



IRON GLOBE

EXECUTIVE SUMMARY

The Iron Globe Realty Development, LLC is launching a “proof of concept” in the development of transformational entertainment complexes, providing powerfully positive economic, cultural, and environmental impact on communities existing in *Economic Development* and *Economic Opportunity Zones*. These EOZ’s represent areas supported by State and Federal entities. We see these Economic Opportunity Zones as perfect settings to engage families, students, and seekers-of-fun with concerts, interactive gaming, community festivals, and the kind of regional touchstones that can change lives and lift communities, while providing a massive return on investment to our financial partners. Beyond our initial foray, built upon an 11-acre EOZ on the banks of the Schuylkill River in Pottstown, PA., we see similar opportunities to roll-out 21 comparable venues in the some of the following EOZ markets for a roll-up and \$3-Billion-Dollar exit:

- | | | |
|------------------|-----------------|--------------------------|
| - Columbia, PA | - Hyner, PA | - Wilkes-Barre, PA |
| - Youngstown, OH | - Calverton, NY | - Georgetown, DE |
| - Binghamton, NY | - Beckley, WV | - Frederick Junction, MD |
| - Asheville, NC | - Bedford, IN | - Harrisonburg, VA |
| - Gastonia, NC | - Orange, MA | - West Columbia, SC |
| - New Bern, VA | - Bristol, TN | - Gainesville, GA |
| - Augusta, KY | - Byesville, OH | - Valdosta, GA |
| - Homosassa, FL | - Lely, FL | - Frostproof, FL |

By building in EOZ’s, we provide our partners with tax incentives, community engagement opportunities, state & Federal funding support, and collectively, we can ignite positive change along with all of the associated benefits such changes produce . . . stronger local economies, improved education, lowering of crime rates, and the kind of optimism and sense of purpose that has been the hallmark of the American Spirit since our nation’s inception.

Our flagship, inaugural venue, **The Pottstown Iron Globe Entertainment Complex™** will be the transformational centerpiece of the Pottstown, Pennsylvania social scene, creating significant economic and cultural opportunities in a uniquely developed multipurpose setting.

The Pottstown Iron Globe brings an intimate 2,200 seat outdoor music venue to the shores of the Schuylkill River separating North and South Pottstown. Nestled in a bucolic nature reserve with environmentally friendly architecture and design, premium box seating, an “old-country” hospitality and dining area, local microbrews, and youth activity platforms ranging from a skating rink to interactive games played on multiple high definition 35-foot LED screens; the Iron Globe will redefine Gen-Z and Millennial engagement with concerts, drive-in movies, Octoberfest, Halloween, Winter-Holiday, and Independence Day festivals, light shows, and fireworks displays.

State-of-the-art sound, lights, video screens, parking innovations, and stage access will ensure Pottstown and our associated brand partners of the ability to:

- secure and present first-class entertainment,
- support worthy community causes, and
- lead the economic & cultural development of Pottstown and its surrounding areas.

The Iron Globe Realty Development, LLC currently has a \$1.2-Million-Dollar *Agreement of Sale* for The Iron Globe's inaugural building site along the banks of the Schuylkill River. We anticipate Pennsylvania-funded financial support shortly after breaking ground.

The link below provides access to a ***Prospective-Funding-Partner Video*** as well as links to download ***The Iron Globe Brand Partnership Deck*** along with this ***Iron Globe Executive Summary***: <https://ironglobepa.com/funding/>

It is the objective of The Iron Globe Realty Development, LLC to secure \$26,000,000.⁰⁰ in funding through a *credit line/loan-equity* arrangement.

**The financial summary shown on *Page-5* projects a
Year #7 EBITDA = \$19.2MM with \$27.9MM in Assets and an IRR > 15%.**

Several aspects of The Pottstown Iron Globe Entertainment Complex serve to make this a desirable investment, and a solid *Proof-Of-Concept* venue.

#1. The Iron Globe proposed building site for which we have an Agreement of Sale resides at 151 & 161 Keystone Blvd, Pottstown, PA in an “Economic Development Opportunity Zone” allowing it to qualify for state financial support. We intend to secure \$1MM in *Economic Development Zone Support-Funding* from the State of Pennsylvania upon breaking ground. The executive team is connected in borough and state politics, and The Iron Globe is positioned to provide a positive economic, environmental, and artistic impact on Pottstown and the surrounding communities. Our relationships, combined with The Iron Globe value proposition are positives for both our team and the Greater Pottstown area.

#2. The population surrounding Pottstown provides a consumer base in excess of 270,000 people . . . more than enough to provide a foundation for both brand partner objectives and revenue goals associated with The Iron Globe through ticketing, merchandise sales, concessions, parking, festivals, and naming rights.

#3. More than any time in recent history, the idea of a mid-size outdoor entertainment complex is extremely attractive. Its inclusion of a drive-in theater, a synthetic ice rink, and festivals slated for October through January each year, as well as interactive gaming capabilities, through the use of large LED screens, provide year-round revenue opportunities, and consumer access along with a plethora of activation platforms for partnering brands.

#4. Pottstown, is located approximately 45 miles west of Philadelphia. It's the latest in an extended development along the Route 422 Corridor providing easy access and consumer awareness. Our venue is located less than a mile from the intersection of Routes 422 and 100, two heavily traveled throughfares. And since signing our Agreement of Sale, the local borough has secured \$30M in funding for the extension of Keystone Blvd. . . . a project that will connect our venue parking lot directly to an on/off-ramp for PA Rt. 422.

<<https://www.pottsmmerc.com/2022/07/11/feds-tapped-for-30m-to-extend-keystone-boulevard/>>

Approximately 15 miles west of the Oaks, PA Convention Center, 25 miles west of Valley Forge/King of Prussia, and 35 miles from Villanova, and within 45 miles of more than a dozen universities hosting more than 100,000 students, the Iron Globe is perfectly positioned to serve as an entertainment destination for those living in the suburbs of Philadelphia wishing to avoid the traffic and expenses associated with driving to Philadelphia and parking near Philly concert venues.

#5. The projected \$19.2 Million, Year #7 EBITDA with \$27.9 million in projected owners' assets, the anticipated annual operating profits, and the relatively low fixed operating expenses should provide a solid exit strategy that should make the *Iron Globe Realty Development LLC* a desirable target acquisition for a number of entertainment entities; ideally at multiples in excess of 10x. As background and for context, according to an article citing The Blackstone Group's 2013 attempts to sell AEG, the Blackstone Group entertained offers approaching \$7B on an EBITDA of \$350 million . . . a 20 x EBITDA multiple.

<http://christineosazuwa.com/cv_portfolio/live-nation/>.

#6. The Iron Globe Executive Team has a solid network of strategic relationships in the entertainment industry, with experience in producing concerts, managing projects, developing creative activations for brand partners/sponsors, and navigating the intricacies of incorporating a unique business within a community.

#7. There are more than 7,000 Economic Opportunity Zones in the US. The Iron Globe is intended to provide a *proof-of-concept* . . . the kind of validation that lends itself to the launch of a far-ranging and substantially lucrative platform for a methodical roll-out followed by a massive roll-up. If the SFX roll-up of venues and promoters that led to the birth of Live Nation is any indication of the potential, The Iron Globe could represent the start of an exciting era in destination venues.

The projected Yr#7 EBITDA on our Pottstown Iron Globe Entertainment Complex alone exceeds \$19M.

It is our intention to use the \$26,000,000 in loan/equity funding + \$1,000,000 in Economic Development Zone funding from the State of Pennsylvania as follows:

- \$ 1,400,000 for Purchase of the 11 Acre Land Parcel,
- \$ 5,375,000 for Engineering, Land Development, Water, & Electrical,
- \$15,550,000 for Construction of the Amphitheater & Surrounding Infrastructure,
- \$ 950,000 for Sound & Lighting Equipment, LED Screens, and a Zero-Carbon Skating Rink,
- \$ 1,200,000 for Overhead and Reserves,
- \$ 1,350,000 for Investment Bank Fees,
- \$ 200,000 for Year #1 Taxes, and
- \$ 975,000 for Reserves.

The Financial Projections on the next page reflect a credit-line/equity arrangement with our funding partners, where the \$26MM in funding would be repaid at 4.5% over 20 years. Funding partners will receive an equity position in and board seats on the Iron Globe Reality Development, LLC in an expanding deal, structured to provide a 7-year Internal Rate of Return (IRR) at 15%, and escalating as we continue to roll out comparable venues.

Below is a Projected 7-Year P&L on a *Per-Venue* Basis.

Projected P&L Per Year	Year #1	Year #2	Year #3	Year #4	Year #5	Year #6	Year #7
Revenue							
Naming Rights Revenue	500,000	1,830,000	2,029,100	2,124,702	2,303,791	2,545,152	2,721,236
Sponsorship Revenue	-	100,000	110,000	121,000	133,100	146,410	168,372
Ticketing Revenue	-	5,529,000	7,322,250	9,942,000	13,274,500	15,191,438	17,054,438
Premium Seating Revenue	-	400,000	616,000	798,600	1,024,870	1,127,357	1,296,461
Concessions Revenue	-	2,350,500	3,615,150	4,971,285	6,593,940	8,124,245	10,592,685
Parking Revenue	-	351,159	498,333	630,400	772,076	838,046	920,507
Drive-In Revenue	-	45,000	60,000	75,000	90,000	90,000	90,000
Corporate, Rental (Restaurants), & Miscellaneous Revenue	998,636	470,341	470,341	470,341	470,341	517,375	517,375
TOTAL INCOME (\$)	1,498,636	11,076,000	14,721,174	19,133,328	24,662,619	28,580,022	33,361,073
Expenses							
Salaries	165,000	453,000	881,100	1,056,833	1,156,345	1,205,271	1,294,175
Office & Monthly Expenses	15,000	73,800	153,750	161,438	165,375	165,375	165,375
Interest Payment on Loan	1,170,000	1,170,000	1,170,000	1,170,000	1,170,000	1,144,588	1,087,522
Production Expenses	-	4,068,808	5,133,683	6,782,297	9,011,052	9,702,545	10,528,413
Agency Sales Commissions	-	143,250	173,115	187,455	214,319	231,773	258,185
Legal Outsourced Expenses	6,000	24,000	48,000	48,000	48,000	48,000	48,000
Accounting Outsourced Expenses	18,000	18,000	18,000	18,000	18,000	18,000	18,000
Insurance Expenses	-	506,500	628,150	769,440	944,255	1,118,911	1,337,232
Land & Building Taxes	450,211	450,211	450,211	450,211	450,211	450,211	450,211
TOTAL EXPENSES (\$)	1,824,211	6,907,569	8,656,009	10,643,673	13,177,556	14,084,674	15,187,112
NET INCOME (\$)							
	EBITDA (\$)	844,425	5,338,431	7,235,165	9,659,655	12,655,063	15,639,936
							19,261,482

Below is a Projected 7-Year Key Assets Summary on a *Per-Venue* Basis.

PROJECTED ASSETS	Year #1	Year #2	Year #3	Year #4	Year #5	Year #6	Year #7
Cash On Hand	674,425	4,254,605	8,849,969	14,824,568	22,556,709	30,838,287	41,266,242
Land	1,400,000	1,400,000	1,400,000	1,400,000	1,400,000	1,400,000	1,400,000
Building Value (Depreciated Over 39 Years)	18,518,109	16,147,791	14,080,874	12,278,522	10,706,871	9,336,392	8,141,334
Equipment Value (Depreciated Over 7 Years)	518,000	268,324	138,992	71,998	37,295	19,319	10,007
Good Will (Owners' Estimate)	500,000	500,000	500,000	500,000	500,000	500,000	500,000
TOTAL ASSETS (\$)	21,610,534	22,570,720	24,969,835	29,075,088	35,200,876	42,093,998	51,317,583
LIABILITIES							
Line Balance	26,000,000	26,000,000	26,000,000	26,000,000	26,000,000	24,757,809	23,458,551
LIABILITIES (\$)	26,000,000	26,000,000	26,000,000	26,000,000	26,000,000	24,757,809	23,458,551
OWNERS' EQUITY							
PROJECTED KEY ASSET ACCOUNTS (\$)	(4,389,466)	(3,429,280)	(1,030,166)	3,075,088	9,200,875	17,336,189	27,859,032

If we break-ground on 22 EOZ Venues between 2023 – 2029, we might project a 2033 EBITDA of \$355 Million Dollars for an Exit in excess of \$3 Billion Dollars.

Multiple Venues Projected Cumulative EBITDA by 2033	Number of Venues						
	Launch Date	Exit Date	EBITDA Yr	Launched That Year	Launch Year		
	19,261,482	2024	2033	7	1	2024	Pottstown, PA
	-	2025	2033		0	2025	
	57,784,446	2026	2033	8	3	2026	Wilkes-Barre, PA Hyner, PA Columbia, PA
	96,307,409	2027	2033	7	5	2027	Youngstown, OH Calverton, NY Georgetown, DE Binghamton, NY Frederick Junction, MD
	93,839,615	2028	2033	6	6	2028	Beckley, WV Asheville, NC Bedford, IN Harrisonburg, VA Orange, MA Gastonia, NC
88,585,438	2029	2033	5	7	2029	Bristol, TN West Columbia, SC New Bern, VA Gainesville, GA Augusta, KY Byesville, OH Valdosta, GA	
Other Options						Homosassa, FL Frostproof, FL Lely, FL	
			Projected Cumulative EBITDA by 2033				
			22 Venues over 7 Years				
			355,778,390				

EXECUTIVE TEAM

Pat O'Connor

Co-Founder / The Iron Globe Entertainment Complex



POC Media CEO, Pat O'Connor, has spent the past 3 decades developing his integrated brand marketing company into a leading source of alternative media distribution, from the development of in-arena & in-stadium broadcast of music videos, to the creation of the *POC Media Music Supervision & Licensing System™* and the *POC Media LRE™ License Record Editing System*. Leveraging technology & a network of relationships, POC Media has been retained by FOX Sports, AT&T Sports Networks, PAC-12 Network, FSN, BTN, NFL Network, FS1, and NASCAR Productions, among other sports broadcast & cable outlets. Tens of thousands of song clearances and several million dollars in sync licenses have been generated through POC Media.

Pat's work in the integrated marketing world has included the development and execution of millions of dollars in branded mobile marketing, social media, and consumer activation platforms for companies that include Coca-Cola, Heinz, Nestle, Sunoco, Universal Music Group, Castrol, Cinnabon, VF, Walmart, Bass Pro Shops, Webasto, Mathnasium, Wrangler, Warner Music, and The Accor Hotel Group among others.

POC Media has booked and produced hundreds of concerts and branded events for artists that include Taylor Swift, Ludacris, TobyMac, 3 Doors Down, Train, Big & Rich, MercyMe, Rae Sremmurd, The Band Perry, Building 429, Sugarland, Brandy, 3OH!3, Robert Randolph and The Family Band, BOYZ II MEN, The Summer Set, MONICA, Big Sean, Jennifer Paige, and Motley Crue's Vince Neil among others.

Pat holds a Bachelor's of Arts & Sciences degree in biophysics with a chemical engineering emphasis from the University of Pennsylvania.

Andrew Monastra

Co-Founder / The Iron Globe Entertainment Complex



Andrew was born and raised in Delaware County, Pennsylvania, graduating from Cardinal O'Hara High School in 1978. He then graduated from Villanova University in 1982, with a degree in Operations Management. Andrew next earned his MBA in Systems Management from Drexel University in 1984. Andrew accepted an engineering position with ICI Americas, a defense and aerospace pyrotechnic contractor. Here, Andrew was one of the designers of the first mass produced air bag igniters, with his design featured in the 1984-1985 Ford Tempo/ Mercury Topaz air bag igniter system. While working full time in the aerospace industry, Andrew earned his Juris Doctor degree in 1991, and was admitted to the Pennsylvania Bar in December, 1991.

In 1991, Andrew relocated to his adopted hometown, Pottstown, to begin his legal career. He has practiced law in Pottstown continuously since then and had his own firm from 2000 to 2015, focusing exclusively on real estate law and his title insurance agency, Heartland Abstract, Inc. Before forming MG Law with his partner, Jessica Grater, Andrew headed the real estate department at a large county law firm.

Andrew resides in the Borough of Pottstown and has been actively involved in the community serving on the following Boards:

ArtFusion 19464 (President)

The Sunnybrook Foundation

The Carousel at Pottstown

Edgewood Historic Cemetery (President)

Pottstown Planning Commission

Pottstown Historical Architectural Review Board (President)

Pottstown Land Bank

Andrew is well known as an innovative, hands on, "can do" professional, who prides himself on aggressively representing his client's interests at all times. Andrew's extensive knowledge of real estate law is known amongst his peers, who respect him both as an adversary and as a colleague who will gladly share his knowledge with other members of the Bar whenever asked.

Chele Hallman

Co-Founder / The Iron Globe Entertainment Complex



Chele Hallman develops unparalleled community activations for brands.

As a co-owner of The Pottstown Farmers Market, Chele was integral to the transformation to Pottstown's High Street Terminal Food Court and Marketplace.

Working in conjunction with members of the Pennsylvania Liquor Control Board as well as the Pennsylvania Health Department, Chele collaborated in the launch of Pottstown's popular Kiki Vodka Bar.

A serial entrepreneur, Chele's business ventures have included regional entertainment companies, certified graphic design endeavors, and execution on marketing initiatives ranging from social media to traditional PR and advertising campaigns.

A consultant for PAID, Inc., the Pottstown Area Industrial Development organization, Chele's powerful network of regional relationships drive positive change in the community, a *MUST* for the friction-free development of any brand, and specifically for The Iron Globe as a fixture within Pottstown's Opportunity Zone.

Chele's key role within The Iron Globe includes the management and direction of community relations as well as client and brand management.

Thanks for taking the time to consider joining us in a venture that we believe can positively impact our nation as a whole, and Economic Opportunity Zones specifically, in ways that will ultimately be measured beyond profits, extending into the improvement of communities, the growth of local economies, and cultural opportunities for generations to come through educational support, arts appreciation, environmental enhancements, and the introduction and integration of technology across social structures.

For more information, including a Brand Partnership Deck & Video, please see the link below:

<https://ironglobepa.com/funding/>

Attached are:

- #1. Iron Globe Renderings (Pages 10 – 12)**
- #2. Frequently Requested Funding Information (Pages 13 – 14)**
- #3. Preliminary Construction Budgeting Details (Pages 15 – 20)**

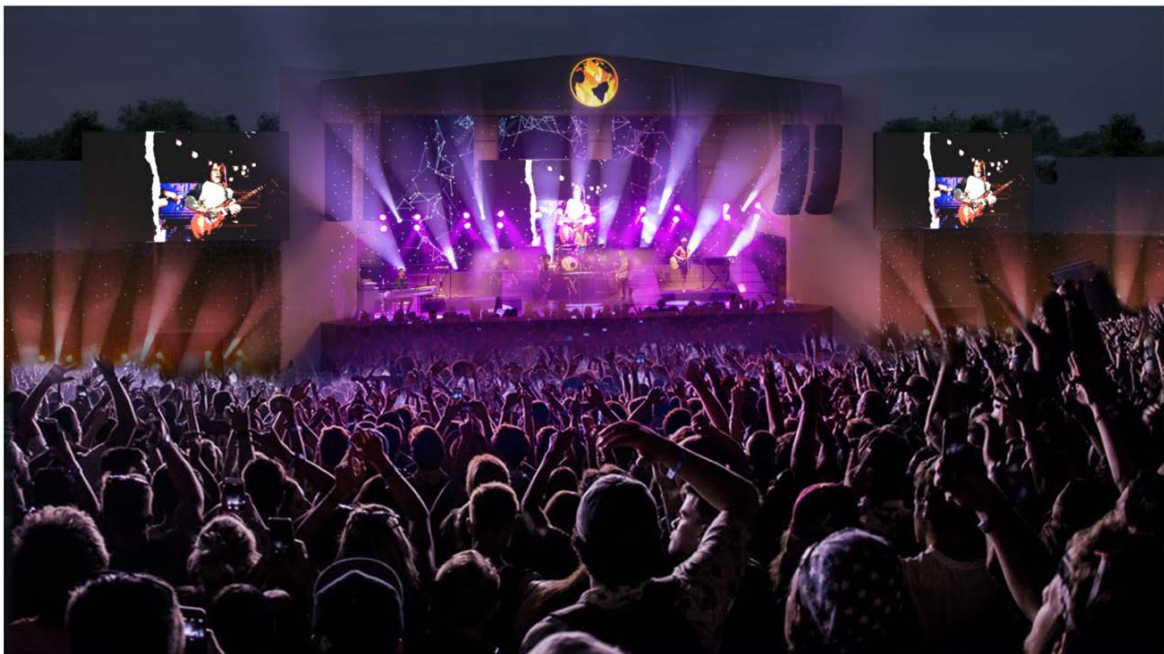
Rendering – An Afternoon at the Iron Globe



Rendering – Evening at the Iron Globe



Rendering – Showtime at the Iron Globe



Rendering – An Overhead View “Ground - Level Plan” by Route 100



Rendering – An Overhead View “Upper - Level Plan” by Route 100





IRON GLOBE

Frequently Requested Information from Funding Entities

Submission Details

1. Name of the project: Iron Globe Entertainment Complex
2. Borrower/Guarantor: Iron Globe Realty Development, LLC
3. Subject Address: 151 & 161 Keystone Blvd., Pottstown, PA 19464
4. Property Type (upon completion): Leased Amphitheater & Entertainment Complex
5. Type of Transaction: Construction ☒ Rehab ☐ Development ☐
6. As Is Value (current value) \$ 3,000,000
7. ARV (Estimated Value after Completion): \$ 35,000,000.
8. Loan Amount Requested: \$ 26,000,000 Loan/Equity + Credit Line

Comments (Important details pertinent to deal, deadlines, short description, etc.)

The Iron Globe Entertainment Complex will be the transformational centerpiece of the Pottstown, PA social scene, creating significant economic and cultural opportunities in a Pennsylvania Designated Economic Opportunity Zone. The first of many upon completion, The Iron Globe will serve as a multipurpose complex, intimate 2,200 seat outdoor music venue to the shores of the Schuylkill River, separating North and South Pottstown. Nestled in a bucolic nature reserve with environmentally friendly architecture and design, premium box seating, several boutique restaurants, local microbrews, and youth activity platforms ranging from a skating rink to interactive games played on multiple high definition 35-foot LED screens, drive-in movies, and festivals. The Iron Globe will generate revenue through the rental of restaurant space as well as the entertainment space which will be leased by a concert promotion company.

Projected Year #7 EBITDA = \$19.2M with Projected Year #7 Owners' Equity = \$27.9M.

The Iron Globe Brand Partnership Deck w/ 7-Year Projections: <https://ironglobepa.com/funding/>

Questions

1. Do they own the land: Yes () or No (X)

If Yes:

Date purchased: _____

Price Paid: \$ _____

If No:

Purchase Price: \$ 1,200,000 (Agreement of Sale) with Engineering Plans

Closing Date: June, 2023 after Due Diligence

Funding/Lender in place: Seeking Funding

2. Is land raw or developed? (Are you looking for horizontal or vertical)

The land is raw. Iron Globe Realty Development, LLC will develop it.

3. Does borrower have plans and or permits? Plans in development, we have presented roughs to permitting board and have their support. Permits anticipated.

4. Is zoning completed (of land)? Zoning Meetings planned – The committees like this.

5. Do you have architectural plans or renderings (if yes please attach) Available & in progress.

6. Is the project shovel ready? Yes – upon funding and Zoning approval, which is expected.

The Iron Globe Location

Between New York, Philadelphia, Baltimore, Washington, Harrisburg, Allentown, and Scranton.



URL : <https://www.IronGlobePA.com/>

Preliminary General Construction Budgeting

SCHEDULE OF VALUES			
CSI Code	Trade	Cost	Cost / Sq'
1-000	GENERAL REQUIREMENTS	\$ 279,385.00	\$ 2.95
2-000	SITEWORK	\$ 3,098,795.00	\$ 32.68
2-900	LANDSCAPING	\$ 45,000.00	\$ 0.47
3-000	CONCRETE	\$ 4,457,608.80	\$ 47.02
4-000	MASONRY	\$ 1,218,840.00	\$ 12.86
5-110	MISCELLANEOUS METALS	\$ 54,000.00	\$ 0.57
6-100	ROUGH CARPENTRY	\$ 1,689,343.00	\$ 17.82
6-220	MILLWORK	\$ 9,600.00	\$ 0.10
6-620	FINISH CARPENTRY	\$ 17,800.00	\$ 0.19
7-200	BUILDING INSULATION	\$ 189,620.00	\$ 2.00
7-240	EIFS	\$ 2,952,997.50	\$ 31.15
7-500	ROOFING	\$ 894,900.00	\$ 9.44
7-900	JOINT SEALANTS/WATERPROOFING	\$ 134,276.75	\$ 1.42
8-100	DOORS, FRAMES, AND HARDWARE	\$ 32,810.00	\$ 0.35
8-800	ALUMINUM, GLASS AND GLAZING	\$ 323,000.00	\$ 3.41
9-250	DRYWALL	\$ 576,877.00	\$ 6.08
9-500	CERAMIC TILE	\$ 451,656.00	\$ 4.76
9-680	FLOORING	\$ 35,009.97	\$ 0.37
9-900	PAINTING	\$ 215,000.00	\$ 2.27
10-000	SPECIALTIES	\$ 425,500.00	\$ 4.49
10-400	SIGNAGE	\$ 15,000.00	\$ 0.16
10-800	TOILET ACCESSORIES	\$ 20,000.00	\$ 0.21
14-200	ELEVATORS	\$ 571,000.00	\$ 6.02
15-300	FIRE PROTECTION	\$ 274,949.00	\$ 2.90
15-400	PLUMBING	\$ 474,050.00	\$ 5.00
15-500	HVAC	\$ 500,000.00	\$ 5.27
16-000	ELECTRICAL	\$ 1,047,957.50	\$ 11.05
16-710	FIRE ALARM	\$ 142,215.00	\$ 1.50
SUBTOTAL		\$ 20,147,190.52	\$ 212.50
	General Conditions	\$ 381,075.00	4.02
	FEE	\$ 805,887.62	8.50
	Contractor's Liability Insurance	\$ 261,913.48	2.76
	BASE GRAND TOTAL	\$ 21,596,066.61	\$ 227.78
	Base total SF		94,810

Preliminary Construction General Requirements

CONSTRUCTION GENERAL CONDITIONS					DURATION	78 WEEKS
NO.	ITEM	QUANTITY	UNITS	% FACTOR	UNIT COST	EXT COST
10110	PROJECT MANAGER	82	WEEKS	100%	\$ 3,200.00	\$ 262,400.00
10110	PROJECT MANAGER ASSISTANT	75	WEEKS	25%	\$ 2,500.00	\$ 46,875.00
10110	PROJECT ADMINISTRATION/SCHEDULING	75	WEEKS	10%	\$ 3,400.00	\$ 25,500.00
10130	PROJECT ACCOUNTING	82	WEEKS	20%	\$ 2,000.00	\$ 32,800.00
10215	ESTIMATING / PURCHASING SERVICES	12	WEEKS	20%	\$ 4,000.00	\$ 9,600.00
10701	JOBSITE SUPPLIES	78	WEEKS	100%	\$ 50.00	\$ 3,900.00
					TOTAL	\$ 381,075.00

GENERAL REQUIREMENTS					DURATION	78 WEEKS
NO.	ITEM	QUANTITY	UNITS	% FACTOR	UNIT COST	EXT COST
10200	ENGINEERING/LAYOUT	1	LS	100%	\$ 30,000.00	\$ 30,000.00
10426	PROJECT SIGN	1	LS	100%	\$ 1,500.00	\$ 1,500.00
10570	TRAFFIC CONTROL	1	LS	100%	\$ 10,000.00	\$ 10,000.00
10600	CONSTRUCTION FENCING	2635	LF	100%	\$ 10.00	\$ 26,350.00
10700	SITE OFFICE FACILITIES	18	MO	100%	\$ 650.00	\$ 11,700.00
10707	JOBSITE UTILITY FEES	18	MO	100%	\$ 550.00	\$ 9,900.00
10911	TEMP. TRAILERS (STORAGE)	18	MO	100%	\$ 150.00	\$ 2,700.00
10920	TEMP. TOILETS	18	MO	200%	\$ 330.00	\$ 11,880.00
11500	CLEAN UP LABOR	78	WEEKS	100%	\$ 1,400.00	\$ 109,200.00
12000	RUBBISH REMOVAL	25	EA	100%	\$ 750.00	\$ 18,750.00
17000	FINAL CLEANING	94,810	SF	100%	\$ 0.50	\$ 47,405.00
					TOTAL	\$ 279,385.00

Preliminary Construction Budgeting Details

Budget Breakdown				Total building sq'			94,810
CSI	Trade	Quantity	Unit	Unit \$	Subtotal	Total	\$ / Sq'
1-000	GENERAL REQUIREMENTS					\$ 279,385.00	\$ 2.95
	General Requirements	1	LS	\$ 279,385.00	\$ 279,385.00		
2-000	SITEWORK					\$ 3,098,795.00	\$ 32.68
	Provide site preparations and clearing	404,000	SF	\$ 0.90	\$ 363,600.00		
	Furnish, install and maintain silt fence	2,635	LF	\$ 5.00	\$ 13,175.00		
	Furnish and install inlet filters	1	allow	\$ 2,000.00	\$ 2,000.00		
	Furnish and install stabilized construction entrance	1	EA	\$ 4,500.00	\$ 4,500.00		
	Provide earthwork	1	allow	\$ 250,000.00	\$ 250,000.00		
	Provide storm sewer system	1	allow	\$ 300,000.00	\$ 300,000.00		
	Provide gas services	1	allow	\$ 65,000.00	\$ 65,000.00		
	Provide water services	1	allow	\$ 85,000.00	\$ 85,000.00		
	Provide sanitary sewer services	1	allow	\$ 90,000.00	\$ 90,000.00		
	Form and pour concrete curbing	7,200	LF	\$ 25.00	\$ 180,000.00		
	Furnish and install sidewalk pavers	62,796	SF	\$ 14.00	\$ 879,144.00		
	Furnish and install full depth light duty asphalt pavement	132,896	SF	\$ 6.00	\$ 797,376.00		
	Furnish and install fence - assumed	490	LF/allow	\$ 100.00	\$ 49,000.00		
	Provide parking lot striping and signage	1	allow	\$ 20,000.00	\$ 20,000.00		
2-900	LANDSCAPING					\$ 45,000.00	\$ 0.47
	Provide landscape	1	allow	\$ 45,000.00	\$ 45,000.00		
3-000	CONCRETE					\$ 4,457,608.80	\$ 47.02
	Provide excavation for building foundations	1	allow	\$ 75,000.00	\$ 75,000.00		
	Form and pour concrete footings	1,503	CY	\$ 700.00	\$ 1,052,100.00		
	Form and pour concrete columns	74	CY	\$ 700.00	\$ 51,851.85		
	Form and pour 6" concrete slab on grade	2,045	CY	\$ 700.00	\$ 1,431,370.37		
	Form and pour 8" concrete slab upper level	1,329	CY	\$ 950.00	\$ 1,262,312.50		
	Form and pour 8" concrete seating slope slab	534	CY	\$ 950.00	\$ 507,405.56		
	Furnish and install stone under slab	2,045	CY	\$ 35.00	\$ 71,568.52		
	Infill concrete pan stairs and landings	40	risers	\$ 150.00	\$ 6,000.00		
4-000	MASONRY					\$ 1,218,840.00	\$ 12.86
	Furnish and install CMU	87,060	SF	\$ 14.00	\$ 1,218,840.00		
5-110	MISCELLANEOUS METALS					\$ 54,000.00	\$ 0.57
	Furnish and install new metal pan stairs	40	risers	\$ 450.00	\$ 18,000.00		
	Furnish and install miscellaneous elevator steel	3	EA	\$ 10,000.00	\$ 30,000.00		
	Finish and install new stair railings	40	risers	\$ 150.00	\$ 6,000.00		
6-100	ROUGH CARPENTRY					\$ 1,689,343.00	\$ 17.82
	Furnish and install metal framing	58,865	SF	\$ 15.50	\$ 912,407.50		
	Furnish and install roof joist system with metal deck	47,087	SF	\$ 16.50	\$ 776,935.50		
6-220	MILLWORK					\$ 9,600.00	\$ 0.10
	Fabricate and install solid surface countertops at all bathrooms	120	SF	\$ 80.00	\$ 9,600.00		
6-620	FINISH CARPENTRY					\$ 17,800.00	\$ 0.19
	Furnish and install standard base trim	1	allow	\$ 5,000.00	\$ 5,000.00		
	Install doors and hardware	34	EA	\$ 200.00	\$ 6,800.00		
	Install toilet accessories	40	EA	\$ 150.00	\$ 6,000.00		
7-200	BUILDING INSULATION					\$ 189,620.00	\$ 2.00
	Furnish and install insulation	94,810	SF	\$ 2.00	\$ 189,620.00		
7-240	EIFS					\$ 2,952,997.50	\$ 31.15
	Furnish and install EIFS system	203,655	SF	\$ 14.50	\$ 2,952,997.50		
7-500	ROOFING					\$ 894,900.00	\$ 9.44
	Furnish and install EPDM roofing	59,660	SF	\$ 15.00	\$ 894,900.00		
7-900	JOINT SEALANTS/WATERPROOFING					\$ 134,276.75	\$ 1.42
	Furnish and install elevator pit waterproofing	3	EA	\$ 2,200.00	\$ 6,600.00		
	Furnish and install seating slab waterproofing	19,665	SF	\$ 3.95	\$ 77,676.75		
	Furnish and install all specified joint sealant at all locations including but not limited to masonry, aluminium and glass, etc.	1	allow	\$ 50,000.00	\$ 50,000.00		
8-100	DOORS, FRAMES, AND HARDWARE					\$ 32,810.00	\$ 0.35
	Furnish and deliver apartment interior doors	6	EA	\$ 175.00	\$ 1,050.00		
	Furnish and deliver hollow metal common area door & frames	28	EA	\$ 600.00	\$ 16,800.00		

Preliminary Construction Budgeting Details (continued)

	Furnishing and deliver building standard hardware at new hollow metal doors locations	28	EA	\$ 500.00	\$ 14,000.00		
	Furnish and deliver building standard hardware at new door locations	6	EA	\$ 160.00	\$ 960.00		
8-800	ALUMINIUM, GLASS, AND GLAZING					\$ 323,000.00	\$ 3.41
	Furnish and install storefront entrances	12	EA	\$ 4,000.00	\$ 48,000.00		
	Furnish and install storefront system	5,000	SF	\$ 55.00	\$ 275,000.00		
9-250	DRYWALL AND CEILINGS					\$ 576,877.00	\$ 6.08
	Furnish and install drywall interior and exterior walls	188,368	SF	\$ 1.50	\$ 282,552.00		
	Furnish and install ACT ceilings	58,865	SF	\$ 5.00	\$ 294,325.00		
9-500	CERAMIC TILE					\$ 451,656.00	\$ 4.76
	Furnish and install ceramic tile at bathroom floors	37,638	SF/allow	\$ 12.00	\$ 451,656.00		
9-680	FLOORING					\$ 35,009.97	\$ 0.37
	Furnish and install office area flooring - \$30 - sy F & I allowance	6,009	SF	\$ 3.33	\$ 20,009.97		
	Minor floor preparation	1	allow	\$ 15,000.00	\$ 15,000.00		
9-900	PAINTING					\$ 215,000.00	\$ 2.27
	Furnish and apply paint to all partitions, soffits, and ceilings	1	allow	\$ 215,000.00	\$ 215,000.00		
	Furnish and apply paint to all doors and frames				Included		
	Furnish and apply paint to stair risers and stringers				Included		
10-000	SPECIALTIES					\$ 425,500.00	\$ 4.49
	Furnish and deliver fire extinguishers & cabinets	1	allow	\$ 2,500.00	\$ 2,500.00		
	Stage furnishings and finishes	1	allow	\$ 150,000.00	\$ 150,000.00		
	Ice skating rink construction	1	allow	\$ 65,000.00	\$ 65,000.00		
	Furnish and install seats	2,200	EA/allow	\$ 90.00	\$ 198,000.00		
	Furnish and deliver miscellaneous louvers and vents	1	allow	\$ 10,000.00	\$ 10,000.00		
10-400	SIGNAGE					\$ 15,000.00	\$ 0.16
	Furnish and install signage	1	allow	\$ 15,000.00	\$ 15,000.00		
10-800	TOILET ACCESSORIES					\$ 20,000.00	\$ 0.21
	Furnish and install bathroom mirrors	40	EA	\$ 250.00	\$ 10,000.00		
	Furnish and deliver toilet tissue holders, towel bars, etc	40	EA	\$ 250.00	\$ 10,000.00		
14-200	ELEVATORS					\$ 571,000.00	\$ 6.02
	Furnish and install passenger elevators	6	STP	\$ 26,000.00	\$ 156,000.00		
	Provide cab finish allowance (\$25,000 per car)	3	EA	\$ 25,000.00	\$ 75,000.00		
	Furnish and install escalators	4	EA/allow	\$ 85,000.00	\$ 340,000.00		
15-300	FIRE PROTECTION					\$ 274,949.00	\$ 2.90
	<u>Shop Drawings, Calculations and Submittals</u>	94,810	SF	\$ 2.90	\$ 274,949.00		
	Complete the required water flow tests and coordinate with the City of Pottstown Pennsylvania as necessary. Provide all hydraulic calculations, fire sprinkler design, shop drawings, samples and material submittal packages as required. All design plans and calculations to be signed and sealed by a PA licensed engineer.				Included		
	<u>Fire Service</u>				Included		
	Provide all excavation, backfill, and compaction for fire service from 5'-0" outside of building and Fire Department Connection.				Included		
	Furnish and install incoming fire service from 5'-0" outside of building.				Included		
	Furnish and install Fire Department connection.				Included		
	<u>Equipment</u>				Included		
	Furnish and install all required temper switches, flow switches, check valves, inspector's test valve, etc. as specified.				Included		
	<u>Pipe and Heads</u>				Included		
	Provide fire stopping as required.				Included		
	Furnish and install all required sprinkler piping and all associated components as specified (black iron mains & PVC distribution) - in conformance with NFPA-13.				Included		
	Furnish and install sprinkler heads including but not limited to upright heads, upright heads below duct, sidewall heads, concealed heads, semi-recessed heads, water curtain heads, etc. as specified.				Included		
	<u>As-Builts, Warranties, Start-up and Training</u>				Included		
	Provide As-Built plans of all fire sprinkler systems and controls.				Included		
	Provide manufacturers warranties for all equipment, systems and devices, in the Project Owner.				Included		
15-400	PLUMBING					\$ 474,050.00	\$ 5.00
	<u>Shop Drawings and Submittals</u>	94,810	SF	\$ 5.00	\$ 474,050.00		

Preliminary Construction Budgeting Details (continued)

	Provide all shop drawings, sample and material submittal packages as required.				Included		
	<u>Piping</u>						
	Furnish and install all sanitary drainage and vent piping.				Included		
	Provide all excavation, backfill, and compaction as required for this trades work.				Included		
	Furnish and install piping at all hot and cold water locations-CPVC				Included		
	Furnish and install all pipe fittings, valves, cleanouts , etc., and all accessories as required.				Included		
	Furnish and install pipe insulation.				Included		
	Furnish and install piping, meter, check valve assembly with backflow preventer, etc. to provide the complete domestic water service.				Included		
	<u>Plumbing Fixtures</u>						
	Furnish and install all water closets.				Included		
	Furnish and install all undercounter lavatories and faucets.				Included		
	Furnish and install all janitor's sinks and faucets.				Included		
	Furnish and install all floor drains.				Included		
	Furnish and install all roof drains and overflow drains.				Included		
	Furnish and install all shock absorbers				Included		
	Furnish and install all non-freeze hose bibs.				Included		
	Furnish and install all hose bibs				Included		
	Furnish and install elevator sump pump with pump switch, and overload panel.				Included		
	Furnish and install all hot water heaters.				Included		
	Furnish and install backflow preventers.				Included		
	Provide insulation at fixtures as required.				Included		
	Provide all fire stopping as required by this trades work.				Included		
	Provide all systems sterilization and testing as specified.				Included		
	<u>As Builts, Start-up, Warranties and Training</u>						
	Provide as-built plans for all plumbing piping and systems. Provide start-up and training for the Owners Representatives for all systems, and provide all manufacturers warranties for all materials and equipment.				Included		
15-500	HVAC					\$ 500,000.00	\$ 5.27
	<u>Shop Drawings and Submittals</u>						
	Provide all shop drawings, sample and material submittal packages as required.				Included		
	<u>Equipment</u>						
	Furnish and install all ducting and exhaust fans for kitchens.				Included		
	Furnish and install all ducting and exhaust fans for bathrooms.				Included		
	Furnish and install RTU's, ductwork and distribution for common areas				Included		
	<u>Ductwork and Distribution</u>						
	Fabricate and install all metal ductwork including transfer ductwork, supply ductwork, return ductwork as specified.				Included		
	Furnish and install duct insulation and acoustical lining as specified.				Included		
	Furnish and install all diffusers and return registers as specified.				Included		
	Furnish and install all fire/smoke/volume dampers as specified.				Included		
	Furnish and install duct smoke detectors as specified.				Included		
	Provide all required access doors as required.				Included		
	Provide all fire stopping as required by this trades work.				Included		
16-000	ELECTRICAL					\$ 1,047,957.50	\$ 11.05
	<u>Shop Drawings and Submittals</u>	94,810	SF	\$ 7.00	\$ 663,670.00		
	Provide all shop drawings, sample and material submittal packages as required.				Included		
	<u>Temporary Electric Service</u>						
	Furnish and install all equipment and wiring for a complete 200 Amp temporary electric service per building. This service shall provide temporary power and lighting for the building during construction, and shall also serve two (2) office trailers on site. Provide adequate temporary lighting fixtures and power receptacles throughout the building, and complete the removal of this system upon completion of the project.				Included		
	<u>Primary Electric Service Conduits</u>						

Preliminary Construction Budgeting Details (continued)

	Complete the installation of all specific electrical and communication primary service conduits. Include all excavation and backfilling.				Included		
	<u>Secondary Electric Service Conduits and Feeders</u>						
	Complete the installation of the second service conduits and feeders specified.				Included		
	Include all excavation and backfilling.				Included		
	<u>Main Electric Room and Switchboards</u>						
	Furnish and install the complete switchgear units as indicated including all meters, breakers, etc.				Included		
	<u>Grounding</u>						
	Furnish and install grounding system as specified.				Included		
	<u>Distribution Equipment</u>						
	Furnish and install electrical distribution equipment as indicated. This shall include all panel boards, transformers, conduit, wire ways, wire, etc.				Included		
	<u>Mechanical Equipment Wiring</u>						
	Complete all wiring of all mechanical equipment				Included		
	Complete all wiring of all elevator equipment				Included		
	<u>General Power Wiring</u>						
	Complete all wiring of any items not specifically listed above. This shall include all general purpose outlets, GFI's, dedicated circuit receptacles, etc. in all residential and general common areas, toilet room, maintenance areas, closets, etc. Provide all fire stopping as required by this trades work.				Included		
	<u>Lighting</u>						
	Furnish and install all lighting fixtures, switching as required. Include all fixtures within the building and mounted on the building requirements	1	allow	\$ 250,000.00	\$ 250,000.00		
	Furnish and install lighting in parking deck	137	EA	\$ 250.00	\$ 34,287.50		
	Furnish and install site lighting	1	allow	\$ 100,000.00	\$ 100,000.00		
	<u>Tele/Data, Audio Visual, and Security</u>						
	Furnish and install all conduits and pull strings for tele/data system as specified.				Included		
	Furnish and install all conduits, back boxes, and pull strings for all audio visual components as specified.				Included		
	<u>As-Builts, Warranties, Start-up and Training</u>						
	Provide As-Built plans of all electrical wiring, including underground services and all interior wiring.				Included		
	Provide manufacturers warranties for all equipment, systems and devices, in the name of the Project Owner.				Included		
	Provide start-up and training of all systems for the Owner's Representatives.				Included		
16-710	FIRE ALARM					\$ 142,215.00	\$ 1.50
	<u>Shop Drawings and Submittals</u>	94,810	SF	\$ 1.50	\$ 142,215.00		
	Provide all shop drawings, samples and material submittal packages as required.				Included		
	<u>Fire Alarm</u>						
	Provide all fire alarm system wiring, components, connections, and programming as required by local codes.				Included		
	TOTAL CONSTRUCTION COSTS					\$ 20,147,190.52	\$ 212.50