



Public Institutions
3344 Peachtree Road Suite 1200 Atlanta GA 30305
Jeremy.becker@am.jll.com (404) 995-2176

September 25, 2015

Todd Slatin, Director
Division of Central Purchasing
Lexington-Fayette Urban County Government
Room 338, Government Center
200 East Main Street
Lexington, KY 40507

Re: Response to Lexington-Fayette Urban County Government RFP#41-2015 New City Hall Owner's Representative Services

Dear Mr. Slatin:

Thank you for the opportunity to provide alternative pricing for LFUCG's Owners Representative Services. JLL looks forward to working with LFUCG to achieve its real estate and operational goals.

As one of the largest providers of real estate advisory services to public institutions in the nation, we have longstanding success in assisting our clients unlock value in their real estate assets while minimizing portfolio risk and meeting institutional goals. As you know, we have assisted other comparable institutions in providing similar services.

The following pages provide an overview of our proposed scope of work and proposed fee structure. We are confident that the JLL project team is the right team to assist LFUCG on this engagement. We understand the LFUCG's required tasks, goals, and timeline; and we are ready to assist. Please do not hesitate to contact me if you have any questions.

Best Regards,

A handwritten signature in blue ink, appearing to read "J. Becker", with a long horizontal flourish extending to the right.

Jeremy Becker
Vice President, Public Institutions
JLL

Proposed Fee and Scope Structure

As requested in the RFP, our price proposal, outlined below, reflects a firm fixed price for delivery of the required elements of the scope of work. Our team has revised the proposed pricing, per deliverable, to a firm-fixed price of \$ 198,500.00. **Additionally, JLL, upon acceptance from LFUCG, will commit to rebate 25% of our proposed fee of \$198,500.00 if LFUCG were to engage JLL to conduct a transaction-based assignment based on an agreed upon fee structure.**

Proposed Fixed Pricing for LFUCG		
Deliverables	Original Fee	Revised Fee
1. Compiling, integrating, validating, and formatting existing data into a single report, to include research, site visitations, and other relevant information.	\$25,000.00	\$10,000.00 ⁱ
2. Development and presentation of a final written report which includes:		
a. Analysis of factors impacting future space needs for both office and parking, including parking space for the public doing business with the government.	\$58,000.00	\$58,000.00
b. Recommended options to meet the Government's building and parking space requirement for at least the next 10 years	\$48,000.00	\$48,000.00
c. Recommended multiple options for the locations of suitable facilities in downtown Lexington on property currently owned / not owned by the LFUCG	\$61,000.00	\$30,000.00 ⁱⁱ
d. A preliminary budget for each option that includes the cost of leasing or construction, professional services, office relocation expense during construction, demolition and related expenses. The budget will address costs in phases, namely immediate, near-term, mid-term and long-term.	\$64,500.00	\$40,500.00 ⁱⁱⁱ
Total	\$256,500.00	\$186,500.00
Travel and Other Expenses	\$15,000.00	\$12,000.00
Total with Travel and Other Expenses	\$271,500.00	\$198,500.00

ⁱ JLL proposes to alter this scope item to include the review and verification of previous studies, research, and other materials, as they relate to the current assignment. JLL will incorporate previous studies into the final deliverable(s), per relevancy. Our team will exclude the incorporation of previous data into a single report.

ⁱⁱ As discussed on Tuesday, JLL proposes to focus its analysis on locations in Lexington's Central Business District, in lieu of all of Lexington-Fayette, to maximize efforts and time requirements.

ⁱⁱⁱ JLL will compile project budgets, per the above requirements, at a high-level to include vetted and approved locations for further study. Our team will draw from comparable benchmarks to draw immediate, near-term and long-term property cost estimates for the proposed locations.