

**RESPONSE FORM
PROPERTY ACQUISITION SERVICES**

RESPONSE FORM (RFSQ 2026-002)

(Must be submitted with Respondent's Statement of Qualifications for Right of Way Acquisition Services for the CITY OF BEL AIRE)

The undersigned, on behalf of the Respondent, certifies that Respondent's submittal package: (1) is submitted without previous understanding, agreement or connection with any person, team or corporation making another proposal for the same services; (2) is submitted without collusion or fraud; (3) is submitted by a person who is legally empowered to bind the Respondent in whose name the proposal is submitted; (4) is submitted with full understanding of all provisions of the RFSQ; (5) if accepted by the City, is guaranteed as submitted and with any subsequent Respondent amendments approved by the City and will be implemented as stated; and (6) the Respondent, if selected by the City, will enter into a contract consistent with its proposal notwithstanding any subsequently discovered errors therein.

RESPONDENT LAND ACQUISITIONS, INC.

CONTACT Gerald Cain

ADDRESS 4834 SW 4th Terrace CITY/STATE EL DORAD KS ZIP 67042

PHONE 630-417-5830 FAX

TAXPAYER I.D. NUMBER 36-4303020

WEB SITE ADDRESS WWW.LANDACQUISITIONSINC.COM E-MAIL geraldcain@landacquisitionsinc.com

TYPE OF ORGANIZATION (check one):

Sole Proprietorship ☐ Partnership ☐ Corporation ☒ Public Corporation

Respondent acknowledges receipt of the following addenda: #1 X, #2 , #3

Respondent acknowledges it has examined the RFSQ, including all of its requirements, terms, conditions, and sections. Exceptions to any part of the RFSQ or any attachments or addenda thereto should be clearly delineated and detailed.

AUTHORIZED SIGNATURE: 

TITLE President DATE 06/22/2026

FEE TABLE

Just Compensation Valuation Service	Amount
• Single Family Residential	\$ 450.00 per parcel
• Non-Single Family Residential	\$ 450.00 per parcel
Appraisal fee for damages in excess of \$10,000	
• Single Family Residential	\$2,500.00 per report
• Non-Single Family Residential	\$1,700.00 per report
Acquisition Services	
• Single Family Residential	\$1,900.00 per parcel
• Non-Single Family Residential	\$1,900.00 per parcel
Hourly Rate for Additional Services, including Condemnation Proceedings	\$225.00/hr.
Other Fees – Please list below	
Appraisal Review	\$ 750.00 per report
Title Certificate	\$ 300.00 per parcel



LAND ACQUISITIONS, INC.

4834 SW 4th Terrace El Dorado KS 67042
Phone 1.630.417.5830

June 22, 2026

Bel Aire City Hall
7651 E Central Park Avenue
Bel Aire KS 67226

Re: Property Acquisition Services Request for
Statement of Qualifications ("RFSQ") No. 2026-002

Dear Sirs:

We at Land Acquisitions, Inc. (LAI) appreciate the opportunity to present this proposal for acquisition/negotiation consulting services in conjunction with the above-mentioned project. I am well acquainted with the project corridor and many of the owners. It is my belief that we can accomplish your stated goals in an expeditious manner.

As you review the attached proposal, your attention is drawn to several key features:

1. LAI has a permanent office located in the Wichita area.
2. All primary project staff members are in Kansas, including four in the Wichita metropolitan area.
3. We have completed numerous similar projects for the City of Wichita. Most recently, we completed the Dougals Avenue project fast track project with 175+ tracts in less than 4 months.
4. Being in the Wichita area, the uncertain nature of the project schedule does not have any impact on our efforts or to our proposed fees.
5. Our existing relationships with local real estate experts as well as our knowledge and experience in the local real estate market is unsurpassed by any of our competitors. Additionally, I am a licensed real estate broker by the Kansas Real Estate Commission.
6. All project personnel to be assigned to the project have experience in federally funded projects subject to the Uniform Relocation and Real Property Acquisition Act.
7. Also, all key team members have performed similar service for the City of Wichita. I have been involved in numerous projects for the City of Wichita as well as other right-of-way acquisition projects for KDOT as well as numerous local agencies.
8. We acknowledge receipt of the RFSQ along with Addendum No. 1.
9. LAI has no current, pending, or potential disciplinary action, or complaint(s), or other like proceedings including any claims in arbitration, mediation, or litigation against the respondent or any partner, principal or associate of LAI nor its team.
10. LAI has no known conflicts of interest with the City, its officers, agents and employees.

I look forward to your favorable consideration of our proposal.

Sincerely,

LAND ACQUISITIONS, INC.

A handwritten signature in blue ink, appearing to read 'Gerald K. Cain'.

Gerald K. Cain
President & CEO

attachments



FIRM DESCRIPTION

Land Acquisitions, Inc. (LAI), established in 1986, is a privately owned, fully licensed multi disciplined real estate consulting firm servicing the needs of select government agencies and private utility companies. Work is coordinated through regional offices located in Kansas and Illinois. For the purpose of the proposed project, all work will be coordinated with and through our Kansas office.

Through these offices we coordinate the project work required for the diverse needs of our clients. Routine services begin with assisting clients in estimating the cost of real estate associated with various design alternatives. Services continue with ownership identification, appraisal and negotiation services administered by LAI's experienced staff of real estate professionals.

Utilizing state-of-the-art technology, we are able to provide our clients with "real time" information for use in monitoring the status of any given project. Additionally, information collected during an acquisition program can be merged with engineering data for incorporation into a client's existing geographic information system.

LAI is very cognizant of the financial constraints that are sometimes imposed on our clients, therefore, we strive to provide each client with cost-effective acquisition services tailored to meet their needs. To achieve this goal, we practice a singular philosophy -- to provide PROFESSIONAL EXCELLENCE as a work ethic. We thereby ensure that each client served receives the personnel expertise and commitment necessary to achieve successful completion of each project, within established time and budget constraints.

Additionally, it is the policy of LAI to have a principal of the firm directly involved with each client. Utilizing this policy, we can provide each client with the experience and resources customarily reserved for larger firms while providing the level of personal service generally associated with smaller firms. This commitment ensures that each project receives the attention to detail that is required for client satisfaction.

Gerald K. Cain, President & CEO of Land Acquisitions, Inc. is a licensed Real Estate Broker in the State of Kansas.



City of Wichita

Bleckley Avenue Drainage and Road Reconstruction Project

Estimated completion is 07/15/2026

Contact is: Gerri Ford
Real Estate Administrator
City of Wichita | City Manager's Office
455 North Main St.
Wichita, Kansas 67202
Phone: 316.268.4637
Email: GFord@wichita.gov

General Services Administration

International Fall MN Land Port of Entry and Douglas AZ Land Port of Entry

Estimated completion is 12/31/2026

Contact is: Maryellen Wikoff, RA
Jacobs | CM-PM | US-FME
Phone: 267-303-5654
Email: maryellen.wikoff@jacobs.com

General Services Administration

Dunseith ND Land Port of Entry

Estimated completion is 07/31/2026

Contact is: Tamara Mason
GSA
Senior Site Contracting Officer
Office of Lease Production Support
Phone 954-702-0601
Email: Tamara.Mason@gsa.gov



PROJECT UNDERSTANDING AND WORK PLAN

PROJECT UNDERSTANDING

The City of Belaire (Authority) intends to make improvements to 45th Street from Oliver to Woodlawn. There are some +/- 117 parcels of land to be acquired. The project may include federal funding dictating that all acquisitions must comply with the Uniform Relocation and Real Property Acquisition Act (public Law 91-646) and 49 CFR Part 24.

To accomplish this endeavor, Land Acquisitions Inc. (LAI) will devote 2 negotiators throughout the duration of the project. All negotiators are located in the State of Kansas. All support staff are in the Wichita Metropolitan area. In short, all project personnel are in Kansas. We believe this will expedite negotiations as the City of Belaire and federal regulations require, whenever possible, all negotiations be by personal contact.

PROJECT WORK PLAN

As part of the project LAI will provide real estate consulting services as outlined below.

I. Public Information

1. A letter describing the project and introducing LAI as the Agent for the AUTHORITY will be delivered to all affected property owners. This correspondence, prepared on behalf of the AUTHORITY, will clearly define the LAI personnel whom the landowners can contact with questions related to the project and also for information concerning negotiations that will be conducted relative to the acquisition of portions of their respective properties.
2. Public meetings will be held in locations convenient to the landowners, as directed by the AUTHORITY and project needs. Additional meetings may be conducted to keep landowners informed of work progress and for the dissemination of general project information.

II. VALUATION OF THE PROPERTIES BEING ACQUIRED.

A. LAI shall provide the following services:

1. Appraisal and Appraisal Review reports will be prepared independently of any other appraiser employed under a similar contract.
2. The Appraiser will not furnish a copy of any appraisal or the findings or results contained therein to any other person or agency unless authorized by the AUTHORITY.
3. Appraisal reports will be fully documented as required by Federal, State and Local statutes and shall conform to the Standards for Appraisals as required by FEMA, FHWA and Public Law 91-646.
4. The Appraiser will abide by the contiguity of the ownership and unity of use guidelines.



PROJECT UNDERSTANDING AND WORK PLAN

5. In accordance with Public Law 91-646 (1970), as amended, the Appraiser shall contact the owner and give the owner, or his designated representative, an opportunity to accompany the appraiser during the inspection of the owner's property.
6. The appraisal reports shall be narrative and shall conform to all applicable requirements contained in the pamphlet entitled "Uniform Appraisal Standards for Federal Land Acquisitions," Interagency Land Acquisition Conference, 1992; and those contained in the "Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970" (Title III of Public Law 91-646), as amended.
7. If formal appraisals are unnecessary because the valuation problems are uncomplicated and the anticipated value of each proposed acquisition is estimated at \$15,000 or less, based on a review of available data the consultant shall prepare waiver valuation report in compliance with 49 CFR Part 24.102(c) (2) and submit to Authority for approval of just compensation.

III. NEGOTIATIONS TO SECURE THE REQUIRED REAL ESTATE

1. Negotiation procedures will conform to Public Laws 91-646 and 49 CFR, Part 24 and all applicable State statutes.
2. The Negotiator will provide respective landowners with factual information concerning the project at the preliminary acquisition interview. During subsequent negotiations, the owner will be supplied the project-related data necessary to fit into the knowledge he has previously acquired to assist in making an effective, positive decision concerning the project and the requested taking.
3. The Negotiator will provide the landowner with a written offering price letter. When presented, the offer of compensation is stated in a brief and straight-forward manner.
4. Upon landowner acceptance of the offering price, releases, waivers of appraisal, deeds and any other pertinent conveyance documents are executed for each parcel. Once executed, the documents are transmitted to the Client for review and approval and payment.
5. In the event of a negative reaction to the offer, the Agent will document the specific landowner objections and assure the landowner that more detailed information will be made available. Settlements for amounts greater than the approved offering price may be recommended to Client at this stage of the negotiation process.
6. CONSULTANT will provide the necessary releases, conveyances, etc. to secure the estate sought by the Client.



PROJECT UNDERSTANDING AND WORK PLAN

IV. TIME FOR COMPLETION / PROPOSED SCHEDULE

All work will be completed within 4 months of notice of authorization to proceed and receipt of plans, title and legal descriptions from the City of Belaire..



IDENTIFICATION OF KEY TEAM MEMBERS

PROJECT MANAGER & NEGOTIATOR

Gerald Cain will serve as the Project Manager. Mr. Cain has performed project management, negotiations, prepared relocation plans, provided relocation assistance and served as an expert witness for numerous States' DOT's including Illinois, Kansas, Michigan, Montana, North Carolina, Tennessee and Wisconsin as well as local public agencies throughout the United States. Mr. Cain brings more than 40 years of right of way experience with him. Mr. Cain is qualified to perform both negotiations and relocation assistance tasks. Over the past 30 years, Mr. Cain has been directly involved in every project performed by LAI for the City of Wichita. Mr. Cain will be the Project Manager for the proposed project and the sole point of contact for the City of Wichita. Mr. Cain is licensed as a real estate broker in Kansas.

NEGOTIATOR

Mr. John Amrein has performed negotiation services for the Kansas Department of Transportation, City of Wichita, as well as numerous local public agencies throughout Kansas. Included in Mr. Amrein's experience includes the City of Wichita's Broadway Bridge project. Mr. Amrein has over 30 years of experience. Additionally, Mr. Amrein has extensive experience in residential, commercial and heavy industrial relocations.

NEGOTIATOR

Ms. Kimberly Bailey has performed negotiation services for the Kansas Department of Transportation, and Relocation Assistance Services for the City of Wichita as well as numerous local public agencies throughout the United States. She is licensed by the Texas Real Estate Commission as an Easement and Right of Way Acquisition Agent. She has 10 + years of experience as a negotiator.

APPRAISER

Mr. Derek Shaner, MAI, will perform any required appraisals. He is a graduate of Kansas University. He is a fully licensed real property appraiser with extensive experience in Kansas including work for the city of Wichita, The City of Kansas City and KDOT.

REVIEW APPRAISER

Mr. Michael Miller is celebrating 20 years this year of appraisal work. Michael grew up in Wichita and attended WSU. He lives in Valley Center, and knows the north Wichita/Sedgwick County area well. His core business is appraisal review, primarily for financial institutions. We have completed numerous ROW reviews for the City of Wichita, the City of Maize, and the KS Dept of Wildlife.

Certificate of Completion

This is Awarded To

Gerald Cain

In recognition of completing the 1 hour course

KDOT Right of Way Certification Program [ONLINE]

4/23/2025
ONLINE

KU UNIVERSITY OF KANSAS
TRANSPORTATION CENTER

Certificate of Completion

This is Awarded To

John Amrein

In recognition of completing the 1 hour course

KDOT Right of Way Certification Program [ONLINE]

2/22/2023
ONLINE

KU UNIVERSITY OF KANSAS
TRANSPORTATION CENTER

Certificate of Completion

This is Awarded To

Kimberly Bailey

In recognition of completing the 1 hour course

KDOT Right of Way Certification Program [ONLINE]

4/24/2025
ONLINE

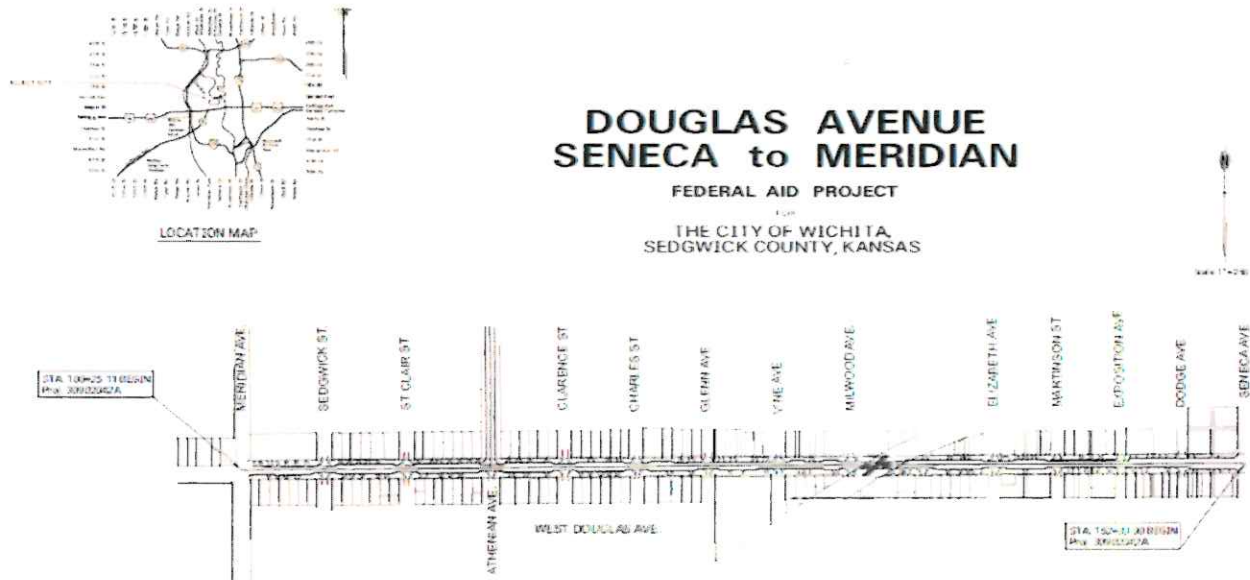
KU UNIVERSITY OF KANSAS
TRANSPORTATION CENTER



Completed Project

Project Name: City of Wichita Douglas Avenue (Seneca Street to Meridian Ave)

Project Contacts: Gerri Ford, City of Wichita, 316-268-4237



Project Description: The City of Wichita needed 175+ parcels in less than three months. The contract for acquisition was signed by the City on May 5th with an August 1 deadline for acquisition. LAI acquired all required parcels on time. The project involved acquisition from both commercial, residential and religious use properties. The project is set for construction in late 2025.

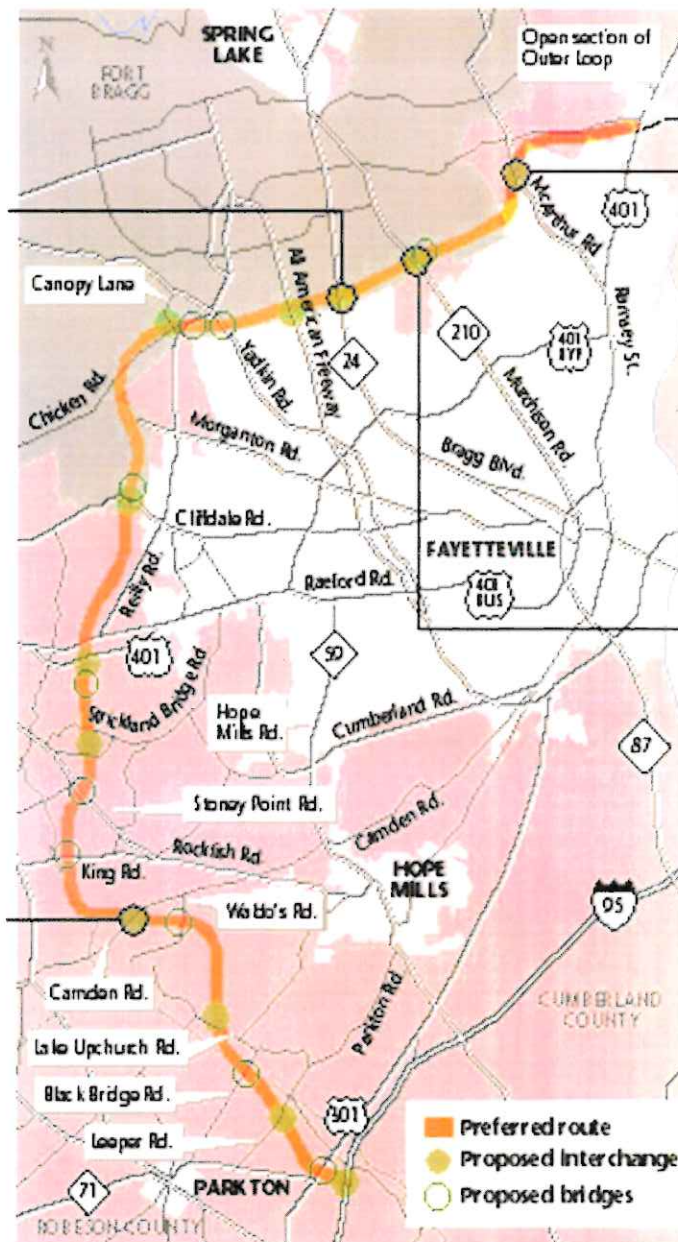




Completed Project

Project Name: I-295 Fayetteville, NC Outer Loop Project

Project Contact: Neal Strickland
Right of Way Consultant Coordinator
North Carolina Department of Transportation
1 South Wilmington
1546 Mail Service Center
Raleigh, NC 27611
Phone 1-919-733-7694



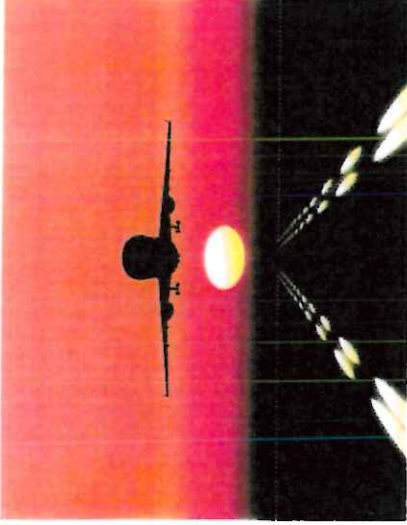
Project Description: When the North Carolina Department of Transportation put the I-295 project on the "fast-track" they hired Land Acquisitions, Inc. to provide appraisal, appraisal review, acquisition services, relocation assistance services and closing services. The project's 18 month time frame was extremely aggressive given the 116 parcels to be appraised and acquired along with 64 residential and business displacements.

The types of relocation included a day care center along with numerous residences.

The politically sensitive project is crucial to the local economy as well as national security. I-295, when completed, will give Fort Bragg, the largest Military Installation in the US, direct access to the entire interstate system. Dr. Jeannette M. Council, Chairman, Cumberland County Board of Commissioners, put it this way, "The completion of I-295 in Fayetteville creates economic expansion, opportunities, security and readiness. The completion of I-295 is integral to the growth of Fayetteville and the surrounding area. Rapid completion of the I-295 loop is necessary. The Fayetteville area must be poised to accommodate and capitalize on both the known and potential economic growth that will occur as a result of the relocation of FORSCOM and USARC to Fort Bragg. This area must also meet the growing security needs of the nation's largest Army installation. Without the I-295 corridor, Fayetteville and the surrounding region will not be able to properly accommodate the anticipated 40,000 persons that will move to the region."

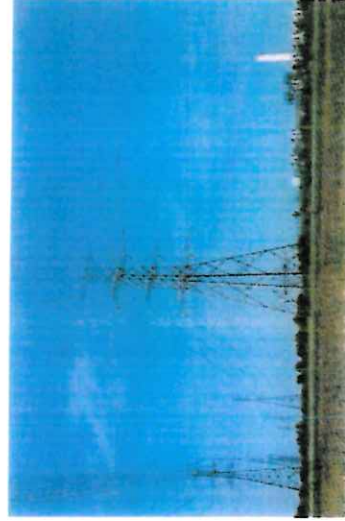
**KDOT APPROVED APPRAISERS
KDOT APPROVED NEGOTIATORS
KDOT APPROVED RELOCATION
SPECIALIST**

Since 1986, LAI has fulfilled the real estate needs of public and private entities by providing title research, property appraisals, negotiations and relocation assistance. Our proven record of achieving on-time, on-budget results has established LAI as one of the leading real estate acquisition firms in the country.



**AIRPORTS ■ HIGHWAYS ■
PIPELINES
■ PUBLIC WORKS ■
TELECOMMUNICATIONS
■ ELECTRICAL TRANSMISSION
■ RAIL CORRIDORS**

**REAL ESTATE CONSULTING
SERVICES FOR GOVERNMENT
AGENCIES
AND
UTILITY COMPANIES**



LAND ACQUISITIONS, INC.

**Quality Right-of-Way
Acquisition Services
Since 1986**

LAND ACQUISITIONS, INC.

*For More Information Contact
Gerald Cain*

*at
1-630-417-5830*

or

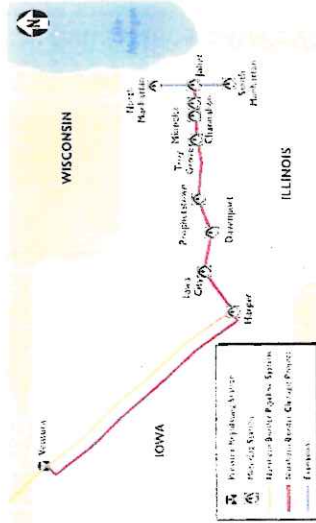
geraldcain@landacquisitionsinc.com

visit us at

www.landacquisitionsinc.com

NORTHERN BORDER PIPELINE CHICAGO PROJECT AND PROJECT 2000

Land Acquisitions, Inc. provided right of way acquisition services for a 392 mile expansion of Northern Border's pipeline system. The \$839 million expansion consisted of 1100 plus parcels of real estate being acquired. Some of the challenges inherent in the project included crossing more than 12 major rivers, canals, and waterways; as well as co-locating a portion of pipeline under 345-kV power lines. The expansion was completed in December 1998. Land Acquisitions, Inc. also provided right of way acquisition services for the Northern Border Project 2000, 35-mile mainline expansion to extend the system from the Chicago area into North Hayden, IN. Work was completed in 2002.



Northern Border Pipeline runs from the U.S./Canadian border in Montana to Illinois, transporting approximately 23 percent of all Canadian gas imports to the U.S. The pipeline measures 1,214 miles and averaged daily deliveries of 2.4 Bcf

64 BUSINESSES RELOCATED FOR THE SEDGWICK COUNTY INTRUST BANK ARENA WICHITA, KANSAS



Sedgwick County, Kansas hired Land Acquisitions, Inc. to develop and implement a relocation assistance program in which 64 commercial and industrial businesses were relocated in a twelve month time frame.

The most significant challenge was that the County condemned all but one of the parcels. Property owners and tenants were extremely reluctant to cooperate with the relocation agent. LAI's principle in charge personally met with owners, tenants and their attorneys in order to work through the many concerns.



US 295 FAYETTEVILLE, NORTH CAROLINA



Project Description: When the North Carolina Department of Transportation put the I-295 project on the "fast-track" they hired Land Acquisitions, Inc. to provide appraisal, appraisal review, acquisition services, relocation assistance services and closing services. The projects 18 month time frame was extremely aggressive give the 116 parcels to be appraised and acquired along with 64 residential and business displacements. The types of relocation included a day care center along with numerous residences.

