Miguel Arias

From: Mike Spencer <MSpencer@HARRISCONSTRUCTION.COM>
Sent: Monday, July 11, 2011 4:22 PM
To: Karin Temple
Subject: RE: Moving Forward On Bullard Mod

Karin,
That sounds great. Look forward to hearing from you.
Have a good night,
Mike

-----Original Message-----
From: Karin Temple [mailto:Karin.Temple@fresnounified.org]
Sent: Monday, July 11, 2011 1:11 PM
To: Mike Spencer
Subject: RE: Moving Forward On Bullard Mod

Thanks, Mike. I'm not in the office today ... will review this and get with Lisa Tuesday or Wednesday. Karin

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From: Mike Spencer [MSpencer@HARRISCONSTRUCTION.COM]
Sent: Monday, July 11, 2011 11:53 AM
To: Karin Temple
Subject: Moving Forward On Bullard Mod

Karin,

As always, it was good catching up on the phone Friday afternoon. With all of this technology around us, it is important to connect (in person) more frequently - so I am glad we had a chance to do that on a relatively slow Friday afternoon.

As we discussed, I am sending you two items I think will be helpful as we formalize this first stage of the contract. One attachment is a Pre-Construction Agreement. This form was used on the Caruthers High School Modernization. We think it has all the elements in it that allow us to move right into a Lease-Leaseback agreement when the time come - which I think - knowing the needs of Bullard - is fairly soon. The second attachment is a very straightforward Lease-Leaseback Methodology. Of course, we have volumes on "how" the partnership of lease-leaseback works - and you and I have talked about it a number of times, but I thought this one-page summary might be helpful to you.

Now - what is not mentioned in this methodology sheet, but you will want to make a permanent policy for all of your lease-leaseback agreements (if I can suggest) is a "self-performed work bidding" clause. That is, if a selected lease-leaseback contractor wants to self-perform any work on a project - they would be required to provide their quote for that portion of the work (e.g. framing, concrete, etc.) in a sealed envelope to the District 24 hours prior to the lease-leaseback bid. In our experience, this is the greatest way to protect the District and get the best value for the project.

I hope this isn't too much information to digest, but let me know when this week you'd like to meet and begin moving forward to formalize our agreement on Bullard.

Thanks again,
Mike