



Adel DeSoto Minburn
Community School District

2-Way Radio Replacement Proposal

Prepared for: Greg Dufoe, District Superintendent

Prepared by: Michael Chapman, Transportation Director

May 1, 2012

Proposal number: 2012-001



Adel DeSoto Minburn
Community School District

Project Quotes

The quotes

Request for quotes were tendered on April 9, 2012. Both companies submitting quotes included product rebates in their total costs, which were in effect at the time the bids were submitted. They are no-longer in effect, however may be extended in the near future. Should the Motorola trade-in program be extended Both companies have given assurances that they will honor their current quotes, as written.

Vendor	Bid Date	Cost
Communications Engineering Company/Des Moines, Iowa	N/A	N/A
Electronic Engineering/Des Moines, Iowa	April 19, 2012	\$22,598.00
Spring Valley Wireless/Perry, Iowa	April 10, 2012	\$22,645.00
Difference		\$47.00



The Future of Professional Two-way Radio: Digital

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Executive Summary

Two-way voice was one of the first commercial applications of radio technology. In 1933, the first two-way mobile radio system was installed in patrol cars of the Bayonne, New Jersey police department. Since then, two-way radio has moved beyond the realm of public safety to become an invaluable tool for mobile professionals in a wide range of enterprises.

The term "two-way radio" conjures up a variety of images. Many people think of public safety officers using expensive equipment and licensed spectrum to convey mission-critical information at the site of an incident. Others think of hobbyists and sales clerks using low-cost, low-power "walkie talkies" in the unlicensed spectrum to keep in touch over relatively short distances. But there's a vast and growing market between these two extremes for professional users who need high-quality yet affordable equipment that takes advantage of the power, range and coexistence characteristics of licensed channels.

In transportation, energy, government, retail, hospitality and many other industries, licensed professional two-way radio systems offer capabilities that no other mobile technology can provide. Unlike competing technologies, only two-way radio can offer professionals instant, private and cost-effective communication in virtually any environment – anywhere and anytime. With two-way radio, there's no need to deploy supporting infrastructure in a field situation, or to rely on subscriber-based public networks that may be under-supported or even completely unavailable.

For most of its history, two-way radio has been an analog medium, and to this day, the vast majority of systems are still analog. But that's about to change. In the same way that digital technology has transformed other media, it's now revolutionizing the way mobile professionals communicate in the field. Like the digitization of music, TV and other traditionally analog media, digital two-way radio technology offers several advantages over the analog systems of the past.

For example, compared to analog two-way radio, digital two-way radio can offer greater spectral efficiency for higher calling capacity, enhanced voice quality at the farthest margins of the RF range, and more reliable coverage – making it easier to hear and understand conversations, even at long range and in difficult environments. Digital two-way radio also offers many features and capabilities that analog simply can't provide. For example, digital systems can:

- Provide enhanced signaling for user-friendly operation and advanced features
- Enable longer battery life in the field by requiring less transmit power, depending on the specific transmit methods and power-management technologies used in the device
- Enable flexible privacy between individual users and groups, without degrading voice quality or requiring configuration of add-on hardware
- Combine voice communication and wireless data applications in the same device, literally transforming the way field workers get the job done

This white paper gives an overview of two-way digital technology and the advantages it offers to mobile professionals in industries such as transportation, education, building construction and manufacturing, energy and utilities, private security, public safety and local government, and service-intensive businesses such as hotels, motels and casinos. We'll explore unique needs of these mobile workers, and discuss the ways that digital technology serves these needs in ways that analog radio can't. And we will describe how Motorola is leading the establishment of standards, technologies and solutions for the new, digital generation of two-way radio and wireless computing.

Why Two-way Radio?

Before we look at the advantages of digital, there's a more fundamental question. With alternative and emerging technologies – such as cellular, push-to-talk over cellular, and Voice-over-WLAN – is there any reason for enterprises to stick with two-way radio at all?

While there's no single answer to this question for every organization, two-way radio offers certain advantages that make it the clear choice for the vast majority of mobile professionals who require an affordable, flexible, highly reliable solution – along with the power and range available only in licensed bands. Advantages of two-way radio include:

- **Low total cost of ownership.** Two-way radio requires a small up-front investment, with no recurring monthly fees. A two-way radio solution can typically pay for itself in less than 18 months compared with cellular or public carrier solutions that require recurring monthly fees.
- **Customizable coverage and features.** Two-way radio was developed and has continued to evolve to meet the specific needs of group-oriented communications and dispatch environments. The ability to tailor a two-way solution to meet the needs of businesses – with quick, reliable one-to-one, one-to-many and many-to-many communications – remains unequalled. Carrier-based solutions don't provide comparable levels of customization and performance.
- **Simple, reliable implementation.** On-site and in-the-field solutions often require no infrastructure at all. Users simply turn on their radios and talk directly to each other – for miles – using rugged devices designed for everyday use in the most demanding environments. For group voice calls, with coverage requirements measured in miles rather than feet, two-way radio will continue to provide simplicity and reliability unmatched by cellular, VoWLAN and other competing technologies.

If you're one of the tens of millions of professionals who rely on two-way radio today, it will continue to be your technology of choice tomorrow. And if you're not a two-way radio user today, you owe it to yourself and your business to explore what two-way has to offer.

Digital Two-way Radio: A Modern Solution for Modern Needs

Analog radio works well, and proves itself every day in countless deployments around the world. However, analog two-way radio has reached the limits of innovations. Virtually everything that can be imagined using analog radio has been already been attempted or achieved over more than a half-century of experimentation and innovation. Today, a new platform is required to break through to new levels of performance and productivity.

Many enterprises are finding they need more than the fundamentals that analog two-way radio delivers. Perhaps their licensed channels are becoming crowded and they need more capacity. Perhaps they need more flexible ways to communicate with users both inside and outside the work team. Perhaps they need access to data in combination with voice to improve responsiveness and productivity. Digital radio provides a powerful, flexible platform that professional organizations can adapt to meet these needs and more.

By migrating from analog to digital two-way radio communications, these organizations can fill many of these needs immediately and build a strong technical foundation for adding new functionality to meet new needs in the future.

Let's take a look at each of these enterprise mobility needs in turn, and explore how digital radio technology can support a more responsive and adept mobile team.

Need: Efficient Use of RF Spectrum

For many two-way users, the most important benefit of digital radio is to make more efficient use of licensed 25 kHz and 12.5 kHz channels. The airwaves are becoming more and more crowded, and the old licensed channel structures – originally designed with the principal goal of serving a handful of broadcasters – are no longer adequate to carry the increasing broadcast and private radio traffic projected in the future.

Regulatory agencies are responding to an impending crisis in RF congestion by mandating more efficient use of licensed spectrum. For example, in the U.S., the FCC is requiring manufacturers to offer only devices that operate within 12.5 kHz channels by 2011. By the year 2013, all users will be required to operate in 12.5 kHz – making it possible for twice as many users to share the airwaves as compared with today's 25 kHz licenses.

The next logical step is to further improve the effective capacity of 12.5 kHz channels. It's only a matter of time before the ability to carry two voice paths into a single 12.5 kHz channel, also known as 6.25 kHz equivalent efficiency, becomes a requirement. But with digital radio, there's no need to wait for a mandate. Devices that incorporate Time-Division Multiple Access (TDMA) can achieve 6.25 kHz equivalency today – doubling the capacity of a currently licensed 12.5 kHz channel or quadrupling the capacity of a 25 kHz channel.

That means many more people can communicate over an enterprise's existing licensed channels, without worrying about interference. And because each TDMA "slot" works independently, these virtual 6.25 kHz channels can be used flexibly according to the organization's needs. For example, two slots within one channel can be used to carry two separate and private conversations, or else one slot could be used for data or priority signaling in conjunction with a conversation on the other slot.

As application designers create new ways to use the additional capacity – for example, combining channels to support full-duplex calling or to increase the data rate – TDMA-based digital devices will be ready to adapt. In fact, well-designed digital radios can adapt to changing usage models on the fly, in the field. And even organizations that need only basic calling capabilities can benefit from the increased capacity of TDMA-based radios by getting two-for-one value for infrastructure such as repeaters and antennas.

Digital radio offers:

The ability to expand digital voice, data and control capabilities that can be delivered over a given slice of RF spectrum. By choosing devices that incorporate the appropriate standards and technologies, organizations can get increased capacity and flexibility to support more users and new usage models. For example, devices that use TDMA modulation offer the flexibility to use a single channel for multiple two-way voice conversations, full-duplex conversations, separate voice and data transmissions, control and management capabilities, and more – flexibly switching between usage scenarios as needed.

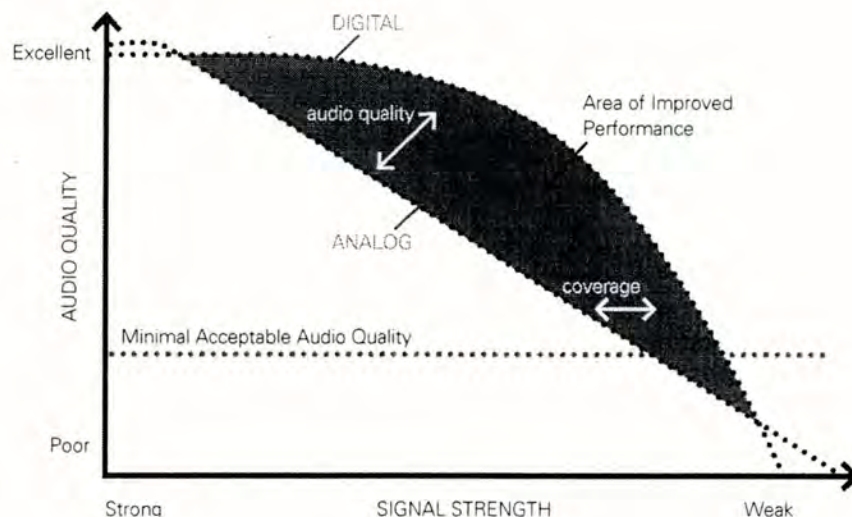
Lower licensing and equipment costs. 6.25 kHz-equivalent systems based on TDMA enable two virtual channels within a single 12.5 kHz licensed channel, providing twice the calling capacity for the price of one license. And because there's still only one "real" channel, any supporting infrastructure does double-duty as well. A second call doesn't require a second repeater, or expensive combining equipment to route both calls through a single antenna site.

Need: Improved Fundamentals, Including Voice Quality, Privacy, Battery Life and Additional Features

Professional two-way radio users depend on clear, unbroken, reliable voice communications. A missed call, user error, garbled message or dead battery can mean lowered productivity, wasted time and money, unsatisfied customers, and lost business.

Due to the inherent nature of RF physics, analog radio can suffer from several limitations that affect the range and clarity of voice. In an analog system, everything in the environment that disrupts or interferes with the signal itself directly impinges on the voice quality at the receiving end. Although it's possible to boost and retransmit a degraded signal, there's no way to reconstitute the original voice quality. The most common result of this degradation is an increase in static and artifacts that makes the signal increasingly unintelligible as the user approaches the margins of the radio's effective range.

Signal strength falls off exponentially as the distance from the transmitter increases, following the inverse square law. At the same time, the background RF "noise" level remains constant, so the signal-to-noise ratio declines by a factor of four with each doubling of the distance between transmitter and receiver. Environmental factors – such as line-of-sight obstacles and RF interference – can also severely



Digital voice retains better quality than analog as signal strength decreases.

Digital Vocoder

What is a digital vocoder?

- A digital vocoder reduces a complex speech signal into a small number of parameters.
- Rather than transmitting the analog speech in its entirety, which requires a relatively large amount of bandwidth, a digital radio transmits only the important parameters. Because small number of digital bits can represent these parameters, they require less bandwidth.

The vocoding process

- The vocoding process begins by dividing the speech into short segments, typically 20 to 30 milliseconds in length. Each segment of speech is analyzed and the important parameters such as pitch, level, frequency response are extracted. These parameters are then encoded using a small number of digital bits.
- Before transmission, the encoded speech parameters are also protected by the addition of Forward error Correction (FEC) bits.
- During reception, the FEC is used to correct bit errors that may have occurred due to RF channel impairments. While the FEC cannot correct all errors that may occur, it can completely correct a reasonable number of bit errors, providing minimal audio degradation through much of the coverage area.

degrade performance, further shortening the effective range at which analog radio performs with acceptable voice quality.

The only way to retain analog voice quality at the edge of the radio's effective range is to boost signal strength. But this quickly becomes impractical due to the added battery size and drain, the risk of cross-talk and other interference, and regulations governing radio power and spectrum use in various applications. Moreover, techniques that are applied to the analog transmission – such as compounding or voice scrambling for security – alter the quality of the voice signal itself, coloring the sound and adding artifacts that can make it difficult to understand what's being said.

Digital systems, by contrast, incorporate built-in error-correction techniques that reconstitute the voice at nearly its original fidelity throughout most of the RF coverage area.

Depending on the device design, digital systems can also improve field operations through longer battery life and additional features. For example, TDMA-based systems that provide 6.25 kHz equivalency in a 12.5 kHz channel use only half their transmit time to carry a single half-duplex conversation. Since transmitting RF signals is very power-intensive, this means digital systems place less drain on the battery than their analog counterparts. In fact, conversation-for-conversation, TDMA-based digital radios function about 40 percent longer on a battery charge than analog systems.

Moreover, the two-for-one channel capacity of a TDMA-based system can be used to carry a second conversation, to provide dispatch data in parallel with verbal instructions, to enable enhanced call-control and emergency pre-emption, and for a variety of other existing and future applications. In the same way that digital technology is creating new possibilities for

wired and cellular communications, digital two-way radio gives mobile workgroups flexible access to more kinds of information – so they can work faster and more effectively than ever before.

Digital radio offers:

Enhanced voice communications over a greater range. While digital radio signals are subject to the same RF physics as analog, a degraded transmission can still deliver the digital content to its destination intact. Even though signal strength drops off exponentially – just as it does with analog radio – digital error-correction technology can reconstitute the voice with virtually no loss over a far greater area.

Static and noise rejection. Analog signals are often distorted in ways that produce audible static. This can be mildly annoying, or it can become progressively worse until the conversation is almost impossible to understand. By contrast, digital receivers simply reject anything they interpret as an error. Although a "dirty" signal can produce artifacts on a digital receiver – such as a brief dropout or mechanical-sounding burst of noise – they never result in the persistent static that can plague analog systems in difficult environments. If the receiver can understand the digital voice signal, it can decode it and reproduce the voice clearly. Moreover, some digital systems incorporate background noise suppression at the transmitter – so, for example, background crowd or traffic noise is never transmitted, and therefore never heard at the receiver.

Privacy without loss of quality. Digital systems can provide voice and privacy without requiring extra hardware or altering the quality of the transmission on the receiving end. Moreover, analog systems typically send information at the beginning of a call that is used by the receiver to descramble the voice – which means that someone who joins the call late doesn't get the descrambling information and can't

understand the call. Digital systems, in contrast, repeat the descrambling information several times per second so that late entries can join a private call in progress. And digital systems allow you to easily separate users into private workgroups – each with its own encryption key – so one group isn't distracted by the operations of another.

Longer battery life. Because TDMA-based digital systems divide power-intensive transmissions into two independent time slots, each individual transmission uses only half the battery power of an analog system transmitting at the same wattage. Since transmitting is the most energy-intensive operation, digital two-way radios can typically function 40 percent longer between recharges compared to analog radios.

Flexibility. Digital radios can be designed to provide additional features in addition to two-way voice. For example, the second time slot in a two-slot TDMA-based system can be used for a second call, dispatch data, enhanced call control, emergency preemption, reverse-channel signaling or other functions. Digital systems can be flexibly configured to meet the specific needs of each mobile enterprise, enhancing productivity and responsiveness in the field.

Need: Integrated, Rapid Data Access

Mobile workers who depend on analog two-way radio are realizing that they can work even more effectively in the field if they also have wireless access to applications and data. For example, construction contractors that have relied on two-way radio for decades are now adding on-site access to work schedules, materials ordering systems, and other tools that can't be accessed effectively through a voice call. It's just as common these days to see a site foreman using a wirelessly connected laptop as a radio.

But as mobile enterprises increasingly adopt wireless data solutions, they face a dilemma: Should they acquire and maintain separate voice and data systems, or adopt a converged system that provides both voice and data in a single unit? And for organizations that already have multiple systems in deployment, how can they preserve their current investment without committing to a

and maintenance costs. If it meets the needs of your business, moving to a converged voice and data platform over time can simplify system administration, and empowers users with systems that are more portable, flexible, and much easier to use than two different and incompatible systems.

Digital radio offers:

Enhanced operational control, capacity and efficiency, while providing the mobile workforce with in-field access to operational intelligence. With only one system to install, train, and support, instant access to voice and data becomes both simpler and more affordable. Integrated command and control applications make dispatch, security, scheduling and other support functions more responsive.

Leverage the power of two-way for voice and data. To be clear, data services that are integrated into licensed two-way radio systems won't readily enable users to surf the web, send video images, or synchronize their office desktops – it is just not the right technology for such bandwidth-hungry applications. However, it is a great technology for productivity-enhancing applications like messaging, location based services, simple database queries, bar code reading, and fill-in-the-form type of applications. And it is built into your private, licensed communications system – so there are no monthly fees or dependencies on public carrier services, and you control what applications workers can access.

More applications, simplified integration.

Compared to methods for utilizing analog radio systems for data, digital radio offers several clear advantages. Digital systems can readily support industry standard protocols, such as IP addressing and IP packet data services. And rather than relying upon external modems, digital radios can connect directly to computer equipment with standard network interfaces such as USB or Ethernet. This simplifies and lowers the cost of integrating with applications, and at the same time expands the universe of potential applications that organizations can deploy.

Flexibility to allocate channels to voice and/or data as needed. With combined digital voice/data systems, there's no need to allocate

Quantity	Type	Model	Description	Unit Price	Extended Price
1	New Repeater	XPR8400	Motorola Digital, VHF, 100% Continuous Duty, Includes 3 yr. Manufacturers Warranty, GPS Capable, Using Existing Duplexer, Antenna and Coax, Includes Installation	\$2,650.00	\$2,650.00
3	Base Radio	XPR4550	Motorola Digital, VHF, Alpha-Numeric Display, Includes: Motorola Trade In TRBO Rebate, PTT Identification, Private Calling, 3 year Manufacturers Warranty, New Power Supply, Will Reuse Existing Antenna and Cabling	\$630.00	\$1,890.00
3	Base Radio	XPR4350	Motorola Digital, VHF, 2 digit Numeric Display, Includes: Motorola Trade In TRBO Rebate, Private Calling, 3 year Manufacturers Warranty, New Power Supply, Will Reuse Existing Antenna and Cabling	\$535.00	\$1,605.00
25	Mobile Radio	XPR4350	Motorola Digital, VHF, 2 digit Numeric Display, Includes: Motorola Trade In TRBO Rebate, PTT Identification, Private Calling, GPS Capable, 100% Secure Voice Path, 3 year Manufacturers Warranty	\$385.00	\$9,625.00
4	Digital Portable Radio	XPR6550	Motorola Digital, VHF, Alphanumeric Display, Includes: Motorola Trade In TRBO Rebate, Smart Charger, IMPRES Li-Ion, Submersible (IP57), GPS, Talk Group Calling, 3 year Manufacturers Warranty	\$605.00	\$2,420.00
16	Digital Portable Radio	XPR6350	Motorola Digital, VHF, non-Display, Includes: Motorola Trade In TRBO Rebate, Smart Charger, IMPRES Li-Ion, Submersible (IP57), GPS, Talk Group Calling, 3 year Manufacturers Warranty	\$555.00	\$8,880.00
SUB-TOTAL					\$27,070.00
FCC License Modification: Add Digital Designation to current license, License expires 11/02/2012. Can <u>renew</u> 90 days prior to expiration date.				\$130.00	\$130.00
Onsite Installation fee for Base Radios (5). We will swap out radios and test antennas. Any items needing repair will be billable time and material.				\$40.00	\$200.00
Onsite Installation fee for Mobile Radios (25). We will swap out radios and test antennas. Any items needing repair will be billable time and material.				\$30.00	\$750.00
Service Call Fee to Adel (estimate 5 trips)				\$40.00	\$200.00
Additional (Please list below):					
Desk Microphone Option for Base Radios				\$100.00/each	
New Install of Base Radio In Central Office; includes cabling, exterior antenna and labor				\$200.00	\$200.00
New Install of Base Radio Antenna in Elementary School				\$45.00	\$45.00
We will reuse the existing repeater duplexer in Elementary School (noted in repeater description)				-	-
Trade In Allowance for CDM750 (15)				\$250.00	-\$3,750.00
Trade In Allowance for M1225 (6)				\$200.00	-\$1,200.00
Trade In Allowance for CP200 (10)				\$100.00	-\$1,000.00
Unit pricing is based on Motorola Trade-In Promotion ending 4/27/2012					
Spring Valley Wireless, Perry, IA					
TOTAL					\$22,645.00

Tom Lowe
Spring Valley Wireless
toml@springvalleywireless.com
515.240.9890

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- Leasing

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- Card Entry
- Panic Alarms

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- On Site
- Kitchen Call
- Nurse Call Systems
- Fire Pagers





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Fax: 515.465.5836

AMES ANKENY CARROLL CLIVE DES MOINES GRIMES PERRY WEST DES MOINES

Michael Chapman
Transportation Director
ADM Bus Garage
1608 Grove St.
Adel, IA 50003

3/15/2012

Mike,

I would personally like to thank you for taking time yesterday to visit with me and show me around your school district. I want you to know that I really appreciated it.

I am in the process of putting together a spreadsheet with the district's two-way radio current inventory. I think that once this is finished, we will have a much better understanding of what the district's needs are.

I also wanted to assure you that Spring Valley Wireless is a full service Motorola authorized sales and service dealer. We have technicians that can install and work on anything that Motorola manufactures from the 1970's to advanced digital units and control/dispatch centers. I also wanted to let you know a few school districts, municipalities and companies that we have worked with recently. You are welcome to contact any of these entities for a reference:

Johnston Community Schools	Creston Community Schools	Audubon Community Schools
Nodaway Valley Community Schools	Dallas County Sheriff	Audubon County
Iowa State University	DART	Prairie Meadows

We also have worked with the West Des Moines School District, a district that I'm sure you are very familiar with, before they went to a trunking system about 10 years ago.

I am very confident that you will be happy with our service and professionalism. We have been in the radio business for over 40 years and have been servicing central Iowa for that duration as well.

Thanks again for your time. It was a beautiful day which made it nice as well!

Sincerely,

A handwritten signature in dark ink, appearing to read "Tom Lowe". The signature is fluid and cursive, with the first name "Tom" being more prominent than the last name "Lowe".

Tom Lowe
Spring Valley Wireless
515.240.9890
toml@springvalleywireless.com

Quantity	Type	Model	Description	Unit Price	Extended Price
1	New Repeater	XPR8400	Motorola Digital, VHF, 100% Continuous Duty, Includes Duplexer with 4 Mhz Spread, 3 yr. Manufacturers Warranty, GPS Capable, Using Existing Antenna and Coax, Includes Installation	2599 ⁻	2599 ⁻
3	Base Radio	XPR4550	Motorola Digital, VHF, Alphaumeric Display, Includes: Motorola Trade In TRBO Rebate, PTT Identification, Private Calling, 100% Secure Voice Path, 3 year Manufacturers Warranty, New Power Supply, New Desk Mic, Will Reuse Existing Antenna and Cabling	699 ⁻	2097 ⁻
3	Base Radio	XPR4350	Motorola Digital, VHF, 2 digit Numeric Display, Includes: Motorola Trade In TRBO Rebate, PTT Identification, Private Calling, 100% Secure Voice Path, 3 year Manufacturers Warranty, New Power Supply, New Desk Mic, Will Reuse Existing Antenna and Cabling	569	1707 ⁻
25	Mobile Radio	XPR4350	Motorola Digital, VHF, 2 digit Numeric Display, Includes: Motorola Trade In TRBO Rebate, PTT Identification, Private Calling, GPS Capable, 100% Secure Voice Path, 3 year Manufacturers Warranty	499	12,475 ⁻
4	Digital Portable Radio	XPR6550	Motorola Digital, VHF, Alphanumeric Display, Includes: Motorola Trade In TRBO Rebate, Smart Charger, IMPRES Li-ion, Submersible (IP57), GPS, Antenna, Talk Group Calling, 3 year Manufacturers Warranty	609	2436 ⁻
16	Digital Portable Radio	XPR6350	Motorola Digital, VHF, non-Display, Includes: Motorola Trade In TRBO Rebate, Smart Charger, IMPRES Li-ion, Submersible (IP57), GPS, Antenna, Talk Group Calling, 3 year Manufacturers Warranty	549	8,784 ⁻
SUB-TOTAL					
FCC License Amendment:					175 ⁻
On Site Installation: New Control Stations					425 ⁻
On Site Installation of Mobile Radios (plus parts if needed): Exchange radios and trunions - reuse existing pwr cable and Antennas					825 ⁻
Service Fee (if any):					
Additional (Please list below): Motorola Trade IN Rebate (21-trade in radios)				21x-425	(- 8925)
Prices assume TRBO Trade-IN of Radios, subject to trade IN rules.					
Desktop Microphones are all included for the new control stations, If existing wiring is unable to be used, it will be subject to billing for time and materials used.					
TOTAL					22,598 ⁻

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Scott Hoch

Communication & Security Consultant

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Quantity	Type	Model	Description	Unit Price	Extended Price
1	New Repeater	XPR8400	Motorola Digital, VHF, 100% Continuous Duty, Includes Duplexer with 4 Mhz Spread, 3 yr. Manufacturers Warranty, GPS Capable, Using Existing Antenna and Coax, Includes Installation	\$2599.00	\$2599.00
3	Base Radio	XPR4550	Motorola Digital, VHF, Alphaumeric Display, Includes: Motorola Trade In TRBO Rebate, PTT Identification, Private Calling, 100% Secure Voice Path, 3 year Manufacturers Warranty, New Power Supply, New Desk Mic, Will Reuse Existing Antenna and Cabling	\$699.00	\$2097.00
3	Base Radio	XPR4350	Motorola Digital, VHF, 2 digit Numeric Display, Includes: Motorola Trade In TRBO Rebate, PTT Identification, Private Calling, 100% Secure Voice Path, 3 year Manufacturers Warranty, New Power Supply, New Desk Mic, Will Reuse Existing Antenna and Cabling	\$549.00	\$1647.00
25	Mobile Radio	XPR4350	Motorola Digital, VHF, 2 digit Numeric Display, Includes: Motorola Trade In TRBO Rebate, PTT Identification, Private Calling, GPS Capable, 100% Secure Voice Path, 3 year Manufacturers Warranty	\$369.00	\$9225.00
4	Digital Portable Radio	XPR6550	Motorola Digital, VHF, Alphanumeric Display, Includes: Motorola Trade In TRBO Rebate, Smart Charger, IMPRES Li-ion, Submersible (IP57), GPS, Antenna, Talk Group Calling, 3 year Manufacturers Warranty	\$609.00	\$2436.00
16	Digital Portable Radio	XPR6350	Motorola Digital, VHF, non-Display, Includes: Motorola Trade In TRBO Rebate, Smart Charger, IMPRES Li-ion, Submersible (IP57), GPS, Antenna, Talk Group Calling, 3 year Manufacturers Warranty	\$559.00	\$8944.00
SUB-TOTAL					
FCC License Ammendment:				\$175.00	\$175.00
On Site Installation: Exchange 5 control stations and install new control stations					\$425.00
On Site Installation of Mobile Radios (plus parts if needed): (exchange radios & trunions)reuse pwr cable/antennas					\$750.00
Service Fee (if any):					
Additional (Please list below):					
Prices assume TRBO tradein of radios, \$100 per trade, subject to trade in rules.Desktop mics are all included for 6 new control stations. If existing wiring is unable to be used, it will be subject to billing for time and materials used.					
TOTAL					\$28,298.00

From: "Hoch, Scott" <shoch@connectingyou.com>
Subject: **Recall: Radio Bid**
Date: April 17, 2012 8:10:52 AM CDT
To: "Mike Chapman" <mchapman@adel.k12.ia.us>

Hoch, Scott would like to recall the message, "Radio Bid".

AIA[®] Document B101[™] – 2007

Standard Form of Agreement Between Owner and Architect

AGREEMENT made as of the Tenth day of July in the year Twenty Twelve
(In words, indicate day, month and year.)

BETWEEN the Architect's client identified as the Owner:
(Name, legal status, address and other information)

Adel DeSoto Minburn Community School District
801 Nile Kinnick Drive S.
Adel, IA 50003

Telephone Number: 515/993-4283

and the Architect:
(Name, legal status, address and other information)

Frevert-Ramsey-Kobes, Architects-Engineers, P.C.
2600 Westown Parkway, Suite 340
West Des Moines, IA 50266

Telephone Number: 515/223-5100

for the following Project:
(Name, location and detailed description)

- 1.) Facilities Master Planning
Adel DeSoto Minburn Community School District
- 2.) Project(s) as may be authorized or directed by the Board of Education of the
Adel DeSoto Minburn Community School District to be performed by FRK

The Owner and Architect agree as follows.

ADDITIONS AND DELETIONS:

The author of this document has added information needed for its completion. The author may also have revised the text of the original AIA standard form. An *Additions and Deletions Report* that notes added information as well as revisions to the standard form text is available from the author and should be reviewed. A vertical line in the left margin of this document indicates where the author has added necessary information and where the author has added to or deleted from the original AIA text.

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

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TABLE OF ARTICLES

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2	ARCHITECT'S RESPONSIBILITIES
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EXHIBIT A INITIAL INFORMATION

ARTICLE 1 INITIAL INFORMATION

§ 1.1 This Agreement is based on the Initial Information set forth in this Article 1 and in optional Exhibit A, Initial Information:

(Complete Exhibit A, Initial Information, and incorporate it into the Agreement at Section 13.2, or state below Initial Information such as details of the Project's site and program, Owner's contractors and consultants, Architect's consultants, Owner's budget for the Cost of the Work, authorized representatives, anticipated procurement method, and other information relevant to the Project.)

- 1.) Facilities Master Planning for the Adel DeSoto Minburn Community School District.
- 2.) Any building project(s) Frevert-Ramsey-Kobes may be directed and authorized by the Board of Education to proceed with following the Facilities Master Planning.

See Exhibit A, Initial Information

§ 1.2 The Owner's anticipated dates for commencement of construction and Substantial Completion of the Work are set forth below:

- .1 Commencement of construction date:

To be determined.

- .2 Substantial Completion date:

To be determined.

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Once determined, specific dates for both commencement of construction and substantial completion shall be incorporated into this Agreement.

§ 1.3 The Owner and Architect may rely on the Initial Information. Both parties, however, recognize that such information may materially change and, in that event, the Owner and the Architect shall appropriately adjust the schedule, the Architect's services and the Architect's compensation.

ARTICLE 2 ARCHITECT'S RESPONSIBILITIES

§ 2.1 The Architect shall provide the professional services as set forth in this Agreement.

§ 2.2 The Architect shall perform its services consistent with the professional skill and care ordinarily provided by architects practicing in the same or similar locality under the same or similar circumstances. The Architect shall perform its services as expeditiously as is consistent with such professional skill and care and the orderly progress of the Project.

§ 2.3 The Architect shall identify a representative authorized to act on behalf of the Architect with respect to the Project. This representative shall be David Briden, Principal. The Architect, through this representative, shall advise and consult with the Owner during the administration of the Contract for Construction and shall serve as the "Owner's Authorized Contract Representative" for the purposes and/or responsibilities outlined under Iowa Code Section 26.13. The Architect shall have authority to act on behalf of the Owner only to the extent provided in this Agreement unless otherwise modified by written amendment.

§ 2.4 Except with the Owner's knowledge and consent, the Architect shall not engage in any activity, or accept any employment, interest or contribution that would reasonably appear to compromise the Architect's professional judgment with respect to this Project.

§ 2.5 The Architect shall maintain the following insurance for the duration of this Agreement. If any of the requirements set forth below exceed the types and limits the Architect normally maintains, the Owner shall reimburse the Architect for any additional cost:

(Identify types and limits of insurance coverage, and other insurance requirements applicable to the Agreement, if any.)

.1 General Liability

Commercial General Liability with policy limits of not less than One Million Dollars (\$1,000,000) for each occurrence and in the aggregate for bodily injury and property damage. Owner is to be included under such policy as additional insured to the extent of liability assumed by Architect, with coverage to be primary and not contributory with any such coverage maintained by Owner. The policy shall contain a severability of interests' provision in favor of the additional insureds.

.2 Automobile Liability

Automobile Liability covering owned, rented and non-owned vehicles operated by the Architect with policy limits of not less than One Million Dollars (\$1,000,000) combined single limit and aggregate for bodily injury and property damage.

.3 The Architect may use umbrella or excess liability insurance to achieve the required coverage for Comprehensive General Liability and Automobile Liability, provided that such umbrella or excess insurance results in same type of coverage as required for the individual policies.

.4 Workers' Compensation

Workers' Compensation at statutory limits required and Employers Liability with a policy limit of not less than Five Hundred Thousand Dollars (\$500,000) or the statutorily required amounts of the State of Iowa. The Architect may use umbrella coverage to achieve the required limits for Workers' Compensation and Employers Liability.

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.5 Professional Liability

Professional Liability covering the Architect's negligent acts, errors and omissions in its performance of professional services with policy limits of not less than Two Million Dollars (\$2,000,000) per claim and in the aggregate.

- .6** The Architect shall provide to the Owner certificates of insurance evidencing compliance with the requirements of this Section 2.5. All deductibles and premiums associated with the above coverages shall be the responsibility of the Architect. The certificates will show the Owner as an additional insured on the Commercial General Liability and Automobile Liability policies. The Architect shall require that all Consultants engaged by the Architect carry and maintain sufficient insurance that is appropriate to the project in the reasonable discretion of the Architect. The Architect and Consultants shall submit proof of such insurance to the Owner before submittal of the first invoice. The Architect will provide written notice to the Owner at least thirty (30) days prior to any cancellation, nonrenewal, or material modification of the policies for a period of two (2) years from the date of this Agreement.

- .7** Commercial Liability and Automobile Liability policies cited above should be endorsed as follows:

"The insurance company and the insured expressly agree and state that the purchase of this policy of insurance by the insured does not waive any of the defense of governmental immunity available to the insured under Iowa Code Section 670 as it now exists or may be amended from time to time. The company and the insured further agree that this policy of insurance shall cover only its claims and not subject to the defense of governmental immunity under Iowa Code Section 670."

- .8** The Certificate of Insurance Commercial Liability and Automobile Liability policies should state:

"The insurance company and the insured expressly agree and state that granting additional insured status on this policy of insurance does not waive any of the defenses of governmental immunity available to the Johnston Community School District under Iowa Code Section 670 as it now exists or may be amended from time to time."

ARTICLE 3 SCOPE OF ARCHITECT'S BASIC SERVICES

§ 3.1 The Architect's Basic Services consist of those described in Article 3 and include usual and customary structural, mechanical, and electrical engineering services (collectively the "Project Team"). Services not set forth in this Article 3 are Additional Services.

§ 3.1.1 The Architect shall manage the Architect's services, consult with the Owner, research applicable design criteria, attend Project meetings, communicate with members of the Project team and report progress to the Owner.

§ 3.1.2 The Architect shall coordinate its services with those services provided by the Owner and the Owner's consultants. The Architect shall be entitled to rely on the accuracy and completeness of services and information furnished by the Owner and the Owner's consultants. The Architect shall provide prompt written notice to the Owner if the Architect becomes aware of any error, omission or inconsistency in such services or information.

§ 3.1.3 As soon as practicable after the date of this Agreement, the Architect shall submit for the Owner's approval a schedule for the performance of the Architect's services. The schedule initially shall include anticipated dates for the commencement of construction and for Substantial Completion of the Work as set forth in the Initial Information. The schedule shall include allowances for periods of time required for the Owner's review, for the performance of the Owner's consultants, and for approval of submissions by authorities having jurisdiction over the Project. Once approved by the Owner, time limits established by the schedule shall not, except for reasonable cause, be exceeded by the Architect or Owner. With the Owner's approval, the Architect shall adjust the schedule, if necessary, as the Project proceeds until the commencement of construction. The Owner recognizes that the conformance to the construction schedule, once agreed to by the Contractor, is the responsibility of the Contractor.

§ 3.1.4 The Architect shall not be responsible for an Owner's directive or substitution made without the Architect's approval.

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§ 3.1.5 The Architect shall, at appropriate times, contact the governmental authorities required to approve the Construction Documents and the entities providing utility services to the Project. In designing the Project, the Architect shall respond to applicable design requirements imposed by such governmental authorities and by such entities providing utility services.

§ 3.1.6 The Architect shall assist the Owner in connection with the Owner's responsibility for filing documents required for the approval of governmental authorities having jurisdiction over the Project.

§ 3.1.7 All documents produced by the Architect and its consultants pursuant to this Agreement shall be created with reasonable professional efforts to comply with applicable laws, statutes, ordinances, codes, rules, and regulations in effect at the time of construction document submission to building authorities. Design changes made necessary by newly enacted laws, codes and/or regulations after the date of submission of the documents to the building authorities shall entitle the Architect and its consultants to a reasonable adjustment in the schedule and additional compensation in accordance with the Additional Services provisions of this Agreement. All Construction Documents shall be dated and shall contain, and/or be adopted by a statement referring to each specific document covered by the signature of the registered architect and/or engineer in responsible charge, a certificate that the work was done by such registered architect and/or engineer or under the registered architect's and/or engineer's responsible charge and the Iowa legible seal for such registrant.

§ 3.2 SCHEMATIC DESIGN PHASE SERVICES

§ 3.2.1 The Architect shall work with the Owner to develop the program and review other information furnished by the Owner, and shall review laws, codes, and regulations applicable to the Architect's services.

§ 3.2.2 The Architect shall prepare a preliminary evaluation of the Owner's program, schedule, budget for the Cost of the Work, Project site, and the proposed procurement or delivery method and other Initial Information, each in terms of the other, to ascertain the requirements of the Project. The Architect shall notify the Owner of (1) any inconsistencies discovered in the information, and (2) other information or consulting services that may be reasonably needed for the Project.

§ 3.2.3 The Architect shall present its preliminary evaluation to the Owner and shall discuss with the Owner alternative approaches to design and construction of the Project, including the feasibility of incorporating environmentally responsible design approaches. The Architect shall reach an understanding with the Owner regarding the requirements of the Project.

§ 3.2.4 Based on the Project's requirements agreed upon with the Owner, the Architect shall prepare and present for the Owner's approval a preliminary design illustrating the scale and relationship of the Project components.

§ 3.2.5 Based on the Owner's approval of the preliminary design, the Architect shall prepare Schematic Design Documents for the Owner's approval. The Schematic Design Documents shall consist of drawings and other documents including a site plan, if appropriate, and preliminary building plans, sections and elevations; and may include some combination of study models, perspective sketches, or digital modeling. Preliminary selections of major building systems and construction materials shall be noted on the drawings or described in writing.

§ 3.2.5.1 The Architect shall consider environmentally responsible design alternatives, such as material choices and building orientation, together with other considerations based on program and aesthetics, in developing a design that is consistent with the Owner's program, schedule and budget for the Cost of the Work. The Owner may obtain other environmentally responsible design services under Article 4.

§ 3.2.5.2 The Architect shall consider the value of alternative materials, building systems and equipment, together with other considerations based on program and aesthetics in developing a design for the Project that is consistent with the Owner's program, schedule and budget for the Cost of the Work.

§ 3.2.6 The Architect shall submit to the Owner an opinion of probable Construction Cost of the Work prepared in accordance with Section 6.3.

§ 3.2.7 The Architect shall submit the Schematic Design Documents to the Owner, and request the Owner's approval.

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§ 3.3 DESIGN DEVELOPMENT PHASE SERVICES

§ 3.3.1 Based on the Owner's approval of the Schematic Design Documents, and on the Owner's authorization of any adjustments in the Project requirements and the budget for the Cost of the Work, the Architect shall prepare Design Development Documents for the Owner's approval. The Design Development Documents shall illustrate and describe the development of the approved Schematic Design Documents and shall consist of drawings and other documents including plans, sections, elevations, typical construction details and diagrammatic layouts of building systems to fix and describe the size and character of the Project as to architectural, structural, mechanical and electrical systems, and such other elements as may be appropriate. The Design Development Documents shall also include outline specifications that identify major materials and systems and establish in general their quality levels.

§ 3.3.2 The Architect shall update the opinion of probable Construction Cost of the Work.

§ 3.3.3 The Architect shall submit the Design Development documents to the Owner, advise the Owner of any adjustments to the estimate of the Cost of the Work, and request the Owner's approval.

§ 3.4 CONSTRUCTION DOCUMENTS PHASE SERVICES

§ 3.4.1 Based on the Owner's approval of the Design Development Documents, and on the Owner's authorization of any adjustments in the Project requirements and the preliminary opinion of probable Construction Cost of the Work, the Architect shall prepare Construction Documents for the Owner's approval. The Construction Documents shall illustrate and describe the further development of the approved Design Development Documents and shall consist of Drawings and Specifications setting forth in detail the quality levels of materials and systems and other requirements for the construction of the Work. The Owner and Architect acknowledge that in order to construct the Work the Contractor will provide additional information, including Shop Drawings, Product Data, Samples and other similar submittals, which the Architect shall review in accordance with Section 3.6.4.

§ 3.4.2 The Architect shall incorporate into the Construction Documents the design requirements of governmental authorities having jurisdiction over the Project. The Architect shall be responsible for making such changes in the Construction Documents as may be mandated by said government authorities at its expense if determined by the parties or an independent third party to have been originally drawn in error.

§ 3.4.3 During the development of the Construction Documents, the Architect shall assist the Owner in the development and preparation of (1) bidding and procurement information that describes the time, place and conditions of bidding, including bidding or proposal forms; (2) the form of agreement between the Owner and Contractor; and (3) the Conditions of the Contract for Construction (General, Supplementary and other Conditions). The Architect shall also compile a project manual that includes the Conditions of the Contract for Construction and Specifications and may include bidding requirements and sample forms. Any and all sample forms and contracts provided by the Architect shall to the best of its knowledge conform to applicable requirements of Iowa Code Chapter 26 and Iowa Code Chapter 573 and other applicable statutes at the time of issuance of bidding documents. Owner's legal counsel shall be contacted by the Owner to review the Architect's provided forms and contracts for legal and statutory compliance and legal counsel shall notify the Owner and Architect of any needed changes to ensure statutory compliance.

§ 3.4.4 The Architect shall update the opinion of probable Construction Cost of the Work.

§ 3.4.5 The Architect shall submit the Construction Documents to the Owner, advise the Owner of any adjustments to the opinion of probable Construction Cost of the Work, take any action required under Section 6.5, and request the Owner's approval.

§ 3.5 BIDDING PHASE SERVICES

§ 3.5.1 GENERAL

The Architect shall assist the Owner in establishing a list of prospective contractors. Following the Owner's approval of the Construction Documents, the Architect shall assist the Owner in (1) obtaining competitive bids; (2) confirming responsiveness of bids or proposals; (3) determining the successful bid or proposal, if any; and, (4) awarding and preparing contracts for construction.

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§ 3.5.2 COMPETITIVE BIDDING

§ 3.5.2.1 Bidding Documents shall consist of bidding requirements and proposed Contract Documents.

§ 3.5.2.2 The Architect shall assist the Owner in bidding the Project by

- .1 procuring the reproduction of Bidding Documents for distribution to prospective bidders;
- .2 distributing the Bidding Documents to prospective bidders, requesting their return upon completion of the bidding process, and maintaining a log of distribution and retrieval and of the amounts of deposits, if any, received from and returned to prospective bidders;
- .3 organizing and conducting a pre-bid conference for prospective bidders;
- .4 preparing responses to questions from prospective bidders and providing clarifications and interpretations of the Bidding Documents to all prospective bidders in the form of addenda; and
- .5 organizing and conducting the opening of the bids, and subsequently documenting and distributing the bidding results, as directed by the Owner.

§ 3.5.2.3 The Architect shall consider requests for substitutions, if the Bidding Documents permit substitutions, and shall prepare and distribute addenda identifying approved substitutions to all prospective bidders.

(Paragraphs deleted)

§ 3.6 CONSTRUCTION PHASE SERVICES

§ 3.6.1 GENERAL

§ 3.6.1.1 The Architect shall provide administration of the Contract between the Owner and the Contractor as set forth below and in AIA Document A201™-2007, General Conditions of the Contract for Construction. If the Owner and Contractor modify AIA Document A201-2007, those modifications shall not affect the Architect's services under this Agreement unless the Owner and the Architect amend this Agreement. The Architect, as a hired representative of the Owner, shall provide construction phase services in a manner consistent with the interests of the Owner and with that degree of skill ordinarily exercised by members of the same profession currently practicing under similar circumstances.

§ 3.6.1.2 The Architect shall advise and consult with the Owner during the Construction Phase Services. The Architect shall have authority to act on behalf of the Owner only to the extent provided in this Agreement. The Architect shall not have control over, charge of, or responsibility for the construction means, methods, techniques, sequences or procedures, or for safety precautions and programs in connection with the Work, nor shall the Architect be responsible for the Contractor's failure to perform the Work in accordance with the requirements of the Contract Documents. The Architect shall be responsible for the Architect's negligent acts or omissions, but shall not have control over or charge of, and shall not be responsible for, acts or omissions of the Contractor or of any other persons or entities performing portions of the Work.

§ 3.6.1.3 Subject to Section 4.3, the Architect's responsibility to provide Construction Phase Services commences with the award of the Contract for Construction and terminates on the date the Architect issues the final Certificate for Payment.

§ 3.6.2 EVALUATIONS OF THE WORK

§ 3.6.2.1 The Architect, as a representative of the Owner, shall visit the site at intervals appropriate to the stage of construction, and as mutually agreed upon by the Owner and Architect in Section 4.3.3, to observe the Work, to become generally familiar with the progress and quality of the Work, and to provide an opinion to the Owner regarding whether the Work is proceeding in general accordance with the Contract Documents. On the basis of on-site observations as an architect, the Architect shall keep the Owner reasonably informed of the progress and quality of the Work, and shall use reasonable care customary in the industry to advise the Owner of observed deviations from the Contract Documents and observed failures of the Contractor to carry out the Work in accordance with the Construction Documents. However, the Architect shall not be required to make exhaustive or continuous on-site inspections to check the quality or quantity of the Work. The Architect shall neither have control over or charge of, nor be responsible for, the construction means, methods, techniques, sequences or procedures, construction schedule or for the safety precautions and programs in connection with the Work.

§ 3.6.2.2 The Architect has the authority to reject Work that does not conform to the Contract Documents, upon notice to the Owner, and shall advise the Owner in writing, regarding a recommendation of rejection of Work that does not conform to the Contract Documents. Whenever the Architect considers it necessary or advisable, the Architect shall

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have the authority to require inspection or testing of the Work in accordance with the provisions of the Contract Documents, whether or not such Work is fabricated, installed or completed. However, neither this authority of the Architect nor a decision made in good faith either to exercise or not to exercise such authority shall give rise to a duty or responsibility of the Architect to the Contractor, Subcontractors, material and equipment suppliers, their agents or employees or other persons or entities performing portions of the Work.

§ 3.6.2.3 The Architect shall interpret and decide matters concerning performance under, and requirements of, the Contract Documents on written request of either the Owner or Contractor. The Architect's response to such requests shall be made in writing within any time limits agreed upon or otherwise with reasonable promptness.

§ 3.6.2.4 Interpretations and decisions of the Architect shall be consistent with the intent of and reasonably inferable from the Contract Documents and shall be in writing or in the form of drawings. When making such interpretations and decisions, the Architect shall endeavor to secure faithful performance by both Owner and Contractor and shall not be liable for results of interpretations or decisions rendered in good faith. The Architect's decisions on matters relating to aesthetic effect shall be final if consistent with the intent expressed in the Contract Documents.

§ 3.6.2.5 Unless the Owner and Contractor designate another person to serve as an Initial Decision Maker, as that term is defined in AIA Document A201-2007, the Architect shall render initial decisions on Claims between the Owner and Contractor as provided in the Contract Documents.

§ 3.6.3 CERTIFICATES FOR PAYMENT TO CONTRACTOR

§ 3.6.3.1 The Architect shall review and certify the amounts due the Contractor and shall issue certificates in such amounts. The Architect's certification for payment shall constitute a representation to the Owner, based on the Architect's evaluation of the Work as provided in Section 3.6.2 and on the data comprising the Contractor's Application for Payment, that, to the best of the Architect's knowledge, information and belief, the Work has progressed to the point indicated and that the quality of the Work is in accordance with the Contract Documents. The foregoing representations are subject (1) to an evaluation of the Work for conformance with the Contract Documents upon Substantial Completion, (2) to results of subsequent tests and inspections, (3) to correction of minor deviations from the Contract Documents prior to completion, and (4) to specific qualifications expressed by the Architect.

§ 3.6.3.2 The issuance of a Certificate for Payment shall not be a representation that the Architect has (1) made exhaustive or continuous on-site inspections to check the quality or quantity of the Work, (2) reviewed construction means, methods, techniques, sequences or procedures, (3) reviewed copies of requisitions received from Subcontractors and material suppliers and other data requested by the Owner to substantiate the Contractor's right to payment, or (4) ascertained how or for what purpose the Contractor has used money previously paid on account of the Contract Sum. However, the issuance of a Certificate for Payment shall constitute a representation to the Owner that to the best of the Architect's knowledge, information and belief the Contractor is entitled to payment in the amount certified.

§ 3.6.3.3 The Architect shall maintain a record of the Applications and Certificates for Payment, copies of which Applications and Certificates for Payment shall be sent to the Owner with certifications of each signed by the Architect.

§ 3.6.4 SUBMITTALS

§ 3.6.4.1 The Architect shall review the Contractor's submittal schedule and shall not unreasonably delay or withhold approval. The Architect's action in reviewing submittals shall be taken in accordance with the submittal schedule or, in the absence of a submittal schedule, with reasonable promptness while allowing sufficient time in the Architect's professional judgment to permit adequate review.

§ 3.6.4.2 In accordance with the Contractor's submittal schedule, the Architect shall review and approve or take other appropriate action upon the Contractor's submittals such as Shop Drawings, Product Data and Samples, but only for the limited purpose of checking for conformance with information given and the design concept expressed in the Contract Documents. Review of such submittals is not for the purpose of determining the accuracy and completeness of other information such as dimensions, quantities, and installation or performance of equipment or systems, which are the Contractor's responsibility. The Architect's review shall not constitute approval of safety precautions or, unless otherwise specifically stated by the Architect, of any construction means, methods, techniques, sequences or

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procedures. The Architect's approval of a specific item shall not indicate approval of an assembly of which the item is a component.

§ 3.6.4.3 If the Contract Documents specifically require the Contractor to provide professional design services or certifications by a design professional related to systems, materials or equipment, the Architect shall specify the appropriate performance and design criteria that such services must satisfy. The Architect shall review shop drawings and other submittals related to the Work designed or certified by the design professional retained by the Contractor that bear such professional's seal and signature when submitted to the Architect. The Architect shall be entitled to rely upon the adequacy, accuracy and completeness of the services, certifications and approvals performed or provided by such design professionals.

§ 3.6.4.4 Subject to the provisions of Section 4.3, the Architect shall review and respond to requests for information about the Contract Documents. The Architect shall set forth in the Contract Documents the requirements for requests for information. Requests for information shall include, at a minimum, a detailed written statement that indicates the specific Drawings or Specifications in need of clarification and the nature of the clarification requested. The Architect's response to such requests shall be made in writing within any time limits agreed upon, or otherwise with reasonable promptness. If appropriate, the Architect shall prepare and issue supplemental Drawings and Specifications in response to requests for information.

§ 3.6.4.5 The Architect shall maintain a record of submittals and copies of submittals supplied by the Contractor in accordance with the requirements of the Contract Documents.

§ 3.6.5 CHANGES IN THE WORK

§ 3.6.5.1 The Architect may authorize minor changes in the Work that are consistent with the intent of the Contract Documents and do not involve an adjustment in the Contract Sum or an extension of the Contract Time. Subject to the provisions of Section 4.3, the Architect shall prepare Change Orders and Construction Change Directives for the Owner's approval and execution in accordance with the Contract Documents.

§ 3.6.5.2 The Architect shall maintain records relative to changes in the Work.

§ 3.6.6 PROJECT COMPLETION

§ 3.6.6.1 The Architect shall conduct inspections to determine the date or dates of Substantial Completion and the date of final completion; issue Certificates of Substantial Completion; receive from the Contractor and forward to the Owner, for the Owner's review and records, written warranties and related documents required by the Contract Documents and assembled by the Contractor; and issue a final Certificate for Payment based upon a final inspection indicating the Work complies with the requirements of the Contract Documents.

§ 3.6.6.2 The Architect's inspections shall be conducted with the Owner to check conformance of the Work with the requirements of the Contract Documents and to verify the accuracy and completeness of the list submitted by the Contractor of Work to be completed or corrected.

§ 3.6.6.3 When the Work is found to be substantially complete, the Architect, acting as the Owner's authorized contract representative in accordance with the requirements of Iowa Code Chapter 26, shall inform the Owner about the balance of the Contract Sum remaining to be paid the Contractor, including the amount to be retained from the Contract Sum, if any, for final completion or correction of the Work and/or for Iowa Code Chapter 573 claims filed. The Architect shall promptly notify the Owner if the Contractor requests early release of retainage funds upon achieving Substantial Completion and shall inform the Owner if all required documentation for the request of early release of retainage has been received from the Contractor and is in proper order.

§ 3.6.6.4 The Architect shall forward to the Owner the following information received from the Contractor: (1) consent of surety or sureties, if any, to reduction in or partial release of retainage or the making of final payment; (2) affidavits, receipts, releases and waivers of liens or bonds indemnifying the Owner against liens; and (3) any other documentation required of the Contractor under the Contract Documents.

§ 3.6.6.5 Upon request of the Owner, and prior to the warranty expiration of one year from the date of Substantial Completion, the Architect shall, without additional compensation, conduct a meeting with the Owner to review the

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facility operations and performance and perform a pre-warranty expiration site observation. A list of items requiring warranty work shall be submitted to the Contractor for corrective action.

ARTICLE 4 ADDITIONAL SERVICES

§ 4.1 Additional Services listed below are not included in Basic Services but may be required for the Project. The Architect shall provide the listed Additional Services only if specifically designated in the table below as the Architect's responsibility, and the Owner shall compensate the Architect as provided in Section 11.2.

(Designate the Additional Services the Architect shall provide in the second column of the table below. In the third column indicate whether the service description is located in Section 4.2 or in an attached exhibit. If in an exhibit, identify the exhibit.)

Additional Services	Responsibility (Architect, Owner or Not Provided)	Location of Service Description (Section 4.2 below or in an exhibit attached to this document and identified below)
§ 4.1.1 Programming		
§ 4.1.2 Multiple preliminary designs		
§ 4.1.3 Measured drawings		
§ 4.1.4 Existing facilities surveys		
§ 4.1.5 Site Evaluation and Planning (B203™-2007)		
§ 4.1.6 Building information modeling		
§ 4.1.7 Civil engineering		
§ 4.1.8 Landscape design		
§ 4.1.9 Architectural Interior Design (B252™-2007)		
§ 4.1.10 Value Analysis (B204™-2007)		
§ 4.1.11 Detailed cost estimating		
§ 4.1.12 On-site project representation		
§ 4.1.13 Conformed construction documents		
§ 4.1.14 As-Designed Record drawings		
§ 4.1.15 As-Constructed Record drawings		
§ 4.1.16 Post occupancy evaluation		
§ 4.1.17 Facility Support Services (B210™-2007)		
§ 4.1.18 Tenant-related services		
§ 4.1.19 Coordination of Owner's consultants		
§ 4.1.20 Telecommunications/data design		
§ 4.1.21 Security Evaluation and Planning (B206™-2007)		
§ 4.1.22 Commissioning (B211™-2007)		
§ 4.1.23 Extensive environmentally responsible design		
§ 4.1.24 LBBD® Certification (B214™-2007)		
§ 4.1.25 Fast-track design services		
§ 4.1.26 Historic Preservation (B205™-2007)		
§ 4.1.27 Furniture, Furnishings, and Equipment Design (B253™-2007)		

§ 4.2 Insert a description of each Additional Service designated in Section 4.1 as the Architect's responsibility, if not further described in an exhibit attached to this document.

§ 4.3 Additional Services may be provided after execution of this Agreement, without invalidating the Agreement. Except for services required due to the fault of the Architect, any Additional Services provided in accordance with this Section 4.3 shall entitle the Architect to compensation pursuant to Section 11.3 and an appropriate adjustment in the Architect's schedule.

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§ 4.3.1 Upon recognizing the need to perform the following Additional Services, the Architect shall notify the Owner with reasonable promptness and explain the facts and circumstances giving rise to the need. The Architect shall not proceed to provide the following services until the Architect receives the Owner's written authorization:

- .1 Services necessitated by a change in the Initial Information, previous instructions or approvals given by the Owner, or a material change in the Project including, but not limited to, size, quality, complexity, the Owner's schedule or budget for Cost of the Work, or procurement or delivery method;
- .2 Services necessitated by the Owner's request for extensive environmentally responsible design alternatives, such as unique system designs, in-depth material research, energy modeling, or LEED® certification;
- .3 Changing or editing previously prepared Instruments of Service necessitated by the enactment or revision of codes, laws or regulations or official interpretations;
- .4 Services necessitated by decisions of the Owner not rendered in a timely manner or any other failure of performance on the part of the Owner or the Owner's consultants or contractors;
- .5 Preparing digital data for transmission to the Owner's consultants and contractors, or to other Owner authorized recipients;
- .6 Preparation of design and documentation for alternate bid or proposal requests proposed by the Owner;
- .7 Preparation for, and attendance at a dispute resolution proceeding or legal proceeding, except where the Architect is party thereto; or
- .8 Consultation concerning replacement of Work resulting from fire or other cause during construction.

§ 4.3.2 To avoid delay in the Construction Phase, the Architect shall provide the following Additional Services, notify the Owner with reasonable promptness, and explain the facts and circumstances giving rise to the need. If the Owner subsequently determines that all or parts of those services are not required, the Owner shall give prompt written notice to the Architect, and the Owner shall have no further obligation to compensate the Architect for those services:

- .1 Reviewing a Contractor's submittal out of sequence from the Contractor's schedule;
- .2 Responding to the Contractor's requests for information that are not prepared in accordance with the Contract Documents or where such information is available to the Contractor from a careful study and comparison of the Contract Documents, field conditions, other Owner-provided information, Contractor-prepared coordination drawings, or prior Project correspondence or documentation;
- .3 Preparing Construction Change Directives that require evaluation of Contractor's proposals and supporting data, or the preparation or revision of Instruments of Service;
- .4 Evaluating more than ten (10) Claims as the Initial Decision Maker;
- .5 Evaluating substitutions proposed by the Owner or Contractor and making subsequent revisions to Instruments of Service resulting therefrom; or
- .6 To the extent the Architect's Basic Services are affected, providing Construction Phase Services 60 days after (1) the date of Substantial Completion of the Work or (2) the anticipated date of Substantial Completion identified in Initial Information, whichever is earlier.

§ 4.3.3 The Architect shall provide Construction Phase Services exceeding the limits set forth below as Additional Services. When the limits below are reached, the Architect shall notify the Owner:

- .1 Two (2) reviews of each Shop Drawing, Product Data item, sample and similar submittal of the Contractor
- .2 Two (2) visits per month to the site by the Architect over the duration of the Project during construction excluding visits required in subsections .3 and .4 of this subparagraph 4.3.3
- .3 Two (2) inspections for any portion of the Work to determine whether such portion of the Work is substantially complete in accordance with the requirements of the Contract Documents
- .4 Two (2) inspections for any portion of the Work to determine final completion
- .5 At least one (1) observation of the Work to view what is visually observable after the Work has been accepted by the Owner at approximately eleven (11) months after final acceptance.

§ 4.3.4 If the Master Planning services covered by this Agreement have not been completed within Thirty-six (36) months of the date of this Agreement, through no fault of the Architect, extension of the Architect's services beyond that time shall be compensated as Additional Services. Any additional projects requested by the Owner to be designed by FRK shall be completed within the designated time provided for in that project's specific amendment to this Agreement.

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ARTICLE 5 OWNER'S RESPONSIBILITIES

§ 5.1 Unless otherwise provided for under this Agreement, the Owner shall provide information in a timely manner regarding requirements for and limitations on the Project, including a written program which shall set forth the Owner's objectives, schedule, constraints and criteria, including space requirements and relationships, flexibility, expandability, special equipment, systems and site requirements. Within 15 days after receipt of a written request from the Architect, the Owner shall furnish the requested information as necessary and relevant for the Architect to evaluate, give notice of or enforce lien rights.

§ 5.2 The Owner shall establish and periodically update the Owner's budget for the Project, including (1) the budget for the Cost of the Work as defined in Section 6.1; (2) the Owner's other costs; and, (3) reasonable construction and estimate contingencies related to all of these costs. If the Owner significantly increases or decreases the Owner's budget for the Cost of the Work, the Owner shall notify the Architect. The Owner and the Architect shall thereafter agree to a corresponding change in the Project's scope and quality.

§ 5.3 The Owner shall identify a representative authorized to act on the Owner's behalf with respect to the Project. The Owner shall render decisions and approve the Architect's submittals in a timely manner in order to avoid unreasonable delay in the orderly and sequential progress of the Architect's services. The representative shall be Greg DuFoe, Superintendent.

§ 5.4 The Owner shall furnish surveys to describe physical characteristics, legal limitations and utility locations for the site of the Project, and a written legal description of the site. The surveys and legal information shall include, as applicable, grades and lines of streets, alleys, pavements and adjoining property and structures; designated wetlands; adjacent drainage; rights-of-way, restrictions, easements, encroachments, zoning, deed restrictions, boundaries and contours of the site; locations, dimensions and necessary data with respect to existing buildings, other improvements and trees; and information concerning available utility services and lines, both public and private, above and below grade, including inverts and depths. All the information on the survey shall be referenced to a Project benchmark.

(Paragraph deleted)

§ 5.5 The Owner shall furnish services of geotechnical engineers, which may include but are not limited to test borings, test pits, determinations of soil bearing values, percolation tests, geothermal test boring and thermal conductivity evaluations; evaluations of hazardous materials, seismic evaluation, ground corrosion tests and resistivity tests, including necessary operations for anticipating subsoil conditions, with written reports and appropriate recommendations. The Owner shall also furnish services of a special inspector to provide special inspections in accordance with applicable codes and regulations in force on the date of this agreement.

§ 5.6 The Owner shall coordinate the services of its own consultants with those services provided by the Architect. Upon the Architect's request, the Owner shall furnish copies of the scope of services in the contracts between the Owner and the Owner's consultants. The Owner shall furnish the services of consultants other than those designated in this Agreement, or authorize the Architect to furnish them as an Additional Service, when the Architect requests such services and demonstrates that they are reasonably required by the scope of the Project. The Owner shall require that its consultants maintain professional liability insurance as appropriate to the services provided.

§ 5.7 The Owner shall furnish tests, inspections and reports required by law or the Contract Documents, such as structural, mechanical, and chemical tests, tests for air and water pollution, and tests for hazardous materials.

§ 5.8 The Owner shall furnish all legal, insurance and accounting services, including auditing services, that may be reasonably necessary at any time for the Project to meet the Owner's needs and interests.

§ 5.9 The Owner shall provide prompt written notice to the Architect if the Owner becomes aware of any fault or defect in the Project, including errors, omissions or inconsistencies in the Architect's Instruments of Service. However, the Owner shall have no responsibility to inspect the Project or the Architect's Instruments of Service for defects.

§ 5.10 Except as otherwise provided in this Agreement, or when direct communications have been specially authorized, the Owner shall endeavor to communicate with the Contractor and the Architect's consultants through the Architect about matters arising out of or relating to the Contract Documents. The Owner shall promptly notify the Architect of any direct communications that may affect the Architect's services.

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§ 5.11 Before executing the Contract for Construction, the Owner shall coordinate the Architect's duties and responsibilities set forth in the Contract for Construction with the Architect's services set forth in this Agreement. The Owner shall provide the Architect a copy of the executed agreement between the Owner and Contractor, including the General Conditions of the Contract for Construction.

§ 5.12 The Owner shall provide the Architect access to the Project site prior to commencement of the Work and shall obligate the Contractor to provide the Architect access to the Work wherever it is in preparation or progress.

ARTICLE 6 COST OF THE WORK

§ 6.1 For purposes of this Agreement, the Cost of the Work shall be the total cost to the Owner to construct all elements of the Project designed or specified by the Architect and shall include contractors' general conditions costs, overhead and profit. The Cost of the Work does not include the compensation of the Architect, the costs of the land, rights-of-way, financing, contingencies for changes in the Work or other costs that are the responsibility of the Owner.

§ 6.2 The Owner's budget for the Cost of the Work is provided in Initial Information, and may be adjusted throughout the Project as required under Sections 5.2, 6.4 and 6.5. Evaluations of the Owner's budget for the Cost of the Work, the opinion of probable Construction Cost of the Work and updated opinion of probable Construction Cost of the Work prepared by the Architect, represent the Architect's judgment as a design professional. It is recognized, however, that neither the Architect nor the Owner has control over the cost of labor, materials or equipment; the Contractor's methods of determining bid prices; or competitive bidding, market or negotiating conditions. Accordingly, the Architect cannot and does not warrant or represent that bids or negotiated prices will not vary from the Owner's budget for the Cost of the Work or from any opinion of probable Construction Cost of the Work or evaluation prepared or agreed to by the Architect.

§ 6.3 In preparing the opinion of probable Construction Cost of Work, the Architect shall be permitted to include contingencies for design, bidding and price escalation; to determine what materials, equipment, component systems and types of construction are to be included in the Contract Documents; to make reasonable adjustments in the program and scope of the Project; and to include in the Contract Documents alternate bids as may be necessary to adjust the opinion of probable Construction Cost of the Work to meet the Owner's budget for the Cost of the Work. The Architect's opinion of probable Construction Cost of the Work shall be based on current area, volume or similar conceptual estimating techniques. If the Owner requests detailed cost estimating services, the Architect shall provide such services as an Additional Service under Article 4.

§ 6.4 If the Bidding Phase has not commenced within 90 days after the Architect submits the Construction Documents to the Owner, through no fault of the Architect, the Owner's budget for the Cost of the Work shall be adjusted to reflect changes in the general level of prices in the applicable construction market.

§ 6.5 If at any time the Architect's opinion of probable Construction Cost of the Work exceeds the Owner's budget for the Cost of the Work, the Architect shall make appropriate recommendations to the Owner to adjust the Project's size, quality or budget for the Cost of the Work, and the Owner shall consider the Architect's recommendations and cooperate and work with the Architect to reach mutually agreeable adjustments.

§ 6.6 If the Owner's budget for the Cost of the Work at the conclusion of the Construction Documents Phase Services is exceeded by the lowest responsive, responsible bid, the Owner shall

- .1 give written approval of an increase in the budget for the Cost of the Work;
- .2 authorize rebidding or renegotiating of the Project within a reasonable time;
- .3 terminate in accordance with Section 9.5;
- .4 in consultation with the Architect, revise the Project program, scope, or quality as required to reduce the Cost of the Work; or
- .5 implement any other mutually acceptable alternative.

(Paragraph deleted)

§ 6.7 If the Owner chooses to proceed under Section 6.6.4, the Architect, without additional compensation, shall modify the Construction Documents as necessary to comply with the Owner's budget for the Cost of the Work at the conclusion of the Construction Documents Phase Services, or the budget as adjusted under Section 6.6.1. The

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Architect's modification of the Construction Documents shall be the limit of the Architect's responsibility under this Article 6.

ARTICLE 7 COPYRIGHTS AND LICENSES

§ 7.1 The Architect and the Owner warrant that in transmitting Instruments of Service, or any other information, the transmitting party is the copyright owner of such information or has permission from the copyright owner to transmit such information for its use on the Project. If the Owner and Architect intend to transmit Instruments of Service or any other information or documentation in digital form, they shall endeavor to establish necessary protocols governing such transmissions.

§ 7.2 The Architect and the Architect's consultants shall be deemed the authors and owners of their respective Instruments of Service, including the Drawings and Specifications, and shall retain all common law, statutory and other reserved rights, including copyrights. Submission or distribution of Instruments of Service to meet official regulatory requirements or for similar purposes in connection with the Project is not to be construed as publication in derogation of the reserved rights of the Architect and the Architect's consultants.

§ 7.3 Upon execution of this Agreement, the Architect grants to the Owner a nonexclusive license to use the Architect's Instruments of Service solely and exclusively for purposes of constructing, using, maintaining, altering and adding to the Project, provided that the Owner has made payment of all sums when due, under this Agreement. The Architect shall obtain similar nonexclusive licenses from the Architect's consultants consistent with this Agreement. The license granted under this section permits the Owner to authorize the Contractor, Subcontractors, Sub-subcontractors, and material or equipment suppliers, as well as the Owner's consultants and separate contractors, to reproduce applicable portions of the Instruments of Service solely and exclusively for use in performing services or construction for the Project.

§ 7.3.1 In the event the Owner uses the Instruments of Service without retaining the author of the Instruments of Service, the Owner releases the Architect and Architect's consultant(s) from all claims and causes of action arising from such uses.

§ 7.4 Except for the licenses granted in this Article 7, no other license or right shall be deemed granted or implied under this Agreement. The Owner shall not assign, delegate, sublicense, pledge or otherwise transfer any license granted herein to another party without the prior written agreement of the Architect. Any unauthorized use of the Instruments of Service shall be at the Owner's sole risk and without liability to the Architect and the Architect's consultants.

ARTICLE 8 CLAIMS AND DISPUTES

§ 8.1 GENERAL

§ 8.1.1 The Owner and Architect shall commence all claims and causes of action, whether in contract, tort, or otherwise, against the other arising out of or related to this Agreement in accordance with the requirements of the method of binding dispute resolution selected in this Agreement within the period specified by applicable law, but in any case not more than 10 years after the date of Substantial Completion of the Work. The Owner and Architect waive all claims and causes of action not commenced in accordance with this Section 8.1.1.

§ 8.1.2 To the extent damages are covered by property insurance, the Owner and Architect waive all rights against each other and against the contractors, consultants, agents and employees of the other for damages, except such rights as they may have to the proceeds of such insurance as set forth in AIA Document A201-2007, General Conditions of the Contract for Construction. The Owner or the Architect, as appropriate, shall require of the contractors, consultants, agents and employees of any of them similar waivers in favor of the other parties enumerated herein.

§ 8.1.3 Architect and any Architect subconsultants shall indemnify and hold Owner and its officers, employees and successors, harmless from and against all, damages, losses and judgments, including reasonable attorney's fees and expenses to the extent they arise from Architect's negligent acts, errors or omissions in the performance of its services. "Architect's liability arising from this Agreement shall be limited to Two Million Dollars (\$2,000,000) or the amount of Architect's available insurance coverage at the time of settlement or judgment, whichever is greater." Owner further agrees that, to the fullest extent permitted by law, no shareholder, officer, director, partner, principal or employee of Architect shall have personal liability under this Indemnification provision, under any provision of the Agreement or for any matter in connection with the professional services provided in connection with the Project.

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§ 8.1.4 The Owner and Architect hereby expressly reserve the right to claim consequential damages against the other for claims, disputes or other matters in question arising out of or relating to this Agreement. This right to claim consequential damages is applicable to all consequential damages due to either party's termination of this Agreement and shall be limited to \$100,000.

§ 8.2 MEDIATION

§ 8.2.1 Any claim, dispute or other matter in question arising out of or related to this Agreement shall be subject to non-binding mediation as a condition precedent to binding dispute resolution, upon mutual agreement of the parties. If such matter relates to or is the subject of a lien arising out of the Architect's services, the Architect may proceed in accordance with applicable law to comply with the lien notice or filing deadlines prior to resolution of the matter by non-binding mediation or by binding dispute resolution.

§ 8.2.2 The Owner and Architect shall endeavor in good faith to resolve claims, disputes and other matters in question between them by mutual agreement and may, by mutual agreement and in their discretion, submit same to non-binding mediation which shall be in accordance with Iowa Code Chapter 679C. Requests for mediation shall be made in writing, delivered to the other party to the Agreement. If the Owner and Architect are unable to mutually agree upon a mediator in writing within sixty (60) days of receiving the written request for mediation, either party may then institute legal or equitable proceedings. Mediation shall be voluntary only and shall not be a prerequisite to litigation or other means of dispute resolution.

§ 8.2.3 The parties shall share the mediator's fee and any filing fees equally. The non-binding mediation shall be held in the place where the Project is located, unless another location is mutually agreed upon.

§ 8.2.4 If the parties do not resolve a dispute through non-binding mediation pursuant to this Section 8.2, the method of binding dispute resolution shall be the following:

(Check the appropriate box. If the Owner and Architect do not select a method of binding dispute resolution below, or do not subsequently agree in writing to a binding dispute resolution method other than litigation, the dispute will be resolved in a court of competent jurisdiction.)

☐ Arbitration pursuant to Section 8.3 of this Agreement

☒ Litigation in a court of competent jurisdiction

☐ Other (Specify)

(Paragraphs deleted)

ARTICLE 9 TERMINATION OR SUSPENSION

§ 9.1 If the Owner fails to make payments to the Architect in accordance with this Agreement, such failure shall be considered substantial nonperformance and cause for termination or, at the Architect's option, cause for suspension of performance of services under this Agreement, except that payment may be withheld from the Architect for the Architect's substantial noncompliance or nonperformance determined in accordance with the terms of this Agreement, without penalty to Owner for such withholding. If the Architect elects to suspend services, the Architect shall give seven days' written notice to the Owner before suspending services. In the event of a suspension of services, the Architect shall have no liability to the Owner for delay or damage caused the Owner because of such suspension of services. Before resuming services, the Architect shall be paid all sums due prior to suspension and any expenses incurred in the interruption and resumption of the Architect's services. The Architect's fees for the remaining services and the time schedules shall be equitably adjusted.

§ 9.2 If the Owner suspends the Project, the Architect shall be compensated for services performed prior to notice of such suspension. When the Project is resumed, the Architect shall be compensated for expenses incurred in the interruption and resumption of the Architect's services. The Architect's fees for the remaining services and the time schedules shall be equitably adjusted.

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§ 9.3 If the Owner suspends the Project for more than 90 cumulative days for reasons other than the fault of the Architect, the Architect may terminate this Agreement by giving not less than seven days' written notice.

§ 9.4 Either party may terminate this Agreement upon not less than seven days' written notice should the other party fail substantially to perform in accordance with the terms of this Agreement through no fault of the party initiating the termination.

§ 9.5 The Owner may terminate this Agreement upon not less than seven days' written notice to the Architect for the Owner's convenience and without cause.

§ 9.6 In the event of termination not the fault of the Architect, the Architect shall be compensated for services performed prior to termination, together with Reimbursable Expenses then due.

§ 9.7 The Owner's rights to use the Architect's Instruments of Service in the event of a termination of this Agreement are set forth in Article 7.

(Paragraph deleted)

ARTICLE 10 MISCELLANEOUS PROVISIONS

§ 10.1 This Agreement shall be governed by the law of the State of Iowa.

§ 10.2 Terms in this Agreement shall have the same meaning as those in AIA Document A201-2007, General Conditions of the Contract for Construction.

§ 10.3 The Owner and Architect, respectively, bind themselves, their agents, successors, assigns and legal representatives to this Agreement. Neither the Owner nor the Architect shall assign this Agreement without the written consent of the other.

§ 10.4 If the Owner requests the Architect to execute certificates, the proposed language of such certificates shall be submitted to the Architect for review at least 14 days prior to the requested dates of execution. The Architect shall not be required to execute certificates or consents that would require knowledge, services or responsibilities beyond the scope of this Agreement.

§ 10.5 Nothing contained in this Agreement shall create a contractual relationship with or a cause of action in favor of a third party against either the Owner or Architect.

§ 10.6 Unless otherwise required in this Agreement, the Architect shall have no responsibility for the discovery, presence, handling, removal or disposal of, or exposure of persons to, hazardous materials or toxic substances in any form at the Project site.

§ 10.7 The Architect shall have the right to include photographic or artistic representations of the design of the Project among the Architect's promotional and professional materials. The Architect shall be given reasonable access to the completed Project to make such representations. However, the Architect's materials shall not include the Owner's confidential or proprietary information if the Owner has previously advised the Architect in writing of the specific information considered by the Owner to be confidential or proprietary. The Owner shall provide professional credit for the Architect in the Owner's promotional materials for the Project.

§ 10.8 If the Architect or Owner receives information specifically designated by the other party as "confidential" or "business proprietary," the receiving party shall keep such information strictly confidential and shall not disclose it to any other person except to (1) its employees, (2) those who need to know the content of such information in order to perform services or construction solely and exclusively for the Project, or (3) its consultants and contractors whose contracts include similar restrictions on the use of confidential information.

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ARTICLE 11 COMPENSATION

§ 11.1 For the Architect's Basic Services described under Article 3, the Owner shall compensate the Architect as follows:

(Insert amount of, or basis for, compensation.)

1.) FACILITIES MASTER PLANNING

Hourly Rates not to exceed Ten Thousand Dollars (\$10,000).

frk architects + engineers

2012 Personnel Hourly Billable Rates

Principals of Firm:

David A. Briden \$158.30

James E. Egger \$158.30

Registered Architects-Engineers:

C. Douglas Chervek \$112.30

Richard L. Kyras \$133.25

Andrew M. Reich \$112.30

Timothy A. Veatch \$112.30

Thomas C. Wollan \$112.30

Support Staff:

Holly A. DeGoey \$ 73.30

Annette S. Dotts \$ 81.25

Douglas J. Frericks \$ 89.40

Canh X. Hua \$ 84.00

Pamela M. Lovell \$ 60.95

Dale R. Saxton \$ 77.70

Melissa J. Winters \$ 77.05

Farris Engineering Consulting Engineers

2012 Personnel Hourly Billable Rates

Principal \$165.00

Project Managers/Engineers \$140.00

Fire Protection Engineers \$110.00

Mechanical/Electrical Engineers \$110.00

Mechanical/Electrical Designers \$80.00

Field Coordinator \$75.00

Technicians/CADD Operators \$63.00

Clerical Staff \$43.00

2.) PROJECTS AS DIRECTED BY THE BOARD OF EDUCATION:

BUILDING ADDITIONS AND RENOVATIONS

Basic Compensation shall be computed at the following sum and percentage of accumulative construction cost for portions of the Project to be awarded at the same time under stipulated sum contracts for General, Mechanical, Electrical, and Fixtures and Equipment Work.

Construction Cost

Less than \$250,000

Sum and Percentage

Hourly Rates per Paragraph 11.2

Over \$250,000 and Less than \$500,000

\$28,500 plus 10.50% of amount over \$250,000

Over \$500,000 and Less than \$750,000

\$54,750 plus 9.50% of amount over \$500,000

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Over \$750,000 and Less than \$1,000,000	\$78,500 plus 8.00% of amount over \$750,000
Over \$1,000,000 and Less than \$2,000,000	\$98,500 plus 7.50% of amount over \$1,000,000
\$2,000,000 and Over	\$173,500 plus 7.00% of amount over \$2,000,000

NEW CONSTRUCTION

Basic Compensation shall be computed at the following sum and percentage of accumulative construction cost for portions of the Project to be awarded at the same time under stipulated sum contracts for General, Mechanical, Electrical, and Fixtures and Equipment Work.

Construction Cost	Sum and Percentage
Less than \$250,000	Hourly Rates per Paragraph 11.2
Over \$250,000 and Less than \$500,000	\$26,000 plus 9.00% of amount over \$250,000
Over \$500,000 and Less than \$750,000	\$48,500 plus 8.00% of amount over \$500,000
Over \$750,000 and Less than \$1,000,000	\$68,500 plus 7.00% of amount over \$750,000
Over \$1,000,000 and Less than \$2,000,000	\$86,000 plus 6.50% of amount over \$1,000,000
\$2,000,000 and Over	\$151,000 plus 6.00% of amount over \$2,000,000

§ 11.2 For Additional Services designated in Section 4.1, the Owner shall compensate the Architect as follows:
(Insert amount of, or basis for, compensation. If necessary, list specific services to which particular methods of compensation apply.)

frk architects + engineers 2012 Personnel Hourly Billable Rates

Principals of Firm:	
David A. Briden	\$158.30
James E. Egger	\$158.30
Registered Architects-Engineers:	
C. Douglas Chervek	\$112.30
Richard L. Kyras	\$133.25
Andrew M. Reich	\$112.30
Timothy A. Veatch	\$112.30
Thomas C. Wollan	\$112.30
Support Staff:	
Holly A. DeGoey	\$ 73.30
Annette S. Dotts	\$ 81.25
Douglas J. Frericks	\$ 89.40
Canh X. Hua	\$ 84.00
Pamela M. Lovell	\$ 60.95
Dale R. Saxton	\$ 77.70
Melissa J. Winters	\$ 77.05

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§ 11.3 For Additional Services that may arise during the course of the Project, including those under Section 4.3, the Owner shall compensate the Architect as follows:
(Insert amount of, or basis for, compensation.)

See Paragraph 11.2

§ 11.4 Compensation for Additional Services of the Architect's consultants when not included in Section 11.2 or 11.3, shall be the amount invoiced to the Architect plus ten percent (10 %), or as otherwise stated below:

§ 11.5 Where compensation for Basic Services is based on a stipulated sum or percentage of the Cost of the Work, the compensation for each phase of services shall be as follows:

Schematic Design Phase	Fifteen	percent (15	%)
Design Development Phase	Twenty	percent (20	%)
Construction Documents Phase	Forty	percent (40	%)
Bidding or Negotiation Phase	Five	percent (5	%)
Construction Phase	Twenty	percent (20	%)
Total Basic Compensation	one hundred	percent (100	%)

§ 11.6 When compensation is based on a percentage of the Cost of the Work and any portions of the Project are deleted or otherwise not constructed, compensation for those portions of the Project shall be payable to the extent services are performed on those portions, in accordance with the schedule set forth in Section 11.5 based on (1) the lowest responsive responsible bid, or (2) if no such bid or proposal is received, the most recent opinion of probable Construction Cost of the Work for such portions of the Project. The Architect shall be entitled to compensation in accordance with this Agreement for all services performed whether or not the Construction Phase is commenced.

§ 11.7 The hourly billing rates for services of the Architect and the Architect's consultants, if any, are set forth below. The rates shall be adjusted in accordance with the Architect's and Architect's consultants' normal review practices.
(If applicable, attach an exhibit of hourly billing rates or insert them below.)

See Hourly Rates as defined in Paragraph 11.2

Employee or Category	Rate
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§ 11.8 COMPENSATION FOR REIMBURSABLE EXPENSES

§ 11.8.1 Reimbursable Expenses are in addition to compensation for Basic and Additional Services and include expenses incurred by the Architect and the Architect's consultants directly related to the Project. Any reimbursable expenses must receive prior approval of the Owner which shall not be unreasonably withheld. Reimbursable expenses are as follows:

- .1 Transportation and authorized out-of-town travel and subsistence;
- .2 Long distance services, dedicated data and communication services, teleconferences, Project Web sites, and extranets;
- .3 Fees paid for securing approval of authorities having jurisdiction over the Project;
- .4 Printing, reproductions, plots, standard form documents;
- .5 Postage, handling and delivery;

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- .6 Expense of overtime work requiring higher than regular rates, if authorized in advance by the Owner;
- .7 Renderings, models, mock-ups, professional photography, and presentation materials requested by the Owner;
- .8 Architect's Consultant's expense of professional liability insurance dedicated exclusively to this Project, or the expense of additional insurance coverage or limits if the Owner requests such insurance in excess of that normally carried by the Architect's consultants;
- .9 All taxes levied on professional services and on reimbursable expenses; and

(Paragraph deleted)

- .10 Other similar Project-related expenditures.

§ 11.8.2 For Reimbursable Expenses the compensation shall be the expenses incurred by the Architect and the Architect's consultants with no percentage markup.

§ 11.9 COMPENSATION FOR USE OF ARCHITECT'S INSTRUMENTS OF SERVICE

(Paragraph deleted)

§ 11.10 PAYMENTS TO THE ARCHITECT

§ 11.10.1 An initial payment of Zero Dollars (\$ 0.00) shall be made upon execution of this Agreement and is the minimum payment under this Agreement. It shall be credited to the Owner's account in the final invoice.

§ 11.10.2 Unless otherwise agreed, payments for services shall be made monthly in proportion to services performed. Payments are due and payable upon presentation of the Architect's invoice. Amounts unpaid Thirty-one (31) days after the invoice date shall bear interest at the rate equal to the rate specified by rule pursuant to Iowa Code Section 74A.2.

(Paragraph deleted)

§ 11.10.3 The Owner shall not withhold amounts from the Architect's compensation to impose a penalty or liquidated damages on the Architect, or to offset sums requested by or paid to contractors for the cost of changes in the Work unless the Architect agrees or has been found liable for the amounts in a binding dispute resolution proceeding.

§ 11.10.4 Records of Reimbursable Expenses, expenses pertaining to Additional Services, and services performed on the basis of hourly rates shall be available to the Owner at mutually convenient times.

ARTICLE 12 SPECIAL TERMS AND CONDITIONS

Special terms and conditions that modify this Agreement are as follows:

- (a) The Architect (Company) shall not be owned, operated, or managed by a registered sex offender who has been convicted of a sex offense against a minor in accordance with Iowa Code 692A.113. In addition, the Architect shall not permit an employee, Subconsultant (Company) owned, operated, or managed by, or Subconsultant employee who is a registered sex offender convicted of a sex offense against a minor on real property of the Owner's schools in accordance with Iowa Code 692A.113. The Architect shall further acknowledge and certify services provided under this Contract comply with Iowa Code 692A.113, and shall fully execute and deliver a copy of 'Acknowledgment and Certification' Form, attached hereto as Exhibit B, within 10 days of the execution of the Agreement or before any Company workers are on the Project site.

ARTICLE 13 SCOPE OF THE AGREEMENT

§ 13.1 This Agreement represents the entire and integrated agreement between the Owner and the Architect and supersedes all prior negotiations, representations or agreements, either written or oral. This Agreement may be amended only by written instrument signed by both Owner and Architect.

§ 13.2 This Agreement is comprised of the following documents listed below:

- .1 AIA Document B101™-2007, Standard Form Agreement Between Owner and Architect
- .2 AIA Document E201™-2007, Digital Data Protocol Exhibit, if completed, or the following:

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AIA Document B101™ - 2007 (formerly B151™ - 1997). Copyright © 1974, 1978, 1987, 1997 and 2007 by The American Institute of Architects. All rights reserved. WARNING: This AIA® Document is protected by U.S. Copyright Law and International Treaties. Unauthorized reproduction or distribution of this AIA® Document, or any portion of it, may result in severe civil and criminal penalties, and will be prosecuted to the maximum extent possible under the law. This document was produced by AIA software at 15:24:29 on 08/09/2012 under Order No.7122567348_1 which expires on 09/23/2012, and is not for resale.

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- .3 Other documents:
(List other documents, if any, including Exhibit A, Initial Information, and additional scopes of service, if any, forming part of the Agreement.)

Exhibit A, Initial Information
Exhibit B, Acknowledgement and Certification Form

This Agreement entered into as of the day and year first written above.

OWNER

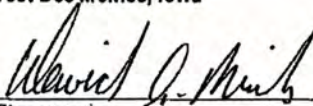
Adel DeSoto Minburn Community School District
Adel, Iowa

(Signature)

(Printed name and title)

ARCHITECT

Frevert-Ramsey-Kobes, Architects-Engineers, PC
West Des Moines, Iowa



(Signature)

David A. Briden, AIA, Partner

(Printed name and title)

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AIA® Document B101™ – 2007 Exhibit A

Initial Information

for the following PROJECT:

(Name and location or address)

- 1.) Facilities Master Planning
Adel DeSoto Minburn Community School District
- 2.) Project(s) as may be authorized or directed by the Board of Education of the
Adel DeSoto Minburn Community School District to be performed by FRK

THE OWNER:

(Name, legal status and address)

Adel DeSoto Minburn Community School District
801 Nile Kinnick Drive S.
Adel, IA 50003

THE ARCHITECT:

(Name, legal status and address)

Frevert-Ramsey-Kobes, Architects-Engineers, P.C.
2600 Westown Parkway, Suite 340
West Des Moines, IA 50266

This Agreement is based on the following information.

(Note the disposition for the following items by inserting the requested information or a statement such as "not applicable," "unknown at time of execution" or "to be determined later by mutual agreement.")

ARTICLE A.1 PROJECT INFORMATION

§ A.1.1 The Owner's program for the Project:

(Identify documentation or state the manner in which the program will be developed.)

To be determined

§ A.1.2 The Project's physical characteristics:

(Identify or describe, if appropriate, size, location, dimensions, or other pertinent information, such as geotechnical reports; site, boundary and topographic surveys; traffic and utility studies; availability of public and private utilities and services; legal description of the site; etc.)

To be determined

§ A.1.3 The Owner's budget for the Cost of the Work, as defined in Section 6.1:

(Provide total, and if known, a line item break down.)

To be determined

ADDITIONS AND DELETIONS:

The author of this document has added information needed for its completion. The author may also have revised the text of the original AIA standard form. An *Additions and Deletions Report* that notes added information as well as revisions to the standard form text is available from the author and should be reviewed. A vertical line in the left margin of this document indicates where the author has added necessary information and where the author has added to or deleted from the original AIA text.

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

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User Notes:

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§ A.1.4 The Owner's other anticipated scheduling information, if any, not provided in Section 1.2:

| To be determined

§ A.1.5 The Owner intends the following procurement or delivery method for the Project:
(Identify method such as competitive bid, negotiated contract, or construction management.)

| Competitive Bid

§ A.1.6 Other Project information:
(Identify special characteristics or needs of the Project not provided elsewhere, such as environmentally responsible design or historic preservation requirements.)

| To be determined

ARTICLE A.2 PROJECT TEAM

§ A.2.1 The Owner identifies the following representative in accordance with Section 5.3:
(List name, address and other information.)

| Greg Dufoe, Superintendent
Adel DeSoto Minburn Community School District

| Telephone Number: 515/993-4283

§ A.2.2 The persons or entities, in addition to the Owner's representative, who are required to review the Architect's submittals to the Owner are as follows:
(List name, address and other information.)

| None

§ A.2.3 The Owner will retain the following consultants and contractors:
(List discipline and, if known, identify them by name and address.)

| To be determined

§ A.2.4 The Architect identifies the following representative in accordance with Section 2.3:
(List name, address and other information.)

| David Briden, AIA
Prevert-Ramsey-Kobes, Architects-Engineers, PC

| Telephone Number: 515/223-5100

§ A.2.5 The Architect will retain the consultants identified in Sections A.2.5.1 and A.2.5.2.
(List discipline and, if known, identify them by name, legal status, address and other information.)

§ A.2.5.1 Consultants retained under Basic Services:

.1 Structural Engineer

| To be determined

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.2 Mechanical Engineer

Farris Engineering, Inc.
11239 Chicago Circle
Omaha, NE 68154

.3 Electrical Engineer

Farris Engineering, Inc.
11239 Chicago Circle
Omaha, NE 68154

§ A.2.5.2 Consultants retained under Additional Services:

To be determined

§ A.2.6 Other Initial Information on which the Agreement is based:
(Provide other Initial Information.)

None

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