



August 2, 2019

Mr. Dennis Carson
Director of Economic Development
City of Lafayette
515 Columbia Street
Lafayette, IN 47901

Re: Development Consulting and Construction Documentation Review

Mr. Carson,

Per our emails, we wanted to follow up with this proposal of how we might be able to assist you and the City of Lafayette with your project. We understand that each community faces different challenges, and we want to work with you to find equitable solutions to each challenge presented. Per the email exchange this week, it is our understanding that you have immediate needs for support in the review and examination of project terms, financials and proformas for another potential mixed-use real estate project in the downtown.

Work Order 02 – Development Consulting – Mixed-use Project Review

Using our background in real estate, development and construction, we will review the information you provided. In addition and at your direction, we can continue to represent the City in discussions and negotiations with developers. This will include a comprehensive review of the project pro forma, construction documentation and other financial documents, and assisting City staff in working with the attorneys and municipal finance advisors as required. We will participate in conference calls or in-person meetings as required and scheduled with advanced notice. The estimated cost below includes a full review of the project documents to check on the feasibility of the project and its financials along with one meeting with City staff and the developers. If additional services are needed, we can prepare an estimate for the work at that time.

Compensation

Compensation for services rendered will be billed hourly per the terms and conditions in the Master Services Agreement. The fee estimate for the work orders as follows:

Work Order 02 – Development Consulting.....\$3,000

If payment is not made within 30 days of the date when the payment is due, we may, at our option, and effective upon the delivery of written notice of our intention to do so, terminate the contract or suspend further performance of our services under the contract, and we shall have no liability for delay or damage that results from the termination of the contract or suspension of services.



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 (317) 450-7653.

Best regards,

A handwritten signature in black ink, appearing to read 'Marlon Webb', written over a horizontal line.

Marlon Webb, MPA, EDFP
The Veridus Group

Cc Tim Jensen, Veridus

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', written over a horizontal line.
Timothy M. Jensen, President

City of Lafayette, Indiana, Client by:

City Official



VERIDUS WORK ORDER

WO-02 – Development Consulting

This Work Order (WO-02) is issued under the Master Services Agreement entered into at Lafayette, Indiana on the ___ of August, 2019, by and between

City of Lafayette (City Council, Mayor’s Office or Redevelopment Commission)
20 N. 6th Street
Lafayette, Indiana 47901

hereinafter referred to as “City”, and

Veridus Group, Inc.
6280 N. Shadeland Avenue, Suite A
Indianapolis, IN 46220

hereinafter referred to as “Veridus”, wherein it is agreed as follows:

Under this Work Order, Veridus intends to provide the following services:

WO-02 Development Consulting. Veridus will provide a comprehensive review of the pro forma and other construction and financial documentation provided by JDP/Green Street Realty for a specific project in Lafayette. The initial amount of the work order allows for four meetings in Lafayette and a memo documenting the pro forma review.

For mutual consideration hereinafter set forth, the City and Veridus agree as follows:

- A. Veridus agrees to perform the following services:
See full scope after signature lines below
- B. The schedule for services performed under this work agreement is as follows:
Begin Work: **August 2019**
Substantially Complete: **Approximately 10 business days after start date**
- C. City agrees to compensate Veridus per the Master Services Agreement. An estimate for this work order is as follows (only actual hours will be billed):
\$3,000.00 **Three thousand and no/100 dollars**
- D. The Veridus staff assigned to this project and the approximate hours are as follows:
 - a. Tim Jensen (principal) 8 hrs
 - b. Marlon Webb (project executive) 12 hrs

Reimbursable expenses shall be compensated as described in the Master Services Agreement, unless otherwise noted.

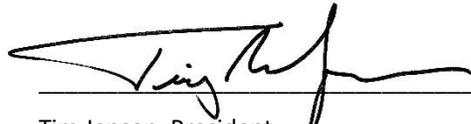


IN WITNESS WHEREOF, the parties hereto have accepted, made, and executed this Work Order (WO-02 – Development Consulting) upon the terms, conditions, and provisions above stated and in the Master Services Agreement the day and year signed by the last required signatory.

CITY of LAFAYETTE REDEVELOPMENT COMMISSION

VERIDUS GROUP, INC.

Donald J. Teder, President



Tim Jensen, President

Jos Holman, Vice President

T.J. Thieme, Secretary

Sherry Henriott, Commissioner

Jim Terry, Commissioner

ATTEST:

Dave Moulton

Randy Bond

Expanded Scope of Work:

1. Comprehensive review of pro forma and project financials as provided by the developer(s)
2. Summary memo of the pro forma review
3. One meeting with City staff and/or developer for questions and clarifications
4. Present findings at one public meeting as requested by staff