

December 3, 2024

Rebecca Wersal
FAA – Denver ADO
26805 East 68th Ave. Suite 224
Denver, CO 80249-6361

Job Title: Apron Reconstruction-Design
Location: Lander, WY
AIP Grant: 03-56-0016-024-2025

Dear Rebecca,

Please accept this letter as the Record of Negotiation for the above referenced project.

1. The consulting firm Ardurra Group, Inc. was selected on June 22, 2021, from those consultants who submitted their qualifications.
2. A scoping meeting was held on October 17, 2024 with the FAA, WYDOT Aeronautics, Sponsor, and Ardurra to ensure that all parties had a thorough understanding of the project.
3. A final scope of work was prepared and submitted to the FAA on November 19, 2024.
4. After review of qualified firms, the Sponsor selected Airport IFE Services, Inc. from Tennessee to complete the Independent Fee Estimate (IFE). The scope of work was sent to IFE Services on November 29, 2024. Airport IFE Services presented the IFE to the Sponsor on December 2, 2024.
5. Upon receipt of the IFE, Ardurra submitted their fee proposal to the Sponsor on December 2, 2024.

The initial fee from Ardurra was lower than the IFE. Airport IFE's fee was 13.3% higher than Ardurra's.

A summary of the figures from Ardurra's fee proposal and Airport IFE Services' IFE is provided below:

Reconstruct S GA Apron		Ardurra	Airport IFE Services
1.0	Pre-Design Phase	\$26,482.00	\$40,300.00
2.0	Disadvantaged Business Enterprise (DBE)-Design Phase	\$7,100.00	\$10,900.00
3.0	Planning and Environmental Phase	\$6,710.00	\$6,700.00
4.0	Design Phase	\$119,507.00	\$130,100.00
5.0	Special Consideration-Design	\$34,475.50	\$39,200.00
6.0	Post Construction Coordination Phase	\$5,080.00	\$2,800.00
TOTAL:		\$199,354.50	\$230,000.00

6. The final fee proposal as shown above is considered reasonable by the Sponsor. The IFE fee is 13.3% higher than Ardurra's fee, which is allowable as outlined in AC 150/5100-14E Change 1. A Work Order will be prepared between the Sponsor and Ardurra. The Scope of Work, IFE, and Ardurra's Fee Proposal are attached to this record of negotiation and hereby submitted to the FAA for a reasonableness of cost determination.
7. The negotiations were conducted in good faith to ensure the fees are fair and reasonable. The procedures outlined in AC 150/5100-14E have been followed.

Sincerely,

Monte Richardson
Mayor – City of Lander

CC: Timothy Dolan – WYDOT Aeronautics
Wesley Werbelow – Ardurra Group, Inc.