

	Questions	Answers
1.	Please clarify that the Commission paid to Cassidy Turley will be on the Gross Amount of the Lease to include: Base Rent, Operating Expense, CAM, Taxes, Insurance and Management Fee. Please clarify if Utilities and Janitorial is a part of the Operating Expense on which Commission is paid.	Cassidy Turley will be paid a commission based on the full-service or gross amount of the lease inclusive of all estimated operating expenses payable by Tenant during the first year of the term, excluding utilities and janitorial.
2.	Will the Landlord or the Tenant be responsible for construction alterations and/or additions?	The Landlord, at Landlord's sole cost and expense, shall be responsible for any and all construction of the Premises, and all alterations and additions.
3.	We presume that the Proposer has the right to drop out of the Lease Procurement Process at any time before a Lease is signed without any penalty.	Yes, that is correct.
4.	Under "Economics of Proposal" (C1), you stipulate that the rate is to be Net of Utilities and Janitorial BUT you show on the spread sheet to include Operating Expenses and CAM. Utilities and Janitorial is ordinarily included as a part of Operating Expense.	We would like to know the Operating Expenses <u>or</u> CAM, net of utilities and janitorial. It is preferred that that all Operating Expense components be itemized and broken in the proposals.
5.	I have a possible site but it is located on Mundy Mill Rd in Oakwood. Is that within your site limits?	The parameters for this new location include Gainesville and the greater Hall County area.
6.	Also how many parking spaces will you require?	Approximately 6/1,000 rentable square feet.
7.	Available building is 6,000 SF and would need to be expanded to encompass the entire 7,200 SF. Or could the 6,000 SF be sufficient?	The Agency needs approximately 7,200 USF and the referenced 6,000 SF building would need to be expanded to meet this requirement.
8.	Is the lease full service or will the tenant be responsible for utilities, janitorial, etc.?	Tenant would like to control their own utilities and janitorial.
9.	Is the commission agreement negotiable?	Yes
10.	Could you forward any addendums or adjustments to time schedule to us?	All addendums and/or adjustments will be posted to the SPC website where the RFP is posted.
11.	The RFP on page 5 references that all questions should be sent to the 2 email addresses. We see one only. Please let me know if there's another email address.	All RFP correspondence should be sent to <a href="mailto:Erin.Smith@cassidyturley.com">Erin.Smith@cassidyturley.com</a> only.
12.	The RFP calls for 7,200 usf. If the floor plan is designed efficiently, would 6,000 square feet work?	At this time, the Agency is programmed for 7,200 USF, which could prove difficult to downsize to 6,000 SF unless the building is expanded.
13.	Would the tenant consider a bid for a 6,000 square foot building?	At this time, the Agency is considering spaces that accommodate their 7,200 USF requirement.
14.	If the property is prepared and ready, would the tenant commence the lease prior to July 1, 2014?	Tenant prefers to occupy no earlier than July 1, 2014 in order for the lease to start at the beginning of

		the Agency's fiscal year.
15.	Would the tenant consider a lease longer than 5 years?	Not at this time.
16.	Broker's commission to the leasing broker...is the first and 4% based on all gross rent including estimated costs of a "full service" lease including utilities, dumpster, janitorial, taxes, insurance, and CAM fees? Please define "full service". We would assume base rent, taxes, insurance, and CAM only. Please verify.	The commission to the leasing broker will be based on the gross rent (including taxes, insurance, property management and CAM fees, etc.) net of utilities and janitorial expense. Full Service is defined as a value inclusive of all rent and operating expenses with no additional expenses to Tenant.
17.	Would tenant prefer a full service lease where the landlord provides for and pays all expenses including utilities and janitorial? The economics indicate they are looking for a total rate NOT including utilities and janitorial. If so, will the tenant provide utilities and janitorial?	Tenant prefers a full service lease, net of utilities and janitorial expenses.
18.	Does the tenant prefer a stand-alone or multi-tenanted building?	Tenant does not have a preference.