



Memorandum

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Date: September 30, 2020
To: Mike Hopkins, Executive Director
From: Wayne Haynie, P.E.
Subject: Selection of Firm for Easement Acquisition

ITEM SUMMARY

On September 8th, we received 6 Letters of Interest from Metro Atlanta firms responding to our Request for Letters of Interest advertised on our website and on the Georgia Procurement Registry on August 6, 2020. Lindsey and I read and ranked the proposals based on factors including experience, performance, price, references, seeking the *best value* for the Authority. Our rankings follow:

Rank	Firm	Price per Parcel
1	BM&K, Braselton, GA	\$1,500
2	Croy, Marietta, GA	\$2,750
3	THC, Duluth, GA	\$2,200

RECOMMENDATION

We ask for your concurrence to move forward and execute our Professional Services Agreement with the best value selection, BM&K Construction & Engineering. The firm is reviewing and signing same currently.

ANALYSIS

Reaching out to a professional acquisition firm with heavy GDOT and water agency credentials should bring closure to the land acquisition phase of the Paine Crossing project much sooner than trying to self-perform this task. In comparison, our appraiser has completed 17 of approximately 26 private parcels along the route in a matter of 3 weeks. BM&K comes highly recommended by our appraisal firm, MKG, LLC. If BM&K's performance is anything like Matt Gottschalk's testimony, we should be able to acquire our outstanding easements or reach a condemnation decision much more efficiently than in the past.

In their February 2018 cost estimate, Carter & Sloope, Inc. included approximately \$437K or 10% of construction for contingency, including unknowns, such as land acquisition, in their \$5.2 M estimated project cost. If BM&K closes all parcels without condemnation, we will spend approximately \$40K or 0.8% of the project cost which appears modest. Obviously, we will depend on the appraiser and the agent to control any compensation for the closed parcels as low as possible.