



September 29, 2025

Thank you for the opportunity to provide a revised estimate for the use of our modular construction system for your South Cherry Street Commons project. We would like to extend a Winter Build Discount which should prove mutually beneficial.

This discounted quote continues to include all the items detailed in our September 19, 2025, price quotes. And this price quote continues to include Fabrication, CT Use Tax, Delivery and Modular Erection Services.

Our September 19, 2025, Pricing for the full 33 duplex project was calculated as follows:

End of Row units – 8 x \$220,110 =	\$1,760,880
Core units – 25 x \$213,370 =	<u>\$5,334,250</u>
Total for all 33 duplexes	\$7,095,130

Our Winter Build Discount program will provide you with savings of \$6,000.00 per Duplex. **\$6,000.00 x 33 Duplexes = \$198,000 Discount**

Original total price for 33 units	\$7,095,130
Less Winter Build Discount	<u>\$198,000</u>
REVISED PURCHASE PRICE	\$6,897,130

The terms for receiving this discount are:

This discount applies to every duplex fabricated for which a Production Deposit and an Offline Complete Payment has been received by SBS prior to **February 28, 2026**.

Additionally, should modules need to be stored at our facility prior to being delivered to your staging area, SBS shall not charge a fee for module storage until **April 1, 2026**. Any module still stored at our facility after April 1, 2026, will incur a \$25.00 per module per day storage fee.

Additional Terms to be applied:

1. Execute an SBS Purchase Agreement by October 17, 2025. Under this agreement, SBS will work to complete a modular drawing set, supply structural loads for the modules atop your site-built foundation, and incorporate the MEP requirements into a drawing set capable of achieving 3rd party fabrication approval. You will need to provide a stamped local Fire Protection design.

2. Payment of a Fabrication Deposit by November 15, 2025. This deposit will be 10% of the total purchase price. ($10\% \times \$6,897,130 = \$689,713$)

3. Payment of an Offline Complete payment at the conclusion of modular fabrication for each module produced. This payment will be equal to 60% of the Purchase Price amortized over the entire modular run.
($\$6,897,130 / 99 \text{ Modules} = \$69,668$ per module. 60% payment = \$41,801 per module offline during the billing cycle. Billing cycle is every two weeks during fabrication.)

4. Payment of a Delivery Payment when modules are delivered to your job site staging area. This payment will be equal to 15% of the Purchase Price.
(15% of \$69,668 value per module = \$10,450 for each module delivered during the billing cycle. Billing cycle is every two weeks.)

5. Payment of a 10% Modular Erection Payment when the modules are set upon their foundations. This payment will be equal to 10% of the Purchase Price.
($\$69,668$ value per module = \$6,967 for each module erected during the billing cycle. Billing cycle is every two weeks.)

6. Hold Back Retention equal to 5% per module. This amount is to be paid to SBS on a unit-by-unit basis upon execution of a comprehensive unit-by-unit punch list of Warranty Work outstanding. The Warranty Work will be scheduled to be performed by SBS crews in an expeditious manner. (5% of \$69,668 value per module = \$3,483).

Thank you for this opportunity. Please call for any clarifications. We look forward to collaborating with you on this exciting project.

Best regards,

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