



May 8, 2013

Heather Pope  
Director of Redevelopment  
123 Washington Street  
Columbus, IN 47201

RE: Brokerage Proposal  
310 Washington Street  
Columbus, IN  
~5,511 SF

Dear Ms. Pope,

Our firm is interested in representing the Columbus Redevelopment Commission in the search for a tenant for the above-referenced property located in the Commons.

Our commission/fee schedule would be based upon one of the following two options and subject to our final contract of services as outlined in the scope of work in said contract of services. Both options are based upon a one year listing agreement.

**Option 1:** 3.5% of base term lease (minimum 5 year term), with an additional 3.5% to be paid to cooperating broker, if applicable.

**Option 2:** An hourly rate would be charged on a monthly basis as a consultant to orchestrate the leasing of this space. If terms of a lease are agreed upon by both parties within the one year period, a 2% commission of the base term (minimum 5 year term) lease will be charged with an additional 3.5% to be paid to cooperating broker, if applicable. The total fees related to hourly compensation plus commission will be capped to no more than 3% commission of the base term lease. My current hourly rate is \$290 per hour and the current hourly rate for team members would be \$70 per hour.

Our marketing approach would be internet and email based. We use all of the major commercial listing services available. We would also individually target specific potential users of said space. We feel the personal contact is an integral part in attracting a quality tenant.

I have attached my bio (emailed to you earlier). The other primary person that would be working with me on my team is Becky Eckelman. She is a commercial broker and has been involved in many lease and sale transactions over the years with our firm.

Our experience in development of real estate, my many networking opportunities with other real estate firms throughout the Midwest, and our commitment to Columbus and its economic health make us a good fit to be your representative.

Sincerely,

Don R. "Randy" Scheidt, CCIM, MAI, FRICS  
President, Don R. Scheidt & Co., Inc.

Don R. Scheidt & Company, Inc.

626 N. Illinois St., Suite 200, Indianapolis, Indiana 46204-1251 / (317) 631-8478 / Fax (317) 687-8286

2927 Union St., Lafayette, Indiana 47904-2786 / (765) 447-1075 / Fax (765) 447-3408

434 Fourth St., Suite 4, Columbus, Indiana 47201-6728 / (812) 372-8478 / Fax (812) 372-4048

[www.donrscheidt.com](http://www.donrscheidt.com)



Don R. "Randy" Scheidt, MAI, CCIM, FRICS has been in the real estate profession since August of 1972. He is President of Don R. Scheidt & Co., Inc., which has offices in Indianapolis, Columbus and Lafayette, Indiana. The firm specializes in valuations, consulting and market studies, as well as other services throughout the Midwest. Commercial brokerage and property management services to date have been concentrated in central and south central Indiana.

Randy has been elected as the 2013 President of the Hoosier State Chapter of the Appraisal Institute (AI). Randy holds the MAI Designation from (AI) awarded in 1980. He is an instructor for some of the courses and seminars of the AI, and had served on the AI national committee of Government Relations for 2009 and 2010. In addition, he is an AQB certified USPAP instructor for The Appraisal Foundation.

Randy has been appointed for a three year term (2013-2015) as a member of the Strategic Planning Committee of the National Association of REALTORS®(NAR). Randy was the 2012 Chair of the Commercial Committee and the 2010 Chair of the Commercial and Regulatory Sub-Committee of NAR. He served from 2009 through 2012 on NAR's Board of Directors and has also served as a Federal Political Coordinator for NAR.

Randy was elected for a three year term (2013-2015) as the appraisal representative to the Indiana Association of Realtors (IAR) Board of Directors. Randy is the 2013 and was the 2012 Chair of the IAR Public Policy Committee. Other positions Randy held for IAR, 2011 Chair of the Realtors Political Action Committee Trustees. He has also served on the IAR Executive Committee as well as the Board of Directors for 2010 and 2011 representing Region 6 (SE Indiana).

Randy was awarded the CCIM designation in 1988. He has served on the Strategic Planning Committee and currently serves (2008-2013) as a Director of the Education Foundation of the CCIM Institute. From 2005 through 2007, Randy served on the CCIM's Board of Directors as well as served on the CCIMNet Advisory Board. He completed the Jay W. Levine Leadership Development Academy in 2004.

Randy became a member of RICS (MRICS) in November of 2009 and achieved the Fellow (FRICS) April 30, 2010. RICS stands for the Royal Institution of Chartered Surveyors. The Institution of Surveyors was granted a Charter by Queen Victoria in 1881 and the title Royal was granted in 1946. This group was originally formed to represent surveyors and the growing property profession and has evolved into a leading organization for professionals in property, land, construction and related environmental issues.

Randy served as President of the Indiana Commercial Board of REALTORS® in 2003 and received their REALTOR® of the Year Award in 1997. He has represented the ICBR as a Regional Vice President to the Indiana Association of REALTORS® from 2003 to 2009.

Randy received the 2008 Lifetime Achievement Award and in 1983 the REALTOR® of the Year award from the Columbus Indiana Board of Realtors. In 1996, he served as Chairman of the Commercial and Industrial Marketing Group of MIBOR and was President of the REALTOR® Foundation of MIBOR that same year.

In August of 2009, Randy received NAR's Green Designation and is approved to teach NAR's Green Commercial Elective Course, as well as NAR'S Green Two Day Core Course.