



**Sequoia Environmental Services, Inc.**

|                      |  |             |         |
|----------------------|--|-------------|---------|
| Contact:             | Jamie Lemon  | Proposal #: | 1       |
| Company Name:        | Rancho Bernardo Inn  | Date:       | 8/20/21 |
| Address:             | 17550 Bernardo Oaks Drive<br>San Diego, CA 92128   |             |         |
| Project Name:        | Smart Controller Irrigation Project - INSTALLATION 2021  |             |         |
| Project Description: | <b>Installation of new Smart Controllers - See below for potential rebates from San Diego County Water Authority</b> |             |         |
| PO #                 |  |             |         |

| QTY   | Measure/Size | Description   | Unit Price  | Total        |
|---|--------------|---|-------------|--------------|
| <b>Controllers A/B/C - 12 Station Controller</b>              |              |   |             |              |
| 3   | EA           | Rainbird ICA6P-RB3-12 - 12 Station Controller - Smart Controller Adapt.                                   | \$ 1,765.00 | \$ 5,295.00  |
| 3   | EA           | WIFI Network Communication Card ( <i>Hotel WIFI access is required</i> )                                  | \$ 2,477.00 | \$ 7,431.00  |
| 3   | EA           | Installation of new Smart Controller, concrete pad and pedestal + new High - Efficiency Sprinkler Nozzles | \$ 1,000.00 | \$ 3,000.00  |
| <b>Controllers D/E/F/G/H/I/J/K/L/M- 24 Station Controller</b> |              |   |             |              |
| 10  | EA           | Rainbird ICA6P-RB3-24 - 24 Station Controller - Smart Controller Adapt.                                   | \$ 1,995.00 | \$ 19,950.00 |
| 10  | EA           | WIFI Network Communication Card ( <i>Hotel WIFI access is required</i> )                                  | \$ 2,477.00 | \$ 24,770.00 |
| 10  | EA           | Installation of new Smart Controller, concrete pad and pedestal + new High - Efficiency Sprinkler Nozzles | \$ 1,000.00 | \$ 10,000.00 |
| <b>Controllers P/Q - 36 Station Controller</b>                |              |   |             |              |
| 1   | EA           | Rainbird ICA6P-RB3-36 - 36 Station Controller - Smart Controller Adapt.                                   | \$ 2,225.00 | \$ 2,225.00  |
| 1   | EA           | WIFI Network Communication Card ( <i>Hotel WIFI access is required</i> )                                  | \$ 2,477.00 | \$ 2,477.00  |
| 1   | EA           | Installation of new Smart Controller, concrete pad and pedestal + new High - Efficiency Sprinkler Nozzles | \$ 1,000.00 | \$ 1,000.00  |

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**Controllers R/S - 48 Station Controller**

|     |    |   |             |             |
|-----|----|---|-------------|-------------|
| 3   | EA | Rainbird ICA6P-RB3-48 - 48 Station Controller - Smart Controller Adapt.   | \$ 2,485.00 | \$ 7,455.00 |
| 3   | EA | WIFI Network Communication Card ( <i>Hotel WIFI access is required</i> )  | \$ 2,477.00 | \$ 7,431.00 |
| 3   | EA | Installation of new Smart Controller, concrete pad and pedestal + new High - Efficiency Sprinkler Nozzles   | \$ 1,000.00 | \$ 3,000.00 |
|     |    | Controller S (Parking Lot) does not have electricity. Relocation of current controller to the area of the Green Building to access electricity for controller to properly work. |             |             |
| 60  | HR | Trench for new controller wiring, connection.   | \$ 51.00    | \$ 3,060.00 |
|     |    | Controller S Wiring for new controller to connect to valves/system for stations   | \$ 0.59     | \$ 295.00   |
| 500 | LF | Controller S Electrical Conduit for Wiring 3/4"   | \$ 1.76     | \$ 880.00   |

**Resort Sprinkler Conversion**

|      |    |   |         |              |
|------|----|---|---------|--------------|
| 2000 | EA | High Efficiency Sprinklers - Hunter MP ROT 360/210/90 | \$ 6.85 | \$ 13,700.00 |
| 1000 | EA | High Efficiency Sprinklers - Hunter MP ROT ADJ 8'     | \$ 6.85 | \$ 6,850.00  |
| 1000 | EA | High Efficiency Sprinklers - Hunter MP ROT ADJ 5'     | \$ 6.85 | \$ 6,850.00  |

**TOTAL Before Potential Rebates: \$ 125,669.00**

*Potential San Diego Water Authority Rebates - Qualifying Irrigation Devices & Respective Maximum Rebate \*\*Smart Irrigation Controllers - \$50 per station \*\*High-Efficiency Sprinkler Nozzles - \$7 per nozzles\*\**

**\*\*Rebate amount may vary due to rebate changes, eligibility and eligible sprinkler housings\*\***

|      |    |   |            |                |
|------|----|---|------------|----------------|
| 36   | EA | 3 - Controllers A/B/C - 12 Station Controller = 36 Stations eligible for rebate                 | \$ (50.00) | \$ (1,800.00)  |
| 240  | EA | 10 - Controllers D/E/F/G/H/I/J/K/L/M - 24 Station Controller = 288 Stations eligible for rebate | \$ (50.00) | \$ (12,000.00) |
| 36   | EA | 1 - Controllers P/Q - 36 Station Controller = 36 Stations eligible for rebate                   | \$ (50.00) | \$ (1,800.00)  |
| 144  | EA | 3 - Controllers R/S - 48 Station Controller = 96 Stations eligible for rebate                   | \$ (50.00) | \$ (7,200.00)  |
| 4000 | EA | High-Efficiency Sprinkler Nozzles - \$7 per nozzles   | \$ (7.00)  | \$ (28,000.00) |

**TOTAL Potential San Diego Rebate \$ (50,800.00)**

**ESTIMATED TOTAL PROJECT COST: \$ 74,869.00**

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1. This bid is valid for 60 days unless otherwise approved by Sequoia Environmental Services, Inc. (Contractor)
  3. Contractor shall furnish all labor, materials, equipment and dump fees in accordance with bid specifications.
  4. Contractor reserves the right to hire qualified subcontractors to perform specialized work.
  5. Proof of insurance shall be forwarded to client upon request.
  6. Any work not included in the scope above will only be performed upon a signed written order. Additional costs resulting from a change in scope will become an additional charge over and above the proposal estimate.
  7. Client shall provide access to all parts of the job site as well as provide all utilities needed to perform the work.
  8. The party signing this agreement on behalf of Client warrants that he/she is authorized to obligate Client to the terms and conditions contained in this proposal.

Sequoia Environmental Services, Inc.

By: \_\_\_\_\_ Date: \_\_\_\_\_

Sara Marie Butler

Customer

By: \_\_\_\_\_ Date: \_\_\_\_\_

Authorized Agent

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