



SIGNATURE & SUMMARY PAGE

SUNCREST VILLAGE



NOT OFFERED SEPERATLY

NEW COPING

SEAL OF APPROVAL:

&

WATERLINE TILE

SEAL OF APPROVAL:

\$19,800

**RESURFACING
QUARTZ AGGREGATE
KONA COAST**

\$29,275

SEAL OF APPROVAL:

TERMS

- WORK TO BE SCHEDULED BY CONTRACTOR
- 50% DEPOSIT DUE WITH APPROVAL
- 50% DUE WHEN WORK IS COMPLETED
- 1 YEAR WORKMANSHIP WARRANTY
- 2 YEARS WORKMANSHIP WARRANTY IF UNDER MANAGMENT

SEAL OF APPROVAL:

PRINTED NAME:

DATE OF APPROVAL:



RESURFACING

✓ INCLUDED



DRAIN POOL

We will drain your pool using your filtration equipment, sump pumps, trash pumps and gravity. Discharged water will go downhill.

(INCLUDED IN RESURFACING COSTS)



SAW CUTTING

Saw Cut and Chip around all fixtures.

(INCLUDED IN RESURFACING COSTS)



REMOVAL OF EXISTING POOL PAINT

Our quartz aggregate pool surfaces will not stick to pool paint. We will remove all of the Paint from your concrete pool surface using a sand blaster or Hydro-blaster. Exposing the original aggregate surface.

(INCLUDED IN RESURFACING COSTS)



✗ NOT INCLUDED



If more than 10% of the pool shell is hollow but less than 30% we will bill at a rate of \$3.75 Per square foot for the square footage above 10%

✗ (NOT INCLUDED IN RESURFACING COSTS)



If your pool is found to have 30% (or more) of the surface de-laminating all of the existing pool surface needs to be chipped out and removed. \$3.25 Per Square Foot.

✗ (NOT INCLUDED IN RESURFACING COSTS)



STRUCTURAL CRACK REPAIRS (IF PRESENT) NOT INCLUDED



If **STRUCTURAL CRACKS** are found in your shell a change order will be submitted at a cost of **\$65/ Linear foot.** For Carbon Fiber Structural staple and epoxy repair.

✗ (NOT INCLUDED IN RESURFACING COSTS)

CHRISTOPHER EVAN CARVER
 EMAIL: CARVER@AQUATICMANAGEMENTGROUP.COM
 ADDRESS: 5300 ATLANTIC AVENUE SUITE 101 RALEIGH | NC 27609
 C.S.O PARTNER / OWNER
 CELL: 919.600.4118



RESURFACING



INCLUDED



REMOVE ALL DEMO MATERIALS



BOND-COATING YOUR POOL

Bond Coat also sometimes called scratch coat / brown coat is the process of applying a polymer enhanced liquid mortar to the surface that acts a bond between old surface and new surface.



(INCLUDED IN RESURFACING COSTS)



NOT INCLUDED



WE WILL NEED WATER

If a licensed plumber is needed to create a temporary water source to give us the water we need while protecting the winterization of your facility.

You will be responsible for the cost of the water to refill your pool when work is completed.



Construction dumpsters may scratch or damage your parking lot or the seal coat on your parking lot.

This should be expected.

Any repairs to parking lot:

"BY OTHERS"



(**NOT** INCLUDED IN RESURFACING COSTS)



If neighbors choose to deposit household / home reno trash in job site dumpster HOA will be charged replacement fees.

-OR-

If customer requests that dumpster and /or port-a-john **be removed** from job-site before we are finished with the work, additional dumpster fees will apply.



(**NOT** INCLUDED IN RESURFACING COSTS)

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RESURFACING

CUSTOM INLAY STEP TREAD & DEMARCATION TILE

The same tile will be used to create the (code required) demarcation tiles on depth transitions and step edges.



BLACK -OR- BLUE

✓ (INCLUDED IN RESURFACING COST)

This is "our signature". We will hand cut a custom tile inlay to set in the floor of your pool, to either resemble your swim team mascot or some version of your neighborhood logo. We reserve the right to determine if the image will work well in the tile medium. This is truly a gift and if you choose to not accept the gift there is no cost reduction in the proposed price.

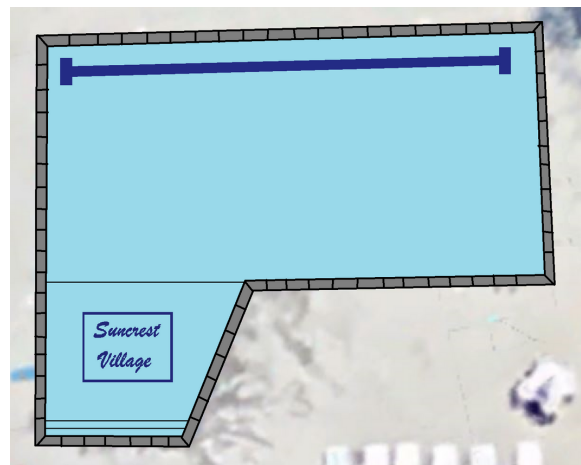
Other examples of our work may be found on the reference pages at end of proposal.

just for you



Suggested Placement & Scale
(INCLUDED IN RESURFACING COSTS)

This rendering was roughly sketched from a very low quality image off the internet. We can do better once provided a J-Peg of the logo.



Suggested Placement & Scale
(INCLUDED IN RESURFACING COSTS)



RESURFACING

ABOUT KONA COAST



Description Blue Terra Color Quartz swimming pool finishes are engineered quartz plasters featuring blended colors of colored-quartz aggregate. Quartz Plaster's raw material is natural silica sand. Even the purest grades of floated, processed silica, in its raw state, have trace amounts of iron and will yellow over time underwater. The quartz plaster coming from all the Florida plaster manufacturers is 90% uncoated and only 10% colored quartz. The terminology Color-Quartz means the silica has a ceramic color coat applied to it at THE plant in Fort Mill SC. Blue Terra quartz is the only brand of quartz plaster on the market that is 100% coated. We do this to ensure color sustainability.

Blue Terra quartz plaster also contains only chlorine resistant inorganic pigments. Quartz plaster is a hard troweled finish, typically acid and pressure cleaned the day after plaster installation.

Benefits - Durability: quartz aggregate is impervious to pool water chemicals - Colorful: Blue Terra quartz plaster contains multicolor sands - Sustainable color: 100% UV/chlorine resistant inorganic color.

Manufacturer (QPG) offers a 5 year material warranty for the surface. AMG offers a 1 year workmanship warranty on non-managed accounts and a 2 year workmanship warranty on pools managed by AMG.

Resurfacing of your pool will happen in one day by team of expert plaster finishers.



✓ (INCLUDED IN COPING / WATERLINE TILE COSTS)

RESURFACING EXPECTATIONS!!!!

Little Feet & Concrete

1 MOM



- Usually has the kids wear shoes if they are playing outside.
- Is planning to take her kids to the pool for the first time this year!
- Knows the pool just got renovated and looks amazing! She saw a photo of it in the neighborhood news letter.
- Knows that the asphalt in the pool parking lot will be hot.
- Knows that the concrete on the pool deck will be brush finished concrete.
- Knows that the county health department requires that these surfaces have a "non-slip texture".
- Knows that the pool used to be a painted pool and that the pool surface used to be too slippery.
- Knows that the board made the decision to resurface the pool with a quartz aggregate finish.
- Knows her babies feet are soft from wearing shoes and socks all winter and may need to toughen up.
- Puts flip flops on her kids feet so the parking lot, side walks, and pool decks don't create abrasions.
- Has her kids wear aqua shoes for the first few pool trips for most of the time they are in the pool.
- #1 Mom is happy.

Mom # 2



- Usually has the kids wear shoes if they are playing outside.
- Is planning to take her kids to the pool for the first time this year!
- Knows the pool just got renovated and looks amazing! She saw a photo of it in the neighborhood news letter.
- Takes her kid to the pool the day it opens for 4 hours barefoot.
- Notices small circular abrasions on her Childs feet when the child is drying off to go home.
- Mom # 2 tells all the other moms that the pool surface is too rough and that it needs to be redone.
- Mom #2 Emails the property manager about this.
- Mom #2 Wants this addressed Immediately.
- Mom #2 is not happy.

These two scenarios are described in your resurfacing proposal to help manage expectations.



DESCRIPTION OF RESURFACING PROCESS AND PROPOSED SCOPES.



~AFTER-PLASTER CARE~

We follow the National Pool Plasterers Council's Recommendations on the "Start Up". This includes daily care of the newly installed pool surface for 30 days following installation. Here it is "startup card" this agency provides to installers.

SWIMMING POOL START-UP PROCEDURES

The pool finish will start to hydrate immediately after mixing, with the majority of hydration taking place within the first 28 days. This critical time period is when a finish is most susceptible to staining, scaling and discoloration. Proper start-up procedures including timely brushing and constant monitoring and adjusting of the pool water is mandatory. The following recommended start-up method is based on procedures shown to produce the best aesthetic results. Due to unique local water conditions and environmental factors, parts of these recommended start-up procedures may need to be modified to protect the pool finish. For example: filling the pool with extremely low calcium hardness, low pH or low total alkalinity levels may necessitate changes to these procedures. Brushing and monitored chemical¹ adjustments will be mandatory by the homeowner or a trained pool technician during the service life of any pool surface. ALWAYS ADD A CHEMICAL TO WATER, NEVER WATER TO THE CHEMICAL.

POOL FILLING DAY

Step 1. Make sure the filtration equipment is operational.
Step 2. Remove all floor return heads and directional eyeballs *(if appropriate and recommended in your geographical area)*.
Step 3. Based on temperature and type of finish, fill the pool to the middle of the skimmer or specified water level without interruption as rapidly as possible with clean potable water to help prevent a bowl ring. Place a clean rag on the end of the hose, always placed in the deepest area, to prevent damage to the surface material. If a water truck is required, 24 inches (60 cm) of water should be placed at the deepest area for a water cushion. Wheeled devices should not be used in the pool until after 28 days.
Step 4. At no time should any person or pets be allowed in the pool during the fill. Do not allow any external sources of water to enter the pool to help prevent streaking. It is recommended that you do not swim in the pool until the water is properly balanced.
Step 5. Test fill water for pH, alkalinity, calcium hardness and metals. Record test results.
Step 6. Start the filtration system immediately when the pool is full to the middle of the skimmer or specified water level.

1st DAY (It's vital to follow these steps in order - prior to proceeding to the next step)

Step 1. Test pH, alkalinity, calcium hardness and metals. Record test results.
Step 2. High alkalinity should be adjusted to 80 ppm¹ using pre-diluted Muriatic Acid (31-33% Hydrochloric acid). Always pre-dilute the acid by adding it to a five gallon (19 L) bucket of pool water.
Step 3. Low alkalinity should be adjusted to 80 ppm¹ using sodium bicarbonate (baking soda)¹.
Step 4. pH should be reduced to 7.2 to 7.6 adding pre-diluted² Muriatic Acid *if the alkalinity is already 80-100 ppm¹*.
Step 5. Brush the entire pool surface thoroughly at least twice daily to remove all plaster dust.
Step 6. Although optional, it is highly recommended to pre-dilute and add a quality sequestering agent using the recommended initial start-up dosage and then the recommended maintenance dosage per the sequestering agent's manufacturer.²
Step 7. Operate filtration system continuously for a minimum of 72 hours.
Step 8. DO NOT add chlorine for 48 hours. DO NOT turn on pool heater until there is no plaster dust in the pool.

2nd DAY - Brush the Pool

Step 1. Test pH, Alkalinity and Calcium Hardness and repeat steps of 1st Day except for Step 6.
Step 2. Once the alkalinity is adjusted to 80ppm and the pH is adjusted to 7.2 to 7.6, then adjust calcium hardness levels to a minimum of 150 ppm.
(Caution: Adjustments requiring more than 20 Lbs of CaCl₂ should be pre-diluted and added in 10 lbs increments - morning and afternoon)

3rd DAY

Step 1. Test pH, Alkalinity and Calcium Hardness and repeat 1st Day Steps 1 through 6.
Step 2. Pre-diluted² chlorine may now be added to achieve 1.5 to 3 ppm¹. NO SALT SHOULD BE ADDED FOR 28 DAYS.
Step 3. Brush the entire pool surface thoroughly at least twice daily to remove all plaster dust.

4th THROUGH THE 28th DAY

Step 1. Test pH, Carbonate Alkalinity and Calcium Hardness and repeat 1st Day Steps 1 through 5 every day for 14 days to help prevent the scaling of the pool surface.
Step 2. On the 7th day, if there is any plaster dust remaining - remove it using a brush pool vacuum.
Step 3. After the 4th Day - calcium levels should be adjusted slowly over the 28 day period not to exceed 200 ppm¹
Step 4. After the 4th Day - adjust cyanuric acid levels to 30 to 50 ppm¹ based on the primary sanitizer of the pool (pre-dissolve² and add through the skimmer).

Purchase Taking Care of Your Pool DVD from the National Plasterers Council www.nppc.org or call (866) 483-4672



After plaster Care is included in proposed cost for pools under current management with our company.

We will apply the money budgeted in your management contract for the management of your pool for the duration of the project to the labor needed to provide the after plaster care services.

No credit will be issued for pool management while under renovation.



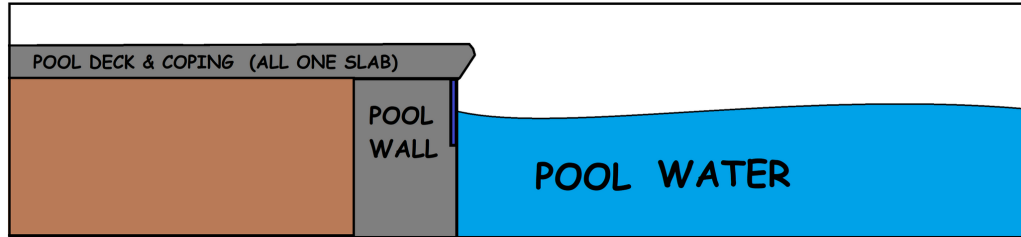
AFTER PLASTER CARE FOR POOLS NOT UNDER MANAGEMENT WITH AQUATIC MANAGEMENT GROUP TO BE HANDLED "BY OTHERS" UNLESS OTHER ARRANGEMENTS ARE MADE.



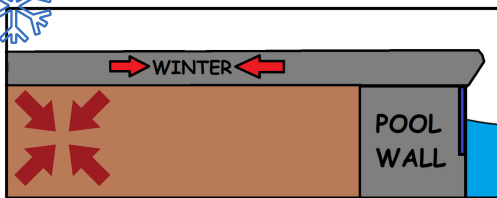
A COMMON COPING PROBLEM

Many developers choose to pour their own pool deck and often times they make the mistake of pouring the concrete pool deck and concrete coping all in one monolithic pour. Illustrated below.

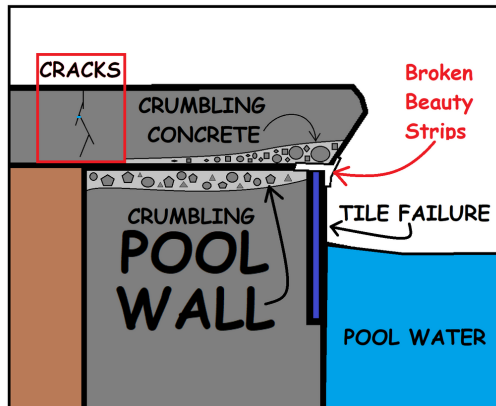
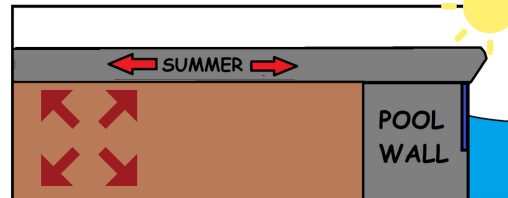
COPING & WATERLINE TILE REPLACEMENT



In the **winter** this whole slab will **SHRINK** a fraction of a percent.

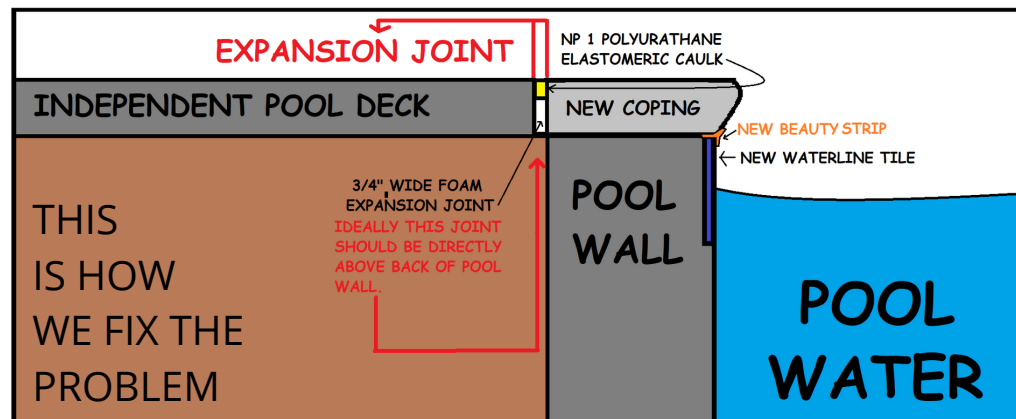


In the **summer** this whole slab will **EXPAND** a fraction of a percent.



This fractional movement of the deck:

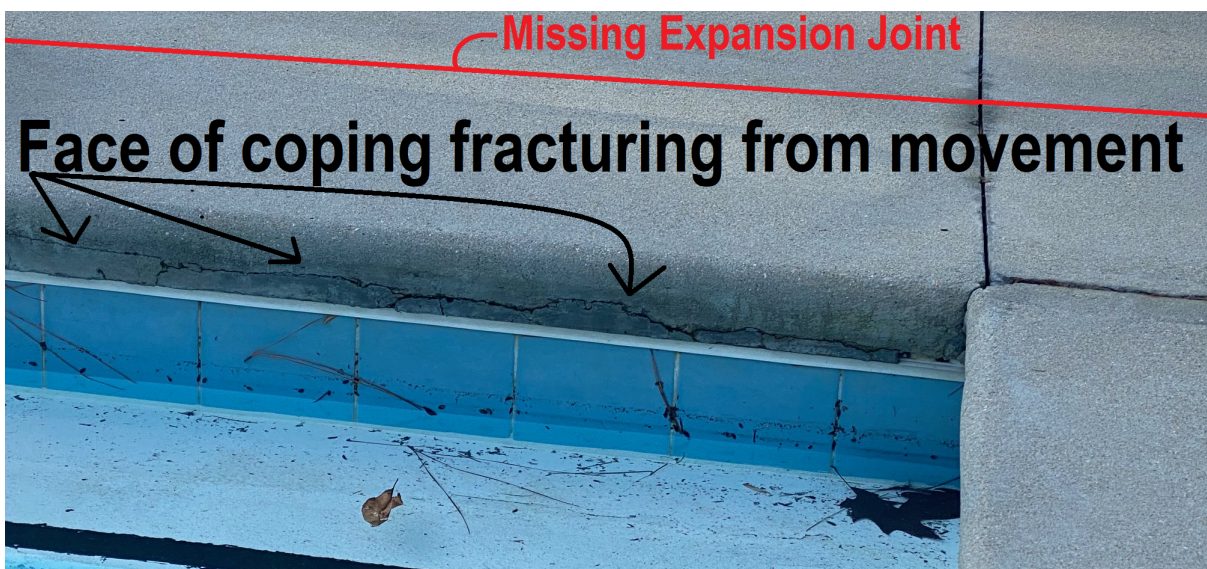
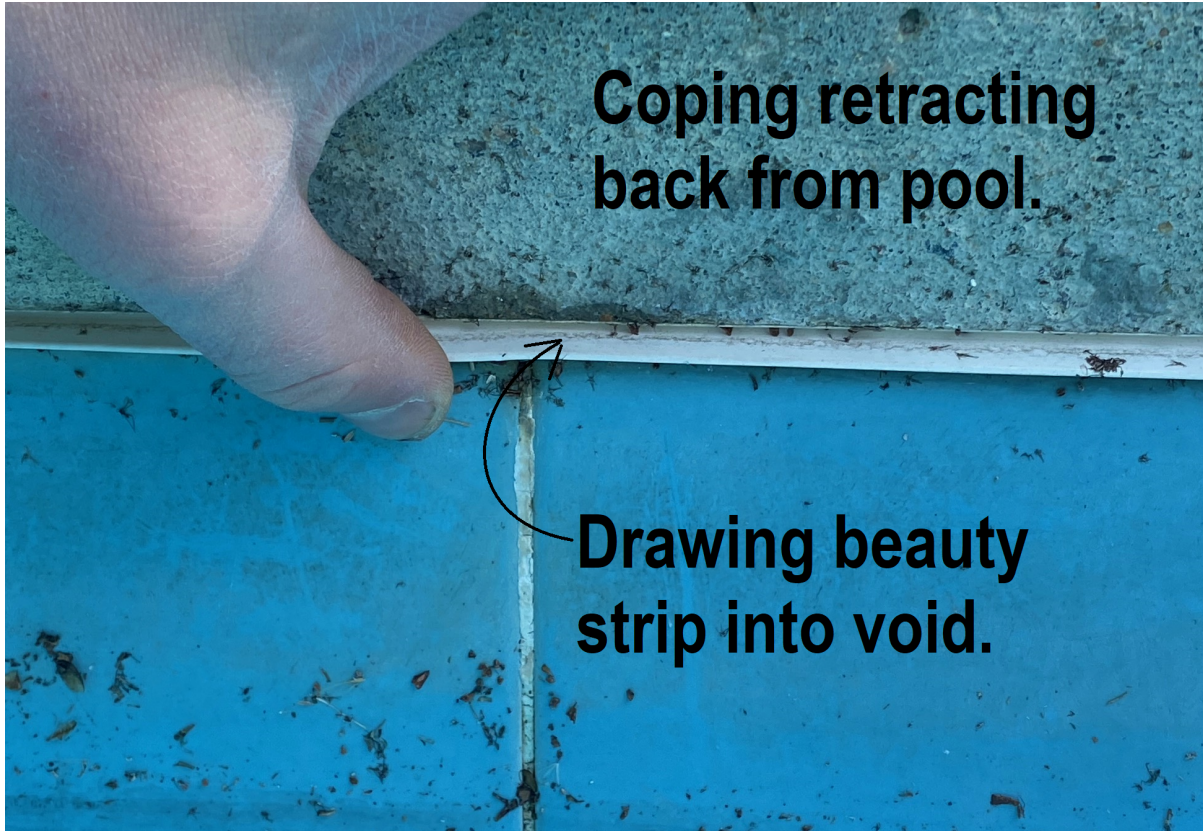
- Created cracks in the deck directly above the back of the pool wall.
- Causes the top of the pool wall to crumble.
- Causes the underside of the coping to crumble.
- Causes the white plastic beauty strip between the waterline tile and the coping to crack or fall out.
- causes the waterline pool tile to either become hollow, crack, or fall off the wall.



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DAMAGE THE LACK OF EXPANSION JOINT HAS CAUSED AT YOUR POOL:



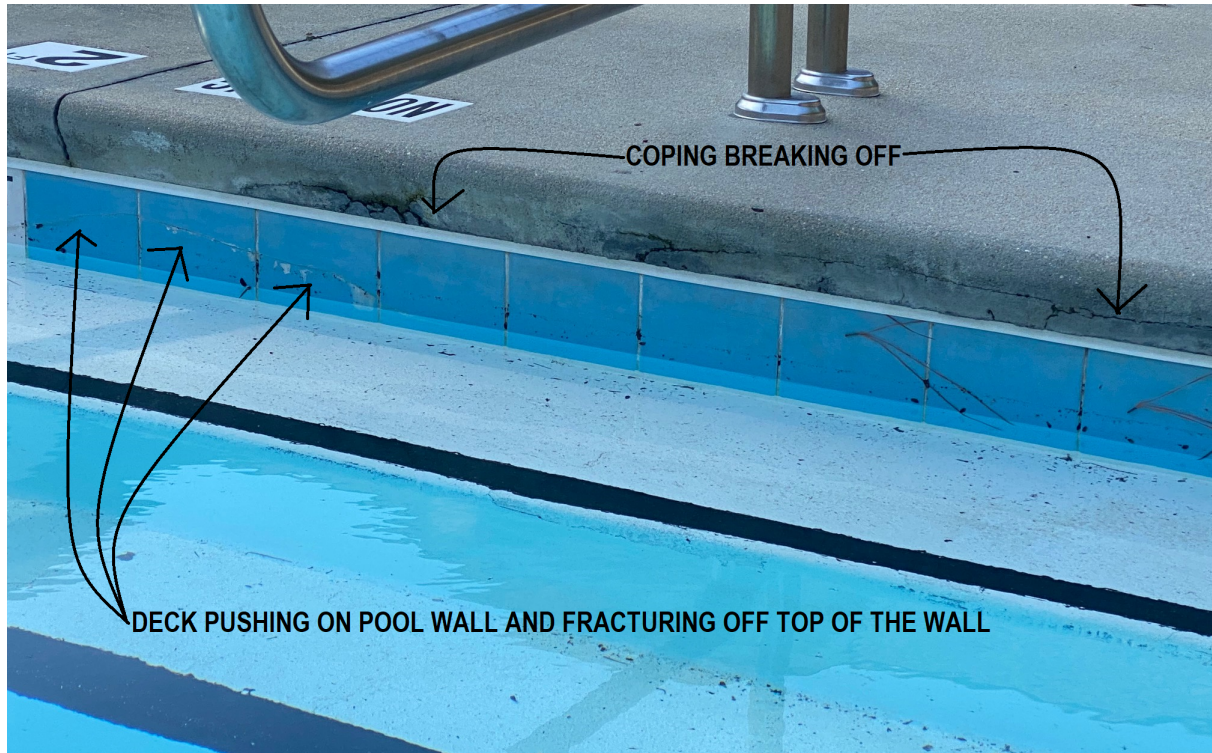
CHRISTOPHER EVAN CARVER

EMAIL: CARVER@AQUATICMANAGEMENTGROUP.COM

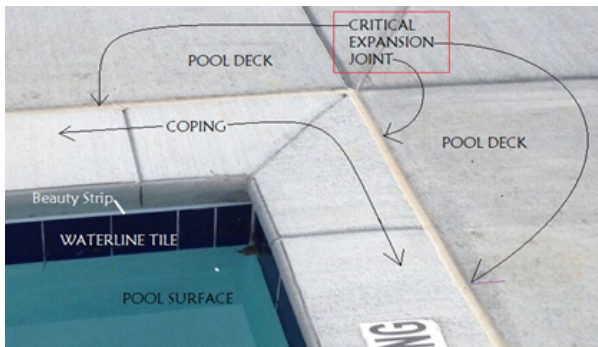
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C.S.O PARTNER / OWNER

CELL: 919.600.4118



COPING & WATERLINE TILE REPLACEMENT



Having a **3/4 caulked expansion joint** between your pool deck and your pool coping prevents cracking in both, and protects the waterline tile from movement in the deck, Pouring the deck and the coping all together is a costly shortcut many developers take.

1



Saw cut around full perimeter of the pool creating separation between the coping and the pool deck.

✓ (INCLUDED IN COPING / WATERLINE TILE COSTS)

2



Carefully demo the existing coping and remove it from job site.

✓ (INCLUDED IN COPING / WATERLINE TILE COSTS)

3



HANG NEW WATERLINE TILE

- Cobalt blue frost proof K-series
- Commercial waterline pool tile
- National Pool Tile brand
- Frost proof
- Glazed
- Appropriate depth marking tiles
- Skimmer throats will be tiled
- Shown below are the K series commercial solid tile choices we have quoted.
- All of these color selections are available at this same quoted rate.

SELECT ONE

BY CHECKING THE BOX OF THE SOLID TILE YOU PREFER



(TILES SELECTIONS SHOWN LEFT)
(INCLUDED IN COPING / WATERLINE TILE COSTS)

5 EQUIPOTENTIAL BONDING

Step 5 in the process of coping and waterline tile replacement is a step that will be contracted directly with an electrician of your choosing. The cost of this step is not included in the proposed project cost.

This would be an additional cost paid directly by you to the electrician.

Code requires embedded equipotential bonding utilities.

For instance: imagine this is your pool on the right..

The first three feet of deck around the pool is required to have a 6"X 6" welded wire steel reinforcing mat. This is bonded with copper wire to the re-bar in the pool shell. This should have been installed when the pool was originally built.

(Illustrated as a red grid pattern)

At every location where there are metal objects within 5' of the pool edge; ladders, handrails, diving boards, in -water lights, stanchion pole anchors... Etc. All of these fixtures should be held in place by bronze anchors.

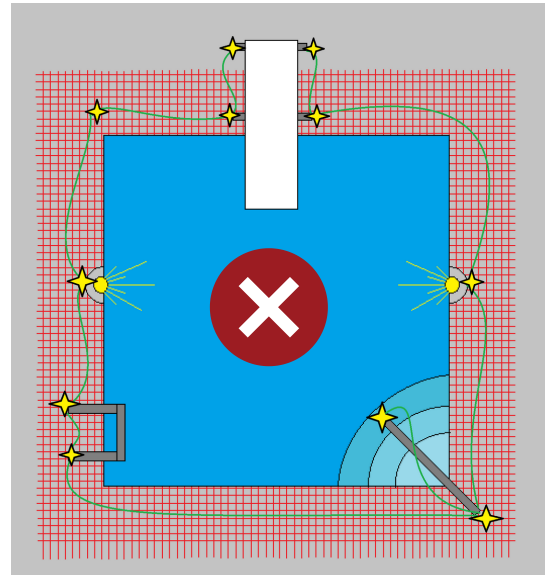
(Illustrated with yellow stars.)

All of these metal objects; the welded steel mat and the re-bar of your pool shell, are all required to be inter-connected with solid bare copper wire.

(Illustrated by meandering green line.)

This entire configuration of metal components and in concrete wiring is called the "equi-potential grid". Once the demo work is complete, an electrician will need to be hired to test this infrastructure and ensure that the cutting and demolition work did not interrupt it. In many cases the infrastructure is already interrupted before work even starts. You could in theory pay to have it tested prior to work starting but you would then need to pay again to have it tested after demo is done, because we have no way of knowing where these wires are located under the concrete. In some cases the wiring is not disturbed by the concrete cutting, but in most cases there is some re-configuring required after demo.

In some pools that we have worked on the entire 36" grid of welded wire mat is absent all together. In these cases (normally older pools) the coping project needs to expand to 36" back from pool edge to allow this infrastructure to be established. I have tried to describe this in the simplest terms possible, sometimes this can be better articulated in an onsite meeting.



We Recommend:

FUTURE CONNECTIONS

Shane Milburn

919.754.7127

shanem@future-connections.com

For this evaluation and to do the work to reestablish bonding if needed.

We have worked with them on nearly 100 projects like yours

We will handle coordinating testing with them
(or an electrician of your choosing)
on your behalf in terms of timing in the project

Depending on results from the testing, it is possible that additional scopes of work will be required. These scopes of work, if needed, are not included in the outlined project cost currently due to their (currently) unknown nature.

WE ARE NOT LICENSED ELECTRICIANS

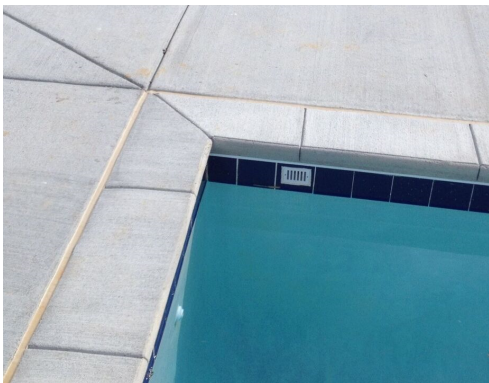


Electrical work & or additional concrete work related to bonding (or lack there of) is not included in proposed project cost.

6

POURING YOUR NEW CONCRETE COPING

- The good news is that **if** your pool fixtures are lacking bonding we have the unique opportunity, with the coping out, to traverse the needed solid bare copper wire through the void where the coping once was, around the perimeter of the pool.
- While the concrete is still wet, we set all code required non-skid tile inlays in the concrete.
- The finished product is permanent light broom finish.
- 3/4" Foam expansion joint will be caulked with NP-1 in color GREY once coping concrete cures out.
- Tiled depth markings and "no diving" inlays installed per code, this eliminates the need to paint stencils on deck.



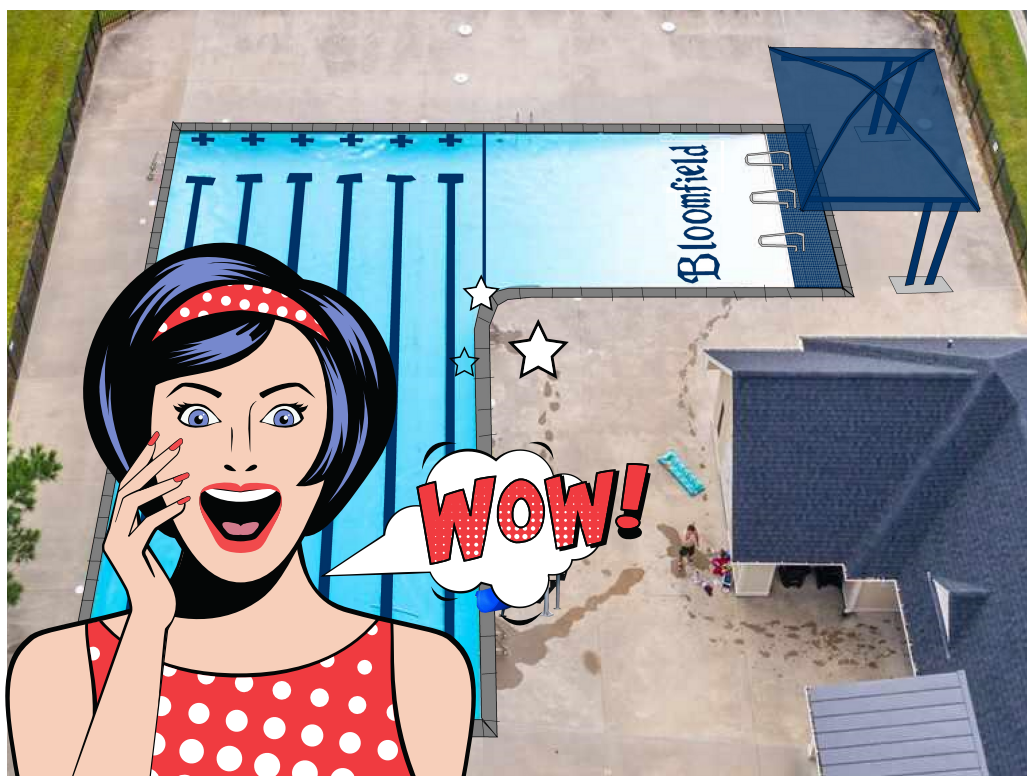
As you can see from images, the work of replacing the coping and waterline tile at your pool, must be done with the pool empty and is best completed prior to resurfacing your pool to protect the new surface we will be installing. We can resurface the pool without doing the coping and waterline tile work, but for best results, all of these scopes should be done together.



INCLUDED IN COPING / WATERLINE TILE COSTS)



SHADE



EXPECT 6 -8 Weeks for fabrication of your structure. These are "made to order".
Add a 19' X 30' Shade Structure to your facility and say goodbye to broken umbrellas!
If approved we will ask for an onsite meeting to discuss placement on your deck.

\$18,000 (installed)



Indicate Frame Color

Indicate Fabric Color

SEAL OF APPROVAL

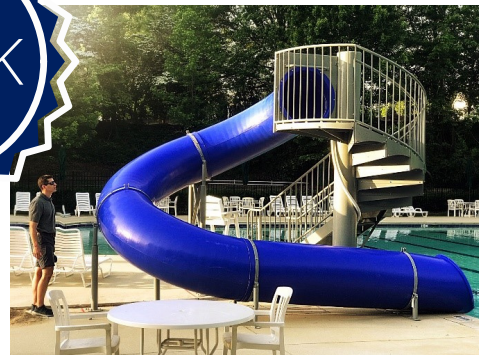
DATE



SLIDES

We can add a waterslide to your pool that will operate off your existing pump.

If you are interested we would like to schedule an onsite meeting with you to discuss the process and the possibility.



Call to schedule
onsite meeting
Chris Carver
(919)-600-4118

ABBINGTON

101 KELLYRIDGE DRIVE APEX | NC

Reference: Cathy Lemly (PPM)
Clemly@ppmral.com
(919) 848-4911



1075 RESIDENTS CLUB DRIVE CARY | NC

Reference: Tom Reina
TomReina@yorkproperties.com
919-461-2352



1013 JONES FRANKLIN RD RALEIGH | NC

Reference: Laura Hubbard
llh@nc.rr.com
919.859-4881





7409 FALLS OF NEUSE ROAD RALEIGH | NC

Reference: Facilities Director
Chris Farrow
919.369.5892



10630 BEDFORDTOWN DRIVE RALEIGH | NC

Reference: Cathy Lemly
clemly@ppmral.com
919.848.4911



KERR FAMILY YMCA

2500 WAKEFIELD PINES DRIVE RALEIGH | NC

Reference: Zach Friesen
919.475-5791
Zach.Friesen@YMCATriangle.org



6612 FALLS OF NEUSE RD RALEIGH | NC

Reference: Jeff Early
919.844.9667



FAIRCROFT

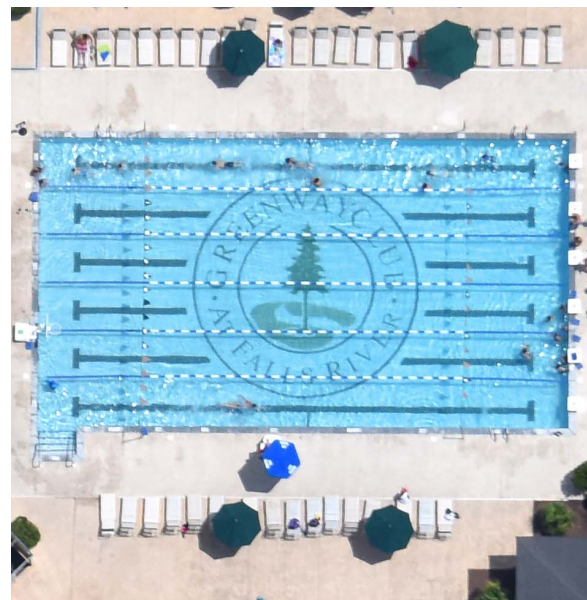
ENDENBURY DR RALEIGH | NC

Reference: Cathy Lemly
clemly@ppmral.com
919.848.4911



1300 FALLS RIVER AVE RALEIGH | NC

Reference: Christopher Carver
919.600.4118





RIVERSIDE

5697 CLARKS FORK DR RALEIGH | NC

Reference: Bonnie Giles
bonniegiles@townproperties.com
919.878.8787



ETHAN'S GLEN

7329 SEXTONS CREEK TRAIL RALEIGH | NC

Reference: Jay Blanchfield
jblanchfield@nc.rr.com
919.637.0066



COPPERLEAF

8325 GREEN HOPE SCHOOL RD CARY | NC

Reference: Cassie Renteria
cassie.renteria@realmanage.com
919.706.0094

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THANK YOU FOR CONSIDERING AQUATIC MANAGEMENT GROUP!

We are looking forward to earning your business. Please don't hesitate to call me if there are questions we can answer for you about our proposals. We are also happy to meet you on site at a time of your choosing to discuss the project, or to attend board meetings to introduce ourselves.



WE ARE LOCAL.
WE ARE LICENSED.
WE ARE THANKFUL FOR YOUR BUSINESS.