

ECONorthwest

ECONOMICS • FINANCE • PLANNING

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October 3, 2013

Lisa Goodman
City of Tempe
Financial Services / Procurement Office
20 E Sixth Street, Second Floor
Tempe, AZ 85281

Re: Request for Proposals 14-054

Dear Ms. Goodman:

Accompanying this transmittal letter is a proposal from ECONorthwest in response to the Request for Proposals (RFP) from the City of Tempe for economic development consulting services. We are excited about the opportunity to offer our services to City of Tempe for as-needed development services.

The City of Tempe has identified a broad range of development-related services it may need over a two-year period, including financial and market analysis, analysis of income streams, development agreements, negotiation strategies, and the development of vertically integrated mixed-use projects.

ECONorthwest is uniquely suited to provide the services identified by the City. ECONorthwest is a 40 person economics consulting firm with experience in planning, development, economics, finance, and public policy. We have more than five years of experience analyzing economic and financial models for real estate development, including for recent mixed-use projects in Hillsboro OR, Dallas TX, Baton Rouge LA, and Billings MT, and have helped move development projects from conceptualization to implementation. Our experience with all the identified services will ensure that proposed projects are scrutinized for financial feasibility and help to further the long-term goals of the City of Tempe.

I am authorized to contractually bind ECONorthwest to a contract with the City of Tempe. ECONorthwest accepts all terms and conditions contained in this solicitation, and agrees to sign the contract in Exhibit A of the RFP if we are selected. This proposal is valid for 90 days.

We look forward to working with the City of Tempe on this project. Please do not hesitate to call me at 503-200-5084 or at farkas@econw.com if you have any questions.

Sincerely,



Abe Farkas
Director of Development Services

3. Fees

The table below provides hourly rates for ECONorthwest staff who would work on projects for the City of Tempe. Depending on the specific services needed by the City of Tempe, the staff composition will vary. Abe Farkas, ECONorthwest's project director, will work with the City of Tempe to determine the appropriate personnel for each task.

	Hourly Rate
Dr. Abe Farkas, Director of Development	210
Bob Whelan, Senior Economist	210
Lorelei Juntunen, Senior Planner	150
Dr. Mike Wilkerson, Senior Economist	130
Anne Fifield, Senior Economist	120
Nick Popenuk, Policy Analyst	105
Emily Picha, Planner	100
Policy Analyst	100
Senior Research Analyst	85
Research Analyst	65
Clerical/Administrative	55

Vendor's Offer

Form 201-B (RFP)

"Return this Section with your Response"

ORIGINAL

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: Economic Consultants Oregon, dba ECONorthwest

Company Mailing Address: 222 SW Columbia Street, Suite 1600

City: Portland State: Oregon Zip: 97214

Contact Person: Abe Farkas Title: Director of Development Services

Phone No.: 503-200-5084 FAX: 503-222-1504 E-mail: farkas@econw.com

Company Tax Information:

Arizona Transaction Privilege (Sales) Tax No.: n/a or

Arizona Use Tax No.: n/a

Federal I.D. No.: 93-0639592

City & State Where Sales Tax is Paid: 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) Abe Farkas

Title of Authorized Individual (TYPE OR PRINT IN INK) Director of Development Services

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.


Signature of Authorized Offeror

9-30-13
Date

(H:/RFP 3-2008)