



December 2, 2013

Little Rock Technology Park Authority
Attn: Buckley O'Mell
The Little Rock Regional Chamber of Commerce
One Chamber Plaza
Little Rock, AR 72201

via email: bomell@littlerockchamber.com

**RE: Request for Qualifications
Site Investigation and Negotiating Services for Little Rock Technology Park**

Dear Mr. O'Mell:

Please let this letter and the enclosures accompanying it serve as my submittal for the above referenced RFQ. It is my privilege to provide you the enclosed information.

I'll directly address here the Selection Criteria listed in Section IV of the RFQ. I have 18 years of experience. My work has and does consistently require the investigation of real property in various stages of development. My experience includes negotiations to acquire property via purchase and via lease. Many assignments over my career (both for-profit and non-profit) have required pro forma budgets, construction budgets, operating budgets and capital budgets.

The other selection criteria requested includes a request for the names of experts proposed to be used if necessary and as approved by the Board Chairperson. Both space and time require this list to be condensed here as follows:

Architect:	Wittenberg Delony & Davidson, Inc. (WD&D) in conjunction with HDR, Inc.
Civil Engineer:	McClelland Consulting Engineers, Inc.
Environmental Consultant:	Ecologic, Inc.
General Contractor:	East-Harding, Inc.
Geotechnical Engineer:	Grubbs, Hoskyn, Barton & Wyatt, Inc.
Incentives Consultant:	Hargraves Consulting, LLC
Structural Engineer:	Engineering Consultants, Inc.
Title Examiner:	Beach Abstract and Guaranty Company

Credentials for professionals at each of the above firms can be made available as necessary. All of the expert firms listed above have directly-related experience. Most, if not all, have experience with downtown Little Rock properties. Time constraints to prepare a response during the week of Thanksgiving and meet the submittal deadline precluded the assembling of all information requested. Information is included for the real estate consulting professional position and accompanies this letter.

The schedule of work will be to start immediately upon direction from the Little Rock Technology Park Authority and to proceed diligently in concert with the Authority's consultant, Mr. Charles Dilks. Each individual parcel will require varying amounts of investigation and review. Based on the Scope of Services outlined in the RFQ, our initial anticipation is that the entire process should take only several months. The initial evaluation would be approximately one month. Investigation and study of multiple parcels may take two to four months depending on the number of properties identified in the initial evaluation. Review of title commitments and estimates of fair market value may be concurrent and be concluded in one to two months. Time needed for capital cost modeling for phased processes should be completed in one month. Time frames for negotiations are affected by the property owners. It is expected that most prospective sites will be owned by parties willing to sell and to engage in timely negotiations such that this portion may be concluded in one to two months.

The overall schedule as summarized above for the Scope of Services is anticipated to be concluded in six to ten months. The RFQ states, "the time commitment and duration of the assignment cannot be determined in advance". This schedule is an estimate based on the information provided. Performance as the real estate consulting professional for these services is proposed at the rate of Two Hundred Dollars (\$200) per consulting hour and the reimbursement of direct expenses as may be approved in advance by the Authority. The compensation of the experts listed herein, or any other experts that may be required, shall vary by parcel and by assignment and shall be provided in advance to the Authority for approval.

Thank you for the opportunity to submit for consideration. Please know that I am interested in the opportunity and available to serve at the Authority's discretion.

Most sincerely,



Jeff Yates

Enclosures: Jeff Yates' summary
Jeff Yates' résumé
Jeff Yates' references

cc: Mr. Tom Adams, Chairman WD&D, w/out enclosure – via email

Jeff Yates, CLS | Managing Partner
ARK Commercial & Investment Real Estate
Jeff@ARKCIRE.com | (501) 396-9714

Jeff Yates is an Arkansas-licensed real estate broker and Managing Partner at ARK Commercial & Investment Real Estate. He has been in commercial real estate since 1995. Jeff's practice is focused on retail and office properties, and in commercial real estate as investments. Jeff has earned the Certified Leasing Specialist (CLS) designation, one of three in Arkansas. Jeff is a REALTOR® and member of BOMA.

Jeff has worked in commercial real estate since 1995, working extensively in Arkansas and across 6 states, for owners and occupants. Jeff has assisted in the development, leasing, purchase and sale of single-story, mid-rise and high-rise office buildings as well as free-standing retail buildings, grocery-anchored shopping centers and power centers. Jeff has years of experience assisting national, regional and local businesses, with market reviews, site selection, purchases, sales and lease negotiations. Jeff's practice since 2000 has been centered on Arkansas where he has completed leases and sales in 19 Arkansas cities.

Jeff has leased, helped develop, and helped re-develop over one million square feet of office space in a variety of properties, including single-tenant and multi-tenant properties in high-rise and low-rise buildings across all property classes.

Jeff has lectured on commercial real estate markets, leasing, investment and development to leading industry organizations including Building Owners and Managers Association (BOMA), Institute of Real Estate Management (IREM), Certified Commercial Investment Members (CCIM), National Association of REALTORS® (including the National Conference & Expo), International Council of Shopping Centers (ICSC) and the Arkansas Economic Developers Conference.

Professional Activities

- Oklahoma/Arkansas State Director for **International Council of Shopping Centers (ICSC)**, has served as Arkansas Government Relations Chair, Oklahoma/Arkansas Program Committee Chair, Oklahoma/Arkansas Operations Chair and has served on the Program Committee since 2000
- Vice President, of the **Building Owners and Managers Association** and has served as Treasurer-Elect, Treasurer, Nominating Committee Chair, and on the Advocacy Committee
- Legislative Affairs Committee member at **Little Rock REALTORS® Association** and served on the Board of Directors
- Member of **US Green Building Council**, 2 terms on Arkansas Central Branch Steering Committee
- Advisory Board member of the Central Arkansas **Commercial Real Estate Data Exchange**
- Member & Past Vice President of **Executive Networking Organization** of Little Rock

Civic Activities

- President of the Board of Directors of **Habitat for Humanity of Pulaski County**
- Current Chairman of the **Little Rock Board of Adjustment**
- Past Chairman of the **Little Rock Planning Commission**
- Volunteer Director and Treasurer of the **Pleasant Valley** Property Owners Association
- Past committee member of **Bolo Bash** for Baptist Medical Center

Jeff grew up in Prairie Grove, Arkansas (Washington County) and sought a Bachelor's Degree in finance & real estate attending the University of Arkansas at Fayetteville and at Little Rock.

The two things most important to Jeff are his lovely wife Dana and his daughter, Evelyn. They all live in Little Rock and are members of **St. James United Methodist Church**.



Jeff Yates, CLS

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Suite 280N
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SUMMARY

Commercial Real Estate professional with expertise in leasing. Experience includes leasing, brokerage and property management. Nearly two decades of commercial real estate leasing and sales, especially tenant representation, project-specific landlord representation and buyer representation. Almost exclusively practicing neutral, third-party representation and consultation. Knowledgeable and results-oriented industry professional with high personal integrity, strong work ethic and wide range of developed skills.

EXPERIENCE

2013 – Present	ARK Commercial & Investment Real Estate	Managing Partner Little Rock, AR
2006 – 2013	Irwin Partners	Equity Partner Little Rock & Fayetteville, AR
2000 - 2006	Flake & Kelley Commercial	V.P. Leasing & stockholder Little Rock, AR
1998 - 2000	Realm Realty	Director of Real Estate Houston, TX
1995 - 2000	Flake & Kelley Management	Leasing Agent & Property Mgr. Little Rock, AR

PROFESSIONAL & COMMUNITY INVOLVEMENT (partial list)

Building Owners and Managers Association	Vice President President-Elect
International Council of Shopping Centers	OK/AR State Director
Little Rock Board of Adjustment	Chairman
Little Rock Realtors Association	LAC Committee, past Director
Habitat For Humanity Pulaski County	President Board of Directors
Pleasant Valley Property Owners Assoc.	Director, Treasurer
Executive Networking Association	Member, past Vice President
United States Green Building Council	Member, past Steering Committee
Arkansas CCIM Chapter	Member
Little Rock Planning Commission	past Chairman, Commissioner
Leadership Greater Little Rock	Class XX

EDUCATION

University of Arkansas

Finance, Real Estate



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REFERENCES

Mark S. Goodman, CEcD
Center for Economic Development Education
Institute for Economic Advancement
University of Arkansas at Little Rock
Little Rock, Arkansas 72204
(501) 569-8519

Lucas Hargraves
Hargraves Consulting
1401 W. Capitol Ave., Suite 245
Little Rock, AR 72201
(501) 244-9233

J. Cliff McKinney II, Member
Quattlebaum, Grooms, Tull & Burrow
111 Center Street, Suite 1900
Little Rock, AR 72201
(501) 379-1700

Belinda Avera, Real Estate Manager
Great Clips, Inc.
4400 West 78th Street, Suite 700
Minneapolis, MN 55435
(770) 529-7252

Jay T. Taylor, Partner
Friday Eldridge & Clark
400 West Capitol Avenue, Suite 2000
Little Rock, AR, 72201
(501) 376-2011

Melinda Martin, Building Manager
Plaza West Properties
415 N. McKinley Street, Suite 200
Little Rock, AR 72205
(501) 664-7676

REPRESENTATIVE CLIENTS & ASSIGNMENTS

Tenant / Buyer:

Baptist Health
Camping World, Inc.
Cardinal Health, Inc.
Crist Engineers, Inc.
Dick's Sporting Goods, Inc.
GNC Holdings, Inc.
Gill Ragon & Owen, P.A
Great Clips, Inc.
Gregg Appliances, Inc.
Ignite Restaurant Group
Mackie Wolf Zientz & Mann, P.C.
Savers, Inc.
The Jenkins Agency
The Tile Shop, LLC
Transamerica / AEGON
Walgreen Co. (district office)

Landlord / Seller:

Arkansas Teacher Retirement System -
(Victory Building)
Capitol Avenue Development Co. -
(f/k/a TCBY Tower)
Plaza West Properties -
(Plaza West)
Rainwater Properties, et. al. -
(former Comcast Building)