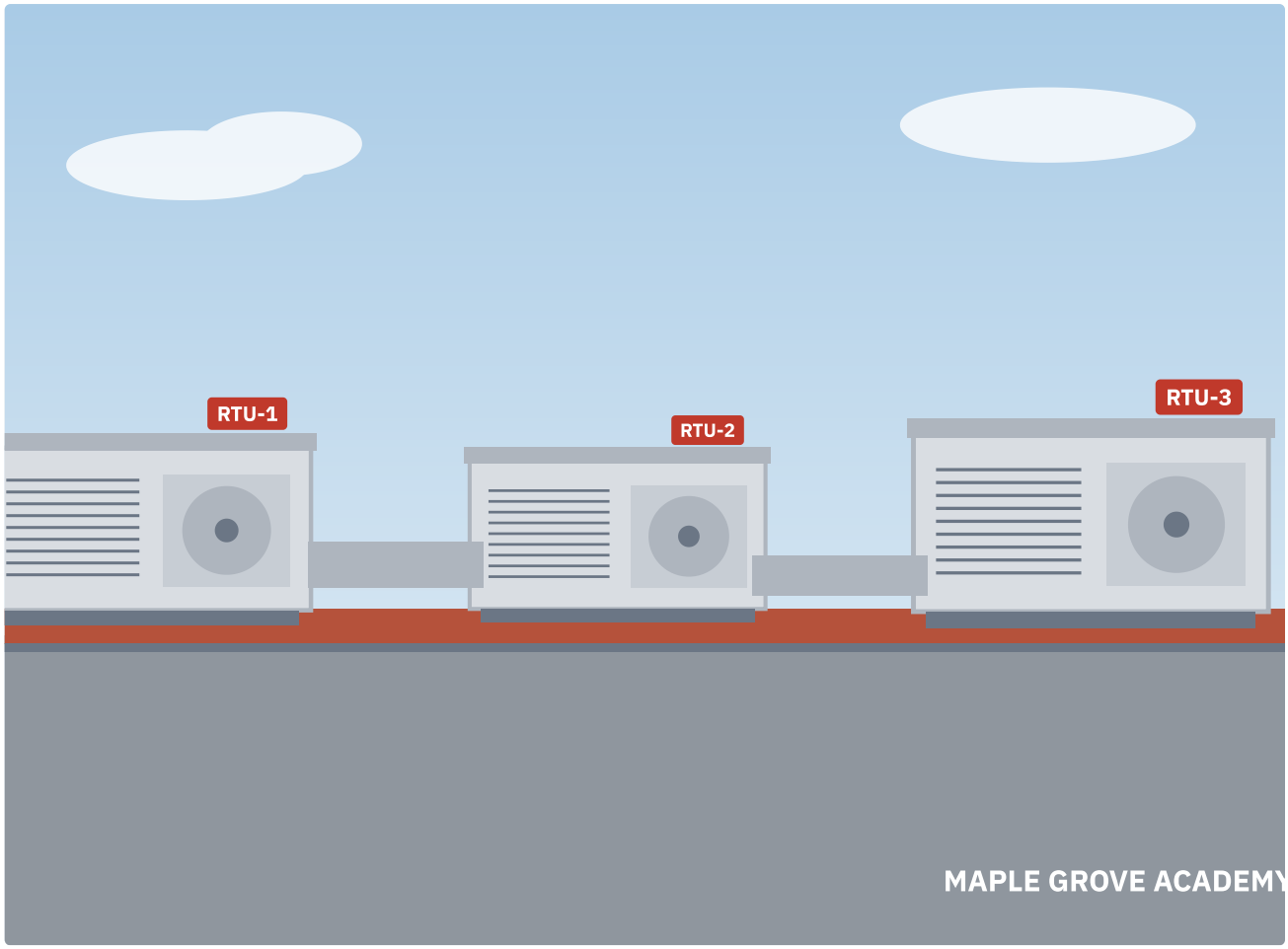


Rooftop unit replacement estimate

Replace the two 22-year-old 15-ton units over the Westport Academy gym in one Saturday crane lift, before the spring heat.

ESTIMATE # HM-E-1187
ISSUED Nov 2, 2026
VALID UNTIL Dec 2, 2026

PREPARED BY
Heartland Mechanical
Carla Jennings
+1 816 555 0142
carla@heartlandmech.example

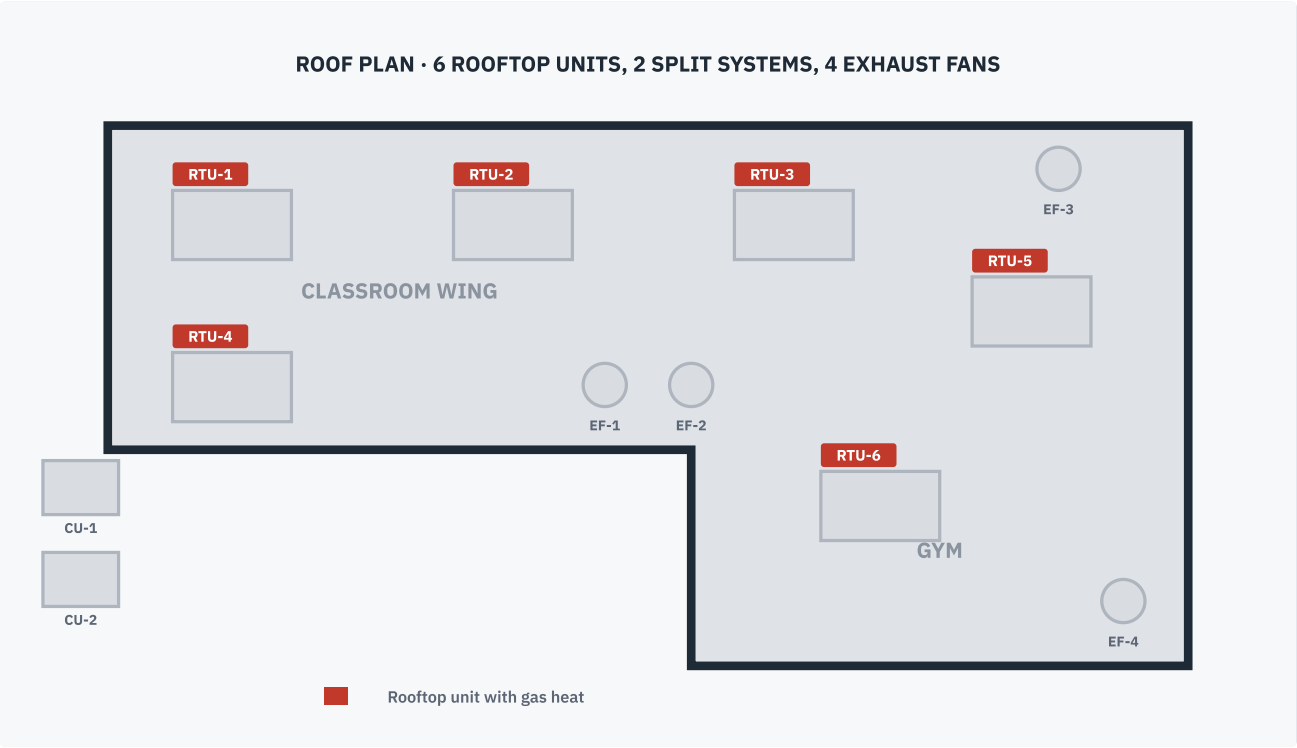
PREPARED FOR
Westport Academy Charter School
Luis Moreno
+1 816 555 0177
lmoreno@westportacademy.example

What is on the roof today

From our inspection on October 28.

UNIT	INSTALLED	CONDITION
RTU-1, gym east	2004	Compressor replaced 2021; heat exchanger cracked
RTU-2, gym west	2004	Original compressor, refrigerant R-22, leaking
EF-1, gym exhaust	2004	Bearings worn, motor overheating

Roof plan



New units sit on the existing curbs with adapters, so the roof is not cut and the gym ductwork stays.

Made with ExtraflowDoc extraflowdoc.com

Estimate summary

Equipment priced from the distributor's quote of October 30 with our markup; labor in crew-hours.

ESTIMATED TOTAL	COOLING	GYM CLOSED
$88,150.00	**30 tons**	**1 day**
No tax charged	Same as today, now 2-stage	A Saturday

ASSUMPTIONS

If any of these proves wrong, we price the difference with you before continuing.

- The existing curbs and roof deck are sound under the old units.
- The city grants the street-use permit for a Saturday crane.
- Electrical service at each unit is adequate for the new units.

Scope of work

What we do, and what stays with the school.

Included

- Two new rooftop units and the gym exhaust fan
- Crane day, removal and recycling of the old units
- Reconnection of gas, power, condensate and ducts
- Thermostats, startup, test and balance, permit

Not included

- Roof repairs beyond the curbs, by your roofer
- Building automation integration
- Asbestos testing of the old duct seals

Anything excluded can be priced on request.

Made with ExtraflowDoc

extraflowdoc.com

Estimate

Equipment at distributor cost plus markup; installation in crew-hours at $135.

#	ITEM	QTY	PRICE	DISC.	TAX	TOTAL
	Equipment					
1	**15-ton gas/electric rooftop unit, high efficiency** Code: EQ-RTU Distributor price plus our markup; 2-stage cooling, economizer, 10-year compressor warranty. 	2 ea	$24,800.00	–	0%	$49,600.00
2	**Curb adapters to the existing curbs** Code: EQ-CRB	2 ea	$2,150.00	–	0%	$4,300.00
3	**Gym exhaust fan replacement** Code: EQ-EXF 	1 ea	$3,400.00	–	0%	$3,400.00
				Subtotal: Equipment		**$57,300.00**
	Crane and installation					
4	**Crane, rigging and street permit** Code: IN-CRN Lift: 70-ton crane, Saturday	1 day	$6,200.00	–	0%	$6,200.00
5	**Disconnect, remove and recycle old units** Code: IN-DEM	2 ea	$1,450.00	–	0%	$2,900.00
6	**Set, level and seal new units** Code: IN-SET	48 crew-hours	$135.00	–	0%	$6,480.00
7	**Gas, power and condensate reconnection** Code: IN-CON	2 ea	$1,850.00	–	0%	$3,700.00
8	**Duct transitions at the curbs** Code: IN-DCT	2 ea	$1,280.00	–	0%	$2,560.00
				Subtotal: Crane and installation		**$21,840.00**

Made with ExtraflowDoc

extraflowdoc.com

#	ITEM	QTY	PRICE	DISC.	TAX	TOTAL
	Controls and closeout					
9	**Programmable thermostats with remote sensors** Code: CC-TST	2 ea	$720.00	–	0%	$1,440.00
10	**Startup, test and balance** Code: CC-TAB	1 lot	$2,400.00	–	0%	$2,400.00
11	**Kansas City mechanical permit** Code: CC-PRM	1 permit	$1,150.00	–	0%	$1,150.00
12	**Contingency, 5% of the work** Code: CC-CON For curb or roof deck damage found when the old units come off. Unused contingency is not billed.	1 lot	$4,020.00	–	0%	$4,020.00
				Subtotal: Controls and closeout		**$9,010.00**

Subtotal	$88,150.00
Sales tax (not charged: nonprofit school, tax paid by us on materials)	$0.00
Estimated total	**$88,150.00**

Questions you asked

Why not repair RTU-1?

A cracked heat exchanger can leak carbon monoxide; the unit should not run another season.

Will the gym be usable Monday?

Yes. The lift, setting and startup all happen on the Saturday.

Is the equipment price fixed?

It is held until Dec 2, 2026, when the distributor's quote expires.

What about the refrigerant?

The old R-22 is recovered and recycled as the law requires.

Made with ExtraflowDoc

extraflowdoc.com

Equipment options

High efficiency 2-stage cooling, economizer.	lower summer bills, 10-year compressor	**$88,150.00** estimated
Standard efficiency Single-stage cooling.	lowest first cost, 5-year compressor	**$78,600** estimated
Heat pump units Electric heat pump with gas backup.	utility rebate likely, dual fuel	**$97,900** estimated

Alternates

Priced separately and not included in the total.

ALTERNATE	PRICE	WHAT IT ADDS
CO2 sensors and demand ventilation	$3,800.00	Fresh air matched to how many people are in the gym
Hail guards on the condenser coils	$1,450.00	Coil protection for both units
Two-year maintenance plan	$2,160.00	Four visits a year, filters included

Made with ExtraflowDoc

extraflowdoc.com

Schedule

Equipment lead time is the long step; the lift itself is one day.

WEEK 1

Order

Units and adapters ordered on acceptance.

WEEKS 2–6

Lead time

Permits and crane booked meanwhile.

SATURDAY

Lift day

Old units off, new units set and running.

WEEK 7

Balance

Test, balance, training for your staff.

About this estimate

1. Estimate, not contract

1.1 Accepting this estimate lets us issue a contract on these prices; equipment is ordered when it is signed.

2. Payment

2.1 40% on order to cover equipment, 50% on lift day, 10% after test and balance.

3. Warranty

3.1 One year on our labor; manufacturer warranties registered in the school's name.

Accept this estimate

Sign to accept the estimate so we can order the units and book the crane.

FACILITIES DIRECTOR SIGNATURE

_____

DATE

_____

FULL NAME

_____

POSITION

_____

Estimate HM-E-1187, valid until Dec 2, 2026.

Made with ExtraflowDoc

extraflowdoc.com