

Vizcaya at Burnt Store Isles

Re Roof Proposal

4/7/2025



cwcroofing.com

Property Information

Project Name: Vizcaya at Burnt Store Isles

Locations: 3959 San Rocco Drive
Punta Gorda, FL 33950

Date: 4/7/2025

Tile Fully Adhered Re-Roof Bid w/ Two Ply Underlayment System:

- Pricing reflects both the March & April Manufacturer price increases
- Concrete Tile Roof w/ Two Ply Underlayment System
- Replacement of existing Soffit & Fascia
- Install Gutters & Downspouts over all entries and garages
- NO Deposit Required, will order all materials and facilitate projects until funds are available.
- **50 Year Tile Warranty (Eagle or Westlake)**
- **30 Year No Dollar Limit Warranty (Polyglass)**
- **10 Year Labor Warranty (CWC)**
- **Lifetime Labor Warranty if participation in Roof Asset Management Program**
- Project is a **Crane & Telescopic Forklift Based Project** for demolition & loading of the buildings
- Construction duration is based upon a 2-month schedule with one mobilization.
- Due to Market Volatility, Proposal pricing is good for 30 days.
- Base Bid includes everything in the scope of work listed below.



Property Information

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Location: 3959 San Rocco Drive
Punta Gorda, FL 33950
Date: 3/19/2025

CWC Background Summary

Cambridge Wilson & Co.
CWC Roofing
1085 Business Lane #4
Naples, FL 34110

Primary Contacts:

Evan Roberts – Vice President
Evan.roberts@cwcroofing.com
Chris Taylor – VP of Operations
Chris.taylor@cwcroofing.com

Legal Formation: Limited Liability Company

Company Founded: 2004

Company Description: CWC Roofing is an Employee-Owned Company, and a subsidiary of SM Wilson & Co, who has been in business for 104 years. CWC is the leader in the multi-family/condo and military housing space. We are currently either starting, in progress or in the final stages of (6) Multi-Family Re-Roof Projects in SWFL. The current project sizes range from as few as 800 squares to as many as 8,000 squares. We carry national certifications for every major manufacturer. Since we specialize in the multi-family space, a majority of our product installations are tile, shingle and metal; but we also install TPO, Modified Bitumen, EPDM, Coatings & Asphalt. Our current employee size including labor is 150+.

Principal Officers (years with company):

Chief Financial Officer – Michael Mangiore (16 years)
Chief Operations Officer – Mark Cochran (21 years)
President – Shane Tow (13 years)

Business License #: CCC1330863

FEIN/W-9 #: 45-5129965



Company Info

Cambridge Wilson & Co., known as CWC Roofing, is a wholly owned subsidiary of S.M. Wilson & Co, and has been in business for over 25 years. Our parent company (SMW) celebrated its 100-year anniversary in 2021. We are 100% employee owned, which means everyone at your jobsite has a voice and an interest in the overall outcome being a successful one.

Recognized by Roofing Contractor Magazine as one of the Top 100 Roofing Contractors in the country, CWC Roofing is a prominent roofing contractor in the SWFL multifamily landscape and is licensed in 28 states, with a target market focused on military housing projects nationwide outside of Southwest Florida. A majority of our staff management and installation teams have been trained on safety and quality control to meet standards acceptable to the military. These standards are above and beyond the expectations of private entities. With CWC, you get a local company with a nationwide reach, that excels in completing multi-unit developments at the highest safety and quality control standards imaginable.

At the end of our proposal, we have provided just a few references for your review. We are extremely humbled by the compliments received from communities after we were completed with their projects. Please feel free to call any of these individuals if you would like a better look inside the experience of working with our company.

CWC Recommendations

The project team selected for Vizcaya at Burnt Store Isles, which consists of leadership from multiple departments, conducts a round table discussion in order to double and triple check everything from design to implementation. These discussions result in a clearly defined scope of work that gives the customer the best roofing system possible.

As your prospective roofing partner, we feel that it is our duty to express concerns, share our experiences and offer solutions that are the most cost effective and efficient for you and your community. Without question, we know that the Two-Ply, Fully Adhered, Large Paddy (AH-160), Tile Roof System is the "best" solution. Although there are inferior adhered systems that are less expensive, this engineered system has the highest wind pressure designs and is 80% higher than its competitors with the same paddy size.

Thank you for the opportunity and we hope to be selected as your roofing partner for years to come.



Concrete Tile Scope of Work (Fully Adhered) - \$999,862.00

All work to be performed per City of Punta Gorda and Florida Building Codes.

1. Remove the existing concrete tile roof system to the roof deck. Clean and prep for underlayment.
2. Remove & replace any rotten or damaged decking.
3. Re-nail decking to code using 2 ½" #8D ring shank nails per code.
4. Furnish & install Polystick MTS self-adhering base sheet direct to deck.
5. Furnish and install Polyglass TU PLUS self-adhering tile underlayment over base sheet back nailing salvage edge 12" on center.
6. Back nail edge of underlayment with metal cap nails every 12 inches on center.
7. Furnish and install a 26-gauge poly coated metal drip edge on the perimeter of the roof. Nailed 3" on center.
8. Furnish and apply asphalt spray primer to all drip edge metals/flashings.
9. Furnish and install 26-gauge poly coated metal tile eave closure as needed.
10. Furnish and install new 26 gauge gooseneck vents and lead boots over existing plumbing stacks. Paint to match.
11. Furnish and install new 26 gauge 4' off ridge vents for attic ventilation.
12. All roof penetrations will have additional underlayment cut to form a "target" to properly flash penetrations, sandwiching flashings between 2 layers of underlayment and set in Polyglass Flashing cement.
13. Furnish and install a 26 gauge "w" valley metal.
14. Furnish and install a 26-gauge metal hip and ridge channel.
15. Furnish and install tile to be chosen by the owner.
 - a. Polyset AH-160 large paddy of foam and (2) stainless steel 2 ½" tile screws, per tile, at the first two eave courses.
 - b. Tile to be fully adhered with Polyset AH-160 large paddy of foam per manufacturer's specifications.
16. The manufacturer will be Westlake/Boral or Eagle. Color and style to be chosen by the HOA.
17. Furnish and install hip and ridge tiles with screw, foam, and mortar to match tile installed on metal channels.
18. All permits and inspections will be completed per City of Punta Gorda requirements.
19. ½" Plywood and plastic tarping will be laid on all driveways prior to equipment driving on them.
20. Landscaping along the side of the buildings will be covered to protect the foliage from falling debris during tear off and installation.
21. Air Condition Units will be covered to protect against debris during tear off and installation.

22. All unit interiors will be inspected and documented for damages prior to the roof being started.
23. Material staging areas will be discussed prior to the start of the project.
24. Clean up and haul away debris daily.
25. All costs for equipment such as crane, lull, and dumpsters are to be included in the base bid.
26. Provide Manufacturer's Material Warranties. (Tile/Polyglass Self-Adhered Underlayment)
27. ***Provide 10 Year Labor Warranty or Lifetime Labor Warranty if participating in Roof Asset Management Program.***

Soffit & Fascia - \$102,242.00

1. Soffit - \$59,802.00 & Fascia - \$42,440.00
2. Remove existing Soffit & Fascia.
3. Install aluminum Fascia.
4. Install 2' aluminum Soffit on both sides, rear and above garages.
5. Install 1' aluminum Soffit in all other areas.

Gutters & Downspouts - \$13,206.00

1. Removal of existing gutters & downspouts.
2. Installation of new 6" gutters at all entries and above all garages.
3. Installation 3x4 downspouts.

Stucco & Counter Flashing - \$70,460.00

1. Cut stucco 12" up wall.
2. Remove existing Flashing.
3. Install new 6" Flashing.
4. Install Polyglass MTS Underlayment behind new Flashing up to 8".
5. Install new Stucco and texture to match existing stucco.
6. Paint 2 Coats to match the existing building color.

***** This process is required for the Polyglass 30 year NDL (No Dollar Limit) Manufacturer Warranty. *****

Additional Pricing (as needed/directed)

1. Remove and replace ½" (15/32) plywood—material and labor
 - a. \$85/sheet
2. Remove and replace 1x decking or fascia boards—material and labor
 - a. \$12.50/lf for 1x6-1x8
 - b. \$16.50/lf for 2x6-2x8
3. Carpentry Per Hour if necessary
 - a. \$75/man hour
4. Felt slip sheet if existing underlayment is adhered to the deck (if necessary; not typically required)
 - a. \$50/per sq.
5. Wall Flashing Replacement and Stucco Repair (if necessary) – material and labor
 - a. \$35/ per lf

Product Info

Tile Style Differences

1. There is a weight difference between them of around 200 lbs./square. An engineer's approval should be requested from the association.
 - a. **Barrell Tile** - 770 lbs.
 - b. **Flat Tile** - 970 lbs.
2. Flat tiles will show more flaws in your roof substrate compared to barrels. Barrel tiles hide these imperfections.
3. Concrete tiles absorption rate is around 13%. Due to design, flat tiles absorb more water compared to barrel tiles, as the barrel design channels the water better and improves flow. We have seen no evidence that this increased absorption rate affects the longevity of the product, which is also reflected in the manufacturers' warranties being the same for each style.
4. Minimum attachment resistance per installation method:
 - a. **Barrell Tile**
 - i. Mechanically Attached - 47.1
 - ii. Large Paddy - 86.6
 - b. **Flat Tile**
 - i. Mechanically Attached - 51.7
 - ii. Large Paddy - 118.9



Exterior Aluminum Components

Manufacturer: Mastic Home Exteriors by Plygem

1. 6" Gutters
 - a. Gauge: .032 Thickness
 - b. Warranty
 - i. Material: 20 yrs
 - ii. Labor: 10 years
2. 3x4 Downspouts
 - a. Gauge: .019 Thickness
 - b. Warranty
 - i. Material: 20 yrs
 - ii. Labor: 10 years
3. Soffit
 - a. Gauge: .016 Thickness
 - b. Warranty
 - i. Material: 50 yrs
 - ii. Labor: 10 years
4. Fascia
 - a. Gauge: .024 Thickness
 - b. Warranty
 - i. Material: 20 yrs
 - ii. Labor: 10 years

Inspection Process/Shared Google Drive

GOAL: The goal of this enhanced procedure is to dramatically improve the ability of all parties to inspect and have quality assurance through the documentation and sharing of information in a systematic, consistent and organized fashion.

1. Decking / Fascia / Sub-fascia Inspection

- a. Take a photo of the building address/marker.
- b. Verify the number of layers of tile & underlayment.
- c. Upon removal of the existing roof, visually inspect decking, fascia and sub-fascia for rotten/delaminated wood, sheathing or spaced sheathing.
- d. Photograph all elevations upon removal for documentation purposes.
- e. Mark and photograph all plywood sheathing to be replaced prior to replacement.
- f. Photograph all plywood replacements upon completion.
- g. Upload all photos into the shared drive. Organize by address.

2. Mid-Roof/Dry-in Inspection - Conducted after underlayment is installed and no more than 50-60% of the roofing tiles & accessories are installed.

- a. Inspect/document all underlayment to ensure the following conditions:
- b. Inspect drip edge installation.
- c. Photograph and document in progress tile installation. Upload and organize.

3. Final Inspection - CWC's Inspection

- a. Double check all roof to wall flashing locations.
- b. Inspect all pipe boot penetrations and roof vents.
- c. Off Ridge Vent
- d. Valleys
- e. Other flashings
- f. Cleanup
- g. Photograph and document all completed work. Upload and organize.

4. General Guidelines for Photography/Documentation

- a. All photos and inspection reports will be uploaded into the shared file.



- b. Photos of before and after work on all inspection related items are required.
- c. Minimum of 12 total photos for each building. Photos of all 3 inspection processes are required.
- d. Consistent oversight of documentation and processes will be a priority for all members of the management team.

Roof Asset Management Program

Roof Asset Management (RAM) Program for HOA's. At CWC Roofing, we know the importance of quality materials and quality install for your roofing system. It's the foundation that keeps your property protected from the elements and keeps you in compliance with all manufacturer warranty requirements. We also know that if you do not maintain your new roofing system, the system will not meet its life expectancy and may not perform as designed or installed. That is why we created a Roof Asset Management Program (RAM) for our new/existing customers.

Here is how RAM works:

- 1) CWC inspects all of the roofs in the complex 2x per year.
- 2) Entire roof is inspected for material/workmanship defects and weather damage
- 3) Debris is removed from the roof
- 4) Flashings re-sealed as needed
- 5) Broken tiles are replaced
- 6) Gutters/Downspouts inspected and cleaned
- 7) Roof Tiles are soft washed every 3 years
- 8) Inventory Manage extra pallets of your specific tile in storage for all future repairs

Project Dates

Estimated Project Start: 8 weeks from contract execution, as well as manufacturer and color selections being finalized.

Estimated Completion Date: 2 months from the start of the tear off and dry in process. Pending tile release.



Payment Schedule:

1. **Deposit** – NO DEPOSIT REQUIRED
2. All billing will utilize a Schedule of Values (SOV) AIA Doc G703.
3. This will be billed monthly, only for the percentage of work completed and only when the buildings have passed the dry in inspection with the county inspector or engineer.
4. The remaining balance of said buildings will be billed once completed and final inspections have been approved by the county or engineer.
5. A schedule of values will be sent on an agreed upon day of each month with the association and their designated representative
6. Once the invoice has been issued, the client will have 15 days to make payment.

This process ensures that the association is never paying for materials or services that have not been purchased, performed and completed. It also ensures that all work has been inspected and passed said inspections, by an authorized agency, before being issued the SOV AIA Doc G703.

Sincerely,

Evan Roberts
Vice President
1085 Business Ln. #4
Naples, FL 34110
FL#CCC1330863
Evan.roberts@cwcroofing.com
239.529.4103 Office
239.600.9143 Cell



Recent and/or Current Projects

Community: Leeward at Tarpon Bay

City: Naples, FL

Main Contact: Kim Palmer; (317) 313-6347; Kimberli_kae@hotmail.com

Project Size: 32 Buildings; 2,000+ squares

Roof Type: Tile, Gutters & Downspouts, Soffit & Fascia

Current Status: Completed 2024

Community: Brandywine

City: Fort Myers, FL

Main Contact: Dave Tanner; (239) 398-4406

Project Size: 67 Buildings; 8,000+ squares

Roof Type: Shingles, Gutters & Downspouts, Soffit & Fascia; TPO Flat Roof; Patio Structures

Current Status: 75% Completed

Community: Concordia

City: Cape Coral, FL

Main Contact: Anthony Laccetti; (239) 292-0639; anthonyl.concordia@gmail.com

Project Size: 32 Buildings; 3,500+ squares

Roof Type: Tile; Gutters & Downspouts; Soffit & Fascia

Current Status: Completed Jan 2025

Community: Dover Place

City: Naples, FL

Main Contact: Frank Nugnes; (201) 835-3240; nuggets2@optimum.net

Project Size: 10 Buildings; 1,500 squares

Roof Type: Tile; Gutters & Downspouts; Soffit & Fascia

Current Status: Completed 2024

Community: Windjammer at The Landings

City: Fort Myers, FL

Main Contact: Mark Combs; (615) 838-1289; mhcombs57@gmail.com

Project Size: 48 Buildings; 3,500 squares

Roof Type: Tile; TPO Flat Roof; Gutters & Downspouts; Lightweight Concrete Roofs; Single Family, Patio Homes, 2 Story Condos; 4 Story Condos

Current Status: Completed 2024

