

From: Delarosbil Donald
 To: ScottOBrien@lowerchurchillproject.ca
 Subject: Confidential Commercial Negotiations
 Date: Friday, December 8, 2017 2:42:07 PM
 Attachments: [Outlook-1461094094.png](#)

WITHOUT PREJUDICE

Hi Scott,
 Just so there is no confusion with what we discussed earlier this week, I have summarized the following table of commercial items.

Item Description	Astaldi Request	Nalcor Offer	Astaldi Counter Offer
Mezzanine Acceleration	\$2,758,100	\$2,758,100	\$2,758,100
Laydown Area Relocation	\$1,249,525	-----	\$ 800,000
Mezzanine Transfer of Control	\$ 350,000	\$0	\$0
Outstanding Disputed Items	\$2,100,067	-----	\$1,500,000
10 Ton Crane (Previously Agreed)	\$1,224,864	\$1,224,864	\$1,224,864
NSB Acceleration Concrete	\$2,022,300	-----	\$2,022,300
Saramac (Previously Agreed)	\$ 600,000	\$ 600,000	\$ 600,000
Acceleration of the Building Enclosure	\$3,278,266	\$3,278,266	\$3,278,266
Elevator Shaft	\$1,191,340	-----	\$ 300,000
Drainage Gallery	\$1,380,448	-----	\$ 690,224
UT	\$ 200,000	\$ 200,000	\$ 200,000
Column Splices	\$1,000,000	\$1,000,000	\$1,000,000
Total: All Items	\$17,354,910	\$9,061,230 9.5 Million	\$14,373,754

You will note that the ICS wall is not included in the table since this was previously agreed between you and Georges.

I also don't believe that the Saramac \$600,000 acceleration should be included since this had also been previously agreed but I included it in the list.

In summary, your offer was 9.5 million which included the second 10 ton crane and Saramac acceleration costs.

Our position after adjustments and allowances is 14 million.

When we left Wednesday afternoon our understanding was that you would get back to us.

I am available to discuss at your convenience

Don Delarosbil
 Project Manager



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