



May 8, 2019

Mr. Steve Vizzolini  
Santa Barbara Unified School District  
720 Santa Barbara St.  
Santa Barbara, Ca 93101

Re: MPR / Kitchen / Locker Room Building & Heating System Replacement at  
Santa Barbara Junior High School  
721 E. Cota St.  
Santa Barbara, Ca 93103

Thank you for the opportunity to partner with Frank Schipper Construction Co. for your latest construction project. The following is our Estimate for the referenced project. The MPR Project GMP is based on Architectural plans from LPA Inc., Sheets G0.00 through G0.05, Sheets A1.20 through A10.10, Civil Plans from LPA Inc. Sheets C0.01 through C7.02 dated 9/26/18, Landscape Plans from LPA Inc. Sheets L0.1 through L7.2 dated 4/17/18, Structural Plans from LPA Inc. Sheets S0.01 through S9.02 dated 9/26/18, Mechanical Plans from LPA Inc. Sheets M0.10 through M7.02, Plumbing Plans Sheets P0.01 through P6.01 Electrical Plans Sheets E0.01 through E8.01, Technology Plans Sheets T0.01 through T4.02, Fire Alarm Plans Sheets FA0.01 through FA4.00 dated 9/26/18, Food Service Plans from Webb design Sheets FS-100 through FS-803 dated 9/26/18 and Fire Sprinkler Plans from Mudry & Associates Sheets F0.01 through F5.02 dated 9/26/18.

The Heating System Replacement Project GMP is based on Architectural Plans from LPA, Inc. Sheets G0.00 through G0.01, A1.00 through A3.01, Structural Plans Sheets S0.01 through S2.11, Mechanical Plans Sheets M0.10 through M5.02, Plumbing Plans Sheets P0.10 through P2.01, and Electrical Plans Sheets E0.01 through E2.01 dated 8/27/18 (DSA Stamp)

**MPR / Locker Room / Gym GMP Total                      \$ 16,298,098**

**Heating System Replacement GMP Total                      \$ 2,970,915**

**Qualifications:**

- This proposal will be made part of any contract signed by Frank Schipper Construction Co.
- Work to be done as scheduled during normal business hours if possible and from 2:00pm – 10:00pm if work cannot be done during normal business hours
- Prevailing wage rates are noted and included in this proposal
- We have included all bonding costs for the project
- The trades highlighted in blue are bids received that are not from Union Subcontractors and may not be able to meet the requirements of SB693 and AB3018. We are currently verifying they can meet those regulations. If not we will have to get new bids from contractors that can comply.
- We have narrowed the number of subcontractors needed to meet the Skilled Workforce Requirements; we have reached out to subs that can meet those requirements for bid. Those trades are as follows
  - Landscaping – Currently having Marina Landscape bidding

- Asphalt – Reached out to Granite, RA Burke and Papich
- Ornamental Iron – Currently having Ideal Steel Fabrication bidding
- Roofing – Reached out to Best, Eberhart, Western Roofing
- Fire Sprinklers – Currently having Cosco Fire Bidding

**Standard exclusions include the following:**

- All fees, permits, testing & inspections
- Overtime or weekend work unless specified above

If you have any questions, or need further clarifications, please give me a call.

Sincerely,

A handwritten signature in black ink, appearing to read 'Erwin Villegas', written over a horizontal line.

Erwin Villegas  
Chief Estimator



**Guaranteed Maximum Price Breakdown  
SBJHS MPR Locker Room Kitchen**

Trade	GMP Estimate	Budget	Difference	Comments
Project Supervision	\$ 282,048	\$ 323,603	41,555	Supervision, coordination, scheduling
Project Management	133,905	286,650	152,745	Management, startup & closeout
Temporary Utilities	11,480	23,716	12,236	Temp phone, lighting, power, toilet, water lines
Temporary Facilities	51,439	105,977	54,538	Office Trailer, misc. equipment storage boxes, project signage, Inspector Trailer
Project Cleanup / Dumpsters	71,743	98,835	27,092	Temporary daily cleanup, final cleanup, punch list followup, dumpsters, nightly cleanup of classrooms and hallways / common areas
Commissioning	9,576		(9,576)	Title 24 / Cal Green Commissioning
	2,503		(2,503)	Knox Box Installation at gates per plans
Finish Grading	11,706		(11,706)	Finish grading / backfill before landscaping
Surveying	37,240		(37,240)	Surveying for rough grades, pad certification, poles, pile caps, column lines
Soft Demolition	15,837	1,213	(14,624)	Demo Fence & footings, move dining tables to tent
Hard Demolition	334,069	320,946	(13,123)	Demo existing buildings, demo underground utilities, demo existing piles
Haz Mat Removal	188,213	123,638	(64,575)	Asbestos / haz mat removal
Earthwork	803,018	298,056	(504,962)	Grading & earthwork for site and pad
SWPPP	28,530	31,242	2,712	Storm water pollution prevention
Piles / Caissons	605,500	1,308,000	702,500	Driven piles
AC Paving	205,199	131,080	(74,119)	AC Paving and striping and site signage
Truncated Domes	1,564	500	(1,064)	Truncated domes per code
Underground Utilities	438,940	318,705	(120,235)	Fire / Water / Storm Drain / Sewer
Fencing & Gates	24,326	30,476	6,150	Gates and chain link fencing
Landscape / Irrigation	149,297	132,769	(16,528)	Landscape planting & irrigation
Rebar	517,783		(517,783)	Foundation, slab & site rebar
Concrete (Site & Building)	2,008,528	915,591	(1,092,937)	Foundation, slab & site concrete
	14,355		(14,355)	Backfill for concrete after pile caps
Structural Steel	1,330,000	891,423	(438,577)	Structural steel for MPR Building
Metal Decking	88,458		(88,458)	Metal decking at building wings
Ornamental Railings	200,447	71,505	(128,942)	Handrails & guardrails
Rough Carpentry	734,287	329,454	(404,833)	Rough carpentry framing, glu lams, blocking
Finish Carpentry	91,420	76,980	(14,440)	Install wall pocket bench system, install window flashing, install CLD display, TV mounting, wood base, FRP Installation
Cabinetry	34,574	9,450	(25,124)	Cabinets, countertops, wall paneling
Waterproofing	62,200	12,100	(50,100)	Waterproofing at site walls
Insulation	91,424	52,939	(38,485)	Insulation at roofing, walls & ceilings
Roofing	493,343	182,200	(311,143)	Clay tile roofing, membrane roofing, rigid insulation and dens deck
Flashing & Sheet Metal	37,691	41,338	3,647	Gutters, downspouts sheet metal
Metal Roofing	37,118		(37,118)	Metal roofing at roof canopy
Roof Accessories	6,330		(6,330)	Roof hatch & ladders
Skylights	24,596	31,965	7,369	Tubular skylights
Caulking & Joint Sealants	19,500		(19,500)	Misc. caulking & joint sealants
Fire Caulking / Fireproofing	16,970		(16,970)	Fireproofing / fire caulking at penetrations
Doors Frames Hardware	102,214	60,160	(42,054)	Furnish and install doors, frames hardware
Overhead Rolling Doors	69,660		(69,660)	New motorized overhead rolling doors
Storefront / Windows	356,532	114,330	(242,202)	New windows & storefronts
Plastering	586,328	277,140	(309,188)	Plastering building walls
Drywall	828,257	410,391	(417,866)	Metal stud framing, drywall, tape & texture



Tile	145,335	64,790	(80,545)	Tile in restrooms
Acoustical Ceilings	172,235	122,658	(49,577)	Tectum, metal panel, acoustical ceilings
Rubber Flooring	87,799	166,969	79,170	Rubber flooring & base
	64,890		(64,890)	Self leveling flooring option prior to rubber floor install
Epoxy Flooring	141,783	53,458	(88,325)	Epoxy flooring at locker rooms and kitchen
Painting	195,677	117,330	(78,347)	Painting throughout building
Markerboards	2,480	2,480	0	Furnish and install (2) markerboards
Toilet Partitions / Accessories	39,751	36,721	(3,030)	Toilet partitions and accessories
Signage	24,465	15,763	(8,702)	Signage
Lockers & Benches	180,973	184,800	3,827	Salvage & reinstall lockers, pedestal bench
Fire Extinguishers	4,186	1,840	(2,346)	Fire extinguishers per code
Food Service Equipment	523,450	282,300	(241,150)	Food service equipment including ansul system, walk-in freezers & coolers
Gym Equipment	41,844	87,599	45,755	Wall padding, basketball hoops (6) Total
Window Treatment	33,918	1,500	(32,418)	Mechoshades - Automatic solar tracking controls cannot be provided and is excluded
Temp Shelters / Booths	16,600	16,600	0	Temporary dining tent
Fire Sprinklers	129,480	80,943	(48,537)	Fire sprinkler system for MPR Building
Plumbing	2,156,445	286,258	(1,007,561)	Plumbing per plans
HVAC	Included	258,200		HVAC per plans
Electrical	Included	604,426		Electrical per plans
<b>TOTAL</b>	<b>\$ 15,119,458</b>	<b>\$ 9,397,007</b>	<b>\$ (5,722,451)</b>	
Course of Construction Insurance	75,597	4,340	(71,257)	0.50%
General Liability Insurance	136,755	79,911	(56,844)	0.90%
Bond	153,318	82,487	(70,831)	1.00%
Contractor's Fee	812,969	478,186	(334,783)	5.25%
Design Contingency	-	717,576	717,576	7.50%
Escalation	-	596,721	596,721	6.00%
<b>TOTAL</b>	<b>\$ 16,298,098</b>	<b>\$ 11,356,228</b>	<b>\$ (4,941,870)</b>	



**Guaranteed Maximum Price Breakdown  
SBJHS MPR Locker Room Kitchen**

Trade	Estimate		Comments
Project Supervision	\$ 282,048		Supervision, coordination, scheduling
Project Management	133,905		Management, startup & closeout
Temporary Utilities	11,480		Temp phone, lighting, power, toilet, water lines
Temporary Facilities	51,439		Office Trailer, misc. equipment storage boxes, project signage, Inspector Trailer
Project Cleanup / Dumpsters	71,743		Temporary daily cleanup, final cleanup, punch list followup, dumpsters, nightly cleanup of classrooms and hallways / common areas
Commissioning	9,576		Title 24 / Cal Green Commissioning
	2,503		Knox Box Installation at gates per plans
Finish Grading	11,706		Finish grading / backfill before landscaping
Surveying	37,240	<b>Benner &amp; Carpenter</b>	Surveying for rough grades, pad certification, poles, pile caps, column lines
Soft Demolition	15,837		Demo Fence & footings, move dining tables to tent
Hard Demolition	334,069	<b>Standard Industries</b>	Demo existing buildings, demo underground utilities, demo existing piles
		440,350 Coastal Construction	
Haz Mat Removal	188,213	<b>Venterra</b>	Asbestos / haz mat removal
Earthwork	803,018	<b>Damar</b>	Grading & earthwork for site and pad
SWPPP	28,530		Storm water pollution prevention
Piles / Caissons	605,500	<b>Foundation Pile</b>	Driven piles
AC Paving	205,199	<b>Challenge Asphalt</b>	AC Paving and striping and site signage
Truncated Domes	1,564		Truncated domes per code
Underground Utilities	438,940	<b>Coastal Construction</b>	Fire / Water / Storm Drain / Sewer
		499,750 Tierra Contracting	
Fencing & Gates	24,326	<b>Magnum Fencing</b>	Gates and chain link fencing
Landscape / Irrigation	149,297	<b>JD Humann</b>	Landscape planting & irrigation
		149,759 Plowboy	
Rebar	517,783	<b>Vista Steel</b>	Foundation, slab & site rebar
Concrete (Site & Building)	2,008,528	<b>Santa Clarita Concrete</b>	Foundation, slab & site concrete
		2,333,581 R&E Concrete (no rebar)	
	14,355		Backfill for concrete after pile caps
Structural Steel	1,330,000	<b>Kern Steel</b>	Structural steel for MPR Building
Metal Decking	88,458	<b>Eckles</b>	Metal decking at building wings
Ornamental Railings	200,447	<b>Chapala Iron</b>	Handrails & guardrails
Rough Carpentry	734,287	<b>JF Ferrente</b>	Rough carpentry framing, glu lams, blocking
Finish Carpentry	91,420		Install wall pocket bench system, install window flashing, install CLD display, TV mounting, wood base
Cabinetry	34,574	<b>California Woodworking</b>	Cabinets, countertops, wall paneling
		8,595 Arch Millwork	
		14,521 Santori	<i>Bids did not include wood wall panels</i>
Waterproofing	62,200	<b>SB Surfacing</b>	Waterproofing at site walls
Insulation	91,424	<b>Tru Team</b>	Insulation at roofing, walls & ceilings
		32,845 InsulateSB	
Roofing	493,343	<b>Craig Roof</b>	Clay tile roofing, membrane roofing, rigid insulation and dens deck
Flashing & Sheet Metal	37,691		Gutters, downspouts sheet metal
Metal Roofing	37,118		Metal roofing at roof canopy
Roof Accessories	6,330		Roof hatch & ladders
Skylights	24,596		Tubular skylights

Caulking & Joint Sealants	19,500	<b>SB Surfacing</b>	Misc. caulking & joint sealants
Fire Caulking / Fireproofing	16,970		Fireproofing / fire caulking at penetrations
Doors Frames Hardware	102,214	<b>Turi Door</b>	Furnish and install doors, frames hardware
Overhead Rolling Doors	69,660	<b>Consolidated OH Doors</b>	New motorized overhead rolling doors
		11,090 Overhead Door Co.	
Storefront / Windows	356,532	<b>JnL Glass</b>	New windows & storefronts
		298,463 <i>SB Glass - Does not include Quadrafoil Windows</i>	
Plastering	586,328	<b>Tarlton</b>	Plastering building walls
		450,775 Specialty Team	
Drywall	828,257	<b>Premier Drywall</b>	Metal stud framing, drywall, tape & texture
		858,495 Pacific Interiors	
		1,274,546 Tarlton	
Tile	145,335	<b>Visalia Ceramic</b>	Tile in restrooms
		156,730 Alex's Tile	
Acoustical Ceilings	172,235	<b>CG Cheyney</b>	Tectum, metal panel, acoustical ceilings
Rubber Flooring	87,799	<b>Floor Connection</b>	Rubber flooring & base
		89,945 Tempelton Floor	
	64,890		Self leveling flooring option prior to rubber floor install
Epoxy Flooring	141,782	<b>Stonehard</b>	Epoxy flooring at locker rooms and kitchen
		137,827 Sunbelt	
		142,626 Specialty Floor	
		234,400 SB Surfacing	
Painting	195,677	<b>Tarlton</b>	Painting throughout building
		230,062 Smithson	
		205,575 Perfection Paint	
Markerboards	2,480		Furnish and install (2) markerboards
Toilet Partitions / Accessories	39,751	<b>Pence</b>	Toilet partitions and accessories
Signage	24,465	<b>Mpressions</b>	Signage
Lockers & Benches	180,973		Salvage & reinstall lockers, pedestal bench
Fire Extinguishers	4,186		Fire extinguishers per code
Food Service Equipment	523,450	<b>Kamran</b>	Food service equipment including ansul system, walk-in freezers & coolers
Gym Equipment	41,844		Wall padding, basketball hoops (6) Total
Window Treatment	33,918	<b>Window Products</b>	Mechoshades - Automatic solar tracking controls cannot be provided and is excluded
Temp Shelters / Booths	16,600		Temporary dining tent
Fire Sprinklers	129,480	<b>A&amp;S Fire</b>	Fire sprinkler system for MPR Building
Plumbing	2,156,445	<b>Brannon / Smith</b>	Plumbing per plans
		647,193 MM Mechanical	
HVAC	Included		HVAC per plans
		610,785 Barto	
Electrical	Included		Electrical per plans
		885,570 Huddleston	
		1,002,097 Scott Electric	
		1,292,097 Taft Electric	
		1,379,097 Oilfield	
<b>TOTAL</b>	<b>\$ 15,119,458</b>		
Course of Construction Insurance	75,597	0.50%	
General Liability Insurance	136,755	0.90%	
Bond	153,318	1.00%	
Contractor's Fee	812,969	5.25%	
<b>TOTAL</b>	<b>\$ 16,298,098</b>		





**Guaranteed Maximum Price Breakdown  
SBJHS Heating System Replacement**

Trade	GMP Estimate	Budget	Difference	Comments
Project Supervision	\$ 112,005	\$ 23,076	(88,929)	Supervision, coordination, scheduling
Project Management	46,240	19,231	(27,009)	Management, startup & closeout
Temporary Utilities	8,270	7,692	(578)	Temp phone, lighting, power, toilet, water lines
Temporary Facilities	21,781	34,615	12,834	Office Trailer, misc. equipment storage boxes, project signage, Inspector Trailer
Project Cleanup / Dumpsters	38,780	15,385	(23,395)	Temporary daily cleanup, final cleanup, punch list followup, dumpsters, nightly cleanup of classrooms and hallways / common areas
Soft Demolition	13,944	20,370	6,426	Removal of plaster, wood base, masonite, drywall at radiator locations
	7,379		(7,379)	Confined space spotter / misc. confined space equipment
	99,672		(99,672)	Radiator removal, shipping, storage, and redelivery
Commissioning	4,788		(4,788)	Title 24 / Cal Green Commissioning
Hard Demolition	6,256		(6,256)	Concrete demolition, concrete coring, sawcut wall for new door as required
Haz Mat Abatement	125,477		(125,477)	Removal of suspect flange gaskets, boiler room vibration cloth, mastic at chimney, main roof mastic, roofing materials, transite pipe insulation
Concrete	3,918	15,840	11,922	Concrete patch at new openings
Structural Steel	32,574		(32,574)	Structural steel angle frames for new openings
Rough Carpentry	30,836		(30,836)	HVAC framing, blocking, infill, curbs,
Finish Carpentry	9,254		(9,254)	Install doors, frames, hardware at new Boiler Room opening
Membrane Roofing	3,754	4,500	746	Roof patch and repair at flue locations
Flashing and Sheet Metal	9,303		(9,303)	Flashing and sheet metal at new equipment / louver / flue openings and penetrations
Caulking & Joint Sealants	5,438	500	(4,938)	Caulking and joint sealants at piping / ducting penetrations
Fire Caulking	10,875	8,036	(2,839)	Fire caulking at rated locations where piping / ducting penetrate
Doors, Frames, Hardware	11,571		(11,571)	New Doors with Louvers, New Maintenance door
Lath & Plaster	11,400		(11,400)	Plaster patching behind radiators
Drywall	10,770		(10,770)	Patch existing walls where radiators are removed
Flooring	9,980		(9,980)	Patch flooring & install blank cover plates at existing flooring
Special Coatings	253,611	88,100	(165,511)	Paint Coating of existing radiators & detached hardware
Painting	52,036	55,290	3,254	Painting of walls where radiators are removed, painting of soffits, painting of plaster patches, painting of exposed piping, ducting, base & base shoe
Signage		2,625	2,625	
Louvers & Vents	2,252		(2,252)	
HVAC	1,813,902	594,457	(982,744)	Includes HVAC, Hydronics and Electrical
Plumbing	Included	158,319		
Electrical	Included	78,382		

<b>TOTAL</b>	<b>\$ 2,756,066</b>	<b>\$ 1,126,418</b>	<b>\$ (1,629,648)</b>	
Course of Construction Insurance	13,780	Included		0.50%
General Liability Insurance	24,929	30,976	(35,681)	0.90%
Bond	27,948	Included		1.00%
Contractor's Fee	148,193	112,641	(35,552)	5.25%
Design Contingency	-	63,502	63,502	5.00%
Escalation	-	51,861	51,861	3.89%
<b>TOTAL</b>	<b>\$ 2,970,915</b>	<b>\$ 1,385,398</b>	<b>\$ (1,585,517)</b>	





## Guaranteed Maximum Price Breakdown SBJHS Heating System Replacement

Trade	Estimate		Comments
Project Supervision	\$ 112,005		Supervision, coordination, scheduling
Project Management	46,240		Management, startup & closeout
Temporary Utilities	8,270		Temp phone, lighting, power, toilet, water lines
Temporary Facilities	21,781		Office Trailer, misc. equipment storage boxes, project signage, Inspector Trailer
Project Cleanup / Dumpsters	38,780		Temporary daily cleanup, final cleanup, punch list followup, dumpsters, nightly cleanup of classrooms and hallways / common areas
Soft Demolition	13,944		Removal of plaster, wood base, masonite, drywall at radiator locations
	7,379		Confined space spotter / misc. confined space equipment
	99,672		Radiator removal, shipping, storage, and redelivery
Commissioning	4,788		Title 24 / Cal Green Commissioning
Hard Demolition	6,256		Concrete demolition, concrete coring, sawcut wall for new door as required
Haz Mat Abatement	125,477	<b>Venterra</b>	Reomval of suspect flange gaskets, boiler room vibration cloth, mastic at chimney, main roof mastic, roofing materials, transite pipe insulation
Concrete	3,918		New concrete pad for heat pump, raised concrete pad, infill of concrete
Structural Steel	32,574	<b>Precision Welding</b>	Structural steel angle frames for new openings
Rough Carpentry	30,836		HVAC framing, blocking, infill, curbs,
Finish Carpentry	9,254		Install doors, frames, hardware at new Boiler Room opening
Membrane Roofing	3,754		Roof patch and repair at flue locations
Flashing and Sheet Metal	9,303		Flashing and sheet metal at new equipment / louver openings
Caulking & Joint Sealants	5,438		Caulking and joint sealants at piping / ducting penetrations
Fire Caulking	10,875		Fire caulking at rated locations where piping / ducting penetrate
Doors, Frames, Hardware	11,571		New Doors with Louvers, New Maintenance door
Lath & Plaster	11,400	<b>TFT Plastering</b>	Plaster patching behind radiators
Drywall	10,770		Patch existing walls where radiators are removed
Flooring	9,980		Patch flooring & install blank cover plates at existing flooring
Special Coatings	253,611		Paint Coating of existing radiators & detached hardware
Painting	52,036	<b>Guy Smithson</b>	Painting of walls where radiators are removed, painting of soffits, painting of plaster patches, painting of exposed piping, ducting, base & base shoe
Louvers & Vents	2,252		
HVAC	1,813,902	<b>Brannon</b>	Includes HVAC, Hydronics and Electrical
Plumbing	Included		
		943,269	MM Mechanical
Electrical	Included		
		25,000	Scott Electric

34,179 Huddleston  
46,080 Taft Electric  
50,000 Oilfield

<b>TOTAL</b>	<b>\$</b>	<b>2,756,066</b>	
Course of Construction Insurance	13,780	0.50%	
General Liability Insurance	24,929	0.90%	
Bond	27,948	1.00%	
Contractor's Fee	148,193	5.25%	
<b>TOTAL</b>	<b>\$</b>	<b>2,970,915</b>	