



ATTACHMENT E
Fee Proposal:
THK Associates

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February 2, 2016

Mr. Brian Robichaux, President
Hunt Caraway Architects
1747 East Morten Avenue
Phoenix, Arizona 85020

Dear Mr. Robichaux:

It was good to hear from you yesterday regarding the Scottsdale Unified School District. As we understand it, you and your associates are in the process of completing a Master Plan for the District, which involves the assessment of examining all of the elementary schools in the District. As we also understand it, the purpose of the Master Plan is to assess the physical condition and service capacity of the facilities to prioritize the replacement or renovation of elementary school facilities throughout the District.

It appears that many of the facilities are dated and in poor condition as well as not meeting the current student needs. Also, the District has a diverse demographic base ranging from very wealthy to moderate and lower income. The District is proposing a \$240 million bond offering November of which \$220 million is slated for new or renovated schools. At this time it is believed that seven elementary schools need to be torn down and replaced.

In the following, I have outlined the research methodology to prepare a market and enrollment analysis that will outline the future student potentials, by sub-market and school, to assist in the Master Planning for the Scottsdale Unified School District.

In order for Hunt Caraway Architects refine the Master Planning for the Scottsdale Unified School District, an independent review of the market conditions and enrollment potentials for the District should be of major assistance. An independent assessment will provide Hunt Caraway Architects/Scottsdale Unified School District with the information to prioritize new construction and renovation decisions. In order to provide an independent assessment of the District's needs, THK has prepared this study program outline designed to address the issues raised in our conversation. The study program for this assignment is proposed as follows:

Study Objectives
Scope of Services

THK is pleased to submit the enclosed work scope, and as our submittal will show, THK is well qualified to provide these market and enrollment projection services. The following includes a summary of the process and methodology involved. This work scope is structured to respond to your request and it is organized as follows:

market research planning landscape architecture golf feasibility/valuation

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THK has the technical expertise and experience necessary to undertake this market and enrollment analysis for the Master Planning for the Scottsdale Unified School District. We offer the following summary as an example of our qualifications.

- In the last three years THK Associates, Inc. has provided market, enrollment and demographic analyses for the Arizona Christian Academy, The Higley Unified School District, North Valley Christian Academy and the Gilbert School District.
- The principals and staff of THK Associates, Inc. have been serving the real estate and educational industries for 48 years and have been responsible for analyzing the market and financial feasibility of new schools and educational facilities throughout the nation. THK's experience provides an invaluable resource for research data, professional contacts, and promotion of a project to a plurality of interests, including in-area and out-of-area developers/investors and lending institutions.
- THK has extensive experience and expertise in the analysis of all types of schools and educational facilities. In addition, the firm is capable of providing a wide range of related services including market and economic feasibility analysis; land and improved property appraisals; fiscal impact analysis to local service providers; cash flow analyses; construction, maintenance and cost estimating; and entitlement processing.
- THK's balanced emphasis on market and economic research, appraisal, fiscal impact analysis, land planning, and landscape architecture ensures that all projects are evaluated in a comprehensive manner. The interdependence and importance of each stage in the progression towards the market potentials for each facet of your residential community makes it imperative that communication is constant and an understanding of all aspects of the community are known. Our ability to take an assignment from start to finish with little outside assistance and our multi-faceted expertise in the residential and commercial industries provide a more cost effective, expedient product of superior quality.

I trust this submittal is complete. If you have any questions or need any additional information, please let me know. We welcome the opportunity to work with you and your associates on this very exciting project. We would appreciate your returning an executed copy of the contract and the retainer for our files. Thank you again for the opportunity to present this work scope to you.

Sincerely,



E. Peter Elzi, Jr.
Principal

EPE/ks

