

**AMENDMENT TO CONSULTANT AGREEMENT**

**THIS AMENDMENT TO CONSULTANT’S AGREEMENT** (the “Amendment”) is effective this 28th day of August, 2019, by and between the CITY OF COLLEGE PARK (the “City”), a municipal corporation of the State of Maryland, whose address is 4500 Knox Road, College Park, Maryland 20740 and HR&A ADVISORS, INC. hereinafter referred to as “Consultant,” whose address 925 15<sup>TH</sup> Street N.W. Washington, D.C. 20005.

**WHEREAS**, the Consultant entered into an Agreement (“Agreement”) on August 29, 2016 with the City to provide economic and financing analysis, real estate evaluation and consulting, and development strategy on an as requested basis; and

**WHEREAS**, the said Agreement has a three-year term that ends on August 28, 2019; and

**WHEREAS**, the City and the Consultant have agreed to extend the Agreement for an additional three-year term; and

**WHEREAS**, §69-6 of the City Code requires that the Agreement include an Equal Benefits provision.

**NOW, THEREFORE**, in consideration of the forgoing, the premises and mutual promises herein contained and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties agree as follows:

1. The provisions of the WHEREAS clauses set forth above are hereby Incorporated in this Amendment and shall be considered a part hereof.
2. Paragraph 3 “Term” of the Agreement is hereby amended in its entirety to read as follows:

3. **Term.** The term of this Agreement is three years from August 29, 2019. All work shall be performed at the request of the City. It is understood by the parties hereto that time is of the essence in the completion of the approved services under this Agreement.

3. Paragraph 26 “Equal Benefits” of the Agreement is hereby added to read as follows:

26 **Equal Benefits.**

A. Consultant must comply with the applicable provisions of § 69-6 of the City Code. The Consultant shall provide the City Manager, or his/her designee, access to its records for the purpose of audits and/or investigations to ascertain compliance with these provisions.

B. Upon request, the Consultant shall provide evidence of compliance with the provisions of § 69-6 of the City Code upon each new bid, contract renewal, or when the City Manager has received a complaint or has reason to believe the Consultant may not be in compliance with the provisions of this section.

C. The failure of the Consultant to comply with § 69-6 of the City Code will be deemed to be a material breach of this Agreement.

4. Except as provided herein, all other terms and conditions of the Contract are hereby extended and shall remain in full force and effect during the term.

**IN WITNESS WHEREOF**, the parties hereto have executed this Agreement under seal the day and year first above written.

ATTEST:

CITY OF COLLEGE PARK

Janeen S. Miller  
Janeen S. Miller, CMC, City Clerk

By: Scott Somers  
Scott Somers, City Manager

WITNESS:

HR&A ADVISORS, INC.

\_\_\_\_\_

By: Stan Wall  
STAN WALL, PARTNER

APPROVED AS TO LEGAL SUFFICIENCY:

Suellen M. Ferguson  
Suellen M. Ferguson  
City Attorney



Project Fee

HR&A will provide on call advisory services to City staff, billed on an hourly basis based on HR&A's hourly rates below. By acceptance of this proposal the City of College Park authorizes an additional \$30,000 in funds for HR&A's support to the City through this on-call real estate advisory task order. HR&A's on call services will be billed, guaranteed through the third anniversary of College Park's contract with HR&A, initiated on August 29, 2016.

Personnel	Hourly Rate
Senior Advisor	\$ 443
Partner	\$ 443
Principal	\$ 393
Senior Project Director	\$ 339
Director	\$ 339
Senior Analyst	\$ 246
Analyst	\$ 191
Research Analyst	\$ 152
Admin	\$ 109

*HR&A's rates were guaranteed through the third calendar year anniversary of College Park's contract with HR&A, which was initiated on August 29, 2016; thereafter rates will increase 3% annually, which is reflected above. Depositions, mediations, arbitration hearing or trial testimony hours are billed at time and one-half.*

\* \* \* \* \*

Thank you for the opportunity to submit this proposal, and I look forward to discussing it with you in greater depth, as necessary. You may indicate your acceptance and our authorization to proceed by counter-signing below. If you have any questions, please contact me at [swall@hraadvisors.com](mailto:swall@hraadvisors.com) or by phone at (202) 903-0749.

Regards,



Stan Wall  
Partner  
HR&A Advisors, Inc.

FOR CITY OF COLLEGE PARK:

  
Name / Title Scott Somers

9/17/19  
Date



Analyze. Advise. Act.

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**PROPOSAL: ON CALL REAL ESTATE ADVISORY SUPPORT – EXTENSION**

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To: **Scott Somers, City Manager, City of College Park, MD**

From: HR&A Advisors, Inc.

Date: **September 9, 2019**

Re: Task Order 3 Extension - On Call Real Estate Advisory Support

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This memo outlines a proposal to extend HR&A's current agreement with City of College Park to provide City staff on-call real estate advisory support for various questions and requests outside the scope of any dedicated Task Order with the City.

Scope of Work

HR&A will provide on-call support to City staff for ad-hoc questions related to various ongoing projects in the City. Support from HR&A may include, but is not limited to: real estate and development advisory; market, economic, and financial analysis; review of reports, documents, and analysis from City staff.

Project Schedule

HR&A will be available immediately to provide City staff support on an on-call basis. Support is to be billed at an hourly rate in-line with the fee schedule outlined below and included in the City of College Park's contract with HR&A.

Project Team

Stan Wall will serve as partner in charge of the project, bringing over 20 years of experience in real estate development and advisory services in the Washington region to College Park. Tanner Dudley, Principal, will oversee day-to-day project activities and analysis. Additional analytical support will be provided by HR&A's team of DC-based analysts. As always, the broader resources of the entire HR&A firm are available to support College Park in all tasks.