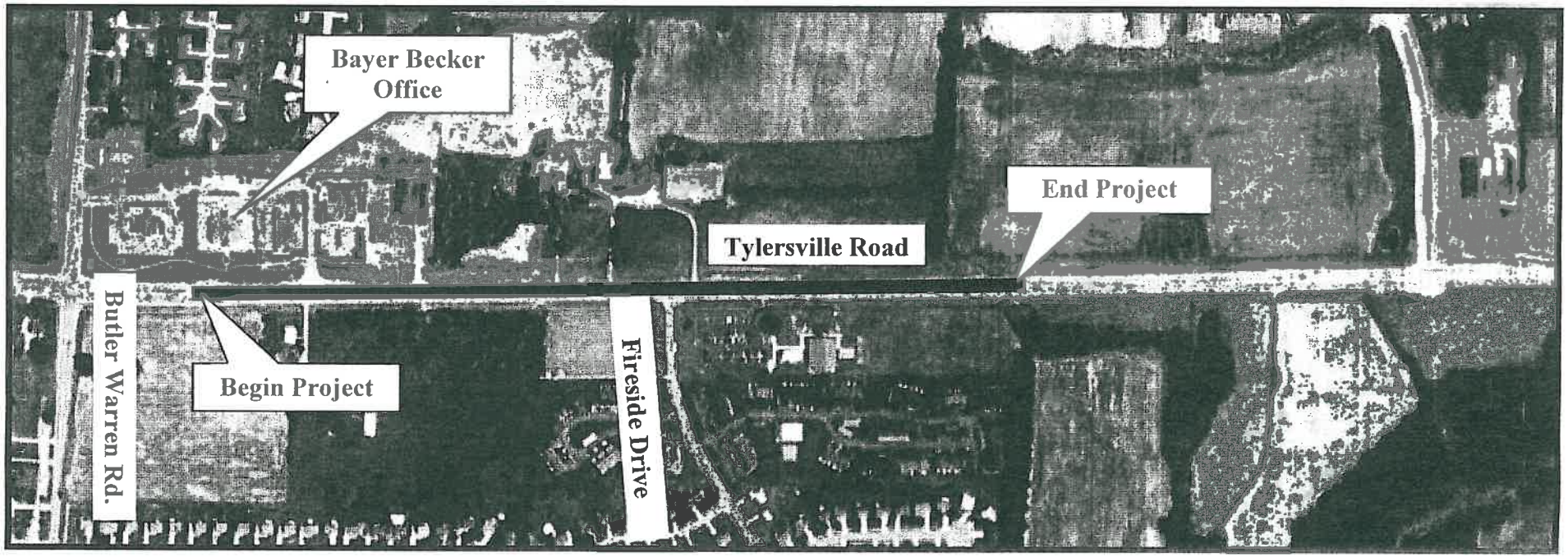

Submitted by the Team of:

bayer becker
engineers • architects • planners
landscape architects • surveyors

Shirley Oney, Negotiator

Construction Management Services

H.C. NUTTING COMPANY
GEOTECHNICAL, ENVIRONMENTAL AND TESTING ENGINEERS

Beck Consulting

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EXHIBIT A
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Executive Summary

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Bayer Becker is pleased to have this opportunity to be a part of the design of a project such as the Fireside Drive/ Tylersville Road Intersection Improvement that has so much importance to the economic development of the City of Mason and Warren County. We understand this is the city's front door from the west. Bayer Becker and our sub-consultants have the time, resources, and personnel to complete this project on time and meeting the client's expectations.

Design Team

Our team consists of experts in their respective fields. It makes more sense to divide and conquer tasks on a project of this significance. Our sub-consultants specialize and devote their sole company's resources to their specific scope on this project. We are proud to announce that our team consists of the following companies:

- Bayer Becker - Prime Consultant - Civil Engineering and Surveying
- H.C. Nutting Company-Geotechnical Engineering
- Beck Consulting, Inc. Lance Brown-Property Appraisal
- Shirley Oney, Negotiations -Property Negotiation
- Construction Management Services (CMS) Dennis Dean

Timing

It is understood that the project must be designed by April 1, 2007. We have proven our consulting team effectiveness on our past projects delivered to the city of Mason and we look forward to working with our sub-consultants and the consortium of parties interested on this project. Using April 1, 2007 as a deadline, we have created gant charts that are shown in section 1 of this proposal. We backed out from this date to present day to determine resource allocation for all of the needed tasks. Diversification of engineering tasks has been the key to our past project success and will be the reason why this project is so successful.

The team that will be assigned to this project has both the time and ability to meet the needs of the city and county, given the tight time constraints of this contract. At present the team for Bayer Becker has three other roadway projects they are working on. The first, the Mulhauser Road and Allen Road intersection in Butler County will be submitted by November 15th. It is our anticipation this will be before the contract is awarded on this project.

The second project, Industrial Road in Boone County, has already been submitted to the Kentucky Transportation Cabinet for their final review. We are presently making the final revisions from the review comments and these should take approximately 4 more weeks to complete.

The final project is the Tylersville Road widening project in front of Voice of America park. This project is presently on hold from the Butler County Engineer's Office.

None of these projects would prevent us from completing the Tylersville Road/ Fireside Drive intersection improvement plans. We look forward to the opportunity to work with the joint team from the city and county on this project.

Executive Summary

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Fee, Lump Sum

• Bayer Becker	$52,655
• H.C. Nutting Company	$9,100
• Beck Consulting, Inc.	$22,500 1
• Shirley Oney, Negotiator	$12,800 1
Not to Exceed Total Fee	$97,055

Alternate Bid

- Construction Management Services $36,000 2

1. See parcel pricing breakdown (pg. 6)
2. $60/hour @ 600 hours

*See page 9 for detailed breakdown by work scope

I. Executive Summary-Lump Sum Fee Breakdown

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TYLERSVILLE ROAD WIDENING PROJECT	PERSONNEL (Estimated) HOURS															
TASK	Field Crew	Principal	Project Manager	Engineer	Surveyor	Senior Tech.	Tech-nician	Total Hours	Field Crew @ $135/hr.	Principal @ $130/hr.	Project Manager @ $110/hr.	Engineer @ $100/hr.	Surveyor @ $95/hr.	Senior Tech. @ $80/hr.	Tech. @ $65/hr.	Cost
Pre-Design Services & Investigation (BB)																
Pre-Design Meeting		3	3					6	$ -	$ 390	$ 330	$ -	$ -	$ -	$ -	$ 720
Utility Marking & Fieldwork	42							42	$ 5,670	$ -	$ -	$ -	$ -	$ -	$ -	$ 5,670
Basemap Preparation					22	22		44	$ -	$ -	$ -	$ -	$ 2,090	$ 1,760	$ -	$ 3,850
Roadway Design Services (BB)																
Line, Grade & Typical Preparation		2	2	8		35		47	$ -	$ 260	$ 220	$ 800	$ -	$ 2,800	$ -	$ 4,080
Line, Grade & Typical (LG&T) Submission			6					6	$ -	$ -	$ 660	$ -	$ -	$ -	$ -	$ 660
Preliminary Cost Estimate			2			6		8	$ -	$ -	$ 220	$ -	$ -	$ 480	$ -	$ 700
Utility Coordination			8					8	$ -	$ -	$ 880	$ -	$ -	$ -	$ -	$ 880
Address LG&T review comments				4		12		16	$ -	$ -	$ -	$ 400	$ -	$ 960	$ -	$ 1,360
Traffic Control Plans				6		20		26	$ -	$ -	$ -	$ 600	$ -	$ 1,600	$ -	$ 2,200
Maintenance of Traffic Plans				8		20		28	$ -	$ -	$ -	$ 800	$ -	$ 1,600	$ -	$ 2,400
Stormwater Pollution Prevention Plan				8				8	$ -	$ -	$ -	$ 800	$ -	$ -	$ -	$ 800
Plan Sheets				15		32		47	$ -	$ -	$ -	$ 1,500	$ -	$ 2,560	$ -	$ 4,060
Cross Section Sheets				12			28	40	$ -	$ -	$ -	$ 1,200	$ -	$ -	$ 1,820	$ 3,020
Right-of-Way Plans (incl. Residual Boundary)					40	32		72	$ -	$ -	$ -	$ -	$ 3,800	$ 2,560	$ -	$ 6,360
Final Plan Submittal			8	6				14	$ -	$ -	$ 880	$ 600	$ -	$ -	$ -	$ 1,480
Address Final Plan review comments				8		16		24	$ -	$ -	$ -	$ 800	$ -	$ 1,280	$ -	$ 2,080
Final Cost Estimate			1	3				4	$ -	$ -	$ 110	$ 300	$ -	$ -	$ -	$ 410
Progress Meetings (1 per month, 4 total)			12					12	$ -	$ -	$ 1,320	$ -	$ -	$ -	$ -	$ 1,320
As Builts	4			2		4		10	$ 540	$ -	$ -	$ 200	$ -	$ 320	$ -	$ 1,060
Prints (20 sets max.)																$ 1,200
Signal Warrant Analysis & Signal Design (BB)																
24 hour Automatic Traffic Counts	8					1		9	$ 1,080	$ -	$ -	$ -	$ -	$ 80	$ -	$ 1,160
Warrant Analysis				8				8	$ -	$ -	$ -	$ 800	$ -	$ -	$ -	$ 800
AM & PM Peak Hour Turning Movement Count				2			9	11	$ -	$ -	$ -	$ 200	$ -	$ -	$ 585	$ 785
Signal Design				32		30		62	$ -	$ -	$ -	$ 3,200	$ -	$ 2,400	$ -	$ 5,600
Totals =	**$54**	**$5**	**$42**	**$122**	**$62**	**$230**	**$37**	**$552**	**$7,290**	**$650**	**$4,620**	**$12,200**	**$5,890**	**$18,400**	**$2,405**	**$ 52,655**

I. Executive Summary-Lump Sum Fee Breakdown (Cont'd)

H.C. NUTTING COMPANY
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Compensation-Geotechnical

We propose to perform this geotechnical study in accordance with our current fee schedule. The following table depicts the itemized cost to perform the scope of services described herein.

Drilling Services - 13.5 hours at $140 = $1900
Traffic Control - 16 hours at $40/hr = $640
Laboratory Testing - $1660
Engineering - 43 hours at an average rate of $79/hour = $3400

Please note that performing the laboratory testing per ODOT specifications represents approximately $1,660 of the total base budget. For estimation purposes, we have assumed that the test borings can be drilled during normal working hours (8 a.m. to 5 p.m.) during weekdays (Monday through Friday). Additional costs will apply if drilling is restricted to nighttime and/or weekend hours.

This fee includes our services through submittal of the final report. Our invoice for drilling services will be submitted with the preliminary field logs immediately following drilling completion. We will submit an invoice for the remaining balance at the time of report submittal. Additional services, which may be requested after report submittal including meetings, review of drawings or specifications, additional consultation etc., will be invoiced based on our current fee schedule.

Scope of Services	*Fee*
Geotechnical Study – ***75 linear feet of overburden drilling*** ***Traffic control*** ***Laboratory testing per ODOT Specifications*** ***Engineering analyses and report preparation***	***$7,600***
Additional Laboratory Testing for Design ***CBR***	***$1,500***

I. Executive Summary-Lump Sum Fee Breakdown (Cont'd)

Beck Consulting, Inc.
Shirley Oney, Negoitator

Appraisal Information - Beck Consulting, Inc.

The proposed project will commence at Butler-Waren County Line Road and will extend east along Tylersville Road approximately 3,300 feet. There are a total of 8 potential owners to be affected, but three may be excluded from the project. If these three are excluded, there will be five property owners and a total of 7 separate larger parcels that will be appraised, requiring separate appraisals.

It is not anticipated that there will be any acquisition of structures or significant impact to parking areas of existing properties that will be affected by the take. The timing and
completion of the appraisal process will occur over a 60-day period, with reports submitted upon completion during the 60-day time frame. A specific parcel can be finished earlier than others depending on the needs of the client.

Based on the nature of the project, and the area of Tylersville Road, the increased proximity to the structures is not anticipated to result in damage to any of the residue properties. It is not anticipiated that any damage during construction or temporary damage will accrue to any of the residue properties as a result of the project.

Ball, Angelina Mary—15051010050 ($3,500) - Summary
Mueller Parker, LLC—15051260750 ($2,750) - Summary
Ohio Disciple Extension—15051260400 ($2,750, assume no negative impact on parking)—Summary
Lawson, Charlie & Bonnie—15063760091,15063760092,15063520400 ($6,000) - 3 Summary Reports
West Mason Church of Christ—15063520390 ($3,500) - Summary

The following assume no negative impact on parking:
Rainbow Rascals—15063520380 ($1,500) Value Finding/Summary
East-West Properties—15063520370 ($1,000) - Value Finding
BBBG Enterprises—15063520390 ($1,500) Value Finding/Summary

Negotiation Information - Shirley Oney, Negoitator

It is anticipated that there are 8 parcels, and the cost per parcel for negotiation will be $1,600, not to exceed a maximum fee of $12,800.

TOTAL $22,250

I. Executive Summary-Lump Sum Fee Breakdown (Cont'd)

Construction Management Services, Inc.

Construction Management Services (CMS) respectfully submits the following as our flat hourly rate for construction inspection in reference to the City of Mason, Fireside Drive/Tylersville Road Intersection Improvement project. CMS's rate is based upon a total of 600 hours of inspection services. Please note that beyond the provision of inspection services, our hourly rate also includes the following:

- Project related daily mileage and cell phone communication.
- Contract Administrative support for the preparation of cost estimates.
- Resident Project Representative (Construction Inspection) oversight and supervision.
- Comprehensive daily journal documentation
- Photo and/or video documentation, both preconstruction and concurrent

Construction Inspection Flat Hourly Rate[1]			
Position	**$/Hour**	**Hours**	**Total**
Project Observation	$60.00	600.00	36,000.00

1 Resident Project Representative services will be charged at $60.00 per hour, per person. Work performed on a Saturday, Sunday, Holiday and/or any hours which exceed a total of eight hours (8) per day will be regarded as an extra for which compensation will be $ 90.00 per hour, per person, for each extra hour worked and authorized.

CMS's rates conform to the following cost principles: Monday through Friday, five eight (8) hour workdays.

CMS will reimbursed for job related expenses. Reimbursable expenses mean the actual expenses incurred directly or indirectly, plus 10% in connection with the project including expendable materials, incidental thereto; providing and maintaining field office facilities including furnishings and utilities, reproduction of reports, drawings and specifications and similar project related items.

CMS's RPR rate includes daily mileage and cell phone communications.

I. Executive Summary-Schedule

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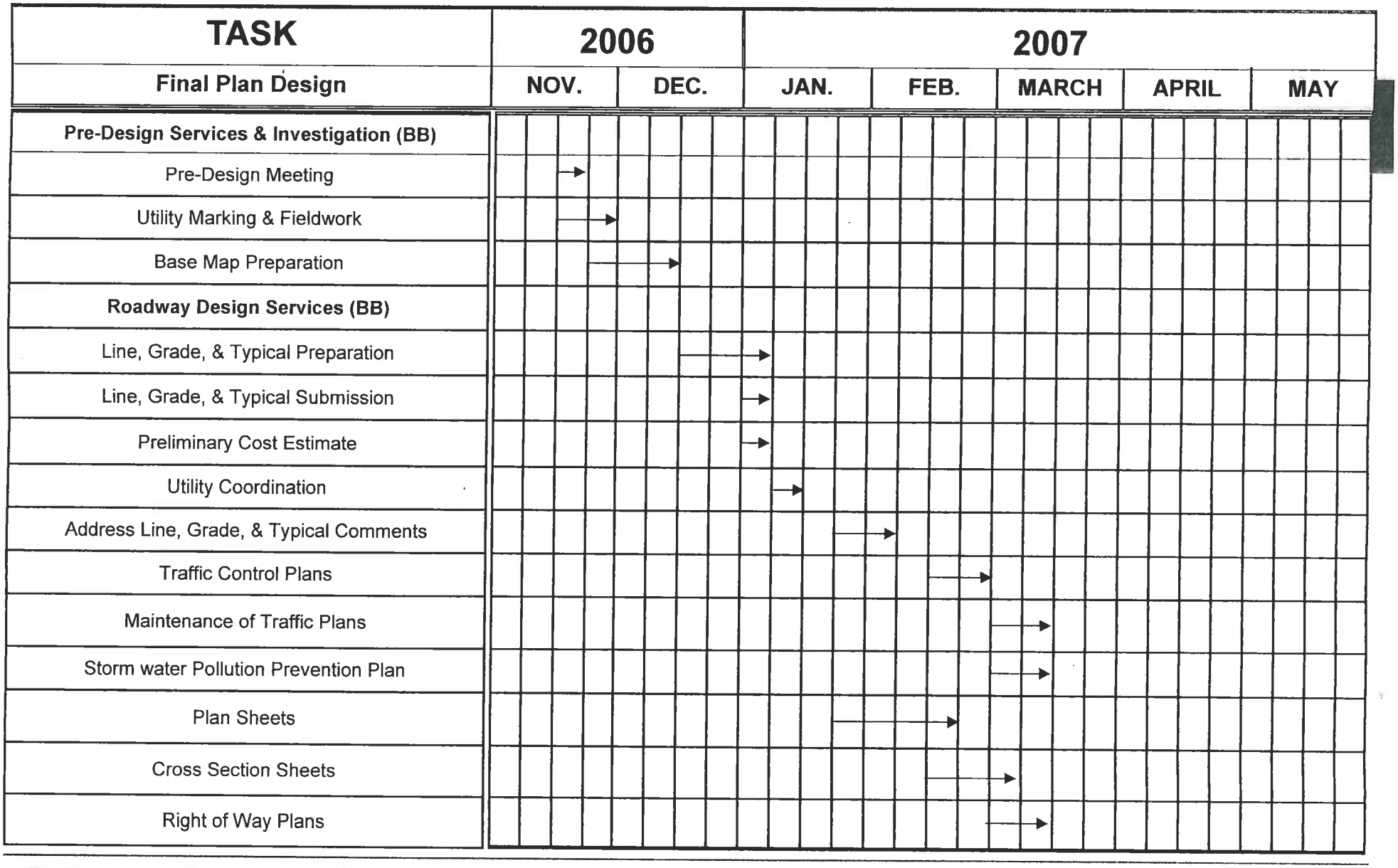

I. Executive Summary Schedule (Cont.)

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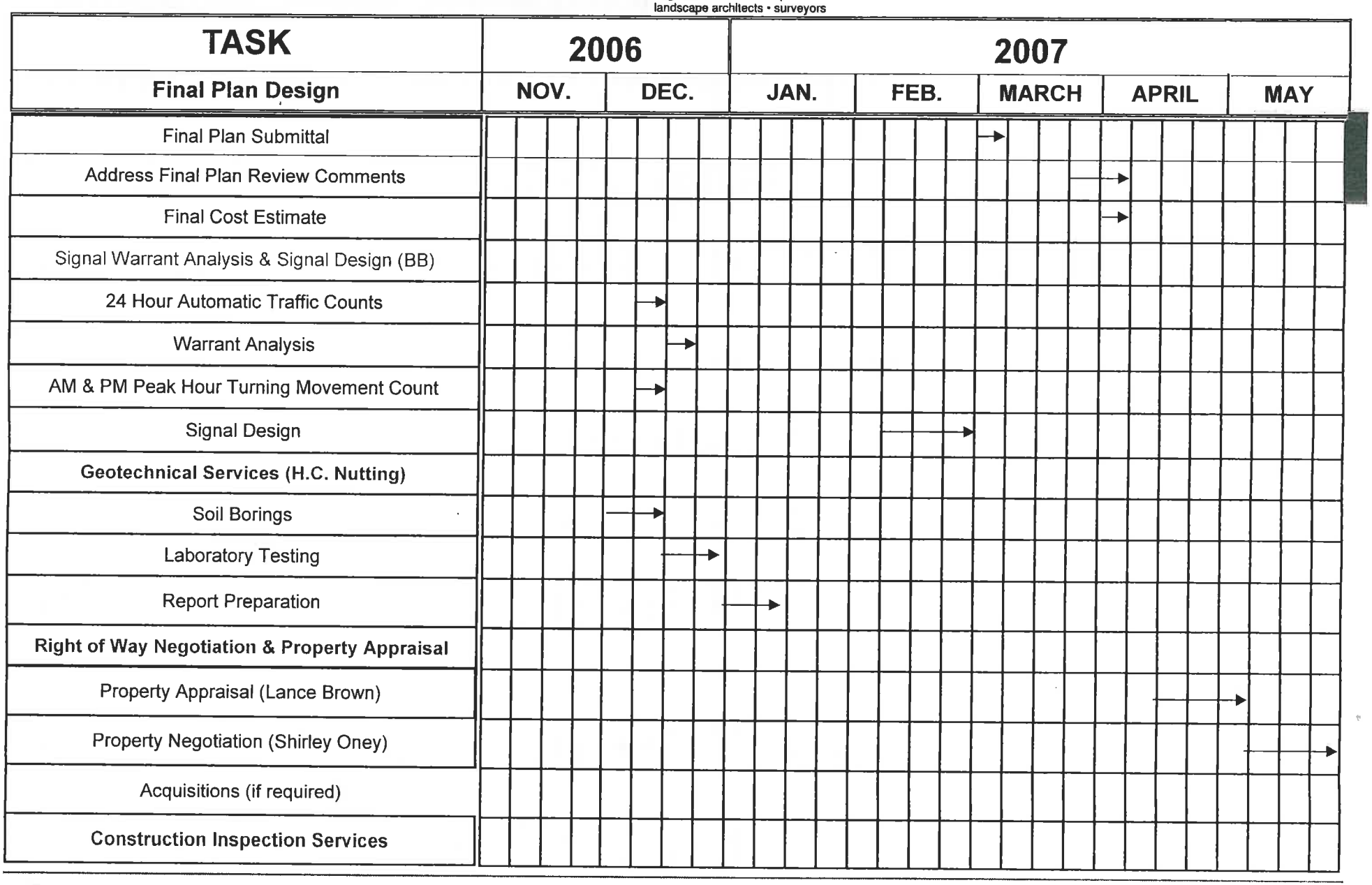

I. Executive Summary-Project Approach

Pre-Design Services and Investigations

Upon receiving authorization to proceed, BB will meet with City and County staff in order to discuss the specific scope of the project. One item to be discussed is the storage length desired for the left turn lanes on both Tylersville Road and Fireside Drive. BB will make recommendations regarding storage lengths upon compilation of the traffic count data.
In conjunction with the pre-design meeting, BB will begin to collect information in order to prepare a base map for the project. More specifically, courthouse research, field topographic and right of way surveys, traffic counts, and utility plans.

Roadway Design

Using the base map, BB will evaluate the best method of widening Tylersville Road to accommodate the additional lane—widen on 1 side or both. In reviewing the GIS mapping and aerial photography for the project area, the current widening at Butler Warren road occurs on both sides of the ceneterline. Ideally, it would be best to widen both sides of the road in order to minimize the taper lengths, however in this instance widening on 1 side may be a more cost effective method. Several items that will be evaluated in order to determine if the widening will occur on 1 side or 2 include utilities, right of way, adjoining properties and owners, and drainage.

1. The location of existing utilities will play a key role. A pole line exists on the south side of Tylersville Road with a watermain on both the north and south side.
2. BB will prepare preliminary cross sections in order to determine if the widening can occur without disrupting the utilities. Should any of the utilities need to be relocated. BB will work closely with the utility companies early on in the process in order to ensure that the relocation does not delay the construction of the project.
3. Upon review of courthouse record, BB will determine which side has the most right of way available for the widening. Based upon the GIS mapping it appears that the right of way will need to be obtained iregardless of which side is widened. One way to minimize the amount of right of way or roadway easements required would be to utilize curb and gutter in addition to the shoulder to eliminate the roadside ditch. Another way to mini mize the amount of permanent right of way would be to include the pavement only in the right of way and have the ditch located within the drainage easement. BB will evaluate and discuss these options with the City and County during design.
4. The Tylersville Road Christian Church appears to be impacted the most by the proposed widening. The service drive for the Church is currently located within 25 feet of the existing shoulder of Tylersville Road. Should widening occur on the south side of Tylersville Road, it may be necessary to install curb and gutter in order to avoid impacting the service drive.
5. The design of the widening will accommodate five lines for the entire length of the project from the tie-in to the west where five lanes are already existing approaching the Butler Warren Road intersection and to the east until the roadway tapers after completing the left turn lanes on to Fireside Drive. The concrete median will be designed based upon discussions with the City and County staff from Fireside Drive to the left turn lanes at Butler Warren Road. We will work with staff to identify any potential future access points on Tylersville and determine if the median should be adjusted for those access points. The design of the median itself will be investigated with staff to determine the most appropriate design, considering such factors as initial construction cost and long term maintenance.
6. Lastly, both sides of Tylersville Road are lined with a ditch which drains through drive pipes under the existing drives and Fireside Drive. With the widening of Tylersville Road these ditches will need to be either reconstructed or enclosed within a storm sewer system. If the ditches are relocated, all of the drive pipes will need to be reconstructed.

Fireside Drive is a curbed roadway located in the center of the right of way. Widening is expected to occur on both sides of the roadway, in order to minimize the length of the project.

The widening of Tylersville Road will not utilize the existing shoulder. It is our understanding that the existing shoulders were not constructed of a suitable composition to carry traffic and must be removed in order for the widening to occur.

No adjustments are expected to be made to the vertical alignment of either Tylersville Road or Fireside Drive. However, should the City and County wish to have an aesthetically pleasing project, they may wish to include an overlay to both roadways.

I. Executive Summary-Project Approach (Cont'd)

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Roadway Design (cont.)

It is our understanding that walk will not be constructed within the project limits of Tylersville Road. Both the City of Mason's Thoroughfare Plan and West Chester Township Bikeway plan call for a bike path to be constructed along the north side of Tylersville Road. However, while the path will not be constructed at this time, this project can be designed to accommodate the future improvement. The cross sections can be designed and the right of way can be established to account for this.

Walk currently exists along the west side of Fireside Drive. With the widening of Fireside Drive the walk will be extended to Tylersville Road so that it can tie in to the future path.

Communication is a key to the success of any project. BB will meet with City and County staff a minimum of one time per month during the design of the project to discuss progress. We would intend to communicate with staff more regularly via email and telephone to discuss design issues as they arise. Furthermore, BB staff will be available during the construction of the project to answer questions as they arise.

Upon completion of construction, BB will provide the City with 2 sets of mylars and an electronic version of the as builts of the sanitary sewer, water main, and storm sewers.

Signal Warrant Analysis and Signal Direction

BB will conduct 24 hour automatic traffic counts on each approach to the intersection of Tylersville Road and Fireside Drive for an average weekday. Since the traffic counts will be obtained during the winter months, BB will meet with City and County staff to discuss what adjustment factor should be used to account for the increase in traffic due to Paramounts Kings Island. Likewise, trip generations will be included to account for the construction of the Mueller Parker Funeral Home. Once the data has been adjusted to reflect summer conditions, it will be utilized in the preparation of a signal warrant analysis that will be submitted for review. The warrant analysis will evaluate the applicable warrants outlined in the OMUTCD.

Should a signal be warranted, BB will design the signal to the City of Mason standards. More specifically the signal will include video detection, mast arms, street lighting, and hardwire interconnect to the signal at Nicholas Way. BB will perform AM and PM peak hour turning movement counts at the intersection of Tylersville Road and Fireside Drive, for purposes of establishing timing for the intersection.

I. Executive Summary-Project Approach (Cont'd)

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To meet the targeted goal of 5 months to final design drawings, BB as the primary engineering consultant has teamed up with H.C. Nutting, Lance Brown of Beck Consulting, Inc., Shirley Oney, and Dennis Dean of Construction Management Services. These firms and individuals shall act as our sub-consultants for the geotechnical, the property appraisal, property negotiation, and construction inspection, respectively. It is assumed the City of Mason and Warren County Engineers Office will be the review agencies for the roadway drawings. In order to price our bid accurately and competitively, we have made certain assumptions relative to the request for proposal submittal.

Our price **includes** or is clarified with the following:

1. Submittal of NPDES forms.
2. Notification to OUPS for utilities.
3. Survey tie-in to City of Mason benchmark system.
4. Geotechnical insert sheets.
5. Fieldwork included as part of our proposal is the fieldwork that is needed to gather the initial design information on pavement, property corners, utilities, grades, etc. Also, we have included field time to set a permanent benchmark on the site and to witness the alignment.
6. A formal set of ODOT style right of way plans is included in our price as appropriate.
7. Two sets of mylar plots.
8. Twenty sets of blueprints.
9. Our plans shall include a title sheet, schematic plan, general notes, typical sections, estimated quantities, general summary, storm water pollution prevention plan, plan profile sheets at 1"=20' horizontal and 1"=5' vertical, cross section sheets at 1"=5' horizontal & vertical, driveway profiles, intersection details, culvert profiles, traffic control plans, maintenance of traffic/detour plans, right of way plans, and geotechnical insert sheets.
10. The proposed roadway widening shall be full depth pavement.
11. Engineer's estimate of probable cost.
12. Boundary surveys of the residual parcels including the metes and bounds legal descriptions.

Our price does **not** include the following:

1. Environmental work. This includes clearances as part of the phase I, II, etc. studies. These studies are usually done before detailed engineering to detect cultural, historical and environmental issues that may effect the design and/or construction parameters. For example, if underground storage tanks, unmarked graves, Indian artifacts, historical areas, farmsteads, etc. are present they may delay the design, the acquisition & valuing of property and/or the construction. If this service is required, BB can provide this to the City.
2. Fees associated with submittals, reviews (if required), or requests for information.
3. Extensions west and east of the assumed termini points.
4. Fieldwork associated with construction layout, staking of permanent and temporary takes, or other fieldwork is not included as part of our proposal.
5. While it is anticipated that certain design changes will be needed on this project, those changes that occur after approval is given for a certain design task shall be billed at our normal rates or negotiated.
6. If alignment changes occur beyond the approved LG&T submittal, BB cannot be sure to meet the deadline of April 1, 2007.
7. Salvage sections.
8. Plan pavement calculation sheets.
9. Blueprints beyond 20 sets.
10. Lighting plans.
11. Relocation of water main, fire hydrants, and appurtenances to be designed by Cincinnati Water Works.

I. Executive Summary-Project Approach (Cont'd)

Scope of Work

Field Exploration

The purpose of this geotechnical study is to characterize existing subsurface conditions and to provide design recommendations for the proposed roadway widening. We have based our study on drilling a total of 5 test borings. The borings are generally anticipated to be 300 to 400 ft. apart, per ODOT requirements, with closer boring intervals being required if significant changes in subsurface conditions are encountered. The borings will be extended to average depths ranging from 10 ft. to 15 ft. below present ground surface elevations at each location. The roadway borings will also address the subgrade study criteria per ODOT requirements.

Representatives of H. C. Nutting will field locate the test borings using tape measure methods by referencing from existing site features. We will determine the ground surface elevations at the boring locations using standard level survey techniques. Our budget also assumes that arrangements for site access onto private property, if required, will be arranged by others, prior to drill rig mobilization. We will also coordinate the clearance of public utilities with the Ohio Utility Protection Service (OUPS). However, private utility clearance, not within the jurisdiction of OUPS, will be the responsibility of the property owner.

The test borings will be advanced and stabilized using hollow-stem augers with sampling accomplished using split-spoon techniques in accordance with "Standard Method of Penetration Test and Split-Barrel Sampling of Soils", ASTM 1586 D. The upper 5 ft. of each boring will be continuously sampled and detailed laboratory testing in accordance with ODOT specifications will be performed. Beyond a depth of 5 ft., the sampling interval will be increased to 2.5 ft. We anticipate that all of the test borings will be completed utilizing a truck-mounted drill rig. In consideration of the existing site conditions, some of the borings may need to be drilled within the existing pavement. Therefore, our budget includes the cost to provide traffic control during drilling activities. All of the borings will be backfilled with drill cuttings and patched, where necessary, prior to demobilizing from the site.

Laboratory Testing

Following field exploration, all samples will be returned to our Soil Mechanics Laboratory for visual classification and selection of representative samples for laboratory testing. Labora-tory testing will be conducted on selected samples for determination of ODOT classification and general engineering characteristics. Per ODOT Geotechnical Bulletin GB1, dated July 14, 2004, a minimum of 2 Sieve/Hydrometer tests and 2 Atterberg limit determinations should be performed within the upper 5 ft. of each roadway boring location. Laboratory testing will also include natural moisture contents and pocket penetrometer readings. Reclassified boring logs in ODOT format will be prepared based upon the visual examination by the project geotechnical engineer, notes provided by the driller and the laboratory test results.

To provide pavement design parameters, we propose to obtain one bag sample during drilling activities to perform a 3-point CBR test, full classification and Standard Proctor analyses. The cost for the additional laboratory testing has been itemized in the compensation portion of this proposal.

Report Preparation

The data developed from the test boring and laboratory testing programs will be utilized for engineering analyses and preparation of a geotechnical report. We anticipate that the report will include a test boring location plan, graphic subsurface profiles, laboratory test results and the test boring logs. The report will include a detailed description of the encountered subsurface conditions and a discussion of the engineering properties of the soil. The report will also include recommendations for subgrade preparation, including depth of undercutting, if required, as well as recommendations with regard to problem subgrade areas. The CBR value will be estimated from laboratory testing and correlation with index properties so that the pavement section can be determined by others.

The data will be provided on standard ODOT format drawings. We will also be pleased to provide the computer diskette for these drawings. The drawings can be submitted in AutoCAD or MicroStation format. We request that Bayer Becker supply the electronic files of the plan and profile sheets. We will modify those sheets to include the borehole locations and graphic boring logs on the profiles. Then, the supplemen-

I. Executive Summary-Project Approach (Cont.)

Beck Consulting, Inc

Appraisals

Beck Consulting, Inc. is a full-service real estate appraisal and consulting firm formed six years ago. The company possesses core competencies in real estate appraisal conducted for partial acquisitions for public improvements projects. The professionals at Beck Consulting possess expertise in industrial, commercial, single-family, agriculture and railroad. Three real estate experts anchor the core of the appraisal and consulting team for acquisition appraisals.

Key Personnel at Beck Consulting, Inc. include:

Lance Brown, MAI is Executive Vice President of Beck Consulting, and has been engaged in the real estate industry for 19 years. He is experienced in the valuation and evaluation of commercial, industrial, residential, and other types of properties, and advises clients on real estate investment decisions. Mr. Brown completed a Master of Business and Administration at the University of Cincinnati. Mr. Brown is an ODOT pre-qualified appraiser and appraisal reviewer.

Martin Hunter is Senior Vice President of Beck Consulting, and has been engaged in the appraisal industry for 38 years. He is experienced in the valuation of commercial, industrial, and other types of real estate. Mr. Hunter completed a Bachelor of Arts at Ohio State University. Mr. Hunter is an ODOT pre-qualified appraiser.

Todd Schmutte is Vice President of Beck Consulting , and has been engaged in the appraisal industry for 3 years. He is experienced in the valuation of land, commercial, industrial, and residential property. Mr. Schmutte has completed a Bachelor of Science at the University of Cincinnati.

I. Executive Summary-Project Approach (Cont.)

Shirley Oney, Negotiator

Negotiations
Negotiations will commence upon receipt of a completed acquisition package. The acquisition package will include all relevant documentation, including the appraisal and title exam, to allow the negotiator to make initial contact with the property owner to commence the negotiation process.

The first step in the negotiation process is to contact the property owner and arrange a meeting to answer questions regarding the project. At this meeting, the first offer, based on the appraisal, will be made to the property owner. If agreement is not achieved at the initial meeting with the property owner, a reasonable number of meetings will be conducted with the property owner in an effort to resolve problems, answer questions, and address concerns during a time period of at least one month.
All of the negotiations, correspondence, contacts, and attempts to meet with the property owner will be fully documented, consistent with what is typically required for negotiations of this type.

Successful Negotiations
In the event that the negotiations result in a successful agreement with the property owner by way of acceptance of the initial offer or an amount agreed upon by the property owner and the agency through an administrative settlement, the negotiation package will be returned to the project manager. The negotiation package will include all offer letters, correspondence to and from the owners, requests for administrative settlements, title reports, appraisals, and plan changes. In addition, there will be agreements, contracts, instruments, W-9 forms, and all other documentation necessary for the project manager to understand the negotiation activities related with each parcel. When the negotiation package is provided to the project manager, the negotiator's duties will be finished.

Unsuccessful Negotiations
In the event that negotiations are unsuccessful, where the property owner does not agree to accept the appraised amount or any administrative settlement offers made by the agency, the negotiator will return to the project manager the negotiation package, which will contain all of the items listed above, as well as final offer letters. The negotiation package, including the final offer letters, will be provided to the project manager so that the appropriation process can be initiated by the project manager and the agency. At this point, the negotiator's duties related with this parcel are finished.

Final plans are due by April 1, 2007. Appraisals are to begin after final plans are received, and are to be completed within 60 days. The negotiation process is expected to be completed by June 30, 2007 to allow for a reasonable amount of time for response to the initial contact, allow for meetings and first offers, address concerns and questions, and consider possible changes and modifications to the existing plan or FMVE.