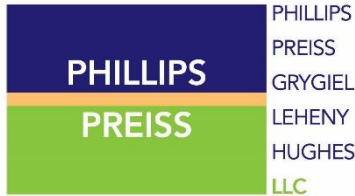


Exhibit “A”



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January 25, 2019

Richard D. Trenk, Township Attorney
Township of West Orange
McManimon, Scotland & Baumann, LLC
75 Livingston Avenue, Suite 201
Roseland, NJ 07068

Re: **Proposal to Prepare Study Analyzing Demographic Impacts of Multifamily Residential Development – Township of West Orange**

Dear Mr. Trenk:

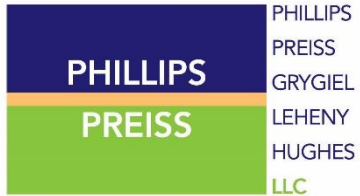
In accordance with the Township's request, please accept the following as our proposal for Phillips Preiss Grygiel Leheny Hughes (PPGLH) to prepare a study analyzing the demographic impacts of multifamily residential development. This study would include an inventory of recently constructed multifamily residential developments, as well as those that are under construction or planned, in a number of municipalities in the vicinity of West Orange. These will likely include: Bloomfield, Livingston, Maplewood, Morristown, Montclair, Orange and South Orange. For developments that have already been constructed and occupied, we will undertake research as to the number of school-age children and total residents in each development.

The timetable for completing this study is approximately 30 days from being retained for the project.

We propose to bill the Township of West Orange for our services based upon the billing rates for PPGLH principals and staff set forth in our 2019 contract with the Township for municipal planning services, which are as set forth below:

Paul Phillips, Managing Principal	\$165
Richard Preiss, Principal	\$165
Paul Grygiel, Principal	\$150
Elizabeth Leheny, Principal	\$145
Keenan Hughes, Principal	\$145
Senior Associate	\$140
Senior Urban Designer	\$130
Senior Planner	\$120
Planner	\$110
Director of Graphics	\$110
Support	\$50

We would estimate the cost of services for preparation of this study will not exceed \$6,000.



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Please contact me at (201) 420-6262 or by e-mail at pgrygiel@phillipspreiss.com if you have any questions about our proposal.

Yours sincerely,

Paul Grygiel, AICP, PP