

Proposal

May 1, 2026

Pkg	Package Description	Order Of Magnitude	Notes
A	Gutter (including gutter, support, liner, painting)	\$496,000	Birdair proposal dated 8/1/25 to extend the canopy tail gutters over stage
Total: Cost of Work		\$496,000	
Construction Contingency	4.00%	\$19,840	
Skanska General Conditions	Lump Sum	\$99,200	Skanska supervision as needed limited to 12 weeks of field work
Skanska General Requirements (temp fencing for storage area / equipment / Dumpsters)	Allowance	\$25,000	
Sub Bonds / Subcontractor Default Insurance (SDI)	1.75%	\$8,680	
Building Permit	By City	By City	Cost by City; submission by CPH
Misc Permits/Fees (LDP, Tap Fees, Etc.)	n/a	n/a	By City
GLI	1.30%	\$9,022.72	On Total Cost of Construction
Builder's Risk	By City	By City	
Skanska P&P Bond (allowance to be at Cost)	0.47%	\$3,262.06	Allowance
Fee	5.00%	\$33,050.24	
Total: Construction Costs		\$694,055	

Qualifications

Does not include any added downspouts or UG piping as Stantecs original responses and now CPH's responses provided by City indicate existing downspout and piping remains adequates

See Birdair proposal and qualifications included in Skanska's proposal.

Anticipates up to 10 weeks of field installation work following 20 weeks of engineering, submittals / approvals, fabrication and shipping; 40hrs / wk during normal working hours for installation. Modifications to this would require pricing modifications.

Coordination of adjacent storage area for lifts / equipment to be coordinated with City. Space requirements would be 100'x100' for staging equipment / storage nightly.

Payment Requirements - 40% Down Payment following contract, 30% at completion of fabrication prior to shipment to site, 10% at mobilization, 20% at substantial completion

Proposal only good for 30 days



Proposal: The Sound Amphitheater, Extended Stage Gutter

Date: 8/1/25

Owner: City of Clearwater

PROPOSAL:

Birdair, Inc. presents to the City of Clearwater this proposal to detail, supply, and install an extended gutter system to complete the stage perimeter of the amphitheater at The Sound project located in Clearwater, FL. The engineering and sizing of the gutter to have sufficient capacity for waterflow management due to any given design storm is specifically excluded by Birdair and the responsibility of other to indicate to Birdair. This proposal is for a gutter of similar size and detailing to the existing gutter at the stage.

Our change order price is:

**FOUR HUNDRED NINETY SIX THOUSAND U.S. DOLLARS
\$496,000.00**

This proposal is valid for thirty (30) days

Accepted: _____

By: _____

By: _____

Name: _____

Title: _____

Title: _____

Date: _____

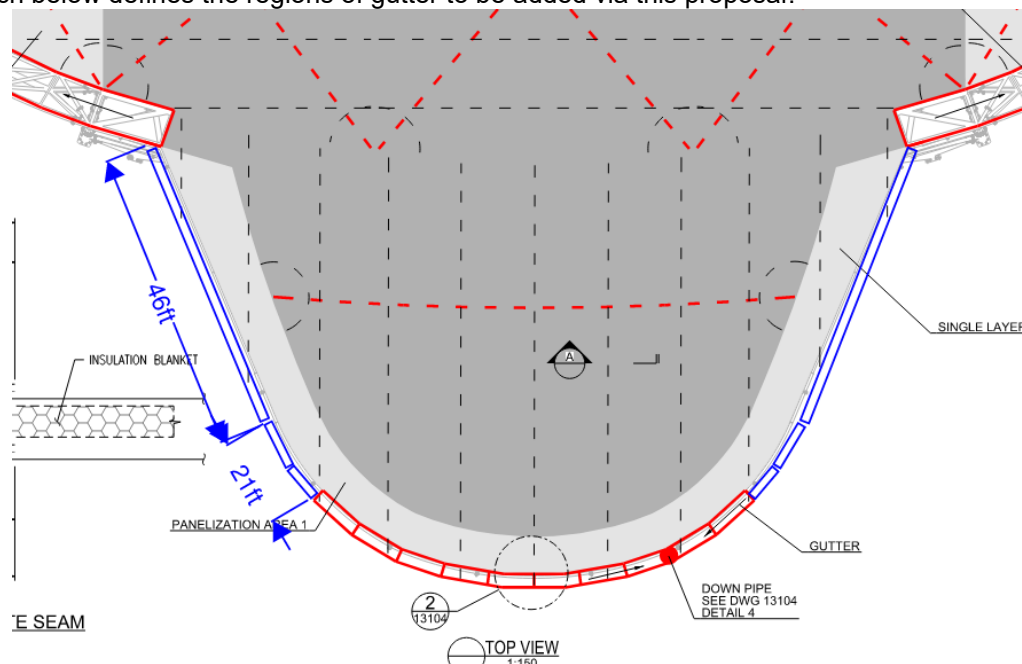
Date: _____

BASIS OF PROPOSAL

Birdair, Inc., will detail, supply and install a gutter system of similar detailing and construction to the existing stage gutter to extend said stage gutter around the full perimeter of the stage. The proposed gutter is per the approved sizing provided by Stantec after their hydraulic / hydrologic studies / drainage studies. In general, the gutter:

- Is comprised of a sheet metal gutter 22-gauge, 1'-0" wide, Kynar Coated White
- Is supported by steel clips, plates, and angles to the primary steel perimeter truss, all painted white
- May require welding on site. Birdair has included what we feel is a sufficient amount of plywood and fire blanket protection in this proposal. However, the work area is very high and windborne steel grinding dust and weld splatter may migrate to remote regions of the adjacent roof and stage below. Birdair specifically excludes any and all cost to remediate any and all roofing, stage covering, mechanical equipment, stage equipment that may be necessarily impacted by the installation processes of Birdair or it's subcontractors.
- Is lined with PVC roofing membrane 45 mill Fibertite for watertightness.
- Is segmented in straight sections to approximate the curve of the amphitheater
- Follows the elevation of the perimeter truss with no accommodation to maintain any specific designed slope(s).
- Is to be installed nominally level to maximize the depth of the gutter (installing to a slope would require reducing the possible depth of the gutter)
- Receives water directed to it by a PTFE fabric closure with aluminum termination bar to the gutter itself

The sketch below defines the regions of gutter to be added via this proposal:





The following items are included:

1. Detailing, Modeling and Shop drawings of gutter support structure, attachments to primary steel, and sheet metal per Stantec engineered design.
2. Sheet metal, termination bars, hardware PTFE fabric closure, PVC roofing membrane, plates, and accessories
3. Installation of all components included in the scope of supply.
4. Sales taxes as required by state law.
5. One (1) mobilization/demobilization of labor equipment and materials.
6. We require the ability to perform all work sequentially, continuously, and without interruption.
7. We will require a lay-down area (no less than 100 ft. x 100 ft.) on site (if Birdair provides steel than the lay-down area will increase in size based upon steel sizes), to store equipment and materials in one location for the duration of our work.
8. We will require access to the immediate work area, specifically for equipment access, as may be required during the installation process. We anticipate that the following will be among the equipment utilized; Man Lifts, Fork Lifts and a Medium sized Hydraulic Crane.
9. Installation labor is based on a forty (40) hour workweek. Work will be performed in eight (8) hour shifts during normal daytime working hours. We have not allowed for any premium time beyond these hours.
10. Our price assumes that water and no less than 100 amp power (120/240 volt) will be provided at no cost, to within 50 feet of our membrane work area including no less than eight (8) 20 amp dedicated single outlets for Birdair's use at each location.
11. Any Punch lists must be issued prior to our demobilization to avoid additional costs.
12. We have not included the cost for any signage, temporary barricades or traffic control.
13. We have not included costs for Builders' Risk Insurance. We will require that Birdair, Inc. be named as an insured under the policies provided by either the owner or general contractor, and that Birdair will have no exposure to deductible amounts on any policies.

The following items are excluded from the budget pricing:

14. Any downspouts. We understand no new downspouts are part of the design
15. Any and all cost to remediate any and all roofing, stage covering, mechanical equipment, stage equipment that may be necessarily impacted by the installation processes of Birdair or it's subcontractors, including dust and debris generated in the welding and grinding processes.
16. Repair to any concrete, landscaping, hardscaping, or softscaping caused by the 150ft telescoping boom lifts. Prior to mobilization, the City will need to confirm the necessary travel paths for the 150ft boom lifts are structurally sufficient to support the load prior to the Birdair agreeing to operate the equipment.
17. Engineering of any and all mechanical, electrical, lighting and lightning protection systems, components or their attachment to our work.
18. Any systems or materials intended for use as a walkable surface. The gutter is specifically understood NOT to be a means of personnel access. The gutter will not be detailed, fabricated, or installed to resist foot traffic. Use of the gutter for personnel traffic may damage the PVC liner membrane and void applicable warranties. Other parts of the system subject to damage include but are not limited to the PTFE closure flap, sheet metal, connections, and welds.
19. Building Permits, special licensing or other fees.
20. Any and all hydraulic / hydrologic analysis', drainage studies, roof drainage checks, sizing and/or determination of gutter and downspout capacity, design and locating of downspouts, gutter and



downspout material finish selections, determination of any minimum/maximum slopes, runoff quantities,

21. Any and all guarantees of gutter performance and the prevention of 'overflow' events or clogging at any part of the gutter system.
22. Any ponding analysis to determine the possibility of or resistance to progressive ponding failure of the main PTFE roofing system.
23. Stainless Steel and Aluminum Gutter Materials
24. P.E. Stamped Drawings

Schedule:

Our proposal is based on the following schedule:

1. Initial submittal of shop drawings, approximately six (6) weeks after receipt of fully executed contract.
2. Approval of all submittals, by the Architect, is to occur within two (2) weeks of our submittal.
3. Submittal of final shop drawings will occur approximately four (4) weeks after the architect's review.
4. Fabrication of all components will take approximately six (6) weeks after approval of drawings for fabrication.
5. Shipment from the point(s) of fabrication to the project site will take approximately two (2) weeks after completion of fabrication.
6. Installation will take approximately six (6) weeks.

The milestones noted here are approximate, and are subject to change in the event that project or other conditions necessitate adjustment.

Commercial Terms:

We will require the following progress Payments:

1. 40% Down-Payment due upon execution of contract or notice to proceed.
2. 30% Due upon completion of fabrication, prior to shipment of materials.
3. 10% Due upon mobilization
4. 20% Due upon substantial completion

Clarifications and Qualifications:

1. This proposal shall bind Birdair, Inc. only after acceptance by the purchaser and approval and acceptance by Birdair, Inc.
2. **We have based this proposal on the prices established by the Metals Industry standard pricing index. Due to the current market conditions and volatility of metals pricing, we cannot guarantee pricing beyond those quoted as of the date of this proposal. For any increase in raw material cost above the aforementioned industry pricing indexes, Birdair will be compensated for the actual escalation cost associated with the materials pricing.**
3. We specifically exclude liquidated damages and consequential damages.
4. We exclude all Payment and Performance bonds.
5. Standard Insurance coverage is included in our proposal. Special terms or coverage, such as Primary Wording, may result in additional charges.
6. This proposal is based on Birdair's Terms and Conditions attached herein and anticipates the acceptance of the proposal in its entirety, or the execution of a contract using the terms of AIA Document A401.

1500SJ

TELESCOPIC ULTRA BOOM

BOOM LIFT



KEY SPECS

Platform Height
150-ft / 45.7-m

Horizontal Outreach
80-ft / 24.38-m

Drive Speed
3.0 mph / 4.8 km/h

Platform Capacity
1,000-lb / 454-kg - Restricted
500-lb / 227-kg - Unrestricted

KEY FEATURES

- Experience greater work envelope flexibility and additional outreach at elevation with telescoping jib.
- Carry everything you need right to the job with dual 1,000-lb restricted and 500-lb unrestricted capacities for maximum productivity.
- Designed for ease of transport with no oversized load permit needed (over-weight permit required for highway transportation).
- Single sensor load sensing system features fewer parts and requires no weight to calibrate.

ACCESSORIES & OPTIONS

- Accessory Packages:
 - SkyWelder® Package
 - SkyPower® Package
 - SkyGlazier® Package
- Additional Platform Options
 - Fall Arrest, Rear Entry - 36 x 96-in
 - Drop Bar - 30 x 36-in, 30 x 48-in, 36 x 72-in, 36 x 96-in
 - Inward Self-Closing Swing Gate - 30 x 48-in, 36 x 72-in, 36 x 96-in
 - Tri-Entry, Drop Bar - 36 x 72-in, 36 x 96-in
 - Tri-Entry, Swing Gate - 36 x 72-in, 36 x 96-in
 - Amber Beacon
 - Ambient White Noise Alarm
 - Bolt On Fall Arrest System
 - ClearSky™ Telematics
 - Cold Package Plus¹
 - Cold Weather Start Kit²
 - Hostile Environment Kit³
 - Light Package⁴
- Platform Mesh, Bolt On
 - Mesh to Top Rail, Plastic or Aluminum
 - Mesh to Mid Rail, Plastic or Aluminum
- SkySense® Enhanced Detection System
- Soft Touch System
- Special Hydraulic Oils
- Platform Storage Tray, Center or Corner

STANDARD SPECIFICATIONS

Performance

Platform Height	150-ft / 45.7-m
Horizontal Outreach	80-ft / 24.38-m
Swing	360 Degrees Continuous
Platform Capacity (Restricted)	1,000-lb / 454-kg
Platform Capacity (Unrestricted)	500-lb / 227-kg
Platform Rotator	180 Degrees Hydraulic
Jib Length (Retracted)	15-ft 2-in / 4.62-m
Jib Length (Extended)	25-ft / 7.62-m
Jib Range of Articulation	120 Degrees (+75, -45)
Weight*	48,000-lb / 21,772-kg
Max. Ground Bearing Pressure	113 psi / 7.94 kg/cm ²
Drive Speed	3.0 mph / 4.8 km/h
Gradeability	40%
Tilt Cut Out	4 Degrees
Turning Radius (Inside):	
Axles (Retracted/Extended)	14-ft 5-in (4.39-m) / 8-ft (2.44-m)
Turning Radius (Outside):	
Axles (Retracted/Extended)	22-ft 6-in (6.86-m) / 19-ft 4-in (5.89-m)

*Certain options or country standards increase weight

Engine

Diesel Engine – Deutz TD2.9L4 Tier 4 Final	74.2 hp / 55.4 kW
Fuel Tank Capacity	31 gal / 117.35 L

Tires

Standard	445/50D710 Foam-filled
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Hydraulic System

Capacity	55 gal / 208.2 L
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STANDARD FEATURES

- 12V-DC Auxiliary Power
- 173 Degrees Hydraulic Platform Rotator
- 3 Selectable Steering Modes
- AC Receptacle in Platform
- All Motion Alarm
- Control ADE® System
- Drive-Out Extendable Axles
- Engine Distress Warning/Shutdown—Selectable via JLG Analyzer
- Full-Time 4WD
- Glow Plugs
- Gull-Wing Steel Hoods
- Hourmeter
- Lifting/Tie Down Lugs
- Load Sensing System
- LCD Panel at Operator's Platform Control Console
- Platform 36 x 96-in (.91 x 2.44-m) Side Entry
- Proportional Controls
- Platform Console Machine Status Light Panel*
- Selectable Capacity Envelope
- Swing-Out Engine Tray
- SkyGuard SkyLine™
- Tilt Light and Alarm

1. Includes extreme cold engine oil, fuel conditioner, engine block heater, battery blanket, glow plugs, hydraulic tank heater, and oversized footswitch.

2. Includes battery heater and oil tank heater.

3. Includes console cover, boom wipers and cylinder bellows.

4. Includes platform work lights, head and tail lights, amber beacon.

* Provides indicator lights at platform control console for system distress, fuel level, low fuel, 5 degree tilt light and foot switch status.

Additional accessories and options available via JLG Aftermarket.

1500SJ

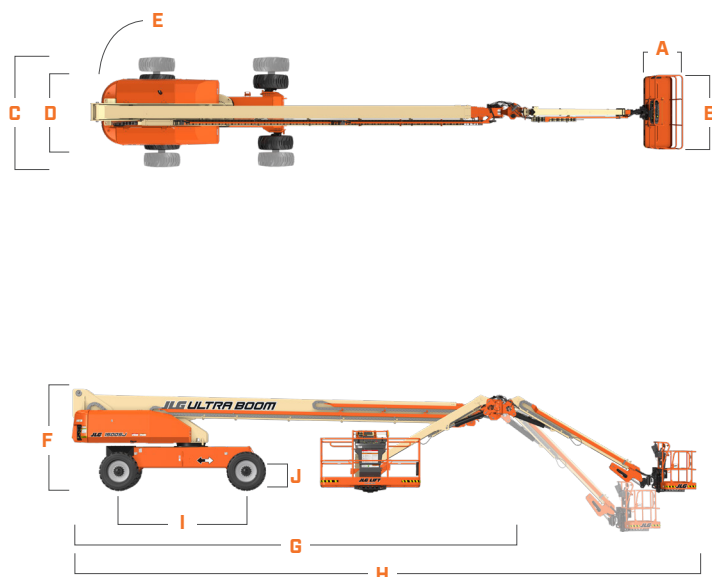
TELESCOPIC ULTRA BOOM

BOOM LIFT



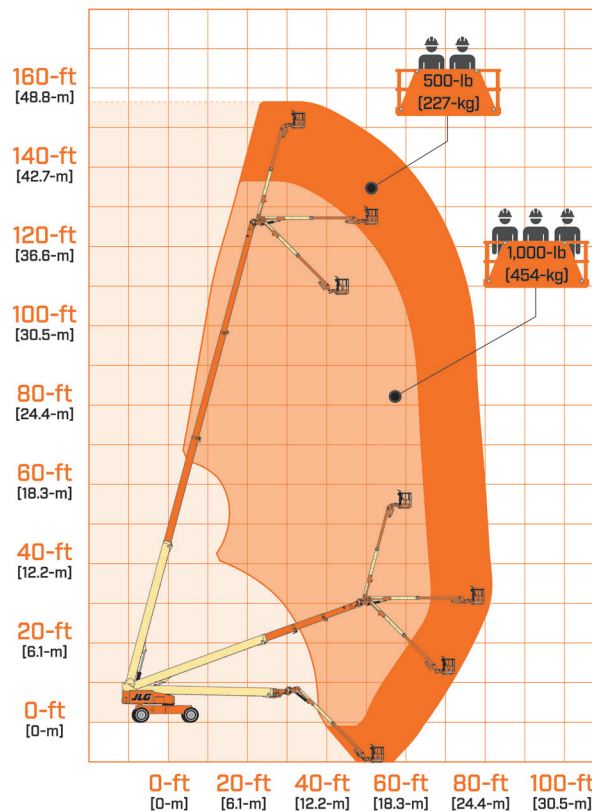
DIMENSIONS

All dimensions are approximate



A. Platform Width	36-in / 91-cm
B. Platform Length	96-in / 2.44-m
C. Machine Width - Axles Extended	12-ft 6-in / 3.81-m
D. Machine Width - Axles Retracted	8-ft 2-in / 2.49-m
E. Tailswing	5-ft 6-in / 1.67-m
F. Machine Height	10-ft / 3.05-m
G. Machine Length - Stowed	43-ft / 13.11-m
H. Machine Length - Overall	61-ft 9-in / 18.81-m
I. Wheelbase	12-ft 6-in / 3.81-m
J. Ground Clearance	12-in / 30-cm - Axle 25.5-in / 65-cm - Chassis

REACH DIAGRAM



We provide coverage for one (1) full year, and cover all specified major structural components for five (5) years. Due to continuous product improvements, we reserve the right to make specification and/or equipment changes without prior notification. This machine meets or exceeds applicable ANSI and CSA requirements based on machine configuration as originally manufactured for intended applications. Please reference the serial number plate on the machine for additional information.



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