
From: Richard Kahn [REDACTED]
Sent: Friday, April 22, 2016 6:12 PM
To: jeffrey E.
Subject: Fwd: GSJ proposal
Attachments: Great St James2.docx; Untitled attachment 00061.htm

i just finished reviewing attached bid with Clinton.
you are correct as they are all looking for big =aydays..
proposal from Hugo Hodges is outrageous =t 103,000

clinton started job saying total cost should be 5-10% of job =ost it appears they used a 1,000,000 job cost on =illy fiber pricing

clintons comments are as follows:

- a) conceptual design on cable routes - =equired by wapa (we should check to see if this is something amy can =o) =/span> 5,000
- b) detailed cable specs =nd preparation of bid docs (probably to high by 3k) = 10,000 (overstated by =k)
- c) detailed switch and meter design and prep of =ll switches and metering device (required by wapa) =/span>15,000
- d) review all switch and cable bid =ubmittals and submit to Wapa for approval =10,000
- e) witness factory acceptance =est (option per clinton - he believes this entire scope should be in =) =10,000 (overstated by 10k)
- f) =omplete final design to include civil and electrical drawings (required =y wapa - too high by 12-15k per Clinton) 40,000 (overstated by =5k)
- g) witness installation and test electrical =evices - (denny can do - not needed) = 5,000 (deduct 5k)
- h) complete as built (Not required by Wapa - only for future =eference) = 8,000 (deduct 8K)

Total Proposal = =/span>103,000
Less = =/span> 41,000

Proper cost per Clinton = = 62,000

Please advise =n next steps
Thank you

Richard Kahn
HBRK Associates Inc.
575 Lexington =venue 4th Floor
New York, NY 10022
[REDACTED]

Begin forwarded message:

From: =/b>Danielle Johnson [REDACTED]

Subject: =/b>GSJ =roposal

Date: =/b>April 22, 2016 at 7:48:53 AM =DT

To: =/b> [REDACTED]
[REDACTED]

Good Morning All

Mr. Bryan asked me to forward the proposal we received from =he external design company for your review.

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