

May 2, 2018

Bermello, Ajamil & Partners, Inc.
Attn: Michael Vanderbeek
2601 South Bayshore Drive, Ste. 1000
Miami, FL 33133

Re: Project Cost Analysis | Bar Harbor Ferry Property

Dear Mike:

As requested, CES, Inc. (CES) has prepared the following project cost information for the above noted project. This analysis was prepared based on discussions with your office and a set of site concept plans entitled "Bar Harbor Ferry Property, Site Concepts Review 3.0" dated April 18, 2018. CES also inspected the site on April 10, 2018 to develop a general understanding of the existing site conditions. Based on the information included in the conceptual plans, and our understanding of the project, we are providing our analysis in several components. The first will be the demolition of the existing marine and docking components associated with the old ferry terminal. The demolition of this portion of the site will be needed as part of all the conceptual plans. Demolition of the shore property components associated with each concept was also prepared. The remainder will be estimates for the three concepts included in the plans, identified as Concepts A, B, and C.

Existing Marina Demolition: The existing Marine and docking facilities to be demolished and removed from the site includes the remaining facilities from the previous international ferry operations. This includes a wide variety of materials and structures which extend beyond the mean highwater line of the harbor. In general, this includes northwesterly and southeasterly pier sections connected with two, metal through truss bridges. Both piers were found to be in good shape and were historically used to convey vehicles and equipment to the ferry Ships. Based on our inspection the pier structures are all pile supported, except for the approach sections which are solid fill. These solid fill sections will remain for future use. The deck system appears to be concrete supported with concrete beams and trusses. Other components included in the demolition included security fencing, wood stairways and ramps, steel frame operations building, storage sheds, metal frame hoist systems, standard guard rail, custom steel guard rails, steel boat fenders, light poles, and boat tie-off structures.

Demolition operations were anticipated to be completed with barge mounted equipment and then transferred to shore for organization and disposal.

The demolition estimate is based on the information included in the concept plans and review of aerial information as well as our site inspection. A detailed survey of the entire facility would need

to be completed to accurately determine the exact extent of the scope of the demolition for final cost estimates.

Based on our assessment we determined a probable demolition cost as follows:

Existing Marina Demolition = \$2,001,224.00

Existing Shore Property Demolition: The existing shore property demolition will include the demolition of two existing support buildings and in some cases the existing main ferry administration building. Site demolition will include removal of all security fencing, lighting, etc. All paved areas will be removed as well as site retaining wall structures. This includes general site grading as required. This cost has been included in all the conceptual plan assessments.

Existing Shore Property Demolition = \$451,759.00

Development Considerations:

The following assessments for the conceptual plans were developed considering the following:

1. The two existing solid fill piers will remain in place and will be modified as needed to provide the functional operations indicated on the conceptual plans. In the case of the northwesterly pier, this will include excavating and regrading the structure for proposed public boat ramp use in some concepts.
2. Salvageable items included in the existing marina demolition include the two through truss bridges and the steel boat fenders. These items were included in the demolition for removal and reuse.
3. In all concepts, any permanent pier construction was considered to be typical commercial wood and pile construction to meet regulatory restrictions. Seasonal ramps include standard commercial aluminum frame and non-slip surface. Seasonal float systems included commercial wood frame and high-density foam floating systems.
4. Shoreland construction considers utilizing existing underground facilities to the greatest extent possible. This included utilizing existing sewer and water connections as well as underground electrical and communication.
5. Estimates indicated do not include salvage and recycling benefits which may be available for certain materials.
6. The assessment assumes that no hazardous materials or underground tanks are located within the project limits.

Concept A: Concept A includes the complete demolition of the existing shoreland facilities and buildings. Once this is completed the site will be reconstructed with new parking areas, travel lanes, and site facilities. This will also include construction of an approximately 5,000 square foot service building with public facilities. This concept includes two options noted as A1 and A2. Both have the same proposed shoreland components but have different proposed marine facilities.

A1 includes construction of a public boat ramp and local ferry dock off the northwest existing pier and a small recreational/commercial marina along the inside of the existing southeasterly solid fill pier. Marine fueling provisions include two 2,500 gallon above ground fuel tanks, on shore, for gas and diesel with pump services at the end of the solid fill pier section. A2 includes the same public boat ramp and Local Ferry construction as A1 but includes a more expansive Recreational/commercial marina off the existing southeasterly solid fill pier. This includes substantially more docking facilities which extend beyond the existing southeasterly solid fill pier. Marine fueling provisions include two 5,000 gallon above ground fuel tanks, on shore, for gas and diesel with pump services at the end of the solid fill pier section. Also included in this concept will be the installation of seasonal floating wave attenuators located on the southeasterly side of the proposed docking facilities.

Based on our assessment we determined a probable construction cost for these concepts as follows:

Concept A1 = \$4,636,752.00

Concept A2 = \$5,886,980.00

Concept B: Concept B includes the complete demolition of the existing shoreland facilities and buildings. Once this is completed the site will be reconstructed with new parking areas, travel lanes, and site facilities. This will also include construction of an approximately 5,000 square foot service building with public facilities. In addition, this concept considers the construction of a motor-coach shed to provide cover for riders entering and exiting.

This concept includes three options noted as B1, B2, and B3. All these options will have the same shoreland construction components but have different proposed marine facilities. B1 includes a public boat ramp and local ferry dock off the existing northwest solid fill pier and a cruise tendering marina located between the two existing solid fill piers. B2 includes the same public boat ramp and local ferry dock of the existing northwest pier but expands the proposed use of the existing southeasterly solid fill pier. In this location a recreational/commercial marina is proposed on the inside of the solid fill section of the pier and a cruise tendering pier established off the end. Both B1 and B2 include Marine fueling provisions of two 2,500 gallon above ground fuel tanks, on shore, for gas and diesel with pump services at the end of the solid fill pier section. B3 includes the same public boat ramp and local ferry dock of the existing northwest pier but further expands the use of the southwesterly pier. In this area the recreational/commercial marina is proposed to be expanded to increase docking facilities. In addition, a second docking facility is proposed to serve cruise tendering needs. This option also includes the installation of a seasonal wave attenuation system. Marine fueling provisions include 5,000 gallon above ground fuel tanks, on shore, for gas and diesel with pump services at the end of the solid fill pier section.

Based on our assessment we determined a probable construction cost for these concepts as follows:

Concept B1 = \$5,223,900.00

Concept B2 = \$4,970,328.00

Concept B3 = \$6,379,212.00

Concept C: Concept C includes the demolition of the existing shoreland paved areas and two of the existing service buildings. The existing service building located in the center of the site will remain and be remodeled. An approximately 2,500 square foot addition is also proposed for the existing structure. The site will be regraded and repaved with more efficient planned parking and travel areas.

This concept includes two options noted as C1 and C2. Both have the same proposed shoreland components but have different proposed marine facilities. C1 includes the construction of a completely new public boat ramp located westerly of the existing northwesterly solid fill pier. The existing northwesterly solid fill pier will be renovated to include docking facilities associated with proposed international ferry operations. A recreational/commercial marina will be established on the inside of the existing southeasterly solid fill pier and a cruise tendering dock established off the end. Marine fueling provisions include two 2,500 gallon above ground fuel tanks, on shore, for gas and diesel with pump services at the end of the solid fill pier section. C2 includes the same new public boat ramp and international ferry facility as C1 but expands the operations off the southeasterly pier. In this area the recreational/commercial marina operations will be expanded to extend beyond the solid fill pier to increase available use. The cruise tendering will be the same as C1; however, a seasonal floating wave attenuator system is proposed in this location. Marine fueling provisions include two 5,000 gallon above ground fuel tanks, on shore, for gas and diesel with pump services at the end of the solid fill pier section.

Based on our assessment we determined a probable construction cost for these concepts as follows:

Concept C1 = \$8,052,961.00

Concept C2 = \$8,547,630.00

As noted this assessment was prepared based on conceptual plans and information. Once more detailed plans are prepared, these estimates will need to be revised accordingly. Individual cost information was based on costs realized for similar construction, Industry standards, and our experience with this type of construction.

We have included copies of the assessment worksheets in Appendix A for your information.

If you have any questions, or need any additional details, please feel free to contact us at any time.

Sincerely,
CES, Inc.

A handwritten signature in blue ink, appearing to read 'T. Brochu', is written over a light blue horizontal line.

Tim Brochu, Project Manager
Senior Vice President

TB/gdr

APPENDIX A
Cost Estimate Worksheets

Concept A-2	Quantity	Unit Cost	Total Cost	Notes
Site Improvements	Concept A-2			
Mobilization	10%		\$432,816	
Bonds and Insurance	3%		\$129,845	
Site Demolition	LS		\$451,759	(See Site Demolition Sheet)
sewer service (gravity)	350 lf	\$100 lf	\$35,000	6" HDPE, from new support building
water service	100 lf	\$90 lf	\$9,000	1" Service line off existing. To new Support Bldg.
Underground utilities	100 lf	\$250 lf	\$25,000	New service to support bldg.
paved parking/travel	18,960 sq/yds	40 sq/yd	\$758,400	18" gravel, fabric and 3" pavement
Landscaped areas	2,320 sq/yds	\$75.00 sq/yd	\$174,000	landscaping, paths, walkways, plantings, Lighting
Support Building	5,000 sf	\$165.00 sf	\$825,000	One Story, Slab/Frost wall, Public Facilities
Pump Station	LS	\$50,000	\$50,000	Upgrade existing pump station
Curbing	4000 lf	\$25	\$100,000	Concrete slip form curbing
Stormwater	LS	\$35,000	\$35,000	Catch basins and 15" HDPE Stormdrain
Marine Fuelin Facilities	LS	\$150,000	\$150,000	2-5000 gal above ground with dispensers on pier
Bus Shed	LS	\$375,000	\$375,000	Pole shed type construction
Rec/Com Marina				
Ramp (#1)	60 lf	\$50 lf	\$3,000	4' wide, Aluminum
Float System (#1)	12,600 sf	\$45 sf	\$567,000	12' wide, including moorings and supports
Pier (#2)	50 lf	\$500 lf	\$25,000	8' foot wide, wood and timber pilings
Float System (#2)	2000 sf	\$45 sf	\$90,000	8' wide including moorings and supports
Wave Attenuators	700 lf	\$500 lf	\$350,000	Floating system
Public Boat Ramp/Local Ferry				
Ramp Construction	LS	\$125,000	\$125,000	Regrade existing solid fill pier, paving, conc. Ramps
Float System	4000 sf	\$45 sf	\$180,000	20' wide, including moorings and supports, headwall
			\$4,328,159	Construction less mob./ins.
			\$4,890,820	Construction inc. mob./ins.
Permitting	LS		\$15,000	Permit-by Rule/Tier 3 for permanent piers
Contingency	20%		\$4,905,820	
Total			\$981,160	
			\$5,886,980	

Concept B-1	Quantity	Unit Cost	Total Cost	Notes
Site Improvements	Concept B-1			
Mobilization	10%		\$383,916	
Bonds and Insurance	3%		\$115,175	
Site Demolition	LS		\$451,759	(See Site Demolition Sheet)
sewer service (gravity)	350 lf	\$100 lf	\$35,000	6" HDPE, from new support building
water service	100 lf	\$90 lf	\$9,000	1" Service line off existing. To new Support Bldg.
Underground utilities	100 lf	\$250 lf	\$25,000	New service to support bldg.
paved parking/travel	18,960 sq/yds	40 sq/yard	\$758,400	18" gravel, fabric and 3" pavement
Landscaped areas	2,320 sq/yds	\$75.00 sq/yard	\$174,000	landscaping, paths, walkways, plantings, Lighting
Support Building	5000 sf	\$165.00 sf	\$825,000	One Story, Slab/Frost wall, Public Facilities
Pump Station	LS	\$50,000	\$50,000	Upgrade existing pump station
Curbing	4000 lf	\$25	\$100,000	Concrete slip form curbing
Stormwater	LS	\$35,000	\$35,000	Catch basins and 15" HDPE Stormdrain
Marine Fueling System	LS	\$100,000	\$100,000	2-2500 gal above ground with dispensers on pier
Bus Shed	LS	\$375,000	\$375,000	Pole shed type construction
Rec/Com Marina				
Ramp (#1)	60 lf	\$50 lf	\$3,000	4' wide, Aluminum
Float System (#1)	6000 sf	\$45 sf	\$270,000	20' wide, including moorings and supports
Pier (#1)	50 lf	\$500 lf	\$25,000	8' foot wide, wood and timber pilings
Ramp (#2)	60 lf	\$50 lf	\$3,000	4' wide, Aluminum
Float System (#2)	6000 sf	\$45 sf	\$270,000	20' wide, including moorings and supports
Pier (#2)	50 lf	\$500 lf	\$25,000	8' foot wide, wood and timber pilings
Public Boat Ramp/Local Ferry				
Ramp Construction	LS	\$125,000	\$125,000	Regrade existing solid fill pier, paving, conc. Ramps
Float System	4000 sf	\$45 sf	\$180,000	20' wide, including moorings and supports, headwall
			\$3,839,159	Construction less mob./ins.
			\$4,338,250	Construction inc. mob/ins.
Permitting	LS	\$15,000	\$15,000	Permit-by Rule/Tier 3 for permanent piers
			\$4,353,250	
Contingency	20%		\$870,650	
Total			\$5,223,900	

Concept B-2	Quantity	Unit Cost	Total Cost	Notes
Site Improvements	Concept B-2			
Mobilization	10%		\$365,216	
Bonds and Insurance	3%		\$109,565	
Site Demolition	LS		\$451,759	(See Site Demolition Sheet)
sewer service (gravity)	350 lf	\$100 lf	\$35,000	6" HDPE, from new support building
water service	100 lf	\$90 lf	\$9,000	1" Service line off existing. To new Support Bldg.
Underground utilities	100 lf	\$250 lf	\$25,000	New service to support bldg.
paved parking/travel	18,960 sq/yds	40 sq/yard	\$758,400	18" gravel, fabric and 3" pavement
Landscaped areas	2,320 sq/yds	\$75.00 sq/yard	\$174,000	landscaping, paths, walkways, plantings, Lighting
Support Building	5,000 sf	\$165.00 sf	\$825,000	One Story, Slab/Frost wall, Public Facilities
Pump Station	LS	\$50,000	\$50,000	Upgrade existing pump station
Curbing	4000 lf	\$25	\$100,000	Concrete slip form curbing
Stormwater	LS	\$35,000	\$35,000	Catch basins and 15" HDPE Stormdrain
Marine Fueling System	LS	\$100,000	\$100,000	2-2500 gal above ground with dispensers on pier
Bus Shed	LS	\$375,000	\$375,000	Pole shed type construction
Rec/Com Marina				
Ramp (#1)	60 lf	\$50 lf	\$3,000	4' wide, Aluminum
Float System (#1)	6000 sf	\$45 sf	\$270,000	20' wide, including moorings and supports
Pier (#1)	50 lf	\$500 lf	\$25,000	8' foot wide, wood and timber pilings
Ramp (#2)	60 LF	\$50 LF	\$3,000	4' wide, Aluminum
Float System (#2)	2400 sf	\$45 sf	\$108,000	12" wide, including moorings and supports
Public Boat Ramp/Local Ferry				
Ramp Construction	LS	\$125,000	\$125,000	Regrade existing solid fill pier, paving, conc. Ramps
Float System	4000 sf	\$45 sf	\$180,000	20' wide, including moorings and supports, headwall
			\$3,652,159	Construction less mob./ins.
			\$4,126,940	Construction inc. mob/ins.
Permitting	LS	\$15,000	\$15,000	Permit-by Rule/Tier 3 for permanent piers
			\$4,141,940	
Contingency	20%		\$828,388	
Total			\$4,970,328	

Concept B-3	Quantity	Unit Cost	Total Cost	Notes
Site Improvements	Concept B-3			
Mobilization	10%		\$469,116	
Bonds and Insurance	3%		\$140,735	
Site Demolition	LS		\$451,759	(See Site Demolition Sheet)
sewer service (gravity)	350 lf	\$100 lf	\$35,000	6" HDPE, from new support building
water service	100 lf	\$90 lf	\$9,000	1" Service line off existing. To new Support Bldg.
Underground utilities	100 lf	\$250 lf	\$25,000	New service to support bldg.
paved parking/travel	18,960 sq/yds	40 sq/yd	\$758,400	18" gravel, fabric and 3" pavement
Landscaped areas	2,320 sq/yds	\$75.00 sq/yd	\$174,000	landscaping, paths, walkways, plantings, Lighting
Support Building	5,000 sf	\$165.00 sf	\$825,000	One Story, Slab/Frost wall, Public Facilities
Pump Station	LS	\$50,000	\$50,000	Upgrade existing pump station
Curbing	4000 lf	\$25	\$100,000	Concrete slip form curbing
Stormwater	LS	\$35,000	\$35,000	Catch basins and 15" HDPE Stormdrain
Marine Fueling System	LS	\$150,000	\$150,000	2-5000 gal above ground with dispensers on pier
Bus Shed	LS	\$375,000	\$375,000	Pole shed type construction
Rec/Com Marina/Cruise Tend				
Ramp (#1)	60 lf	\$50 lf	\$3,000	4' wide, Aluminum
Float System (#1)	12,600 sf	\$45 sf	\$567,000	12' wide, including moorings and supports
Pier (#2)	50 lf	\$500 lf	\$25,000	8' foot wide, wood and timber pilings
Float System (#2)	2000 sf	\$45 sf	\$90,000	8' wide including moorings and supports
Wave Attenuators	700 lf	\$500 lf	\$350,000	Floating system
Ramp (#3)	60 lf	\$50 lf	\$3,000	Ramp to Cruise Tendering
Foot System (#3)	8000 sf	\$45 lf	\$360,000	Cruise Tendering, 20' wide, inc. moorings and supports
Public Boat Ramp/Local Ferry				
Ramp Construction	LS	\$125,000	\$125,000	Regrade existing solid fill pier, paving, conc. Ramps
Float System	4000 sf	\$45 sf	\$180,000	20' wide, including moorings and supports, headwall
Permitting	LS		\$4,691,159	Construction less mob./ins.
			\$5,301,010	Construction inc. mob./ins.
			\$15,000	Permit-by Rule/Tier 3 for permanent piers
			\$5,316,010	
Contingency	20%		\$1,063,202	
Total			\$6,379,212	

Concept C-2	Quantity	Unit Cost	Total Cost	Notes
Site Improvements	Concept C-2			
Mobilization	10%		\$627,701	
Bonds and Insurance	3%		\$188,310	
Site Demolition	LS	LS	\$451,759	(See Site Demolition Sheet)
paved parking/travel	15,807 sq/yard	40 sq/yard	\$632,280	18" gravel, fabric, 3" pavement
Landscaped areas	5,473sq/yard	\$75.00 sq/yard	\$410,475	Landscaping, Paths, Walkways, Plantings, Lighting
Support Building (Renov.)	6000 sf	\$65.50 sf	\$393,000	general renovations of existing building
Bus Shed	7,500 sf	\$50.00 sf	\$375,000	Pole shed type construction
Support Building (Addition)	2,500 sf	\$165.00 sf	\$412,500	One Story, Slab/frost wall, public facilities
Pump Station	LS	LS	\$50,000	Upgrade existing pump station
Curbing	4000 lf	\$25 lf	\$100,000	Concrete slip form curbing
Stormwater	LS	LS	\$35,000	Catch Basins, 15" HDPE Stormdrain
Marine Fueling System	LS	\$150,000	\$150,000	2-5000 gal above ground with dispensers on pier
Rec/Com Marina/Cruise tend.				
Ramp (#1)	60 lf	\$50 lf	\$3,000	4' wide, Aluminum
Float System (#1)	7800 sf	\$45 sf	\$351,000	12' wide, including moorings and supports
Pier (#1)	50 lf	\$500 lf	\$25,000	8' foot wide, wood and timber pilings
Ramp (#2)	60 lf	\$50 lf	\$3,000	4' wide, Aluminum
Float System (#2)	8000 sf	\$45 sf	\$360,000	Cruise Tendering, 20 wide, inc. moorings and supports
Pier (#2)	50 lf	\$500 lf	\$25,000	8' foot wide, wood and timber pilings
wave attenuator	500 lf	\$500 lf	\$250,000	floating system
Public Boat Ramp				
Ramp Construction (new)	LS	\$250,000	\$250,000	New Public Boat Ramp in new location
International Ferry Docking	LS	\$2,000,000	\$2,000,000	Scope of construction estimated
			\$6,277,014	Construction less mob./ins.
			\$7,093,025	Construction inc. mob./ins.
Permitting	LS	LS	\$30,000	Tier 3 for project
			\$7,123,025	
Contingency	20%		\$1,424,605	
Total			\$8,547,630	