



Subject: Proposal – Upper and Mid-Level Landings Repair | 930 Philinda Ave.

July 24, 2025

Dear [REDACTED]

Thank you for the opportunity to submit a proposal for the repair and waterproofing work at 930 Philinda Ave. in Santa Barbara.

Attached is our detailed proposal and budget sheet.

As discussed during our recent site visit, the proposed scope of work includes:

- Demolition of the mid-level and upper-level landing
- Removal and replacement of damaged floor joists in mid-level landing
- Repair of any additional wood rot beyond the joist replacement to be performed on a time and materials basis at \$95/hour plus a 20% markup on materials
- Cutting approximately 10" of stucco above the mid- and upper-level landings
- Installation of new sheet metal and waterproofing at both landings, including Poly-Tuff topping over the membrane
- Stucco patching at affected landing areas
- Painting of all areas impacted by the construction work to ensure a seamless finish

Please feel free to reach out if you have any questions or would like to discuss the proposal in more detail. We appreciate the opportunity and look forward to the potential of working together on this project.

Best Regards,

Chris Joyce
President



ANACAPA BUILDERS INC.

PROPOSAL

1187 COAST VILLAGE ROAD #109

MONTECITO, CALIFORNIA 93108

TELEPHONE: (805) 895-4743

LICENSE # 890808

EMAIL: cjoyce@anacapabuilders.com

WEBSITE: www.AnacapaBuilders.com

Date: July 25, 2025

Proposal Submitted To: [REDACTED]

Project Address: 930 Philinda Ave., Santa Barbara, Ca. 93108

Scope of Work: Upper and Mid-level Landings Repair

WE HEREBY PROPOSE TO FURNISH MATERIALS, EQUIPMENT, AND LABOR NECESSARY TO COMPLETE THE FOLLOWING ITEMS AS DESCRIBED, FOR THE UPPER AND MID-LEVEL LANDINGS LOCATED AT 930 PHILINDA AVE. IN THE CITY OF SANTA BARBARA PER THE SITE MEETING WITH KEVIN GOODWIN ON 7/15/25

GENERAL CONDITIONS

Temporary Toilet

- Bathroom provided for workers to use throughout duration of the project.

TOTAL: \$360.00

Truck and Disposal

- Remove trash from site and disposal

TOTAL: \$ 375.00

General Labor

- General labor and cleanup throughout duration of the project

TOTAL: EXCLUDED

Supervision and Project Administration

- **Project Oversight:** Supervising all onsite activities to ensure that the project is completed on time, within budget, and to the specified quality standards.
- **Team Management:** Coordinating and managing the work of subcontractors, tradespeople, and laborers, ensuring that tasks are completed efficiently and safely.
- **Quality Control:** Inspecting work in progress and completed work to ensure compliance with project specifications, building codes, and safety standards.
- **Invoice Preparation and Management:** Preparing and accurate invoices for services rendered, including labor, materials, and other project-related expenses
- **Client Communication:** Communicating with clients to clarify billing details, resolve discrepancies, and ensure timely payments
- **Record Keeping:** Maintaining organized records of all invoicing activities, including payment tracking and documentation of correspondence

TOTAL: EXCLUDED

UPPER AND MID-LEVEL LANDINGS REPAIR

CONCRETE (EXCLUDED)

- Concrete work is not included in this project. If concrete repairs are deemed necessary during the course of work, they will be billed as an additional charge

TOTAL: EXCLUDED

DEMOLITION

- Labor to:
 - o Saw-cut and remove approximately 10" of stucco above the mid-level and upper-level landings
 - o Demolish existing plywood decking at both the mid-level and upper-level landings.
 - o Remove stucco from the underside of the mid-level landing
 - o Remove all visibly damaged floor joists at the mid-level landing
 - o **Note:** Demolition of upper-level floor joists is **not included**. The condition of these joists could not be assessed during the site visit. Any necessary replacement will be billed on a **Time & Materials** basis
- **Unforeseen conditions** will be billed at **\$95/hour** plus a **20% markup** on materials

TOTAL: \$ 3,040.00

ROUGH FRAMING

- Labor to:
 - o Replace all damaged floor joists at mid-level landing
 - o Install new plywood decking at both mid-level and upper-level landings
 - o Provide wood backing at both landings to support new waterproofing membranes
 - o Inspect and confirm that existing stair tread lag bolts are properly fastened to L-bracket hardware leading to both landings
- Materials include:
 - o Replacement floor joists for the mid-level landing (upper-level joists excluded; subject to T&M if needed).
 - o Plywood decking for both landings
 - o Wood blocking/backing as needed for waterproofing
- Unforeseen conditions are to be billed at a Time and Material rate of \$95/hour plus a 20% markup on materials

TOTAL: \$ 3,590.00

SHEET METAL, WATERPROOFING, & POLY-TUFF TOPPING

- Fabricate and install new sheet metal pan at the door to the upstairs unit
- Install 2" x 4" sheet metal drip edge on both landings
- Install 4"x 6" bonderized perimeter deck flashing at both landings
- Apply waterproofing membrane over new plywood at both landings
- Install Poly-tuff or comparable finish coating over waterproofing membranes at both landings

TOTAL: \$4,580.00

STUCCO

- Install new weep screed at both landings
- Patch and blend 10" of stucco above the landings
- Apply new stucco to the underside of the mid-level landing
- Feather all patched areas to match the existing texture as closely as possible

TOTAL: \$2,550.00

PAINT

- Prime and apply two finish coats to areas around the repaired mid- and upper-level landings
- Prime and paint new stucco at the underside of the mid-level landing

TOTAL: \$1,450.00

GRAND TOTAL FOR THE UPPER AND MID-LEVEL LANDINGS REPAIR

\$15,945.00

PAYMENT SCHEDULE:

INVOICE #1: \$1,000.00 - DUE AT SIGNING OF PROPOSAL
INVOICE #2: \$7,472.50 - DUE AT COMPLETION OF FRAMING
INVOICE #3: \$7,472.50 - DUE AT COMPLETION OF WORK

ARBITRATION OF DISPUTES:

"Notice: by initialing in the space below you are agreeing to have any dispute arising out of the matters included in the 'arbitration of disputes' provision decided by neutral arbitration as provided by California law and you are giving up any rights you might possess to have the dispute litigated in a court or jury trial. By initialing in the space below you are giving up your judicial rights to discovery and appeal unless those rights are specifically included in the 'arbitration of disputes' provision. If you refuse to submit to arbitration after agreeing to this provision, you may be compelled to arbitrate under the authority of the business and professions code or other applicable laws. Your agreement to this arbitration provision is voluntary."

"We have read and understand the foregoing and agree to submit disputes arising out of the matters included in the 'arbitration of disputes' provision to neutral arbitration."

Initial _____

This proposal does not allow for overtime. If overtime is required due to the requirements of the owner, the overtime and payroll tax load will be charged as an extra. Anacapa Builders Inc. shall not be responsible for any damage occasioned by the owner or owner's agents, acts of God, earthquake, flooding, or any other causes beyond their control. If weather, such as rain, damages areas of work, additional charges will apply for correcting damage and removing water (delays in construction are also inevitable due to water damage). In no case will Anacapa Builders Inc. be responsible for rock pops, concrete cracking of any kind, or concrete settlement. This proposal assumes reasonable access for all materials and equipment. Anacapa Builders Inc. assumes no liability for damage to driveway or landscaping during construction

All material is guaranteed to be as specified. All work to be completed in a substantial workmanlike manner per specifications submitted, per standard practices. Any alteration or deviation from the above specifications involving extra costs will be executed only upon written orders and will become an extra charge over and above the estimate. All agreements are contingent upon strikes, accidents or delays beyond our control. The owner is to carry fire, earthquake and other necessary insurances.

_____ Authorized Signature

This proposal may be withdrawn by us if not accepted within 10 days

<i>WE HEREBY PROPOSE TO FURNISH MATERIALS, LABOR, AND EQUIPMENT IN COMPLETE ACCORDANCE WITH THE ABOVE SPECIFICATIONS, FOR THE SUM OF <u>(\$15,945.00)</u></i>
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ACCEPTANCE OF PROPOSAL – *The above prices, specifications, and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payments to be issued as Progress Invoices are submitted.*

Signature _____

Date of Acceptance _____



ANACAPA
BUILDERS INC.

UPPER AND MID-LEVEL LANDINGS REPAIR - 930 PHILINDA AVE, SANTA BARBARA, CA

DESCRIPTION OF WORK	GENERAL	REPAIR	TOTAL
TEMPORARY TOILET	\$ 360.00	\$ -	\$ 360.00
TRUCK & DISPOSAL FEES	\$ 375.00	\$ -	\$ 375.00
DEMOLITION	\$ -	\$ 3,040.00	\$ 3,040.00
ROUGH FRAMING - MATERIAL	\$ -	\$ 550.00	\$ 550.00
ROUGH FRAMING	\$ -	\$ 3,040.00	\$ 3,040.00
SHEETMETAL, WATERPROOFING MEMBRANE, & POLY-TUFF TOPPING	\$ -	\$ 4,580.00	\$ 4,580.00
STUCCO	\$ -	\$ 2,550.00	\$ 2,550.00
PAINT	\$ -	\$ 1,450.00	\$ 1,450.00
SUBTOTAL FOR CONSTRUCTION	\$ 735.00	\$ 15,210.00	\$ 15,945.00
SUPERVISION AND PROJECT ADMINISTRATION	\$ -	\$ -	\$ -
TOTAL COST OF CONSTRUCTION	\$ 735.00	\$ 15,210.00	\$ 15,945.00