

Integra Realty Resources – Kansas/Missouri/Illinois, Inc.

GENERAL SERVICES ADMINISTRATION Federal Supply Service Authorized Federal Supply Schedule Price List

Schedule Title: Financial and Business Solutions (FABS)
FSC Group: 520
Contract Number: GS-23F-0095V
Contract Period: 9/15/2009 – 9/14/2014, with two five year options

Contractor Name: Integra Realty Resources – Kansas/Missouri/Illinois, Inc.
1901 W. 47th Pl. Suite 300
Westwood, Kansas 66205

Telephone: 913.236.4700
Facsimile: 913.236.4707
Web Site: www.irr.com

Contract Administrator: Mark Halter
1901 W. 47th Pl. Suite 300
Westwood, Kansas 66205

Telephone: 913.748.4702
Facsimile: 913.236.4307

Business size: Large
DUNS: 054108972
CCR Registration: Valid Until 06/09/2010
Prices: Shown Herein are Net (Discount Deducted)
Date of Price List: September 17, 2009



Integra Realty Resources – Kansas/Missouri/Illinois, Inc.

GENERAL SERVICES ADMINISTRATION Federal Supply Service Authorized Federal Supply Schedule Price List (continued)

Maximum Order:	\$1,000,000.00
Minimum Order:	\$300.00
Geographic Coverage:	Domestic
Point(s) of Production:	Westwood, Kansas (Johnson County) Chicago, Illinois (Cook County) St. Louis, Missouri (St. Louis County)
Discount from List Prices:	Not Applicable
Quantity Discounts:	Not Applicable
Prompt Payment Terms:	Not Applicable
Government Purchase Cards:	Accepted
Foreign Items:	Not Applicable
Time of Delivery:	Negotiated at Task Order
Expedited Delivery:	Negotiated at Task Order
Overnight and 2-day Delivery:	Negotiated at Task Order
Urgent Requirements:	Agencies can contact to obtain faster delivery.
F.O.B. Point(s):	Destination
Ordering/Payment Address:	Integra Realty Resources – Kansas/Missouri/Illinois, Inc. 1901 W. 47 th Pl. Suite 300 Westwood, Kansas 66205
Warranty Provision:	Not Applicable
Export Packing Charges:	Not Applicable

Integra Realty Resources – Kansas/Missouri/Illinois

Local Expertise...Nationally

Integra Realty Resources, Inc. (IRR), with corporate offices in New York, NY, offers the broadest and most comprehensive valuation and counseling services in North America through 58 independently owned and operated offices located across the United States. Each local office is operated by its principal who, on average, has 30 years of local service and is led by a Managing Director holding the MAI designation and having an average of 25 years of experience in commercial and investment property. Benefited by IRR's standardized reports, delivery systems and certain intellectual property, each office operates under the philosophy "Local Expertise...Nationally."

Integra Realty Resources – Kansas/Missouri/Illinois, Inc. (Integra-KMI) has been providing real estate and development consulting services for over thirty years. The operations of Integra-KMI consist of three regionally located offices in Kansas City, St. Louis and Chicago. These offices employ a total of thirty professionals. The analysts, principals and directors employed by Integra-KMI represent some of the industry's most experienced and accomplished experts in the marketplace. In addition to the resources and experience internal to Integra-KMI, the firm also is able to leverage its affiliation with the largest independent consulting and valuation firm, Integra Realty Resources (IRR) network, to provide a service offering that is uniquely customizable and versatile.

In 2008 IRR completed over 25,000 valuation and consulting assignments for public and private clients. Of these, over 670 assignments were completed by Integra-KMI. These assignments range from single-property appraisals to complex, portfolio consulting engagements. With 58 offices nationwide, IRR and Integra-KMI possess unparalleled access to on-the-ground, detailed sub-market knowledge.

In addition to its role as a valuation consultant, Integra-KMI has been particularly effective at representing its clients in evaluating development feasibility, structuring successful economic development projects and financially engineering public-private partnerships which have resulted in the construction of high-quality development that is characterized by efficient use of public resources.

Integra-KMI has extensive experience working with public and private clients throughout the United States to achieve a wide range of commercial real estate and economic development objectives. These services include the following:



Integra Realty Resources – Kansas/Missouri/Illinois, Inc. provides the following services to GSA agencies:

- SIN 520-01, Program Financial Advisor: Integra-KMI provides comprehensive asset management services for asset resolution programs, asset sales, origination programs and transaction support services, including pre- and post-sale analysis.
- SIN 520-02, Transaction Specialist: Integra-KMI assists agencies in areas related to valuation/pricing, restructuring and disposition strategies, budget analysis and transaction processes.
- SIN 520-03, Due Diligence & Support Services: Integra-KMI offers agencies complete due diligence and analytical services including confirmation and validation of elements of a portfolio of assets, collection and organization of asset data and support for asset acquisitions and dispositions.

Our pricing is based on a Commercial Price List. Following are our hourly rates for all offered SIN services – 520-1, 520-2, 520-3.

<u>Labor Category</u>	<u>Hourly Rate</u>
Senior Director/Principal:	\$226.69
Senior Managing Director:	\$176.82
Director/Principal:	\$158.68
Managing Director:	\$158.68
Senior Analyst II:	\$158.68
Senior Analyst I:	\$136.01
Analyst II:	\$113.34
Analyst I:	\$90.68

LABOR CATEGORY DESCRIPTIONS

The Director/Principal is responsible for oversight of regional and national projects, review of the processes implemented by the Managing Directors and direction of strategic initiatives required to complete significant assignments. Based on an individual's experience and expertise in the role as a Director/Principal, the Director/Principal may attain the role of Senior Director/Principal. While the role of the Senior Director/Principal is substantively similar to that of a Director/Principal, their enhanced knowledge of the position generally dictates involvement with the most critical issues. Additionally, the Senior Director/Principal will have at least 25 years of experience and several distinguishing certifications such as CBA, CPM®, CCIM and FRICS. The Director/Principal typically commits his or her time to interacting with clients and offering strategic advice and direction to clients and project staff. The Director/Principal is a recognized leader in the fields of real estate, finance and economic development and is currently or has previously served in leadership roles in several professional and civic organizations. Typically, the Director/Principal has in excess of twenty years of experience in the field of real estate finance. The Director/Principal holds such designations as MAI, CPA, CFA, CPM and FRICS. The Director/Principal has completed higher educational degrees such as an MBA or JD.

The Managing Director is responsible for oversight and review of local and regional projects. Based on an individual's experience and expertise in the role as a Managing Director, the Managing Director may attain the role of Senior Managing Director. Senior Managing Directors will have in excess of 15 years of experience, as well as possess the highest qualifications in the industry; such as FRICS. Additionally, the Senior Managing Director will have significant experience in critical consulting projects, having received notable commendation for achievement and successful advisory service. The Managing Director coordinates and oversees all work completed by Senior Analysts and Analysts. Managing Directors are accomplished professionals who have completed several complex assignments and have been recognized for their contributions to the industry. The Managing Director's time will include interacting with clients, participating in strategic planning meetings and managing work processes completed by project staff. The Managing Director typically has at least ten years of experience in real estate finance. Managing Directors each hold the MAI designation and have, at a minimum, completed a BA/BS and often have completed graduate education as well.

The Senior Analyst is a proven finance professional that has demonstrated the ability to complete all aspects of a complex consulting assignment. Based on an individual's experience and expertise in the role as a Senior Analyst, the Senior Analyst may attain the role of Senior Analyst II. To achieve the ranking of Senior Analyst II and individual must have at least seven years of experience, as well as have achieved or be actively working towards such notable designations as MAI or CFA. Senior Analysts maintain a broad set of skills and are often experts in a selected specialty offering, such as public finance consulting and retail real estate development. The Senior Analyst's time is typically spent interacting with clients, managing various aspects of a project, conducting financial analysis and researching real estate assets. Senior Analysts generally have at least five years of experience and hold all necessary licenses and certifications related to providing financial advisory and appraisal services; including, but not limited to, state general certified appraisal licenses and FINRA licenses. Senior Analysts have each completed a BA/BS, while many have earned graduate degrees. Additionally, some Senior Analysts hold professional designations such as CFA and CRI.

The Analyst generally works in an accompanying role to Managing Directors and Senior Analysts. Based on an individual's experience and expertise in the role as an Analyst, the Analyst may attain the role of Analyst II. The Analyst II must have at least three years of experience, as well as demonstrated track record of successful service and progress towards industry certifications. The Analyst has gained substantial experience in related real estate, finance and economic development specialties. Analysts have at least two years of experience in the industry and have expertise in their area of service. Analysts typically commit their time to client interaction, financial analysis and research to provide stated project deliverables. All Analysts maintain the necessary licenses and certifications related to providing financial advisory and appraisal services; including but not limited to state general certified appraisal licenses and FINRA licenses. Analysts have each completed a BA/BS and many of which are in the process of earning such professional designations as CFA and CRI.

Terms and Conditions –

• Government Purchase Card Acceptance:	Not Applicable
• Rental Maintenance and Repair:	Not Applicable
• Installation:	Not Applicable
• Repair Parts:	Not Applicable
• Any Other Services:	Not applicable
• Service and Distribution Points:	Not Applicable
• List of Participating Dealers:	Not Applicable
• Preventative Maintenance:	Not Applicable
• Special Attributes:	Not Applicable