

ORRICK & ERSKINE, L.L.P.
ATTORNEYS AT LAW

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Mr. Jim Holtcamp
Acquisition Specialist
17221 East 23rd Street S
Independence, Missouri 64057

via electronic communication to: jholtcamp@indepmo.org

Dear Jim:

Thank you for the opportunity to submit this proposal to perform acquisition services for the City of Independence, Missouri. Our firm is in the niche business of providing these services for projects large and small for municipalities, state agencies and utility companies. I've attached our resumes. My partner, Tim Orrick, has been in this business for over 35 years, and I have been in it for over 20 years. As lawyers, we also have a unique ability to hedge off legal issues before they arise, as well as perform condemnation work in the end if it becomes necessary. We have performed these types of services for projects in both Missouri and Kansas, including those that adhere to state and federal regulations. We have a staff of 4 other assistants who will help us through this process, all of whom have multiple years of experience.

We traditionally receive a tract list, legals/survey exhibits and title reports from our clients. From there, we can draft all other necessary agreements, conveyances, and offer packages. Depending on the project funding source, we can also create the value estimates in house. However, if the project funding source includes state or federal money, we may have to engage the assistance of outside appraisers. We are available to discuss this step with you and obtain cost estimates.

We will mail out offer packages that explain the project, offer compensation for the takings, and provide all necessary forms to complete the transactions. We will offer to meet with the property owner on site to answer questions. We would prefer the City provide a technical team member who can be on call to attend these on site meetings if they appear to be complicated.

After we receive the necessary tract information from the City, we can have offer packages out within a couple of weeks and follow up meetings thereafter. This assumes we can perform the value estimates in house. If we need to engage outside appraisers, this could add 30 days to the timeline. I know you are on a tight timeline, but we do have the bandwidth to help you pull it off.

We charge on a per-tract basis at a rate of \$1,250 per tract. We would bill the first 50% upon mailing of the offer packages, 25% more after 30 days of negotiations, and the final 25% upon agreement or a declared impasse. We ask that our invoices are paid on a net 30-day basis.

If the City were to choose to engage our firm for condemnation purposes, we would bill our time hourly at \$225/hour, and pass actual expenses related to that process to the City on a monthly basis.

I would be happy to join your team on a conference call or Zoom to discuss the project in more detail and answer any other questions you may have. Thank you again for providing this opportunity to us.

Sincerely,

A handwritten signature in black ink, appearing to read 'J. Erskine', written in a cursive style.

Joseph J. Erskine
Orrick & Erskine, LLP

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