

EXHIBIT B-7

Additional Work Options

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with VDOT

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Additional Work Options

As requested, please find attached our cost proposal for **\$21,913,000** to add certain electrical work to the DB Rehabilitation Plan, Exhibit R of the Design Build Agreement. This added electrical work includes (1) removal and replacement of the lighting in the existing tunnels (2) replacement of the Fire Alarm Pull Stations in the existing tunnels and (3) replacement of the AM/FM and HAR systems in the existing tunnels. Note that this work was removed from SKW's Scope of Work during the July 2011 negotiations.

The following qualifications apply to SKW's proposal:

- 1) SKW requires a decision from ERCO on whether to proceed with the work within 6 months from the date of Financial Close
- 2) SKW's pricing within this proposal is good until December 31, 2012
- 3) Installation of the work will require extending the completion dates of each of the existing tunnels by 70 cd per tunnel
- 4) SKW's proposal is based on performing this additional work as an extension of the base contract work described in Exhibit R, Rehabilitation Plan and not during a time period separated from the base contract work
- 5) Any Liquidated Damages resulting from the extension of the existing tunnel completion dates for the performance of this additional work are the responsibility of ERCO
- 6) Installation of the work will require 50 additional single lane closures and 5 additional full weekend closures per existing tunnel
- 7) SKW will need to include pricing for insurance and for any added Letter of Credit requirements as that information becomes available

Additionally, the following clauses would need to be added to Exhibit R.

Existing Midtown Tunnel

A. Tunnel Lighting

1. A lighting study will have to be performed to determine what modifications are actually required. This will have to be performed by the engineer of record. The only modifications to the lighting are described herein.
2. Lighting and associated conduit and wire
 - a. The tunnel lighting system will be replaced one side at a time. This will allow the tunnels to have partial lighting from the opposite side.
 - b. Each tunnel side will have the same 8 foot fluorescent fixture as the new tunnel the entire length of the tunnel.

- c. The tunnel entrance portal will have 824 feet of a second row of threshold/transitional light fixtures on each side to match the new tunnel. This will be comprised of the same 8 foot fixtures utilizing low-pressure sodium lamps.
- d. The fluorescent fixtures will be wired the same as the new tunnel so that ½ of the lamps will be on a day circuit the other ½ will be on a night circuit. The fixtures will alternate by phase, plus every 7th fixture on an emergency circuit. Voltage drop will be maintained at 5% or less.
- e. Threshold /transitional lighting will be controlled by luminance controllers in the same manner as the new tunnel.
- f. Existing lighting and exposed conduit will be removed.

B. FAS

1. Replace Pull Stations

- a. A new multiplexed fire alarm system will be provided comprised of new Pull Stations, a control panel located in the existing Midtown control room, exposed ¾" galvanized conduit and cabling.

C. Other

1. Replace AM/FM and HAR

- a. New equipment and cabling will be provided that will match the new MTT.

Downtown Westbound Existing Tunnel

A. Tunnel Lighting

- 1. A lighting study will have to be performed to determine what modifications are actually required. This will have to be performed by the engineer of record. The only modifications to the lighting are described herein.
- 2. Lighting and associated conduit and wire
 - a. The tunnel lighting system will be replaced one side at a time. This will allow the tunnels to have partial lighting from the opposite side.
 - b. Each tunnel side will have the same 8 foot fluorescent fixture as the new tunnel the entire length of the tunnel.
 - c. The tunnel entrance portal will have 824 feet of a second row of threshold/transitional light fixtures on each side to match the new tunnel. This will be comprised of the same 8 foot fixtures utilizing low-pressure sodium lamps.
 - d. The fluorescent fixtures will be wired the same as the new tunnel so that ½ of the lamps will be on a day circuit the other ½ will be on a night circuit. The fixtures will alternate by phase, plus every 7th fixture on an emergency circuit. Voltage drop will be maintained at 5% or less.
 - e. Threshold /transitional lighting will be controlled by luminance controllers in the same manner as the new tunnel.

- f. Existing lighting and exposed conduit will be removed.

B. FAS

1. Replace Pull Stations

- a. A new multiplexed fire alarm system will be provided comprised of new Pull Stations, a control panel located in the existing Downtown control room, exposed ¾” galvanized conduit and cabling.

C. Other

1. Replace AM/FM and HAR

- a. New equipment and cabling will be provided that will match the new MTT.

Downtown Eastbound Existing Tunnel

A. Tunnel Lighting

- 1. A lighting study will have to be performed to determine what modifications are actually required. This will have to be performed by the engineer of record. The only modifications to the lighting are described herein.
- 2. Lighting and associated conduit and wire
 - a. The tunnel lighting system will be replaced one side at a time. This will allow the tunnels to have partial lighting from the opposite side.
 - b. Each tunnel side will have the same 8 foot fluorescent fixture as the new tunnel the entire length of the tunnel.
 - c. The tunnel entrance portal will have 824 feet of a second row of threshold/transitional light fixtures on each side to match the new tunnel. This will be comprised of the same 8 foot fixtures utilizing low-pressure sodium lamps.
 - d. The fluorescent fixtures will be wired the same as the new tunnel so that ½ of the lamps will be on a day circuit the other ½ will be on a night circuit. The fixtures will alternate by phase, plus every 7th fixture on an emergency circuit. Voltage drop will be maintained at 5% or less.
 - e. Threshold /transitional lighting will be controlled by luminance controllers in the same manner as the new tunnel.
 - f. Existing lighting and exposed conduit will be removed.

B. FAS

1. Replace Pull Stations

- a. A new multiplexed fire alarm system will be provided comprised of new Pull Stations, a control panel located in the existing Downtown control room, exposed ¾” galvanized conduit and cabling.

C. Other

1. Replace AM/FM and HAR

- a. New equipment and cabling will be provided that will match the new MTT.

DOWNTOWN TUNNEL / MIDTOWN TUNNEL / MLK EXPRESSWAY EXTENSION
PROJECT
SKW PROPOSAL PRICING FOR ADDITIONAL WORK OPTIONS EXHIBIT B-7

ITEM	ITEM DESCRIPTION	QUANTITY	UNIT	UNIT COST	TOTAL COST
1	ELECTRICAL PRICING				
	MTT Lighting	1	ls	\$4,871,000	\$4,871,000
	MTT Pull Stations	1	ls	\$156,000	\$156,000
	MTT Replace AM/FM & HAR	1	ls	\$1,141,000	\$1,141,000
	WB Lighting	1	ls	\$3,979,000	\$3,979,000
	WB Pull Stations	1	ls	\$129,000	\$129,000
	WB Replace AM/FM & HAR	1	ls	\$1,014,000	\$1,014,000
	EB Lighting	1	ls	\$4,568,000	\$4,568,000
	EB Pull Stations	1	ls	\$105,000	\$105,000
	EB Replace AM/FM & HAR	1	ls	\$1,014,000	\$1,014,000
2	SKW Maintenance of Traffic				
	Lane Closures	150	ea	\$2,914	\$437,100
	Weekend Closures	15	ea	\$6,174	\$92,610
3	POLICE				
	Lane Closures	150	ea	\$1,100	\$165,000
	Weekend Closures	15	ea	\$6,600	\$99,000
4	SKW INDIRECT				
	Staff	30	wks	\$16,386	\$491,580
	Pickups	60	vwks	\$356	\$21,384
	Cell Phones	38	unmo	\$75	\$2,813
	Job Office Expenses	6,600	mh	\$4.00	\$26,400
	Craft Expenses	9,480	mh	\$2.00	\$18,960
5	SKW ESCALATION				
	3% Escalation per Year	1,354,847	\$\$	6.09%	\$82,510
6	CONTINGENCY				
	Added Lane Closures	0	ea	\$5,160	\$0
	Added Weekend Closures	0	ea	\$47,939	\$0
7	Insurance Costs				to be determined
8	LOC Costs				to be determined
COST SUBTOTAL					\$18,414,357
9	G & A Costs	18,414,357	\$\$	6.50%	\$1,196,933
SUBTOTAL					\$19,611,290
10	Profit	18,414,357	\$\$	12.50%	\$2,301,795
TOTAL					\$21,913,084
PROPOSAL TOTAL					\$21,913,000