

Exhibit “A”

Hendricks Appraisal Company, LLC

SEVEN HUTTON AVENUE, WEST ORANGE, NEW JERSEY 07052 • 973-736-5856-7 • FAX 973-736-2364



REAL ESTATE
APPRAISALS
& RESEARCH

JEFFREY R. HENDRICKS, CTA, SCGRE
MARK E. HENDRICKS, CRE, FRCS, CTA, SCGRE
ANITA M. HENDRICKS, SCGRE

NEW JERSEY STATE CERTIFIED
GENERAL REAL ESTATE APPRAISERS

ROBERT W. HENDRICKS, MAI, CRE, SCGRE
(1923-2000)

March 10, 2023

Mr. John O. Gross
Township Business Administrator/CFO
Township of West Orange
66 Main Street
West Orange, New Jersey 07052

***Re: Proposal For Appraisal Services
Revaluation Program-West Orange
Review of Class IV Proposed Valuations***

Dear Mr. Gross:

In accordance with your request, I am pleased to submit this proposal for revaluation review services.

The following shall constitute my understanding of the services to be rendered in connection with the review of individual Class IV valuations for the revaluation program.

- The revaluation firm shall fully cooperate with the review appraiser and shall timely provide the review appraiser with their individual analyses for each property to be reviewed and shall provide a summary of all developed sales and rental data derived from any and all Chapter 91 responses.
- The reviewer shall be provided with supporting documentation as to the development of the capitalization rate utilized by the revaluation firm. He shall also be provided with the estimated effective tax rate to be employed.
- The review appraiser shall make a visual exterior inspection of each property to be reviewed - (Class IV commercial, apartment, industrial).
- Should the review appraiser determine that a physical and complete inspection of a property is warranted, the client and/or the revaluation firm shall provide information as to an appropriate and responsible contact to arrange for such inspection.

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- The review appraiser, in conjunction with the information provided by the revaluation firm shall make a determination as to the appropriate market rent(s) for each type of Class IV property and shall estimate appropriate vacancy, and expense for each based on information provided as well as information contained in his files. The review appraiser shall also develop an appropriate and market oriented capitalization rate in accordance with locally prevailing market and economic conditions and in compliance with generally accepted professional appraisal practice as well as acceptable appraisal practice before the Tax Court of New Jersey.
- The review shall include approximately 500 individual class IV reviews of existing properties.
- The reviewer shall accept the specific property information detailed by the revaluation firm, unless for reasons to be noted, the reviewer shall make corrections-revisions to the data and shall notify the revaluation firm as to the reason(s) for the change.
- The reviewer shall be provided with an excel work-sheet for each individual Class IV property prepared by the revaluation firm and shall prepare his own separate analysis utilizing the same format.
- The review shall be prepared in accordance with Standards Rule Three and Standards Rule Six of the Uniform Standards of Professional Appraisal Practice (USPAP) as it applies to appraisal review, development and reporting. However, as only the results of the revaluation firms' analysis are being reviewed, and not a complete appraisal report, full compliance with Standards Rule Three and Six may not be possible or even applicable. A review of the requirements of both Standards Rule Three and Standards Rule Six reveals no specific procedures or applications with regard to the review of a Mass Appraisal assignment (revaluation). Therefore, the reviewer shall attempt to adhere as closely as possible to the requirements of Standards Rules Three and Six.
- The municipal Tax Assessor shall be provided with an electronic copy of the reviewer's analyses for each property review. In addition, if requested, a hard-copy of the review report shall be provided to the client. The reviewer agrees to promptly correct and revise any errors which may subsequently be found. Once the reviewer's report has been accepted by the municipal Tax Assessor, and corrections-revisions have been completed, and upon submission of the invoice by the reviewer's firm, the total fee shall be paid by the municipality.

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- Due to the type of services being provided, the fee for review of Class IV valuations shall be the sole and direct responsibility of the Township of West Orange and shall not be the responsibility of the revaluation firm.
- The reviewer agrees to comply with the time frame parameters which shall be established by the Essex County Board of Taxation for implementation of the revaluation program for the Township of West Orange.

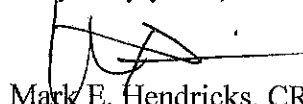
Based on the scope of services to be provided as indicated above and on the preceding pages, the fee for this assignment shall be:

Seventy-Five Thousand Dollars
(\$75,000.00)

The reviewer, upon request, shall provide evidence of required insurance certificates along with business registration forms and licenses upon request. This proposal shall remain in effect for a period of forty-five (45) days from March 10, 2023.

I appreciate the opportunity to submit this proposal. If you have any questions, or if I can be of further assistance, please do not hesitate to call.

Very truly yours,



Mark E. Hendricks, CRE, FRICS, CTA, SCGRE
~~New Jersey State Certified General Real Estate Appraiser~~
Hendricks Appraisal Company, LLC
Real Estate Appraisals, Research & Consulting

MEH:mm



QUALIFICATIONS

MARK E. HENDRICKS, CRE®, FRICS, CTA, SCGREA

Education: Mount Saint Mary's University – B.A. - 1981

Experience: Actively engaged in real estate valuation, counseling and advisory studies within the State of New Jersey since 1981. Appraisal, counseling and advisory assignments included the following: residential properties, subdivisions, multi-family condominium and townhouse development; commercial properties, retail centers, mixed-use properties, automobile dealerships, neighborhood shopping centers, regional shopping malls; office buildings, corporate campuses, corporate offices, leasing analysis and consulting; apartment properties of all types; industrial properties, warehouse, manufacturing, flex, distribution and terminals; vacant sites including residential, commercial, industrial, waterfront, quarry properties, green acres-open space, conservation and recreational lands; other assignments of a specialized nature include: corporate office-headquarters, power generation facilities; hospitals, schools, golf courses, telecom facilities, easements, partial interests, breweries and insurance loss analysis. These assignments were conducted for both public and private entities and individuals.

Mr. Hendricks is qualified as an expert witness before the Tax Court of New Jersey, the Superior Court of New Jersey, the United States Bankruptcy Court, Numerous County Boards of Taxation, along with local planning and zoning boards. He is also an approved State of New Jersey, Department of Environmental Protection, Green Acres Division, real estate appraiser.

- Professional Territory - Northern New Jersey - Bergen, Essex, Hudson, Middlesex, Morris, Passaic, Somerset, and Union Counties.
 - He has served as a Commissioner in Condemnation for the Superior Court of New Jersey.
 - Mr. Hendricks served as the municipal Tax Assessor for the Township of Nutley in 2004.
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- He is has also been an active owner, investor, and manager in several multi-family, commercial and office properties.

Employment: 1981-1997 – Vice President
Robert W. Hendricks & Company, Inc.

1997-2019 - Principal & CEO
2020 - Present - President
The Hendricks Appraisal Company, LLC
Seven Hutton Avenue - Suite A
West Orange, New Jersey 07052
(973) 736-5656 – (973) 736-2364 (Facsimile)
email - mhendrickscre@gmail.com & mehn@meahn@aol.com



QUALIFICATIONS

MARK E. HENDRICKS, CRE®, FRICS, CTA, SCGREA

Affiliations:

Member - The Counselors of Real Estate – CRE®
Fellow Royal Institute of Chartered Surveyors - FRICS
Affiliate Member - Appraisal Institute
Member IAAO – International Association of Assessing Officers
Member IREM - Institute of Real Estate Management
New Jersey State Certified General Real Estate Appraiser (SCGREA - 42RG0923)
New Jersey State Certified Tax Assessor – CTA (#1591)

General Information:

Mr. Hendricks has conducted acquisition appraisals for various large scale eminent domain projects including: the New Jersey Performing Arts Center (NJPAC); Prudential Center Arena; Society Hill Development at University Heights; Essex County Correctional Facility; Honorable Joseph G. Minish Passaic River Waterfront Promenade; Science Park School Project. In addition to acquisition appraisals, he has served as the review appraiser in connection with other large scale developments including: the Riverfront Stadium facility; New Jersey Transit Light Rail Program; Newark Airport Monorail; various public school development and expansion projects. Other major redevelopment projects predominantly located within the City of Newark include the Home Depot; Victory Gardens development; South Ward Industrial Park; Hartz Mountain Industrial-Waverly Yards; Multiplex Cinema; Newark Entertainment Complex; Bergen Street Redevelopment project; and the Center City (Paterson) development.

Mr. Hendricks has been retained as the real estate appraisal expert and tax consultant for numerous municipalities including: Township of Belleville, Township of Bloomfield, Borough of Chatham, Township of Cedar Grove, Borough of Caldwell, City of Clifton, Township of East Hanover, City of East Orange, Township of Fairfield, Borough of Glen Ridge, Township of Little Falls, Township of Maplewood, Township of Montclair, City of Newark, Borough of New Providence, Borough of North Caldwell, Township of Nutley, City of Orange Township, Borough of Roseland, City of Summit, Township of Union, Township of Verona, Township of West Caldwell, Township of West Orange.

In addition to his appraisal, consulting and advisory experience, he has been retained by several communities to review and monitor the Class IV components (apartment-commercial-industrial) of municipal revaluation and reassessment programs. These include the Township of Belleville, Borough of Caldwell, City of East Orange, Borough of Glen Ridge, Township of Little Falls, Township of Montclair, Township of Nutley (2), the Borough of North Caldwell, Township of Fairfield, City of Paterson, Borough of Roseland, Township of Verona, Township of Cedar Grove, the Township of West Caldwell, and the Township of West Orange.

Tabulation of Municipal Clients

City of Newark

Mr. Aaron M. Wilson, Tax Assessor
City of Newark
920 Broad Street
Newark, New Jersey 07102
(973) 733-3952

Township of Belleville

Mr. Kevin Esposito, Tax Assessor
Township of Belleville
152 Washington Avenue
Belleville, New Jersey 07109
(973) - 450-3304

Borough of Caldwell

Mr. George Librizzi, Tax Assessor
Borough of Caldwell
1 Provost Square
Caldwell, New Jersey 07006
(973) 226-6349

Borough of Chatham

Ms. Therese DiPierro, Tax Assessor
Borough of Chatham
54 Fairmount Avenue
Chatham, New Jersey 07928
(973) 635-0674 (ext. 201)

Township of Cedar Grove

Mr. Richard Hamilton, Jr., Tax Assessor
Township of Cedar Grove
525 Pompton Avenue
Cedar Grove, New Jersey 07006
(973) 239-1410 – ext. 216

City of Clifton

Mr. Matthew S. Rinaldi, Tax Assessor
City of Clifton
900 Clifton Avenue
Clifton, New Jersey 07013
(973) 470-5838

City of East Orange

Ms. Tina Sakajani, Tax Assessor
City of East Orange
44 City Hall Plaza
East Orange, New Jersey 07019
(973) 266-5105

Tabulation of Municipal Clients

Township of Fairfield

Mr. Christopher Murray, Tax Assessor
Township of Fairfield
230 Fairfield Road
Fairfield, New Jersey 07006
(973) 882-2717

Borough of Florham Park

Mr. John Murray, Tax Assessor
Borough of Florham Park
111 Ridgedale Avenue
Florham Park, New Jersey 07932
(973) 410-5353

Borough of Glen Ridge

Mr. George Librizzi, Tax Assessor
Borough of Glen Ridge
825 Bloomfield Avenue
Glen Ridge, New Jersey 07028
(973) 748-8400 (ext. 249)

Township of Little Falls

Mr. John Bang, Esq., Tax Assessor
Township of Little Falls
225 Main Street
Little Falls, New Jersey 07424
(973) 256-0272

Township of Montclair

Mr. George F. Librizzi, Tax Assessor
Township of Montclair
205 Claremont Avenue
Montclair, New Jersey 07042
(973) 509-4920

Borough of North Caldwell

Mr. George Librizzi, Tax Assessor
Borough of North Caldwell
Gould Avenue
North Caldwell, New Jersey 07006
(973) 228-6417

Township of Nutley

Mr. Edmund Brown, Tax Assessor
Township of Nutley
1 Kennedy Drive
Nutley, New Jersey 07110
(973) 284-4956



**REAL ESTATE
APPRAISALS
& RESEARCH**

Tabulation of Municipal Clients

City of Orange Township

Mr. Christopher Murray, Tax Assessor
City of Orange Township
29 North Day Street
Orange, New Jersey 07050
(973) 266-4013

City of Summit

Mr. Timothy O'Connor, Tax Assessor
512 Springfield Avenue
Summit, New Jersey 07901
(908) 273-6405

Borough of Roseland

Mr. Kevin Esposito, Tax Assessor
Borough of Roseland
19 Harrison Avenue
Roseland, New Jersey 07068
(973) 403-6044

Borough of Verona

Mr. George F. Librizzi, Tax Assessor
800 Bloomfield Avenue
Verona, New Jersey 07044
(973) 857-4837

Township of West Caldwell

Mr. Richard Hamilton Jr., Tax Assessor
Township of West Caldwell
30 Clinton Road
West Caldwell, New Jersey 07006
(973) 226-2303

Township of West Orange

Mr. Kevin J. Dillon, Tax Assessor
Township of West Orange
66 Main Street
West Orange, New Jersey 07052
(973) 325-4060

PARTIAL LISTING OF CLIENTS SERVED & MAJOR ASSIGNMENTS

Government:	Financial:
U.S. Department of Commerce	Bank of America
U.S. Department of Justice	Blue Foundry Bank
U.S. Department of Veterans Affairs	Citibank
U.S. Post Office	TD Bank
U.S. Small Business Administration	PNC Bank
U.S. Department of the Interior	Regal Bank
Internal Revenue Service	Glen Rock Savings Bank
	Valley Bank
N.J. Office of the Attorney General	
N.J. Economic Development Authority	Attorneys:
N.J. Department of Environmental Protection	
N.J. Schools Development Authority	DeCotiis, Fitzpatrick, Cole & Gibbons, LLP
N.J. Housing & Mortgage Finance Agency	Lum, Drasco & Positan, LLC
	Connell Foley, LLP
Essex County Board of Chosen Freeholders	McManimon, Scotland & Bauman, LLC
Essex County Parks Commission	McElroy, Deutsch & Mulvaney
Essex County Office of the County Counsel	Scarinci & Hollenbeck, LLC
Essex County Improvement Authority	Riker, Danzig, Scherer, Hyland & Perretti, LLP
	O'Toole Scrivo
Borough of Alpine	DeFrancesco, Bateman, Kunzman, Davis Lehrer & Flaum
Township of Belleville	
Township of Bloomfield	Major Assignments:
Township of Cedar Grove	
Borough of Caldwell	New Jersey Performing Arts Center Site
Borough of Chatham	Prudential Center (NJ Devils Arena) Site
City of Clifton	Essex County Administration & Courts Complex
Township of East Hanover	Newark Riverfront Stadium
City of East Orange	N.J. Light Rail Project - Newark
Borough of Florham Park	Anheuser-Busch Brewery
Township of Fairfield	New Jersey Institute of Technology - Various Properties
City of Garfield	Prudential Offices - Newark & Roseland
Borough of Glen Ridge	PSE&G Corporate Headquarters
Township of Little Falls	Gateway Office Complex
Township of Maplewood	East Orange General Hospital
Township of Montclair	Kessler Institute - West Orange Complex
City of Newark	The Mall at Short Hills
Borough of New Providence	Livingston Mall
Borough of North Caldwell	Essex Fells Country Club
Township of Nutley	Essex County Country Club
City of Orange Township	Crestmont Country Club
City of Paterson	Montclair Golf Club
Borough of Roseland	Ridgewood Country Club
City of Summit	Rock Spring Country Club
Township of South Orange Village	White Beeches Country Club
Township of Union	Victory Gardens Redevelopment Site
Township of Verona	Society Hill Newark Site
Township of Washington	Home Depot - Newark Site
Township of West Caldwell	Home Depot - Paterson Site
Township of West Orange	Multiplex Cinema - Newark Site
	Essex County Correctional Facility - Newark Site

