

CLARK COUNTY STAFF REPORT

DEPARTMENT: Economic Development

DATE: Tuesday, March 29, 2016

REQUESTED ACTION: Grant signature authority to the county manager to execute a second amendment to the Professional Services Contract with Mackenzie to further increase the scope of the industrial land site readiness project in the amount of \$23,550.00 and sign all related contract documents.

Consent Hearing County Manager

BACKGROUND

Clark County entered into a Professional Services Contract with Mackenzie on December 16, 2014 to conduct the industrial land site readiness project, a joint effort by Clark County and the Port of Vancouver. The project evaluates sites in the St. Johns/Barberton area relative to development/market readiness with respect to regional economic development goals and target industries, clearly identifying opportunities and constraints for involved stakeholders. Mackenzie, a contractor with experience and established credentials in conducting this type of analysis within the region, was competitively selected using the MRSC roster.

As work progressed on the study during 2015, the Washington Department of Fish and Wildlife (WDFW) introduced a new requirements pertaining to protection and conservation of habitat and biodiversity areas, including a new GIS map layer affecting developable areas of industrial sites under consideration in the study. Staff conclude the additional work is necessary to maintain the relevance of the information generated in the study as well as to maintain the validity of findings generated to date.

The consultant has proposed an amended scope of work to further refine natural resource delineations on the subject sites in the study per the new requirements, as well as updating the study's economic modeling. The net additional fee is \$23,550, increasing the total fee for the project to \$160,538. The additional scope and revised schedule are attached.

COUNCIL POLICY IMPLICATIONS

This action is consistent with and confirms Council policies concerning economic development, and broadens efforts to encourage growth of employment opportunities for Clark County citizens and diversity of industry sector composition of Clark County's employment base.

ADMINISTRATIVE POLICY IMPLICATIONS

None.

COMMUNITY OUTREACH

None.



BUDGET IMPLICATIONS

YES	NO	
X		Action falls within existing budget capacity.
		Action falls within existing budget capacity but requires a change of purpose within existing appropriation
		Additional budget capacity is necessary and will be requested at the next supplemental. If YES, please complete the budget impact statement. If YES, this action will be referred to the county council with a recommendation from the county manager.

BUDGET DETAILS

Local Fund Dollar Amount	\$23,550.00
Grant Fund Dollar Amount	
Account	
Company Name	

DISTRIBUTION:

Board staff will post all staff reports to The Grid. <http://www.clark.wa.gov/thegrid/>


Jeff Swanson
Director of Economic Development


Mark McCauley
Acting County Manager

APPROVED: _____
CLARK COUNTY, WASHINGTON
BOARD OF COUNTY COUNCILORS

DATE: March 29, 2016

SR# 064-16

APPROVED: 
Mark McCauley, Acting County Manager

DATE: _____

BUDGET IMPACT ATTACHMENT

Part I: Narrative Explanation

I. A – The General Fund (0001) paid for the 2013-14 biennium payment of \$70,000 for this project. For the 2015-16 Biennium, spending and revenue collection authority of \$32,100.00 was request with baseline but not approved. An additional scope increase was approved July 14, 2015 granting additional spending authority and revenue collection authority of \$60,988.00 to pay invoices and collect the Port of Vancouver's contribution. Additional spending authority is requested in the amount of \$23,550.00 for a second scope increase, funding for which will come from existing General Fund – Railroad.

Part II: Estimated Revenues

Fund #/Title	Current Biennium		Next Biennium		Second Biennium	
	GF	Total	GF	Total	GF	Total
Total						

II. A – None.

Part III: Estimated Expenditures

III. A – Expenditures summed up

Fund #/Title	FTE's	Current Biennium		Next Biennium		Second Biennium	
		GF	Total	GF	Total	GF	Total
0001 General Fund – Railroad		23,550.00	23,550.00				
Total		23,550.00	23,550.00				

III. B – Expenditure by object category

Fund #/Title	Current Biennium		Next Biennium		Second Biennium	
	GF	Total	GF	Total	GF	Total
Salary/Benefits						
Contractual	23,550.00	23,550.00				
Supplies						
Travel						
Other controllables						
Capital Outlays						
Inter-fund Transfers						
Debt Service						
Total	23,550.00	23,550.00				

PROJECTED SCHEDULE TO COMPLETION

Applicable Site(s)	Tasks	Responsible Party(-ies)	Duration (Days)	Est. Date of Completion
2 3 4 5 6	Provide floodplain data inventory (maps & narratives)	CCES	n/a	3/3/2016
2 3 4 5 6	Provide environmental resources narratives	CCES	n/a	3/4/2016
1 2 3 4 5 6	Authorize contract amendment #2 (<i>Verbal authorization & direction given 2/25/2016; formal authorization pending, approximately 3/3/2016 or 3/4/2016.</i>)	CCED	n/a	2/25/2016
1	Conduct additional wetlands/habitat field work (relies upon contract amendment #2)	ELS	14	3/10/2016
1	Attend site meeting; concur on critical areas	CCES, ELS	14	3/24/2016
1	Provide updated critical areas report & figures	ELS	14	4/7/2016
1	Provide environmental resources narrative	CCES	28	4/21/2016
1 2 3 4 5 6	2016 economic data becomes available	(JE)	n/a	3/16/2016
1 2 3 4 5 6	Meet & review site data; discuss development potential & industry types	JE, M	7	4/28/2016
1 2 3 4 5 6	Recommend two industry types per site	JE, M	7	5/5/2016
1 2 3 4 5 6	Select one industry type per site	CCED	7	5/12/2016
1	Provide conceptual road networks	M	21	6/2/2016
2 3 4 5 6	Provide site building(s) layouts	M	49	6/30/2016
1 2 3 4 5 6	Workshop to review industry types and road network (1) & site layouts (2-6)	CCED, M	7	7/7/2016

Based on the prepared road network/site layouts:

1 2 3 4 5 6	Provide updated economic modeling based on 2016 data (relies upon contract amendment #2) (concurrent with above County effort)	JE	28	8/4/2016
1 2 3 4 5 6	Prepare report templates with placeholders for service providers' data (concurrent with above County effort)	M	35	8/11/2016
1 2 3 4 5 6	Estimate future infrastructure demands. Identify transportation barriers and deficiencies, including costs, funding, and timing. Identify needed permits and estimate permitting timelines for given site layouts. Provide permit fee estimates. Provide job density assumptions.	CCCD, CCED, CCES, CCPW, CoV, CPU, CRWWD	56	9/1/2016
1 2 3 4 5 6	Evaluate future infrastructure demands against existing and planned infrastructure. Estimate incremental costs to meet future demands.	M	7	9/8/2016
1 2 3 4 5 6	Provide draft reports	JE, M	14	9/22/2016
1 2 3 4 5 6	Review drafts	CCED	7	9/29/2016
1 2 3 4 5 6	Provide final reports	M	7	10/6/2016

Yellow highlights indicate Clark County or other service providers outside the consultant team are responsible.

Cyan highlights indicates dates/durations estimated by consultant team members ELS or JE.

Responsible Parties (Primary Contact Personnel)

CCCD = Clark County Community Development (TBD)
 CCED = Clark County Economic Development (Jeff Swanson)
 CCES = Clark County Environmental Services (Brent Davis, Jeff Schnabel)
 CCPW = Clark County Public Works (John Davis)
 CPU = Clark Public Utilities (Eric Beck)
 CoV = City of Vancouver (Mayra Gonzales, Leo Kuzmin)
 CRWWD = Clark Regional Wastewater District (Robin Krause)
 ELS = Ecological Land Services (Francis Naglich)
 JE = Johnson Economics (Chris Blakney)
 M = Mackenzie (Todd Johnson)

Amendment No. 2 to Professional Services Contract

THIS AMENDMENT No. 2 amends CONTRACT entered into December 16th, 2014, by and between CLARK COUNTY, after this called "County," a political subdivision of the State of Washington, and Mackenzie Engineering Inc., an Oregon Corporation, after this called "Contractor", and becomes effective on the date of execution by County and Contractor.

W I T N E S S E T H

WHEREAS, Contractor was previously chosen through a competitive process by the County and has the expertise to provide professional services for Clark County and to perform those services more particularly set out in the proposal attached hereto and incorporated herein by this reference as Exhibit A, and

WHEREAS, County has expanded the scope of work of Contractor to perform additional services more particularly set out in the proposals attached hereto and incorporated herein by this reference as Exhibit B, Exhibit C and Exhibit D, and

WHEREAS, Clark County does not have available staff to provide such services for the benefit of the services of Clark County,

NOW, THEREFORE, THE COUNTY AND THE CONTRACTOR MUTUALLY
AGREE AS FOLLOWS:

The language in CONTRACT Section 1, Services, is amended to read as follows:

1. Services. *The Contractor shall perform services as set forth in Exhibit A, Exhibit B, Exhibit C and Exhibit D.*

The language in CONTRACT Section 2, Time, is amended to read as follows:

2. Time. The Contract shall be effective beginning December 17, 2014 and ending October 31, 2016.

The language in CONTRACT Section 3, Compensation, is amended to read as follows:

3. Compensation. County shall pay the Contractor for performing said services upon receipt of a written invoice according to the schedule set forth in Exhibit A, Exhibit B, Exhibit C and Exhibit D, attached hereto and incorporated herein by this reference. The parties mutually agree that in no event shall the amount billing exceed the dollar amount in Exhibit A, Exhibit B, Exhibit C and Exhibit D without prior written approval of the County.

The language in Section 9, Contract Documents, is amended to read as follows:

9. Contract Documents. Contract documents consist of this Contract, Exhibit A, Exhibit B, Exhibit C and Exhibit D, incorporated herein by this reference. If there is a conflict between the terms of the Contract and those of Exhibit A, Exhibit B, Exhibit C and/or Exhibit D, the Contract shall control.

The language in CONTRACT Section 16, Consent and Understanding, is amended to read as follows:

16. Consent and Understanding. This Contract, which includes Exhibit A, Exhibit B, Exhibit C and Exhibit D, contains a complete and integrated

understanding of the agreement between the parties and supersedes any understandings, agreement, or negotiations, whether oral or written, not set forth herein or in written amendments hereto duly executed by both parties.

All other provisions of CONTRACT continue in full force and effect.

IN WITNESS THEREOF, County and the Contractor have executed this contract on the date first above written.

MACKENZIE ENGINEERING INC.

By _____

Print name _____

Title _____

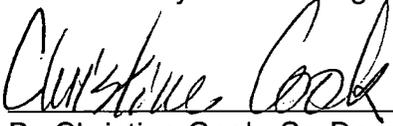
CLARK COUNTY



By Mark McCauley
Acting County Manager

APPROVED AS TO FORM ONLY
ANTHONY F. GOLIK

Clark County Prosecuting Attorney



By Christine Cook, Sr. Deputy Prosecuting Attorney

EXHIBIT A

November 26, 2014 (*Revised December 4, 2014*) (*Revised December 8, 2014*)

Clark County
Attention: Jeff Swanson
1300 Franklin Street, Suite 667
Vancouver, WA 98666-5000

Re: **Industrial Land Site Readiness Project**
Scope of Work and Budget Proposal
Project Number 2130417.00

Dear Mr. Swanson:

PROJECT UNDERSTANDING

Traded-sector companies sell goods to buyers outside of Clark County and southwest Washington, bringing additional wealth into the region. Attracting and retaining traded-sector industrial companies is important for Clark County's long-term economic prosperity, and establishing a supply of development-ready large sites with rail service is a critical component to attract and retain large industrial firms and generate traded-sector jobs. Positive economic impacts from additional traded-sector companies will help fuel the local growth of Clark County by increasing the competitiveness of the region, and opening up new commercial opportunities and investments. Clark County competes with other metropolitan areas for these traded-sector industries, and must be able to provide a reasonable inventory of available sites.

The Port of Vancouver brings the capability to remove obstacles and act as a catalyst for industrial development, investment, and job generation for family wage, traded-sector employment. This analysis can help inform the Port in how to strategically partner with other public agencies and the private development community to improve development readiness of traded sector employment lands.

As a project jointly funded by the Port of Vancouver and Clark County, the focus of the Clark County Industrial Lands Inventory and Site Readiness Pilot Project (the Project) is to achieve the following.

- Establish a set of criteria, metrics, and model to evaluate employment land suitability for business development, recruitment, and retention. This initial set of sites will be used as a pilot project to set the model for evaluation of additional sites in the future.
- Provide a focus for local agreement on the supply and market readiness of industrial lands in Clark County, beginning with sites initially designated by Clark County as a Pilot project, and applied to additional sites authorized by Clark County.
- Support regional economic development efforts by reviewing the target industries listed in the 9/2011 TIP Strategies report for CREDC (Columbia River Economic Development Council) against land availability.

- Illustrate the benefits of a coordinated approach to future policy and public/private investment decisions in the region.
- Illustrate the benefits of “ready” employment land and provide clear identification of constraints and opportunities of sites in the pilot study.

A preliminary review of areas likely to yield development sites in Clark County suggests a concerning shortage of large development-ready employment sites. The reaction to the preliminary analysis also shows a broad interest from the development community in a regional land inventory. We have participated in similar studies for the Portland Metro Area, Clackamas County, and will soon be beginning a study for Washington County. This scope identifies a pilot project setting the stage for a potential countywide analysis.

Given the constraints of public and private funding it is crucial to fully grasp the cost and time required to develop land for employment use. Industrial sites are in varying states of readiness, requiring regulatory approvals (permitting, mitigation), entitlements (land division, rezoning), infrastructure (filling/grading, sewer, water, road), consolidation of sites, neighborhood compatibility, and/or brownfield cleanup. A clearer understanding of the actions and investment required to make more of these sites development ready is needed to ensure both the county and the region’s competitiveness.

On the funding side, there are limited financial tools available to address barriers to development of complex industrial sites. Although the private credit markets are recovering from the past recession, developers generally are unable to finance projects that require significant upfront capital investment, long term payback and regulatory uncertainty. Public sector grant financing is an option to be considered for regional projects, and there is also a continued need for the creation of new, innovative financing tools that will allow large parcel industrial developers to acquire, develop, and hold property as part of a regional economic development strategy. The private sector cannot be successful alone. The public sector cannot be successful alone. Given these opportunities and constraints, leveraging public and private sector assets provides a better and more coordinated use of public investments. The pilot project is one vehicle for engaging collective energy as part of a regional economic development strategy.

PROJECT APPROACH

The intent of this pilot project is to:

1. Establish a set of criteria and metrics to evaluate employment lands, and establish a base for review of additional sites as authorized through additional task orders from Clark County; and
2. Review an initial group of up to 6 regionally significant development sites with at least 4 sites being less than 100 acres and up to 2 larger sites up to 300 acres.

The following outlines our approach.

Establish Criteria for Infrastructure Review

Mackenzie will assemble the following:

- List of existing providers for each element of infrastructure in Clark County. Below is a list of possible partner organizations in the project:
 - Utilities
 - Water
 - Sewer
 - Transportation
 - Electric
 - Telecommunications
 - Rail
 - Educational/Job Training
 - Local Industrial and Commercial Broker
- Existing growth plan, comprehensive plan, and agency strategy for growth for the designated study sites.
- Base map will include existing comprehensive plan alignments for roads, water, sewer, and rail. The map will also include GIS data for wetlands, slopes, archaeological resources, contours, habitat areas lakes, and streams. Where available, CAD data can be integrated into the base map to reflect site specific conditions.
- A list of up to 6 sites within the study area will be developed based on a county and port developed preliminary list of potential sites, which may be comprised of multiple parcels, and identify the use (light industrial, railroad industrial, commercial, etc.) to be analyzed on each development site. At least four of the sites will be 100 acres or less, and up to two sites selected will be up to 300 acres.
- The County and Port will assemble the project team that may include representatives from service providers, a local commercial or industrial broker, county staff, community partners, and consultant team representatives. In addition to providing direction on the project to the consultant team, the stakeholders will be responsible to act as a liaison with their agency to provide needed information and review as identified below. This team may be a subset of the existing Economic Development Action Team. We will also include the CREDC Land for Jobs Committee as a sounding board to allow for broad input on assumptions and evaluation criteria and metrics. This will minimize consultant cost and utilize existing agencies and departments to provide current and accurate data for the analysis.

Identify Industry Type and Develop a Build-out Concept for Evaluation

- Examine adjacent industry/development patterns for indications of industry/development type.
- Evaluate site location, environmental constraints, educational/job training needs of the industry, existing uses on and around the site and topography.
- Prepare a recommendation of two industry types for further consideration on each site. Industry types are assumed to be consistent with the target industries identified in the 2009 TIP Strategies report.

- Meet with the project stakeholder team for discussion and determination of which industry type is best for additional analysis.
- Receive direction from the stakeholder team on site specific phasing.
- Develop a conceptual layout similar to the attached concept plan on a site in Canby, Oregon. The conceptual layout will be based on the site constraints and existing conditions as available from Clark County GIS and other publicly available GIS data sources, and the chosen industry type. Layouts will assume that onsite stormwater treatment and detention will be the primary method of addressing stormwater treatment and detention/retention requirements.

Compare Existing and Forecasted Future incremental Infrastructure Needs, Assess Development Costs, forecast fiscal impacts, and Project Permitting Timelines as relevant to study sites and industries

- Prepare a matrix outlining project incremental demand on infrastructure available to the site using target industry needs based on past project experience and published industry models, which may include the Industrial profiles utilized in the Portland Metro Region as a resource.
- Evaluate demand projections for the incremental impacts of each site against existing and planned subarea infrastructure.
- Identify the presence or absence of a skilled workforce to support target industries.
- Provide existing Real Market Value (transaction price) and future development ready land values.
- Provide Job Density Assumptions to support the fiscal analysis in this study.
- Identify existing economic incentives, public financing, and tax mileage rates.
- Assess the identified demands and the costs timelines and permitting required providing the needed infrastructure for service. Service providers include Water, Sewer, Power, Data/ Voice communications, and Transportation (roads and rail as needed).
- Provide stormwater infrastructure and modeling, sizing, and layout of site specific storm site development (per-site fee).
- Prepare site infrastructure documentation for site-specific infrastructure description and summary for report.
- Prepare slope mitigation modeling for site-specific grading analysis of steeply sloped sites.
- Provide an investigation and analysis of potential environmental contamination summarized in a memo for each site to generally include a review of historic photos, review of the Washington State Department of Ecology database, and visual assessment from the public right of way adjacent to the site. Where remediation is needed, a conceptual remediation cost estimate will be developed based on the information obtained.

Fiscal Impact Assessment

For Clark County the assessment of fiscal impacts will be based on property tax revenues and indirect impact on sales tax revenues, due primarily to no personal income tax. We will model the property tax based on tax rate increases provided by county staff. Modeling will be presented with similar content and form to the attached economic output model document.

Evaluating and Modeling and Deliverables

Consultant will finalize the site readiness marketing data by developing site data sheets, which can be used in economic development efforts and to help inform public policy and infrastructure investment decisions. Site data sheets generally include the following information.

- Opportunities or gaps in available infrastructure to serve the build out concept.
- Financial readiness modeling based on Inputs provided from the above analysis.
- Site specific analytical tool.
- Market analysis to inform inputs on economic use, phasing, job densities (dependent on use), and market timing.
- Economic and fiscal impact analysis, based on development of the conceptual site development use with the employment densities provided.
- Description of project timing for each site and likely total project cost.

Deliverables include:

- Site data sheets with content described above, delivered in a print ready form and a form the County and Port can edit.
- Report outlining the analysis and an Interpretation of results.
- Report/appendix for utility infrastructure study methodology.
- Report/appendix for transportation study methodology.
- Recommendations for revisions in the methodology for future sites.

The consultant team will present the results of the study to the Clark County Board of Commissioners, Port of Vancouver Commission, and the local Economic Development Agency. Up to three workshop style meetings, coordinated by Clark County and Port of Vancouver staff, are assumed in the budget.

ASSUMPTIONS

The scope and fee is based on the following additional assumptions and contributions by County and Port staff.

Timing

Once the proposal is accepted and funded by the County and Port, the County and Port will assemble the project team. Mackenzie will hold a project scoping session with the team to outline responsibilities, project tasks, timelines, and expectations for both the consultant and the team members. This activity will be considered pre-authorization to proceed and will be funded out of the project budget. Once the scoping session is complete and partners have agreed to participate, the county will issue the authorization to proceed and the four month timeline for the project will begin. The budget is based on the assumption that the entire project is completed within 4 months from authorization to proceed. Delays to the project may result in additional fees.

Delays within Mackenzie's control are associated with tasks performed by the consultant in this scope of work, or reasonably related to those tasks, including inventory, analysis, modeling and report preparation. Delays not within Mackenzie's control are failure of the partners in the project to supply information assigned to them in this scope of work, or reasonably associated with the work assigned in this scope.

Wetlands/Habitat Support Services

County staff will conduct mapping based evaluations, including any site specific knowledge or prior approvals on the site, for the potential existence and extent of wetlands and/or waterways regulated under the law for each of industrial site and will include documentation and coordination with the project team. Documentation will include the following.

- Maps of potential wetland/habitat on site.
- Estimated acreage of wetlands/habitat on site.
- Narrative detailed whether wetlands/habitat on site can be filled/removed with industrial development and detailing all, if any, required mitigation.
- Detailed timelines of required permits and permit timelines associated with any on/off site wetlands/habitat fill and/or mitigation, and identification of environmental constraints, processes to permit, and likely mitigation and permitting costs needed for the concept development.

Archeological Support Services

County staff will provide site assessments related to archeology during the duration of the project. Support services may include, but are not limited to the following.

- Identify required permits and permit costs and timelines to achieve the concept development.
- Coordinate with additional state and federal agencies to determine additional permitting costs, timelines, and processes including archeological reviews required for conceptual site development.

GIS Support Services

County GIS staff will assist the consultant by providing GIS services and mapping throughout the project. Support services may include, but are not limited to the following.

- Base maps of the subject area and each site with 11x17 aerial exhibit of the site (for reference) and 11x17 aerial exhibit of the site with natural resources, slope/contour lines, and infrastructure.
- Most recent County GIS shapefiles consisting of, but not limited to, wetlands, floodplain, streams, contours, slope, utilities, only for the subject area and sites.
- Conceptual development site plans conversion (created by consultant in AutoCAD) into GIS shapefiles and geodatabases, if determined necessary throughout the project.
- Use of available GIS shape files and data from the county's GIS system.

Planning/Community Development Support Services

County Community Development services will assist the consultant by providing the following.

- Fee estimates for all county permitting costs for the concept site development, including site engineering, fire, health department SEPA, environmental review fees, building permit fees, and any fees for land use approvals or reviews.
- A list of permits and approval processes with an estimated timeline to include average consultant response times from permitting history over the previous 12 months.
- Job Density Assumptions.

Engineering Support Services

County engineering will assist the consultant by providing the following.

- Transportation/freight modes directly serving the site – trucks, rail, water, air.
- Transportation infrastructure improvements required as part of site development, and includes all frontage improvements and all required on- and off-site improvements, typically identified in the agency capital improvement plan (CIP) or transportation system plan (TSP).
- Transportation infrastructure barriers to immediate site development (within 6 months) and typically include nearby off-site infrastructure improvements necessary for industrial/freight traffic to effectively serve the property, and includes planned infrastructure improvements including cost, funding, and timing.
- Long-term transportation operating deficiencies and are typically more-distant off-site deficiencies that are identified in the agency TSP, such as poor transportation corridor mobility or interchange deficiencies, and includes identifying all planned infrastructure improvements including cost, funding and timing.
- Identify any known transportation barriers that may be limiting/discouraging site development that are not specifically identified in the points above.
- Storm water is assumed to be remedied onsite. The analysis will treat this as a development engineering issue for the site and will not address stormwater as regional issue.

Additional general assumptions of information provided by the Clark County or the partner organizations

- Having a predetermined use and phasing where applicable for each site. Uses will be based on the direction of Clark County or the partner organizations. (i.e. not based on market input).
- Existing Real Market Value (transaction price) and future development ready land values will be provided by Clark County or the partner organizations.
- CPRs, mileage rates, and incentive zone applicability will be provided to the consultant team by Clark County or the partner organizations.

Clark County

Industrial Land Site Readiness Project

Project Number 2130417.00

November 26, 2014 (Revised December 4, 2014) (Revised December 8, 2014)

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- The consultant team will be represented at all stakeholder committee meetings by at least one representative. Assembly and management of this committee will be by Clark County staff.
- Additional sites can be analyzed through this project. Additional work order authorizations and funding will be provided by Clark County for additional sites beyond this pilot project. Additional sites will be analyzed using the methodology and metrics developed in this pilot project.
- This scope and budget may be amended based on lessons learned and additional data collected through mutual agreement of the consultant and Clark County. Amendments will be in writing, either through electronic communication or printed.

FEE SUMMARY

The fee for the work described in this scope is \$102,100 to be billed on a fixed fee lump sum basis in two increments. The first increment will be \$70,000 to be billed in December of 2014 and the balance of the budget will be billed in March of 2015.

Mackenzie is pleased to present this scope for planning and engineering services. We are excited about the prospect of working with the County and its stakeholders on analyzing industrial land in the County. Upon your review, please let me know if you have any questions on this scope of services.

Sincerely,

Todd Johnson

Attachments: Canby Oregon example site concept

c: Gabriela Frask - Mackenzie

EXHIBIT B

April 6, 2015

Clark County Public Service Center
Attention: Jeff Swanson
Budget Office, Suite 667
1300 Franklin Street
PO Box 5000
Vancouver, WA 98666-5000

Re: **Clark County Industrial Lands Site Readiness Project**
Proposal for Amendment 1
Project Number 2130417.00

Dear Mr. Swanson:

As a follow up to our recent meeting, Mackenzie has prepared the following scope and request for an amendment to provide for additional GIS support services and also to amend the deliverables timelines outlined in our previous scope.

The scope and fee letter revised December 8th, 2014, which is included in the contract for services dated December 16th, 2014, assumed the project would be completed within 4 months of authorization. While the execution of the contract was a formal authorization to proceed, the actual work could not commence until sites were selected and the parcels included in those sites were known. At this time, we anticipate having confirmed site boundaries no later than April 6th, 2015. This amendment acknowledges that the formal authorization to proceed on December 16th does not begin the 4-month completion timeline. The agreed timeline for project completion is no later than October 31st, 2015. There will be no increase in project budget related to this change in agreed timeline. Additional delays to the project schedule beyond October 31st may result in additional fees. The remaining contract provisions, including the definitions in the section titled "Timing," remain unmodified.

In addition to the agreed change in timing, this scope and fee letter also assumes Clark County GIS staff will assist the consultant by providing GIS services and Mapping throughout the project. Upon further discussion with GIS staff, the GIS services needed for this project would be provided by Mackenzie. We therefore propose the following addition to Mackenzie's scope:

- Develop a base map which will include existing comprehensive plan alignments for roads, water, sewer, and rail. GIS data for wetlands, slopes, archaeological resources, contours, habitat areas, lakes, and streams.
- Map the list of 6 sites within the study area, which will be developed based on a county and port developed preliminary list of potential sites, which may be comprised of multiple parcels, and identify the use (light industrial, railroad industrial, commercial, etc.) to be analyzed on each development site. Five of the sites will be 50 acres or less, with one site selected to be up to 300 acres.

Clark County Public Service Center
Clark County Industrial Lands Site Readiness Project
Project Number 2130417.00
April 6, 2015
Page 2

- Update list of 6 sites' base maps.
- Conceptual development site plans conversion (created by consultant in AutoCAD) into GIS shapefiles and geodatabases, if determined necessary throughout the project.

The additional fee to provide the above GIS services will be \$6,000. We are still assuming we will have access to Clark County GIS data at no cost.

Sincerely,

Todd Johnson
Senior Associate

EXHIBIT C

April 3, 2015 (*Revised May 5, 2015*)

Clark County Public Service Center
Attention: Jeff Swanson, Director of Economic Development
PO Box 5000
Vancouver, WA 98666-5000

Re: **Regional Industrial Site Readiness Evaluation**
Additional Scope for Environmental and Archaeological Investigation
Project Number 2130417.00

Dear Mr. Swanson:

In response to our recent discussions on additional detailed data on approximately 125 acres of site #6 in the industrial land readiness study, we are proposing the following scope of services as a supplement to our previously identified scope. These services include work for brownfield investigation through a phase I environmental analysis, Wetland and Habitat identification and classification, and archaeological reconnaissance to determine the likeliness of there being archaeological resources on the site. This work will require access to the site, and will require the property owners to complete a questionnaire about present and past uses of the site.

We reviewed the sketch that you provided. It appears that the site is approximately 125 acres, is used for residential and agricultural purposes, and is crossed by railroad tracks and includes lands abutting Curtin Creek. The site appears to consist of approximately ten tax lots; however, based on the names on the sketch, we assume there are only four unique property owners. Following is the scope of services for each of the study areas, with some budget options to consider.

WETLANDS

1. GPS mapping (and flagging) of wetlands, streams or oak habitat, preliminary categorization, preliminary buffers, and a deliverable of critical areas map showing wetlands/streams/oak habitat and preliminary buffers, as well as a memo with a table of findings.
2. Critical Areas Report, all data sheets, all wetland ratings, suitable for wetland verification by Corps/Ecology and Clark County.
3. Meetings with client and project designers.

Please see the itemized Wetlands Budget on Page 2.

Wetlands Budget	
Subconsultant proposal:	\$16,000
4% Markup:	\$640
Additional Mackenzie staff time:	\$2,240
Total:	\$18,880

PHASE I ESA

A Phase I ESA can be performed at the site, in accordance with ASTM International in E 1527-13, Standard Practice for Environmental Site Assessments: Phase I Environmental Site Assessment process. This work would include all of the requirements of the ASTM E 1527-13 standard (i.e., file review, site reconnaissance, interviews, historical record review, and environmental lien search). This cost assumes that four lien searches are performed (one for each unique property owner). If additional lien searches are required, total costs would increase by approximately \$300 per lien search.

The work would be supervised by a Washington Licensed Geologist that meets the EPA standard for an Environmental Professional.

Phase I ESA Budget	
Subconsultant proposal:	\$5,000
4% Markup:	\$200
Additional Mackenzie staff time:	\$500
Total:	\$5,700

ARCHAEOLOGICAL ASSESSMENT

1. A review of DAHP data on previously conducted studies and previously recorded sites in the area.
2. A review of historic maps and other information on the history of the properties and past environments to assess the potential for archaeological resources.
3. A field visit, which would not constitute any form of survey but primarily to get an on-the-ground sense of the terrain and current conditions.
4. A tech memo that present the results of the first three tasks and outlines any future actions that may be required to meet County requirements and any possible or federal requirements.

Archaeological Site Assessment Budget	
Subconsultant proposal:	\$3,200
4% Markup:	\$128
Additional Mackenzie staff time:	\$980
Total:	\$4,308

We believe these additional analyses will provide you with the information needed to better evaluate portions of the site and will also provide us some better information to use in the study.

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We propose to add this scope and budget to our existing project with Clark County. The total fee for all three of the studies above is \$28,888. This would be a fee increase to our previously approved project budget.

Sincerely,

Todd Johnson, Senior Associate

Enclosure(s): Map showing area to be analyzed

c: Katy Brooks, Port of Vancouver

EXHIBIT D

March 24, 2016

Clark County Public Service Center
Attention: Jeff Swanson, Director of Economic Development
1300 Franklin Street
PO Box 5000
Vancouver, WA 98666-5000

Re: **Clark County Industrial Lands Site Readiness Project**
Proposal for Amendment 2
Project Number 2130417.00

Dear Mr. Swanson:

Following our recent discussions with County staff and our consultant team, Mackenzie has prepared the following additional services scope and request for an amendment to the project deliverable timelines. The additional services address refinements to wetland and habitat delineations, necessary updates to the economic model, and delays in obtaining the site data inventory, as further detailed below. In addition, the delays thus far call for an updated project schedule to reflect a new completion date.

RESOURCE DELINEATION REFINEMENTS

Amendment #1 to our contract, which included our May 5, 2015 proposal, authorized a detailed environmental resources inventory for a portion of Site #1 in the industrial land readiness study (the 300+ acre site located along Curtin Creek) than is being prepared for Sites #2-6. County GIS sources are to be used for the portion of Site #1 not included in the detailed delineation of wetlands and habitat areas. The proposed additional services include collaboration between Ecological Land Services (the contracted resource subconsultant) staff and Clark County Environmental Services staff to resolve the discrepancies between the detailed delineation and the GIS sources. The contracted resource subconsultant staff will:

1. Conduct additional field work.
2. Attend a site meeting with County Environmental staff for concurrence on the characterization of critical areas.
3. Update the draft wetland delineation and habitat reconnaissance report and the associated figures.

The following table presents the proposed fee increases to cover the additional resource delineation services.

Resource Delineation Budget	
Subconsultant proposal:	\$12,340

4% Markup:	\$490
Additional Mackenzie staff time:	\$2,000
Total:	\$14,830

ECONOMIC MODELING UPDATES

The economic modeling included with this project relies upon current data inputs to present a contemporary characterization of each site's readiness for industrial development. Our original contract and its Amendment #1 both anticipated project completion within calendar year 2015. However, due to unexpected project delays in agency staff providing the requested site data, the project has extended more than a year beyond the authorization to proceed (December 16, 2014). Consequently, the economic data inputs previously prepared by Johnson Economics must be updated to reflect current economic conditions. The contracted economic modeling subconsultant will:

1. Run new impact multipliers.
2. Program the new multipliers into the economic model.
3. Research recent land transactions for comparable sites.
4. Revise land valuation estimates for the six sites under study.
5. Revise employment data inputs.

The following table presents the proposed fee increases to cover the additional economic modeling services.

Economic Modeling Budget	
Subconsultant proposal:	\$5,500
4% Markup:	\$220
Additional Mackenzie staff time:	\$500
Total:	\$6,220

SCHEDULE AMENDMENT

As noted above, and as discussed during ongoing project check in meetings throughout the project duration, agency staff providing the requested site data inventory have not met target dates as outlined by Mackenzie. As a result, this has impeded the consultant team's ability to begin our technical analysis and conduct further industrial readiness evaluations. Our original contract assumed a project duration of 4 months following site selection: the sites were selected and defined by April 6, 2015, with anticipated completion date of August 6, 2015. Contract Amendment #1 shifted the completion date back to October 31, 2015, and noted "additional delays to the project schedule... may result in additional fees."

As of March 24, 2016, the site data inventory remains incomplete. While it is understood the Resource Delineation Refinements described above represent a substantial portion of the outstanding data—and this portion of the inventory cannot be fulfilled without authorization of contract Amendment #2—additional data concerning existing environmental

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resources also remains outstanding for Sites #2-6. See our May 11, 2015, letter regarding Environmental Resources for further details on the requested data.

The additional delays generate a proposed fee increase of \$2,500.

Based on the additional services outlined in this proposal, the schedule of project tasks remaining in our amended contract (including the items identified in this proposal), and the pattern of project delays to date, we anticipate the project completion date will occur within six months after the site data inventory is complete. At this time we anticipate the inventory may be complete in April 2016, so we propose the project completion date be amended to October 31, 2016.

SUMMARY

We propose the additional services and amendments to the project schedule and fee as outlined above be adopted as Amendment #2 to our original contract. The net additional fee is \$23,550, which increases our total fee to \$160,538. The proposed project completion date is October 31, 2016.

If you have any questions regarding this letter, please do not hesitate to call me.

Sincerely,

Todd Johnson
Senior Associate

c: Gabriela Frask, David Holt – Mackenzie