

**SAMPLE JOB - COMMERCIAL****SDS No.: 0123456****NOTES:**

- 1 Includes only hard costs.
- 2 Excludes permits and connection fees.
- 3 Excludes gas, electric and telephone utilities.
- 4 Includes permanent seeding of all green areas.
- 5 Includes blasting & rock excavation.
- 6 Excludes undercutting and unsuitable soil manipulation.
- 7 Excludes engineering, stakeout and soils testing.
- 8 15% has been added to the bank fill volumes to allow for compaction.
- 9 Cut and fill quantities have been calculated after topsoil stripping, if any, to subgrade elevations.
- 10 Subgrade elevations were calculated using the following sectional thicknesses:
 

|                                |     |
|--------------------------------|-----|
| Concrete Pavement:             | 10" |
| Light Pavement:                | 11" |
| Heavy Pavement:                | 15" |
| Frontage Improvement Pavement: | 15" |
| Buildings:                     | 8"  |
- 11 Non structural fill is calculated as fill 10' beyond building footprints and streets.
- 12 Sanitary, storm and watermain pipe prices include pipe testing and stone bedding where required.
- 13 Excludes monument sign with Store Name Panel.
- 14 Excludes brick and wood dumpster enclosures.
- 15 Excludes wetland mitigation.
- 16 Excludes construction road stabilization, temp. outlet retrofittings and surface roughening in erosion controls.
- 17 Excludes concrete pad for swithgear and future generator.
- 18 All demolition prices are allowances and should be verified with a demolition contractor.
- 19 Unit prices have been provided for budgetary purposes and may or may not reflect actual bid prices.
- 20 Excludes removal of the debris pile.

**SAMPLE JOB - COMMERCIAL****SDS No.: 0123456****DOCUMENT/FILE(S) USED IN ESTIMATING:**

1 Set of site plans prepared by (ENGINEER/ARCHITECTS NAME), specifically(from tif files)

| <b>Sheet</b> | <b>Plan</b>                                       | <b>Scale</b> | <b>Seal Date</b> |
|--------------|---|--------------|------------------|
| C-1          | Demolition Plan                                   | 1"=60'       | 6/2/2006         |
| C-2          | Overall Site Plan                                 | 1"=60'       | 6/2/2006         |
| C-3          | Blow-up Site Plan                                 | 1"=50'       | 6/2/2006         |
| C-3          | Blow-up Site Plan(revision)                       | 1"=50'       | 6/16/2006        |
| C-4          | Erosion & Sediment Control Plan                   | 1"=50'       | 6/2/2006         |
| C-4          | Erosion & Sediment Control Plan(revised)          | 1"=50'       | 6/16/2006        |
| C-5          | Grading & Drainage Plan                           | 1"=50'       | 6/2/2006         |
| C-5          | Grading & Drainage Plan(revision)                 | 1"=50'       | 6/16/2006        |
| C-6          | Utility Plan                                      | 1"=50'       | 6/2/2006         |
| C-6          | Utility Plan(revision)                            | 1"=50'       | 6/16/2006        |
| C-7,C-8      | Sanitary Sewer Plan & Profile of Line A           | H=50',V=5'   | 6/2/2006         |
| C-7,C-8      | Sanitary Sewer Plan & Profile of Line A(revision) | H=50',V=5'   | 6/16/2006        |
| C-10         | General Notes                                     | N/A          | 6/2/2006         |
| C-10         | General Notes(revision)                           | N/A          | 6/16/2006        |
| C-11         | Parking & Paving Details & Notes                  | N/A          | 6/2/2006         |
| C-11         | Parking & Paving Details & Notes(revision)        | N/A          | 6/16/2006        |
| L-1          | Landscape Plan                                    | 1"=50'       | 6/19/2006        |
| ES-1,ES-1A   | Site Plan   | 1"=30'       | 6/16/2006        |

2 The following TIF files e-mailed from (ENGINEER/ARCHITECT/CLIENT) on 07/11/2006

| <b>Name</b>                      | <b>Size</b> |
|----------------------------------|-------------|
| 359386_0001C-3 - ADDENDA #1.tif  | 783 KB      |
| 359387_0002C-4 - ADDENDA #1.tif  | 921 KB      |
| 359388_0003C-5 - ADDENDA #1.tif  | 927 KB      |
| 359389_0004C-6 - ADDENDA #1.tif  | 815 KB      |
| 359390_0005C-7 - ADDENDA #1.tif  | 511 KB      |
| 359391_0006C-8 - ADDENDA #1.tif  | 409 KB      |
| 359392_0007C-10 - ADDENDA #1.tif | 632 KB      |
| 359393_0008C-11 - ADDENDA #1.tif | 670 KB      |
| 359394_0009C-13 - ADDENDA #1.tif | 429 KB      |

3 The following TIF files e-mailed from (ENGINEER/ARCHITECT/CLIENT) on 07/11/2006

| <b>Name</b>           | <b>Size</b> |
|-----------------------|-------------|
| 348063_0001_COVER.tif | 404 KB      |
| 348064_0002_C-1.tif   | 782 KB      |
| 348065_0003_C-2.tif   | 1,094 KB    |
| 348066_0004_C-3.tif   | 1,237 KB    |
| 348067_0005_C-4.tif   | 1,320 KB    |
| 348068_0006_C-5.tif   | 1,297 KB    |
| 348069_0007_C-6.tif   | 1,266 KB    |
| 348070_0008_C-7.tif   | 765 KB      |
| 348071_0009_C-8.tif   | 432 KB      |
| 348072_0010_C-9.tif   | 1,065 KB    |
| 348073_0011_C-10.tif  | 915 KB      |
| 348074_0012_C-11.tif  | 801 KB      |
| 348075_0013_C-12.tif  | 836 KB      |
| 348076_0014_C-13.tif  | 574 KB      |
| 348077_0015_C-14.tif  | 1,068 KB    |
| 348078_0016_L-1.tif   | 804 KB      |
| 348079_0017_ES-1.tif  | 959 KB      |

4 The following PDF files e-mailed from (ENGINEER/ARCHITECT/CLIENT) on 07/11/2006

| <b>Name</b>             | <b>Size</b> |
|-------------------------|-------------|
| Geotechnical Report.pdf | 2,581 KB    |
| 359278_Addendum 1.pdf   | 199 KB      |

5 Fax of Addendum No. 1, three pages, dated 06/19/2006.

6 Report of Subsurface Exploration and Geotechnical Engineering Analyses dated 01/05/2006 prepared by (GEOTECHNICAL CONSULTANT).

**Site Development Services, Inc.**

0123456.SAMPLE JOB - COMMERCIAL.xls Printed 3/23/2007

**SAMPLE JOB - COMMERCIAL**  
**SDS No.: 0123456**  
**LAND DEVELOPMENT BUDGET COST ESTIMATE**  
**SUMMARY:**

| DESCRIPTION                   | TOTAL COST             | NOTES          |
|-------------------------------|------------------------|----------------|
| CLEARING & DEMOLITION         | \$ 85,947              |                |
| EARTHWORK AND GRADING         | 693,959                |                |
| SEDIMENT CONTROL              | 49,134                 |                |
| SILT CONTROL MAINT & REMOVAL  | 12,284                 |                |
| SANITARY SEWER                | 125,692                |                |
| WATER SYSTEM                  | 136,724                |                |
| STORM SEWER                   | 330,464                |                |
| CURB & GUTTER                 | 171,212                |                |
| SIDEWALKS & CONCRETE PAVEMENT | 67,347                 |                |
| TRAILS                        | 43,468                 |                |
| PAVING/STONE BASE             | 398,555                |                |
| PAVING/ASPHALT BASE/PRIME     | 210,037                |                |
| FINAL PAVING                  | 231,895                |                |
| PARKING LOT STRIPING          | 2,498                  |                |
| STREET LIGHTS                 | 115,829                |                |
| SIGNS                         | 4,540                  |                |
| LANDSCAPING                   | 904,399                |                |
| BLASTING/ROCK ALLOWANCE       | 383,444                |                |
| <b>SUBTOTAL</b>               | <b>\$ 3,967,427</b>    |                |
|                               | <b>10% CONTINGENCY</b> | <b>396,743</b> |
| <b>GRAND TOTAL</b>            | <b>\$ 4,364,170</b>    |                |

Please see attached "Notes" page for qualifications and assumptions.

| SAMPLE JOB - COMMERCIAL DESCRIPTION | TAKEOFF QUANTITY | UNIT TYPE | UNIT PRICE | EXTENSION PRICE | TOTAL COST        | NOTES     |
|-------------------------------------|------------------|-----------|------------|-----------------|-------------------|-----------|
| <b>CLEARING &amp; DEMOLITION</b>    |                  |           |            |                 | <b>85,947.14</b>  |           |
| CLEARING                            | 1.17             | AC        | 8,402.24   | 9,830.62        |                   |           |
| DEMO EX ASPHALT D/W                 | 149              | SY        | 3.25       | 484.25          |                   |           |
| DEMO EX BUILDINGS                   | 3937             | SF        | 4.39       | 17,283.43       |                   | Allowance |
| SAW CUT EX ASPHALT                  | 2655             | LF        | 6.16       | 16,354.80       |                   |           |
| DEMO EX C&G                         | 420              | LF        | 13.42      | 5,634.92        |                   |           |
| DEMO FIRE HYDRANT                   | 1                | EA        | 1,016.40   | 1,016.40        |                   |           |
| DEMO EX STORM STRS                  | 2                | EA        | 745.36     | 1,490.72        |                   |           |
| RELOCATE EX UTILITY POLE            | 1                | EA        | 33,600.00  | 33,600.00       |                   |           |
| DEMO EX FENCE                       | 150              | LF        | 1.68       | 252.00          |                   |           |
| <b>EARTHWORK AND GRADING</b>        |                  |           |            |                 | <b>693,959.26</b> |           |
| STRIP TOPSOIL TO STOCK FOR RESP     | 6,769            | CY        | 3.50       | 23,691.50       |                   |           |
| STRIP TOPSOIL TO NON-STR'L FILL     | 8,789            | CY        | 3.50       | 30,761.50       |                   |           |
| CUT TO STR'L FILL                   | 25,292           | CY        | 3.50       | 88,522.00       |                   |           |
| CUT TO NON-STR'L FILL               | 32,150           | CY        | 3.50       | 112,525.00      |                   |           |
| CUT TO EXPORT SUITABLE FILL         | 17,060           | CY        | 20.16      | 343,929.60      |                   |           |

| <b>SAMPLE JOB - COMMERCIAL</b>          | <b>TAKEOFF</b>  | <b>UNIT</b> | <b>EXTENSION</b> | <b>TOTAL</b>      | <b>NOTES</b>                         |
|---|-----------------|-------------|------------------|-------------------|--------------------------------------|
| <b>DESCRIPTION</b>                      | <b>QUANTITY</b> | <b>TYPE</b> | <b>PRICE</b>     | <b>PRICE</b>      | <b>COST</b>                          |
| ROUGH GRADE STREETS                     | 26,526          | SY          | 0.86             | 22,875.73         |                                      |
| ROUGH GRADE GREEN AREAS                 | 60,919          | SY          | 0.62             | 37,526.24         |                                      |
| ROUGH GRADE BUILDING PADS               | 5,904           | SY          | 0.62             | 3,637.14          |                                      |
| ROUGH GRADE MEDIANS                     | 476             | SY          | 3.70             | 1,758.06          |                                      |
| FINE GRADE R/W                          | 1,460           | SY          | 1.23             | 1,798.72          |                                      |
| FRONTAGE IMPROVEMENT ALLOWAN            | 1,336           | CY          | 20.16            | 26,933.76         |                                      |
| <b>SEDIMENT CONTROL</b>                 |                 |             |                  | <b>49,134.41</b>  |                                      |
| SURGE STONE CONSTRUCTION ENTR           | 1               | EA          | 2,236.08         | 2,236.08          |                                      |
| WASH RACK                               | 1               | EA          | 1,788.86         | 1,788.86          |                                      |
| DIVERSION DIKE                          | 387             | LF          | 2.53             | 980.74            |                                      |
| STRAW BALE BARRIER                      | 197             | LF          | 4.84             | 954.43            |                                      |
| TEMP DIVERSION SWALE                    | 866             | LF          | 2.53             | 2,194.64          |                                      |
| SAFETY FENCE                            | 574             | LF          | 2.83             | 1,625.78          |                                      |
| SILT FENCE                              | 4,337           | LF          | 2.83             | 12,283.98         |                                      |
| STRUCTURE PROTECTION                    | 21              | EA          | 203.28           | 4,268.88          |                                      |
| TEMP. SEED & MULCH                      | 67,299          | SY          | 0.34             | 22,801.01         | All disturbed areas except pavement. |
| <b>SILT CONTROL MAINT &amp; REMOVAL</b> |                 |             |                  | <b>12,283.60</b>  |                                      |
| <b>ALLOWANCE</b>                        | <b>25%</b>      | <b>LS</b>   | <b>49,134</b>    | <b>12,283.60</b>  |                                      |
| <b>SANITARY SEWER</b>                   |                 |             |                  | <b>125,691.62</b> |                                      |
| <b>PVC:</b>                             |                 |             |                  |                   |                                      |
| 8" PVC SANITARY MAIN 0-6'               | 280             | LF          | 30.25            | 8,471.17          |                                      |
| 8" PVC SANITARY MAIN 6-8'               | 946             | LF          | 31.45            | 29,747.91         |                                      |
| 8" PVC SANITARY MAIN 8-10'              | 519             | LF          | 33.50            | 17,388.26         |                                      |
| <b>MANHOLES:</b>                        |                 |             |                  |                   |                                      |
| 48" MANHOLE BASES/CASTING               | 7               | EA          | 1,324.40         | 9,270.80          |                                      |
| 48" MANHOLE RISERS                      | 45.69           | VF          | 308.00           | 14,072.52         |                                      |
| CORE EX MH & CONNECT                    | 1               | EA          | 3,726.80         | 3,726.80          |                                      |
| OIL/GRIT SEPERATOR                      | 1               | EA          | 6,776.00         | 6,776.00          | Allowance                            |
| SANITARY STUB                           | 2               | EA          | 560.00           | 1,120.00          |                                      |
| <b>LATERALS:</b>                        |                 |             |                  |                   |                                      |
| 4" PVC SANITARY LATERALS                | 567             | LF          | 34.87            | 19,768.80         |                                      |
| 4" LATERAL CONNECTIONS                  | 9               | EA          | 271.04           | 2,439.36          |                                      |
| 4" LATERAL PLUG & MARKER                | 9               | EA          | 41.74            | 375.66            |                                      |
| 4" CLEANOUTS                            | 11              | EA          | 260.88           | 2,869.64          |                                      |
| 4" PVC BEND                             | 8               | EA          | 27.10            | 216.83            |                                      |
| 8"X4" PVC WYE                           | 1               | EA          | 40.66            | 40.66             |                                      |
| 8"X4" PVC CROSS                         | 1               | EA          | 150.00           | 150.00            |                                      |
| <b>MISCELLANEOUS:</b>                   |                 |             |                  |                   |                                      |
| TEST PIT                                | 1               | EA          | 670.82           | 670.82            |                                      |
| UTILITY CROSSING                        | 1               | EA          | 5,600.00         | 5,600.00          |                                      |
| OPEN CUT AND PATCH PAVEMENT             | 11              | SY          | 88.09            | 968.97            |                                      |
| STONE BACKFILL IN PAVED AREAS           | 14              | CY          | 36.96            | 517.44            |                                      |
| TRAFFIC CONTROL ALLOWANCE               | 1               | AL          | 1,500.00         | 1,500.00          |                                      |
| <b>WATER SYSTEM</b>                     |                 |             |                  | <b>136,724.32</b> |                                      |
| <b>DIP:</b>                             |                 |             |                  |                   |                                      |

| <b>SAMPLE JOB - COMMERCIAL</b>   | <b>TAKEOFF</b>  | <b>UNIT</b> | <b>EXTENSION</b> | <b>TOTAL</b> |                   |                  |
|----------------------------------|-----------------|-------------|------------------|--------------|-------------------|------------------|
| <b>DESCRIPTION</b>               | <b>QUANTITY</b> | <b>TYPE</b> | <b>PRICE</b>     | <b>PRICE</b> | <b>COST</b>       | <b>NOTES</b>     |
| 6" DIP                           | 119             | LF          | 36.96            | 4,398.24     |                   |                  |
| 8" DIP                           | 1,490           | LF          | 38.19            | 56,906.08    |                   |                  |
| WATER LINE TESTING               | 1,609           | LF          | 1.68             | 2,698.06     |                   |                  |
| CORROSION PROTECTION             | 1,609           | LF          | 15.31            | 24,639.84    |                   |                  |
| STONE BACKFILL IN PAVED AREAS    | 7               | CY          | 36.96            | 258.72       |                   |                  |
| <b>FITTINGS &amp; VALVES:</b>    |                 |             |                  |              |                   |                  |
| 6" GATE VALVE                    | 4               | EA          | 989.35           | 3,957.38     |                   |                  |
| 8" GATE VALVE                    | 2               | EA          | 1,343.16         | 2,686.32     |                   |                  |
| 8X6 TEE                          | 4               | EA          | 444.37           | 1,777.50     |                   |                  |
| 8" BEND                          | 4               | EA          | 551.89           | 2,207.55     |                   |                  |
| 8X8 WET TAP                      | 1               | EA          | 4,999.45         | 4,999.45     |                   |                  |
| 12X8 WET TAP                     | 1               | EA          | 7,612.80         | 7,612.80     |                   |                  |
| FIRE HYDRANT                     | 3               | EA          | 2,986.18         | 8,958.55     |                   |                  |
| DOMESTIC SERVICES                | 12              | EA          | 972.58           | 11,670.92    |                   |                  |
| <b>MISCELLANEOUS:</b>            |                 |             |                  |              |                   |                  |
| TEST PIT                         | 3               | EA          | 670.82           | 2,012.47     |                   |                  |
| OPEN CUT AND PATCH PAVEMENT      | 5               | SY          | 88.09            | 440.44       |                   |                  |
| TRAFFIC CONTROL ALLOWANCE        | 1               | AL          | 1,500.00         | 1,500.00     |                   |                  |
| <b>STORM SEWER</b>               |                 |             |                  |              | <b>330,463.52</b> |                  |
| <b>PVC:</b>                      |                 |             |                  |              |                   |                  |
| 10" PVC                          | 62              | LF          | 22.36            | 1,386.37     |                   | Roof drains      |
| <b>RCP CLASSES II &amp; III:</b> |                 |             |                  |              |                   |                  |
| 10" RCP CL II & III              | 228             | LF          | 26.87            | 6,126.36     |                   |                  |
| 12" RCP CL II & III              | 200             | LF          | 32.24            | 6,448.85     |                   | Driveway culvert |
| 12" RCP CL II & III              | 108             | LF          | 32.24            | 3,482.38     |                   |                  |
| 15" RCP CL II & III              | 1,001           | LF          | 34.38            | 34,418.38    |                   |                  |
| 18" RCP CL II & III              | 909             | LF          | 39.60            | 35,992.73    |                   |                  |
| 24" RCP CL II & III              | 717             | LF          | 50.40            | 36,136.80    |                   |                  |
| 30" RCP CL III                   | 393             | LF          | 67.87            | 26,674.56    |                   |                  |
| 36" RCP CL III                   | 27              | LF          | 82.29            | 2,221.73     |                   |                  |
| 42" RCP CL III                   | 63              | LF          | 98.35            | 6,195.74     |                   |                  |
| <b>PVC CLEANOUTS:</b>            |                 |             |                  |              |                   |                  |
| 10" CLEANOUTS                    | 1               | EA          | 376.07           | 376.07       |                   |                  |
| <b>STRUCTURES:</b>               |                 |             |                  |              |                   |                  |
| 2, CURB INLET                    | 7.35            | VF          |                  | 4,381.84     |                   |                  |
| 4, DROP INLET                    | 7.53            | VF          |                  | 4,093.86     |                   |                  |
| 5, CURB INLET                    | 3.35            | VF          |                  | 3,662.63     |                   |                  |
| 6, DROP INLET                    | 3.12            | VF          |                  | 3,594.89     |                   |                  |
| 7, CURB INLET                    | 2.57            | VF          |                  | 3,432.88     |                   |                  |
| 8, DROP INLET                    | 3.00            | VF          |                  | 3,559.54     |                   |                  |
| 9, DROP INLET                    | 4.50            | VF          |                  | 3,201.37     |                   |                  |
| 10, DROP INLET                   | 3.57            | VF          |                  | 3,727.44     |                   |                  |
| 11, DROP INLET                   | 3.00            | VF          |                  | 3,559.54     |                   |                  |
| 13, CURB INLET                   | 7.90            | VF          |                  | 6,321.85     |                   |                  |
| 14, DROP INLET                   | 11.00           | VF          |                  | 5,456.96     |                   |                  |
| 15, DROP INLET                   | 4.60            | VF          |                  | 3,230.82     |                   |                  |
| 16, CURB INLET                   | 3.50            | VF          |                  | 3,706.82     |                   |                  |
| 17, DROP INLET                   | 3.00            | VF          |                  | 3,559.54     |                   |                  |

| <b>SAMPLE JOB - COMMERCIAL</b>           | <b>TAKEOFF</b>  | <b>UNIT</b> | <b>EXTENSION</b> | <b>TOTAL</b>      |             |                               |
|--|-----------------|-------------|------------------|-------------------|-------------|-------------------------------|
| <b>DESCRIPTION</b>                       | <b>QUANTITY</b> | <b>TYPE</b> | <b>PRICE</b>     | <b>PRICE</b>      | <b>COST</b> | <b>NOTES</b>                  |
| 18, CURB INLET                           | 8.42            | VF          |                  | 4,356.02          |             |                               |
| 19, CURB INLET                           | 7.88            | VF          |                  | 4,196.96          |             |                               |
| 20, CURB INLET                           | 5.89            | VF          |                  | 3,610.80          |             |                               |
| 21, CURB INLET                           | 2.42            | VF          |                  | 3,388.70          |             |                               |
| 22, CURB INLET                           | 3.00            | VF          |                  | 3,559.54          |             |                               |
| 24, CURB INLET                           | 4.00            | VF          |                  | 3,054.09          |             |                               |
| 27, CURB INLET                           | 7.09            | VF          |                  | 3,559.54          |             |                               |
| 29, CURB INLET                           | 3.50            | VF          |                  | 3,447.61          |             |                               |
| 25A, DI-3B L=8'                          | 3.00            | VF          |                  | 4,591.26          |             |                               |
| 26A, DI-3B L=8'                          | 3.00            | VF          |                  | 4,333.82          |             |                               |
| 28, DI-3B L=4'                           | 2.62            | VF          |                  | 4,186.54          |             |                               |
| 3, MH                                    | 10.15           | VF          |                  | 3,867.59          |             |                               |
| 25, RISER-42"                            | 9.05            | VF          |                  | 9,111.05          |             |                               |
| 35, RISER                                | 2.25            | VF          |                  | 5,628.65          |             |                               |
| 37, JUNCTION BOX                         | 5.00            | VF          |                  | 4,339.40          |             |                               |
| 34, JUNCTION BOX                         | 4.50            | VF          |                  | 4,219.90          |             |                               |
| <b>END SECTIONS:</b>                     |                 |             |                  |                   |             |                               |
| 33, ES-1 30"                             | 1               | EA          | 980.23           | 980.23            |             |                               |
| <b>END WALLS:</b>                        |                 |             |                  |                   |             |                               |
| 23, HW-18"                               | 1               | EA          | 769.06           | 769.06            |             |                               |
| 1, HW-30"                                | 1               | EA          | 1,393.82         | 1,393.82          |             |                               |
| 36, HW-30"                               | 1               | EA          | 1,393.82         | 1,393.82          |             |                               |
| 12, HW-36"                               | 1               | EA          | 1,607.00         | 1,607.00          |             |                               |
| 26, HW-42"                               | 1               | EA          | 2,459.69         | 2,459.69          |             |                               |
| <b>DITCHES:</b>                          |                 |             |                  |                   |             |                               |
| 6' ROADSIDE DITCH - SEEDED               | 920             | LF          | 7.45             | 6,857.31          |             | Relocated ditch along Rte 657 |
| REINFORCEMENT MAT                        | 444             | SY          | 4.47             | 1,985.64          |             |                               |
| CLI DRY RIP RAP                          | 30              | SY          | 68.99            | 2,069.76          |             |                               |
| <b>MISCELLANEOUS:</b>                    |                 |             |                  |                   |             |                               |
| FIELD CONNECTION                         | 1               | EA          | 1,355.20         | 1,355.20          |             | Curb inlet on existing pipe   |
| OPEN CUT AND PATCH PAVEMENT              | 9               | SY          | 88.09            | 792.79            |             |                               |
| STONE BACKFILL IN PAVED AREAS            | 12              | CY          | 36.96            | 443.52            |             |                               |
| TRAFFIC CONTROL ALLOWANCE                | 1               | AL          | 2,000.00         | 2,000.00          |             |                               |
| <b>SWM PONDS:</b>                        |                 |             |                  |                   |             |                               |
| 4' CHAIN LINK FENCE                      | 1,200           | LF          | 14.91            | 17,888.64         |             | Allowance per detail 16/C11   |
| STANDARD ACCESS ROAD GATE                | 2               | EA          | 2,032.80         | 4,065.60          |             | Allowance per detail 16/C11   |
| <b>CURB &amp; GUTTER</b>                 |                 |             |                  | <b>171,212.03</b> |             |                               |
| CURB & GUTTER                            | 219             | LF          | 19.10            | 4,182.02          |             | Concrete                      |
| CURB & GUTTER                            | 2,726           | LF          | 19.10            | 52,055.70         |             | Light                         |
| CURB & GUTTER                            | 4,637           | LF          | 19.10            | 88,548.15         |             | Heavy                         |
| CURB & GUTTER                            | 1,362           | LF          | 19.10            | 26,008.75         |             | Frontage Improvements         |
| WHEEL STOPS                              | 8               | EA          | 52.18            | 417.40            |             |                               |
| <b>SIDEWALKS &amp; CONCRETE PAVEMENT</b> |                 |             |                  | <b>67,347.06</b>  |             |                               |
| HANDICAP RAMPS                           | 13              | EA          | 745.36           | 9,689.68          |             |                               |
| 4" CONC. SIDEWALK                        | 427             | SY          | 37.27            | 15,913.44         |             |                               |
| 6" 21-A BASE                             | 1,064           | SY          | 8.78             | 9,345.14          | \$25.46 ton | Concrete pavement             |
| 4" REINFORCED CONC. PAVING               | 1064            | SY          | 30.45            | 32,398.80         |             | Concrete pavement             |

| <b>SAMPLE JOB - COMMERCIAL</b>   | <b>TAKEOFF</b>  | <b>UNIT</b> | <b>EXTENSION</b> | <b>TOTAL</b> |                   |                       |
|----------------------------------|-----------------|-------------|------------------|--------------|-------------------|-----------------------|
| <b>DESCRIPTION</b>               | <b>QUANTITY</b> | <b>TYPE</b> | <b>PRICE</b>     | <b>PRICE</b> | <b>COST</b>       | <b>NOTES</b>          |
| <b>TRAILS</b>                    |                 |             |                  |              | <b>43,468.20</b>  |                       |
| 10' ASPHALT TRAIL                | 1,178           | SY          | 36.90            | 43,468.20    |                   |                       |
| <b>PAVING/STONE BASE</b>         |                 |             |                  |              | <b>398,554.63</b> |                       |
| FINE GRADE                       | 27,255          | SY          | 0.75             | 20,314.79    |                   |                       |
| 4" STONE UNDER CURB              | 219             | LF          | 2.98             | 652.94       |                   | Concrete              |
| 4" STONE UNDER CURB              | 2,726           | LF          | 2.98             | 8,127.41     |                   | Light                 |
| 8" STONE UNDER CURB              | 4,637           | LF          | 4.49             | 20,820.13    |                   | Heavy                 |
| 11" STONE UNDER CURB             | 1,362           | LF          | 6.09             | 8,294.58     |                   | Frontage Improvements |
| 8" 21-A BASE                     | 11,172          | SY          | 11.43            | 127,640.94   | \$24.84 ton       | Light                 |
| 10" 21-B BASE                    | 2,672           | SY          | 14.16            | 37,841.53    | \$24.63 ton       | Frontage Improvements |
| 10" 21-B BASE                    | 12,347          | SY          | 14.16            | 174,862.32   | \$24.63 ton       | Heavy                 |
| <b>PAVING/ASPHALT BASE/PRIME</b> |                 |             |                  |              | <b>210,036.74</b> |                       |
| 1.5" ASPHALT BASE (115#)         | 11,172          | SY          | 5.13             | 57,338.70    | \$59.51 ton       | Light                 |
| 3" ASPHALT BASE (115#)           | 12,347          | SY          | 10.17            | 125,531.42   | \$58.94 ton       | Heavy                 |
| 3" ASPHALT BASE (115#)           | 2,672           | SY          | 10.17            | 27,166.62    | \$58.94 ton       | Frontage Improvements |
| <b>FINAL PAVING</b>              |                 |             |                  |              | <b>231,895.02</b> |                       |
| 1.5" FINAL ASPHALT PAVING        | 11,172          | SY          | 5.33             | 59,523.04    | \$61.77 ton       | Light                 |
| 2" FINAL ASPHALT PAVING          | 12,347          | SY          | 6.84             | 84,492.30    | \$59.51 ton       | Heavy                 |
| 2" FINAL ASPHALT PAVING          | 2,672           | SY          | 6.84             | 18,284.88    | \$59.51 ton       | Frontage Improvements |
| 2" FINAL OVERLAY                 | 3,680           | SY          | 6.84             | 25,182.77    | \$59.51 ton       | Frontage Improvements |
| MILL EXISTING PAVING             | 3,680           | SY          | 6.63             | 24,412.03    |                   | Frontage Improvements |
| TRAFFIC CONTROL ALLOWANCE        | 1               | AL          | 20,000.00        | 20,000.00    |                   |                       |
| <b>PARKING LOT STRIPING</b>      |                 |             |                  |              | <b>2,498.15</b>   |                       |
| PARKING LOT STRIPING             | 11,172          | SY          | 0.22             | 2,498.15     |                   |                       |
| <b>STREET LIGHTS</b>             |                 |             |                  |              | <b>115,828.94</b> |                       |
| LP-1 ALLOWANCE                   | 30              | EA          | 1,937.94         | 58,138.08    |                   |                       |
| LP-2 ALLOWANCE                   | 16              | EA          | 2,012.47         | 32,199.55    |                   |                       |
| LP-3 ALLOWANCE                   | 1               | EA          | 3,130.51         | 3,130.51     |                   |                       |
| LP-4 ALLOWANCE                   | 6               | EA          | 3,726.80         | 22,360.80    |                   |                       |
| <b>SIGNS</b>                     |                 |             |                  |              | <b>4,539.92</b>   |                       |
| HANDICAP SIGNS                   | 8               | EA          | 338.80           | 2,710.40     |                   |                       |
| STREET                           | 3               | EA          | 338.80           | 1,016.40     |                   |                       |
| STOP                             | 3               | EA          | 271.04           | 813.12       |                   |                       |
| <b>LANDSCAPING</b>               |                 |             |                  |              | <b>904,399.07</b> |                       |
| RESPREAD TOPSOIL                 | 6,769           | CY          | 6.10             | 41,280.07    |                   |                       |
| FINE GRADE/SEED/MULCH/FERTILIZE  | 59,467          | SY          | 1.12             | 66,486.36    |                   | All green areas.      |
| FINE GRADE AND SOD               | 1,928           | SY          | 4.74             | 9,144.89     |                   |                       |
| SHRUBS                           | 93              | EA          | 96.90            | 9,011.40     |                   |                       |
| EVERGREEN TREES                  | 48              | EA          | 260.88           | 12,522.05    |                   |                       |
| DECIDIOUS TREES                  | 31              | EA          | 298.14           | 9,242.46     |                   |                       |
| ORNAMENTAL TREES                 | 110             | EA          | 372.68           | 40,994.80    |                   |                       |

| <b>SAMPLE JOB - COMMERCIAL</b>  | <b>TAKEOFF</b>  | <b>UNIT</b> | <b>EXTENSION</b> | <b>TOTAL</b>      | <b>NOTES</b> |
|---------------------------------|-----------------|-------------|------------------|-------------------|--------------|
| <b>DESCRIPTION</b>              | <b>QUANTITY</b> | <b>TYPE</b> | <b>PRICE</b>     | <b>PRICE</b>      | <b>COST</b>  |
| <b>BLASTING/ROCK ALLOWANCE</b>  |                 |             |                  | <b>383,443.68</b> |              |
| MASS ROCK BLAST                 | 20,432          | CY          | 13.55            | 276,894.46        |              |
| BLAST SANITARY MAIN 4' W TRENCH | 1,021           | CY          | 37.27            | 38,050.63         |              |
| BLAST SANITARY LATERALS         | 283             | CY          | 37.27            | 10,546.84         |              |
| BLAST WATERMAIN 4' W TRENCH     | 122             | CY          | 37.27            | 4,546.70          |              |
| BLAST DOMESTIC SERVICES         | 21              | CY          | 37.27            | 782.63            |              |
| BLAST STORM SEWER TRENCH        | 1,412           | CY          | 37.27            | 52,622.42         |              |
| CRUSH ROCK ONSITE               | 20,432          | CY          | 16.26            | 332,273.36        |              |
| <b>END OF ESTIMATE</b>          |                 |             |                  |                   |              |



**SAMPLE JOB - COMMERCIAL**  
**SDS No.: 0123456**

**TOPSOIL TO NON-STR'L FILL:**

|   |                    |
|---|--------------------|
| 6" TOPSOIL STRIP IN DISTURBED AREAS           | 15,558 cy          |
| LESS ESTIMATED NON-STR'L FILL ALLOWED         | (40,939) cy        |
| LESS TOPSOIL REQ'D FOR RESPREAD               | (6,769) cy         |
| <b>SHORTAGE OF TOPSOIL/NON-STR'L MATERIAL</b> | <b>(32,150) cy</b> |

**CUT TO STR'L FILL :**

|                                     |                  |
|-------------------------------------|------------------|
| CUT IN CL+                          | 47,940 cy        |
| CUT IN ROCK (REFUSAL OR 50/5 BLOWS) | 20,432 cy        |
| ROCK SWELL ALLOWANCE (30%)          | 6,130 cy         |
| <b>TOTAL CUT MOVED</b>              | <b>74,502 cy</b> |
| LESS ESTIMATED STR'L FILL REQUIRED  | (25,292) cy      |
| <b>EXCESS STR'L FILL MATERIAL</b>   | <b>49,210 cy</b> |
| BALANCE CHANGE PER 0.1'             | 3,578            |
| RAISE/LOWER FOR BALANCE             | 1.4 vf           |

|                         |                  |
|-------------------------|------------------|
| <b>NET EXCESS</b>       | <b>17,060 cy</b> |
| BALANCE CHANGE PER 0.1' | 3,578            |
| RAISE/LOWER FOR BALANCE | 0.5 vf           |

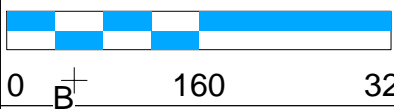
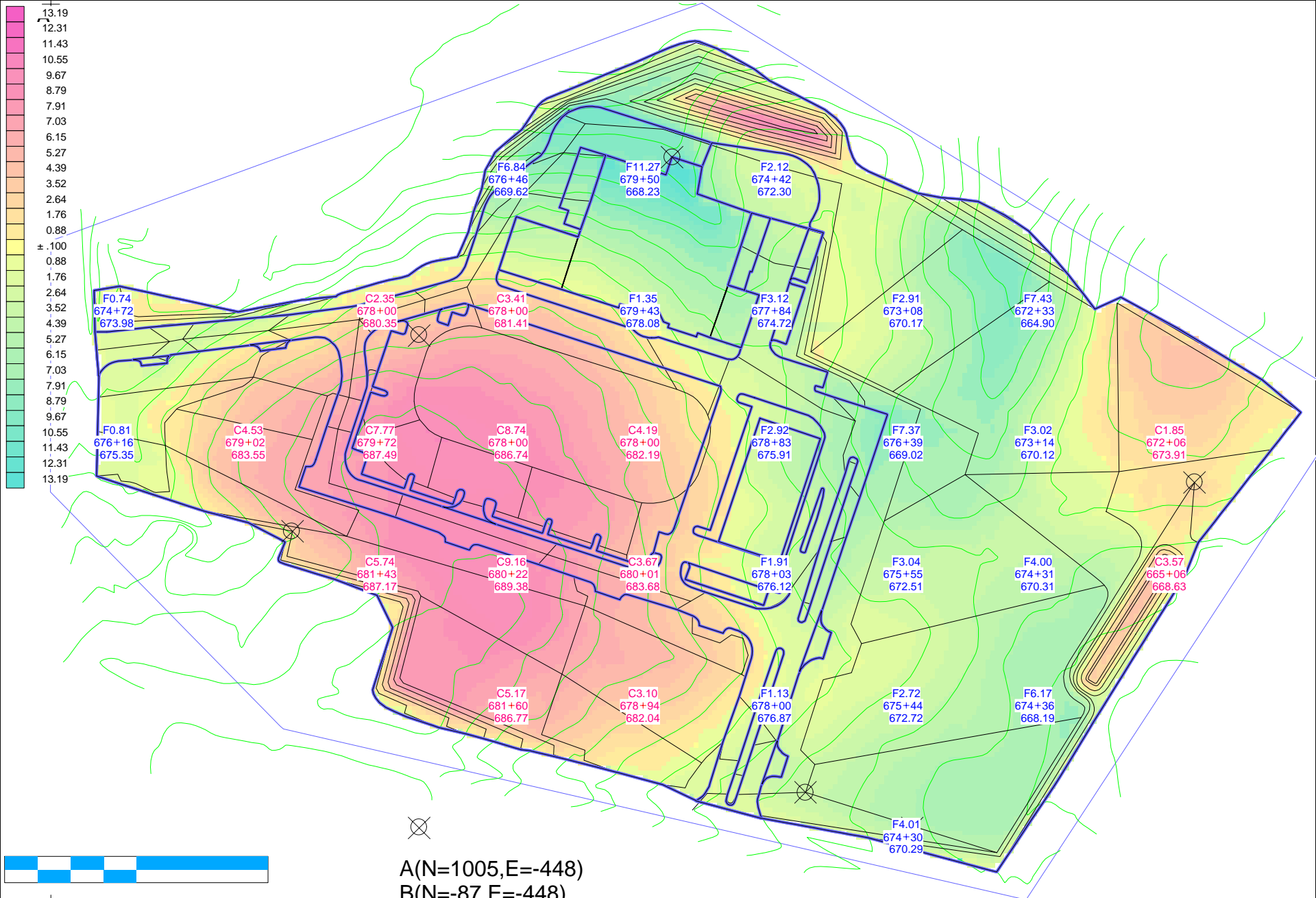
**GRADING AREAS:**

|                             |                |                   |
|-----------------------------|----------------|-------------------|
| BUILDINGS                   | 1.2 AC         | 53,140 sf         |
| CONCRETE PAVEMENT           | 0.2 AC         | 10,589 sf         |
| HEAVY DUTY PAVING           | 2.9 AC         | 125,038 sf        |
| LIGHT DUTY PAVING           | 2.4 AC         | 103,104 sf        |
| LANDSCAPE/GRASS AREAS       | 12.6 AC        | 548,273 sf        |
| <b>TOTAL DISTURBED AREA</b> | <b>19.3 AC</b> | <b>840,144 sf</b> |

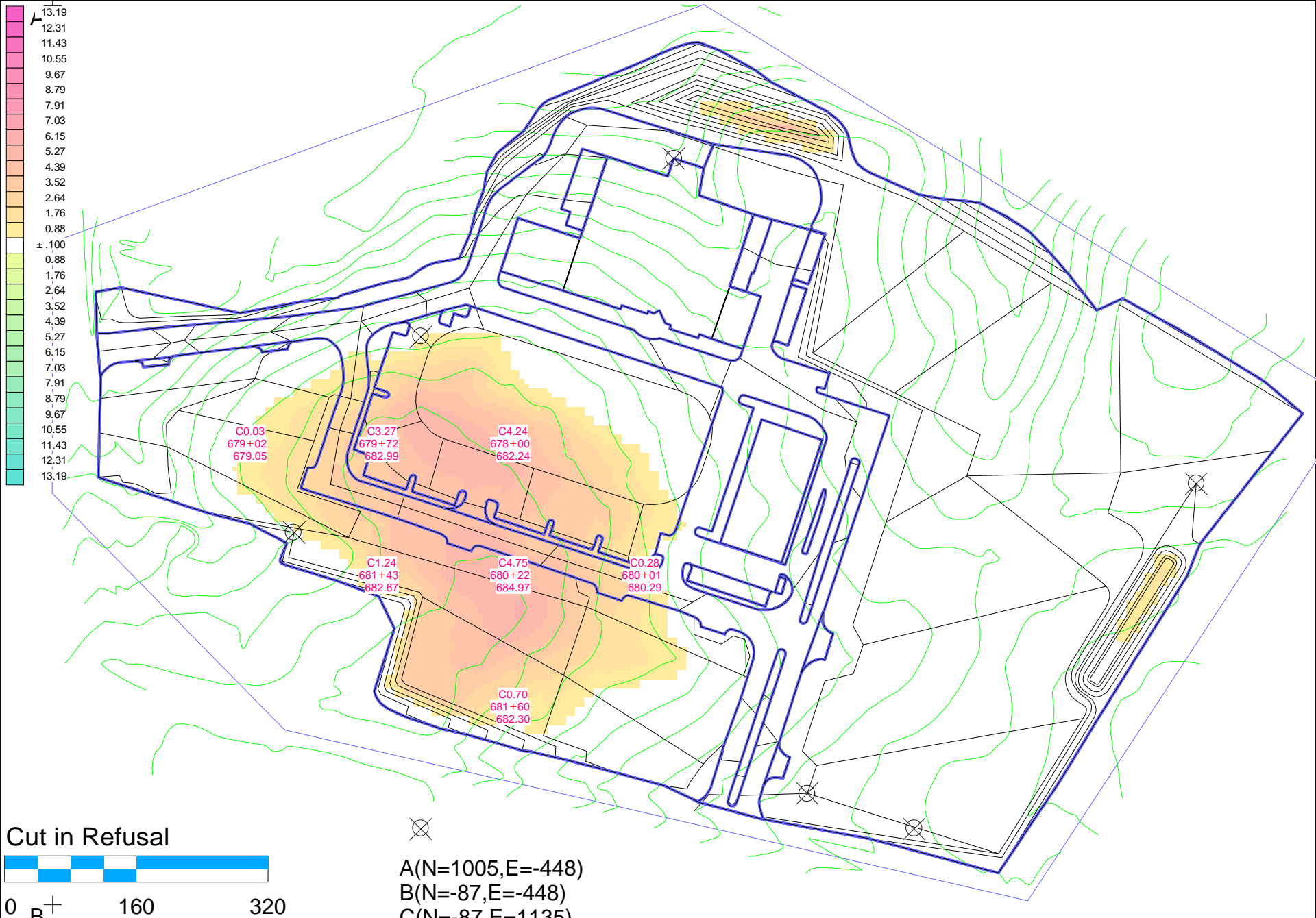
**TOPSOIL RESREADING:**

|                                      |                 |
|--------------------------------------|-----------------|
| 4" TOPSOIL IN LANDSCAPE/GRASS AREAS  | 548,273 sf      |
| VOLUME OF TOPSOIL REQUIRED           | 6,769 cy        |
| <b>TOPSOIL REQUIRED FOR RESPREAD</b> | <b>6,769 cy</b> |

**Please see the "Estimating Notes" page for qualifications and assumptions.**



A(N=1005,E=-448)  
 B(N=-87,E=-448)  
 C(N=-87,E=1135)



Sample Job - Commercial  
5327.ESW  
Units = Ft-CY  
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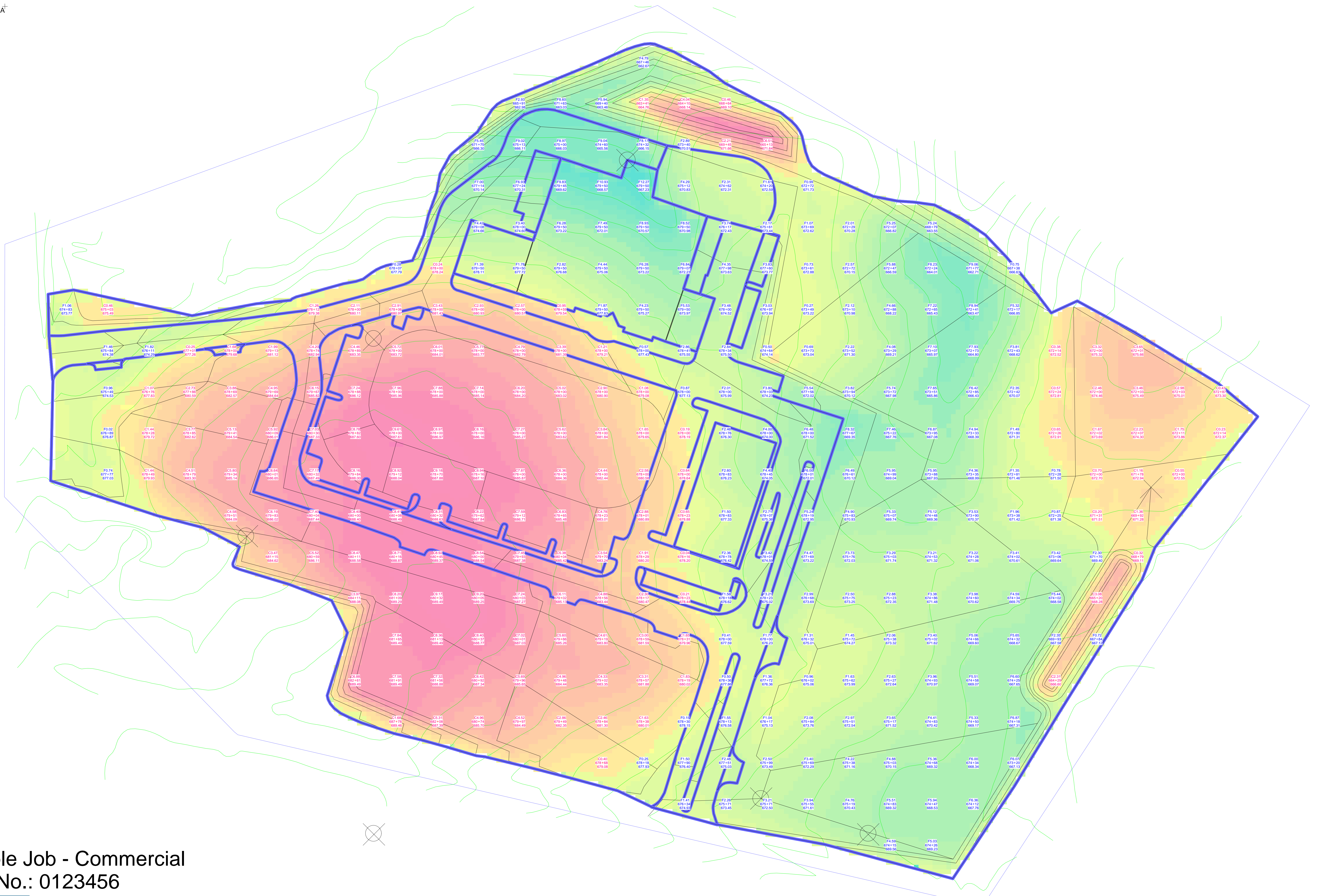
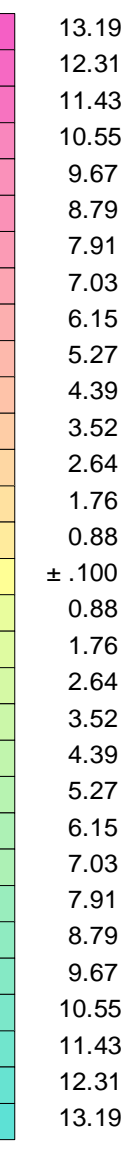
| Volume<br>CL+ | Area    |         |         | Volume |        | Comp Ratio |      | Volume |        | Export  | Change    |
|---------------|---------|---------|---------|--------|--------|------------|------|--------|--------|---------|-----------|
|               | Total   | Cut     | Fill    | Cut    | Fill   | Cut        | Fill | Cut    | Fill   | -Import | Per .1 FT |
| SITE          | 840,144 | 395,108 | 445,036 | 47,940 | 57,592 | 1.00       | 1.15 | 47,940 | 66,231 | -18,291 |           |
|               | REFUSAL | 187,213 |         | 20,432 |        | 1.00       |      | 20,432 |        | 20,432  |           |
|               |         | SITE    | Total:  | 68,372 | 57,592 |            |      | 68,372 | 66,231 | 2,141   | 3,578     |

|               |         |         |         |        |        |  |  |        |        |         |       |
|---------------|---------|---------|---------|--------|--------|--|--|--------|--------|---------|-------|
| Regions Total | 840,144 | 395,108 | 445,036 | 47,940 | 57,592 |  |  | 47,940 | 66,231 | -18,291 |       |
|               | REFUSAL | 187,213 |         | 20,432 |        |  |  | 20,432 |        | 20,432  |       |
|               |         | Regions | Total:  | 68,372 | 57,592 |  |  | 68,372 | 66,231 | 2,141   | 3,578 |

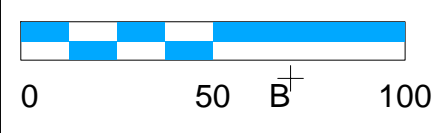
| Strip Qtys | Depth | Length | Area    | Volume |
|------------|-------|--------|---------|--------|
| TOPSOIL    | 0.500 | 4,005  | 840,143 | 15,558 |

| Sect Qtys     | Depth | Length | Area    | Volume |
|---------------|-------|--------|---------|--------|
| BUILDING      | 0.666 | 1,029  | 40,809  | 1,007  |
| BUILDING      | 0.666 | 472    | 12,331  | 304    |
| BUILDING      | Sub:  | 1,501  | 53,140  | 1,311  |
| CONCRETE PAVE | 0.833 | 448    | 10,589  | 327    |
| HEAVY PAVE    | 1.250 | 4,376  | 125,038 | 5,789  |
| LIGHT PAVE    | 0.917 | 1,603  | 91,126  | 3,095  |
| LIGHT PAVE    | 0.917 | 135    | 656     | 22     |
| LIGHT PAVE    | 0.917 | 180    | 944     | 32     |
| LIGHT PAVE    | 0.917 | 248    | 2,003   | 68     |
| LIGHT PAVE    | 0.917 | 56     | 167     | 6      |
| LIGHT PAVE    | 0.917 | 108    | 328     | 11     |
| LIGHT PAVE    | 0.917 | 98     | 293     | 10     |
| LIGHT PAVE    | 0.917 | 255    | 2,918   | 99     |
| LIGHT PAVE    | 0.917 | 232    | 2,077   | 71     |
| LIGHT PAVE    | 0.917 | 171    | 1,225   | 42     |
| LIGHT PAVE    | 0.917 | 187    | 1,367   | 46     |
| LIGHT         | Sub:  | 3,273  | 103,104 | 3,502  |
| RESPREAD      | 0.333 | 4,005  | 529,771 | 6,534  |
| RESPREAD      | 0.333 | 390    | 1,471   | 18     |
| RESPREAD      | 0.333 | 435    | 2,121   | 26     |
| RESPREAD      | 0.333 | 170    | 493     | 6      |
| RESPREAD      | 0.333 | 588    | 2,205   | 27     |
| RESPREAD      | 0.333 | 825    | 4,108   | 51     |
| RESPREAD      | 0.333 | 109    | 500     | 6      |
| RESPREAD      | 0.333 | 614    | 5,440   | 67     |
| RESPREAD      | 0.333 | 413    | 2,161   | 27     |
| RESPREAD      | Sub:  | 7,549  | 548,270 | 6,762  |
|               | Total | 17,147 | 840,141 | 17,691 |



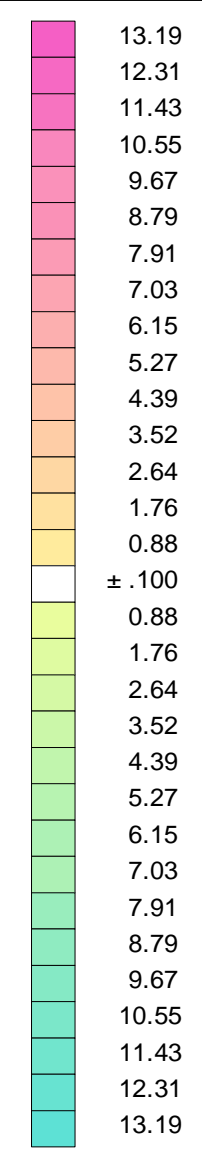
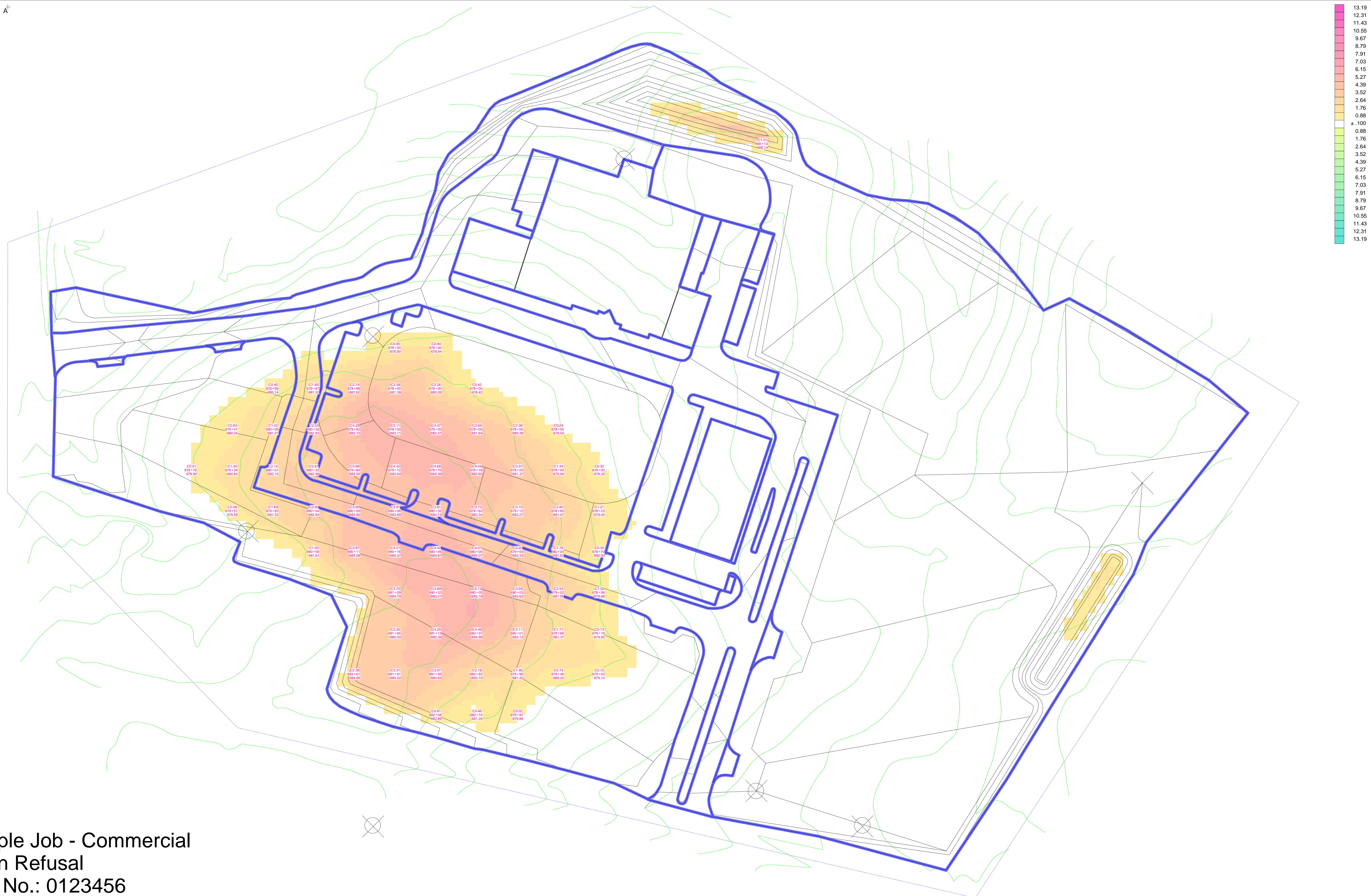


Sample Job - Commercial  
 SDS No.: 0123456

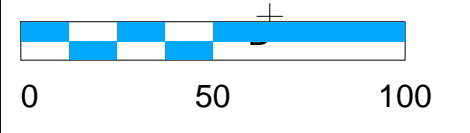


A(N=1005,E=448)  
 B(N=87,E=448)  
 C(N=87,E=1135)





Sample Job - Commercial  
Cut in Refusal  
SDS No.: 0123456



A(N=1005,E=-448)  
B(N=-87,E=-448)  
C(N=-87,E=1135)