

## RESOLUTION NO. 2020 - 20

### A RESOLUTION OF THE LOWER PROVIDENCE TOWNSHIP BOARD OF SUPERVISORS, MONTGOMERY COUNTY, PENNSYLVANIA, APPROVING THE PRELIMINARY/FINAL LAND DEVELOPMENT PLAN OF DOROTHY M. SALTERS LIVING TRUST FOR THE PROPERTY LOCATED 3130 RIDGE PIKE

**WHEREAS**, Dorothy M. Salters Living Trust (“Applicant”) submitted a preliminary/final land development Plan proposing to re-construct an 11, 835 square foot building which will replace the 14,300 square foot building destroyed by fire; and

**WHEREAS**, the existing destroyed building contained several nonconformities which will be continued by the reconstructed building; and

**WHEREAS**, the Applicant has requested several modifications of the Subdivision and Land Development Ordinance in order to reconstruct the building; and

**WHEREAS**, the Plan has been reviewed by both the Montgomery County Planning Commission and the Lower Providence Township Planning Commission; and

**WHEREAS**, the Board of Supervisors now intends to approve the preliminary/final Plan of the Applicant consisting of fourteen (14) sheets, dated February 13, 2020, last revised September 2, 2020 prepared by Gorski Engineering, Inc.

**NOW, THEREFORE**, it is hereby **RESOLVED** that the Lower Providence Township Board of Supervisors does hereby approve the preliminary/final land development Plan, prepared by Gorski Engineering, Inc., consisting of fourteen (14) sheets, dated February 13, 2020, last revised September 2, 2020, subject to the following conditions:

1. Compliance with all outstanding comments of the Woodrow & Associates correspondence dated September 4, 2020, a copy of which is attached hereto and incorporated herein as **Exhibit “A”**.
2. Compliance with paragraphs 2, 3, 4, 6, 7, 8, 11, 12, 13, 14 & 16 of the McMahon Associates, Inc. correspondence dated September 14, 2020, a copy of which is attached hereto and incorporated herein as **Exhibit “B”**.
3. Compliance with the Thomas Comitta Associates, Inc. correspondence dated October 8, 2020, a copy of which is attached hereto and incorporated herein as **Exhibit “C”**, except for the payment of fees in lieu of plantings.
4. Compliance with all other ordinances and regulations, including the requirements of the Lower Providence Township Sewer Authority and applicable County, State and Federal rules, regulations, and statutes.
5. The Applicant shall execute Development and Financial Security Agreements in a form and manner to be approved by the Township Solicitor unless the requirement of financial security is modified by the Board, which in that event, an inspection and reimbursement agreement shall be required.

6. In addition to the foregoing conditions of preliminary/final land development plan approval the following Subdivision and Land Development ordinance modifications and stormwater ordinance waivers are resolved as follows:

- a. SLDO Section 123-18 – regarding existing features 200’ beyond the property line to be shown.

    X                          Approved                                           Denied

- b. SLDO Section 123-32 – regarding no curb or storm changes proposed for this project as it is a reconstruction of an existing use.

    X                          Approved                                           Denied

- c. SLDO Section 123-33 – as to sidewalks requirements; this is a partial waiver requested for a paver walkway.

    X                          Approved                                           Denied

- d. SLDO Section 123-37.E. – Parking spaces shall be located 20’ away from any property boundary.

    X                          Approved                                           Denied

- e. SLDO Section 123-37.L(4) – as to landscaping requirements.

    X                          Approved                                           Denied

- f. SLDO Section 123-37.P – regarding loading spaces.

    X                          Approved                                           Denied

- g. SLDO Section 123-43 – regarding stormwater management.

    X                          Approved                                           Denied

- h. SLDO Section 123-50– regarding a partial waiver for landscaping as to perimeter landscaping.

    X                          Approved                                           Denied

- i. SLDO Section 123-52 – as to shade trees.

    X                          Approved                                           Denied

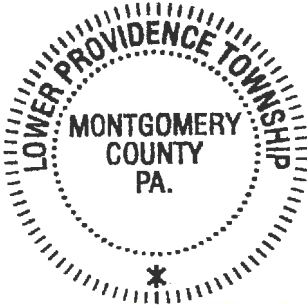
j. SLDO Section 123-58 – as to the posting of financial security for public or common improvements.

          X                     Approved                                          Denied

k. SLDO Section 123-108 as to recreation land and fees

          X                     Approved                                          Denied

***SO RESOLVED***, at a duly convened meeting of the Board of Supervisors conducted on this 5<sup>th</sup> day of November, 2020.

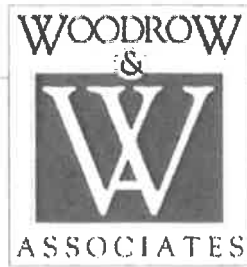


**LOWER PROVIDENCE TOWNSHIP  
BOARD OF SUPERVISORS**

*Jason F. Sorgini*  
Jason Sorgini, Chairman

ATTEST:

*Donald Delamater*  
Donald Delamater, Secretary



September 4, 2020

Michael Mrozinski, Director of Community Development  
Lower Providence Township  
100 Parklane Drive  
Eagleville, PA 19403

Reference: 3130 Ridge Pike – Salters Ski Shop Redevelopment

Dear Mike:

Please recall that over the last several weeks, a rather intense series of conversations between staff and the designers of the redevelopment of the Salters ski Shop property have taken place. The conversations have been as a result of the planning commission meeting discussions on the topic. The culmination of the planning commission meeting comments and our internal conversations have resulted in the submission of a revised set of plans. The documentation now contains a 14-sheet set of documents which does a much better job of specifying goals and details for the redevelopment project. The applicant has addressed my earlier concerns by providing grading, drainage and parking lot information. I believe that with the cooperative effort of the other Township review entities, we can bring this project to closure.

This 14-sheet set of documents has obviously been revised. However, no revision date appears on the plan set. For sake of clarity and completeness of file, I would ask that the applicant's engineer please provide a revision date to the set of documents. This resubmission contains a much more concise list of waivers from the subdivision and land development ordinance. Those waivers are as follows:

1. 123-18– Existing features 200' beyond the property line shall be shown. The applicant has provided pertinent data and supplied an aerial photograph.
2. 123-32 – No curb or storm changes are proposed for this project as it is a reconstruction of an existing use. The applicant asks for a deferral from this requirement.
3. 123-33 – Sidewalks: this is a partial waiver requested for a paver walkway. A partial waiver request was granted.
4. 123-37.E.– Parking spaces shall be located 20' away from any property boundary. A waiver request was granted.

### Exhibit "A"

September 4, 2020

Michael Mrozinski, Director of Community Development

Lower Providence Township

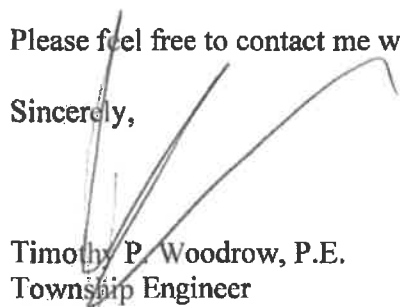
Reference: 3130 Ridge Pike – Salters Ski Shop Redevelopment

5. 123-37.L.(4) – Landscaping is an existing non-conformity and will not be altered for this section. A partial waiver request was granted.
6. 123-37.P – Loading spaces. A waiver request was granted.
7. 123-43 – Stormwater management: The proposed conditions will decrease impervious coverage, and will not alter drainage patterns.
8. 123--50 – Landscaping: Partial waiver. The applicant is working with the Township consultant.
9. 123-52 – Shade Trees. A waiver request was granted.
10. 123-58—Performance Guarantee. This is a fire reconstruction project. Only minor public improvements are proposed. We are requesting a waiver from the financial requirement.
11. Part 6 – Recreation Land and Fees – Article XIX: this waiver request is for all items of this section.

With the caveat that the planning commission and board of supervisors review and understand the pedestrian connectivity and Ridge Pike improvements being proposed with this application, I take no exception to the board acting favorably upon these waiver requests.

Please feel free to contact me with any questions you may have regarding this matter.

Sincerely,

  
Timothy P. Woodrow, P.E.  
Township Engineer  
Woodrow & Associates, Inc.

TPW/del

cc: John Rice, Esq., Township Solicitor – Lower Providence Township  
Jerry Gorski, P.E. – Gorski Engineering  
John Riebow, BSLA, LEED-AP – Gorski Engineering  
Tina Blain, Finance Coordinator – Lower Providence Township



McMAHON ASSOCIATES, INC.  
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**PRINCIPALS**

Joseph J. DeSantis, P.E., PTOE  
John S. DePalma  
Casey A. Moore, P.E.  
Gary R. McNaughton, P.E., PTOE  
Christopher J. Williams, P.E.

**ASSOCIATES**

John J. Mitchell, P.E.  
R. Trent Ebersole, P.E.  
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Maureen Chlebek, P.E., PTOE  
Dean A. Carr, P.E.  
Jason T. Adams, P.E., PTOE  
Christopher K. Bauer, P.E., PTOE  
Mark A. Roth, P.E.  
John R. Wichner, P.E., PTOE

**FOUNDER**

Joseph W. McMahon, P.E.

September 14, 2020

Mr. Michael Mrozinski  
Director of Community Development  
Lower Providence Township  
100 Parklane Drive  
Eagleville, PA 19403

RE: **Traffic Review #2 – Land Development Plans**  
**3130 Ridge Pike (formerly Salter's Ski Shop)**  
**Lower Providence Township, Montgomery County, PA**  
**McMahon Project No. 820423.11**

Dear Mike:

Per the request of the Township, McMahon Associates, Inc. (McMahon) has prepared this letter that summarizes our second (2<sup>nd</sup>) review of the proposed development located at 3130 Ridge Pike (S.R. 4031) in Lower Providence Township, Montgomery County, PA. Based on our review of the submitted plans, the proposed development will consist of an 11,835 square-foot building which will replace the existing 14,300 square-foot building that was destroyed by fire. Access to the site is proposed to continue to be provided via the existing full-movement driveway to 3130 Ridge Pike (S.R. 4031), as well as via internal connection to the existing full-movement driveway to 3140 Ridge Pike (S.R. 4031).

The following documents were reviewed and/or referenced in preparation of our traffic review:

1. Land Development Plans for Salter's Ski Shop (3130 Ridge Pike), prepared by Gorski Engineering, Inc., last revised September 2, 2020.
2. Response to Comments Letter for 3130 Ridge Pike, prepared by Gorski Engineering, Inc., dated September 2020.
3. Waiver Request Letter for 3130 Ridge Pike, prepared by Gorski Engineering, Inc., dated September 1, 2020.

The project was discussed at length at the August Planning Commission meeting, and on a phone call with the applicant's engineer prior to resubmission. Based on our review of the documents listed above, McMahon offers the following comments for consideration by the Township and action by the applicant:

Exhibit "B"

**Waiver Deferral Request**

1. The applicant is requesting a deferral from Section 123-32 of the Subdivision and Land Development Ordinance, requiring curbing to be provided along the site frontage of Ridge Pike (S.R. 4031). The plans currently show curbing along only a portion of the site frontage, thereby not satisfying the ordinance requirement. We recommend the Township Engineer's review and acceptance of this deferral request, as well as PennDOT. If curbing is not necessary for stormwater control, we do not have issue with the applicant not providing the curbing at this time. If waived, the cost for the design and construction of such curbing should be provided to the Township as a fee in lieu of its provision and held in escrow and/or for future improvements along the Ridge Pike corridor.

**Land Development Plans**

1. As discussed during the August Planning Commission meeting, the applicant is not the same property owner as the adjacent commercial center that shares parking with the applicant's site immediately west of this property, although the applicant and that owner have family relationship. We had recommended that the applicant and their design engineer explore and consider the possibility of improving the access configurations and/or designations for the interconnected properties, and the site circulation. The driveway to 3140 Ridge Pike (S.R. 4031) was envisioned that it could potentially become an ingress-only driveway for both properties, while the driveway to 3130 Ridge Pike (S.R. 4031) could potentially become an egress-only driveway for both properties. This revised access configuration would help minimize the number of movements at each driveway to the State roadway, provide improved access management practices for turning movements to/from Ridge Pike (S.R. 4031), and potentially improve the circulation, function and accessibility of the parking lot whose current design does not satisfy current design criteria. The applicant expressed that they have limited budget to rebuild their property which had been destroyed by fire, and have no interest in making these revisions to the site access points and the site circulation. The Planning Commission seemed to accept the applicant's response to maintain each property's Ridge Pike access point as both an ingress and egress. No further action may be necessary at this time.
2. A note should be added to the plans stating the area between the existing right-of-way line and the ultimate right-of-way line should be dedicated to the authority having jurisdiction over any public streets as required by Section 123-31.K of the Subdivision and Land Development Ordinance. The applicant has indicated that it is willing to work with the Township and PennDOT on providing the area between the legal right-of-way and ultimate right-of-way, however, this note is not shown on the plans included in this submission. Note: The Planning Commission did not support waiving this requirement at their August meeting.
3. According to Section 123-31.L of the Subdivision and Land Development Ordinance, no fences, hedges, trees, shrubbery, walls, plantings or other obstructions are to be located or permitted within the ultimate right-of-way. The plans currently show portions of a foundation of an existing wall located within the ultimate right-of-way. We note that any potential future improvements along Ridge Pike (S.R. 4031) could necessitate the removal of this existing wall located within the ultimate right-of-way. As noted in the above comment on Section 123-31.K of the SALDO, the applicant should

offer the dedication of the area between the legal right of way and the ultimate right of way to the PennDOT at a future time in which it is needed to complete future improvements within the corridor.

4. According to **Section 123-36.I of the Subdivision and Land Development Ordinance**, all driveways shall comply with the paving, drainage and stormwater runoff provisions of the Lower Providence Engineering Standards and shall be approved by the Township Engineer.
5. According to **Section 143-73.A of the Zoning Ordinance**, the required amount of parking spaces may be reduced when two or more establishments share the same parking area. This ordinance section provides a methodology used to calculate the required amount of shared parking. The applicant must provide a shared parking calculation using the methodology in this ordinance section in order to confirm that adequate parking will be provided to accommodate the expected shared parking demand of both 3130 and 3140 Ridge Pike (S.R. 4031). The applicant's engineer has responded that the parking availability has been expanded to address an additional cross-easement with the adjoining property to the southeast (3136 Ridge Pike), but the calculation must still be provided by the applicant's project team and a signed, cross-easement/shared parking agreement(s) should be put in place and on file with the application and land development plan. The Township Engineer also identified that the parking count needs to be addressed in their prior review.
6. The plans have been revised to remove the northernmost parking space on the western side of the driveway that is located within the ultimate right-of-way for Ridge Pike. Pavement gore markings should be added to the plans where the northernmost parking space on the western side of the driveway was previously located to restrict use of the area for parking and deter vehicles from parking in it. The driveway and frontage revisions are to be submitted to PennDOT for review and issuance of a Highway Occupancy Permit (HOP) as this site does not appear to have a current PennDOT permit for access to/from the state highway. The applicant and their engineer have been alerted that PennDOT may request that the two parking spaces immediately adjacent to this parking space also be relocated/removed so that vehicles maneuvering into and out of these parking spaces do not interfere with vehicles entering the site from Ridge Pike (S.R. 4031). We understand that parking needs for the site are at a premium to satisfy ordinance requirements based on the plans submitted.
7. Sight distance measurements must be shown on the plans at the full-movement driveway along Ridge Pike (S.R. 4031) as required in **Section 123-36.A of the Subdivision and Land Development Ordinance**. The applicant has indicated that sight distance data will be added for the PennDOT Highway Occupancy Permit submission; however, the sight distance measurement must also be shown on the land development plans.
8. According to the submitted turning templates, emergency vehicles and the largest expected delivery vehicle (WB-62) will have difficulty maneuvering through the site without interfering with parking spaces located in both 3130 and 3140 Ridge Pike (S.R. 4031). In fact, several of the turning templates were run using one property access as ingress and the other property access as egress. While it is not expected that emergency vehicles will routinely maneuver through the site, the same can not be said for a WB-62 delivery truck. Therefore, the turning templates must be revised to demonstrate that the WB-62 truck (or largest expected to use the site) can maneuver through the site without interfering



with vehicles that may be located in parking spaces in both 3130 and 3140 Ridge Pike (S.R. 4031), or the applicant must limit deliveries to the site so they occur outside of normal operating hours for the businesses for both 3130 and 3140 Ridge Pike (S.R. 4031) and place a note on the plans.

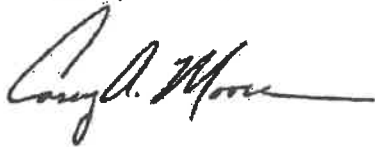
9. The applicant is requesting a waiver from Section 123-37.P of the Subdivision and Land Development Ordinance, requiring loading areas to be provided for commercial developments. The plans currently do not show a dedicated loading area in the immediate vicinity of the new building, thereby not satisfying the ordinance requirement. At a minimum, we recommend that a loading area be considered for the new building and clearly labeled on the plans, utilizing signage and pavement markings, along the side of the existing block patio on the north side of the building.
10. The applicant has indicated that the Fire Marshal has reviewed the plans and found them to be acceptable; however, the memo stating this, which is referenced in the response to comments letter, has not been provided. Ensure that any correspondence, including any review comments and/or approvals, is included in subsequent submissions. The Township Fire Marshal must review the emergency vehicle turning templates for accessibility and circulation needs of emergency apparatus. This is especially true since the building footprint is located along the eastern property line, and it appears as though emergency vehicles will potentially have limited accessibility to the southern and eastern sides of the building.
11. All curb ramps and pedestrian routes (i.e. sidewalks, crosswalks, etc.) are to be constructed in accordance with the current Federal and PennDOT ADA standards. McMahon has not reviewed any ramps internal to the site, as the applicant's engineer will be responsible for their design satisfying the required ADA standards.
12. The plans must be signed and sealed by a Professional Engineer registered to practice in the Commonwealth of Pennsylvania. The applicant has stated that this will be done at final approval, but the electronic P.E. seal of the responsible engineer can be placed on the working documents.
13. A "stop" sign (R1-1) and stop bar is recommended to be provided on the egress approach of the drive aisle leading to/from the parking area on the northern side of the building at its intersection with the main drive aisle leading to/from Ridge Pike (S.R. 4031).
14. Additional grading information must be provided in the area of the wall removal at the northwest property line since this area will become part of the revised driveway. This information may be provided in the Highway Occupancy Permit plan set to PennDOT, to which the Township must be copied on.
15. According to the Township's Roadway Sufficiency Analysis, the proposed development is located in Transportation Service Area One, which has a corresponding impact fee of \$1.822 per "new" weekday afternoon peak hour trip and the applicant will be required to pay a Transportation Impact Fee in accordance with the Township's Transportation Impact Fee Ordinance. Since the type of land use in the proposed 11,835 square-foot building is proposed at this time to be a similar type of land use in the 14,300 square-foot building that was destroyed by fire, there is not expected to be an increase in

the number of afternoon peak hour vehicular trips for this site that will be subject to the transportation impact fee. Therefore, no transportation impact fee may be attributable for this redevelopment on the property.

16. Since Ridge Pike (S.R. 4031) is a State Roadway, a State Highway Occupancy Permit will be required for the driveway improvements and any modifications/improvements within the legal right-of-way along Ridge Pike (S.R. 4031). Application by the applicant to receive an HOP permit for their access was discussed at length with the applicant's project team, the Planning Commission and confirmed with PennDOT. The Township and our office must also be copied on all plan submissions and correspondence between the applicant and PennDOT, and invited to any and all meetings among any of these parties.
17. Based on our review, the applicant should address the aforementioned comments, and provide revised plans and materials to the Township and our office for further review and approval recommendations. The applicant's engineer must provide a response letter that describes how each specific review comment has been addressed, where each can be found in the plan set or materials, as opposed to general responses. This will aid in the detailed review and subsequent review timeframes.

We trust that this review letter responds to your request and satisfactorily addresses the traffic issues that are related to the proposed site modifications apparent to us at this time. If you or the Township have any questions, or require clarification, please contact me, or Michelle Eve, P.E.

Sincerely,



Casey A. Moore, P.E.  
Executive Vice President – Corporate Operations

BMJ/MEE/CAM

cc: Don Delamater, Township Manager  
John Rice, Esquire, Township Solicitor  
Timothy Woodrow, P.E., Woodrow Engineers, Township Engineer  
Fran Harney, PennDOT District 6-0  
Susan LaPenta, PennDOT District 6-0  
John Miklos, Montgomery County Planning Commission  
John Riebow, BSLA, LEED-AP, Gorski Engineering



THOMAS COMMITTA ASSOCIATES, INC.  
Town Planners & Landscape Architects

## MEMORANDUM

**TO:** Lower Providence Township Officials  
Michael W. Mrozinski, Director of Community Development, Lower Providence Township  
Don Delamater, Township Manager, Lower Providence Township

**FROM:** Daniel B. Mallach, RLA, AICP, CPRP, ISA Certified Arborist  
Thomas J. Comitta, AICP, CNU-A, RLA

**DATE:** October 8, 2020

**SUBJECT:** SALTER'S SKI SHOP LANDSCAPE WAIVER REQUESTS:  
ASSOCIATED PLANT QUANTITIES AND COSTS

During its Public Meeting on September 23, 2020, the Lower Providence Township Planning Commission discussed the potential for the Applicant provide a fee-in-lieu of the unmet planting obligation represented by requested landscape-related Waivers.

In order to inform a potential determination by the Board of Supervisors pertaining to such a fee-in-lieu, the enclosed describes the applicable planting requirements, the portions of those requirements that would be unmet per the most recent Plan submission, and the corresponding cost values.

Please let us know if there are any questions.

Exhibit "C"

[www.comitta.com](http://www.comitta.com)



THOMAS COMITTA ASSOCIATES, INC.  
Town Planners & Landscape Architects

**SALTER'S SKI SHOP LANDSCAPE WAIVER REQUESTS:**  
**ASSOCIATED PLANT QUANTITIES AND COSTS**

October 8, 2020

Please see below items 1 through 4. They note the quantities and sizes of plants that the Applicant would forgo installing per the requested Waivers, along with additional explanation and context. In other words, these are plants that are required by the Subdivision and Land Development Ordinance (SLDO), but are not currently proposed on the Plan dated February 13, 2020, with its most recent revision received July 22, 2020. Also noted are the estimated wholesale cost values associated with the unmet portions these requirements.

(Note: If they would be in appropriate locations, plants (e.g., street trees) can be used to satisfy more than one requirement.)

**1. Street Trees**

Two (2) shade (street) trees are required based on the length of Ridge Pike frontage in accordance with §123-52 (SLDO). These trees shall be two inches (2") in caliper.

With an estimated wholesale cost of \$175.00 each, these two (2) trees have a cost value of **\$350.00**.

**2. Internal Landscaping**

Two (2) evergreen trees are required to comply with the Internal Landscaping requirement of §123-50.A.3 (SLDO), based on the 11,275 square feet of paved area to be utilized for parking, loading and driveways. These evergreen trees shall be six feet (6') in height.

The shade tree component of this Internal Landscaping requirement would be satisfied by the street tree requirement (above item 1), and the shrub component would be satisfied by the shrubs that are already specified on the Plan.

With an estimated wholesale cost of \$125.00 each, these two (2) trees have a cost value of **\$250.00**.

**3. Perimeter Landscaping**

Three (3) shade trees are required to comply with the Perimeter Landscaping requirement of §123-50.B.2 (SLDO), based on the length of the property lines. These three (3) shade trees would be required along the south property line. Per SLDO Appendix B, these shade trees shall be two-and-one-half inches (2½") caliper.

The evergreen/flowering trees component of the Perimeter Landscaping requirement would be satisfied along the south property line by proposed trees already specified on the Plan. Existing trees to be preserved satisfy the west (rear) property line requirement for shade trees and flowering trees. There is no north property line Perimeter Landscaping requirement due to the continuous parking surfacing shared with the adjacent property. The Perimeter Landscaping requirement along Ridge Pike is the same as the §123-52 (SLDO) street tree requirement, so it has already been accounted for via the street tree requirement (above item 1).

With an estimated wholesale cost of \$200.00 each, these three (3) trees have a cost value of **\$600.00**.



THOMAS COMITTA ASSOCIATES, INC.  
Town Planners & Landscape Architects

**SALTER'S SKI SHOP LANDSCAPE WAIVER REQUESTS:**  
**ASSOCIATED PLANT QUANTITIES AND COSTS**

October 8, 2020

**4. Screen Buffering**

Twelve (12) evergreen trees are required to comply with the Screen Buffering requirement of §123-50.C (SLDO), which applies adjacent to the residential use to the west (rear).

In calculating this requirement, the portion of the west property line where trees would be preserved should be exempted. Therefore, the Screen Buffering requirement should reasonably apply to 60 feet of the 95-foot west property line.

The required double alternating row of evergreen trees spaced 15 feet apart equals eight (8) evergreen trees for the primary buffer component in accordance with §123-50.C1 (SLDO). An additional four (4) evergreen trees are required for the secondary buffer component (50% of the primary requirement) in accordance with §123-50.C.2.b (SLDO). These 12 total evergreen trees shall be six feet (6') in height.

With an estimated wholesale cost of \$125.00 each, these 12 trees have a cost value of \$1,500.00.

**5. Summary Totals**

Based on above items 1 through 4, the following trees are required:

- a. Two (2) shade trees at 2 inches caliper:  $\$175.00 \times 2 = \$350.00$ ;
- b. Three (3) shade trees at 2½ inches caliper:  $\$200.00 \times 3 = \$600.00$ ;
- c. Fourteen (14) evergreen trees at 6 feet in height:  $\$125.00 \times 14 = \$1,750.00$ .

**TOTAL ESTIMATED WHOLESALE COST: \$2,700.00.**

**6. Installation Cost Multiplier**

Cost estimates for planting typically account for the base wholesale costs plus a multiplier to account for mobilization, installation, mulching, cleanup and contractor overhead. The industry-standard multiplier that we recommend is 2.2.

Therefore, the plants noted above, with their total estimated wholesale cost of \$2,700.00, would have a total estimated installed cost of \$5,940.00.

**TOTAL ESTIMATED WHOLESALE COST PLUS MULTIPLIER: \$5,940.00.**

Please let us know there are any questions.