

Zimbra

gracel@ci.garden-grove.ca.us

RE: [External] Garden Grove Willowick Meeting

From : Robin Mark <Robin.Mark@tpl.org>

Thu, Sep 02, 2021 04:07 PM

Subject : RE: [External] Garden Grove Willowick Meeting**To :** Lisa Kim <lisak@ggcity.org>**Cc :** Grace Lee <gracel@ggcity.org>, Omar Sandoval <osandoval@wss-law.com>, Omar Sandoval <omars@ci.garden-grove.ca.us>, Thomas P. Clark <tclark@stradlinglaw.com>, Tily Shue <tily.shue@tpl.org>, Alex Size <Alex.Size@tpl.org>, Greg Blodgett <greg1@ggcity.org>

Hello Lisa,

Following up on my email below, please respond to our request to work with the City to select a mutually agreed-upon MAI appraiser and define the scope for a narrative appraisal report. TPL will incur all expenses. If you are willing, we should set up a time to talk and develop a list of appraisers.

Additionally, I would like to better understand why our competitors, McWhinney and Willowick Community Partners LLC, were afforded the opportunity, per your emails on July 29, 2021, to revise their proposals from August of 2020. TPL was not provided this opportunity; instead, the City questioned us repeatedly about the "mixed messages" we were supposedly providing the City with our proposal and subsequent correspondence. Please explain how this disparate treatment is reflective of a fair and equitable negotiation process.

Thank you,

Robin Mark
323.333.6310

From: Robin Mark**Sent:** Monday, August 23, 2021 8:06 AM**To:** Lisa Kim <lisak@ggcity.org>**Cc:** Grace Lee <gracel@ggcity.org>; Omar Sandoval <osandoval@wss-law.com>; Omar Sandoval <omars@ci.garden-grove.ca.us>; Thomas P. Clark <tclark@stradlinglaw.com>; Tily Shue <Tily.Shue@tpl.org>; Alex Size <Alex.Size@tpl.org>; Greg Blodgett <greg1@ggcity.org>**Subject:** RE: [External] Garden Grove Willowick Meeting

Hello Lisa,

Please see my responses to your points below in BLUE.

Robin Mark
323.333.6310

From: Lisa Kim <lisak@ggcity.org>**Sent:** Thursday, August 12, 2021 4:45 PM**To:** Robin Mark <Robin.Mark@tpl.org>**Cc:** Grace Lee <gracel@ggcity.org>; Omar Sandoval <osandoval@wss-law.com>; Omar Sandoval <omars@ci.garden-grove.ca.us>; Thomas P. Clark <tclark@stradlinglaw.com>; Tily Shue <tily.shue@tpl.org>; Alex Size <Alex.Size@tpl.org>; Greg Blodgett <greg1@ggcity.org>**Subject:** Re: [External] Garden Grove Willowick Meeting

Good Afternoon Robin,

Appreciate the follow-up email and please see the City's responses below.

As to engaging in a third appraisal, we think that it would be better for TPL to engage an MAI to perform an unrestricted appraisal. TPL has acknowledged that its current appraisal is a "restricted appraisal" which in our view clearly does not come close to estimating the value of the property based on the City team's experience and information. As we have indicated, the City's appraisal was not subject to any restrictions or any specific scope of work.

The term "restricted appraisal" we use is a technical term, characterizing the abbreviated format of presentation of content and limited number of intended users. It does not mean the valuation is less valid or reliable than valuation documented in the format of a narrative appraisal report, nor does it mean what you seem to misconstrue. Our appraisal determined valuation of the property at its highest & best use, without any extraordinary assumptions or hypothetical conditions. We do plenty of transactions where we start off with the restricted appraisal format to set price for negotiation, and then expand the documentation to that of a narrative appraisal report to meet the requirements of different funding sources; the fundamental factual data do not change.

TPL is willing to engage an MAI to establish valuation and document the work in the format of a narrative appraisal report. We made that offer clear in our email below on August 6th. That said, we would like some assurance that the City of Garden Grove will consider this