



Economic and Real Estate Consulting

October 2nd, 2013

City of Tempe Procurement Office
Attn: Lisa Goodman
20 E. 6th Street (Second Floor)
PO Box 5002
Tempe, Arizona 85280

Re: Proposal for Economic Development Consultants

Dear Ms. Goodman:

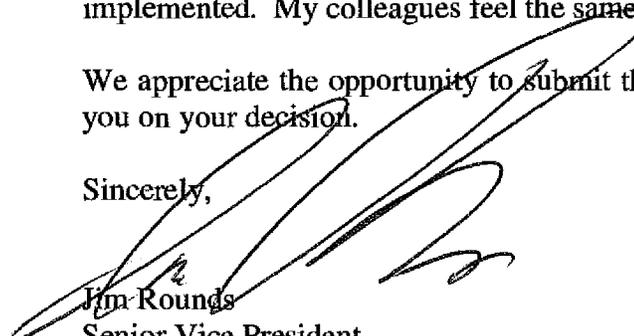
On behalf of Elliott D. Pollack & Company (EDPCO), I am pleased to submit this Proposal to provide economic development consulting services to the City of Tempe. Over the past several years, our firm has conducted scores of economic impact studies and has provided broad-based economic development advising to multiple levels of government. A disproportionate share of our work has been with the state's fine municipalities.

Our staff is well versed in all major economic development campaigns and has initiated many of the programs that have been implemented during the economic recovery. Our recent efforts also include blending economic development and tourism efforts at the state and city levels. This appears to be a solid match with recent City efforts and we are likely on the same page. We have also completed a number of analyses related to the City's development of the Town Lake area, ASU, and other projects within the area.

This firm's staff is well versed in public policy and understands the unique issues that arise in such an environment. Other areas of specialty include economic impact analysis, tax policy, real estate, and financial analysis. It would be our pleasure to assist the City of Tempe with its efforts in building its economy in current and future years. I am personally a resident of the City and have a vested interest in the best economic development projects being analyzed and implemented. My colleagues feel the same.

We appreciate the opportunity to submit this proposal to you and look forward to hearing from you on your decision.

Sincerely,


Jim Rounds
Senior Vice President

Elliott D. Pollack & Company

7505 East 6th Avenue, Suite 100 Scottsdale, Arizona 85251 ■ PH 480.423.9200 ■ FAX 480.423.5942 ■
Pollack @ edpeco.com ■ www.arizonaeconomy.com

3.0 Fee Proposal

Elliott D. Pollack & Company has designed a work program in accordance with the RFP. The fee structure provided represents the requested hourly rates. In order to estimate the costs associated with various projects, the following hourly rate schedule will be applied to an estimate of hours required to complete the assignment.

Name	Title	Hourly rate
Elliott Pollack	CEO	\$200.00
Rick Merritt	President	\$200.00
Jim Rounds	VP and Senior Economist	\$200.00
Jill Welch	COO and Economist	\$200.00
Daniel Court	Senior Analyst	\$150.00
Felicia Kessler	Economic Analyst	\$125.00
Luis Cordova	Economic Analyst	\$100.00
Intern / Support Staff		\$60.00

Professional fees will be billed monthly based on completion of a project. Any travel expenses will only be billed as incurred and in accordance with the City's travel authorization policy and procedure.

Timelines, milestones, deliverables, and project pricing will be determined when the scope of service is developed for an approved project. The fees have been discounted from our private sector pricing to government sector pricing. The above offered discount is approximately 20% off normal hourly rates.



Vendor's Offer

Form 201-B (RFP)

"Return this Section with your Response"

It is required that Offeror complete, sign and submit the original of this form to the City Procurement Office with the proposal response. An unsigned "Vendor's Offer", late proposal response and/or a materially incomplete response will be considered nonresponsive and rejected.

Offeror is to type or legibly write in ink all information required below.

Company Name:	Elliott D. Pollack and Company Consulting LLC				
Company Mailing Address:	7505 E 6th Ave Suite 100				
City:	Scottsdale	State:	AZ	Zip:	85251
Contact Person:	Jim Rounds	Title:	Senior Vice President		
Phone No.:	480-423-9200	FAX:	480-423-5942	E-mail:	rounds@edpco.com
<u>Company Tax Information:</u>					
Arizona Transaction Privilege (Sales) Tax No.:	N/A			or	
Arizona Use Tax No.:	N/A				
Federal I.D. No.:	27-5389696				
City & State Where Sales Tax is Paid:	N/A		, N/A		
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.:	N/A				

THIS PROPOSAL IS OFFERED BY

Name of Authorized Individual (TYPE OR PRINT IN INK) Richard Merritt

Title of Authorized Individual (TYPE OR PRINT IN INK) President

REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (MUST SIGN IN INK)

By signing this Vendor's Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other Offeror or potential Offeror. In accordance with A.R.S. 35-393, et seq., the Offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with proposal response will be considered nonresponsive and rejected.

Richard Merritt
Signature of Authorized Offeror

10/3/13
Date

(H/RFP 3-2008)

RFP #14-054