BOLTON & MENK
Real People. Real Solutions.

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November 3, 2025

Ms. Stephanie LaBrune
Interim City Administrator
City of Pipestone
119 2nd Avenue Southwest
Pipestone, MN 56164

RE: Pipestone Municipal Airport (PQN)
AVGAS and Jet A Fuel System Replacement - Design
Proposal for Professional Services

Dear Ms. LaBrune,

Bolton & Menk is pleased to submit our proposal for Professional Services for the AVGAS and Jet A Fuel System Replacement design project at the Pipestone Municipal Airport.

Our understanding of the project is the city desires to replace the existing underground 12,000-gallon AVGAS and 4,000-gallon Jet A fuel tanks and systems with new, above ground systems. The existing underground fuel tanks are at the end of their useful life and groundwater is seeping into the tanks. This project will install new, above ground 10,000-gallon AVGAS and 5,000 gallon Jet A complete fuel systems with concrete pad, card reader, and fuel pump.

This proposal will include design and bid administration services. Construction administration services will be completed under a future work order.

SCOPE OF SERVICES:
TASK 1 DESIGN & BID ADMINISTRATION:

1.1 Project Scoping
Consultant shall confer with the Sponsor on, and ascertain, project requirements, finances, schedules, and other pertinent matters affecting the project and shall arrive at a mutual understanding of such matters with the Sponsor.

Consultant shall coordinate with the Sponsor, MnDOT, and other applicable agencies to complete the work elements in Task 1.

1.2 Project Meetings
Up to three (3) meetings with the City and MnDOT are included. It is anticipated that these meetings will include appropriate City and MnDOT personnel and be conducted both virtually and in person. Meetings will be scheduled as necessary for work items included in Task 1.

1.3 Site Selection

Consultant shall complete a site selection survey to identify locations where the new above ground fuel systems can be installed. Consultant shall review FAR Part 77 airspace to ensure the proposed location is not a transitional surface penetration to Runway 18/36. Consultant shall develop up to three (3) site locations for the fuel system and share with the City. One (1) site selection meeting will be held with the City to select the final location for the new fuel systems.

1.4 Topographical Survey

Consultant shall establish survey control for the design survey utilizing existing established control points adjacent to the airport. Pipestone County coordinates shall be utilized for the survey. Survey work will include all utilities, pavement center, edges, and intermediate shots, ground shots, lights, signs, drainage structures, and buildings. It is anticipated survey fieldwork will require one (1) trip to the airport. Consultant shall convert the survey data in CAD format for use in design.

1.5 Geotechnical Investigation

Geotechnical investigation shall be completed in the location of proposed construction. One (1) soil boring to a depth of 15-feet will be completed. A report with a summary of existing soils and a recommendation for the fuel system concrete foundation will be provided. Geotechnical investigation shall be completed by American Engineering Testing.

1.6 Construction Safety and Phasing Plan (CSPP)

Consultant will complete FAA Form 7460-1 and the Construction Safety and Phasing Plan (CSPP), through FAA's Obstruction Evaluation / Airport Airspace Analysis (OE/AAA) website portal. The 7460 form and CSPP will be prepared according to current FAA Guidelines.

1.7 Prepare Preliminary Plans, Specifications, and Cost Estimate

Consultant will prepare preliminary plans. The plan sheets will be limited to those sheets necessary to carry-out the construction of the proposed project.

Preliminary plans will include design services for site preparation, civil site work, erosion control, stormwater management, pavement construction, and fuel system construction.

Consultant will prepare preliminary plans. The plan sheets will be limited to those sheets necessary to carry-out the construction of the proposed project and expected to include the following:

- Title Sheet
- Construction Safety and Phasing Plan
- Statement of Estimated Quantities
- Storm Water Pollution Prevention Plan (SWPPP)
- Erosion Control Plan
- Demolition Plan
- Typical Sections
- Civil Site Plan
- Fuel System Location
- Fuel System Details

- Electrical System Plan
- Electrical System Details

Consultant will assemble the technical specifications necessary for the intended work. Standard MnDOT specifications will be utilized where possible. Additional specifications will be prepared to address work items or materials that are not covered by MnDOT specifications. Consultant will assemble preliminary contract documents including instruction to bidders, proposal, equal opportunity clauses, construction clauses, construction contract agreement, performance bond, payment bond, bid bond, State Requirements, bid schedule, wage rates, and general provisions.

Consultant shall prepare preliminary construction cost estimate.

Subconsultants supporting design services related the new fuel systems will include Endpoint Solutions for all mechanical engineering and Barr Engineering for all electrical engineering.

1.8 Final Plans, Specifications, and Cost Estimate

Consultant shall submit 90% plans, specifications, and cost estimate to the Sponsor for review. One (1) virtual design review meeting will be held to review the bidding documents and discuss Sponsor comments.

A final set of plans, specifications, and cost estimate will be prepared which incorporates revisions, modifications, and corrections determined during the Sponsors review.

1.9 Prepare Final Bidding Documents

Consultant shall prepare the final bidding documents for the project and make available for download through the Quest Construction Document Network website (QuestCDN). Consultant shall keep a current list of plan holders and distribute this to interested parties upon request. This task also includes coordination required to facilitate these requests.

Required advertisement dates, and bidding dates will be established. Consultant will submit a copy to the Sponsor for distribution to local and selected publications of the project. The Sponsor shall pay for the associated cost of advertising.

1.10 Pre-Bid and Bid Opening

No pre-bid meeting will be scheduled for this project.

Consultant shall attend the virtual bid opening and process the bidding proposals.

1.11 Bid Assistance, Review, and Award

During the bidding process, Consultant will be available to clarify bidding questions with contractors and suppliers, and for consultation with the various entities associated with the project. This item also includes contacting bidders to generate interest in the project.

Consultant shall issue addenda as appropriate to interpret, clarify, or change the bidding documents as required. Addenda will be made available to the plan holders through Quest CDN. Any addenda that are generated as a sole result of the Sponsors error or omission will be considered as extra services and Consultant shall be reimbursed for this effort as an amendment

to this contract.

Consultant shall advise the Sponsor as to the acceptability of any subcontractors, suppliers, and other persons and organizations proposed by the bidders and as to the acceptability of substitute materials and equipment proposed by bidders. Consultant shall prepare a spreadsheet that includes all bid items for the purpose evaluating the lowest bidder. Consultant shall input the as-bid unit prices into the spreadsheet and verify mathematical computations of the bids. Consultant will then provide recommendations to the Sponsor as to the name of the apparent low bidder.

Consultant will prepare a recommendation of award for the Sponsor to accept or reject the bids submitted. If rejection is recommended, Consultant will supply an explanation for their recommendation and possible alternative actions the Sponsor can pursue to complete the project. Once the Contract Award is made, Consultant will distribute the bid tabulations on request of the Sponsor.

1.12 Prepare Grant Application

Consultant shall prepare the State Grant Application after project design has been completed and the bids accepted. Consultant shall submit the Application to the Sponsor for approval and signatures. After obtaining the necessary signatures, Consultant will forward copies to MnDOT for further processing.

CONSIDERATION:

The services described above in this proposal shall be completed on a **LUMP SUM** basis of **$85,000**.

The anticipated funding participation is as follows:

- State (60%): $ 51,000.00
- Local (40%): $ 34,000.00

SCHEDULE:

We anticipate the work can be performed according to the following schedule.

- Design: November 2025 – March 2026
- Bid Letting: April 2026
- Construction: September – October 2026

Bolton & Menk, Inc. puts a high priority on ensuring that our company's efforts are consistent with our clients' needs. If you find this proposal acceptable, please return a signed and dated copy our proposal.

Sincerely,

Bolton & Menk, Inc.

Silas Parmar, P.E.
Aviation Project Manager

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Authorization and acceptance of this letter proposal.

City of Pipestone, Minnesota

_____ _____

Mr. Dan Delaney
Mayor

Date

Endpoint Solutions
6871 South Lovers Lane
Franklin, WI 53132
Telephone: (414) 427-1200
Fax: (414) 427-1259
www.endpointcorporation.com

Mr. Silas Parmar, P.E.
Aviation Project Manager/Principal
Bolton & Menk, Inc.
111 Washington Ave. S, Ste 650
Minneapolis, MN 55401

August 6, 2025

Subject: Proposal for Professional Services
Pipestone Municipal Airport –Aviation Fueling System Design
13th St SE, Pipestone, MN 56164

Dear Mr. Parmar:

Endpoint Solutions Corp. (Endpoint) appreciates the opportunity to submit this proposal to Bolton & Menk, Inc. for Aviation Fueling System Design Services for Pipestone Municipal Airport, in Pipestone, MN. This proposal is being submitted pursuant to our prior discussions and includes our understanding of the desired scope.

PROJECT UNDERSTANDING & APPROACH

Based on our review of project requirements and our experience with similar systems, Endpoint has developed the following scope of work that will be performed by Endpoint during the preliminary design of the fueling system.

The fueling systems currently include two (2) underground storage tanks (USTs), one (1) 4,000-gallon UST for Jet A fuel, and one (1) 12,000-gallon UST for 100 low-lead aviation gasoline (AvGas). The existing USTs use dispensing cabinets to transfer fuel directly into the aircraft. Attended, self-service fueling is available using a manual system to manage transactions.

It is our understanding that the scope of the fueling system modifications tentatively includes; removal of the existing USTs, piping and dispensers, installation of two (2) new aboveground storage tanks (ASTs), installation of aboveground piping from the ASTs to the dispenser locations, replacement of the existing dispensers with new aviation-style cabinets for 24-hour, self-service fueling for Jet A fuel and AvGas as well as offload filtration (JetA), a card reader/fuel management system for credit card and fleet card transactions, signage, pavement and lighting improvements associated with these upgrades. Other possible upgrades to the fueling facilities may include a card reader shelter.

FUELING SYSTEM DESIGN & BID DOCUMENT PREPARATION

Endpoint will work with Bolton & Menk to finalize a project work scope and will prepare 30%, 65% and 100% design drawings, including the fueling system layout and tank details, site figures, system figures, description of the system and components, product information and other documentation necessary for bidding the project to qualified contractors. The 65% design will include budgetary

cost estimates for the proposed system and will account for considerations discussed with airport staff and Bolton & Menk including:

- Specifications of UST closure/removal requirements;
- Tank design for up to two (2) ASTs;
- Design of secondary containment for ASTs;
- Review available information regarding site soil and groundwater to be managed during the removal of the existing storage tanks and installation of the new tanks;
- Specification of management procedures for excavation dewatering, if needed;
- Dispenser pump cabinet design and specifications for two fuel products;
- Design and specification of piping systems from the ASTs to the dispensers;
- Specification of overfill alarm and transfer shutoff mechanisms to prevent accidental tank overfill;
- Provisions for testing the ASTs for water and contaminants;
- Layout of concrete pavement areas for underneath the ASTs, tanker unloading area and dispenser area;
- Establish radius of reach and setbacks for fueling area;
- Requirements for fuel filtration and fuel system materials of construction;
- Specify off load connections to allow for fuel tanks delivery to site;
- Specification of fuel management system, card reader hardware, and transaction requirements;
- Specification of tank monitor equipment;
- Specification of tank gauging appurtenances;
- Design and specification of crash protection and site safety features as required by code;
- Establish lighting and security operational requirements for unattended fueling;
- Compliance with governing regulations for unattended fueling;
- A list of contractor deliverables including labor, equipment, submittal approvals and authorizations;

- A description of site assumptions that will affect the installation (i.e. power, tank monitor location, snow handling and mowing activities, etc.); and;
- Qualifications requirements for the installation contractor.

Bolton & Menk will be responsible for the following:

- Overall project management and coordination with the airport personnel and MnDOT;
- Development of base map site plan including establishing/verifying property lines;
- Preparation of drawing set cover sheet, construction layout sheet, and construction safety and phase plan sheet;
- Establish location and design details for fueling area pavement; and,
- Prepare electrical/lighting plan and details for system power, to properly illuminate fueling area, provide grounding, and provide security.

Endpoint's design services include up to one (1) visit to the airport to review pre-design conditions. The 30% and 65% design documents and budgetary estimates will be reviewed via virtual meetings with Bolton & Menk and the Airport. Comments from the 30% and 65% design documents will be incorporated into a 90% design and specification package, which will be submitted to Bolton & Menk, the airport and MnDOT for review and comment. The review of the 90% draft design documents will be performed via virtual meeting with Bolton & Menk, airport personnel and MnDOT.

A revised engineer's estimate will be provided for the system along with the 100% design documents.

Bolton & Menk will be responsible for preparing and publishing the Project Specifications and required bidding documents for distribution to pre-qualified bidders. Endpoint will prepare and provide Bolton & Menk with selected specification sections and drawings associated with the fueling system, to be incorporated into Bolton & Menk's overall document. The selected sections of the Project Specifications will include all relevant fueling system design information including drawings and specifications (Special Provisions and Schedule of Prices).

BID ADMINISTRATION ASSISTANCE

Endpoint will assist Bolton & Menk with the identification and prequalification of bidders for the construction of the fueling system installation. Bidders will be prequalified based on their past performance, proper certification, safety record, financial stability and capability to deliver the work scope. Bolton & Menk will be responsible for distributing the bid document to prequalified bidders and Endpoint will serve as the bidder's point of contact for technical questions by bidders related to the fueling system portion of the scope of work. When bids are received, Endpoint will review and provide a recommendation for the contractor to be selected

POST AWARD SERVICES

Endpoint will provide a separate proposal for services after contractor award. These services may include submittal reviews, construction oversight and inspection, as-built documentation, and/or system start-up and training. These services are specifically excluded from this proposal. Endpoint can also provide a separate proposal to assist with operator training for system inspections and or Spill Prevention Control and Countermeasure (SPCC) plan updates, as required.

PROJECT FEES

We propose to complete the work scope described in this proposal on a time-and-materials (T&M) basis utilizing our standard hourly rates (refer to attached *Schedule of Fees and Charges*). A preliminary estimate of our proposed project costs is **$26,690.00**. Payment of Endpoint invoices will be due either within five (5) days following payment from client on Bolton & Menk's invoice containing the applicable Endpoint services, or within sixty (60) days of invoice submittal from Endpoint, whichever is less.

CLOSING

We appreciate the opportunity and look forward to working with Bolton & Menk on this project. To authorize this work please execute the attached Client Agreement & Task Order and return to us via email (marissa@endpointcorporation.com) or mail at the address above. If you have additional questions related to this proposal, please contact us directly at 414-858-1204. We look forward to hearing from you.

Sincerely,

Endpoint Solutions

Wade C. Wollermann, P.E.
Principal

Marissa Pilarski
Associate Engineer

Attachment – Client Agreement
Task Order 2025-001
Schedule of Fees and Charges

resourceful. naturally.
engineering and environmental consultants

BARR

August 18, 2025

Mr. Silas Parmar, P.E.
Bolton & Menk, Inc.
7533 Sunwood Drive NW
Ramsey, MN 55303

RE: PIPESTONE, MN AIRPORT – FUELING STATION PROJECT
PROPOSAL FOR ELECTRICAL ENGINEERING SERVICES

Dear Silas:

Thank you for contacting us regarding electrical engineering services for design of the Pipestone, MN Municipal Airport Fueling Station project, to install a new fueling station at the airport. We are providing this letter to outline our understanding of the project, our proposed scope of services, and our proposed fees for the design and bid phase of the project.

PROJECT DESCRIPTION

We understand from your email of August 6, 2025, that Pipestone Municipal Airport will undertake a project to replace their existing aviation fueling systems for both Jet A and 100LL. As part of the project electrical systems to power the new pumps, hose reels, area lighting, monitoring, and point-of-sale (POS) systems will be required.

We understand that the design and specification of the fueling systems themselves will be performed by Endpoint Solutions of Franklin, WI, with whom we have recent experience designing fueling systems for other airports.

Based on this understanding Barr will work with you and Endpoint Solutions to develop final plans and specifications to be issued for bidding.

This proposal is intended to outline our scope of service pertaining to design and bid phase activities. However, we are not including construction phase services in this proposal, which may be provided in a separate, future proposal.

SCOPE OF SERVICES

In support of your efforts, Barr proposes to provide the following subconsultant services to Bolton & Menk (BMI):

1. Provide a pre-design site visit to observe existing conditions and collect information related to the electrical design. Travel is anticipated to be by automobile.

2. Provide electrical design and circuiting plan based on the AutoCAD drawing file of the airfield plan, as provided to us by BMI.

3. Provide electrical design installation details.

4. This proposal assumes that there is an existing power source that feeds existing fueling systems which may be used to feed the new replacement system.

5. Provide technical specifications for the electrical work.

6. Provide an estimated construction cost for the electrical systems if so requested.

7. Bid-phase assistance including addressing questions which may arise from bidders and addenda items as necessary.

8. As mentioned above, construction phase services are not included.

PROPOSED FEE

Barr Engineering proposes to provide the outlined scope of services to BMI on an hourly basis to an anticipated maximum of $11,500.

Services are billed monthly according to the work complete. Reimbursables such as automobile mileage are included in the total above.

Thank you for the opportunity to present this proposal. We look forward to working with you on this project.

Sincerely,

BARR ENGINEERING CO.

Mark E. Ziemer, P.E.

Senior Electrical Engineer

October 31, 2025

Silas Parmar, PE
Bolton and Menk Inc.
12224 Nicollet Ave
Burnsville, MN 55337
Silas.parmar@bolton-menk.com

RE: Proposal for Geotechnical Services
Pipestone Airport Fuel Tank Pad
13th Street SE
Pipestone, Minnesota
AET #P-0048212

Dear Mr. Parmar:

American Engineering Testing, Inc. is pleased to submit a proposal for this project. In this proposal, we present our understanding of the project, an outline of the scope of services we are to provide, a fee schedule, and an estimate of charges for our services.

Purpose

The purpose of this geotechnical work is to explore the subsurface conditions at the site, and based on our characterization of the obtained data, to prepare a geotechnical engineering report presenting comments and recommendations to assist you and your design team in planning and construction.

Project Information

We understand that you are planning to construct two new concrete fuel pads to support two 10,000 gallon above ground fuel tanks. We do not have any specific structural loading information; we assume light to moderate loads for the proposed structures. We understand that the site is at the existing Pipestone Airport adjacent to a taxiway area.

Scope of Services

Field Exploration

As requested by you, our subsurface exploration program will consist of the following:

- Perform 1 standard penetration test boring (ASTM:D1586) to a depth of 14.5 feet each.
- Seal the boreholes per Minnesota Department of Health requirements.

We understand the proposed soil boring location will be staked and the surface elevation provided by Bolton and Menk, prior to completion of our Gopher State One Call. We have not

had an opportunity to observe the project site; we assume that the proposed boring locations will be accessible to our truck mounted equipment. Also, if required, snow removal costs have not been included in this proposal.

We will drill the borings using hollow stem augers or by rotary mud drilling, and sampling by the split-barrel method (ASTM D1586). Our crew will keep field logs noting the methods of drilling and sampling, the Standard Penetration Values (N-values, "blows per foot"), preliminary soil classification, and observed groundwater levels. Representative portions of recovered samples will be sealed in jars to prevent moisture loss and submitted to our laboratory for review, testing and final classification. We will backfill the boreholes and soundings to comply with the Minnesota Department of Health Regulations.

The pavement/parking lot will be patched with bituminous cold patch. Even after backfilling, some sloughing of the backfill may occur, resulting in a potential tripping hazard to pedestrians. We assume that the property owner will backfill and repair any boreholes that may slough after our exploration is complete. AET cannot accept any liability associated with pedestrian injury. Accessing the boring locations may leave ruts in the ground. We assume that the property owner will perform any site restoration work. We have not included a fee for site restoration in our cost estimate.

Underground Utilities

Before we drill, we will contact Gopher State One Call to locate public underground utilities. Gopher State One Call does not currently charge for this service, but they will not locate private underground utilities or structures. Examples of private utilities include, but are not limited to, propane lines, sewer laterals, storm sewer, sprinkler systems, site lighting, and electric and data lines between buildings. **The property owner is responsible for locating all private underground utilities and structures.** Please provide us with any maps, plans and records showing the location of all private utilities and structures.

We can provide you with names and contact information for private utility locators. These companies usually charge a fee for their services. Also, please note that private locators cannot guarantee that all private utilities will be located. For the private locator to be accurate and effective, the property owner must provide maps, plans and records showing the location of all private utilities and structures. The property owner must also provide a knowledgeable site representative to meet with the private locator and AET personnel.

AET shall be entitled to rely upon the accuracy of all location information supplied by any source. We will not be responsible for any damages to underground utilities or structures not located or incorrectly identified by the property owner, any maps, plans or records, or public or private utility locator providers.

Laboratory Testing

We will initiate routine laboratory testing by reviewing each recovered soil sample to assess the major and minor soil components, while also noting the color, degree of saturation, and lenses

or seams in the samples. If we encounter cohesive soil, we will test selected samples for dry density, moisture content, Atterberg Limits, and unconfined compressive strength tests.

Engineering Report
Upon completion of the drilling and laboratory work, we will prepare a geotechnical report describing the subsurface conditions encountered and presenting our foundation recommendations for support of the fuel tank concrete pads. The report will also discuss earthwork recommendations and present our geotechnical engineering opinions and recommendations regarding the following:

- Grading procedures to prepare the concrete fuel pad area for structural support, including comments on the suitability of the on-site soils for reuse as fill.
- Foundation types and depths, including allowable soil bearing capacity and estimates of foundation settlement.
- Backfilling procedures, including material types and compaction requirements.
- Comments on other items which may affect final performance or constructability, such as frost heave and drainage considerations

Insurance
For the mutual protection of you and American Engineering Testing, we maintain both general and professional liability insurance. Certificates of such insurance can be provided at your request.

Project Direction
Services we perform on your project will be done under the direction of an experienced geotechnical engineer registered in the State of Minnesota.

Fees
The scope of work defined in this proposal will be performed on a lump sum basis in accordance with the attached schedule of fees. For the scope of work described above, the estimated cost will be as follows:

Task	**Cost**
Mobilization/Demobilization	$500.00
Clear Utilities (Soil Boring Layout by BMI)	$200.00
Soil Borings	$1,000.00
Pavement Coring	$0.00
MDH Sealing Notification	$0.00
Laboratory Testing	$400.00
Report and Project Management	$1,400.00
TOTAL	$3,500.00

We would not exceed $3,500.00 without prior authorization. If additional drilling is required for proper soil evaluation it would be charged at a unit rate of $35/foot.

In the event the scope of our services needs to be revised due to unanticipated conditions or for proper evaluation, we will review such scope adjustments and the associated fees with you and receive your approval before proceeding.

Minnesota Department of Health Fees
Effective July 1, 2019, the Minnesota Department of Health (MDH) has changed the borehole sealing and notification requirements. For sites where borings are drilled to a depth of 15 feet or deeper, all licensed drilling companies are required by law to grout the boreholes upon completion. For borings 25 feet in depth or deeper all licensed drilling companies must submit written notification to the MDH prior to drilling along with a fee of $75. Projects that span multiple properties will require multiple notifications. The MDH also requires that a Sealing Record be submitted to the MDH, with a copy to you, after the borings are completed. The above fee estimate for our geotechnical services includes the MDH fee for the proposed scope of drilling; however, because final boring depths can change, for example, due to possible unanticipated poor soil conditions, the final MDH fee (including an administrative charge of $75 per notification) will be added, if necessary, to our final invoice to you.

The MDH Notification and Sealing Record requires the Property Owner name and mailing address (the Property Owner will also receive a copy of the Sealing Record). Please provide this information below.

Property Owner's name/company name:

_____

Property Owner's mailing address:

_____

Performance Schedule
Weather permitting; we anticipate drilling operations can begin within about 3 to 4 weeks after receiving authorization to proceed. Verbal results of the drilling activities can be obtained shortly after completion of the drilling. We anticipate the geotechnical report can be prepared within about 2 weeks after completion of the field work. We are available to review special schedule needs with you.

Environmental Concerns
This proposal is presented for engineering services to evaluate the structural properties of the soil at the specified site. This proposed does not cover environmental assessment of the site or environmental testing of the soil or groundwater. If you wish to have us provide these additional services, please contact us.

Terms and Conditions

All AET Services will be performed in accordance with the terms and conditions outlines in the Master Service Agreement between Bolton and Menk and American Engineering Testing.

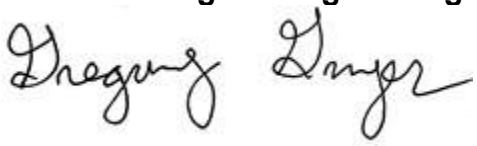
Acceptance

AET requests written acceptance of this proposal in the Proposal Acceptance box below, but the following actions shall constitute your acceptance of this proposal together with the Terms and Conditions and Amendments: 1) issuing an authorizing purchase order for any of the Services described above, 2) authorizing AET's presence on site or 3) written or electronic notification for AET to proceed with any of the Services described in this proposal. Please indicate your acceptance of this proposal by signing below and returning a copy to us. When you accept this proposal, you represent that you are authorized to accept on behalf of the Client.

We have enclosed with this proposal a copy of the "Environmental/Geotechnical Service Agreement-Terms and Conditions." The terms contained in this attachment are incorporated herein and are an integral part of this contract for professional engineering services.

If you have any questions regarding our services, or need additional information, please do not hesitate to contact us.

Sincerely,
American Engineering Testing



Gregory Guyer, PE (MN, SD, IA, ND, NE)
Senior Engineer
gguyer@teamAET.com
C: 507.420.3867

PROJECT FEE ESTIMATE

CLIENT:	City of Pipestone, MN	**DATE:**	11/3/2025
PROJECT:	Pipestone Municipal Airport (PQN) - AVGAS and Jet A Fuel System Replacement - Design	**PREPARED BY:**	SP

Task	Task Description	Estimated Person Hours Required						Totals
		Sr. Eng.	Proj. Eng.	Grad. Eng.	Surveyor	Sr. Planner	Admin.	
1	**Design & Bid Administration**							
1.1	Project Scoping	8	4	4	0	0	0	17
1.2	Project Meetings	12	8	0	0	8	4	32
1.3	Site Selection	4	8	24	0	24	0	60
1.4	Topographical Survey	0	4	0	20	0	0	24
1.5	Geotechnical Investigation	0	2	0	0	0	0	2
1.6	Construction Safety and Phasing Plan (CSPP)	2	4	8	0	0	2	16
1.7	Prepare Prelim. Plans, Specs., and Cost Est.	8	20	40	0	0	12	80
1.8	Prepare Final Plans, Specs., and Cost Est.	4	10	20	0	0	4	38
1.9	Prepare Final Bidding Documents	2	4	0	0	0	4	10
1.10	Pre-Bid and Bid Opening	1	2	0	0	0	2	5
1.11	Bid Assistance, Review, and Award	2	4	0	0	0	2	8
1.12	Prepare Grant Application	2	4	0	0	0	2	8
	Total Person Hours	**45**	**74**	**96**	**20**	**32**	**32**	**300**
	Direct Labor Rate	$60.00	$40.00	$30.00	$45.00	$37.00	$27.00	
	Total Direct Labor Cost	$2,700.00	$2,960.00	$2,880.00	$900.00	$1,184.00	$873.99	$11,562.99
	Overhead Rate 2.257	$6,093.90	$6,680.72	$6,500.16	$2,031.30	$2,672.29	$1,972.60	$26,097.67
	Subtotal Labor Cost							**$37,660.66**
	Direct Expenses							
		Geotechnical Investigation - AET						$3,500.00
		Mechanical Engineering - Endpoint Solutions						$26,690.00
		Electrical Engineering - Barr Engineering						$11,500.00
	Total Expenses							**$41,690.00**
	Fixed Fee 15% x Subtotal Labor Cost							$5,649.10
	Total Task 1							**$85,000.00**