Exhibit C



November 24, 2015

WRITER'S DIRECT DIAL 612-758-4413

Ms. Amanda Ashbach City of Duluth Purchasing Division City Hall, Room 100 411 West 1st Street Duluth, Minnesota 55802

Re: Revised proposal for Design Elements for the Lake Superior Zoo Master Plan

Dear Ms. Ashbach:

Based on revised scope emailed and discussed via phone conference November 17, 18, 20, and 24, 2015; HGA and PJA are pleased to submit these revised fees to develop the Design Elements for the Lake Superior Zoo Master Plan. The approximate schedule for the work is December 2015 through March 2016.

SCOPE OF BASIC SERVICES

Early December 2015 (exact dates TBD)

Workshop I – Site Plan and preparation	\$ 6,800
Develop site plan, exhibit plans, facilities and renderings	\$ 53,000

January 12, 2016

Council Committee of the Whole (site plan) and workshop II \$ 7,900 Workshop II agenda:

- Review site plan
- Review concepts for Forest Discovery Zone and Polar Shores. This process will determine the best location for the bears and cougars. (Polar Shores used to have polar bear, seal, penguin and otter). The future cougars could be in Polar Shores or Forest Discovery to be determined through this process.

Further Develop Forest Discover Zone and Polar Shores Schematic Designs \$4,000 Include construction cost estimates

Late January, 2016

Parks Commission Open House (site plan) and workshop III \$ 7,900 Workshop III agenda:

- Review Forest Discover Zone and Polar Shores
- Review construction cost estimate
- Kick-off Main Building and Assessments
- Options for relocation of animal care and grounds keeping

Hammel, Green and Abrahamson, Inc. HGA Architects and Engineers, LLC HGA Architects and Engineers, LLP HGA Architecture and Engineering, PC HGA Mid-Atlantic, Inc. 420 North 5th Street . Suite 100 . Minneapolis, Minnesota USA 55401-2338

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\$ 1,700

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Develop Main Building concept design

Existing building structure and systems assessment provided by City of Duluth
Include AZA Assessment compliance solutions
Submit Main Building concept level cost estimate
Submit animal care and grounds keeping options

February 10, 2016
Parks Commission site plan Q and A and approval
Tentative Agenda:

Forest Discover Zone, Polar Shores and Main Building Schematic Designs
Review Construction Cost Estimate and Draft Report

Late February, 2016
City Council Site Plan Q and A and approval

\$ 1,700

Review Construction Cost Estimate and Draft Report

Tentative Agenda:

Early March, 2016

Council Committee of the Whole

Tentative Agenda:

• Forest Discover Zone, Polar Shores and Main Building Schematic Designs

• Forest Discover Zone, Polar Shores, Main Building Schematic Designs

Review Construction Cost Estimate and Final Report

Mid-late March, 2016

Public Meeting \$ 1,700

Tentative Agenda:

- Forest Discover Zone, Polar Shores and Main Building Schematic Designs
- Review Construction Cost Estimate and Final Report

Zoo Board meeting (exact date TBD)

Presentation of exhibits, schematics, cost estimate, report \$1,700

Assumptions:

Forest Discovery and Polar Shores are to be developed to Schematic Design level. The 12,000 SF Main building and 3,000 SF addition/Zoo themed play area and Animal care/groundskeeping are to be developed to "options"/concept level, which is defined as hand drawings and does not include engineering.

Duluth/Zoo is contracting independently for assessment of the existing Main building. Results will be available in late January, which works for this project's timeline. HGA will not need to provide building assessment, engineering design, or electronic (CADD) documentation of the proposed concepts for the Main bldg.

Total Fees proposed above	\$108,700
Travel and printing reimbursable estimate	\$ 19,700

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Thank you for the opportunity to serve the City of Duluth and the Lake Superior Zoological Society on this Project.

Sincerely,

Mia Blanchett Vice President

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Ni Brett