

June 22, 2017

Ms. Monica Jarrett, EI
City of Greensboro, Department of Water Resources
2602 South Elm-Eugene Street
Greensboro, NC 27406

Reference: SCOPE AND FEE PROPOSAL
TZ Osborne WRF Electrical Buildings for BNR and Additional Mechanical and
Electrical Upgrades Project – Harper Project Number 17-523
Greensboro, NC

Dear Ms. Jarrett,

We are pleased to present herein Harper Corporation's ("Harper") understanding of the terms and conditions by which we propose to enter into an Agreement with the City of Greensboro ("Owner") for the Preconstruction Services for the TZ Osborne WRF Electrical Buildings for BNR and Additional Mechanical and Electrical Upgrades Project ("Project").

Harper will perform all Preconstruction Services as outlined below for the Owner and in concert with Hazen and Sawyer ("Engineer"). Upon completion of the Preconstruction Services, Harper will then propose a Guaranteed Maximum Price ("GMP") for execution of Construction Services. The scope of work for Construction Services will be negotiated at this point.

☐ **SCOPE OF WORK**

The Scope of Work shall include the Preconstruction Services described below.

☐ **PRECONSTRUCTION SERVICES AND DELIVERABLES**

Harper working in close association with the Owner and Engineer shall provide the following Preconstruction Services as needed:

1. Develop Partnering Objectives & Goals
2. Assist with design/programming services and final design of the project
3. Develop and monitor overall master project schedule
4. Value Engineering exercises as necessary
5. MWBE outreach
 - a. Workshops for bid package review and introductions
 - b. Partnerships with local MWBE organizations and the City of Greensboro
 - c. Outreach via MWBE Construction Management Partners
6. Solicitation & prequalification of prospective subcontractors & suppliers including:
 - a. Formal and informal bid package development
 - b. Qualification development and review

- c. Scope review
- d. Advertisement and pre-qualification for formal bid packages
- e. MWBE outreach as outlined above
- f. Letters of intent issuance
7. Pre-construction Services and Procurement for long lead equipment, specifically electrical gear, including:
 - a. Solicitation for pricing and scope review
 - b. Recommendation and procurement
 - c. Initial submittal review with engineer and owner for equipment release
8. Perform constructability analysis throughout the design phase
9. Assist with facilitating a complete set of site preparation construction documents for final pricing for the project.
10. Develop a complete Price Proposal for project based upon final Plans for the project
11. Provide a final price based upon Issued for Construction Documents and the competitive bidding of subcontractors and suppliers.
12. Development and execution of the Contract Agreements
13. Initial development of Procore Educational Series at North Carolina A&T for Fall 2017 Semester

Pre-Construction Deliverables will be as follows:

1. Value Engineering and Constructability Recommendations
2. Detailed Cost Estimates at 100% Design Completion
3. Pre-Construction Schedule, including Phasing and Sequencing Plan
4. Preliminary Bid Packages for Subcontracts, Vendors and Suppliers
5. Prequalification of Tier 1 Subcontractors
6. Procurement Contract(s) and Submittals for Long-lead Electrical Gear
7. Outline of Procore Educational Series in conjunction with North Carolina A&T

Preconstruction Services Lump Sum \$335,354.08

Harper	\$ 228,252.95
Allowance #1: Gear Submittals	\$ 15,000.00
Allowance #2: Subsurface Exploration	\$ 7,500.00
Allowance #3: 3D Modeling/Scanning	\$ 12,500.00
MWBE Partners	\$ 72,101.13 (21.5% of Harper contract)
Total	\$ 335,354.08

☐ SCHEDULE

Harper Corporation will work with the Owner to develop and maintain a Master Project Schedule including activities for Design, Permitting, Pricing, Owner Decisions, and Construction. The project start date and the projected completion date will be determined with the input of all team members after the City of Greensboro provides approval.

The initial schedule is to complete preliminary design and develop a Qualified GMP in February 2018. The intent is for Harper Corporation to provide Construction Management services following the provision of the Qualified GMP; however, this work would be under a separate Contract to Harper Corporation.

We pledge that our utmost efforts will be directed toward the successful fulfillment of your goals and objectives. We are excited to have the opportunity to be part of the team involved in the design and construction of this project.

Sincerely,
THE HARPER CORPORATION

Bryan Royal
Vice President, Environmental Systems Division



CC: File
Contract Book

Accepted by: _____

Title: _____

Date: _____

This Document is confidential and is intended exclusively for the individual or entity to which it is addressed. This Document may contain proprietary information and shall not be shared, copied nor disseminated without the expressed written consent of the Harper Corporation.