

September 30, 2024

Mr. George Koczwara
Village Manager
Village of Orland Park
14700 Ravinia Avenue
Orland Park, Illinois 60462

Re: Main Street Triangle Development Advisory 2024 – Request for Additional Fee Authority

Dear Mr. Koczwara:

SB Friedman Development Advisors, LLC (“SB Friedman”) is pleased to continue to support the Village of Orland Park (the “Village”) on economic development matters related to the Main Street Triangle. We have been working on various matters this year and have nearly utilized all of our initial fee authority for this year of \$40,000.

Therefore, SB Friedman requests supplemental fee authorization of \$40,000 to continue to support the Village. Key areas of work could include:

- Joint Review Board Meetings and Public Hearings
- Forecasting incremental property tax revenue
- Forecasting sales tax revenue
- Forecasting business district sales and/or hotel tax revenues
- Reviewing developer pro formas and requests for Village financial support
- Providing term sheet, economic incentive agreement and/or redevelopment agreement negotiation support
- Participating in calls with Village and developers

Professional fees for this service will be based on the time required at our current billing rates and on an as needed basis. We will bill monthly and keep you regularly informed of our progress.

The following hourly rates apply to this assignment:

Senior Vice President/Partner	\$400
Vice President	\$315
Senior Project Manager	\$295
Project Manager	\$275
Associate Project Manager	\$250
Associate	\$215
Research Associate	\$200

These rates will be in effect until December 31, 2024. Out-of-pocket expenses such as publications, outside data, use of owned or licensed databases, report production and travel costs for field work, are included in this estimate and will be billed as incurred without markup.

This engagement would not be conditioned upon or subject to any other services that SB Friedman may be providing to the Village. Payment of the professional fees herein is not dependent on the content of our findings or the success of the project.

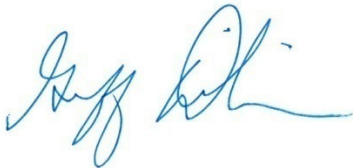
To authorize this work, please sign below and return a copy to us.

Invoices will be rendered not more frequently than monthly as our work progresses for services and costs incurred. Invoices are payable within 30 days. If at any point the decision is made to discontinue our services, our fee will be based upon the actual time expended and out-of-pocket costs incurred to that date.

Acceptance Procedures

We appreciate the opportunity to continue to assist the Village. To indicate your acceptance of this proposal, please sign and return this letter to us as authorization to proceed.

Sincerely,



Geoffrey Dickinson, AICP
Senior Vice President

Accepted: _____
Signature Date

Name Title