

**FIRST AMENDMENT TO THE AGREEMENT  
BETWEEN THE DELRAY BEACH COMMUNITY REDEVELOPMENT AGENCY  
AND WAYPOINT CONTRACTING, INC.  
(313 NE 3rd Street)**

**THIS FIRST AMENDMENT TO THE AGREEMENT** (“FIRST Amendment”) is made and entered into as of the \_\_\_ day of \_\_\_\_\_, 2026, by and between the **DELRAY BEACH COMMUNITY REDEVELOPMENT AGENCY**, a public agency created pursuant to Section 163, Part III, Florida Statutes, (hereinafter referred to as the "CRA"), and **WAYPOINT CONTRACTING, INC.**, a Florida Profit Corporation (hereinafter referred to as "CONTRACTOR").

**WITNESSETH:**

**WHEREAS**, the CRA and the CONTRACTOR previously entered into an Agreement dated January 27, 2026, for Exterior and Interior Repairs to the CRA-Owned Building Located at 313 NE 3rd Street- Arts Warehouse pursuant to the CRA’s Invitation to Bid No. 2025-03 and addendums (“ITB”), and the CONTRACTOR’s response to the Invitation to Bid, including all documents required thereunder (“Agreement”); and

**WHEREAS**, CRA and CONTRACTOR desire to enter into this First Amendment to amend the scope of services to include necessary HVAC related labor and materials as more particularly described in the attached as “Exhibit A” to this First Amendment.

**WHEREAS**, the CRA and the CONTRACTOR agree to amend the Agreement, to increase the price of the compensation owed to the CONTRACTOR in an amount not to exceed Two Hundred Fifty-Eight Thousand Seven Hundred Eighty-Six Dollars (\$258,786) for the labor and materials as set forth in “Exhibit A” to this First Amendment, which is incorporated herein by reference. The total maximum contract sum due to the CONTRACTOR is amended to Eight Hundred Fifty-Two Thousand Four Hundred Eighty-Six Dollars (\$852,486).

**NOW THEREFORE**, in consideration of the promises, mutual covenants, provisions, and undertakings hereinafter contained, and for other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties agree as follows:

1. That the recitals set forth above are true and correct and are incorporated herein by reference.

2. That the CRA and the CONTRACTOR agree to amend the Agreement to include the necessary HVAC related labor and materials as more particularly described in the attached as "Exhibit A" to this First Amendment.

3. That the CRA and the CONTRACTOR agree to amend the Agreement to increase the price of the compensation owed to the CONTRACTOR in an amount not to exceed Two Hundred Fifty-Eight Thousand Seven Hundred Eighty-Six Dollars (\$258,786) for the labor and materials as set forth in "Exhibit A" to this First Amendment, which is incorporated herein by reference. The total maximum contract sum due to the CONTRACTOR is amended to Eight Hundred Fifty-Two Thousand Four Hundred Eighty-Six Dollars (\$852,486).

4. That except as amended herein, the CRA and CONTRACTOR ratify, approve, and reaffirm the terms of the Agreement, and the Agreement shall remain in full force and effect, except as amended herein.

5. In the event of any conflict or ambiguity by and between the terms and provisions of the Agreement, and this First Amendment, this First Amendment shall control to the extent of any such conflict or ambiguity.

6. All capitalized terms used but not defined herein shall have the meaning assigned in the Agreement, as amended.





# WAYPOINT

— Contracting, Inc. —

# Delray Beach Arts Warehouse HVAC Proposal



02/18/2026

Waypoint Contracting, Inc.  
7925 N.W 12 Street, Suite 321  
Doral FL 33126  
(786) 608-1406

Christine Tibbs  
Assistant Director Delray Beach CRA  
20 North Swinton Avenue  
Delray Beach, FL 33444  
**Re: Arts Warehouse HVAC**

Dear Tibbs,

As per your request, Waypoint Contracting Inc. hereby submits this proposal to include all general conditions, supervision, labor, materials, and equipment for the replacement of the seven (7) existing Roof top HVAC Units and misc. works at Arts Warehouse at 313 NE 3rd St, Delray Beach, FL 33444.

This proposal is in accordance with:

- Site Visit
- Scope of work for Owner PM dated. See attached

#### CLARIFICATION

- The HVAC subcontractor proposal selected is the lowest of the four proposals received.
- **We have included an allowance of 5% for the Owners Contingency to cover the following:**
  - **Work that is not covered in any unforeseen that needs to be adjusted for a fully functional system.**
  - **Cost for weekend work may be needed.**

#### EXCLUSIONS

- Permit Fees.
- Interior Building Improvements.

**Waypoint Contracting Inc proposed to complete the above scope of work for \$ 258,786.00**

Please review the proposal and if you have any questions, please feel free to call and discuss. We look forward to collaborating with you and completing this project in a timely manner for your use.

Sincerely,



Limreal Blanc  
Pre-Construction Manager  
O: 786.608.1406 | D: 786.472.6735

HVAC Scope of work. The work includes but is not limited to following:

I. Mobilization

- a. The Contractor shall be acquainted with the project jobsite and its' existing conditions before submitting a bid for the work and prior to mobilizing
- b. The work includes setting up a crane, *possibly multiple times*, to unload existing rooftop HVAC equipment and load new rooftop HVAC equipment and any accessories.

II. Stored Material

- a. The work includes materials and equipment delivered to the site and stored off-site at a pre-approved location. If this Contractor needs to be reimbursed for materials and equipment purchase in advanced then that arrangement needs to be formalized prior to the execution of a subcontract.
- b. Store equipment and materials in a clean, dry place and protect from weather and construction traffic. Handle carefully to avoid damage to components, enclosures, and finish.
- c. The Contractor will insure all material and equipment until final acceptance of the owner.

III. Material Handling

- a. The Contractor will take deliveries of all materials and equipment required to complete its' scope of work.
- b. The Contractor will provide all machinery such as forklifts, hand carts, crane and manpower necessary to take delivery of materials and equipment
- c. All materials and equipment will be stored in a dry storage area/containers.
- d. No material or equipment will be stockpiled in or around the building until the area is ready for HVAC work to commence and then only the material and equipment necessary will be stored at that time.
- e. The building or its' surrounding areas are not to be used as a holding area for materials and equipment

IV. Materials and Equipment

- a. The work will include all new materials and equipment required for the completion of this scope of work.

V. HVAC Work

- a. The work includes HVAC permits by this Contractor
- b. Work in the building shall be scheduled well in advance with the Owner. Work shall be performed at such times and under such conditions as suit the convenience of the Owner. Plan the Work to minimize disruption of normal operations.
- c. Do not interrupt any utility service, water, sewer, etc., until approval is obtained from Owner. Reconnect as required.

- d. The work includes the removal of existing air conditioning package units on the lower level roof and all peripheral materials that will no longer be utilized and disposing of such in a proper legal manner offsite
- e. The work is to provide seven (7) new like-for-like high efficiency A/C package units to replace existing units and includes delivering, handling and setting new package units on the lower level roof.
- f. Each unit shall be specifically designed for outdoor rooftop application and include a weatherproof cabinet. Each unit shall be completely factory assembled and shipped in one piece. Packaged units shall be shipped fully charged with refrigerant and oil.
- g. The unit shall undergo a complete factory run test prior to shipment. The factory test shall include a refrigeration circuit run test, a unit control system operations checkout, a unit refrigerant leak test and a final unit inspection.
- h. All units shall have decals and tags to indicate caution areas and aid unit service. Unit nameplates shall be fixed to the main control panel door. Electrical wiring diagrams shall be attached to the control panels. Installation, operating and maintenance bulletins and start-up forms shall be supplied with each unit.
- i. The work is to provide new roof curbs pre-fabricated from heavy gauge galvanized steel, mounted to existing *concrete* roof deck and properly anchored with an approved engineered fastener. ***Contractor to provide engineered documents for fasteners, tie-downs, and wind load calculations.*** Work to include all peripheral materials and equipment required for this project
- j. The new package units are to use only current approved refrigerants and not the currently phased out R-410 refrigerant
- k. The work includes instrumentation and controls as required
- l. The work includes any sheet metal ductwork as required to reattach the new A/C package units to existing ductwork/trunk mains
- m. The work includes any sheet metal boots, dampers, fire dampers and diffusers as needed or required by code
- n. The work includes any and all caulking, fire caulking and fire collars and protective nail plates as needed or required by code
- o. The work includes all unit filters and two filter changes during construction, as required
- p. The work includes all low voltage wiring for the A/C, a ***new*** thermostat and/or climate control system ***only if the existing equipment is incompatible.***
- q. The work includes the replacement of any existing condensate drain line if it is found to be damaged, cracked, or leaking
- r. The work includes any required rooftop penetrations and weather guard flashings and collars for pipes as needed or required by code

- s. The work includes any watertight vent pipe caps and storm collars and roofing boots at all vents that penetrate the rooftop as needed or required by code
  - t. Startup must be done by **factory** trained personnel experienced with rooftop equipment
  - u. Do not operate units for any purpose, temporary or permanent, until ductwork is clean, filters and remote controls are in place, bearings lubricated, and manufacturers' installation instructions have been followed
  - v. The work includes any testing, adjusting and balancing as required
  - w. The work includes scheduling inspections with the local building department
- VI. Cleaning
- a. The work includes picking up debris and cleaning on a daily basis. All sharp objects, screws, nails, etc. shall be picked up immediately as to avoid damaging the roofing system or creating a tire hazard on the ground
- VII. Protection of the Work
- a. All material and equipment will be securely stored off-site in trailers at an approved designated storage location. Material will not be warehoused in the building or left unattended or at the work site. All unused material and supplies will be returned to the approved container/storage location on a daily basis.
- VIII. Safety
- a. The work includes workmen on site who have been trained in OSHA safety requirements and who have the ability to recognize an unsafe act or condition and has the authority to stop work and make recommendation for improvements
- IX. Closeout
- a. The work includes as-built drawings submitted as a condition to final payment, showing all improvements including any items in areas that will be covered over or concealed by other work. ***Also, as a final condition for final payment, proof of passing final mechanical inspections and permit closeout.***
  - b. The work shall include all O&M manuals for the installed equipment
- X. Submittals
- a. Four sets of original highlighted submittals will accompany the bid and the final approved submittal will be a part of the closeout package.
  - b. Shop Drawings: Indicate assembly, unit dimensions, weight loading, required clearances, construction details, field connection details, electrical characteristics and connection requirements.
  - c. Product Data:
    - i. Provide literature that indicates dimensions, weights, capacities, ratings, fan performance, and electrical characteristics and connection requirements.

- ii. Provide computer generated fan curves with specified operating point clearly plotted.
    - iii. Manufacturer's Installation Instructions.
  - d. The submittal may be rejected if:
    - i. The submittal data is insufficient or not clearly identified
    - ii. The product or equipment submitted is not equivalent to or better than the existing equipment
    - iii. The product or equipment does not provide suitable climate controlled conditions within various parts of the building that necessitate a certain temperature and humidity
    - iv. The product or equipment submitted has less capacity, efficiency and safety provisions than the existing item.
    - v. The Owner prefers not to accept the submitted product

XI. Warranty

- a. The manufacturer shall provide 12-month parts only warranty. Defective parts shall be repaired or replaced during the warranty period at no charge. The warranty period shall commence at startup or six months after shipment, whichever occurs first.



**DERLARY BEACH CRA HVAC UIMTN REPLACEMENT**

ADDRESS 313 NE 3RD STREET, DELARY BCH FL 33444

Contractor : Waypoint Contracting, Inc

7995 VW 12 STREET  
Miami , Doral, FL 33126  
Date : 1/27/26

Sheet 1 - of - 1

**HVAC REPLACEMENT CHANGE ORDER PROPOSAL**

A. ITEM NO. *	B. ITEM DESCRIPTION	C. QTY	D. UNIT	A. LABOR		B. MATERIAL		C. EQUIP		D. OTHERS		D.SUB. CONT	TOTAL LINE	SUB TOTAL	Remarks
				1. Unit Cos	2. Total	1. Unit Cost	2. Total	1. Unit Cos	2. Total	1. Unit Cost	2. Total				
<b>DIV 01 : GENERAL CONDITIONS</b>															
	Project Manager	86	Hrs	\$ 78.50	\$ 6,751.00		\$ -		\$ -		\$ -		\$ 6,751.00		
														\$ 6,751.00	
<b>Div 02 : EXISTING CONDITIONS</b>															
	Temporary Protection	1	LS	\$ -	\$ -	\$ 600.00	\$ 600.00		\$ -		\$ -		\$ 600.00		
	Final Cleanup	24	mhs	\$ 30.00	\$ 720.00		\$ -		\$ -		\$ -		\$ 720.00		
														\$ -	
														\$ 1,320.00	
<b>Div 09 : FINISHES</b>															
	Misc. Wall Repairs at Duct Entrance area	3	Area	\$ 150.00	\$ 450.00	\$ -	\$ -		\$ -		\$ -		\$ 450.00		
	Misc. Interior Painting	1	LS	\$ -	\$ -	\$ -	\$ -		\$ -		\$ -	\$ 500.00	\$ 500.00		
														\$ -	
														\$ 950.00	
<b>Div 22 : PLUMBING WORKS</b>															
	Repair and Replace damages Cindenst lines 3/4" Pvc shc 80	120	LF	\$ -	\$ -	\$ 0.85	\$ 102.00		\$ -		\$ -		\$ 102.00		
	Plmbing works Misc.	16	mhs	\$ 35.00	\$ 560.00	\$ -	\$ -		\$ -		\$ -		\$ 560.00		
														\$ -	
														\$ 662.00	
<b>Div 23 : HVAC</b>															
	Demo for HVAC Works	1	Sub	\$ -	\$ -	\$ -	\$ -		\$ -		\$ -	\$ 206,100.84	\$ 206,100.84		Klimate Air
	HVAC Systems and ductwork	1	LS	\$ -	\$ -	\$ -	\$ -		\$ -		\$ -	\$ -	\$ -		
	Test and balance	1	LS	\$ -	\$ -	\$ -	\$ -		\$ -		\$ -	\$ -	\$ -		
														\$ 206,100.84	
<b>Div 26 : ELECTRIC</b>															
	Electrical works disconnect and Reconnect Units	64	MHS	\$ 45.00	\$ 2,880.00	\$ -	\$ -		\$ -		\$ -		\$ 2,880.00		
	Misc. Electrical materials	7	EA	\$ -	\$ -	\$ 150.00	\$ 1,050.00		\$ -		\$ -		\$ 1,050.00		
														\$ -	
														\$ 3,930.00	
<b>Sub Total</b>					\$ 11,361.00		\$ 1,752.00	\$ -	\$ -		\$ -	\$ 206,600.84	\$ 219,713.84		

Overhead	5%	\$ 10,985.69
Profit	5%	\$ 10,985.69
Bond Fee	1	\$ 4,467.23
Builders Risk Insurance	0.750%	\$ 1,647.85
Owners Contingency	5.000%	\$ 10,985.69
<b>SUB Total</b>		<b>\$ 258,786.00</b>

Title: Project Manager

Date: 2/17/26



Date : 2/18/2026

**DELRAY CRA BUILDING: HVAC ROOF TOP UINT REPLACEMENT**

**BIDS ANALYSIS TAB**

Division	Sub Proposal 1	Sub Proposal 2	Sub Proposal 3	Sub Proposal 4	Change order Valve	Remarks
					<b>Best Value</b>	
HVAC	AIR SUPERHERO	KLIMATE AIR	BLUE OCEAN AIR CON	SUMMA MECHANICAL	\$ 206,100.84	Lowest Repsonible Bid
	\$ 184,877.00	\$ 206,100.84	\$ 225,621.00	241,106.95		
	Missing one Unit					
Summary Notes	Permit Fees are not included in these quotes				\$ 206,100.84	



ESTIMATE	#2534563
ESTIMATE DATE	Feb 6, 2026
<b>TOTAL</b>	<b>\$184,777.00</b>

Limreal Blanc  
 WAYPOINT CONTRACTING INC  
 7925 NW 12th St, #321  
 Miami, FL 33126

(786) 472-6735  
 lblanc@waypointci.com

SERVICE ADDRESS

DELRAY BEACH ARTS CENTER 313 NE, 3rd Street, Delray  
 Beach FI 33444

CONTACT US

(561) 907-4376  
 aairsuperhero@gmail.com

ESTIMATE

Services

PROJECT: DELRAY BEACH ARTS CENTER 313 NE, 3rd Street, Delray Beach FI 33444  
 MECHANICAL SCOPE OF WORK per Bid Set MEP Plans DATED: 07-31-2025

- Provide and install  
 2 (two) 7.5Ton CARRIER-BRYANT OR EQUAL Roof Top A/C Systems and Roof Curb Adapter if required and Motorized Outdoor Air Damper and Electrical Disconnect and accessories  
 5 (five) 6Ton CARRIER-BRYANT OR EQUAL Roof Top A/C Systems and Roof Curb Adapter if required and Motorized Outdoor Air Damper and Electrical Disconnect and accessories

- Provide and install SHEET METAL external ductwork with  
 7 (seven) Rectangular SUPPLY Plenums from RTU to Wall  
 7 (seven) Rectangular RETURN Plenums from RTU to Wall

Units quantities does not match scope,

- INCLUDED:
- Crane for all rigging and lifting
  - Removal and Disposal of old existing units
  - Connection to existing RTU Controls
  - Mechanical Sub-Permit Application to existing GC Building Permit
  - Any and all applicable Manufacturer, Financing, and Utilities rebates
  - Weekend work including Saturday and Sunday

WARRANTY:  
 1 Year Workmanship Warranty

- EXCLUSIONS:
- Demolition or Removal of existing interior Piping and Ductwork
  - Supply and Return Grilles and Ductwork
  - Outside Air Ductwork
  - New Thermostats, Humidistats, Remote Sensors of any kind
  - New Bathroom Exhausts and metal ductwork
  - New Smoke detector and Remote Alarm Keypad
  - Connection to Alarm System of Smoke detector and Remote Alarm Keypad
  - Drain Pump, Economizer, Hot Gas Re-Heat or By-Pass, Ionization and UV Devices
  - Existing interior Ductwork Patching, Testing, Removal, Relocation, Repairs
  - Existing Thermostat or Sensor Relocation, Repairs, Replacement Parts, Wiring, Programing and Calibration
  - Existing Exhaust Fan Removal, Relocation, Repairs, Replacement Parts, Maintenance, Roof Curbs and Adapters, Diagnostics, Duct/Cabinet Cleaning
  - Existing Smoke detector and Remote Alarm Keypad Relocation, Repairs, Replacement Parts, Cleaning, Maintenance, Diagnostics
  - Dryer and Appliance venting ducts
  - Certified Test and Balance and Reports
  - Certified System Commissioning
  - Painting of Ductwork and Grilles
  - Water Heater and Water HeaterExhaust Flues
  - Air Curtains
  - Make-Up Air Equipment System

- Kitchen Hood Exhaust and exhaust duct, and repairs, and deactivation/cover
- Grease Hood and Fire Suppression equipment and exhaust duct and controls, and repairs, and deactivation/cover
- Refrigeration Equipment and refrigerant lines
- Kitchen equipment including oven, microwave, cooler, freezer, ice-maker, etc
- Fireplace and ventilation ducts
- A/C Corrosion Resistance Coating Treatment
- Refrigerant gas not included
- Equipment control devices, installation, programming, and maintenance
- Energy and Building Management Systems (EMS,BMS,BAS) and Communication Interface, connection, programming, and maintenance
- Motor Starters/VariableFrequencyDrives or Coatings of any kind
- Engineering Certification for Tie-Down and Wind Loads
- Heat Load and Energy Calculations
- Air Clearance Testing and Reporting
- Blower Door Testing and Reporting
- Envelope Leakage Test
- Fire Alarm Connections and Installation
- Lightning System Functional Testing
- Equipment Isolation or Rails
- New Doors or Cutting of doors
- Drop Ceiling tiles and frame removal and re-install (removal of tile and frame may be required to complete ductwork or A/C install)
- Roofing, Electrical, Gas, Plumbing, and Welding work
- Electrical Disconnect Box and Outlets and Wiring
- Framing and Drywall work and door undercutting
- Abatement work
- Roof Cutting or Penetration
- Concrete or Asphalt cutting and repairs
- Repairs to existing code violations
- Utility Companies Fees
- Landscaping or Fencing
- Changes requested by owner, general contractor, governing agencies and inspectors
- Freight delivery, Next day or Express shipping of parts
- Anything not listed in Scope Of Work

**DISCLOSURE/DISCLAIMER:**

Owner, General Contractor and their agents are hereby aware and agree that the mechanical contractor is not responsible for Owner Provided Equipment defects or malfunctions, nor repairs of any pre-existing HVAC issues including but not limited to defective ductwork, freon leaks, defective or worn-out parts and ductwork, defective or damaged electrical disconnects and conduits, clogged PVC drains and pans, thermostat malfunctions, etc.

**WORK ORDER:**

By making a deposit payment to Mechanical Contractor, the General Contractor hereby agrees to the terms of this quote or invoice, known as the project Work Order Agreement, between Mechanical Contractor and General Contractor, and shall supersede any existing Master Subcontractor Agreement, Project Statement of Work, negotiations, representations, or agreements, either written or oral between the Mechanical Contractor and the General Contractor.

**CHANGE ORDER:**

Owner, General Contractor and their agents agrees to provide Mechanical Contractor with written notice of any such change orders as soon as they are aware of issues. All maintenance, repairs, additions, deletions, or revisions in the Scope of Work will necessitate a new and separate Work Order. All maintenance, repairs, additions, deletions, or revisions needed to be performed before 8:00am and after 5:00pm Monday to Friday will necessitate a new and separate Work Order. Payment for Change Orders shall be made individually and separate from work herein and due when work is done.

**TIME TO COMPLETE:**

Scope of work will require 30 work business days to complete once Commencement and access has been granted and coordinated with owner and general contractor and Building permitting governmental agencies. Owner, General Contractor and their agents understand and agree that due to the EPA's American Innovation and Manufacturing (AIM) Act which requires A/C manufacturers to build new equipment without R410A refrigerant as of 1-1-2025, US supply chains issues are imminent causing extended delivery times on equipment and some parts from manufacturers. Owner, General Contractor and their agents agree to release and hold Mechanical Contractor his employees, agents, suppliers, and subcontractors harmless for delays in work due to manufacturer inventory shortages.

**HOLD HARMLESS:**

Owner, General Contractor and their agents releases and hold Mechanical Contractor his employees, agents, suppliers, and subcontractors harmless for delays in work due to unexpected building permit delays, manufacturer inventory shortages, change orders, natural events (sometimes called "acts of God"), civil unrest, strikes, equipment supply shortage, work accidents, equipment and tools failure, and or other events which are not within the reasonable control of the Mechanical Contractor. Owner, General Contractor and their agents desires and wishes to hold harmless and indemnify the Mechanical Contractor from any and all liabilities, losses, claims, judgments, suits, fines, penalties, demands or expenses, including, but not limited to, all reasonable costs for defense and investigation thereof claimed by anyone by reason of injury or damage to persons or property as a proximate result of the acts or omissions of the Mechanical Contractor, out of the operation or actions of the Mechanical Contractor, sustained in or around and or in connection with the activities related to Repairs and or Installation of HVAC and Ductwork Equipment and Parts.

**NOTICE TO OWNER:**

As per Florida Law, the mechanical contractor will serve Notice To Owner. Notice of commencement is required for building permit. Owner and General Contractor agree to provide the Mechanical Contractor with an executed and notarized Notice of Commencement and Master Building Permit before work starts.

APPLICATION FOR PAYMENT MILESTONES\*\*:

- #1: 30% due at work order acceptance
  - #2: 30% due before mechanical work start
  - #3: 30% due at 70% completion of Scope of Work
  - #4: 10% due at equipment Start-Up or 100% completion of Scope of Work
- OR
- #1: 50% due at work order acceptance
  - #2: 50% due at equipment Start-Up or 100% completion of Scope of Work

\*\*Payments are Due Upon Request  
Pay by ZELLE® is free and easy (Use our email to pay "airsuperhero@gmail.com")  
See Terms & Conditions here: <http://bit.ly/conditionterms>

\*THIS QUOTE IS GOOD FOR 60 DAYS AND IS NOT VALID WITHOUT AN APPROVED CONTRACT. Quote does not currently include tariffs that may be imposed. If such tariffs are imposed, our price will be adjusted accordingly.

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**Total** **\$184,777.00**

# ESTIMATE

Klimate Air LLC  
7875 NW 57th St #26852  
Tamarac, FL 33351

service@klimateair.com  
+1 (954) 330-7644



## Waypoint Contracting, Inc.

**Bill to**  
WAYPOINT CONTRACTING  
7955 NW 12th St., Suite 400  
Doral, FL 33126

### Estimate details

Estimate no.: 0714  
Estimate date: 02/16/2026

Project Name : Arts Warehouse (7 replace RTU)  
Project Address: 313 NE 3RD Street Delray Beach

#	Date	Product or service	Description	Qty	Rate	Amount
1.		<b>Estimate - Acceptance Clause</b>	Upon acceptance, this estimate shall constitute a binding service agreement between WAYPOINT CONTRACTING ("Client") and Klimate Air LLC ("Contractor"), under which the Contractor shall perform the services and/or installation described in the attached proposal, including furnishing and installing equipment and/or ductwork as specified based on the plans, job specifications, and scope of work.	1	\$0.00	\$0.00
2.		<b>Estimate - Equipment Furnishing</b>	(3) 6 TON RTU 50FE-N07A2B5-0A0A0 WEATHERMAKER ELEC/ELECTRIC ROOFTOP Standard Packaging 208/230-3-60 No Heat 6 Tons Two-Stage Cooling - Single Circuit with Patented Dehumidification System Standard/Medium Static - Vane Axial Fan Standard Electro-Mechanical Controls Precoat Al/Cu Condenser Coil - Al/Cu Evaporator Coil (3) 6 TON RTU CRTWOPOS010A00 ACC-2-POS OA DMPR UP 2 100% (3) 6 TON RTU CRHEATER324A00 ACC-ELHTR 208V 4.9KW (3) 6 TON RTU CRRFCURB002A01 ACC-ROOF CURB, 24IN TALL 3-6T (3) 6 TON RTU RTUWNTCH1-2-RU5 COMPLETE UNIT YEAR 2-5 PARTS ONLY	1	\$102,365.03	\$102,365.03

3.	<b>Estimate - Equipment Furnishing</b>	(1) 5 TON RTU 50FE-B06A2B5-0A0A0 WEATHERMAKER ELEC/ELECTRIC ROOFTOP Standard Packaging 208/230-3-60 No Heat 5 Tons One-Stage Cooling with Patented Dehumidification System Standard/Medium Static - Vane Axial Fan Standard Electro-Mechanical Controls Precoat Al/Cu Condenser Coil - Al/Cu Evaporator Coil (1) 5 TON RTU CRTWOPOS010A00 ACC-2-POS OA DMPR UP 2 100% (1) 5 TON RTU CRHEATER324A00 ACC-ELHTR 208V 4.9KW (1) 5 TON RTU CRRFCURB002A01 ACC-ROOF CURB, 24IN TALL 3-6T (1) 5 TON RTU RTUWNTCH1-2-RU5 COMPLETE UNIT YEAR 2-5 PARTS ONLY	1	\$0.00	\$0.00
4.	<b>Estimate - Equipment Furnishing</b>	(3) 7.5 TON RTU 50FE-N08A2B5-0A0A0 Weathermaker Electric/Electric Rooftop Standard Packaging 208/230-3-60 No Heat 7.5 Tons Two-Stage Cooling - Single Circuit with Patented Dehumidification System Standard/Medium Static - Vane Axial Fan Standard Electro-Mechanical Controls Precoat Al/Cu Condenser Coil - Al/Cu Evaporator Coil (3) 7.5 TON RTU CRTWOPOS011A00 ACC-2-POS OA DMPR UP 2 100% (3) 7.5 TON RTU CRHEATER411A00 10kW Heater 208/230/3/60 (3) 7.5 TON RTU CRSINGLE042A00 ACC-SNGLPT BOX ALL V 7.5T (3) 7.5 TON RTU CRRFCURB004A01 ACC-ROOF CURB,24IN TL 7.5-12.5 7.5 TON RTU RTUWNTCH3-5-RU5 COMPLETE UNIT YEAR 2-5 PARTS ONLY	1	\$0.00	\$0.00
5.	<b>Estimate - Ductwork &amp; Sheet Metal</b>	In accordance with the plans and scope of work, the Contractor (Klimate Air LLC) shall fabricate and install ductwork using flexible and/or sheet metal materials as specified. All duct fabrication will meet industry standards, project specifications, and applicable codes to ensure proper fit, function, and airflow performance.	1	\$8,800.00	\$8,800.00
6.	<b>Estimate - Crane Service</b>	Allegiance Crane/ Storage All crane operations will comply with OSHA regulations and industry-standard rigging practices.	1	\$9,450.00	\$9,450.00
7.	<b>Estimate - Test &amp; Balance</b>	The Contractor shall perform Test and Balance (T&B) services for all HVAC systems installed or serviced under this agreement, in accordance with the project plans, specifications, and	1	\$7,500.00	\$7,500.00

applicable industry standards. T&B services include measuring, adjusting, and documenting airflow, water flow, and system performance to ensure optimal operation and compliance with design specifications. Any deficiencies or adjustments required to meet specified performance standards will be reported to the Client for review. Additional corrective work outside the original scope may incur additional charges.

8.	<b>Estimate -Miscellaneous Expenses</b>	MISCELLANEOUS EXPENSES Material Costs (for HVAC-specific materials) Scissor Lift Rental Refrigerant Line Sets Mobilization and Demobilization Needs Project Management and On-Site Supervision Demo -Remove of exiting RTU's Equipment and Tool Rental Freight (Delivery to Jobsite)	1	\$12,500.00	\$12,500.00
9.	<b>Invoice Labor</b>	Labor charges cover all personnel time required to perform the work specified in the scope of work and project plans. This includes installation, testing, supervision, and any other labor necessary to complete the project in accordance with industry standards and applicable codes. Labor is billed according to the rates agreed upon in the proposal or contract. Any labor required beyond the agreed-upon scope will be billed as additional charges.	1	\$50,000.00	\$50,000.00
10.	<b>Profit Margin</b>	Profit Margin: We've included a 6% profit margin in this estimate.	1	\$14,610.81	\$14,610.81
11.	<b>Schedule of Values &amp; Progress Payments</b>	Schedule of Values & Progress Payments: Progress payments will follow the Schedule of Values and will be invoiced by the Contractor in alignment with project milestones, including approval of submittals, initiation of material orders, commencement of manufacturing, and completion of manufacturing. Payments shall be structured as follows: First Installment (30%) – Due upon approval of submittals and initiation of material orders, to secure materials and commence the scope of work. Second Installment (40%) – Due upon commencement of manufacturing, installation of equipment, and related workmanship. Final Installment (30%) – Due upon ultimate completion of manufacturing and full completion of the scope of work, inclusive of retainage, for all or any portion of the Buyer's order.	1	\$0.00	\$0.00

12.	<b>Estimate - Exclusions</b>	The following items are not included in the scope of work under this agreement: Building management systems (BMS) Integrations with building management systems Energy management systems <b>Permitting fees</b> Electrical scope of work - By Others Plumbing scope of work - By Others Furnishing and installing any equipment not explicitly detailed in the scope of work	1	\$0.00	\$0.00
13.	<b>Estimate - Price &amp; Tariff Disclaimer</b>	Please be advised that price adjustments may occur more frequently due to factors beyond our control, including the COVID-19 pandemic, industry supply and demand fluctuations, general inflationary pressures, and changes in tariffs or trade policies. These adjustments apply to all products and equipment sourced from manufacturers and distributors, many of whom issue notices regarding potential sudden price changes and abbreviated price validation periods. The information contained in this bid, including the scope of work and all pricing, is based solely on the Mechanical (M) drawings provided, dated 07/21/2025. Any additional components of the project's scope of work are subject to field verification and may result in additional costs. To help safeguard against unforeseen price changes, securing purchase orders and confirming the scope of work in a timely manner is strongly recommended. Our commitment to delivering high-quality products and services remains unwavering, and we greatly value your business and ongoing support.	1	\$0.00	\$0.00
14.	<b>Estimate - Client Approval</b>	If the terms and conditions outlined herein accurately reflect your understanding of the Contractor-Client relationship, please indicate your agreement by signing, dating, and returning this proposal, which has been generated via QuickBooks. We appreciate the opportunity to serve you and believe this estimate clearly represents the key aspects of our agreement. Should you have any questions or require clarification, please do not hesitate to contact us. This agreement shall remain valid for any subsequent work following the completion of this project, unless terminated in writing by either party.	1	\$0.00	\$0.00

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Subtotal	\$205,225.84
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Sales tax	\$875.00
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<b>Total</b>	<b>\$206,100.84</b>
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Accepted date

Accepted by



# Blue Ocean Air Conditioning

Tel: 786-245-9361

Web: [Blueocean-air.com](http://Blueocean-air.com)

Email: [info@blueocean-air.com](mailto:info@blueocean-air.com)

Address: 1723 NW 79<sup>th</sup> AVE Miami, FL 33126

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## Proposal

February 17, 2026

**Project Information:** DELRAY ART CENTER  
313 NE 3RD STREET  
DELRAY BEACH, FL 33444

### Project Overview: Plan Reference

- Furnish and install 7 CARRIER rooftop units, including:
  - Costume 24" high curbs with Z-brackets tie downs
  - Condensate overflow switch and repair existing drain lines.
  - Furnish and install 7-day programmable thermostats for all units.
  - Remove and disposal of existing units and curbs.
  - Galvanized sheet metal ductwork with R-8 interior lined insulation.
  - Crane Service.

For RTU-2,3,7 adapters will be required because the new models do not match the existing supply and returns drops.

### Terms:

- Permit processing (included)
- Permit fees (not included)
- Structural Work (not included)
- Roof patching and sealing (not included)
- Drywall repair (not included)
- Electrical work (not included)
- Bond not included if required can be obtain with additional 3.5%.

If any changes or additional work is needed, please don't hesitate to contact us by phone or email at  
(786) 245-9361 / [info@blueocean-air.com](mailto:info@blueocean-air.com)

**Price: \$225,612.00**

This quote is valid for 30 days.

Yunior Lopez  
(786) 245-9361  
Blue Ocean Air Conditioning, LLC  
[info@blueocean-air.com](mailto:info@blueocean-air.com)



Licensed & Insured  
CMC1249636

# PROPOSAL

Date: Feb 16, 2026

**Job Name:** The Arts Warehouse  
**Service Address:** 313 NE 3RD ST.

**City:** Delray Beach

**State:** FL

**Zip Code:** 33444

We are pleased to offer the following proposal as described below in accordance with the terms and conditions described herein:

## SCOPE OF WORK:

Includes Arq. plans (A2.1)

Description	Qty
Demo existing RTU	Included
Furnish & install new RTU	7
Furnish & install new RTU Curb	7
Furnish & install new Thermostat	7
Furnish & install new refrigerant and drain lines	Included
Test & Balance (by independent licensed contractor) post only	Included
Start Up	Included
Final Report and Operation Manual	Included
Rigging	Included
Controls	N/A
<b>TOTAL</b>	<b>\$241,106.95</b>

## Notes:

- Work will be performed during regular business hours. (8AM-5PM, M-F).
- Standard production & delivery cycles
- Due to newly implemented tariffs on imports, pricing is subject to change.
- Estimates are valid for 15 days and may be adjusted based on material cost fluctuations at the time of purchase.
- There is a price of equipment increase in March.
- RTU-3 needs to be verified before ordering. 0A is not a size. I have quoted a 08 on this quote but must be verified.
- RTU-5 is a 2 stage, not a 3. We do not make a 3-stage 5 ton anymore.
- Current lead time is a 4-5 weeks to build.
- These are not VAV systems. Please verify before ordering.

## Add Alternate:

Mechanical Permit	\$6,470.00
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# PROPOSAL

Date: Feb 16, 2026

Licensed & Insured  
CMC1249636

**Not Included:**

- \* BAS controls, integration or point mapping to or from existing Building Automation System (BAS) of any kind.
- \* Any work associated with Kitchen Hood Exhaust Fans and Make-Up System
- \* Controls contractor assistance on site for pre and post T&B
- \* Paint or painting of any kind
- \* Structural supports
- \* Design services
- \* Permit fees to the city by GC
- \* Wind load or structural engineering calculations
- \* Electrical work (Conduit and wire by electrician) or electrical permit
- \* Cutting / patching into roof / wall, structural steel, weather roofing, roof protection, painting and wall openings
- \* Integration with third party devices not specifically described above is excluded from this proposal.
- \* 120VAC or greater power wiring by Div. 16.
- \* Any work associated with the fire alarm system is excluded from this proposal.
- \* No allowance has been made to attend fire alarm & smoke tests. If required, it will be proposed.
- \* Provision and installation of thermostats guards is by others.
- \* VFDs and/or Motor Starters are not included
- \* Lighting Controls are not included and by others.
- \* LEED Commissioning or Enhanced Commissioning (Commissioning Agent)
- \* Temporary Cooling not included
- \* Ceiling Removal or replacement.
- \* Bonding.
- \* Davis-Bacon wages
- \* Special insurance requirements
- \* Dumpster
- \* Any maintenance or repair related work
- \* Any equipment, service and/or accessories not specifically listed above are excluded

**Warranty:** One (1) Year on installation by **SMC Air Conditioning.**  
One (1) Year on parts and five (5) years on compressor (equipment manufacturer)

**Returns:** No CANCELLATION OR REFUNDS once order is placed.

**Terms:** To be discussed upon contract.

**Price valid for 30 days**

**Acceptance of Proposal:** Must be provided within 30 business days of proposal date. The above prices, specifications and conditions are satisfactory and are hereby accepted. SMC Air Conditioning is authorized to do the work as specified. Payment will be made as state above.

**Contract Price & Taxes.** The Contract Price includes standard ground transportation (unless specifically stated) and, if required by law, all sales, consumer, use and similar taxes legally enacted as of the date hereof only for equipment and material installed by SMC Air conditioning.

**Roosevelt Rubio**  
 Mechanical Estimator



ESTIMATE	#2534563
ESTIMATE DATE	Feb 6, 2026
<b>TOTAL</b>	<b>\$184,777.00</b>

Limreal Blanc  
 WAYPOINT CONTRACTING INC  
 7925 NW 12th St, #321  
 Miami, FL 33126

(786) 472-6735  
 lblanc@waypointci.com

SERVICE ADDRESS

DELRAY BEACH ARTS CENTER 313 NE, 3rd Street, Delray  
 Beach FI 33444

CONTACT US

(561) 907-4376  
 aairsuperhero@gmail.com

ESTIMATE

Services

PROJECT: DELRAY BEACH ARTS CENTER 313 NE, 3rd Street, Delray Beach FI 33444  
 MECHANICAL SCOPE OF WORK per Bid Set MEP Plans DATED: 07-31-2025

- Provide and install  
 2 (two) 7.5Ton CARRIER-BRYANT OR EQUAL Roof Top A/C Systems and Roof Curb Adapter if required and Motorized Outdoor Air Damper and Electrical Disconnect and accessories  
 5 (five) 6Ton CARRIER-BRYANT OR EQUAL Roof Top A/C Systems and Roof Curb Adapter if required and Motorized Outdoor Air Damper and Electrical Disconnect and accessories

- Provide and install SHEET METAL external ductwork with  
 7 (seven) Rectangular SUPPLY Plenums from RTU to Wall  
 7 (seven) Rectangular RETURN Plenums from RTU to Wall

- INCLUDED:
- Crane for all rigging and lifting
  - Removal and Disposal of old existing units
  - Connection to existing RTU Controls
  - Mechanical Sub-Permit Application to existing GC Building Permit
  - Any and all applicable Manufacturer, Financing, and Utilities rebates
  - Weekend work including Saturday and Sunday

WARRANTY:  
 1 Year Workmanship Warranty

- EXCLUSIONS:
- Demolition or Removal of existing interior Piping and Ductwork
  - Supply and Return Grilles and Ductwork
  - Outside Air Ductwork
  - New Thermostats, Humidistats, Remote Sensors of any kind
  - New Bathroom Exhausts and metal ductwork
  - New Smoke detector and Remote Alarm Keypad
  - Connection to Alarm System of Smoke detector and Remote Alarm Keypad
  - Drain Pump, Economizer, Hot Gas Re-Heat or By-Pass, Ionization and UV Devices
  - Existing interior Ductwork Patching, Testing, Removal, Relocation, Repairs
  - Existing Thermostat or Sensor Relocation, Repairs, Replacement Parts, Wiring, Programing and Calibration
  - Existing Exhaust Fan Removal, Relocation, Repairs, Replacement Parts, Maintenance, Roof Curbs and Adapters, Diagnostics, Duct/Cabinet Cleaning
  - Existing Smoke detector and Remote Alarm Keypad Relocation, Repairs, Replacement Parts, Cleaning, Maintenance, Diagnostics
  - Dryer and Appliance venting ducts
  - Certified Test and Balance and Reports
  - Certified System Commissioning
  - Painting of Ductwork and Grilles
  - Water Heater and Water HeaterExhaust Flues
  - Air Curtains
  - Make-Up Air Equipment System

- Kitchen Hood Exhaust and exhaust duct, and repairs, and deactivation/cover
- Grease Hood and Fire Suppression equipment and exhaust duct and controls, and repairs, and deactivation/cover
- Refrigeration Equipment and refrigerant lines
- Kitchen equipment including oven, microwave, cooler, freezer, ice-maker, etc
- Fireplace and ventilation ducts
- A/C Corrosion Resistance Coating Treatment
- Refrigerant gas not included
- Equipment control devices, installation, programming, and maintenance
- Energy and Building Management Systems (EMS,BMS,BAS) and Communication Interface, connection, programming, and maintenance
- Motor Starters/VariableFrequencyDrives or Coatings of any kind
- Engineering Certification for Tie-Down and Wind Loads
- Heat Load and Energy Calculations
- Air Clearance Testing and Reporting
- Blower Door Testing and Reporting
- Envelope Leakage Test
- Fire Alarm Connections and Installation
- Lightning System Functional Testing
- Equipment Isolation or Rails
- New Doors or Cutting of doors
- Drop Ceiling tiles and frame removal and re-install (removal of tile and frame may be required to complete ductwork or A/C install)
- Roofing, Electrical, Gas, Plumbing, and Welding work
- Electrical Disconnect Box and Outlets and Wiring
- Framing and Drywall work and door undercutting
- Abatement work
- Roof Cutting or Penetration
- Concrete or Asphalt cutting and repairs
- Repairs to existing code violations
- Utility Companies Fees
- Landscaping or Fencing
- Changes requested by owner, general contractor, governing agencies and inspectors
- Freight delivery, Next day or Express shipping of parts
- Anything not listed in Scope Of Work

**DISCLOSURE/DISCLAIMER:**

Owner, General Contractor and their agents are hereby aware and agree that the mechanical contractor is not responsible for Owner Provided Equipment defects or malfunctions, nor repairs of any pre-existing HVAC issues including but not limited to defective ductwork, freon leaks, defective or worn-out parts and ductwork, defective or damaged electrical disconnects and conduits, clogged PVC drains and pans, thermostat malfunctions, etc.

**WORK ORDER:**

By making a deposit payment to Mechanical Contractor, the General Contractor hereby agrees to the terms of this quote or invoice, known as the project Work Order Agreement, between Mechanical Contractor and General Contractor, and shall supersede any existing Master Subcontractor Agreement, Project Statement of Work, negotiations, representations, or agreements, either written or oral between the Mechanical Contractor and the General Contractor.

**CHANGE ORDER:**

Owner, General Contractor and their agents agrees to provide Mechanical Contractor with written notice of any such change orders as soon as they are aware of issues. All maintenance, repairs, additions, deletions, or revisions in the Scope of Work will necessitate a new and separate Work Order. All maintenance, repairs, additions, deletions, or revisions needed to be performed before 8:00am and after 5:00pm Monday to Friday will necessitate a new and separate Work Order. Payment for Change Orders shall be made individually and separate from work herein and due when work is done.

**TIME TO COMPLETE:**

Scope of work will require 30 work business days to complete once Commencement and access has been granted and coordinated with owner and general contractor and Building permitting governmental agencies. Owner, General Contractor and their agents understand and agree that due to the EPA's American Innovation and Manufacturing (AIM) Act which requires A/C manufacturers to build new equipment without R410A refrigerant as of 1-1-2025, US supply chains issues are imminent causing extended delivery times on equipment and some parts from manufacturers. Owner, General Contractor and their agents agree to release and hold Mechanical Contractor his employees, agents, suppliers, and subcontractors harmless for delays in work due to manufacturer inventory shortages.

**HOLD HARMLESS:**

Owner, General Contractor and their agents releases and hold Mechanical Contractor his employees, agents, suppliers, and subcontractors harmless for delays in work due to unexpected building permit delays, manufacturer inventory shortages, change orders, natural events (sometimes called "acts of God"), civil unrest, strikes, equipment supply shortage, work accidents, equipment and tools failure, and or other events which are not within the reasonable control of the Mechanical Contractor. Owner, General Contractor and their agents desires and wishes to hold harmless and indemnify the Mechanical Contractor from any and all liabilities, losses, claims, judgments, suits, fines, penalties, demands or expenses, including, but not limited to, all reasonable costs for defense and investigation thereof claimed by anyone by reason of injury or damage to persons or property as a proximate result of the acts or omissions of the Mechanical Contractor, out of the operation or actions of the Mechanical Contractor, sustained in or around and or in connection with the activities related to Repairs and or Installation of HVAC and Ductwork Equipment and Parts.

**NOTICE TO OWNER:**

As per Florida Law, the mechanical contractor will serve Notice To Owner. Notice of commencement is required for building permit. Owner and General Contractor agree to provide the Mechanical Contractor with an executed and notarized Notice of Commencement and Master Building Permit before work starts.

APPLICATION FOR PAYMENT MILESTONES\*\*:

- #1: 30% due at work order acceptance
  - #2: 30% due before mechanical work start
  - #3: 30% due at 70% completion of Scope of Work
  - #4: 10% due at equipment Start-Up or 100% completion of Scope of Work
- OR
- #1: 50% due at work order acceptance
  - #2: 50% due at equipment Start-Up or 100% completion of Scope of Work

\*\*Payments are Due Upon Request  
Pay by ZELLE® is free and easy (Use our email to pay "airsuperhero@gmail.com")  
See Terms & Conditions here: <http://bit.ly/conditionterms>

\*THIS QUOTE IS GOOD FOR 60 DAYS AND IS NOT VALID WITHOUT AN APPROVED CONTRACT. Quote does not currently include tariffs that may be imposed. If such tariffs are imposed, our price will be adjusted accordingly.

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**Total** **\$184,777.00**

# ESTIMATE

Klimate Air LLC  
7875 NW 57th St #26852  
Tamarac, FL 33351

service@klimateair.com  
+1 (954) 330-7644



## Waypoint Contracting, Inc.

**Bill to**  
WAYPOINT CONTRACTING  
7955 NW 12th St., Suite 400  
Doral, FL 33126

### Estimate details

Estimate no.: 0714  
Estimate date: 02/16/2026

Project Name : Arts Warehouse (7 replace RTU)  
Project Address: 313 NE 3RD Street Delray Beach

#	Date	Product or service	Description	Qty	Rate	Amount
1.		<b>Estimate - Acceptance Clause</b>	Upon acceptance, this estimate shall constitute a binding service agreement between WAYPOINT CONTRACTING ("Client") and Klimate Air LLC ("Contractor"), under which the Contractor shall perform the services and/or installation described in the attached proposal, including furnishing and installing equipment and/or ductwork as specified based on the plans, job specifications, and scope of work.	1	\$0.00	\$0.00
2.		<b>Estimate - Equipment Furnishing</b>	(3) 6 TON RTU 50FE-N07A2B5-0A0A0 WEATHERMAKER ELEC/ELECTRIC ROOFTOP Standard Packaging 208/230-3-60 No Heat 6 Tons Two-Stage Cooling - Single Circuit with Patented Dehumidification System Standard/Medium Static - Vane Axial Fan Standard Electro-Mechanical Controls Precoat Al/Cu Condenser Coil - Al/Cu Evaporator Coil (3) 6 TON RTU CRTWOPOS010A00 ACC-2-POS OA DMPR UP 2 100% (3) 6 TON RTU CRHEATER324A00 ACC-ELHTR 208V 4.9KW (3) 6 TON RTU CRRFCURB002A01 ACC-ROOF CURB, 24IN TALL 3-6T (3) 6 TON RTU RTUWNTCH1-2-RU5 COMPLETE UNIT YEAR 2-5 PARTS ONLY	1	\$102,365.03	\$102,365.03

3.	<b>Estimate - Equipment Furnishing</b>	(1) 5 TON RTU 50FE-B06A2B5-0A0A0 WEATHERMAKER ELEC/ELECTRIC ROOFTOP Standard Packaging 208/230-3-60 No Heat 5 Tons One-Stage Cooling with Patented Dehumidification System Standard/Medium Static - Vane Axial Fan Standard Electro-Mechanical Controls Precoat Al/Cu Condenser Coil - Al/Cu Evaporator Coil (1) 5 TON RTU CRTWOPOS010A00 ACC-2-POS OA DMPR UP 2 100% (1) 5 TON RTU CRHEATER324A00 ACC-ELHTR 208V 4.9KW (1) 5 TON RTU CRRFCURB002A01 ACC-ROOF CURB, 24IN TALL 3-6T (1) 5 TON RTU RTUWNTCH1-2-RU5 COMPLETE UNIT YEAR 2-5 PARTS ONLY	1	\$0.00	\$0.00
4.	<b>Estimate - Equipment Furnishing</b>	(3) 7.5 TON RTU 50FE-N08A2B5-0A0A0 Weathermaker Electric/Electric Rooftop Standard Packaging 208/230-3-60 No Heat 7.5 Tons Two-Stage Cooling - Single Circuit with Patented Dehumidification System Standard/Medium Static - Vane Axial Fan Standard Electro-Mechanical Controls Precoat Al/Cu Condenser Coil - Al/Cu Evaporator Coil (3) 7.5 TON RTU CRTWOPOS011A00 ACC-2-POS OA DMPR UP 2 100% (3) 7.5 TON RTU CRHEATER411A00 10kW Heater 208/230/3/60 (3) 7.5 TON RTU CRSINGLE042A00 ACC-SNGLPT BOX ALL V 7.5T (3) 7.5 TON RTU CRRFCURB004A01 ACC-ROOF CURB,24IN TL 7.5-12.5 7.5 TON RTU RTUWNTCH3-5-RU5 COMPLETE UNIT YEAR 2-5 PARTS ONLY	1	\$0.00	\$0.00
5.	<b>Estimate - Ductwork &amp; Sheet Metal</b>	In accordance with the plans and scope of work, the Contractor (Klimate Air LLC) shall fabricate and install ductwork using flexible and/or sheet metal materials as specified. All duct fabrication will meet industry standards, project specifications, and applicable codes to ensure proper fit, function, and airflow performance.	1	\$8,800.00	\$8,800.00
6.	<b>Estimate - Crane Service</b>	Allegiance Crane/ Storage All crane operations will comply with OSHA regulations and industry-standard rigging practices.	1	\$9,450.00	\$9,450.00
7.	<b>Estimate - Test &amp; Balance</b>	The Contractor shall perform Test and Balance (T&B) services for all HVAC systems installed or serviced under this agreement, in accordance with the project plans, specifications, and	1	\$7,500.00	\$7,500.00

applicable industry standards. T&B services include measuring, adjusting, and documenting airflow, water flow, and system performance to ensure optimal operation and compliance with design specifications. Any deficiencies or adjustments required to meet specified performance standards will be reported to the Client for review. Additional corrective work outside the original scope may incur additional charges.

8.	<b>Estimate -Miscellaneous Expenses</b>	MISCELLANEOUS EXPENSES Material Costs (for HVAC-specific materials) Scissor Lift Rental Refrigerant Line Sets Mobilization and Demobilization Needs Project Management and On-Site Supervision Demo -Remove of exiting RTU's Equipment and Tool Rental Freight (Delivery to Jobsite)	1	\$12,500.00	\$12,500.00
9.	<b>Invoice Labor</b>	Labor charges cover all personnel time required to perform the work specified in the scope of work and project plans. This includes installation, testing, supervision, and any other labor necessary to complete the project in accordance with industry standards and applicable codes. Labor is billed according to the rates agreed upon in the proposal or contract. Any labor required beyond the agreed-upon scope will be billed as additional charges.	1	\$50,000.00	\$50,000.00
10.	<b>Profit Margin</b>	Profit Margin: We've included a 6% profit margin in this estimate.	1	\$14,610.81	\$14,610.81
11.	<b>Schedule of Values &amp; Progress Payments</b>	Schedule of Values & Progress Payments: Progress payments will follow the Schedule of Values and will be invoiced by the Contractor in alignment with project milestones, including approval of submittals, initiation of material orders, commencement of manufacturing, and completion of manufacturing. Payments shall be structured as follows: First Installment (30%) – Due upon approval of submittals and initiation of material orders, to secure materials and commence the scope of work. Second Installment (40%) – Due upon commencement of manufacturing, installation of equipment, and related workmanship. Final Installment (30%) – Due upon ultimate completion of manufacturing and full completion of the scope of work, inclusive of retainage, for all or any portion of the Buyer's order.	1	\$0.00	\$0.00

12.	<b>Estimate - Exclusions</b>	<p>The following items are not included in the scope of work under this agreement:</p> <p><b>Upgrade To Building management systems (BMS)</b> Integrations with building management systems Energy management systems Permitting fees Electrical scope of work - By Others Plumbing scope of work - By Others Furnishing and installing any equipment not explicitly detailed in the scope of work</p>	1	\$0.00	\$0.00
13.	<b>Estimate - Price &amp; Tariff Disclaimer</b>	<p>Please be advised that price adjustments may occur more frequently due to factors beyond our control, including the COVID-19 pandemic, industry supply and demand fluctuations, general inflationary pressures, and changes in tariffs or trade policies. These adjustments apply to all products and equipment sourced from manufacturers and distributors, many of whom issue notices regarding potential sudden price changes and abbreviated price validation periods. The information contained in this bid, including the scope of work and all pricing, is based solely on the Mechanical (M) drawings provided, dated 07/21/2025. Any additional components of the project's scope of work are subject to field verification and may result in additional costs. To help safeguard against unforeseen price changes, securing purchase orders and confirming the scope of work in a timely manner is strongly recommended. Our commitment to delivering high-quality products and services remains unwavering, and we greatly value your business and ongoing support.</p>	1	\$0.00	\$0.00
14.	<b>Estimate - Client Approval</b>	<p>If the terms and conditions outlined herein accurately reflect your understanding of the Contractor-Client relationship, please indicate your agreement by signing, dating, and returning this proposal, which has been generated via QuickBooks. We appreciate the opportunity to serve you and believe this estimate clearly represents the key aspects of our agreement. Should you have any questions or require clarification, please do not hesitate to contact us. This agreement shall remain valid for any subsequent work following the completion of this project, unless terminated in writing by either party.</p>	1	\$0.00	\$0.00

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Subtotal	\$205,225.84
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Sales tax	\$875.00
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<b>Total</b>	<b>\$206,100.84</b>
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Accepted date

Accepted by



# Blue Ocean Air Conditioning

Tel: 786-245-9361

Web: [Blueocean-air.com](http://Blueocean-air.com)

Email: [info@blueocean-air.com](mailto:info@blueocean-air.com)

Address: 1723 NW 79<sup>th</sup> AVE Miami, FL 33126

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## Proposal

February 17, 2026

**Project Information:** DELRAY ART CENTER  
313 NE 3RD STREET  
DELRAY BEACH, FL 33444

### Project Overview: Plan Reference

- Furnish and install 7 CARRIER rooftop units, including:
  - Costume 24" high curbs with Z-brackets tie downs
  - Condensate overflow switch and repair existing drain lines.
  - Furnish and install 7-day programmable thermostats for all units.
  - Remove and disposal of existing units and curbs.
  - Galvanized sheet metal ductwork with R-8 interior lined insulation.
  - Crane Service.

For RTU-2,3,7 adapters will be required because the new models do not match the existing supply and returns drops.

### Terms:

- Permit processing (included)
- Permit fees (not included)
- Structural Work (not included)
- Roof patching and sealing (not included)
- Drywall repair (not included)
- Electrical work (not included)
- Bond not included if required can be obtain with additional 3.5%.

If any changes or additional work is needed, please don't hesitate to contact us by phone or email at  
(786) 245-9361 / [info@blueocean-air.com](mailto:info@blueocean-air.com)

**Price: \$225,612.00**

This quote is valid for 30 days.

Yunior Lopez  
(786) 245-9361  
Blue Ocean Air Conditioning, LLC  
[info@blueocean-air.com](mailto:info@blueocean-air.com)



# PROPOSAL

Date: Feb 16, 2026

Licensed & Insured  
CMC1249636

**Job Name:** The Arts Warehouse  
**Service Address:** 313 NE 3RD ST.

**City:** Delray Beach

**State:** FL

**Zip Code:** 33444

We are pleased to offer the following proposal as described below in accordance with the terms and conditions described herein:

### SCOPE OF WORK:

Includes Arq. plans (A2.1)

Description	Qty
Demo existing RTU	Included
Furnish & install new RTU	7
Furnish & install new RTU Curb	7
Furnish & install new Thermostat	7
Furnish & install new refrigerant and drain lines	Included
Test & Balance (by independent licensed contractor) post only	Included
Start Up	Included
Final Report and Operation Manual	Included
Rigging	Included
Controls	N/A
<b>TOTAL</b>	<b>\$241,106.95</b>

### Notes:

- Work will be performed during regular business hours. (8AM-5PM, M-F).
- Standard production & delivery cycles
- Due to newly implemented tariffs on imports, pricing is subject to change.
- Estimates are valid for 15 days and may be adjusted based on material cost fluctuations at the time of purchase.
- There is a price of equipment increase in March.
- RTU-3 needs to be verified before ordering. 0A is not a size. I have quoted a 08 on this quote but must be verified.
- RTU-5 is a 2 stage, not a 3. We do not make a 3-stage 5 ton anymore.
- Current lead time is a 4-5 weeks to build.
- These are not VAV systems. Please verify before ordering.

### Add Alternate:

Mechanical Permit	\$6,470.00
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# PROPOSAL

Date: Feb 16, 2026

Licensed & Insured  
CMC1249636

**Not Included:**

- \* BAS controls, integration or point mapping to or from existing Building Automation System (BAS) of any kind.
- \* Any work associated with Kitchen Hood Exhaust Fans and Make-Up System
- \* Controls contractor assistance on site for pre and post T&B
- \* Paint or painting of any kind
- \* Structural supports
- \* Design services
- \* Permit fees to the city by GC
- \* Wind load or structural engineering calculations
- \* Electrical work (Conduit and wire by electrician) or electrical permit
- \* Cutting / patching into roof / wall, structural steel, weather roofing, roof protection, painting and wall openings
- \* Integration with third party devices not specifically described above is excluded from this proposal.
- \* 120VAC or greater power wiring by Div. 16.
- \* Any work associated with the fire alarm system is excluded from this proposal.
- \* No allowance has been made to attend fire alarm & smoke tests. If required, it will be proposed.
- \* Provision and installation of thermostats guards is by others.
- \* VFDs and/or Motor Starters are not included
- \* Lighting Controls are not included and by others.
- \* LEED Commissioning or Enhanced Commissioning (Commissioning Agent)
- \* Temporary Cooling not included
- \* Ceiling Removal or replacement.
- \* Bonding.
- \* Davis-Bacon wages
- \* Special insurance requirements
- \* Dumpster
- \* Any maintenance or repair related work
- \* Any equipment, service and/or accessories not specifically listed above are excluded

**Warranty:** One (1) Year on installation by **SMC Air Conditioning.**  
One (1) Year on parts and five (5) years on compressor (equipment manufacturer)

**Returns:** No CANCELLATION OR REFUNDS once order is placed.

**Terms:** To be discussed upon contract.

**Price valid for 30 days**

**Acceptance of Proposal:** Must be provided within 30 business days of proposal date. The above prices, specifications and conditions are satisfactory and are hereby accepted. SMC Air Conditioning is authorized to do the work as specified. Payment will be made as state above.

**Contract Price & Taxes.** The Contract Price includes standard ground transportation (unless specifically stated) and, if required by law, all sales, consumer, use and similar taxes legally enacted as of the date hereof only for equipment and material installed by SMC Air conditioning.

**Roosevelt Rubio**  
 Mechanical Estimator