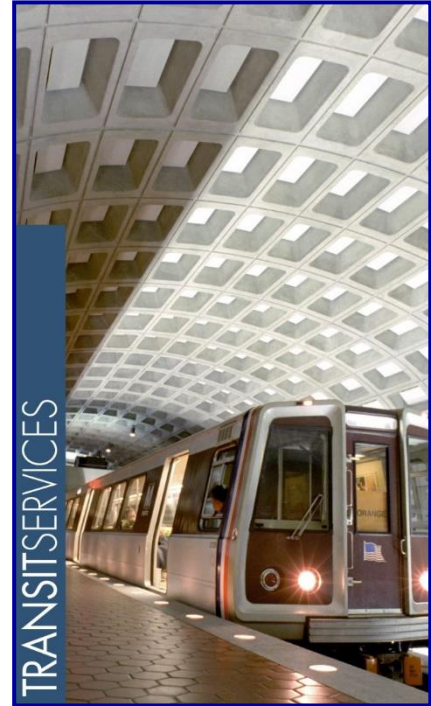
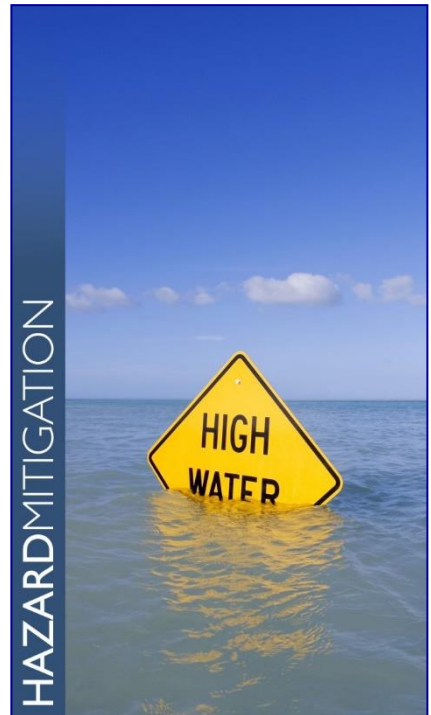
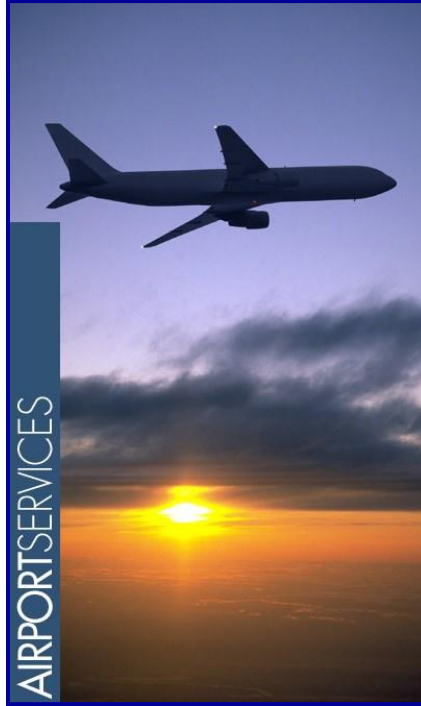
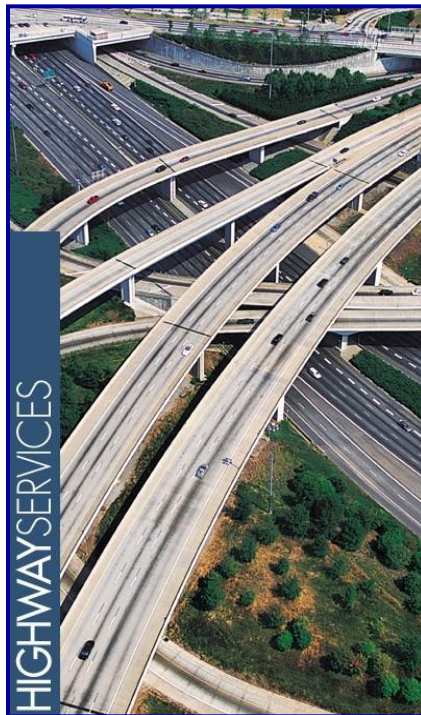




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Project Cost Proposal

City of Sunset Hills

West Watson Road Improvements

MO0252.000



July 28, 2022

Ramin Ashrafzadeh, PE

Associate VP, Assistant Regional Manager – Transportation

Horner & Shifrin, Inc.

RE: Right of Way Acquisition Services

City of Sunset Hills, West Watson Road Improvement

Dear Mr. Ashrafzadeh;

Per your request, following is a Right of Way Acquisition Scope of Services, and a cost to provide those services, for 4 parcels on the West Watson Road Improvement project in the City of Sunset Hills, Missouri. The specific parcel numbers affected are 5, 6, 7 & 8. This Scope of Services and Cost Proposal is based upon the plans provided to us as well as the situation on the project as we understand it as of today. The client will provide ORC with all necessary plans, plats and legal descriptions and other items necessary to negotiate for the needed property rights. In addition, client is responsible for payment of compensation to the property owner for the property rights as well as all closing related costs including recording fees, title insurance, etc. Client is also responsible for all condemnation related services.

SCOPE OF SERVICES

Project Management/Meetings & Reports

O. R. Colan Associates (ORC) will participate in a pre-acquisition meeting prior to the start of the project. This meeting will be to discuss project timelines, milestones, document coordination, status update expectations and review the scope of work responsibilities. In addition, ORC will participate in virtual meetings as requested to discuss project progress, issues and develop solutions. ORC will participate in up to 6 of these meetings.

Ownership Research

ORC will provide title reports for parcels where permanent easement(s) are being acquired. For this project, title reports are needed on 4 parcels.

Valuation

On parcels 6, 7 and 8 where the valuation problem is uncomplicated and the anticipated value of the proposed acquisition is less than \$10,000, the offer can be based upon a Waiver Valuation/Payment Estimate. This Waiver Valuation/Payment Estimate will be prepared by ORC staff based upon information from the local real estate market.

On parcel 5 where the valuation is for commercial property, ORC recommends using the Value Finding appraisal format. This valuation and the review must be prepared by a licensed appraiser on MoDOT's list of approved appraisers and must also undergo a review by another licensed appraiser who is approved by MoDOT to perform appraisal reviews on their projects. ORC will secure subcontractor(s) for this work.

Negotiations

ORC shall negotiate all acquisitions in accordance with the MoDOT LPA Manual, the laws of the State of Missouri, and the federal regulations known as the Uniform Relocation Assistance and Real Property Acquisition for Federal and Federally Assisted Programs, Final Rule. This may include but is not limited to the following: Describing the acquisition, referencing plats or plans, explaining right of way and construction plans, project schedule and other project details. ORC will clearly explain details related to the appraisal or value determination and how the offer was developed, as well as answering other valuation questions.

ORC shall prepare all necessary documents to be included in the offer package for the review and signature of the client. The only offer allowed to be made is that which has been approved by the client and ORC will not present to the property owner(s) and counteroffer or agree to any plan revisions without express permission of the client. All property owner concerns, counteroffers or issues will be presented to the client along with a recommendation from ORC.

At a minimum ORC will deliver to each property owner either in person or certified mail (or other means as approved by the client) each of the following: Notice of Intended Acquisition letter (60-day notice letter), acquisition brochure, copy of valuation, plans, offer letter and unsigned documents such as sales agreement or deeds. ORC will maintain a detailed written negotiator's log which will provide information on any significant communication with the property owner or their representative. These logs will contain information as to efforts to achieve an amicable settlement, responsiveness to counteroffers and suggestions for plan changes.

Within 120 days of the property owner's receipt of the offer, ORC will either secure the necessary property rights or submit the property to the client for condemnation. ORC will ensure all documents are completed which are needed for client to facilitate payment of settlements to property owners. Some payments, at the direction of the client, may be handled through a local title company. This will be determined on a case-by-case basis. Client will be responsible for fees associated with the final processing of payment to the property owners such as recording fees and title company closing and recording fees. On parcels where the closing services of a title company are not desired by the client, ORC will record the deeds. Recording fees from the recorder's office will be invoiced as a pass through not included in this proposal. If settlement cannot be reached on a parcel and the property needs to be acquired via condemnation, ORC

will provide client with a copy of our parcel file which will include all documents and correspondence with the property owner.

COST PROPOSAL

(4) Title Reports estimated @ \$1,265 = \$1,265

(3) Waiver Valuations/Payment Estimates @ \$ 700 each = \$2,100

(1) Value Finding Estimate & Review @ \$2,310 each = \$2,310

(4) negotiations (including meetings & reports) @ \$2,500 each = \$10,000

Total Cost Proposal: \$15,675

ORC looks forward to working with you on this project!

Sincerely,

Janelle L Lemon

Janelle Lemon, Project Manager