

611 Columbia Road Boston, MA

Schematic Design Cost Estimate



Prepared for: Department of Neighborhood Development
Boston, MA

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November 11, 2014

611 Columbia Road, Boston, MA
SD Cost Estimate: Contents

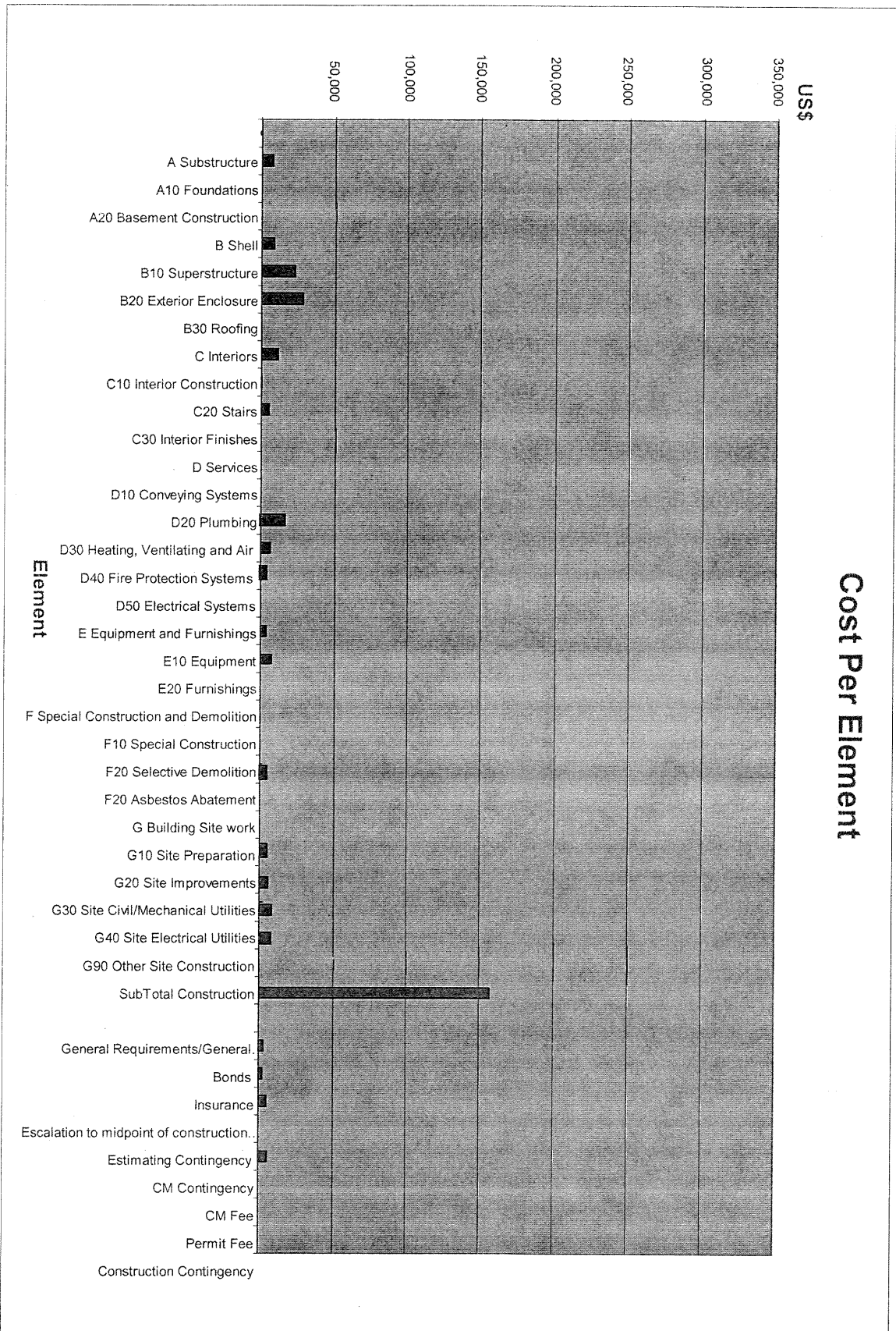
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SUMMARY

Gross Floor Area (sf)=

	Existing Building		
	Elements (\$)	\$/sf	%
A. Substructure	4,684	1.95	3.50%
A10 Foundations	4,684	1.95	3.35%
A20 Basement Construction	0	0.00	0.00%
B. Shell	44,626	18.60	32.06%
B10 Superstructure	4,188	1.75	3.00%
B20 Exterior Enclosure	19,161	7.98	13.69%
B30 Roofing	21,277	8.87	15.22%
C. Interiors	17,254	7.81	12.48%
C10 Interior Construction	7,832	3.26	5.60%
C20 Stairs	514	0.21	0.36%
C30 Interior Finishes	8,908	3.71	6.37%
D. Services	31,323	13.06	22.56%
D10 Conveying Systems	0	0.00	0.00%
D20 Plumbing	12,466	5.19	8.91%
D30 Heating, Ventilating and Air Conditioning (HVAC)	11,751	4.90	8.41%
D40 Fire Protection Systems	1,044	0.44	0.75%
D50 Electrical Systems	6,062	2.53	4.34%
E. Equipment and Furnishings	6,376	2.73	4.83%
E10 Equipment	1,486	0.70	1.20%
E20 Furnishings	4,890	2.03	3.48%
F. Special Construction and Demolition	3,000	1.25	2.30%
F10 Special Construction	0	0.00	0.00%
F20 Selective Demolition	3,000	1.25	2.15%
G. Building Sitework	30,893	12.88	22.25%
G10 Site Preparation	2,000	0.83	1.42%
G20 Site Improvements	4,481	2.57	4.41%
G30 Site Civil/Mechanical Utilities	11,585	4.83	8.29%
G40 Site Electrical Utilities	11,161	4.65	7.98%
G90 Other Site Construction	0	0.00	0.00%
Sub Total Construction	136,480	58.28	100.00%
General Requirements/General Conditions			
Permit Fee			26,190
Construction Contingency			Excluded By Owner
Total Construction Cost			26,190



Cost Per Element

US\$

350,000
 300,000
 250,000
 200,000
 150,000
 100,000
 50,000

Element

Notes

1. Brief project description:-
 - Renovation of extg building w/ associated site work/utilities.
2. The estimate is based on the following:-
 - Prevailing wage.
 - CM type project.
 - Receipt of 3# bona fide bids for each sub-contract.
 - Single contract.
 - Bid date-3Q 2014.
 - Construction period 30 months.
3. The gross floor areas are based on the following:-
 - Measurement is taken to the outside face of the exterior wall, measured through all stairwells, Corridors and ducts.
 - GFA provided by William Besarick architect.
4. Story heights:-
 - Two Story.
5. General Requirements/General Conditions is calculated later in this document.
6. Special Conditions for this project are included with General Requirements/General Conditions.
7. Escalation to midpoint of construction 3Q2014 is compounded per annum at the following:-
 - All years at 3%
 - Note: Escalation is taken on the Sub Total Construction cost only.
8. Estimating Contingency is an allowance for future design modifications/additions, which alter the cost of the building as the design progresses, this percentage reduces as the design develops. It is based on a percentage of the sum of Sub-Total Construction, General Requirements/ Special Conditions and Escalation. For this level of estimate the following has been included:-
 - 7.50%
9. Construction Contingency is an allowance for scope/design modifications made by the owner during construction and also for any unforeseen circumstances. It is based on a percentage of the sum of Sub-Total Construction, General Requirements/Special Conditions, Escalation And Design Contingency. The following has been included:-
 - By Owner

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Notes (Cont'd)

10. This estimate has been prepared from the following design information:-
 - Drawing set dated 1/25/1912.
 - Specification document dated 11/11/2014.
 - Internet Research and meeting with contractors.

11. The estimate includes the following:-
 - See estimate.
 - Third - party building Commissioning.
 - Telephone/data wiring.

12. The estimate excludes the following:-
 - Utility company back charges.
 - Sales tax.
 - Building permit fees.
 - Audio Visual Equipment.
 - Design consultant's fees.
 - Loose furniture, fittings and equipment.
 - Fixed furniture, fittings and equipment (except as detailed in the estimate).

13. Allowances:-
 - See Estimate.

14. Assumptions:-
 - None.

15. Estimates by other firms:-
 - See Estimate.

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SD Cost Estimate: Notes

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Notes (Cont'd)

16. Common abbreviations included in this estimate:-

- cd = construction documents.
- cf = cubic foot.
- cte = connect to existing.
- cy = cubic yard.
- dd = design development.
- ea = each.
- eo = extra over
- extg = existing
- flr = floor.
- gfa = gross floor area
- lb = pound.
- lf = linear foot.
- ls = lump sum.
- ly = linear yard.
- Mg = make good.
- opg = opening.
- rsr = riser.
- sd = schematic design.
- sf = square foot.
- sy = square yard.
- tn = ton.

17. Builders work in connection (BWIC) with conveying, mechanical and electrical systems includes the following:-

- Drilling and coring.
- Chasing.
- Cutting and patching.

Description	Qty	Unit	Rate	Amount	Total
<u>Summary</u>					
<u>A Substructure</u>					
A10 Foundations				4,684	
A20 Basement Construction				0	
<u>B Shell</u>					
B10 Superstructure				4,188	
B20 Exterior Enclosure				19,161	
B30 Roofing				21,277	
<u>C Interiors</u>					
C10 Interior Construction				7,832	
C20 Stairs				514	
C30 Interior Finishes				8,908	
<u>D Services</u>					
D10 Conveying Systems				0	
D20 Plumbing				12,466	
D30 Heating, Ventilating and Air Conditioning (HVAC)				11,751	
D40 Fire Protection Systems				1,044	
D50 Electrical Systems				6,062	
<u>E Equipment and Furnishings</u>					
E10 Equipment				1,486	
E20 Furnishings				4,890	
<u>F Special Construction and Demolition</u>					
F10 Special Construction				0	
F20 Selective Demolition				3,000	
<u>G Building Site work</u>					
G10 Site Preparation				2,000	
G20 Site Improvements				4,481	
G30 Site Civil/Mechanical Utilities				11,585	
G40 Site Electrical Utilities				11,161	
G90 Other Site Construction				0	
General Requirements				26,190	
Sub-Total Building				162,109	

A10 Foundations

Excavation

Excavate & stockpile material on site					
for:- Foundation Footing: -					
Typical perimeter frost wall continuous footing - 2' 0" x 12" deep					Not Required
Interior grade beam - 2' 0" x 2' 0" deep					Not Required
Loading dock wall footing - 2' 0" x 12" deep					Not Required
Column Footing: -					
Column Footing - 4'-0" x 4'-0" x 15" Deep					Not Required
Column Footing - 5'-0" x 5'-0" x 18" Deep					Not Required
Column Footing - 6'-0" x 6'-0" x 20" Deep					Not Required
Column Footing - 8'-0" x 8'-0" x 30" Deep					Not Required
Perimeter Frost Wall - 14" thick					Not Required
EO for rock, allow 5% of excavated material					Not Required
Water removal during excavation work					Not Required
Temporary support (allow)					Not Required
Filling around foundations with excavated material - allow					Not Required
Stored excavated material on site for re-use					Not Required
Remove unsuitable material off site					Excluded from Estimate
Imported structural fill					Excluded from Estimate
Perimeter drainage system					Not Required

Cast-in-Place Concrete

Foundation Footing: -					
Bearing Footing - 24" x 12"					Not Required
Foundation Wall: -					
Perimeter Frost Wall - 14" thick					Not Required
Underpinning at demolished wall					Not Required

Formwork

Foundation Footing: -					
Typical perimeter frost wall continuous footing - 2' 0" x 12" deep					Not Required
Foundation Wall: -					

Description	Qty	Unit	Rate	Amount	Total
Typical 14" thick perimeter frost wall			Not Required		
Concrete Reinforcement (Re-bar)					
Foundation Footing: - Typical perimeter frost wall continuous footing - 2' 0" x 12" deep			Not Required		
Foundation Wall: - Typical 14" thick perimeter frost wall			Not Required		
Other Items					
Water proofing to Retaining walls			Not Required		
Water proofing to Elevator pit walls			Not Required		
Damp proofing to exterior face for foundation wall			Not Required		
Rigid insulation to face of foundation/retaining wall			Not Required		
<u>A1030 Slab-on-Grade</u>					
<u>A1030 Slab-on-Grade</u> Slab penetration included w/Demolition					
Excavation					
Excavate & stockpile material on site for:-					
Building excavation			Not Required		
Buried Duct work			Not Required		
EO for rock, allow 5% of excavated material			Not Required		
Water removal during excavation work			Not Required		
Temporary support (allow)			Not Required		
Stored excavated material on site for re-use			Not Required		
Remove unsuitable material off site			Excluded from Estimate		
Imported structural fill			Excluded from Estimate		
Compacted sand/gravel below sog			Not Required		
Under slab drainage system (basement level only)			Not Required		
Cast-in-Place Concrete					
5" concrete slab-on-grade			Not Required		
Sawcut control joint (1.25" deep)			Not Required		
Finish concrete slab			Not Required		
Formwork					
5" concrete slab-on-grade			Not Required		
Concrete Reinforcement (WWF - Welded Wire Fabric)					
5" concrete slab-on-grade			Not Required		
Other Items					
Vapor barrier under sog	1,117	sf	0.40	447	
Rigid insulation under sog			Not Required		
Waterproofing to Retaining walls			Not Required		
Damp proofing to exterior face for foundation wall	712	sf	3.47	2,471	
Rigid insulation to face of foundation/retaining wall	712	sf	2.48	1,766	57,143
<u>A10 Foundations</u>			Total	4,684	4,684
<u>A20 Basement Construction</u> No Work in this Element					
<u>A20 Basement Construction</u>			Total	0	0
<u>B10 Superstructure</u>					
B1010 Superstructure					
3/4" plywood sheathing to extg roof 3" deep, 20 gage steel roof decking screwed through the plywood to the existing L8x6x1/2x 12" long, at 4',0" o.c. max at perimeter walls	1,478	sf	Included w/Roofing Not Required Not Required		
Lintel to door opening	8	lf	34.65	277.20	
Lintel to windows at roof area wall repairs: -	12	lf	34.65	415.80	

Description	Qty	Unit	Rate	Amount	Total
B1020 Roof Superstructure					
Wood Beams 12'x 2" x 6"	10	ea	7.42	\$74.20	
Wood Beams 12'x2" x 8"	5	ea	9.95	\$49.75	
Wood Beams 16'x2" x 10"	15	ea	18.70	\$280.50	
Wood Beams 12'x3" x 6"	30	ea	7.42	\$222.60	
Wood Beams 10'x3" x 8"	15	ea	8.29	\$124.35	
Wood Beams 12'x3" x 10"	25	ea	14.07	\$351.75	
Wood Beams 16'x2" x 9'-20" O.C.	30	ea	18.70	\$561.00	
Wood Beams 16'x3" x 9"	5	ea	18.70	\$93.50	
Wood Beams 16'x4" x 10"	15	ea	18.70	\$280.50	
Ply Wood 4' x 8' x 5/8"	35	ea	24.47	\$856.45	

B1030 Structural Fireproofing

Allow for:-

Fire protection (Type 2B Construction - Noncombustible, Unprotected)
 Intumescent paint to exposed steel, allow
 Fire stopping (gfa)

			Not Required		
			Not Required		
2,400	sf	0.25	600	600	

B10 Superstructure

Total			4,187.60	4,188	
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B20 Exterior Enclosure

B2010 Exterior Wall

Exterior wall backup system:-

Stucco Cement (ronblank.com/courses/ngco9e)

1,600	sf	4.75	7,600	
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Sheet applied air barrier system

1,600	sf	.50	800	
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5/8" gypsum sheathing

1,600	sf	.35	560	
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6" Metal Stud Framing

Not Required

5/8" Interior painted GWB

1,600	sf		See C10	
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Exterior wall finish (back-up system included above):-

Brick Veneer Masonry Wall (Existing back wall to remain)

1,800	sf	30.69	Alternate#1	
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Brick Veneer Masonry Wall - infill area

144	sf	3.36	484	
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Fixed exterior wall louver

132	sf	.44	300	
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Infill where louver removed

Not Required

Work to existing Brick to remain: -

Repair/replace existing brick, allow 10% or brick area

243	sf	.62	151	
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Repoint extg brick, allow 10% of brick area

243	sf	.45	110	
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Clean existing brick, remaining brick area

2,043	sf	.32	654	
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Staging for restoration work

204	sf	2.97	606	
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Allow for:-

-brick detailing, allow 5% of brick cost

1	ls	479.85	480	
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B2020 Exterior Window

Exterior window system complete w/glazing:-

Glazed Aluminum Curtain wall w/inserted operable window units

250	sf	18.00	4,500	
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B2030 Exterior Doors

Exterior Frames:

SL door #B114E, (3' 4" x 7' 0" h), in extg opening

1	ea	1,005.00	GlassStoreFrontDoors.com	
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DL door #B115B, (6' 2" x 7' 0" h), in extg opening

1	ea	700.00	DoorMartUSA.com	
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DL door #B143A, (6' 4" x 7' 4" h), extg opening

1	ea	700.00	DoorMartUSA.com	
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Allow for: -

Base flashing w/cavity drainage

12	lf	6.93	83	
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Band course flashing at band course w/cavity drainage

12	lf	4.95	60	
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Window/door jamb flashing

50	lf	3.47	174	
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Window & door frames (sealant)

50	lf	2.23	112	
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Blocking

30	lf	2.72	82	
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B20 Exterior Enclosure

Total			19,161	19,161	
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Description	Qty	Unit	Rate	Amount	Total
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B30 Roofing

B3000 Roof Coverings

Roof Coverings (Main Roof):-

S Tiles 13.25" x 9.75" x .5"	1150	ea	7.00	\$4,750.00	
C-C hip & ridge 13.25" x 9.75" x .5"	110	ea	7.00	\$770.00	
Gable Rakes Lft 13.25" x 9.75" x .5"	117	ea	8.25	\$965.25	
Gable Rakes Rgt 13.25" x 9.75" x .5"	117	ea	8.25	\$965.25	
End Band 13.25" x 9.75" x .5"	10	ea	4.65	\$40.65	
Eave Closure	160	ea	4.65	\$744.00	
Beveled Eave 13.25" x 9.75" x .5"	160	ea	UNKN	\$0.00	
Top Fixture	10	ea	4.65	\$40.65	
C-C 3 Terminal	5	ea	200.00	\$1,000.00	
C-C Ridge End 13.25" x 9.75" x .5"	8	ea	7.00	\$63.00	
6 milpoly vapor barrier	1,478	sf	0.59	873	
Dens deck sheathing	1,478	sf	1.93	2,853	

Allow for:-

-perimeter detail (hip roof)	154	lf	24.75	3,812	
-connection between hip roof & exterior wall	154	lf	17.82	2,745	
-mechanical equipment roof curbs			Not Required		
-Flashing to roof	154	lf	7.92	1,220	
-Sealant	154	lf	1.83	282	
-Blocking	320	lf	2.72	871	
Clay tiles & insulation	2,810	sf	0.99	2,782	

B30 Roofing

Total			21,276.80	21,277	
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C10 Interior Construction

Partitions

Interior drywall partitions:-

TypeM06 - Nominal 6x6x16 Concrete Masonry Unit Wall	92	ea	19.80	1,822	
TypeP04A - 2# 4" metal stud, insulation, 5/8" gwb each side	20	ea	12.38	248	
TypeS04B - 1# 4" metal stud, 5/8" gwb each side	50	ea	7.92	396	
TypeS04E - 1# 4" metal stud, 2# 5/8" gwb each side	60	ea	9.90	594	
TypeS06E - 1# 6" metal stud, 2# 5/8" gwb each side	75	ea	10.40	780	
Interior column enclosure	35	ea	7.92	278	

Folding walls, electrical operated at Lecture Hall - assumed 20' high

Not Required

Alternate#3

C1020 Doors

Interior doors complete w/hardware, paint, etc: -

Not Required

Interior doors complete w/frame, hardware, paint, etc: -

SL door & frame, (3' 4" wide)

3	ea	399	1,197	
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Allow for:-

Fire rating, per leaf, allow 25%

Not Required

Sealant at openings

130	lf	1.24	162	
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Blocking at openings

130	lf	2.62	341	
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C1030 Fittings Specialties

Toilet accessories:-

Holding bar, (3' 2" long)	1	ea	78.46	78.46	
Soap dispenser	3	ea	49.50	148.50	
Toilet paper dispenser	2	ea	123.75	247.50	
Single showers	1	ea	544.50	544.50	
Mirrors	2	sf		54.45	

Solid plastic (HDPE) to:-

Toilet partition (HC)

Not Required

Urinal

Not Required

Shower partition

Not Required

Utility & closet shelving to custodian, (allow)

1	ea	346.50	346.50	
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Fire protection specialties

2	ea	297.00	594	
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Emergency key box for fire department

Not Required

OT/PT, and miscellaneous metal supports and framing

Included w/Structural Steel

C10 Interior Construction

Total			7,831.91	7,832	
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C20 Stairs

C2010 Stairs

Recycling/Trash stair - 5' wide, 6# risers

Not Required

Railing to Basement stair

14	lf	6	84	
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Paint stairs & railing (high performance costing)

1	fir	34.50	35	
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Rubber tile & nosing to treads & risers

58	lf	6.80	395	514
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C20 Stairs

Total			514	514	
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Description	Qty	Unit	Rate	Amount	Total
C30 Interior Finishes					
C3010 Interior Wall Finish					
Interior wall finish:-					
Ceramic tile	700	sf	.65	445	
Epoxy to walls			Not Required		
Paint to CMU (Brick Walls)			Not Required		
GWB	2,400	sf	See C10		
C3020 Interior Floor Finish					
Interior floor finish:-					
Concrete	1,200	sf	1.63	1,956	
Epoxy flooring	700	sf	8.91	891	
Paint to concrete			Not Required		
Moisture mitigation Allowance			Not Required		
Surface prep - leveling & patching compounds	1,200	sf	0.64	768	
Interior base finish:-					
Ceramic tile	100	lf		Not Required	
Epoxy base	50	lf		6.44	322
No base to storage				Not Required	
C3030 Interior Ceiling Finish					
Ceiling finish:-					
GWB ceiling (Homewyse.com)	1,200	sf	1.82	2,184	
GWB ceiling and paint	38	ea	1.00	300	
Sloped GWB ceiling and paint	500	sf	1.00	500	
Paint to Bathroom exposed ceiling	20	sf	1.24	25	
Paint to office room exposed structure	100	sf	1.24	124	
Paint to Corridor exposed structure	200	sf	1.24	248	
Vertical Soffit to Classroom area and paint	150	sf	1.88	282	
Flush transition ACT to GWB and paint	50	sf	4.95	98	
2 layers Type X GWB at extg beams and paint	250	sf	1.00	250	
Paint for GWB ceiling in basement rooms	620	sf	.24	149	
Paint to Exposed/pipe grid at Kitchen area	90	sf	1.24	112	
Paint to beams	65	sf	.85	81	
Vertical soffit in basement rooms, (connecting new ACT to extg GWB)	196	sf	.88	173	
			Total	8,908	8,908
D10 Conveying Systems					
Nowork in this Element					
			Total	0	
D20 Plumbing					
Plumbing service to Commercial Kitchen Piping:-					
Cold water - CW (Copper type L)	100	lf	2.50	250	
Hot Water - HW (140)	20	lf	2.50	50	
Hot Water - HW (Copper type L)	100	lf	2.50	250	
Hot Water - NPHW (Copper type L)	30	lf	2.50	70	
Hot Water Return - HWR (140)	20	lf	2.50	50	
Hot Water Return - NPHWR (Copper type L)	25	lf	2.50	63	
Gas- G (Schedule 40, black steel) Allow for: -					
Additional distribution piping 136					
Sanitary piping	50	lf	3.50	175	
Vent piping	60	lf	3.50	210	
EO for Underground piping	75	lf	20.00	1,500	
Insulation to piping	150	lf	2.58	387	
Piping accessories	1	ls	888.20	888	
Rain water leader above grade, fittings etc:-					
Roof Drain	2	ea	300.00	600	
RL (horizontal)	35	lf	26.40	924	
RLDN & UP	32	lf	26.40	845	

Description	Qty	Unit	Rate	Amount	Total
General:-					
Hydrants clean outs etc	1	ls	Not Required		
Allow for seismic restraint & vibration isolation					
Permit fees					
Test & balance	1				
Plumbing fixtures w/piping, accessories, cte, etc:-					
P-1A, Water closet accessible	2	ea	400.00	800	
P-2, Urinal	1	ea	Not Required		
P-6, Sink (Grade class)	1	ea	900.00	900	
Floor Drain - toilets	2	ea	550.00	1,100	
Floor Drain - other areas	2	ea	550.00	1,100	
Plumbing Equipment					
BFP for NPCW	1	ea	850.00	650	
BFP for NPHW	1	ea	850.00	650	
Water meter (by others)	1	ea	By Others		
Diaper Changing Station	1	ea	200.00	200	
Rain water leader above grade, fittings etc:-					
Roof Drain				Not required	
RL(horizontal)				Not required	
RLDN&UP				Not required	
General:-					
Hydrants clean-outs,etc				Not Required	
Allow for seismic restraint & vibration isolation				Not Required	
Permit fees				Not Required	
Test & balance				Not Required	
SubBid	Total			11,662	11,662
Builders work in connection with Plumbing @ 2%	1	ls		230	
General Contractor's overhead and profit @ 5%	1	ls		574	
CM Fee Carried in					
Summary					
4,096					
D20 Plumbing		Total		12,466	12,466
D 30 Heating, Ventilating, and Air Conditioning (HVAC)					
Equipment					
2ton Carrier Series Model 24ACB7 Central Air	1	ea	1,989.00	1,989	
Goodman GSZ130361 - 3 ton Single Phase (Floor mounted)	1	ea	1,076.00	1,076	
Crown Boiler 61,000 BTU Water Boiler	1	ea	1,000.00	1,000	
Ductwork					
Galvanized steel ductwork w/accessories, fittings, hangers, etc (22ga):-					
Insulation to supply/return duct, allow	397	sf	3.50	1,389.5	
EO for stainless steel ductwork	1	ls	1,196.90	1,197	
EO for black steel to Kitchen ductwork				Not Required	
Dampers,allow:-					
Volume	4	ea	150.00	600	
Fire	2	ea	250.00	500	
Smoke,allow	2	ea	250.00	500	
Pipework					
Allow for piping (reuse existing Hot water piping were possible): -					
Chilled water piping	400	sf	1.00	400	
Heating hot water piping	400	sf	1.50	600	
Piping insulation	400	sf	1.00	400	
Piping accessories	400	sf	0.50	200	
Automatic Control System					
ATC System, allow					
General					
Allow for other HVAC Equipment/Work not shown): -	1,600	sf	.20	320	
Commissioning by Third Party	1	ls	1,018.55	1,019	
Sub Bid	Total			11,190.50	11,191
General Contractor's overhead and profit @ 5%	1	ls	560	560	
16,460					
CM Fee Carried in Summary					

Description	Qty	Unit	Rate	Amount	Total
D 30 Heating, Ventilating, and Air Conditioning (HVAC)			Total	11,751	11,751
D40 Fire Protection Systems					
Fire Protection Systems					
Fire service	1	ls	350.00	350	
Permit fees			Not Required		
Test and balance	1	ls		151.76	152
Fire Alarm					
Fire Alarm Fire Alarm System	1	ea	Not Required		
Connection to Fire Alarm control panel	4	ea	Not Required		
Visual "ADA" compliant signal	4	ea	99.00	400	
Smoke, & CO2 detector Ceiling Mounted - 200 F fixed temperature (By Nest)	4	ea			
Sub Bid			Total	902	7,075
Builders work in connection with F. Protection @ 2%	1	ls	142.00	142.00	
General Contractor's overhead and profit @ 5%			CM Fee Carried in Summary		
D40 Fire Protection Systems			Total	1,044	1,044
D50 Electrical Systems					
Equipment Panel boards, etc.					
Generator:-					
160KW generator	1	ea	Provided by Owner		
Main Switch Board:-					
200 Amp 40-Space 40-Circuit Type BR Main Breaker (manual monitoring) - (Home Depot power series)	1	ea	156.00	156	
UPS:-					
Circuit Breaker Panel Boards:-					
Square D by Schneider Electric QO 200 Amp 30-Space 40-Circuit Indoor Main	1	ea	173.00	173	
Transformers:-					
T-4,30KVA	1	ea	Not Required		
Feeders					
Electrical feeders: -					
From meter to Boiler RM, 1 1/2" C., (allow)	20	lf	3.75	75	
Site Electrical (Duct bank):-					
Primary A-A duct bank	36	lf	By others		
Tel.Fiber & CATV duct bank	23	lf	By others		
From meter to Boiler RM, 1 1/2" C., (allow)	20	lf	3.75	75	
Small Power					
Small Power:-					
Duplex receptacles	3	ea	1.50	5	
Allow receptacles, etc to:-					
Front Deck #B136, (not shown)	15	sf	2.00	30	
Office #B162, (not shown)	20	sf	2.00	40	
Bathroom #B163, (not shown)	50	sf	2.00	100	
Outside Space #A148, (not shown)	100	sf	2.00	200	
Corridor #A149, (not shown)	50	sf	2.00	100	
Corridor #A175, (not shown)	50	sf	2.00	100	
Electrical power to: -					
HVAC equipment	1	ls	395.60	396	
Plumbing equipment	1	ls	100.00	100	
Small Power					
Small Power:-					
Duplex receptacles	2	ea	1.54	4	
Duplex receptacles, GFC	4	ea	17.11	69	
Duplex receptacles T, tamper resistant safety receptacle	5	ea	1.54	8	
Duplex receptacles T, GFC, tamper resistant safety receptacle	5	ea	1.99	10	
18"W x 4" H x 6" rung cable tray at Data #C124, (allow)	12	lf	4.08	49	
18"W x 4" H x 6" rung cable tray at Storage #C166, (allow)	20	lf	4.08	82	
Electrical power to: -					
HVAC equipment	1	ls		813.13	814
Plumbing equipment	1	ls		700.00	700
Power to Kitchen Equipment, (allow)	1	ls		450	450

Description	Qty	Unit	Rate	Amount	Total
Lighting					
Light fixtures w/ lamps, conduit, wiring, etc complete (Home Depot) :-					
Hampton Bay 3 – Light Brushed Nickel Semi Flush	8	ea		64.98	520
Commercial Electric 6 in. R30 White Recessed Baffled Trim	10	ea	42.00	420	420
Progress Lighting Reside Collection Oil Rubbed Broze Lightwall Lantern	4	ea	136.02	545	545
Single faced exit sign, WG	2	ea	143.00	286	286
Switching and Controls: -					
Single-poles witch	3	ea		65.00	195
3-wayswitch	2	ea		80.00	160
LS,automated lighting system lighting sensor	4	ea		50.00	200
General					
Allow for:-					
Lightning protection (gfa)				Not Required	
Grounding (gfa)				Not Required	
Seismic bracing				Not Required	
Commissioning by Third Party				Not Required	
Permit fees				Not Required	
Testing				Not Required	
Sub Bid	Total			0.00	0.00
Builders work in connection with Electrical @ 2%					
General Contractor's overhead and profit @ 5%					
				CM Fee Carried in Summary	0.00
D50 Electrical Systems				Total	6,062.00
E10 Equipment					6,062
E1010 Commercial Equipment					
Food Service Equipment, budget by Boston Supply, Inc.					
E1090Other Equipment					
Residential Appliances, allow:-					
Refrigerator	1	ea	940.50	941	
Microwave	1	ea	144.50	545	
E10 Equipment				Total	1,486
E20 Furnishings					
E2010 Fixed Furnishings					
Roller Shades					
Shade to exterior windows, manual, allow	47	sf	8.91	419	
Casework					
Classroom,(2):-					
Base Shelves, (1' 5" w x 2' 0" d x 7' 0" h)	4	ea	97.50	390	
Wall Shelves, (2' 10" w x 1' 0" d x 2' 2" h)	12	ea	38.00	456	
Office room,(1):-					
Base cabinets, (1' 5" w x 2' 0" d x 7' 0" h)	2	ea	372.54	745	
Base cabinet, (1' 5" w x 2' 0" d x 2' 8" h)	1	ea	372.54	373	
Outdoor Equipment,(1):-					
Playground Equipment	1	ls	300.00	300	
Storage #B155D:-					
Shelving,0' 8" deep, (no detail)	4	lf	9.50	38	
Shelving,2' 0" deep, (no detail)	6	lf	23.75	142.50	
Fixed Audience Seating					
Telescoping Miniature Tables in Classroom	5	Tables	103.25	516.25	
Case#A125 & Case A126, (2):-					
TV studio A131B:-					
Shelving, (1' 0" wide)	5	lf	34.65	173.25	
Computers	2	ea	400.00	800.00	
CD Player	1	ea	100.00	100	
Entry Mats					

Description	Qty	Unit	Rate	Amount	Total
Floor mat at: - Entrance	1	ea	336.56	436.56	436.56
<u>E20 Furnishings</u>	Total			4,890	4,890

F10 Special Construction

No work in this Element

<u>F10 Special Construction</u>	Total			0	0
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F20 Selective Demolition

Demolitions

Remove & dispose exterior:-

Concrete slab					Not Required
Remove interior wall at center, (12" thick)	200	sf			See Alternative E
Interior glazed wall at Entrance Lobby X164	523	sf			See Alternative E
Exterior SL door & frame	2	ea			See Alternative E
Interior wall at center elevation:					
Sawcut from foundation	26	lf			See Alternative E
SAW cut roof to accommodate new construction at center elev.	103	lf			See Alternative E
Sawcut from adjacent wall	29	lf			See Alternative E
Roof completely to accommodate new construction at center elev.					Not Required

Window system:-

Remove windows, doors, and panels	504	sf			See Alternative E
Remove current windows	144	sf			See Alternative E
Smooth for new windows					Not Required
Make edges good					Not Required

Remove & dispose interior:-

Note 19/D1.1A, stair & handrails, (4# riser, 4' wide)	1	ea			See Alternative E
Interior partition	684	sf			See Alternative E
Terra Cotta Brick ceiling	1,200	sf			See Alternative E
Plaster ceiling	1,115	sf			See Alternative E
Prepare existing walls for new finish	2,800	sf			See Alternative E
Remove existing interior base finish	773	lf			See Alternative E
Closet, (2' 0" deep)	6	lf			See Alternative E
Heater	1	ea			See Alternative E
Stairs	10	ea			See Alternative E
Switchboard 120/208V	1	ea			See Alternative E
Remove & salvage all wall-mounted plaques, (allow)	1	ea			See Alternative E

Excavation

Slab on Grade penetration for new blue ducts and underground piping: -

Sawcut existing slab	200	lf			See Alternative G
Demolish existing slab	1,117	sf			See Alternative G
Excavation and backfill	22	cy			See Alternative G
New concrete slab	117	sf			See Alternative G
Connection between new and existing slab	100	lf			See Alternative G
Hazardous Materials Removal CDW CONSULTANTS, INC.)					
Plaster Ceiling	1	ls			See Alternative E
Plaster Wall	1	ls			See Alternative E
Roof Drain Pipe	1	ls			See Alternative E
Tank/Septic Tank					
Lead Paint	1	ls			See Alternative E
Roofing Materials	1	ls			See Alternative E
Florescent Bulbs (Mercury)	1	ls			See Alternative E
Thermostat and Switches (Mercury)	1	ls			See Alternative E
Other cost	1	ls			See Alternative E

Accepted VE Items - See Alternates Sheet for Detail: -

<u>F20 Selective Demolition</u>	Total			3,000	3,000
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Description	Qty	Unit	Rate	Amount	Total
<u>G10 Site Preparation</u>					
Construction fence	50	lf	10.89	545	
Remove and dispose:					
Concrete pad	1,117	sf	See Alternative G		
Concrete sidewalk	300	sf	See Alternative G		
BB curbing to road	60	lf	See Alternative G		
Boulder	2	ea	See Alternative G		
Sawcut roads to a clean, smooth edge	60	lf	See Alternative G		
Sawcut concrete walks to a clean, smooth edge	60	lf	See Alternative G		
Utilities:-					
Septic tank, (abandoned in place)	1	ea	See Alternative E		
Water piping, (8" ø)	153	lf	See Alternative E		
Disconnect water piping from main line			Not Required		
GM, gas meter			Not Required		
Gas line			Not Required		
GSO			Not Required		
Disconnect and plug gas line			Not Required		
Electric cabinet			Not Required		
Disconnect underground conduit & wiring			Not Required		
Underground conduit and wiring			Not Required		
Metal Chimney smokestack	1	ea	See Alternative E		
Remove and stockpile:-					
Rock Boulder	2	ea	See Alternative G		
Maintain and Protect:-					
Building walls, (protect)	2,800	lf	See Alternative E		
Earthwork					
Strip top soil & store on site			Not Required		
Cut at Paving and planting/lawn areas			Not Required		
Fill areas of site with excavated material to achieve new grade levels			Not Required		
Remove surplus excavated material from site		Site amused			
Import fill to achieve proposed grade levels		Not			
Grade over entire site to achieve final levels	2,317	sf	See Alternative G		
Proof Roll/Compact Building Slab-On-Grade are	2,317	sf	See Alternative G		
Water removal during excavation works	1	ls	See Alternative G		
Trenching for: -					
Piping demolition: -					
Drainage, (6" ø)			Not Required		
Sanitary piping, (6" ø)			Not Required		
Water piping, (8" ø)			Not Required		
Gas line			Not Required		
Underground conduit and wiring			Not Required		
Allow for:-					
Hazardous Material Removal, Site Work	1	ls	Excluded		
Miscellaneous demolition	1	ls	See Alternative E		
Terminating & capping extg utilities			Not Required		
Removal of rubbish off site	1	ls	See Alternative E		
<u>G10 Site Preparation</u>	Total		2,000	2,000	

G20 Site Improvements

Paving

Colored pedestrian concrete walk	700	sf	3.05	2,137	
Stone dust paving	700	sf	1.52	1,065	
Vertical granite curbing	60	lf	13.03	782	
Handicap curb cut ramp	1	ea	346.50	347	
Connection between new & existing paving	15	lf	4.95	75	
Connection between new & existing sidewalk	15	lf	4.95	75	

Allow for:-

Line markings			Not Required		
Directional signage			Not Required		
Parking stops			Not Required		

Fencing, benches, etc:-

Concrete protective wall around building, 8" thick			Not Required		
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Description	Qty	Unit	Rate	Amount	Total
Accepted Alt 1 - See Alternates Sheet for Detail: -					
VE - D	-1	ls	1,676.00	-1,676	-1,676
<u>Landscaping</u>					
Landscaping areas: -					
Lawn	40	sf	0.35	14	
Planting area by building	60	sf	0.86	51.60	
Re-Spread Existing top soil	75	cy	7.92	594	
Deciduous shrubs:-					
CS-Dwarf red twg dogwood, (24" ht)	2	sf	4.95	10	
FS-Spring glory forsythia, (30" ht)	5	sf	4.95	25	
Evergreen shrubs:-					
JC-Sea green juniper, (30" ht)	8	sf	4.95	40	
Grasses/Perennials/Groundcover:-					
BB-Butterfly bush, (#2 sized container)	7	sf	3.22	23	
Allow for:-					
2" shredded Pine Bark mulch to planting area	111	sf	0.61	68	
Temporary seeding, mulching to exposed areas during construction	1	ls	850.00	850	
G20 Site Improvements	Total			6,157	6,157
<u>G30 Site Civil/Mechanical utilities</u>					
<u>Site Utilities</u>					
Drainage:-					
Area Drain (AD)				Not Required	
Catch basin (CB)				Not Required	
Drain manhole (DMH)				Not Required	
FES				Not Required	
Outlet control structure (OCS)				Not Required	
Storm ceptor1200				Not Required	
Water quality structure (WQS)				Not Required	
Rain drain (RD)				Not Required	
Storm drain pipe, (12" DI)				Not Required	
Storm drain pipe, (CPP)				Not Required	
Connect new drain pipe to extg DMH				Not Required	
Sanitary:-					
Sewer manhole (SMH)				Not Required	
1,000 gallon septic tank				Not Required	
500 gallon grease trap				Not Required	
FM pipe				Not Required	
Sanitary sewer pipe				Not Required	
2,000 pump chamber				Not Required	
4,000 gallon grease trap				Not Required	
Water:-					
Domestic water service, (4" DI)	20	lf	14.85	297	
Domestic water pipe, (6" DI)	32	lf	17.65	565	
Domestic water pipe, (8" DI)	32	lf	17.82	571	
Connect new water line to extg water main	2	ea	346.50	693	
Water valve (WV)	3	ea	1,237.50	3,712.50	
Fire protection service, (8" DI)				Not Required	
Hydrant				Not Required	
Gas:-					
Gas line, (4" assumed)	350	lf		By Gas Company	
Connect new gas line to extg	1	ea		By Gas Company	
Trenching for: -					
New Utility lines: -					
Rain drain (RD)				Not Required	
Storm drain pipe, (12" DI)				Not Required	
Storm drain pipe, (CPP)				Not Required	
FM pipe				Not Required	
Sanitary sewer pipe	40	lf	14.85	594	
Domestic water service, (4" DI)	20	lf	14.85	297	
Domestic water pipe, (6" DI)	32	lf	17.65	565	
Domestic water pipe, (8" DI)	32	lf	17.82	571	
Fire protection service, (8" DI)	17	lf	17.82	303	
Gas line, (4" assumed)	250	lf	12.85	3,213	
Underground Conduit and Wiring	20	lf	10.15	203	
G30 Site Civil/Mechanical utilities	Total			11,584.5	11,585
<u>G40 Site Electrical Utilities</u>					

Description	Qty	Unit	Rate	Amount	Total	
Equipment:-						
Relocated 160KW generator	1	ea	by E.C.			
75 KW emergency generator in sound attenuated WP enclosure	1	ea	by E.C.			
Transformer, (by utility co.)	1	ea	by others	Oil	ontainment	
Barrier to transformer	1	ea	950.00	950		
Electrical meter, (by utility co.)	1	ea	by others			
Temporary electrical services	1	ls	2,500.00	2,500		
Electrical Service						
Underground primary from SE corner Bldg-B to new Mech RM:-						
Excavation and back fill	17	cy	17.82	303		
Sandbed below duct bank	8	cy	24.75	200		
Conduit spacer	232	lf	0.50	116		
Warning Tape	12	lf	4.95	60		
4"(schedule 40 PVC) conduit w/pull line (P)	336	lf	17.00	N/A		
4"(schedule 40 PVC) conduit w/pull line (SP)	336	lf	17.18	N/A		
Underground secondary from Transformer (T1) to Basement:-						
Secondary duct bank-						
-5 sets of (4#600KCMILin4"C.)+(1)4"C.spare	21	lf	byE.C.			
Generator duct bank-						
From transformer to meter,11/2"C.w/pull cord,(allow)	20	lf	byE.C.			
From meter to Boiler RM,11/2"C.,(allow)	20	lf	byE.C.			
Handhole: -						
Electrical	1	ea	931.50	932		
Telephone	1	ea	931.50	932		
CBTV	1	ea	931.50	932		
Exterior Site Lighting						
Site lighting:-						
SL1	2	ea	807.50	808		
G40 Site Electrical Utilities				Total	11,161	11,161
G90 Other Site Construction						
No Work in this Division						
G90 Other Site Construction				Total	0	0

Description	Qty	Unit	Rate	Amount	Total
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GrossFloorAreas

	<u>GFA (sf)</u>	<u>Perimeter (lf)</u>
<u>New Addition</u>		
FirstFloor(NewAddition)	0	0
<u>Existing Building</u>		
FirstFloor(ExistingBuidling)	1,200	140
<u>Total Area</u>	<u><u>1,200</u></u>	

Description	Qty	Unit	Rate	Amount	Total
<u>General Requirements</u>					
<i>Field personnel</i>					
Field personnel:-					
Contractor	640	hours	20.00	12,800	
Laborer	550	hours	10.00	5,500	
Main office staff	20	hours	Not Required		
<i>Insurance & Bond Cost</i>					
Insurances (includes):-			Included on Summary		
Builder's risk					
General liability			Vehicle liability		
Workers compensation			Pollution liability		
Umbrella coverage					
Performance bond.			By owner		
Included in Labor					
Included on Summary					
<i>Temporary Utilities & Services</i>					
Temporary utilities & services:-					
Temporary water & sewer service & distribution	6.00	month	30.00	180	
Temporary water consumed	6.00	month	30.00	180	
Temporary toilet rental & service	4.00	week	200.00	800	
Temporary electricity consumed	24.00	week	40.00	880	
Temporary heating system	24.00	week	By Owner		
Temporary heating fuel consumed	24.00	week	30.00	720	
<i>Additional Categories</i>					
Preparation of progress schedules.	6.00	mth	75.00	450	
Compilation/preparation of site survey data.	1.00	ls	By Contractor		
Preparation of shop drawings.	1.00	ls	By Owner		
Construction photographs.	6.00	mth	By C.C. (Construction Co.)		
Temporary construction.	24.00	week	By C.C. (Construction Co.)		
Construction aids (safety nets, personnel protection equipment, partial scaffolding, etc)	24.00	week	30.00	720	
Barriers and enclosures.	24.00	week	20.00	480	
Security.	30.00	mth	Not Required		
Access roads.	24.00	week	Not Required		
Temporary controls.	24.00	week	Not Required		
Mockup, allow	1.00	ls	Not Required		
Project signs.	5.00	mth	Not Required		
Field offices and sheds	6.00	mth	Not Required		
Field office expenses.	32.00	week	Not Required		
Equipment rental	1.00	ls	3,000.00	3,000	
Snow removal(12times)	6.00	ea	80.00	480	
Winter protection	1.00	ls	By Owner		
Interim cleaning	13.00	week	By Contractor		
Final cleaning	1.00	ls	By Contractor		
<u>General Requirements</u>				26,190	26,190

Description	Qty	Unit	Rate	Amount	Total
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Accepted VE Items
Summary

ALT #1 Replace plants for seeds				(\$1,676)	(1,676)
				<u>Total Savings</u>	(\$1,676.00)

Accepted VE Items - See Alternates Sheet for Detail: -
VE - D

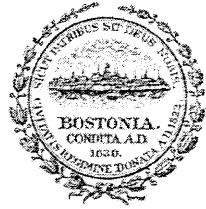
-1	ls	1,676.00	-1,676	-1,676
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Landscaping

Landscaping areas: -

Lawn	40	sf	0.35	14
Allow for:-				
Temporary seeding, mulching to exposed areas as alternative	1	ls	50.00	50

ALT#3AuditoriumRe-finish

SOLICITATION, OFFER AND AWARD					
1. PROJECT NAME		2. TYPE OF SOLICITATION		3. Date Issued	
611 Columbia Road, Dorchester		<input type="checkbox"/> Invitation for Bids <input checked="" type="checkbox"/> Negotiated (RFP)		September 8, 2014	
4. ISSUED BY: City of Boston, Department of Neighborhood Development 26 Court Street, 9 th Floor Boston, MA 02180				5. ADDRESS OFFER TO: (If other than item 4)	
NOTE: In sealed bid solicitations "offer" and "offeror" mean "bid" and "bidder"					
SOLICITATION					
6. Sealed offers (original and 3 copies) will be received at the place specified in item 4 until 4:00 p.m. (EST) November 12, 2014.					
CAUTION: Late submissions, Modifications, and Withdrawals: See Section 10. All offers are subject to all terms and conditions contained in this solicitation.					
7. For Information Contact:		7a. Name	7b. Telephone	7c. Fax	7d. E-mail
		Bernard Mayo Project Manager	(617) 635-0297	(617) 635-0282	bernard.mayo@boston.gov
OFFER					
8. In accordance with the terms of this RFP, the undersigned agrees, if this offer is accepted, to furnish any and all supporting documentation upon request by DND.					
OFFER PRICE:		\$ 101.00			
9. SUBMISSION CHECKLIST					
(x)		(x)			
<input checked="" type="checkbox"/>	Appendix 1: COVER SHEET	<input checked="" type="checkbox"/>	Appendix 6: CONSTRUCTION EMPLOYMENT STATEMENT		
<input checked="" type="checkbox"/>	PROPOSAL SUMMARY	<input checked="" type="checkbox"/>	Appendix 7: PROPERTY AFFIDAVIT		
<input checked="" type="checkbox"/>	Appendix 2: STATEMENT OF BIDDER'S QUALIFICATIONS	<input checked="" type="checkbox"/>	Appendix 8: AFFIDAVIT OF ELIGIBILITY		
<input checked="" type="checkbox"/>	Appendix 3: PRELIMINARY DEVELOPMENT BUDGET	<input checked="" type="checkbox"/>	Appendix 9: CHAPTER 803 DISCLOSURE STATEMENT		
<input checked="" type="checkbox"/>	Appendix 4: PRELIMINARY OPERATING BUDGET	<input checked="" type="checkbox"/>	Appendix 10: BENEFICIAL INTEREST STATEMENT		
<input checked="" type="checkbox"/>	Appendix 5: DEVELOPMENT TIMETABLE				
10. ADDRESS OF OFFEROR			11. Name and Title of Authorized Signatory (Print)		
12. Signature			13. Offer Date		11-11-2014

STATEMENT OF BIDDER'S QUALIFICATIONS

All questions must be answered. All information must be clear and complete. Attach additional pages, if needed.

Abram P. Auguste

1. Name of bidder: _____

2. Names and titles of principals: _____

Abram P. Auguste (Sole Proprietor)

3. Names of authorized signatories: _____

Abram P. Auguste

4. Permanent main office address: _____

6 Saywer Avenue, Dorchester Massachusetts 02125

Phone: **(857) 342-098** Fax: _____ Email: **BostonChauffeurs**

5. Date organized: **Established 2014**

6. Location of incorporation: **Not Yet Available**

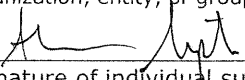
7. Number of years engaged in business under your present name: _____

8. List at least three private or public agencies that you have supplied/provided with similar services to that in this solicitation:

- a. **Bird Street Community Center**
- b. **Growthways Incorporated**
- c. **Massachusetts General Hospital**

Has organization ever failed to perform any contract? YES NO
If YES, attach a written declaration explaining the circumstances.

AUTHORIZATION: The undersigned certifies under penalties of perjury that this proposal has been made and submitted in good faith and without collusion or fraud with any other person. As used in this certification, the word "person" shall mean any natural person, business, partnership, corporation, union, committee, club, or other organization, entity, or group of individuals.



Signature of individual submitting proposal

Title **Math and Science Daycare**

Legal Name of Organization

November 11, 2014

Date

PRELIMINARY DEVELOPMENT BUDGET

Abram P. Auguste

PROPOSER'S NAME: _____

Complete this Preliminary Development Budget or you may substitute another form that provides substantially equivalent information. Note: Total of Uses of Funds should equal Total of Sources of Funds.

USES OF FUNDING	AMOUNT
Acquisition - Land	\$ 133
Site Prep/Environmental	\$ 2000
Construction	\$ 159000
Construction Contingency	\$ 0
Architect(s) and Engineer(s)	\$ 0
Development Consultant	\$ 0
Survey and Permits	\$ 1000
Legal	\$ 250
Title and Recording	\$ 100
Real Estate Taxes	\$ 0
Insurance	\$ 0
Construction Loan Interest	\$
Construction Inspection Fees	\$
Other: See Attached Building Cost Estimates-Accurate Figures	\$ 0
Other:	\$
Other:	\$
Other:	\$
Other:	\$
Soft Cost Contingency	\$
Developer Overhead	\$
Developer Fee	\$

PRELIMINARY OPERATING BUDGET

PROPOSER'S NAME: Abram P. Auguste

Provide a Preliminary Operating Budget on the form provided below. You may substitute another form that provides substantially equivalent information.

SOURCES OF FUNDS: ANNUAL OPERATING INCOME	AMOUNT	Committed
Daycare Income (15 children ages 2-5 @ \$250/WK)	\$ 180,000.00	<input checked="" type="checkbox"/>
	\$	<input type="checkbox"/>
	\$	<input type="checkbox"/>
	\$	<input type="checkbox"/>
	\$	<input type="checkbox"/>
	\$	<input type="checkbox"/>
	\$	<input type="checkbox"/>
	\$	<input type="checkbox"/>
	\$	<input type="checkbox"/>
	\$	<input type="checkbox"/>
	\$	<input type="checkbox"/>
	\$	<input type="checkbox"/>
ANNUAL OPERATING INCOME: ALL SOURCES	\$ NaN	

If any of the above-listed funding sources are already in hand or have been committed subject to completion of the new facility, check off the right-hand box under "Committed".

USES OF FUNDS: ANNUAL OPERATING COSTS	AMOUNT
Staff (2 Teachers)	\$ 54000
Electricity / Water	\$ 3000
Kid Meals	\$ 18000
Field Trips	\$ 3000
	\$

	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
	\$
ANNUAL OPERATING COSTS: ALL SOURCES	\$ 78000

Explanatory notes:

DEVELOPMENT TIMETABLE

PROPOSER'S NAME: Abram P. Auguste

Assuming that you are designated on December 30, 2014, indicate below your target dates for achieving these key development milestones.

MILESTONE	DATE
Designs Complete	December 15, 2014
Apply for Permit(s)	January 15, 2015
Zoning Relief Anticipated?	<input type="radio"/> YES <input checked="" type="radio"/> NO
All Development Financing Committed	March 30, 2015
Permit(s) Issued	April 30, 2015
Financing Closed	May 30, 2015
Construction Begins	June 30, 2015
Construction Complete	September 15, 2015

CONSTRUCTION EMPLOYMENT STATEMENT

PROPOSER'S NAME: Abram P. Auguste

How many full time employees does your firm currently have?

Under 25 25 -99 100 or more

Are you a Boston-based business? YES NO

"Boston Based": where the principal place of business and/or the primary residence of the Proposer is in the City of Boston.

Are you a Minority-owned Business Enterprise? YES NO

If yes, are you certified as such by the State Office of Minority and Women Business Assistance (SOMBWA)? YES NO

Are you a Woman-owned Business Enterprise? YES NO

If yes, are you certified as such by the State Office of Minority and Women Business Assistance (SOMBWA)? YES NO

RESIDENT, MINORITY AND FEMALE CONSTRUCTION EMPLOYMENT

DND encourages developers to seek to achieve the following construction employment goals:

Boston Residents 50% of project hours
Minority 25% of project hours
Female 10% of project hours

These are targets, not requirements, but proposals that provide better evidence of their ability to achieve these targets will be more highly ranked. Explain what actions you will undertake to promote employment of these groups:

All targets will be met due to the current employees on staff. All employees reside in the city of Boston and are of minority background. There are females on staff managing many of the clerical work.

If you have additional information demonstrating your capacity to achieve these employment targets, you may provide this information on a separate sheet clearly labeled at the top with "Supplementary Construction Employment Statement" and the Proposer's name.

Note: if you are, according the US Dept. of Housing & Urban Development, a Section 3 certified vendor, this will be considered strong evidence of capacity to achieve DND's employment goals.

If you have completed any development projects in the last five years that have required employment reporting through the City's Office of Jobs & Community Services, please list the most recent here:

PROPERTY AFFIDAVIT

Appendix 7

City of Boston – Department of Neighborhood Development Property Affidavit

Instructions: List all City of Boston properties currently owned, or previously foreclosed upon for failure to pay real estate taxes or other indebtedness, by the applicant or by any other legal entity in which the applicant has had or now has an ownership or beneficial interest.

For any additional properties that do not fit on this form, attach a spreadsheet. (Do not use another loops form. Only one typed signature page should be submitted.)

Applicant: _____

List Addresses of Boston Properties Owned:	PARCEL ID #
Boston Properties Previously Foreclosed Upon by COB:	PARCEL ID #
Are you including any additional properties on an attached spreadsheet?	
<input type="radio"/> YES <input checked="" type="radio"/> NO	

By entering my name below, I declare under penalty of perjury that the foregoing representations are true, complete, and correct. I understand that failure to disclose any properties or financial interests, as described above, shall make voidable any agreements or contracts subsequently made with the City, will result in disqualification of any application(s) to obtain assistance or property from the City, and may result in prosecution.

Abram P. Auguste

November 11, 2014

Type name

Date

(857) 342-0981

Applicant Contact (if different from above)

Telephone Number

For Official Use Only (to be completed by City of Boston staff)

DND PM, Division, & Project Bernard A. Mavo, Real Estate Management & Sales, 611 Columbia Road, Dorchester

DND A&F Division Review

Y\$ N

Signature & Date: _____

Notes: _____

Public Works Department

Y\$

Signature & Date: _____

Notes: _____

Treasury Department

Y\$ N

Signature & Date: _____

Notes: _____

Boston Water & Sewer Commission

Y\$ N

Signature & Date: _____

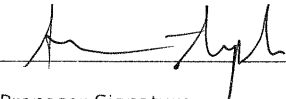
Notes: _____

AFFIDAVIT OF ELIGIBILITY

The undersigned hereby certifies, under the pains and penalties of perjury, that neither they, nor those with whom they have business ties, nor any immediate family member of the undersigned, is currently or has been within the past twelve (12) months, an employee, agent, consultant, officer or elected or appointed official of the City of Boston Department of Neighborhood Development.

For purposes of this Affidavit, "immediate family member" shall include parents, spouse, siblings, or children, irrespective of their place of residence.

This statement is made under the pains and penalties of perjury this 11 day
of November, 2014
Month Year



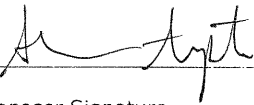
Proposer Signature

Co-Proposer Signature (If Applicable)

CHAPTER 803 DISCLOSURE STATEMENT

In compliance with Chapter 60, Section 77B of the Massachusetts General Laws as amended by Chapter 803 of the Acts of 1985, I hereby certify that I have never been convicted of a crime involving the willful and malicious setting of a fire or of a crime involving the fraudulent filing of a claim for fire insurance; nor am I delinquent in the payment of real estate taxes in the City of Boston, or being delinquent, an application for the abatement of such tax is pending or a pending petition before the appellate tax board has been filed in good faith.

This statement is made under the pains and penalties of perjury this 11 day
of November, 2014
Month Year



Proposer Signature

Co-Proposer Signature (If Applicable)

**DISCLOSURE STATEMENT FOR
TRANSACTION WITH A PUBLIC AGENCY CONCERNING REAL PROPERTY
M.G.L. c. 7C, s. 38 (formerly M.G.L. c. 7, s. 40J)**

INSTRUCTION SHEET

NOTE: The Division of Capital Asset Management and Maintenance (DCAMM) shall have no responsibility for insuring that the Disclosure Statement has been properly completed as required by law. Acceptance by DCAMM of a Disclosure Statement for filing does not constitute DCAMM's approval of this Disclosure Statement or the information contained therein. Please carefully read M.G.L. c. 7C, s. 38 which is reprinted in Section 8 of this Disclosure Statement.

Section (1): Identify the real property, including its street address, and city or town. If there is no street address then identify the property in some other manner such as the nearest cross street and its tax assessors' parcel number.

Section (2): Identify the type of transaction to which this Disclosure Statement pertains --such as a sale, purchase, lease, etc.

Section (3): Insert the exact legal name of the Public Agency participating in this Transaction with the Disclosing Party. The Public Agency may be a Department of the Commonwealth of Massachusetts, or some other public entity. Please do not abbreviate.

Section (4): Insert the exact legal name of the Disclosing Party. Indicate whether the Disclosing Party is an individual, tenants in common, tenants by the entirety, corporation, general partnership, limited partnership, LLC, or other entity. If the Disclosing Party is the trustees of a trust then identify the trustees by name, indicate that they are trustees, and add the name of the trust.

Section (5): Indicate the role of the Disclosing Party in the transaction by checking one of the blanks. If the Disclosing Party's role in the transaction is not covered by one of the listed roles then describe the role in words.

Section (6): List the names and addresses of **every** legal entity and **every** natural person that has or will have a **direct or indirect** beneficial interest in the real property. The only exceptions are those stated in the first paragraph of the statute that is reprinted in Section 8 of this Disclosure Statement. If the Disclosing Party is another public entity such as a city or town, insert "inhabitants of the (name of public entity)." If the Disclosing Party is a non-profit with no individual persons having any beneficial interest then indicate the purpose or type of the non-profit entity. If additional space is needed, please attach a separate sheet and incorporate it by reference into Section 6.

Section (7): Write "none" in the blank if none of the persons mentioned in Section 6 is employed by DCAMM. Otherwise list any parties disclosed in Section 6 that are employees of DCAMM.

Section (8): The individual signing this statement on behalf of the Disclosing Party acknowledges that he/she has read the included provisions of Chapter 7C, Section 38 (formerly Chapter 7, Section 40J) of the General Laws of Massachusetts.

Section (9): Make sure that this Disclosure Statement is signed by the correct person. If the Disclosing Party is a corporation, please make sure that this Disclosure Statement is signed by a duly authorized officer of the corporation as required by the statute reprinted in Section 8 of this Disclosure Statement.

**DISCLOSURE STATEMENT FOR
TRANSACTION WITH A PUBLIC AGENCY CONCERNING REAL PROPERTY
M.G.L. c. 7C, s. 38 (formerly M.G.L. c. 7, s. 40J)**

The undersigned party to a real property transaction with a public agency hereby discloses and certifies, under pains and penalties of perjury, the following information as required by law:

- (1) REAL PROPERTY:
611 Columbia Road, Dorchester Massachusetts 02125
- (2) TYPE OF TRANSACTION, AGREEMENT, or DOCUMENT:
Purchase and Sale Transaction
- (3) PUBLIC AGENCY PARTICIPATING in TRANSACTION:
Department of Neighborhood Development
- (4) DISCLOSING PARTY'S NAME AND TYPE OF ENTITY (IF NOT AN INDIVIDUAL):
Abram P. Auguste (Sole Proprietor)
- (5) ROLE OF DISCLOSING PARTY (Check appropriate role):

<input type="checkbox"/> Lessor/Landlord	<input type="checkbox"/> Lessee/Tenant
<input type="checkbox"/> Seller/Grantor	<input checked="" type="checkbox"/> Buyer/Grantee

Other (Please describe): _____

- (6) The names and addresses of all persons and individuals who have or will have a direct or indirect beneficial interest in the real property excluding only 1) a stockholder of a corporation the stock of which is listed for sale to the general public with the securities and exchange commission, if such stockholder holds less than ten per cent of the outstanding stock entitled to vote at the annual meeting of such corporation or 2) an owner of a time share that has an interest in a leasehold condominium meeting all of the conditions specified in M.G.L. c. 7C, s. 38, are hereby disclosed as follows (attach additional pages if necessary):

NAME	RESIDENCE
Abram P. Auguste	6 Sawyer Ave., Dorchester MA. 02125

- (7) None of the above-named persons is an employee of the Division of Capital Asset Management and Maintenance or an official elected to public office in the Commonwealth of Massachusetts, except as listed below (insert "none" if none):
- (8) The individual signing this statement on behalf of the above-named party acknowledges that he/she has read the following provisions of Chapter 7C, Section 38 (formerly Chapter 7, Section 40J) of the General Laws of Massachusetts:

No agreement to rent or to sell real property to or to rent or purchase real property from a public agency, and no renewal or extension of such agreement, shall be valid and no payment shall be made to the lessor or seller of such property unless a statement, signed, under the penalties of perjury, has been

**DISCLOSURE STATEMENT FOR
TRANSACTION WITH A PUBLIC AGENCY CONCERNING REAL PROPERTY
M.G.L. c. 7C, s. 38 (formerly M.G.L. c. 7, s. 40J)**

filed by the lessor, lessee, seller or purchaser, and in the case of a corporation by a duly authorized officer thereof giving the true names and addresses of all persons who have or will have a direct or indirect beneficial interest in said property with the commissioner of capital asset management and maintenance. The provisions of this section shall not apply to any stockholder of a corporation the stock of which is listed for sale to the general public with the Securities and Exchange Commission, if such stockholder holds less than ten per cent of the outstanding stock entitled to vote at the annual meeting of such corporation. In the case of an agreement to rent property from a public agency where the lessee's interest is held by the organization of unit owners of a leasehold condominium created under chapter one hundred and eighty-three A, and time-shares are created in the leasehold condominium under chapter one hundred and eighty-three B, the provisions of this section shall not apply to an owner of a time-share in the leasehold condominium who (i) acquires the time-share on or after a bona fide arms-length transfer of such time-share made after the rental agreement with the public agency is executed and (ii) who holds less than three percent of the votes entitled to vote at the annual meeting of such organization of unit owners. A disclosure statement shall also be made in writing, under penalty of perjury, during the term of a rental agreement in case of any change of interest in such property, as provided for above, within thirty days of such change.

Any official elected to public office in the commonwealth, or any employee of the division of capital asset management and maintenance disclosing beneficial interest in real property pursuant to this section, shall identify his position as part of the disclosure statement. The commissioner shall notify the state ethics commission of such names, and shall make copies of any and all disclosure statements received available to the state ethics commission upon request.

The commissioner shall keep a copy of each disclosure statement received available for public inspection during regular business hours.

- (9) This Disclosure Statement is hereby signed under penalties of perjury.

Abram P. Auguste

PRINT NAME OF DISCLOSING PARTY (from Section 4, above)



11/11/2014

AUTHORIZED SIGNATURE of DISCLOSING PARTY DATE (MM/DD/YYYY)

Abram P. Auguste - Chief Executive Officer

PRINT NAME & TITLE of AUTHORIZED SIGNER

Math and Science Daycare

Prepared for: Department of Neighborhood Development

Prepared By: Abram Auguste

Math And Science Business Plan

Executive Summary

The Math and Science Daycare is a full-service child care/development two that cares for toddlers from age Two to five. The Math and Science Daycare will be concentrating on the upper end of the market, two income professional parents. These personally ambitious parents are typically eager in terms of their children's development and are willing to pay to have their children attend the best facilities.

Through specialized training of the support staff and innovative learning systems, The Math and Science Daycare is cutting edge in terms of child development. This curriculum, coupled with a custom designed two and a low teacher/student ratio ensures a top-shelf service for the children and the parents.

The Math and Science Daycare expects to become profitable by month 6, and has projected \$100,000 as the revenue for year three

Situation Analysis

The Math and Science Daycare is a start-up business. A comprehensive marketing plan and effort will be instrumental in developing visibility and generating sales. The Math and Science Daycare offers Salem, Ore. a full-service child care and child development two for toddlers. These services will be differentiated from the competition through advanced training and learning systems.

Market Summary

Through a lot of research, The Math and Science Daycare has accumulated good information regarding the market and are aware of many common attributes of key customers. The Math and Science Daycare will leverage this information to continue to study who is served, their needs, and how The Math and Science Daycare can best communicate with them.

Market Analysis

Market Analysis

		2010	2011	2012	2013	2014	
Potential Customers	Growth						CAGR
Two income professional families	9%	12,000	13,080	14,257	15,540	16,939	9.00%
Other	0%	0	0	0	0	0	0.00%

Math And Science Business Plan

Other	0%	0	0	0	0	0	0.00%
Total	9.00%	12,000	13,080	14,257	15,540	16,939	9.00%

Market Needs

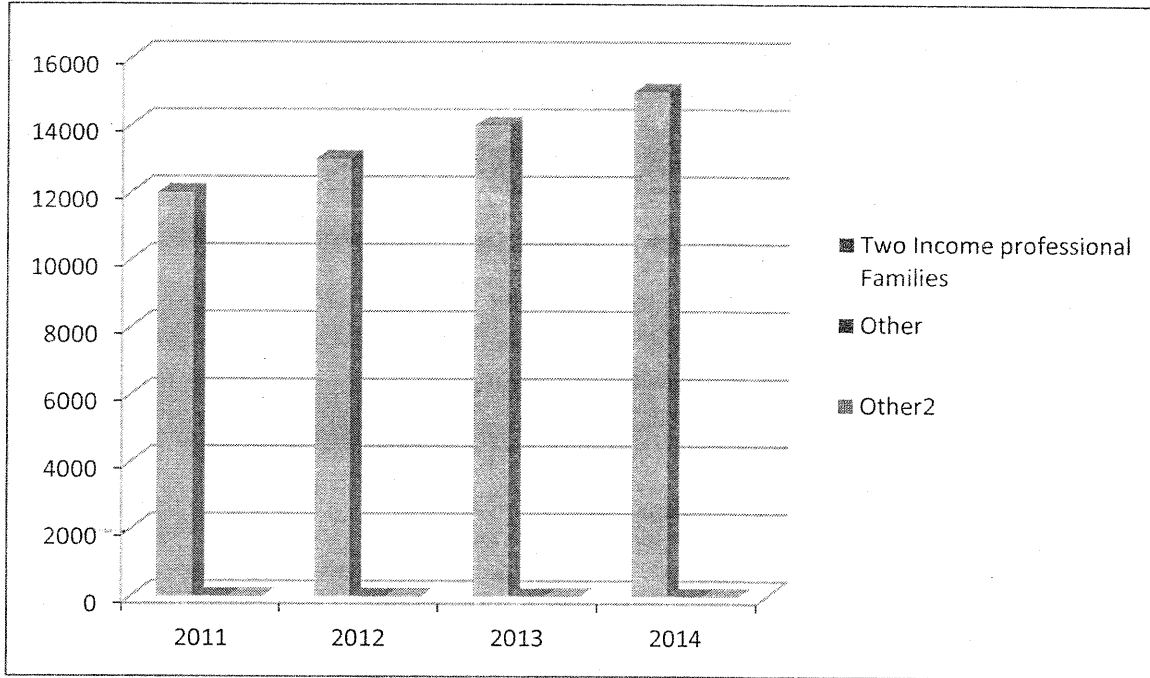
The Math and Science Daycare is providing Boston parents with a full-time child care service that utilizes a sophisticated learning development system for the science subjects. The Math and Science Daycare will fulfill the following benefits that are important to their customers:

- **Selection:** A complete service offering of child care and learning development for toddlers age two to five.
- **Accessibility:** The two is centrally located and is open from 6 a.m.- 7 p.m.
- **Customer service:** Treating the customer like they are the most important customer that The Math and Science Daycare has is reinforced in all employee training programs.
- **Competitive pricing:** The pricing is reasonable relative to the services offered.

Market Trends

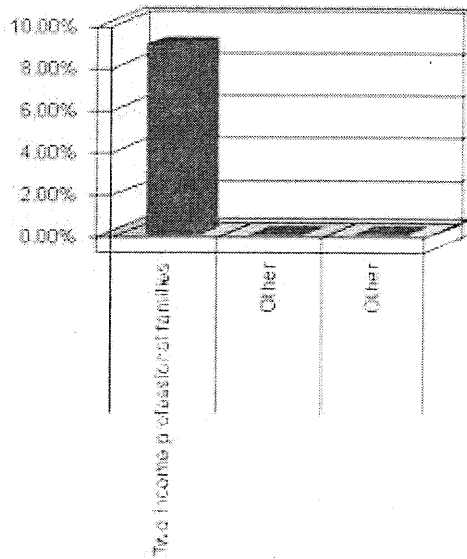
The market trend in child care is an increased utilization of child care by parents. This is fueled by the parent's desire/need to go back to work generating income for the family. While this trend fuels the need for more general child care facilities, it also generates demand for facilities that offer child development. As the parents are spending less and less time with the children, they have less time to help them develop. The trend is moving demand away from solely babysitting child care to child development care. This will benefit The Math and Science Daycare because they offer state of the art learning systems.

Math And Science Business Plan



Market Growth

In 2004, the national child care industry had \$11 billion in revenues. The industry is estimated to grow at 9% for the next several years. This growth can be primarily attributed to parents going back to work, creating two income households. These parents need a service provider to care for their children, and more parents are turning to child care services as opposed to a babysitter or live in nanny.



SWOT Analysis

Math And Science Business Plan

The following SWOT analysis captures the key strengths and weaknesses within the company, and describes the opportunities and threats facing The Math and Science Daycare.

Strengths

- A sophisticated and effective learning system.
- Excellent training programs that all employees must participate in.
- An educated customer base who recognize the benefits that The Math and Science Daycare offers.

Weaknesses

- A lack of visibility due to the newness of the operations.
- The ability to attract and keep well trained employees.
- The inability to perfectly forecast demand of services relative to the number of employees on staff at any one time.

Opportunities

- A growing market with a large percentage of target customers not yet aware of The Math and Science Daycare.
- Increased revenue as more and more people are working, thereby unable to care for their children during the day.
- As the number of children served grows, fixed costs are spread thinner over a larger customer base.

Threats

- Competition from already established facilities that improve their service offerings to be more competitive to The Math and Science Daycare.
- Unfounded "public scares" regarding child care.
- Legal liability issues, either one large suit against The Math and Science Daycare, or significant increases in premiums due to changes within the operating environment of the industry.

Competition

There are many different competitors in the child care space. The Math and Science Daycare will only detail the direct or reasonably direct competitors, and will not detail the myriad of other service providers that offer some sort of child care option. The direct competitors are:

Math And Science Business Plan

1. **Established, often franchised, child care centers.** These are typically larger facilities that offer care to a wide range of ages. The number of children serviced is usually quite large. The child care is adequate, although somewhat impersonal by virtue of its large size.
2. **Small, home-based child care.** These competitors are people that have a child care two based out of their house. The quality of these ranges considerably, some are great, some are sub par.
3. **Medium-sized companies.** These are typically independently owned facilities. Some will handle a wide range of ages; others will specialize with a specific age group.

Service Offering

The Math and Science Daycare offers Boston, Massachusetts upper-end child care for toddlers aged two to five. The Math and Science Daycare offers a low teacher to student ratio, custom made facilities, and innovative learning programs. The Math and Science Daycare hours will be a wider range than normal business hours to accommodate the working parents, the target customer.

The two income families have children, yet both parents work. The Math and Science Daycare is an innovative solution that acts as virtual parents, broadening the children's skills during the day. This is no baby sitter two. The children are engaged throughout the day, learning new skills and reinforcing already acquired ones.

Keys to Success

- Superior customer attention.
- Immaculate care of the children.
- Professionalism.
- Safety.

Critical Issues

The Math and Science Daycare is still in the speculative stage as a child care two. Its critical issues are to continue to take a modest fiscal approach; expand a reasonable rate, not for the sake of expansion in itself, but because it is economically wise to; and continue to build brand awareness which will drive new customers.

Marketing Strategy

The Math and Science Daycare's marketing strategy will be based on an advertising effort as well as strategic alliances with organizations related to the care of children.

Math And Science Business Plan

- **Advertisements:** The Math and Science Daycare will run advertisements in the Yellow Pages, The Upham's Corner Main Street Resource Newsletter, and The metro, the local newspaper. These advertisements will be used to raise visibility regarding the two and its services to prospective customers who are otherwise unaware of it.
- **Strategic Alliances:** The goal of this initiative is to create an alliance or perceived partnership between The Facility and a number of organizations that are a resource base for information regarding raising children. One of the main organizations are the Upham's Corner Health Center and The Joan and Ray Croc Center. Both organizations are well respected and wonderful sources of information. The Facility will be tapping into these organizations customer base. The alliances will create a sense of legitimacy for The Math and Science Daycare. One way the alliance will be created is by co-sponsoring parent education seminars. By sharing insight, research, and systems that The Facility uses, it will have a good source of information that will be attractive to parents, as well as to the organization themselves. While networking can be effective, The Math and Science Daycare recognizes that it must offer something of value to the organizations to create an incentive for them to form an alliance and the co-sponsoring of educational events is just one method.

Mission

The Math and Science Daycare's mission is to provide top-level child care. We exist to attract and maintain customers. When we adhere to this maxim, everything else will fall into place. Our services will exceed the expectations of our customers.

Marketing Objectives

- Grow the number of customers by 10% annually.
- Build customer loyalty through superior service and educational/development systems.

Math And Science Business Plan

- Build The Math and Science Daycare brand to the point where it becomes a household brand synonymous with superior child care/development in the Salem area.
- Increase the referral rate by 5% per quarter.

Financial Objectives

- A double digit growth rate for each future year.
- Reduce the employee training costs while increasing the skill of the employees.
- Increase the per child profit margin by a percent per quarter.

Target Marketing

The Math and Science Daycare is targeting one specific customer group, the middle to upper class, and two income professional families. This group of families have both parents working, not allowing them time to raise their child during the day. This group has the money for child care, and are willing to spend a little extra to get a higher level of care.

This customer segment has already begun teaching their child advanced concepts like reading, singing, socialization, etc. Often times they exclude the sciences. The Math and Science Daycare will continue to develop the children's skills in addition to the sciences.

This customer group is typically made up of two professional parents. This would explain why the parents 1) have the money for more sophisticated child care, and 2) are ambitious in terms of their children's learning and development.

The Math and Science Daycare intends to concentrate on the two income working professional families because they are the segment that can most readily afford day care, need day care because of their work obligations, appreciate the advanced learning and development The Math and Science Daycare has to offer, and lastly are a growing segment of our society.

With both parents working, this segment needs provisions for care of their child. While the Department of Labor indicates that over 50% of children are cared by relatives compared to 29% for a commercial day care center, our targeted group prefers a more structured learning environment. Relatives are great for nights out or weekends, but they do not compare to a structured program when it comes to the learning and development that occurs at The Math and

Math And Science Business Plan

Science Daycare. Having both parents as professionals, they are ambitious with the development of their child and willing to pay to get the best program for their prodigy.

As America continues to be a society of people working long hours, there will always be the need for child care. The trend of longer work weeks drives The Math and Science Daycare's business.

Positioning

The Math and Science Daycare will position itself as an advanced day care service that offers unique learning and developmental programs for toddlers. The positioning will be achieved in part by leveraging The Facility's competitive edge:

1. **Specialized training:** The two can only be as good as the teacher/assistants. With this in mind, the The Math and Science Daycare has a specialized training program that all teachers and assistants are put through so they are proficient at teaching the specific programs that The Math and Science Daycare has developed for toddlers age two to five.
2. **Innovative learning programs:** Typical learning programs for toddlers this age focus on specific traits and only work on one trait/skill at once. While this is successful in reinforcing the skill, it is often very difficult for the child to appreciate the interrelationships of the different skills. Consequently, the child can learn the skill, but has difficulty applying the skill when faced with multiple stimuli. Abram's Degree's thesis was based on Intertwined Learning Systems that teaches skills not in isolation of each other, but taught together. Abram's research strongly supports the assertion that when the skills are taught together, just as you would expect to encounter them in real life, children are able to assimilate the new task into their skill set much quicker.

Strategy Pyramids

The single objective is to position The Math and Science Daycare as the premier child care two in Boston. The marketing strategy will seek to first create customer awareness regarding the services offered, develop the customer base, and work toward building customer loyalty and referrals.

Math And Science Business Plan

The message that The Math and Science Daycare will communicate is that they offer the most sophisticated and practical child care/development in Massachusetts. This message will be communicated various ways. The first method will be advertisements in the Yellow Pages. Two other sources that will have advertisements placed in the Joan and Ray Kroc Community Resource Newsletter, Upham's Corner Health Center, and the Metro Newspaper.

Lastly, The Math and Science Daycare's message will be communicated through the formation of strategic alliances with two well respected organizations. The alliances will provide The Facility with a large customer base as well as legitimacy.

Marketing Mix

The Math and Science Daycare's marketing mix is assembled from the following approaches to pricing, distribution, advertising and promotion, and customer service.

- **Pricing:** The pricing structure is based on an hourly rate.
- **Distribution:** All services will be offered at the Boston two.
- **Advertising and Promotion:** Two different campaigns will be used. The first will be a multifaceted advertising campaign; the second will be the formation of strategic alliances.
- **Customer Service:** Customers will be pleasantly surprised at how attentive The Facility is in regards to their needs. The business operates on the assumption that it will do whatever is reasonably necessary to keep the customer happy. This reflects the notion that if the customer is kept happy, long-term profits are ensured.

Marketing Research

During the initial stages of the writing of the business plan, several focus groups were held to gain insight into preferences and decision making processes of the target customers. These focus groups were an indispensable source of information.

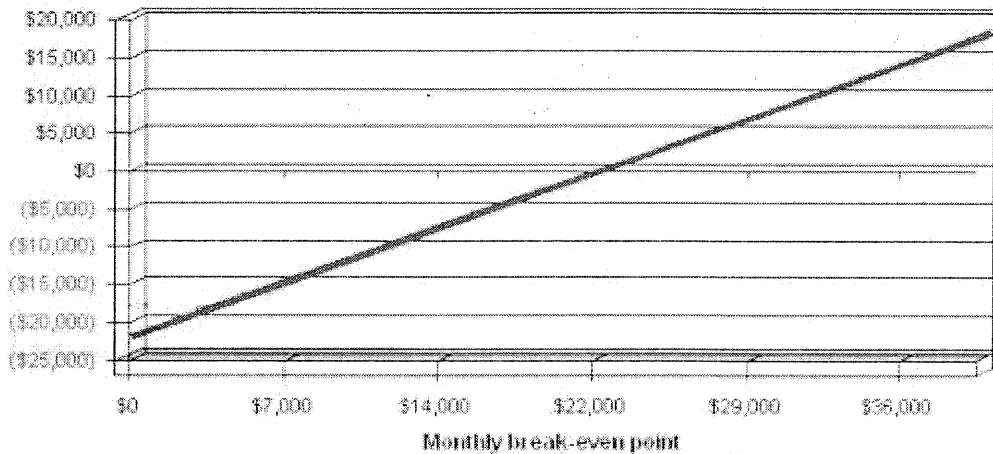
Financials, Budgets, and Forecasts

Math And Science Business Plan

This section will offer a financial overview of The Math and Science Daycare as it relates to the marketing activities. The Math and Science Daycare will address break-even analysis, sales forecasts, expenses forecasts, and how those link to the marketing strategy.

Break-even Analysis

The Break-even Analysis indicates \$22,000 will be need in monthly revenue to break-even.



Break-even point = where line intersects with 0

Break-even Analysis

Monthly Revenue Break-even \$22,000

Assumptions:

Average Percent Variable Cost 2%

Estimated Monthly Fixed Cost \$22,000

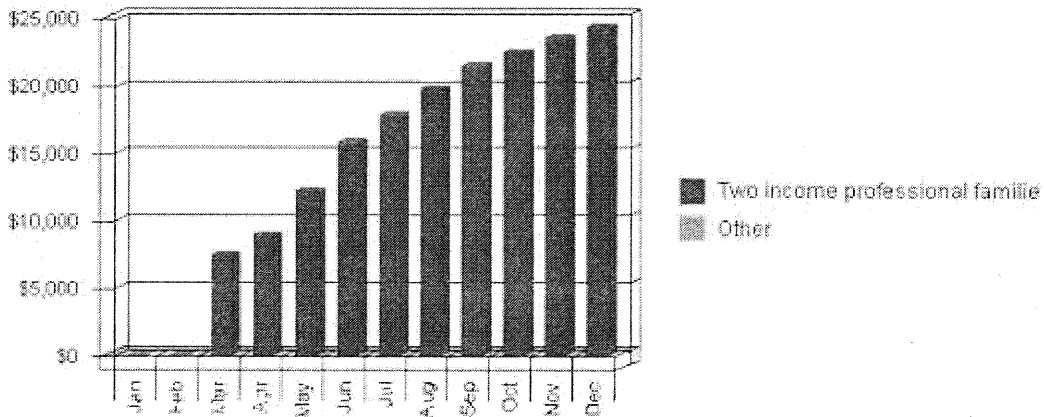
Sales Forecast

The first six months will be spent renovating the property and bringing it up to specifications, both for the state health and license codes, as well as Abram’s specifications. During this time Abram will be finishing up the training program and manuals.

Math And Science Business Plan

The first week of the third month will be used for training of the staff. By the middle of the fourth month The Math and Science Daycare will begin accepting children for care. It is anticipated that the two will be underutilized until eighth month. By then word will have spread and the classes will be filling up quite nicely.

From month eight on, there will be a steady, incremental increase in sales.



Sales Forecast

Sales Forecast

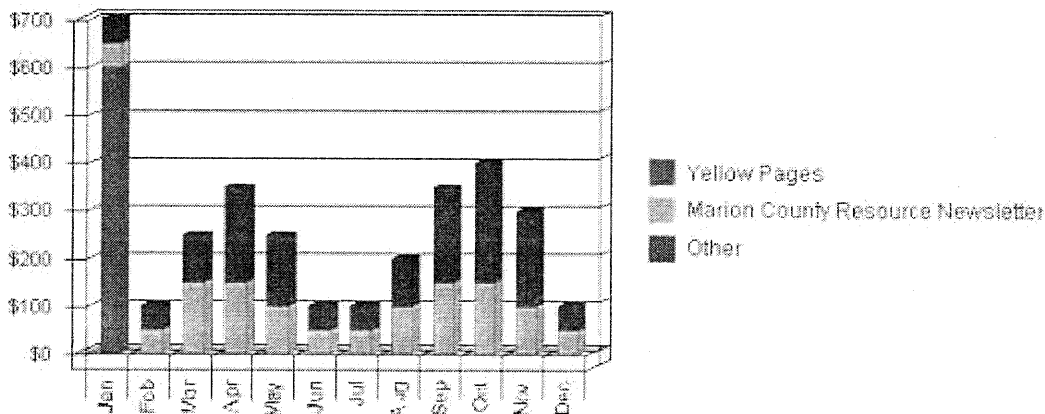
	2012	2013	2014
Sales			
Two income professional families	\$54,425	\$85,458	\$101,254
Other	\$0	\$0	\$0
Total Sales	\$54,425	\$85,458	\$101,254
Direct Cost of Sales			
	2012	2013	2014

Math And Science Business Plan

Two income professional families	\$1,489	\$3,709	\$5,025
Other	\$0	\$0	\$0
Subtotal Direct Cost of Sales	\$1,489	\$3,709	\$5,025

Expense Forecast

Marketing expenses are budgeted so that they are increased during the months when parents are most likely to enter their children into child care. This occurs to a larger degree between August through November and March through May.



Marketing Expense Budget

Marketing Expense Budget

	2015	2016	2017
Yellow Pages	\$600	\$1,000	\$1,200
The Metro Newspaper	\$1,150	\$1,500	\$1,500

Math And Science Business Plan

Other	\$1,450	\$2,000	\$2,500

Total Sales and Marketing Expenses	\$3,200	\$4,500	\$5,200

Percent of Sales	1.83%	1.34%	1.48%

Controls

The purpose of The Math and Science Daycare's marketing plan is to serve as a guide for the organization.

Implementation Milestones

The following milestones identify the key marketing programs. It is important to accomplish each one on time and on budget.

Milestones

Milestones

Advertising	Start Date	End Date	Budget	Manager	Department
Marketing plan completion	6/1/2015	12/1/2015	\$0	Abram	
Yellow Pages	6/1/2015	12/1/2015	\$700	Abram	
Upham's Main Street Resource					
Newsletter campaign #1	6/1/2015	6/1/2015	\$400	Abram	
Neighborhood Brochure campaign #1	6/1/2015	6/1/2015	\$450	Abram	
Metro Newspaper campaign #2	8/1/2015	12/1/2015	\$500	Abram	
Upham's Health Center Alliance development	6/1/2015	12/1/2015	\$2,650	Abram	
Total Advertising Budget			\$5,450		
PR	Start Date	End Date	Budget	Manager	Department

Math And Science Business Plan

Word of Mouth	6/1/2015	1/15/2016	\$0		
Total PR Budget			\$0		
Direct Marketing	Start Date	End Date	Budget	Manager	
Abram and Friends	6/1/2015	1/15/2016	\$0	Abram	
Total Direct Marketing Budget			\$0		
Web Development	Start Date		Budget	Manager	Department
Dele (College Friend)	7/1/2015	1/15/2016	\$500	Private	IT Contractor
Total Web Development Budget			\$500		
Totals			\$5,950		

Contingency Planning

Difficulties and risks:

- Generating awareness of The Math and Science Daycare among the target customer segment.
- The entry into the Boston child care market by competitors who recognize the value added services of sophisticated development and learning systems.
- A sudden downturn in demand for child care services.
- A debilitating law suit that is not covered by insurance.
- A severe negligent act of an employee.

Worst case risks may include:

- Not generating enough revenue to support the business.
- Having to liquidate equipment to cover liabilities.
- Sudden illness preventing Abram from carrying on day to day activities.