



April 30, 2024

Effingham County Purchasing Department
C/o Ms. Alison Bruton, Purchasing Agent
601 N. Laurel Street
Springfield, GA 31329

RE: Scope and Fee Proposal for Low Ground Road Improvement Project from Bluejay Road to McCall Road

Dear Ms. Bruton:

Johnson, Mirmiran & Thompson, Inc. (JMT) is pleased to submit a Scope and Fee Proposal to **Effingham County for the Low Ground Road Improvement Project from Bluejay Road to McCall Road.**

Scope:

Perform Valuation and Acquisition Services on Low Ground Road Improvement Project.

- **Pre-acquisition**
 - Prepare Right of Way (ROW) Cost Estimate for Negotiation for Services (NFS)
 - Review/Approve ROW Cost Estimate for NFS Negotiations
 - Prepare Appraisals and Specialty Reports
 - Review/Approve Appraisals and Specialty report(s) for Negotiations

- **Acquisition**
 - Prepare Offer packages
 - Contact Owners for Offer presentation
 - Offer Presentation either in-person or by physical or electronic mailing
 - Every attempt will be made for an in-person offer presentation; however, in some cases either physical or electronic mailing maybe necessary
 - At a minimum, three (3) follow up contacts will be made to facilitate an amicable settlement
 - Complete negotiations and turn over file to Effingham Co. for closing with amicable settlement; or recommendation to Effingham Co. for Condemnation
 - All attempts will be made to avoid condemnation

JMT believes that a majority of this project can be acquired utilizing the Negotiate for Services (NFS) process from a ROW Cost Estimate. Typically, this process can save time and money.

For proposal purposes, JMT will provide Two (2) Scenario's; one utilizing ALL Appraisals, the other utilizing an ESTIMATED percentage for NFS Negotiations from a ROW Cost Estimate.

Fee Proposal Scenario #1 - Appraise ALL Parcels

Appraisals (108 parcels @ \$2,500/parcel)	\$270,000
Acquisition Negotiations (108 parcels @ \$2,500/parcel)	\$270,000
TOTAL	\$540,000

***Fee Proposal Scenario #2 – Prepare ROW Cost Estimate for Non-complex parcel NFS Negotiations – 75% will be used for Proposal Purposes (108 parcels @ 75% = 81 NFS parcels)**

Right of Way Cost Estimate	\$8,500
Acquisition Negotiations NFS from Cost Estimate (81 parcels @ \$1,500/parcel)	\$121,500
Appraisals (27 parcels @ \$2,500/parcel)	\$67,500
Acquisition Negotiations Offers from Appraisals (27 parcels @ \$2,500/parcel)	\$67,500
TOTAL	\$265,000

***It is understood for Scenario #2 that the true amount of potential NFS parcels is currently unknown and will not be confirmed until the Right of Way plans are completed. The 75% # is just a rough estimate and it could be more or less. Also, it should be understood that should NFS Negotiations break down, an Appraisal will be required for Condemnation and an Updated Offer will need to be made. It is expected that a good percentage of the project can be negotiated successfully using the NFS procedure; however, JMT wanted Effingham Co. to be aware of the possibility that some of the NFS parcels could result in Appraisals. Should Appraisals be required the Fee will be \$2,500/parcel. Also, the Updated Offer Fee will be \$1,000/parcel. In the unlikely event that ALL NFS parcels result in Appraisals/Updated Offers, the Worst-Case Scenario is that the Total Fee will revert back to Scenario #1 (\$540,000). The upside for Scenario #2 is that it provides Effingham Co. a great opportunity to save money on ROW Costs. ***

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****This Proposal is based on an estimated parcel count of 108 Parcels. If the parcel count should change (increase or decrease), JMT reserves the right to modify its bid to accurately reflect the correct number of parcels. The per parcel rates for each service will remain the same as currently proposed. ****

*****Also, the project scoping is based on a proposed 20-foot acquisition (Right of Way and/or Easement) on both sides of Low Ground Road per conversations with Rob McCall (Thomas & Hutton). Should the acquisition footprint change substantially from the information provided, JMT reserves the right to re-scope/re-bid the project.*****

If you have any questions or need further information, please do not hesitate to contact me at 770-710-2075 or thill2@jmt.com.

Sincerely yours,

A handwritten signature in blue ink that reads "Troy A. Hill". The signature is written in a cursive style.

Troy A. Hill – JMT Right of Way Section Head
**Johnson, Mirmiran, and Thompson, Inc
(JMT)**