

**ASSESSMENT OF MARKET POTENTIAL FOR A COMMERCIAL/INDUSTRIAL
DEVELOPMENT SITE AT THE FERNALD ENVIRONMENTAL MANAGEMENT PROJECT**

**REQUEST FOR DESCRIPTION OF SERVICES
AND
PRICE QUOTE**

I. INTRODUCTION

The Fernald Community Reuse Organization (CRO) seeks to determine the market demand for an approximate 23 acre tract that is located at the Department of Energy's (DOE) Fernald Environmental Management Project (FEMP). The CRO plans to engage a commercial real estate firm with the technical expertise required to assess potential market demand for this site. This document outlines the CRO's information needs for the market study, as well as the data necessary for the selection of a firm to perform the task.

The site is identified on the attached maps. The map illustrates site and FEMP locations within the Greater Cincinnati area.

The projected use of the subject site may be light industry and/or warehousing. For purposes of this inquiry, it can be assumed that the site will, 1) be leased from DOE; and 2) that the site will be declared by all relevant regulatory bodies to be environmentally suitable for the proposed industrial or commercial use. A further assumption should be that the site will not be available until June 2003.

The assessment of potential market demand should be based on the site's comparative advantages and disadvantages vis-a-vis other comparable locations within the Greater Cincinnati/Northern Kentucky region.

II. FACTORS TO BE CONSIDERED IN THE ANALYSIS

The analysis should examine and evaluate the proposed site with reference to the following elements which may effect its marketability:

- Strategic location
- Accessibility
- Amenities and existing infrastructure
- Price
- Type of industrial process/activity
- Use of incentives
- Environmental history
- Existing market perceptions of Fernald
- Other relevant considerations determined by the consultant

Respondents should describe the methodology they will employ to conduct an inquiry that will address the elements listed above.

III. CONSULTANT BACKGROUND AND CAPABILITIES

The respondent should outline the skills, abilities and prior experience which qualify the respondent to perform the requested market demand analysis. This description of capabilities should include at least three references which can comment on the respondent's demonstrated capabilities in the performance of similar projects.

IV. TIME FRAME

Responses to this request must be received at the address noted below in part VI by no later than MAY 15, 1998. Notification of selection will occur by jUNE 15, 1998 and contract approval is anticipated by jUNE 22, 1998. Performance of the requested analysis must be completed within 45 days following contract approval. The respondent should provide a schedule indicating their proposed sequence of activities to complete the required analysis.

V. PRICE QUOTE

The Fernald CRO requests a fixed price quotation for the performance of this market analysis. Respondents can be assured that the CRO's Economic Development Consultant will be available to the selected firm for assistance in obtaining necessary site-related information required to perform the analysis.

VI. ADDITIONAL INFORMATION

Responses should be mailed to the address noted below:

Curt Paddock
5725 Dragon Way, Suite 219
Cincinnati, OH 45227

Questions regarding this matter can be directed to Mr. Paddock at 513/527-3150 or faxed to 513/527-3153. Mr. Paddock can also be reached via e-mail at paddockmgt@aol.com.

The CRO reserves the right not to select any respondent to this request.