

Heritage Hills Homeowners Association

2024 Annual Meeting Minutes

Facilitator: Shandar Hoagland, DSI Real Estate Group

Meeting Date: February 29, 2024 at 7:30 pm

Location: Online Teams Meeting

Meeting Called by: Heritage Hills HOA

Type of Meeting: Annual Association Meeting

Note Taker & Time Keeper: Serena Pretti

Attendees: Attendance taken online through Teams

Agenda:

A) Roll Call

- a. Proof of attendance reached via Teams Attendance Download
- b. Introduction of Shandar and Serena with DSI Real Estate Group

B) Reading of Minutes of the last Meeting

- a. 2023 Minutes were posted on the DSI website:
<https://www.dsirealestate.com/hoa/heritage-hills/documents/>, owners were asked to read them prior to the meeting. Minutes were approved.

C) Consideration of Communications

- a. Shandar presented the original letter that was mailed to all homeowners.
 - Email blast regarding the annual meeting was sent on January 26, 2024.
 - Letter was mailed out on February 19th, 2024.
 - Letter, Agenda, Financials, and PowerPoint Slides also sent via email, the morning of the meeting.

D) Resignations & Elections

- a. None at this time. These will take place after the neighborhood has been conveyed to the homeowners – this occurs once the neighborhood is 100% complete.
- b. The neighborhood is approximately 20% sold at this time.

E) Reports of Officers & Employees

- a. The Association has 628 total assessment units. Currently, there are 12 homes that have yet to pay the 2024 assessment, of those 12, one home is still outstanding from 2023. A lien has been filed.
- b. Veridian Homes covers the dues for all Vacant Lots; all units pay into the HOA each year.

- c. Late Fees are assessed on the 15th of March. After that we will send out late letters to all past due owners and request payment immediately. If payment is not made by May, we will then move forward with the lien filing process.
- d. Once a lien is filed, the dues will need to be paid prior to any sale or refinance.

F) Reports of Committees

- a. ACC Update: The ACC web page is a great starting point when you are considering an exterior or structural change project on your lot. The web page offers fillable PDF applications, as well as the Covenants (CCR's) and other project information <https://www.dsirealestate.com/condo-hoa/acc/>
- b. The ACC can be contacted at : acc@dsirealestate.com
- c. If you are hoping to do projects this spring/summer please submit your applications EARLY! The ACC has up to 30 days to review requests once all materials have been received, all applications are reviewed in the order they are received.

G) Unfinished Business

Neighborhood Members as Board Members

Members of the neighborhood will have the opportunity to volunteer for Board/ACC positions upon conveyance, which occurs when the neighborhood is 100% complete. So long as the neighborhood is under Developer Control, neighborhood members will not be able to join the existing Board.

Please clean up after your pets and keep them leashed at all times.

CBU Mailbox Lighting

Park Maintenance – who is responsible?

The Village of Waunakee

H) Original Resolutions & New Business

1. The carriage lanes are not cleared completely, they are very narrow, and snow is piled onto lots. How can these problems be handled better by the snow removal company?

Correct, they will not remove all snow from the site unless necessary. Vendors cannot push snow across public streets and dump the snow in another location. If the piles of snow become too large throughout the season, then it will be removed. This is an additional cost above the initial clearing.

2. What are the specific duties included in the snow removal company's contract?

Please see contract below.

3. How is a snow removal company chosen? What is the bidding process? Why was this vendors bid chosen?

We obtain three bids each season and compare based on level of service provided, price, proximity to neighborhood etc. They are located in Dane and can be dispatched rather quickly, price was reasonable compared to the other bids.

4. What is the process for hiring a new vendor, if removal expectations are not met?

Mid season change is not easily done as most vendors are booked. We will take service in to consideration for the next seasons bidding.

5. Who do we contact when there are issues with snow removal?

Please review the snow removal map, if it is an HOA maintained area, please contact hoa@dsirealestate.com.

6. Is it a conflict of interest to have a hired snow removal vendor that also owns a home in the neighborhood?

No, we do not believe it is a conflict of interest. The hired vendor is a fully licensed company.

7. Our sign that has been newly installed has been flashing? How do we work to get this fixed? Who to we contact for our signage?

Serena sent an email to Matt Brink, Director of Land Development at Veridian Homes, during the meeting regarding this. Prior to the meeting Veridian had stated that the sign was fixed. The Land Department has been informed that this is not the case.

Per Veridian Homes on 3/1: "The electrician is doing some testing to determine area needing fixing. He is working on it, but needs a little more time."

8. Who is charging people for HOA violations?

If fines are assessed, the fine will be added to the owners HOA account.

9. When will meeting minutes be posted?

1 week after the meeting.

10. What avenue or recourse do we have if we are not satisfied with the service DSI is providing our neighborhood HOA? Is there a specific contact/leader at DSI we can reach out to? Is there a right contact we can start with at Veridian?

DSI is hired by the Developer to manage the neighborhood. If you have concerns, you can call Veridian directly at 608.226.3000. Once the neighborhood is 100% complete, and there is a new board of directors in charge, they will be able to determine what

management company they would like to move forward with. Per the CCR's a management company is required to assist the BOD.

11. Do all neighborhood DSI-run HOA meetings have this one-way communication method now for a Q&A? It seems to be getting less collaborative than more so with this new approach. This really inhibits discussion that may naturally occur based on topics addressed within the meeting.

Yes, this is the format we moved to this year. Many questions require responses from the Developer and having them prior to the meeting allows us to get responses and provide the information owners would like to see.

12. In the 2023 meeting, we requested that DSI start to include and regularly communicate with neighborhood liaisons, to help build trust and communication and allow for us who LIVE in HH to have some represented voice. This was agreed to. Who has been afforded this opportunity since that meeting? And what have they been included in?

Yes, we were corresponding with Cathy Mecham throughout the year, and introduced the Constant Contact email blasts. As we stated previously, the developer does not share construction information with us. We have tried to include it in the email blasts, however when we reached out to them, we were not provided anything to share.

Matt Brink, Director of Land Development, has offered his email if anyone has questions regarding the development of the neighborhood. mbrink@veridianhomes.com

13. I have reached out to both the Village of Waunakee as well as Veridian about their plans for the large park at the top of the hill behind Crusader Point. The Village directed me to Veridian, but they have not responded. I wanted to know if a splash pad or similar would be added. This neighborhood is full of children, and it would be a huge asset, especially if a pool will not be part of the neighborhood plan. A pool has also been brought up, and again, the Village directs us to Veridian, who will not respond. Can you please help with who we need to speak with about this? Right now would be the best time to discuss this idea as the houses get built up at the edge of it, but the park construction hasn't started yet.

Water features are not planned at this time.

14. Is it possible to get a later start to the construction on weekends: Saturday and Sunday? Right now it is 7:00am. During the week, I understand that time, but could it possibly be moved an hour later to 8:00am on the weekends? It would be nice to have a

little break on the weekends from the early time. I would assume this might be something that Veridian and the Village need to agree upon.

This message has been sent to the Veridian Construction Team. Village Ordinance allows construction to begin at 7am.

15. Is there an update on the "Mixed Use Center" that is along Hwy 113/19 and Breunig Blvd?

Veridian cannot purchase this portion of land until 2026.

16. Can you update us on the current state of development? What phase is currently ongoing, when will it be complete and what is next?

Phase 6 and 7 we will be constructed this year. On the land side, phase 6 is April to August and phase 7 is May to October. Then home building starts in each phase.



Phase 6 – North of the Park



Phase 7 – East of Breunig Blvd.

Q: Where are the mulch beds the HOA top dresses, per the budget for \$5,000?

A: In 2023 the mulch beds that were dressed were along the fence line on the entry of the neighborhood, as well as the neighborhood sign and medians throughout the neighborhood.

Q: Why doesn't the HOA remove snow in-front of lots 5-30 on Hillcrest Drive?

A: This was not part of the original HOA maintenance plan provided to DSI by Veridian Homes when services were contracted out for the season. An email has been sent to Matt Brink, at Veridian Homes, regarding this area so that we can get it addressed properly moving forward. The neighborhood snow removal map will be updated to reflect any necessary changes.

Q: If the snow removal company is pushing snow into my yard, what should I do?

A: The snow removal company should not be crossing a street to push snow onto an owners lot. We will bring this to their attention so it does not occur in the future. Alley homes will have some snow distributed on their lot when removal occurs, because the snow has to go somewhere. If there are excessive amounts of snow being put on your lot, please reach out to hoa@dsirealestate.com. After the large snow falls this year, the vendor did come out and remove/relocate large snow piles.

Q: Who agrees that the prices for decorations are okay?

A: The developer.

Q: Because those of us that live in the neighborhood, are very aware of all things related to this neighborhood, we were quite surprised to see lights installed on the gazebos because we were all painfully already aware that there was no outlet there to plug into. Can more explanation be provided about how that decision came to be? In the future, can we be communicated with regarding holiday decorations at least? I think many of us would have chosen to save our \$ until there WAS actually electricity there, BEFORE installing lights. I certainly hope this poor decision isn't being charged back to our HOA budget, is it? This seems like an easy win area to bring in a liaison to help make "decorating" decisions along with communication with their neighbors. I think we'd also find that for things like the lights installed on the gazebo for example, or storage, we would hear from neighbors that wanted to help with install or storing as to save us all money. Can we build this partnership?

A: The President of Veridian Homes and Director of Land Development requested that lights be added to the Pergola on out lot 22; the HOA obliged. Veridian informed us that the electricity was working on the pergola, hence why the lights were installed. Please see note above regarding having a neighborhood liaison. All owners are welcome to reach out to DSI or Veridian Homes at any time. The HOA has to hire fully insured, third party vendors, to complete tasks.

Q: Why were lights installed on the gazebo in the City Park, there is also not electricity here. Wouldn't this be a Village electricity expense, since this area is not HOA maintained?

A: Lights should not have been installed on this gazebo, electricity would be a Village expense. We only requested that Traditions install on the gazebo in out lot twenty-two. Shandar sent Traditions an email on 3/1/24 to confirm invoice pricing; if we were indeed charged or lights on the second gazebo, the charge will be refunded to the HOA.

Q: The developer or DSI should eat the \$900 expense for the lights since they did not work.

A: Veridian did pay 49.9% of the budgeted cost. But we will propose this to the Developer.

Q: Can a homeowner be hired to hang and store the holiday décor? What vendor documentation is required?

A: You must be fully licensed and insured.

Q: Any tips to assist with snow removal along the alleys:

A: From a homeowner in the neighborhood: "I found buying the Snow stakes and put them along my lot and that helped a lot this year with the snow and then driving on my lawn."

Q: There has been a Road Closed sign on the corner of Prospect and Division Street since last summer. I have emailed the Village, DSI and Veridian homes and it still has not been removed.

A: Serena sent an email to Matt Brink notifying him and the construction team of this, so they can get it removed ASAP.

Q: Does Veridian own DSI?

A: DSI is owned by David Simon. David Simon is no longer the President at Veridian Homes, Chris Ehlers is.

Q: Have any Veridian neighborhoods in the Madison Area been conveyed to homeowners?

A: Yes, please see our conveyed neighborhoods tab on the DSI website:
<https://www.dsirealestate.com/condo-hoa/acc/conveyed-neighborhoods/>.

Q: There have been insulation sub-contractors starting work at 6am in the under construction homes.

A: Thank you for letting us know. We have notified the Director of Construction at Veridian Homes of this, so they can notify their contractor crews of the 7am start time per Village Ordinance.

Q: Will the developer be notified that there is not electricity in OL 22?

A: Yes, an email was sent to Matt Brink during the meeting!

Q: Have the wreaths been taken down from the HH signs?

A: Yes, they have been taken down.

Q: Any updates on dog waste containers being added to the neighborhood?

A: We will work with the Developer on locations throughout the neighborhood where these can be installed.

l) Adjournment

a. Note Time of Adjournment; 8:18 pm

DSI values your feedback! A 5-question survey was sent out via Survey Monkey after the meeting, we would love to hear how we are doing and how we can improve!

Neighborhood Facebook Page: Neighbors in Heritage Hills (Waunakee, WI)

**Heritage Hills Homeowner's Association
2024 Common Area Maintenance Budget**

	Entire HOA
Snow Removal	
Carriage Lanes	\$35,000
Sidewalks adjacent to HOA greenspaces	\$17,500
Total	<u>\$52,500</u>
Mowing (Base: 22 Season)	
Entry Sign area	\$2,500
OL 7	\$2,500
Medians	\$2,500
Total	<u>\$7,500</u>
Landscape Maintenance (Bark, Weeds, Pruning)	
Top Dress Bark Beds	\$5,000
Spring Clean Up/Fall Clean Up	\$3,000
Weed Control/Pruning	\$3,300
TruGreen- Lawn	\$600
TruGreen- Ornamental Bed	\$600
Total	<u>\$12,500</u>
Maintenance	
General	<u>\$2,500</u>
Utilities (Water and Electric)	<u>\$1,750</u>
Liability Insurance	<u>\$2,500</u>
Reserve	<u>\$30,000</u>
Misc.	<u>\$5,000</u>
Management Fee	<u>\$17,320</u>
ACC Administration Fee	<u>\$10,390</u>
Legal Fees	<u>\$1,000</u>
Grand Total	<u>\$142,960</u>
Divided by Total Units	628
Annual Cost per Home**	<u>\$227.64</u>

**Association dues will increase as additional infrastructure is completed and common area maintenance requirements increase.

HOA Snow Removal



— Village Snow Removal
Includes Streets

— HOA Snow Removal
Includes area around CBU's

HOA Landscaping



Mowing/Landscaping Responsibilities

- OL 1 - Village to mow
- OL 2 CSM - HOA to maintain fence & sign
- OL 3 - HOA to mow top of basin
- OL 11, 14, 15, 19 HOA to mow top of basin
- 3 CSM - Village to mow around storm water pond
- OL 5 - Village to mow & maintain
- OL 100 - CBU (Cluster Mailbox Units)
- OL 22 - HOA to Mow
- OL 23 - HOA to Mow
- OL 18 - HOA to mow until Village takes over

2023 Financials

	2023 Budget: Entire HOA Costs	2023 Budget: By Phase Costs	Actual Expenses	Difference
Snow Removal	\$52,500	\$15,500.00	\$15,171.50	\$328.50
Mowing	\$7,500	\$7,500.00	\$10,560.69	-\$3,060.69
Landscape Maintenance	\$12,500	\$10,500.00	\$8,070.75	\$2,429.25
Maintenance	\$2,500	\$4,000.00	\$2,030.97	\$1,969.03
Utilities (Water and Electric)	\$1,750	\$2,000.00	\$2,222.00	-\$222.00
Liability Insurance	\$2,500	\$1,000.00	\$904.00	\$96.00
Reserve	\$30,000	\$30,000.00	\$30,000.00	\$0.00
Misc.				
			\$25.00	
Annual Report Filing			\$1,106.67	
Seasonal Décor			\$75.36	
Bank Service Charges			\$375.00	
Tax Preparation			\$142.81	
Property Taxes			\$159.16	
Postage			\$1,884.00	-\$1,384.00
	\$5,000	\$500.00		
Management Fee	\$17,320	\$6,000.00	\$6,000.00	\$0.00
ACC Administration Fee	\$10,390	\$3,600.00	\$3,600.00	\$0.00
Legal Fees	\$1,000	\$1,000.00	\$0.00	\$1,000.00
Grand Total	\$142,960	\$81,600.00	\$80,443.91	\$1,156.09

2023	
HOA Dues	\$81,600.00
Late Fee Income	\$136.56
Interest Income	\$115.43
Total Expenses	-\$80,443.91
Tentative 2023 Surplus	\$1,408.08

Balance of General Fund	
2021 Surplus	\$10,072.73
2022 Surplus (corrected)	\$6,241.34
Tentative 2023 Surplus	\$1,408.08
Tentative Balance of General Fund as of 12/31/2023	\$17,722.15

Balance of Reserve Account	\$70,000.00
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Landscaping & Mowing Contract:



Olson Toon Landscaping Inc.

3570 Pioneer Rd., Verona, WI 53593
 (608) 827-9401 FAX (608) 827-9402 www.olsontoon.com

Landscape Maintenance Agreement

2023 Season

Proposal submitted to:
DSI Real Estate Group
 708 Riverplace
 Madison, WI 53716

Work to be performed at:
Heritage Hills

Customer contact:
shoagland@dsirealestate.com
 (608) 226-3089

Olson Toon contact:
Ryan Doescher
 (608) 827-9223 - ryan@olsontoon.com

Check to receive		Est. total	Cost per visit
Area	Mow	Fertilization	Turf Weed Control
<input checked="" type="checkbox"/> Mowing, trimming and clean up (see chart below)		24	\$360.00
<input checked="" type="checkbox"/> Fertilization and weed control of turf areas (see chart below)		3	\$400.00
• OL 1	\$25.00	\$30.00	\$325.00
• OL 2	\$75.00	\$100.00	
• OL 3	\$135.00	\$135.00	
• OL 11 & 14	\$50.00	\$55.00	
• OL 15 & 19 & behind 105-108	\$50.00	\$55.00	
• OL 100	\$25.00	\$25.00	
<input type="checkbox"/> Monthly weeding and herbicide application in planting beds		6	\$135.00
<input checked="" type="checkbox"/> Hand weeding upon request		1	\$70.00/hr
<input checked="" type="checkbox"/> Shredded mulch installation		1	\$2,200.00
<input checked="" type="checkbox"/> Spring clean up		1	\$375.00
<input checked="" type="checkbox"/> Summer shrub pruning		1	\$250.00
<input type="checkbox"/> Fall clean up		1	\$375.00

This shall be a seasonal agreement between Olson Toon and DSI Real Estate Group. This contract may be terminated by either party with thirty (30) days written notice. By signing below, both parties hereby agree to the terms stated above. For additional terms and conditions, please see the final page of this agreement.

Approved: *Shaden Holt*

Date: 4/20/2023

Please Print: _____

Phone: _____

Olson Toon Landscaping, Inc.

Approved: *Ryan Doescher*
 Olson Toon Representative

Date: 3/23/2023

Expenses By Vendor:

<i>Snow Removal</i>		
Clear Vision	\$4,971.50	January Snow Removal
	\$4,514.00	February Snow Removal
	\$5,221.00	March Snow Removal
	\$465.00	November Snow Removal
	\$725.00	December Snow Removal
Total	\$15,896.50	
<i>Mowing</i>		
Olson Toon Landscaping, Inc.	\$379.80	Mowing in April
	\$1,899.00	Mowing in May
	\$1,445.50	Mowing in June
	\$1,139.40	Mowing in July
	\$1,899.00	Mowing in August
	\$1,519.20	Mowing in September
	\$1,519.20	Mowing in October
	\$759.60	Mowing in November
Total	\$10,560.70	
<i>Landscaping Maintenance</i>		
Olson Toon	\$422.00	Spring Fertilizer
	\$142.43	Preemergent
	\$422.00	Late Spring Fert
	\$142.43	June Weed Control
	\$142.43	July Weed Control
	\$142.43	Aug Weed Control
	\$142.43	Sept Weed Control
	\$1,186.88	June Hand Weeding
	\$633.00	July Hand Weeding
	\$870.38	Aug Hand Weeding
	\$712.13	Sept Hand Weeding
	\$395.63	Spring Cleanup
	\$2,321.00	Top Dress Bark Beds
	\$395.63	Fall Cleanup
Total	\$8,070.78	

Expenses by Vendor Continued:

Maintenance		
DSI Maintenance Hours	\$467.50	8.5 Maintenance Hours
	\$12.61	Supplies for Bench install
ULINE	\$606.63	Trash Can for park
	\$944.23	Picnic Table for Park
Total	\$2,030.97	
Utilities		
	\$2,222.00	Electricity neighborhood signs and fountain
Insurance		
Auto Owners Insurance	\$904.00	Liability insurance for HOA
Misc.		
Wisc Dept of Financial Institutions	\$25.00	Annual Report Filing
Traditions	\$1,106.67	Seasonal Décor
Paylease	\$75.36	Bank Service Charges
USPS	\$159.16	Postage
Village of Waunakee	\$142.81	Property Taxes
Baker Tily	\$375.00	Tax Preparation
Total	\$1,884.00	
Management Fees		
DSI Real Estate Group	\$6,000.00	HOA Management
DSI Real Estate Group	\$3,600.00	ACC Management Cost
Total	\$9,600.00	
Reserve		
	\$30,000.00	Funds to be used in future for capital expenditures
Total Expenses	\$81,168.95	

2022 Seasonal Décor:

10/13/22, 12:48 PM

Option 2 (Wreaths) | Traditions Lighting

2022 Holiday Lighting Option 2 (Wreaths)



DSI Real Estate, (Heritage Hills)
N Division St
Waunakee, WI 53597

Shandar Hoagland
(608) 226-3089

Traditions
7182 Hwy 14 #1010
Middleton, WI 53562
prsutter@traditionslighting.com
(800) 844-7001

This proposal is for the purchase, installation, removal, and storage of the following:

- (2) 3ft artificial pre-lit wreaths and (2) red bows with gold trim for both sides of the sign on posts

PRODUCT	PRICE	QTY	TOTAL
Red Bow w/ Gold Trim - 18In	\$52.59	2	\$105.18
Oregon Fir Wreath, Warm White LED - 36in, 100L	\$116.41	2	\$232.82
Accessory Items	\$10.00		\$10.00
SUBTOTAL:			\$348.00

INSTALLATION	PRICE	
Installation	\$163.20	
SUBTOTAL:		\$163.20

REMOVAL & STORAGE	PRICE	
Removal	\$80.00	
Storage	\$70.00	
SUBTOTAL:		\$150.00

TOTALS	
PRODUCT	\$348.00
INSTALLATION	\$163.20
REMOVAL & STORAGE	\$150.00
<hr/>	
SUBTOTAL	\$661.20
TAX (5.5%)	\$19.14
PROPOSAL TOTAL	\$680.34
ESTIMATED NEXT YEAR TOTAL:	\$363.20

Policies & Procedures

1. Typical Project Invoicing

- Upon acceptance of project – 75% of project total, will be invoiced for, due on date specified in invoice.
- Remaining project total – Invoiced for at beginning of new-year, due 30 days from invoice date.

2. Display Maintenance

- If any lights stop working, maintenance is free of charge. Simply contact your representative, and someone will be there to help asap. However, a few restrictions do apply:
- Traditions will only repair lights and decorations that were provided by and installed by Traditions for that project, at no cost. Any items provided by the client (either through client installation, or installation by Traditions), will incur a maintenance charge if repair service is requested.
- Traditions will continue to service displays free of charge, until January 15th of each year. After that point, a maintenance charge will be incurred if service is requested. (This has to do with harsh weather conditions late in winter, and our removal policies, see below).

3. Removal and Storage

- Removals begin Jan 1 of each year.
- For best year-to-year light durability, we highly suggest all lights and décor being removed by the end of February of each year.
- Extra lights and décor, that wasn't installed by Traditions, will be removed, and subject to an increased removal & storage cost if size of décor is significantly large.
- Storage is required.
- Removal of lights at end of every season is HIGHLY recommended. If a client does decide to leave the lights up all year long, any repairs or maintenance of the lights will incur a cost beyond this proposal.

4. Lifetime of Lights

- Average lifetime of LED lights provided by Traditions is 3 – 5 years, but often longer. However, that's not to say a couple light sets won't need replacing after just one season. Records are kept upon removal to indicate any lights needing replacement for next season. The total lifetime of holiday lights depends almost entirely on the given weather conditions for that season.

Acceptance of Proposal

The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined above.

Traditions is a trade name of or division of Traditions, LLC. By agreeing to this contract, client is agreeing to enter into a working contract with Traditions, LLC.

Client Signature:

Date:

*Email Confirmation Acceptable to Proceed with Contract Work

Terms & Conditions

All material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to standard industry practices. Any alteration or deviation from above specifications involving extra costs will be executed only upon written change orders, and will result in additional charges over and above the estimate. All agreements are contingent upon circumstances beyond control of Traditions, LLC, including but not limited to weather emergencies, national emergencies, acts of

2023 Seasonal Décor:

11/14/23, 9:21 AM

Added Pergola | Traditions Lighting

2023 Holiday Lighting Added Pergola

DSI Real Estate, (Heritage Hills)
509 E Main St
Waunakee, WI 53597

Shandar Hoagland
(608) 226-3089



Traditions
7182 Hwy 14 #1010
Middleton, WI 53562
prsutter@traditionslighting.com
(800) 844-7001

This proposal is for the purchase, installation, removal, and storage for the following:

- Warm white icicle lights hung around the two gazebo rooflines

PRODUCT	PRICE	QTY	TOTAL
Icicle M5 Warm White w/ White Wire LED - 7.5', 70L, 6, 24	\$21.51	16	\$344.16
Accessory Items	\$34.42		\$34.42
		SUBTOTAL:	\$378.58

INSTALLATION	PRICE
Installation	\$321.30
	SUBTOTAL: \$321.30

REMOVAL & STORAGE	PRICE
Removal	\$135.00
Storage	\$50.00
	SUBTOTAL: \$185.00

11/14/23, 9:21 AM

Added Pergola | Traditions Lighting

TOTALS	
PRODUCT	\$378.58
INSTALLATION	\$321.30
REMOVAL & STORAGE	\$185.00
SUBTOTAL	\$884.88
TAX (5.5%)	\$20.82
PROPOSAL TOTAL	\$905.70

ESTIMATED NEXT YEAR TOTAL: \$531.62