



xavier cartron
PARIS

Date: 14 September 2018
Ref. MA18.36-L-000002 V.1

Attention: Mr. Jeffrey Epstein
Owner
LSJE, LLC
6100 Red Hook Quarter, B3
St. Thomas, U.S. Virgin Islands 00802

Project: LSJ18.41 & GSJ18.42 – Little Saint James Island Development Architecture Design Consultancy Services, U.S. Virgin Islands, USA

Subject: Conceptual Architectural Design Services – Technical and Financial Proposal REV.02

Dear Sir,

The Design Agency Xavier Cartron (XC) is pleased to present this revised Brief Technical and Financial Proposal to the Client for the Conceptual Architectural Design Services of the Little Saint James Island Development Architecture Design Consultancy Services, U.S. Virgin Islands, USA , in response to the request for proposal made on the 25th to the 27th of August 2018.

Following the Submission of our Technical and Financial Proposal REV.1 and the Meeting with the Client on Friday the 7th of September 2018, the Clarifications Phone Call on Monday the 10th of September 2018 as well as the feedback received via the email from the Client on Wednesday the 12th of September 2018, please note the following:

a) We compared our offer with the other counter offer received as a Baseline of negotiation and here-below are our findings:

Xavier Cartron Proposal	Other Proposal
The <u>Scope of Work</u> proposed was for Little Saint James Island Development and Great Saint James Island Development	The <u>Scope of Work</u> proposed was for Little Saint James Island Development
XC will revise its Scope Work / Perimeter of Scope for Little Saint James Island Development	
The <u>Scope of Service</u> proposed is to create the whole Island as one Home.	The <u>Scope of Service</u> proposed are limited to the Master Plan and the Main House Architecture Design
XC doesn't believe in "Designing" Architecture as a Design Product but we believe that Architecture is a Conclusion of a Story justified by the environment, the land, the Client needs, etc... So, even with the tight budget perimeters given, we will not be able to deliver part of a whole story and we will stick to our major Design Principles.	
The initial <u>Deliverables</u> proposed are based on our Standard Deliverables as we were trying to give to the Client the Maximum Deliverables as an output of serious time, effort and quality of Architecture as follows:	The <u>Deliverables</u> proposed are limited to:

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1. Data collection and site reconnaissance	1. N/A
2. 2 Master Plans for LSJ and GSJ	2. General Master Plan for LSJ
3. Architectural Drawings	3. Main House Architecture Drawings
4. 27 No. 3D Renderings	4. 3 No. 3D Renderings
5. 10 No. Mood Boards	5. Mood Boards

XC will still stick to delivering the LSJ Story but with less Deliverables to fit within the Client Budget keeping in mind that if the Story will be successful and well reflects the Client's expectations, the Concept Design will be developed further to Advance Concept Design as a separate task.

b) Stating the above, we here-below reiterate our Project Understanding, Scope of Work, Scope of Services and Deliverables with minor revisions to reflect the latest development on the Proposal Negotiation:

1. PROJECT COMPREHENSION

The project comprises the development of the Client's personal Vision and Illustrative Master plan for 'LSJ' and 'GSJ', two Personally Owned Islands in the U.S. Virgin Islands, to stimulate the Client and provide him with Beautiful Serene Authentic Private Living Places.

Each Island is considered as "Private Home" with broken components reached by roads depending on the mood, time and function during the day.

Important restriction to be considered during design:

- Access to the Islands
- Topography
- Weather Conditions
- Wind Effect on the Living
- Hurricanes
- Construction Material Availability and Durability
- Construction Complexity and Quality
- Logistics
- Staff Movement during life cycle

The vision for LSJ And GSJ is to create a destination steeped in the natural beauty of the landscape. The different altitude and rugged landscape creating a unique environment for this development, taking full advantage of majestic views across the ocean as well as the rich site assets.

The brief is to establish the identity of each Island to a given character through designing and visualizing the conceptual architecture.



2. SCOPE OF WORK

The project is expected to cover the following:

Code	Master Plan Precinct	Estimated Land Area (Hectares) to be developed	Estimated Building Area (sqm) to be designed
LSJ	Little Saint James Island Development	27Ha	7,000 sqm





3. SITE ASSETS AND EXISTING PLACES

Code	Zone	Components
LSJ - Little Saint James Island Development		
A.		<ul style="list-style-type: none"> 01. Central Courtyard 02. Covered Outdoor Living Space (Desk 1) 03. Pool 04. Guests Spaces (x4) 05. The House Kitchen 06. Central Laundry (underground) 07. Cinema Space 08. Sleeping Space and Amenities 09. Library: Reading and Working Space (Desk 2) 10. Dental Clinic 11. House Manger 12. NSEW Identifier 13. None Utilized Terrace Space 14. "E" Place Identifier
B.		<ul style="list-style-type: none"> 15. Dock for Boats 16. Swimming Alcove Space 16. Barge Loading Dock 17. Tunnel and Workshops 18. Engineering and Central Plant 19. Plantation Nursery 20. Day Space (Desk 3)



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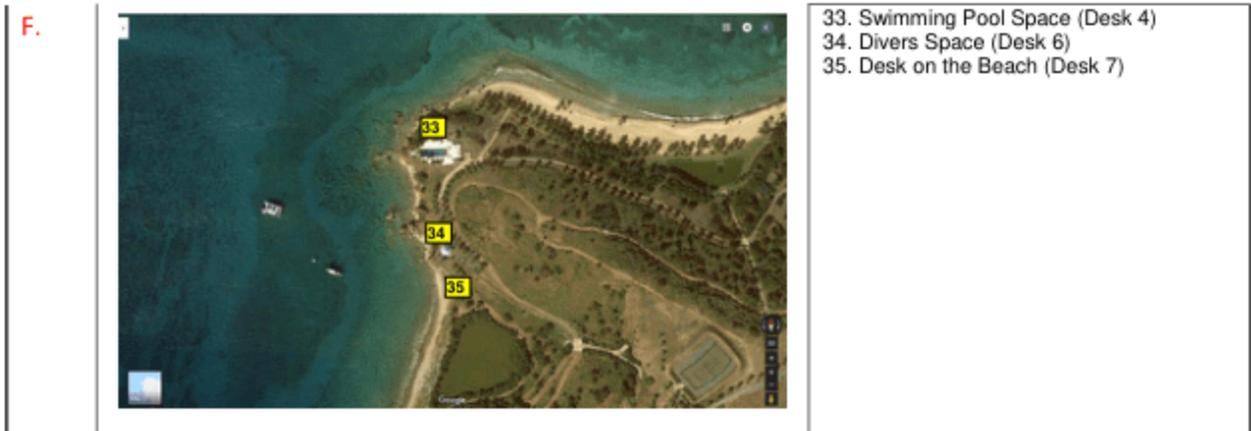
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C.		<ul style="list-style-type: none">21. Helipad22. Gym and Spa Space23. Clock Identifier24. Administrative Beach Office25. None Utilized Tennis Court Place
D.		<ul style="list-style-type: none">26. Calm Space27. Gone with the Wind Building28. Flag Identifier
E.		<ul style="list-style-type: none">29. Reading Space30. Spiritual Space31. Pond32. Farming Place



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4. SCOPE OF SERVICES

In relation to the above areas, XC shall perform the following **services** as indicated below:

DATA COLLECTION, PREPARATORY WORK AND CONCEPT DESIGN STAGE

PHASE 01 - DATA COLLECTION AND SITE RECONNAISSANCE

The Consultant will collect relevant data and ascertain in conjunction with the Client the project requirements. This phase will include the following:

- Client's statement of project requirements, i.e. the design brief that will generally include the Client's objectives of time, cost, quality and function of the project as well as programming guidelines.
- Site information, if available, such as:
 - * Topographical Survey maps of the site and its surrounding in 3-D digital CAD format
 - * Soil investigation report
 - * Climatic and environmental data
 - * Boundary limits
 - * Location of major nearby utility structures such as sewage treatment plant, ground and/or elevated water storage, public landfill areas, etc.
- Statement on fundamental code, regulations & zoning requirements.
- Preliminary space allocation program.
- Relevant local materials and products.
- Relevant local habits and traditions.



PHASE 2 - MASTER PLAN AND PROGRAMING

The Consultant will undertake the following tasks in the process of preparation of the master plan of the project:

- Review of all Facilities Requirements.
- Development layout will be prepared responding to the goals and strategies of the project and reflecting the outcome of the above review and study indicating:
 - The distribution of building types and areas for services.
 - Developing area programmes.
 - Open space and landscape structure.
 - Proposed road network, pedestrian spines and parking.

Master Plan Report

The Consultant will prepare a Report summarizing the work leading to the preparation of the final master plan. The Report will be accompanied with a series of maps containing the plans of the Project site, the parcellation, roads and urban design frameworks highlighting the development goals and objectives, and the strategic concepts for development along with the formulation and evaluation of the preliminary site plan.

The Report will be dealing with the site investigations and analysis, its development capacity and will provide description of relevant site characteristics using the results of the various surveys and investigations.

The Report will also include and address the following items:

- Design philosophy and updated Project design detailed description.
- Proposed Architecture character of the buildings.
- Area tabulation schedules based on the latest design of the site layout.

PHASE 3 - CONCEPT DESIGN

The Consultant will start work, in coordination with the Client and other related parties on the Concept Design of the buildings. The Consultant will prepare the Concept Design taking into consideration the following elements:

- Site analysis and zoning studies.



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- Examination of the space allocation program against the areas available.
- Tabulation of space requirements.
- Proposed Concept Design. This will be inclusive of plans, elevations, massing studies, sketches, mood boards and colored perspectives.

Concept Design Report

At the end of this Phase the Consultant will submit to the Client for review and approval the Concept Design Report. The report will present an outline description of the proposed Concept Design as well as the outcome of the elements mentioned in above.

5. PROJECT PROPOSED DESIGN TIME SCHEDULE

- 1 Week Mobilization
- 3 Months design schedule (starting from the date of receiving the Letter of Award)

6. EXCLUSIONS

The following items are excluded from this proposal:

1. Feasibility Studies
2. Engineering Design Full Services (MEP, Structure, etc....)
3. Specialized work like Security, Audio Visual, Environmental, Geotechnical, Topographic Surveys, etc
4. Site Surveys
5. Local Authorities Approvals and Permits
6. Life Safety Report and Fire Strategy
7. Physical Models, As-to-be Built Models, Mock-ups
8. BIM and 3D Animations
9. Direct Costs (Travel Expenses outside the Design Office (France), Printing, Courier, Permit Costs, etc..)
10. Any other services or expenses not listed in the Scope of Services above.



7. FINANCIAL PROPOSAL and DELIVERABLES

The estimated Design Fee for the Preparation of the Concept Design Presentation Little Saint James Island Development is broken down as follows:

Code	Master Plan Precinct	Estimated Land Area (Hectares) to be developed	Estimated Building Area (sqm) to be designed	Design Deliverables	Design Fees
LSJ	Little Saint James Island Development	27Ha	7,000 sqm	<ul style="list-style-type: none">o Master Plano 1 No. CGIs - HERO Shotso 4 No.CGIso 5No. Design Intent Boards	Euro 120,000/- Nominal Fee

PAYMENT SCHEDULE FOR THE DESIGN SERVICES

Payment No.	Phase	Milestone %
1.	Mobilization	25%
2.	Submission of Task	75%
	Total	100%



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GENERAL ASSUMPTIONS & COSTING CONSIDERATIONS

The following assumptions have been used in calculating the proposed design fees:

- Our proposal is based on the above Project Comprehension and Scope of Work. If any addendum will be issued that will have an impact on the Consultant (XC) Scope of Work and Services, the Consultant will reconsider their fee accordingly.
- If there is a major increase in the design works defined as a single or accumulative increase of the previously agreed ones, then XC will be entitled to additional design fees on a pro-rata basis. Client written approval prior to XC undertaking such changes must be obtained.
- If there is a change to approved design works instructed by the Client, the additional fee shall be calculated on the basis of an estimate of staff inputs.
- XC will not be responsible for any delays by third parties such as Statutory Authorities Approvals, Specialists and Consultants employed by the Client, Client Activities and the like outside our control.
- Costs (time and expenses) of travelling outside the Design Office by Consultant's staff during all stages and phases of work, if required for the project, shall be paid directly by the Client (Business Class Airfares and Hotel accommodation plus expenses at cost).
- Our offer is valid for three months from the date of submission of this offer.

We hope this proposal meets your requirements and look forward to receiving your confirmation.

If you have any queries please don't hesitate to contact the undersigned.

Yours faithfully,

For Xavier Cartron – Paris

Kifah Laham
Chief Executive Officer

CC: Xavier Cartron – Chairman
XC-Q/KL/ha