

LOI Form

LOI

If you would like to complete this Letter of Intent in Word first and copy your answers over later, use the following link: [Download LOI](#)

The rubric that will be used to score your Letter of Intent can be found here: [Download LOI Rubric](#)

Please pay attention to character limits while working on your draft. These limits include spaces.

Organization Name*

Clearwater Marine Aquarium

Project Name*

Create a brief name for this large capital project. This is how it will appear throughout the PCF grant portal.

CMA's Emergency Manatee Pool Deck

EIN*

59-2086737

Incorporation Year*

What year did your organization incorporate? This will be the year listed on your determination letter from the Internal Revenue Service.

1972

Organizational Mission Statement*

What is your organization's mission statement? This should be no longer than one or two sentences.

We believe in preserving our environment while inspiring the human spirit through leadership in the rescue, rehabilitation, and release of marine life; environmental education; research; and conservation.

Unique Entity ID (SAM)

Please provide your organization's Unique Entity ID number. This is a specific number used by the federal government to identify your organization. **This is different from a DUNS number, which the federal government no longer uses.**

If you do not have a Unique Entity ID number, you can create an account on SAM.gov and apply for one here (it is free and may take 3-4 days for approval): <https://sam.gov/content/home>

This field is optional as to not stop a qualifying organization from applying. HOWEVER, a Unique Entity ID number will be required if your organization is approved for a grant. Your organization should apply for a number now if it does not yet have one.

Character Limit: 12

KK27Q4L52CS4

Annual Operating Budget Size*

Please provide the amount of your annual operating budget (expenditures only) for your entire organization.

\$23,319,230.00

Amount Requested*

The maximum grant amount is \$5 million. You may request up to 5% for grant administration, project management, and other indirect costs. Please be sure your indirect cost rate is represented in the figure you put below.

Note: You will be required to upload a more detailed budget if you are approved for the full application stage. You will need to also attach any bids, estimates, and agreements with contractors or other vendors in relation to the proposed project.

\$323,080.00

Does the total project cost exceed the amount your organization is requesting?*

Please note: Answering "Yes" will cause additional questions to load later in this application.

Examples

ABC Childcare is seeking funding for a new playground. ABC Childcare is asking PCF to fund \$150,000 for certain equipment, and will seek other funding and donations for the remaining \$20,000 of the playground. ABC Childcare would select "Yes" for this question.

Better Tomorrow, a mental health provider, is looking to expand their counseling center by two rooms to meet increased service demand arising from the pandemic. Better Tomorrow has secured \$25,000 in private contributions, and wants to request the remaining \$125,000 in this grant. Better Tomorrow would select "Yes" for this question.

DBE Food Pantry is seeking funding for a new HVAC unit for their pantry, and is requesting \$40,000 from PCF to cover the entire cost. DBE Food Pantry would select "No" for this question.

Yes

Parent Non-Profit/Subsidiaries*

If your organization has a parent non-profit that has multiple subsidiaries, will multiple subsidiaries be applying in this process?

Example

Better Tomorrow is the parent non-profit of three organizations. Two of those organizations want to apply in this process. Both would select "Yes" on this question.

No

Request Specifics

Organization Programming Background*

Please describe the programming your organization offers to the community and the length of time it has been doing so. That is, what does your organization **do** and **how long** has it been doing it?

For 50 years, Clearwater Marine Aquarium (CMA) has been preserving one of Florida's most valuable resources, our marine ecosystem. A working marine life hospital, CMA inspires and educates our community to preserve their environment through the rescue, rehab, release and research of marine animals. Our rescue team responds to sick, injured and deceased marine animals reported throughout Pinellas County. Injured animals receive the most advanced rehabilitation by staff, volunteers and interns who effectively maximize the opportunity to return sick or injured animals to their homes. Releasing animals back to their natural habitat is always our goal. Animals who are not healthy enough to return to the wild can become residents, acting as ambassadors for their species to help educate and inspire the community about environmental preservation. Our research institute broadens our scope towards the protection of marine species & habitats.

Rescue, Rehabilitation & Release – CMA rescues marine life, providing the most effective care to return animals to the wild. Animals that come through our doors arrive suffering from an illness or injury.

Educate – Education is the single most important key to protecting our marine ecosystem for the future. CMA's education department empowers guests of all ages to appreciate their marine environment while promoting conservation action and developing an understanding for the irreplaceable value of all life in our world's ocean.

Inspire – CMA hosts people facing adversity to specialized unique interactions with animals overcoming similar challenges. From foster children meeting our adopted mammals to a traumatized veteran bonding with a sea turtle who's been severely injured in a boating accident; we offer an inimitable experience for each Inspire guest.

Research – Clearwater Marine Aquarium Research Institute (CMARI) works to protect and conserve our world's fragile aquatic ecosystems and the threatened species that call them home.

Community Need*

Please describe the community need that exists for your programming. If you are able to cite quantitative, local data, that will strengthen your proposal.

The Gulf of Mexico is the world's ninth-largest body of water with an economic driver supporting thousands of people and jobs in ecotourism, fishing, and other coastal businesses in Pinellas County. However, that only

exists as long as ecosystems are healthy with abundant fish and wildlife. Last year a record number of manatees starved to death in Florida and this year is looking similar. Their environments have been devastated by the recent red tide crisis. Algal blooms caused by pollution are depleting seagrass, which are manatees main food source. According to FWC, the state has seen over 600 manatee deaths this year with 25 here in Pinellas County (<https://myfwc.com/media/28362/yeartodate.pdf>). This recent red tide crisis along with an ongoing Unusual Mortality Event on Florida's east coast is projected to cause capacity shortages in manatee rehabilitation centers in Florida during the winter season.

Clearwater Marine Aquarium (CMA) is offering solutions as a safe space to for our community to learn how to conserve our marine environment and protect our future. We will continue to support manatees through rescue, transport, tagging, monitoring, and acting as consultants with the Manatee Rehabilitation Partnership. Thanks to public, private and community funding support, we are also adding rehabilitation capabilities onsite. As a leader in the marine biology field with a specialization in the rescue, rehabilitation and release of animals, we are uniquely positioned to help manatees in Florida.

The Environmental Protection Agency defines environmental education as "a process that allows individuals to explore environmental issues, engage in problem-solving, and take action to improve the environment." CMA has been an educational and inspirational institution for 50 years. Throughout those decades, we have had the honor to teach Pinellas County how to take care of their environment through critical thinking and transformation, and we look forward to another 50.

Negative Economic Impact*

The following question is the keystone of a strong application in this process. If your organization cannot demonstrate a negative economic impact from the pandemic, your application will not qualify for committee review. If you are uncertain about what constitutes negative economic impact or how to demonstrate it, please contact PCF staff for technical assistance.

Describe your organization's negative economic impact arising from the COVID-19 pandemic. Examples could include:

- A reduction in revenue from 2019 to 2020
- Inflationary pressures
- Increases in demand for services that have not been compensated for through new revenue
- The use of reserves for unbudgeted expenses since the onset of the pandemic, and such use of reserves has prevented the purchase of capital assets
- A need for capital assets to offset community need for which your organization does not have the resources to purchase due to the negative economic harm from the pandemic
- A need for additional capital assets to adapt operations to accommodate health and safety guidelines by the CDC
- Growth in restricted pandemic-related revenue that does not permit capital asset acquisition

Note: If you are applying for both a Small Purchase and Large Project, you may reuse the answer for this question PROVIDED THAT the negative economic impact is relevant to both requests.

Clearwater Marine Aquarium (CMA) had a reduction in revenue from 2019 to 2020. Documentation uploaded demonstrates negative economic impact on pages 5-9 from our 2020 independent audit's combined statements of financial position, September 30, 2020 and 2019.

In March 2020, like all cultural institutions, we had to close our doors to the public. Feeding and caring for our residents, along with rescuing and rehabilitating marine life became our number one priority. We were also unveiling an \$80 million expansion that included a brand new 1.5 million gallon dolphin habitat that had to be delayed until October. About a third of positions were furloughed or eliminated and all fundraising

focused on maintaining the health and safety of our animals. Luckily, we applied for relief funds, received two PPP loans and an SVOG grant, and were able to bring back positions and recoup some of our losses. CMA also successfully hosted a number of online education and fundraising opportunities, including a virtual events and field trips.

Over the past two years, CMA has expanded revenue streams by creating new engagement opportunities for guests, including exhibit and event space. This summer we hosted "Summer Glow" on Thursday, Friday and Saturday evenings where we offered fun activities, unique talent and free boat rides until sunset; "Boos and Bubbles" are set to start next month with a similar model. In addition to extended hours and more activities, CMA is also contracting with exhibit companies, to expand our offerings.

Admissions have continued to decline significantly. As we wrap up our 21-22 fiscal year this month, admissions are down by over 30% compared to 2019. This has made a huge impact on fiscal year 22-23 planning, including the elimination of positions and the outsourcing of our food and beverage department last month.

Proposal Description*

The American Rescue Plan Act requires a request that is reasonable and proportional to the level of economic impact your organization experienced. This means the request you describe below should not be greater than the economic harm your organization has suffered.

Please describe your project proposal and address the following:

- What project will be undertaken with these funds?
- What is the estimated lifespan of the project/property improvement?
- How does it address the negative economic harm you described in the previous question?

If awarded, Clearwater Marine Aquarium (CMA) will use funds to purchase the materials necessary to construct a deck around a new emergency manatee rehabilitation pool we are in the process of building. This includes stairs and an ADA lift. The City of Clearwater has approved the permitting for CMA to build a manatee rehabilitation pool on the west side of our building. Contractors are finalizing bids and construction is set to begin this winter. Once complete, this project will be a permanent habitat at our aquarium and remain as a first stop for manatees coming CMA for rehabilitation.

For the last decade, CMA has assisted in rescuing, transporting, releasing, and tracking wild manatees around the world. As part of the Manatee Rescue Rehabilitation Partnership (MRP), we have been collaborating with a consortium of committed agencies, organizations, and oceanariums to best help these gentle giants. A manatee rehabilitation facility has been considered in our strategic planning for years. But, after the last year with over 1000 manatees starving to death in the state, this project became a priority for FY 22-23. The upward trend of rehabilitation intakes has created an ongoing capacity issue for all rehabilitation facilities in Florida. This is expected to continue as rescues of distressed manatees increase in correspondence with recurring patterns of mortality events. Funding for this project will also add to MRP facility's capacity, by alleviating the resource strain on the network, and opening space at the four critical care facilities in Florida, further accommodating critical rescued manatees.

Building the manatee rehabilitation facility onsite at CMA is intentional not just for the species, but for our popularity. The hope is that this new habitat, along with other new programming will help increase admissions again. This habitat will expand our numbers of species for guests to visit, along with saving our current manatee environment.

Number Served*

How many people will directly benefit from this capital project annually?

300000

Unduplicated vs. Duplicated*

Is the number indicated above duplicated or unduplicated?

Duplicated: A client is counted each time they access services

Unduplicated: A client is counted once, regardless of the number of times they access services

Example: ABC Food Bank operates two mobile food pantries, one in Clearwater and one in St. Petersburg. Taylor, a Pinellas County resident, goes to both food pantries. If ABC Food Bank counts Taylor's visit TWICE, it is **duplicated**. If ABC Food Bank counts Taylor's visit ONCE, it is **unduplicated**.

Duplicated

Other (Explanation Required)

If you selected "Other" in the previous question, please explain how your organization determined the number of clients that will benefit from the proposed capital project.

Rent vs. Own*

Does your organization rent or own the property for which you are proposing modifications?

Note: Selecting "Rent" will cause more questions to load below.

Own

Guiding Principles - Client Impact*

The American Rescue Plan Act, which provides the funding for this grant program, aims to ensure an equitable recovery from the COVID-19 pandemic. The term "equity" is defined as:

The consistent and systematic fair, just, and impartial treatment of all individuals, including individuals who belong to underserved communities that have been denied such treatment, such as Black, Latino, and Indigenous and Native American persons, Asian Americans and Pacific Islanders and other persons of color; members of religious minorities; lesbian, gay, bisexual, transgender, and queer (LGBTQ+) persons; persons with disabilities; persons who live in rural areas; and persons otherwise adversely affected by persistent poverty or inequality.

One of the guiding principles of this fund is that it will apply a lens of equity to ensure the needs of specified priority populations are met.

Will this project benefit the community members defined above that have experienced disproportionate negative impacts from the COVID-19 pandemic? If so, how?

The emergency manatee rehabilitation habitat will expose underserved community members to environmental preservation. Future marine scientists will visit Clearwater Marine Aquarium (CMA) and learn

about these majestic animals. This pool will help grow our aquarium, exposing more people to the needs of manatees and hopefully help the population from shrinking.

The funds requested in this LOI are specifically to build the deck, steps and the ADA elevator to access the manatee pool. By building this structure around the pool, it enables our community access to the manatees in rehabilitation. For many locals, this is their first interaction with the marine animals. Our work benefits communities that have experienced disproportionate negative impacts from the COVID-19 pandemic through job creation, inspirational programming, and environmental education and conservation.

Community Connection

The American Rescue Plan Act (ARPA) prioritizes organizations that either have headquarters or carry out the majority of their operations inside Qualified Census Tracts (QCTs). QCTs are a standard method of identifying communities with a large proportion of low-income residents. The U.S. Department of Housing and Urban Development determines what areas qualify as QCT.

To assess if your organization serves or is headquartered in a QCT, use the following link:

https://www.huduser.gov/portal/sadda/sadda_qct.html

In the top right-hand corner, choose the state of Florida and Pinellas County. Then on the left-hand side of the screen, click the box next to “Color QCT Qualified Tracts.” The QCT zones are denoted in purple. You can also map your address by adding it into the address box at the top to see if your location is inside the zones.

Below, please provide the location of your operations and the location of your headquarters, if different.

Headquarters Location*

Please provide your organization's headquarters address as it appears on your Sunbiz account. To check your Sunbiz registration, you may search here: <https://dos.myflorida.com/sunbiz/search/>
249 Windward Passage, Clearwater FL 33767

QCT Determination - Headquarters*

Is this organization headquartered in a QCT?

No

Project Location*

Please provide the address or intersection where the property being modified is.

249 Windward Passage, Clearwater FL 33767

QCT Determination - Project*

Is this organization's project in a QCT?

No

QCT Impact*

PCF understands that just because a project may not be located in a Qualified Census Tract, those who reside in one may access your services and may come to the location where your organization's project will take place.

- If applicable, please describe if you have clients that reside in a QCT as indicated on the map linked above, and the proportion of your clients that come from these areas.
- If your organization does not serve clients from a QCT, you can write "Not Applicable" below.

Students and community groups from QTC areas visit CMA through our education and Inspire programs.

QCT Determination - Clients*

Does this organization's project benefit residents of QCTs?

Further determination required

This section aims to capture general demographic data about your organization and to see how you engage with and represent the community you serve. PCF has generalized the demographic data questions more than it has in other processes because of the public nature of this process. PCF understands that identity disclosure can be a sensitive matter and wants to respect your organization's board and staff. If your organization feels comfortable sharing more detailed demographic information, it may do so in the "Community Representation and Connection" section.

Community Representation and Connection*

Describe how your organization is representative of, or has authentic connections to, the community your proposal seeks to serve. You can list other community-based organizations that work on programming with you and/or list examples of your work within this community.

For the last 50 years, CMA has helped conserve Pinellas County's marine environment while educating our community about conservation. As the National Ocean Service (NOAA) explains, "when we think of public health risks, we may not think of the ocean as a factor. But increasingly, the health of the ocean is intimately

tied to our health. One sign of an ocean in distress is an increase in beach or shellfish harvesting closures across the nation. Intensive use of our ocean and runoff from land-based pollution sources are just two of many factors that stress our fragile ecosystems—and increasingly lead to human health concerns. Waterborne infectious diseases, harmful algal bloom toxins, contaminated seafood, and chemical pollutants are other signals. Just as we can threaten the health of our ocean, so, too, can our ocean threaten our health. And it is not public health alone that may be threatened; our coastal economies, too, could be at significant risk.”

CMA’s onsite efforts are just a part of our public outreach and education; we also work hard throughout Pinellas County to help maintain and teach environmental protection. On the first Saturday of each month, we lead community cleanups at Lake Bellevue, Ed Wright Park, and Ross Norton Rec Center. In fact, over the last year, more than 200 volunteers have come out to help, collecting over 1600 pounds of garbage, including cigarette butts, bottle caps, and food/ drink containers. CMA also surveys the county’s shorelines, 21 miles, from Treasure Island through Crystal Beach every morning before the sun rises to help sea turtle nesting activity from May through October each year. All species of sea turtle are threatened or endangered, which is why it’s critical that we protect them. It is estimated that only 1 in 1,000 hatchlings will survive into adulthood. Due to the dense human population of Pinellas County, we have significant issues with artificial lighting causing hatchling disorientation events. We also work to protect nests from other dangers such as predators and beach-goers. CMA staff works with willing hotels and restaurants to adapt their lighting, along with city officials to create policies to help curb this disruption.

Leadership Demographics - CEO/Executive Director*

Does your CEO/Executive Director consider themselves a member of one or more of the following populations? Check all that apply.

- BIPOC defined as Black, Latino, and Indigenous and Native American persons, Asian Americans and Pacific Islanders and other persons of color
- LGBTQ+ (Lesbian, Gay, Bisexual, Transgender, Queer+)
- Neurodiverse/physically disabled

BIPOC

Leadership Demographics - Executive Level Leadership Team*

Does your executive leadership team consider themselves a member of one or more of the following populations? Check all that apply.

- BIPOC defined as Black, Latino, and Indigenous and Native American persons, Asian Americans and Pacific Islanders and other persons of color
- LGBTQ+ (Lesbian, Gay, Bisexual, Transgender, Queer+)
- Neurodiverse/physically disabled

None of the above

Leadership Demographics - Board Membership*

Do your board members consider themselves a member of one or more of the following populations? Check all that apply.

- BIPOC defined as Black, Latino, and Indigenous and Native American persons, Asian Americans and Pacific Islanders and other persons of color
- LGBTQ+ (Lesbian, Gay, Bisexual, Transgender, Queer+)
- Neurodiverse/physically disabled

BIPOC

Cost Difference

Estimated Total Project Cost*

Please specify the total cost of this capital project.

Example: ABC Childcare is seeking funding for a new playground. ABC Childcare is asking PCF to fund \$20,000 for certain equipment, and will seek other funding and donations for the remaining \$150,000 of the playground, for a total project cost of \$170,000. ABC Childcare would put \$170,000 below.

\$2,200,000.00

Cost Difference*

How does your organization plan to cover the cost of this project beyond the amount requested in this LOI? Please also specify if your organization can carry out the potential ARPA-funded portion of this project without other funding being secured.

To date, approximately \$600,000 was raised through donor acquisition for this emergency manatee pool. Additionally, We have revised a \$95,000 Prescott grant to pay for the fiberglass pool.

This year CMA received a \$3.5 million appropriations grant to help with manatee rehabilitation facilities. This emergency manatee rehabilitation pool is just one of multiple manatee rehabilitation facilities that we are building. We also have a \$2 million grant application pending with FWC to support this work as well.

Financial Overview

Budget Summary*

Please provide a brief sketch of the categories of expenses and the costs needed for your project. If your organization is requesting compensation for indirect costs, be sure to note the percentage (up to 5%) and dollar amount below.

If you are invited to complete the full application, you will be asked to upload current verifiable bids, proposals,

price lists [from your potential vendor(s)] from the past 60 days. If a contractor has already been selected for a construction project for which you are requesting funding, you will need to upload their bid. You are strongly encouraged to collect any remaining bids, proposals, and price lists shortly after submitting this LOI.

On September 6, 2022 a contractor sent us a nearly complete bid to construct the emergency manatee habitat. Below is a summary of the estimates:

Sitework/Demo/Misc. Requirements	\$108,202
Concrete	\$207,246
Masonry	\$13,500
Metals	\$104,069
Wood/Plastics	\$185,770
Thermal & Moisture Protection	\$5,000
Doors & Windows	\$84,085
Finishes	\$22,100
Specialties	\$0
Equipment	\$742,824
Furnishings	\$0
Special Construction	\$0
Conveying Systems	\$31,125
Mechanical Systems	\$61,180
Electrical Systems	\$225,850
Subtotal	\$1,790,951
Construction Contingency	\$90,000
GC's/GR's	\$132,900
Permit Allw. (County Fees)	\$10,000
Subtotal	\$2,023,851
Insurance	\$24,286
Performance & Payment Bond	\$0
Builder's Risk (By Owner)	\$0
Fee	\$151,756
Total Costs:	\$2,199,893

This bid still needs to be completed and reviewed by CMA's executive team.

This application is seeking funding to help people access the manatee pool. CMA is requesting support for the following line items that are needed to build the deck, stairs and lift so it is accessible to our community:

Wood/Plastics	\$185,770
Doors & Windows	\$84,085
Finishes	\$22,100
Conveying Systems	\$31,125
Total Request:	\$323,080

Project Preparedness*

If your letter of intent is approved, you will have 30 days to submit a full proposal. This will require multiple estimates/bids for your project that detail the costs you've sketched out above from potential contractors that would do the actual work.

Where are you in the planning process for the implementation of this project? Please describe your organization's readiness for this project including your ability to collect bids and select contractors and/or vendors. **If you have**

already selected a contractor for the project, you will need to describe how that contractor was chosen.

Example

Better Tomorrow has spoken with contractors about their counseling center expansion project, but has only sought one proposal from a contractor. Better Tomorrow would describe so below, having sketched out the costs in the previous question. Better Tomorrow would indicate its plan to obtain more quotes/bids upon submitting this LOI.

Community Arts 'R Us has begun construction on its new arts center, as it had secured 75% of the funding for it before the pandemic. Therefore, a contractor has already been selected, and is looking to obtain the funding necessary to complete the project. Below, Community Arts 'R Us would explain it has a cost proposal ready to upload from their selected contractor, and is ready to carry out the rest of the project if funding is awarded.

Clearwater Marine Aquarium (CMA) received a bid from a contractor, Michael Bucalo, Vice President of Friedrich Watkins of Tampa on September 6, 2022. Mike has extensive history creating animal habitats and oversaw many of Zoo Tampa's facilities. CMA has had other contractors come out to assess this project, but this is the only nearly complete bid that came back to us. We have a few capital projects that we have been having difficulty getting contractors out to assess, or send estimates after multiple requests.

Other Funding Sources*

Please describe any other funding not already mentioned that your organization has applied for or obtained for this project. This includes but is not limited to Community Development Block Grants (CDBG), local government grants (including Tourist Development Council funding), foundation grants, and donors (you do not need to disclose donor identities, simply amount raised that is allocated to this project). This includes any matching grants or in-kind contributions you may have obtained.

If none, please write N/A.

Donor Acquisition: \$600,000

State of Florida appropriations: \$3.5 million

Prescott Award via Federal Fish and Wildlife: \$95,000

Florida Fish and Wildlife Conservation: \$2 million- pending

Changes in Operating Costs*

Please answer this question based on the descriptions below:

- If this project **increases** ongoing operational costs (programmatic, operating maintenance or other costs), how will you compensate for the difference?
- If this project **decreases** ongoing operating costs, how will it do so?
- If this project **does not affect** operating costs, please note so below.

This project will increase operating costs. However, CMA hopes having a new species represented will enhance admissions.

Fund Management Capacity*

Please describe your organization's capacity to manage these potential ARPA funds in terms of fiscal management and financial infrastructure.

This includes, but is not limited to, the use of accounting software that can track a general ledger and multiple accounts and the ability to work on a reimbursement-basis.

The inability to handle a reimbursement-basis grant does not disqualify your organization from applying.

CMA manages at least five reimbursement-based grants annually. Each reimbursement based grant has a program manager that oversees costs associated with the grant contract. As money is spent, the program manager records the purchase, along with invoice details on a shared spreadsheet with our finance team. Once documented in the proper account, our development team accesses the documentation for grant reporting.

Additional Information

Additional Upload

If you have something else to share, you can upload it here in PDF format.

Please note: Due to limitation of this grants system, the upload field will not carry over to the full application if you are moved forward to the full application phase. You will need to upload this file again if you are moved forward in the process.

CMA Manatee Pool Recovery GMP Proposal 09.06.22 - Final.pdf

Anything else to share?

If you have any details to share regarding this grant request, you may do so below.

Uploaded is the incomplete bid mentioned in this application. On the first summary page, the line items highlighted in green correlate with CMA's funding request.

File Attachment Summary

Applicant File Uploads

- CMA Manatee Pool Recovery GMP Proposal 09.06.22 - Final.pdf

GMP Proposal

CMA Manatee Pool Recovery Facility	Estimated Costs
Sitework/Demo/Misc. Requirements	\$108,202
Concrete	\$207,246
Masonry	\$13,500
Metals	\$104,069
Wood/Plastics	\$185,770
Thermal & Moisture Protection	\$5,000
Doors & Windows	\$84,085
Finishes	\$22,100
Specialties	\$0
Equipment	\$742,824
Furnishings	\$0
Special Construction	\$0
Conveying Systems	\$31,125
Mechanical Systems	\$61,180
Electrical Systems	\$225,850
Subtotal	\$1,790,951
Construction Contingency	\$90,000
GC's/GR's	\$132,900
Permit Allw. (County Fees)	\$10,000
Subtotal	\$2,023,851
Insurance	\$24,286
Performance & Payment Bond-Not Included	\$0
Builder's Risk (By Owner)	\$0
Fee	\$151,756
Total Costs:	\$2,199,893
\$2,199,893	

Detailed Trade Cost of Work

CMA Manatee Pool Recovery Facility	# of Units	Unit Type	Unit Costs	Subtotal	Trade Package Totals/Notes
02 Demolition					
Survey Work	1	LS	\$10,650.00	\$10,650	Survey Cost
Survey Additional Trip Allw.	1	Allw	\$5,000.00	\$5,000	
Temporary Fencing	1	LS	\$6,500.00	\$6,500	Temp Construction Fencing
Materials Testing Services	1	LS	\$6,028.00	\$6,028	Material Testing Cost
Additional Testing Services (allowance)	1	ALLW	\$5,000.00	\$5,000	Allowance
Site/Civil Work	1	LS	\$27,500.00	\$27,500	Site/Civil Work Cost
General Conditions	1	LS	\$0.00	\$0	Included in site/civil work cost
Earthwork	1	LS	\$0.00	\$0	Included in site/civil work cost
Selective Demo Asphalt/Curbs	1	LS	\$0.00	\$0	Included in site/civil work cost
Water line	1	LS	\$0.00	\$0	Included in site/civil work cost
Sanitary sewer	1	LS	\$0.00	\$0	Included in site/civil work cost
Additional Demo/Cutting (allowance)	1	ALLW	\$10,000.00	\$10,000	Allowance
Landscaping/Irrigation	1	LS	\$5,024.46	\$5,024	Landscaping/Pavers Work Cost
Paver removal/ relocate	1	LS	\$0.00	\$0	Included in Landscaping/pavers cost
Tree/landscaping removal	1	LS	\$0.00	\$0	Included in Landscaping/pavers cost
Irrigation repair (allowance)	1	LS	\$3,500.00	\$3,500	Allowance
Dewatering (allowance)	1	ALLW	\$20,000.00	\$20,000	Allowance
Signage (allowance)	1	ALLW	\$1,500.00	\$1,500	Allowance
Erosion control inspection/maintenance (allowance)	1	ALLW	\$7,500.00	\$7,500	Allowance
Total Division 02 Demo:				\$108,202.46	\$108,202
03 Concrete					
Concrete	1	LS	\$198,746.00	\$198,746	Concrete cost
Prep, form and pour all footers and slabs	1	LS	\$0.00	\$0	Included in concrete cost
Provide and install vapor barriers	1	LS	\$0.00	\$0	Included in concrete cost
Provide and install rebar/tie-ins per plans	1	LS	\$0.00	\$0	Included in concrete cost
Provide and install concrete per PSI/Specifications	1	LS	\$0.00	\$0	Included in concrete cost
Provide all pumping required	1	LS	\$0.00	\$0	Included in concrete cost
Provide all finishing as required	1	LS	\$0.00	\$0	Included in concrete cost
Provide all saw cutting at joints as required	1	LS	\$0.00	\$0	Included in concrete cost
Grout fill and set new gate posts	7	ea	\$500.00	\$3,500	Included in concrete cost
Additional rebar or concrete required for installation (allowance)	1	LS	\$5,000.00	\$5,000	Allowance
Total Division 03 Concrete:				\$207,246.00	\$207,246
04 Masonry					
Masonry	1	LS	\$0.00	\$0	Included in Concrete cost
Demo existing CMU walls per plans	1	LS	\$0.00	\$0	Included in Concrete cost
Demo CMU walls at new door locations per plans	1	LS	\$0.00	\$0	Included in Concrete cost
Install new CMU at locations per plans	1	LS	\$0.00	\$0	Included in Concrete cost
Cutting/Coring for LSS piping (allowance)	1	ALLW	\$5,000.00	\$5,000	Allowance
Additional Masonry/Stucco repair (allowance)	1	ALLW	\$8,500.00	\$8,500	Allowance
Total Division 04 Masonry:				\$13,500.00	\$13,500
05 Metals					
Steel Package	1	LS	\$92,068.65	\$92,068.65	Steel Package Cost
Fabricate and install Equipment platform for Heat pumps	1	LS	\$0.00	\$0	Included in Steel Package costs
Fabricate and install ships ladder at equipment platform	1	LS	\$0.00	\$0	Included in Steel Package costs
Fabricate and install aluminum guardrails	1	LS	\$0.00	\$0	Included in Steel Package costs
Fabricate and install aluminum gates	1	LS	\$0.00	\$0	Included in Steel Package costs
Supply 4x4 gate posts, anchor bolts, bollard	1	LS	\$0.00	\$0	Included in Steel Package costs
Relocation of Existing Gate	1	ALLW	\$4,500.00	\$4,500	Allowance
Additional Steel support/hardware (allowance)	1	ALLW	\$7,500.00	\$7,500	Allowance
Total Division 05 Metals:				\$104,068.65	\$104,069
06 Wood/Plastic					
PVC Fence with Gates	1		\$59,234.00	\$59,234.00	Vinyle Fence and Guardrail
PVC Fence with Gates	1		\$0.00	\$0	Included in Fence Cost
Aluminum Fence at deck	1		\$0.00	\$0	Included In Fence Cost
Wood/Composite Deck	1		\$114,036.00	\$114,036.00	Wood/Composite Deck Cost
Provide and install 6x6 PT posts	1		\$0.00	\$0	Included in deck cost
Provide and install 2x12 PT beams	1		\$0.00	\$0	Included in deck cost
Provide and install 2x2 PT cross bracing	1		\$0.00	\$0	Included in deck cost
Provide and install 2x12 PT #2 stair stringers	1		\$0.00	\$0	Included in deck cost
Provide and install Trex composite decking material	1		\$0.00	\$0	Included in deck cost
Provide and install 2x4 PT framing at deck skirt and stand back rail	1		\$0.00	\$0	Included in deck cost
Provide and install joist hangers, post caps/connectors and all hardware	1		\$0.00	\$0	Included in deck cost
Misc. Framing Allw.	1		\$12,500.00	\$12,500	Allw.
Total Division 06 Wood/Plastic:				\$185,770.00	\$185,770

Detailed Trade Cost of Work

CMA Manatee Pool Recovery Facility	# of Units	Unit Type	Unit Costs	Subtotal	Trade Package Totals/Notes
07 Thermal and Moisture Protection					
Roofing (Allowance)	1	ALLW	\$5,000.00	\$5,000	Roofing cost (Allowance)
Remove and reroute downspout.	1	LS	\$0.00	\$0	Included in roofing cost
Stucco	1	Allw.	\$15,000.00	\$15,000	Stucco Repair cost
Stucco/Plaster repair at new door openings	1	LS	\$0.00	\$0	Included in stucco repair cost
Stucco at new CMU walls to match existing	1	LS	\$0.00	\$0	Included in stucco repair cost
Total Division 7 Thermal and Moisture:				\$5,000.00	\$5,000
08 Doors					
Doors (Allowance)	1	ALLW	\$45,000.00	\$45,000	Door cost (Allowance)
Provide and install FRP fiberglass Frames	1	LS	\$0.00	\$0	Included in door cost
Provide and install FRP fiberglass Doors	1	LS	\$0.00	\$0	Included in door cost
Provide and install hinges	1	LS	\$0.00	\$0	Included in door cost
Provide and install door silencer	1	LS	\$0.00	\$0	Included in door cost
Provide and install OH stops	1	LS	\$0.00	\$0	Included in door cost
Provide and install surface bolts	1	LS	\$0.00	\$0	Included in door cost
Provide and install threshold	1	LS	\$0.00	\$0	Included in door cost
Provide and install sweeps	1	LS	\$0.00	\$0	Included in door cost
Provide and install perimeter gasket	1	LS	\$0.00	\$0	Included in door cost
Storefront	1	LS	\$39,085.00	\$39,085	Storefront cost
Provide and Install Aluminum Storefront	1	LS	\$0.00	\$0	Included in storefront costs
Provide and Install Aluminum Exterior Entrance Doors	1	LS	\$0.00	\$0	Included in storefront costs
Provide and Install Necessary sealants	1	LS	\$0.00	\$0	Included in storefront costs
Total Division 08 Doors:				\$84,085.00	\$84,085
09 Finishes					
Framing/Drywall	1	LS	\$10,000.00	\$10,000	Framing/Drywall Allw.
Provide and install 4" 20GA metal studs at new door openings	1	LS	\$0.00	\$0	Included in framing/drywall cost
Provide and install batt insulation	1	LS	\$0.00	\$0	Included in framing/drywall cost
Paint	1	LS	\$5,600.00	\$5,600	Paint Cost
Prep and paint at New openings	1	LS	\$0.00	\$0	Included in paint cost
Prep and paint new CMU walls	1	LS	\$0.00	\$0	Included in paint cost
Misc. Paint Allw.	1	Allw.	\$6,500.00	\$6,500	Included in paint cost
Total Division 9 Finishes:				\$22,100	\$22,100
10 Specialties					
No Specialties Scope in this GMP	1	LS	\$0.00	\$0	No Scope
Total Division 10 Specialties:				\$0	\$0
11 LSS					
Equipment	1	LS	\$652,823.63	\$652,824	Equipment cost
Furnish and install Sand filter pump	1	LS	\$0.00	\$0	Included in equipment cost
Furnish and install Heat pump pump	1	LS	\$0.00	\$0	Included in equipment cost
Furnish and install Sand filter pump	1	LS	\$0.00	\$0	Included in equipment cost
Furnish and install Heat pump	1	LS	\$0.00	\$0	Included in equipment cost
Furnish and install Ozone generator skid	1	LS	\$0.00	\$0	Included in equipment cost
Furnish and install Ozone generator	1	LS	\$0.00	\$0	Included in equipment cost
Furnish and install Interface control panel	1	LS	\$0.00	\$0	Included in equipment cost
Furnish and install Backflow prevention device	1	LS	\$0.00	\$0	Included in equipment cost
Furnish and install Oxygen concentrator skid	1	LS	\$0.00	\$0	Included in equipment cost
Furnish and install Oxygen concentrator	1	LS	\$0.00	\$0	Included in equipment cost
Furnish and install Oxygen receiver	1	LS	\$0.00	\$0	Included in equipment cost
Furnish and install Air preparation skid	1	LS	\$0.00	\$0	Included in equipment cost
Furnish and install Air compressor	1	LS	\$0.00	\$0	Included in equipment cost
Furnish and install Air receiver	1	LS	\$0.00	\$0	Included in equipment cost
Furnish and install Ambient ozone monitor	1	LS	\$0.00	\$0	Included in equipment cost
Furnish and install Warning alarm	1	LS	\$0.00	\$0	Included in equipment cost
Furnish and install Ozone injector pump	1	LS	\$0.00	\$0	Included in equipment cost
Furnish and install Offgas injector pump	1	LS	\$0.00	\$0	Included in equipment cost
Furnish and install Offgas destruct	1	LS	\$0.00	\$0	Included in equipment cost
Furnish and install Ozone contactor	1	LS	\$0.00	\$0	Included in equipment cost
Furnish and install Pool basket and strainer	1	LS	\$0.00	\$0	Included in equipment cost
Furnish and install Guages, Monitors, and Switches	1	LS	\$0.00	\$0	Included in equipment cost
Furnish and install Sand and gravel	1	LS	\$0.00	\$0	Included in equipment cost
Provide Laboratory Testing of Sand and Gravel	1	LS	\$0.00	\$0	Included in equipment cost
Provide Final Connections to existing systems and new Pool (Allw)	1	Allw	\$75,000.00	\$75,000	Allw.
Sales tax	1	LS	\$0.00	\$0	Included in equipment cost
Freight (Allowance)	1	ALLW	\$15,000.00	\$15,000	Freight (Allowance)
Total Division 11 Equipment:				\$742,824	\$742,824

Detailed Trade Cost of Work

CMA Manatee Pool Recovery Facility	# of Units	Unit Type	Unit Costs	Subtotal	Trade Package Totals/Notes
12 Furnishings					
No furnishings Scope in this GMP	0	ALLW	\$0.00	\$0	No Scope
Total Division 12 Furnishings:				\$0	\$0
13 Special Construction					
Manatee Pool (By Owner)	1	Owner	\$0.00	\$0	By Owner
Total Division 13 Special Construction:				\$0	\$0
14 Conveying Systems					
ADA Platform lift	1	LS	\$31,125.00	\$31,125	ADA Platform Lift
Provide and install Aluminum Vertical Platform lift	1	LS	\$0.00	\$0	Included in Platform lift cost
Total Division 14 Conveying Systems:				\$31,125	\$31,125
15 Mechanical					
HVAC					
Provide and install ductless split system	1	LS	\$21,180.00	\$21,180	HVAC Cost
Provide and install Aluminum Vertical Platform lift	1	LS	\$0.00	\$0	Included in HVAC cost
Provide and install refrigerant piping	1	LS	\$0.00	\$0	Included in HVAC cost
Provide and install refrigerant piping insulation	1	LS	\$0.00	\$0	Included in HVAC cost
Provide and install condensate piping	1	LS	\$0.00	\$0	Included in HVAC cost
Provide and install exhaust fan	1	LS	\$0.00	\$0	Included in HVAC cost
Provide and install exhaust fan ductwork	1	LS	\$0.00	\$0	Included in HVAC cost
Provide and install controls	1	LS	\$0.00	\$0	Included in HVAC cost
Provide Test and Balance	1	LS	\$0.00	\$0	
Plumbing					
Provide and install sand filter floor drains	1	Allw.	\$32,500.00	\$32,500	Plumbing Allw.
Extend and connect new sanitary piping to existing	1	LS	\$0.00	\$0	Included in plumbing cost
Extend and connect new sanitary piping to existing	1	LS	\$0.00	\$0	Included in plumbing cost
Additional drainage/plumbing connections (allowance)	1	ALLW	\$7,500.00	\$7,500	Allowance
Total Division 15 Mechanical:				\$61,180	\$61,180
16 Electrical					
Electrical					
Provide and install Site Plan Electrical	1	LS	\$210,850.00	\$210,850	Electrical cost
Provide and install Site Plan Electrical	1	LS	\$0.00	\$0	Included in electrical cost
Provide and install Electrical panels, Transformer, Generator docking station	1	LS	\$0.00	\$0	Included in electrical cost
Provide and install Light fixtures and light poles	1	LS	\$0.00	\$0	Included in electrical cost
Provide and install circuits/disconnects for Life Support System	1	LS	\$0.00	\$0	Included in electrical cost
Provide and install electrical for electrical power plan	1	LS	\$0.00	\$0	Included in electrical cost
Provide and install grounding per plan	1	LS	\$0.00	\$0	Included in electrical cost
Additional Equipment and Electrical Requirements (allowance)	1	ALLW	\$15,000.00	\$15,000	Allowance
Total Division 16 Electrical:				\$225,850	\$225,850
Grand Total				\$1,790,951	\$1,790,951

Notes, Qualifications and Exclusions

CMA Manatee Pool Recovery Facility

Documents

And Associates, LLC

General Requirements

- 1 We have made the assumption for this GMP Proposal that the construction duration is appx. 4 months in the field. Based on the information provided in the Construction Documents, we feel that this project could range in duration from 4-5 months depending on material selections, LSS system design, lead time requirements, etc. Once the final schedule is established the final GMP GC costs may be adjusted accordingly. We plan to utilize the existing power, water, etc already installed onsite for construction needs.
- 2 This proposal does not include any second shift work other than what may be required for isolated tie-ins and shut downs.
- 3 General Requirements are defined as those costs associated with the cost of construction and field related costs.
- 4 Included in the General Requirements are things such as daily clean-up, final construction cleaning, testing & inspections,
- 5 This Budget is submitted with the understanding that mutually agreeable contract terms can be reached between Clearwater Marine Aquarium and Friedrich Watkins of Tampa
- 6 No utility impact fees, transportation fees, review fees, municipal fees, or assessments have been included in this proposal.
- 7 There are no future material escalation costs included in this proposal.
- 8 Work based on standard working hours between 7:00am and 3:30 pm Monday through Friday. There are no premium costs included
- 9 Payment and Performance Bond has not been included in this budget. If it is desired one can be provided. Bond cost will be based on the Cost of Work.
- 10 This Proposal does not include P&P Bonds for subcontractors, subcontractor bonds can be provided and will be based off of their trade cost established with the above noted GMP proposal.
- 11 This proposal does not include visual mock-up demonstrations as described in the specifications
- 12 There are allowances carried in this budget for potential unforeseen conditions or conditions that could cause cost overrun with certain scopes. Any unused allowance funds from this project will be reverted back to the owner.

Division 2 - Site Construction, Demolition and Misc. Items

- 1 A proposed number is provided for additional survey work to verify existing elevations and setting benchmarks.
- 2 A proposed number is provided for Materials Testing Services that include in-place density test, modified proctor testing, LBR, Asphalt extraction and gradation, cylinder testing for concrete and test results signed and sealed by a State of Florida PE
- 3 A proposed number is provided for site/civil work that includes site work general conditions, earthwork, demo, water line installation and sanitary sewer installation.
- 4 An allowance is carried for dewatering. This allowance value is based off of normal atmospheric conditions and may not be adequate during an abnormally "wet" season or unforeseen tidal conditions that could require additional dewatering provisions.
- 5 An allowance is carried for areas where additional site work and/or concrete work may be necessary for utilities, foundations, ect.
- 6 An allowance is carried for any additional signage that may be required by owner.
- 7 An allowance is carried for inspections of installed erosion control and maintenance of erosion control apparatus that are installed. These items will be inspected and maintained as long as required during the construction phase of this project.

Division 3 - Concrete

- 1 A proposed number is provided for the concrete work associated with this project that includes the prep, form and pour of all footers and slabs, providing and install all vapor barriers, provide and install rebar/tie-ins per plans, provide and install concrete per PSI requirements, provide pumping required, provide all finishing, provide all saw cutting for joints as specified.
- 2 An allowance is carried for any additional rebar and concrete that may be required for installation of footers/thickened edges/patching.

Division 4 - Masonry

- 1 A proposed number is provided for demo of existing CMU walls at locations per construction documents.
- 2 A proposed number is provided to install new CMU partitions per construction documents.
- 3 A proposed number is provided to match existing finishes at new CMU partitions.
- 4 A proposed number is provided to patch plaster at new door openings.
- 5 An allowance is carried for any additional masonry stucco repair that may be required.

Division 5 - Metals

- 1 pumps.
- 2 platform.
- 3 A proposed number is provided for the materials and full installation of the aluminum guardrails.
- 4 A proposed number is provided for the materials and full installation of the aluminum gates.
- 5 A proposed number is provided for the 4x4 gate posts, anchor bolts, and bollard.
- 6 An allowance is carried for any additional steel supports/hardware that may be necessary for field modifications

Division 6 - Wood Decking

- 1 A proposed number is provided for the materials and full installation of the following: 6x6 PT posts, 2x12 PT beams, 2x2 PT cross bracing, 2x12 PT #2 stair stringers, Trex composite decking, 2x4 PT framing, joist hangers, postcaps/connectors and all hardware.
- 2 An allowance is carried for any additional material/hardware that may be necessary for field modifications

Division 7 – Thermal & Moisture Protection

- 1 An allowance is carried for the removal and rerouting of existing downspout

Division 8 – Doors & Windows

- 1 A proposed number is provided for providing and installing door per specifications which includes: FRP fiberglass frames, FRP fiberglass doors, hinges, silencers, OH stops, surface bolts, threshold, sweeps and perimeter gasket.
- 2 A proposed number is provided for providing and installing aluminum storefront, exterior entrance doors, and necessary sealants.

Division 9 – Finishes

Drywall & Ceilings

- 1 A proposed number is provided for the framing and drywall scope of this project which includes providing and installing: 4" metal studs, 20GA, 16" OC, and batt insulation.

Painting

- 1 A proposed number is provided for painting which includes: prepping and painting at new CMU walls, new door openings and new aluminum gates as indicated on the drawings.

Division 10 - Specialties - Excluded; Not Shown

Division 11 - LSS

- 1 A proposed number is provided for the LSS system which includes: equipment, freight, plumbing materials, plumbing installation and labor and sales tax.
- 2 An allowance is carried for equipment freight to be billed at cost.

Division 12 – Casework - Excluded; Not Shown

Division 13-Special Construction

Manatee Pool

- 1 Pool to be provided by owner

Division 14 - Conveying Systems

ADA Platform Lift

- 1 A proposed number is provided for providing and installing an aluminum ADA platform lift.

Division 15-Mechanical

Mechanical

- 1 A proposed number is provided for providing and installing HVAC system which includes: ductless split system, refrigerant piping, refrigerant piping insulation, condensate piping, exhaust fan and controls

Plumbing

- 1 A proposed number is provided for providing and installing sanitary waste and vent piping, and floor drains for sand filters.
- 2 An allowance is carried for any additional drainage/plumbing connections.

Division 16 - Electrical

- 1 A proposed number is provided for the electrical scope identified in the construction documents which includes site plan electrical, heating system electrical, pump systems electrical, storage tank electrical, ozone room electrical, all items needed for the power plan and installation per the grounding plan.
- 2 An allowance of \$15,000.00 is carried for any unforeseen electrical requirements or wiring of LSS system components not specifically identified