



Kellen Brumstead & Katie Menson
40 Kingsland Terrace
Burlington, VT

Kellen and Kate,

We are thrilled that you've chosen to complete a conceptual design with our team, and excited to invite you to begin the process of refining toward a plan set that is construction ready. You'll find attached to this letter preliminary pricing for the outlined scope of work we've prepared, based on recent similar projects.

Our hope is that this early understanding of costs will help guide you toward the best choices you can make for your home. It's not too early to start finding the value of the project. We invite you to partner with us to find the right balance between the price of your project and the choices that you'll make regarding the finishes that will help you feel that your space reflects your values and the needs of your family.

With Gratitude,

LCB Name, Project Manager

Preliminary Viability Estimate, prepared by Emily Morse and presented on 11/09/2020. The scope of work includes:

- Raise existing garage structure
- Remove and replace existing failed concrete foundation
- Repair existing structure

While we have made every effort to be accurate with this preliminary estimate, it will shift based upon the final specifications and details of your project

Recent similar projects suggest pricing as follows:

- Raise, move, and replace existing garage structure: *\$30,000 - \$40,000*
 - Raise garage structure off of existing foundation
 - Relocate and secure structure elsewhere on property for the duration of the foundation work
 - Move structure back onto new foundation walls
 - Re-rack structure to be level, square, and plumb
- Replace foundation: *\$20,000 - \$30,000*
 - Demolishing of existing concrete foundation
 - Excavation of a new, adequately sized area to accommodate frost walls
 - Pouring of new slab and frost walls

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- Repair existing structure: *\$40,000 - \$50,000*
 - Reinforce roof framing to code
 - Replace roof
 - Lead remediation
 - New overhead garage door
 - Repair existing finishes as needed

- *Design Development & Pre-Construction Planning: 100-120 hours, \$8,500 to \$10,200*
 - Work Scope and Full Estimate
 - Subcontractor Onboarding
 - Construction Documentation & Permitting
 - Project Management

Total Cost Estimate to Project Completion: \$98,500 - \$130,200

Additional considerations (not included in the amount above)

- Driveway repairs
- Electrical work

We ask for your understanding that project costs can be influenced by design changes, additional work that is unforeseen, sub-trade quotations beyond our preliminary understanding, or other such outside influences.

This contract engages our team in the Work of Design Development and Pre-Construction Planning, where we will create a detailed estimate and other supporting documents based on the proposed schematic design and the Work requested by the Owner. This is to be completed at a labor rate of Eighty-Five Dollars US, (\$85), Per Hour.

Acceptance of this document shall not constitute an Agreement to complete the on-site construction Work described above, nor a contractual commitment to complete the Work described above at the Preliminary Viability Estimate cost. The Preliminary Viability Estimate above are only estimates of potential costs based on our early understanding of the project, designed to determine the financial viability of the Work. A detailed estimate, drafted in the Pre-Construction Planning phase, will detail and estimate these costs.

Acceptance of this document does not allow the Contractor to begin construction activities at the Property.

A Deposit of \$2,000 is requested upon acceptance of this Exhibit to confirm Pre-construction work and design. This Deposit will be fully applied to the final Design and Development costs related to the Work described above.

This constitutes a fair estimate of fees and is paired with the Work described above. At such time as additional Work is requested beyond this scope, such as extra revisions, additional design consideration, or further construction Work requested, this additional Work will be estimated and presented as an add-on to the estimate above and billed at the labor rate specified for the Design Development and Pre-Construction Planning phase.

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As mutually understood and agreed in the terms and conditions of the Agreement, any cost estimates, unless otherwise stated in writing from Contractor to Owner, provided by Contractor are estimates only and project costs will be billed solely on a Time and Materials Basis.

Acceptance

As per Section III. ("Payment/Deposit") of the Agreement, payment of the Design Deposit is considered acceptance of this **Exhibit A** as presented. The effective date of **Exhibit A** is to be understood as the date as shown on the payment receipt provided to Owner by Contractor, which is understood to be the date the Contractor received and accepted Owner payment of Deposit.

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