



**IRON GLOBE**

## EXECUTIVE SUMMARY

**The 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 complex.

The 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, Oktoberfest, 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’s ability to secure and present the best entertainment, support worthy community causes, and lead in the economic and cultural development of Pottstown and its surrounding areas.

The link below provides access to a **Phase One Video** as well as links to download **The Iron Globe Brand Partnership Deck** as well as this **Iron Globe Executive Summary**: <https://ironglobepa.com/PhaseOne/>

Iron Globe™ Realty Development LLC is seeking \$1,500,000.<sup>00</sup> in angel funding for the purchase of an eleven-acre parcel of land along the banks of the Schuylkill River for which we already have an agreement of sale. This land is intended to be the site of a twenty-two hundred seat outdoor amphitheater and entertainment complex with the capacity to economically, environmentally, and culturally, transform the borough of Pottstown, Pennsylvania.

It is the intention of Iron Globe Realty Development™ LLC to secure an additional \$15,500,000.<sup>00</sup> in funding through a *credit line/loan-equity* arrangement. The \$1,500,000.<sup>00</sup> in angel funding will also be added to this amount for a parallel loan repayment as we build the Iron Globe™ with the intention of generating a 15% IRR for all investors.

***In the unlikely event that we run into insurmountable roadblocks in securing the additional \$15,500,000.<sup>00</sup> funding or experience unremedied zoning or environmental issues, the Angel Funding Entity will be repaid their \$1,500,000.<sup>00</sup> investment through proceeds of the sale of the property, and any incremental profits realized from such a sale will be split between the partners in Iron Globe™ Realty Development LLC and our Angel Investor.***

The financial summary below projects a **Year #7 EBITDA of \$8.3MM.**

Projected P&L Per Year	Year #1	Year #2	Year #3	Year #4	Year #5	Year #6	Year #7
<b>Revenue</b>							
<i>Naming Rights Revenue</i>	500,000	1,830,000	2,029,100	2,124,702	2,303,791	2,545,152	2,721,236
<i>Sponsorship Revenue</i>	-	100,000	110,000	121,000	133,100	146,410	168,372
<i>Ticketing Revenue</i>	-	2,260,333	3,642,167	5,303,250	7,184,563	8,015,172	8,945,660
<i>Premium Seating Revenue</i>	-	400,000	616,000	798,600	1,024,870	1,127,357	1,296,461
<i>Concessions Revenue</i>	-	1,151,000	2,025,100	3,037,766	4,264,774	4,927,817	6,005,989
<i>Parking Revenue</i>	-	197,643	323,289	447,947	578,567	596,159	618,149
<i>Drive-In Revenue</i>	-	45,000	60,000	75,000	90,000	90,000	90,000
<i>Corporate, Rental (Restaurants), &amp; Miscellaneous Revenue</i>	998,636	470,341	470,341	470,341	470,341	517,375	517,375
<b>TOTAL INCOME (\$)</b>	<b>1,498,636</b>	<b>6,454,317</b>	<b>9,275,997</b>	<b>12,378,605</b>	<b>16,050,005</b>	<b>17,965,442</b>	<b>20,363,241</b>
<b>Expenses</b>							
<i>Salaries</i>	174,000	453,000	845,100	887,355	953,907	1,034,989	1,121,634
<i>Office &amp; Monthly Expenses</i>	15,000	73,800	153,750	161,438	171,577	185,334	201,087
<i>Interest Payment on Loan</i>	765,000	765,000	765,000	765,000	765,000	748,384	711,072
<i>Production Expenses</i>	-	3,620,044	4,594,961	6,213,633	8,388,177	8,866,202	9,425,233
<i>Agency Sales Commissions</i>	-	143,250	173,115	187,455	214,319	231,773	258,185
<i>Legal Outsourced Expenses</i>	6,000	24,000	48,000	48,000	48,000	48,000	48,000
<i>Accounting Outsourced Expenses</i>	18,000	18,000	18,000	18,000	18,000	18,000	18,000
<i>Insurance Expenses</i>	-	185,333	259,533	340,440	431,930	478,505	536,724
<i>Land &amp; Building Taxes</i>	450,211	450,211	450,211	450,211	450,211	450,211	450,211
<b>TOTAL EXPENSES (\$)</b>	<b>1,428,211</b>	<b>5,732,639</b>	<b>7,307,670</b>	<b>9,071,532</b>	<b>11,441,119</b>	<b>12,061,397</b>	<b>12,770,146</b>
<b>NET INCOME (\$)</b>							
<b>EBITDA (\$)</b>	<b>835,425</b>	<b>1,486,678</b>	<b>2,733,326</b>	<b>4,072,073</b>	<b>5,373,886</b>	<b>6,652,429</b>	<b>8,304,167</b>

Below is a Projected 7-Year Key Assets Summary

PROJECTED ASSETS	Year #1	Year #2	Year #3	Year #4	Year #5	Year #6	Year #7
<i>Cash On Hand</i>	(7,929,575)	(6,486,727)	(4,431,813)	(1,670,932)	1,797,291	5,178,716	9,495,219
<i>Land</i>	1,400,000	1,400,000	1,400,000	1,400,000	1,400,000	1,400,000	1,400,000
<i>Building Value (Depreciated Over 39 Yrs)</i>	18,518,109	16,147,791	14,080,874	12,278,522	10,706,871	9,336,392	8,141,334
<i>Equipment Value (Depreciated Over 7 Yrs)</i>	518,000	268,324	138,992	71,998	37,295	19,319	10,007
<i>Good Will (Owners' Estimate)</i>	500,000	500,000	500,000	500,000	500,000	500,000	500,000
<b>TOTAL ASSETS (\$)</b>	<b>13,006,534</b>	<b>11,829,388</b>	<b>11,688,053</b>	<b>12,579,588</b>	<b>14,441,458</b>	<b>16,434,426</b>	<b>19,546,560</b>
<b>LIABILITIES</b>							
<i>Line Balance</i>	17,000,000	17,000,000	17,000,000	17,000,000	17,000,000	16,187,798	15,338,283
<b>LIABILITIES (\$)</b>	<b>17,000,000</b>	<b>17,000,000</b>	<b>17,000,000</b>	<b>17,000,000</b>	<b>17,000,000</b>	<b>16,187,798</b>	<b>15,338,283</b>
<b>OWNERS' EQUITY</b>							
<b>PROJECTED KEY ASSET ACCOUNTS (\$)</b>	<b>(3,993,466)</b>	<b>(5,170,612)</b>	<b>(5,311,947)</b>	<b>(4,420,412)</b>	<b>(2,558,542)</b>	<b>246,628</b>	<b>4,208,277</b>

Several aspects of The Iron Globe™ serve to make this a desirable investment.

#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 base in excess of 270,000 consumers . . . more than enough to provide a foundation for both sponsors and revenue to The Iron Globe through ticketing, merchandise sales, concessions, parking, festivals, and naming rights.

#3. More than any time in recent history, the idea of an outdoor entertainment complex is attractive. Its inclusion of a drive-in theater, a synthetic ice rink, and festivals slated for October through December each year, as well as interactive gaming capabilities through the use of large LED screens, and access from The Hill School as well as Montgomery County Community College, 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 thoroughfares. Approximately 15 miles west of the Oaks, PA Convention Center, 25 miles west of Valley Forge/King of Prussia, and 35 miles from Villanova, 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 \$8.3 million *Year #7 EBITDA*, the projected annual operating profits, and the relatively low fixed operating expenses should provide a five-to-seven year exit strategy that will make The Iron Globe a desirable target acquisition for a number of entertainment entities; ideally at multiples in excess of 10x. As background, according to an article citing The Blackstone Group’s 2013 attempts to sell AEG, the initial offering ranged from \$7B to \$11B on an EBITDA of \$350 million. [[http://christineosazuwa.com/cv\\_portfolio/live-nation/](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.

It is our intention to use the \$17,000,000 in loan/equity funding plus \$10,000,000.<sup>00</sup> in multi-year Naming Rights Sponsorship plus Economic Development Zone funding from the State of Pennsylvania as follows:

- \$ 1,500,000 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 Year #1,
- \$ 1,350,000 for Investment Bank Fees,
- \$ 100,000 for Year #1 Taxes,
- \$ 975,000 for Reserves.

The Financial Projections on *Page 2* reflect a credit-line/equity arrangement with our funding partners, where the \$15.5MM in Bank Funding + \$1.5MM in Angel Funding would be repaid at 4.5% over 20 years, with interest-only payments during Years #1 - #5 and the option to pay down the line in full at any time. The funding partners (*both the Angel Investor & Second Investors*) will receive an equity position *in*, and board seats *on* The Iron Globe™

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# 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**

When it comes to business, Chele believes it all starts with relationships. She embarked on her entrepreneurial journey in 1996. Her businesses have evolved as the years went on. With 25+ years in business that range from the karaoke, wedding and event planning world to a certified artist. She then furthered her creative career by becoming a graphic designer and opening her studio in Pottstown. After becoming an investor, she realized her love for real estate and went on to get her commercial and residential Realtor's license. All allowing Chele to build a large following.

For Chele's commercial property investment, she and her previous partners, transformed a historical farmers market that had been closed for years into a bustling food court and brought in 14 new businesses to Pottstown. Chele's hands on approach assisted all of those businesses to open by working with the Borough, codes, zoning and the health department. She was personally involved and invested in opening the first vodka bar in Pottstown where she worked closely with the LCB and her partners to get it opened on schedule. She continued her work and assisted in opening the first beer garden in town, again working with the LCB and the local health department to pass the opening rounds of inspections. Chele's natural ability for connection creates lasting relationships wherever she goes.

Chele served as a consultant for PAED (Pottstown Area Economic Development) working with the business community to build a stronger business district. She understands the dynamic of a small town and the need for outside interest and growth to sustain these businesses. Her guidance and ability to influence is natural. Her dedication to the town was proven when she 'adopted' the town's Clock Tower. She continues to work with the community, Borough and local clubs to decorate the Clock Tower for the fall and holiday seasons.

Chele is a member of the Pottstown Rotary Club. She chaired the B2B outing and served on the membership committee as well as the golf outing committee. She has always had a drive for service. Any time she can assist in a fundraiser for a good cause, she does.

Chele will be pulling from all of her experience from working with the Borough, community membership, new business assistance and commercial real estate to create the vibe at the Iron Globe Entertainment Complex. She plans on taking the success of this business into the future with collaboration, community connection and creating exciting experiences for all.

Thanks for taking the time to consider joining us in the launch of The Iron Globe™!

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

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

- Attached are:**
- #1. Iron Globe Renderings (Pages 9 – 10)**
  - #2. Frequently Requested Funding Information (Pages 11 – 12)**
  - #3. Preliminary Construction Budgeting Details (Pages 13 – 18)**





## 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: \$17,000,000.<sup>00</sup> 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 = \$8.3MM

## 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/PhaseOne/>

**Preliminary General Construction Budgeting**

<b>SCHEDULE OF VALUES</b>			
<b>CSI Code</b>	<b>Trade</b>	<b>Cost</b>	<b>Cost / Sq'</b>
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
<b>SUBTOTAL</b>		<b>\$ 20,147,190.52</b>	<b>\$ 212.50</b>
	General Conditions	\$ 381,075.00	4.02
	FEE	\$ 805,887.62	8.50
	Contractor's Liability Insurance	\$ 261,913.48	2.76
<b>BASE GRAND TOTAL</b>		<b>\$ 21,596,066.61</b>	<b>\$ 227.78</b>
	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	<b>GENERAL REQUIREMENTS</b>					\$ 279,385.00	\$ 2.95
	General Requirements	1	LS	\$ 279,385.00	\$ 279,385.00		
2-000	<b>SITework</b>					\$ 3,098,795.00	\$ 52.68
	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	<b>LANDSCAPING</b>					\$ 45,000.00	\$ 0.47
	Provide landscape	1	allow	\$ 45,000.00	\$ 45,000.00		
3-000	<b>CONCRETE</b>					\$ 4,457,608.80	\$ 47.02
	Provide excavation for building foundations	1	allow	\$ 75,000.00	\$ 75,000.00		
	Form and pour concrete footings	1,509	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	<b>MASONRY</b>					\$ 1,218,840.00	\$ 12.86
	Furnish and install CMU	87,060	SF	\$ 14.00	\$ 1,218,840.00		
5-110	<b>MISCELLANEOUS METALS</b>					\$ 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	<b>ROUGH CARPENTRY</b>					\$ 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	<b>MILLWORK</b>					\$ 9,600.00	\$ 0.10
	Fabricate and install solid surface countertops at all bathrooms	120	SF	\$ 80.00	\$ 9,600.00		
6-620	<b>FINISH CARPENTRY</b>					\$ 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	<b>BUILDING INSULATION</b>					\$ 189,620.00	\$ 2.00
	Furnish and install insulation	94,810	SF	\$ 2.00	\$ 189,620.00		
7-240	<b>EIFS</b>					\$ 2,952,997.50	\$ 31.15
	Furnish and install EIFS system	203,655	SF	\$ 14.50	\$ 2,952,997.50		
7-500	<b>ROOFING</b>					\$ 894,900.00	\$ 9.44
	Furnish and install EPDM roofing	59,660	SF	\$ 15.00	\$ 894,900.00		
7-900	<b>JOINT SEALANTS/WATERPROOFING</b>					\$ 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	<b>DOORS, FRAMES, AND HARDWARE</b>					\$ 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	<b>ALUMINIUM, GLASS, AND GLAZING</b>					\$ 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	<b>DRYWALL AND CEILINGS</b>					\$ 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	<b>CERAMIC TILE</b>					\$ 451,656.00	\$ 4.76
	Furnish and install ceramic tile at bathroom floors	37,638	SF/allow	\$ 12.00	\$ 451,656.00		
9-680	<b>FLOORING</b>					\$ 35,009.97	\$ 0.37
	Furnish and install office area flooring - \$30 - sy F & I allowance	6,009	SF	\$ 5.83	\$ 20,009.97		
	Minor floor preparation	1	allow	\$ 15,000.00	\$ 15,000.00		
9-900	<b>PAINTING</b>					\$ 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	<b>SPECIALTIES</b>					\$ 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	<b>SIGNAGE</b>					\$ 15,000.00	\$ 0.16
	Furnish and install signage	1	allow	\$ 15,000.00	\$ 15,000.00		
10-800	<b>TOILET ACCESSORIES</b>					\$ 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	<b>ELEVATORS</b>					\$ 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	<b>FIRE PROTECTION</b>					\$ 274,949.00	\$ 2.90
	Shop Drawings, Calculations and Submittals	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		
	Fire Service				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		
	Equipment				Included		
	Furnish and install all required temper switches, flow switches, check valves, inspector's test valve, etc. as specified.				Included		
	Pipe and Heads				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		
	As-Built, Warranties, Start-up and Training				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	<b>PLUMBING</b>					\$ 474,050.00	\$ 5.00
	Shop Drawings and Submittals	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 Built, 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	<b>HVAC</b>					\$ 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	<b>ELECTRICAL</b>					\$ 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	<b>FIRE ALARM</b>					\$ 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		
	<b>TOTAL CONSTRUCTION COSTS</b>					<b>\$ 20,147,190.52</b>	<b>\$ 212.50</b>