

GREAT NORTHERN CONSULTING GROUP

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February 12, 2017

Phillip M. Francis
Director of Operations
Livonia Public Schools
15125 Farmington Rd
Livonia, MI 48154

Re: Pre-Sale update Skill Center / Nankin Mills
Marketing

- Nankin Mills / Skill Center / Perrinville
- Clay

Dear Mr. Francis:

Please find attached our proposal for Update of Pre-Sale Report Nankin Mills/Skill Center and Marketing of Nankin Mills/Skill Center, Perrinville and Clay sites.

- I. Scope Of The Project
- II. Compensation

I. SCOPE OF THE PROJECT

Great Northern Consulting Group shall provide the following services on behalf of Livonia Public Schools.

PHASE I: PRE SALE INVESTIGATION UPDATE: Nankin Mills/ Skill Center

- Update Nankin Mills/Skill Center Estimate of Market Value to reflect the addition of the Skill Center Property.

PHASE II: PLANNING AND DUE DILIGENCE:

- All due diligence has been completed for the 4 sites.

PHASE III: MARKETING:

- Determine method of Sale/Lease RFP
- Create marketing plan/ mailing list
- Determine deadlines if any
- Create marketing package and duplicate for distribution
- Create e-package for distribution
- Post RFP Package on District Web Site
- Distribution of marketing packages / via hard copies, CD-ROMs, and e-packages
- Prepare decision Matrix
- Make recommendations to District

***PHASE IV: HOURLY CONSULTING:**

- After initial marketing effort Great Northern will provide the following services on an hourly basis approved by District.
- Meetings with Qualified Purchasers
- Assist Purchasers with Municipal approvals if necessary
- Assist in negotiations
- Attend Board meetings

II. COMPENSATION:

Great Northern Consulting Group will provide the services listed above on an hourly fee basis. **Livonia Public Schools will be billed hourly on a monthly basis at a rate of \$185.00 per hour for Principal time and \$125.00 per hour for support personnel.**

The monthly fee does not include engineering, Title Work, Environmental studies, advertisements, or printing and postage costs. However the scope of such work is at the discretion of the School District. The School District must approve any and all of these costs in advance in writing. These items will be added to the monthly invoice. Payment for monthly billing shall be due within 30 days of receipt of invoice.

FEE FOR EACH PHASE:

- **Phase I: Update Pre-Sale Investigation** for Nankin Mills/Skill Center. Great Northern Consulting Group will update the Pre-sale investigation and Estimate of Market Value for the Nankin Mills / Skill Center site. **The cost of this work will not Exceed \$3,500.00.**
- **Phase II: Due Diligence has been completed on all of the sites.**
- **Phase III: Marketing:** Great Northern Consulting Group will Complete Items Outlined in Phase III of this proposal. **This work cost shall not exceed \$30,000.00 for Nankin Mills, The Skill Center, Perrinville School and Clay sites if they are sold at the same time. If they are sold individually the cost for**

the work shall be \$15,000 per property.

- **Phase IV: Hourly Consulting:** After initial marketing effort Great Northern will perform services outlined in Phase IV as approved by the District on an hourly basis. **The cost of this work not exceed \$10,000.00 if all sites sold together or \$5,000.00 per site if sold separately.**

The marketing packages will reflect the fact that the School District will not pay any commission. Brokers must look to their purchaser for any commission. Additionally the School District may cancel this agreement with 30 days notice at any time, for any reason or no reason, with or without cause.

Thank you for the opportunity to present this proposal for your consideration. If the proposal is acceptable please sign below. I will follow up to answer any questions you may have in the next few days.

Sincerely,

William Bowman
President

Accepted by

Date