



Proposal 2302-02R

December 10, 2025

Mr. Eliud De Los Santos, P.E.
City Engineer – The City of Laredo
1110 Houston St.
Laredo, TX 78041
(956) 791-7346
edelossant@ci.laredo.tx.us

RE: SAMES AUTO ARENA RENOVATION PROJECT

Dear Mr. De Los Santos:

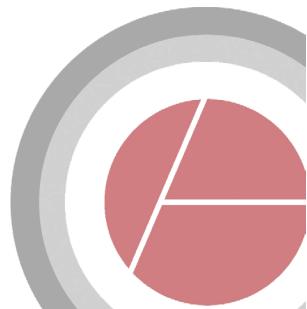
Cavazos Architects (the “Architect”) is pleased to submit this proposed contract amendment (the “Proposal”) to The City of Laredo (the “Client”) for the services described in the Scope of Services section of this proposal. The Proposal shall be valid for a period of thirty (30) business days from the date above. Acceptance and execution thereafter shall be conditioned on Cavazos Architects’ reaffirmation of the Proposal.

If the Proposal is accepted, a formal contract amendment shall be executed between the Client and Architect.

PROJECT SITE

Sames Auto Arena
6700 Arena Blvd
Laredo, TX 78041

956.724.8123
9114 McPherson Rd.
Suite 2501
Laredo, TX 78045
www.cavazosarchitects.com





PROJECT OVERVIEW

The City of Laredo is interested in renovating and upgrading various interior & exterior elements of the existing arena to bring the facility up to date and address deficiencies throughout the building that have become maintenance or operational issues. Cavazos Architects performed an assessment on the facility and is using the results of the assessment as a guide for prioritizing and budgeting for the renovations. The following is our proposed scope of work based on these discussions with the Client.

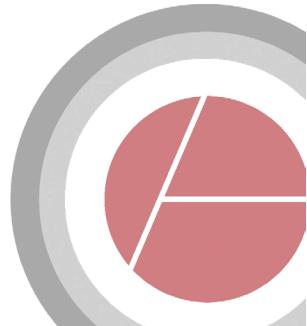
PROJECT PHASING

Below are our Opinions of Probable Cost for each phase. Future phases take into account a 5% inflation in construction cost per year. Each phase is broken down into multiple tasks. The design package will be released as three separate sets of construction documents (one per each phase), so that the Client may bid each package as a separate phase.

Please note that any delays during the design phase will require adjustments to the budget to compensate for inflation.

• **Phase 1 (estimated to begin construction in 2026):** **\$12,210,501.88**

- Renovate showers and restrooms in locker areas (3)
- Repair Building Envelope
- Renovate star suites (3)
- Convert storage room to catering room
- Create VIP areas at existing Meeting Rooms (2)
- Redesign Temporary Bars on Concourse Level (4)
- Provide new parking lot at adjacent empty lot





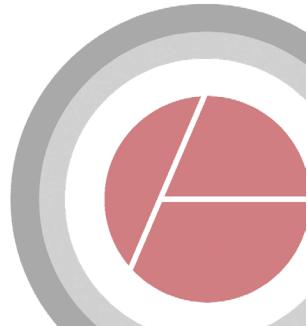
- New Distributed Sound System Design
- Bowl Processing System, Amplifiers & Power Speakers
- Replace and Upgrade all concourse and suite speakers
- ⊖ Replace Video Production System with new

• **Phase 2 (estimated to begin construction in 2027):** **\$12,995,296.39**

- Climate-controlled storage warehouse (44,500 square feet)
- Provide chair lifts at 3 stairwells for ADA Access to permanent seating
- Revise slabs for new ADA seating areas
- Gut & redesign concourse restrooms (4 Men's, 4 Women's, 2 Unisex)
- Repaint all interior gypsum walls & ceilings at Concourse Level

• **Phase 3 (estimated to begin construction in 2028):** **\$ 6,345,041.76**

- Parking Lot Improvements
- Storm Sewer Improvements
- Stormwater Pollution Prevention Plan Improvements
- Miscellaneous Site Improvements
- Signage, Striping, Traffic Control
- Replace entire fire alarm system with new
- Preventative maintenance on electrical gear
- Repaint all railings inside bowl area
- Replace Ribbon Display with new
- Replace Fixed Digit Scoreboard and Timing
- New Broadcast Cabling System
- IPTV Headend
- IPTV Per Display





TENTATIVE / ESTIMATED DESIGN SCHEDULE

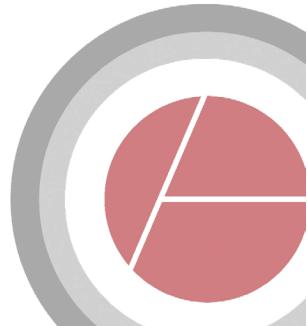
- Schematic Design – March 2026 – May 2026
- Design Development – June 2026 – August 2026
- Construction Documents – September 2026 – March 2027
- Procurement (estimated timeline, will depend on Client's procurement schedule)
 - Phase 1: April 2027 - May 2027
 - Phase 2: April 2028 – May 2028
 - Phase 3: April 2029 – May 2029
- Estimated Construction Timeline (Subject to Procurement & Funding)
 - Phase 1: June 2027 – May 2028
 - Phase 2: June 2028 – May 2029
 - Phase 3: June 2029 – May 2030

All schedules are contingent upon timely Client decisions, funding authorization, consultant coordination, permitting, and procurement requirements.

PROJECT BUDGET/SUMMARY

The Architect's opinions of probable construction cost are based on professional judgment and do not constitute a warranty or guarantee of actual construction costs. The Architect has no control over the cost of labor, materials, equipment, contractors' means and methods, market conditions, or bidding strategies, and assumes no responsibility for variances between estimated and actual costs.

PHASE	OPINION OF PROBABLE COST
1	\$ 12,210,501.88
2	\$ 12,995,296.39





3	\$ 6,345,041.76
TOTAL	\$31,550,840.03

FUTURE PROJECTS/FUTURE PHASES

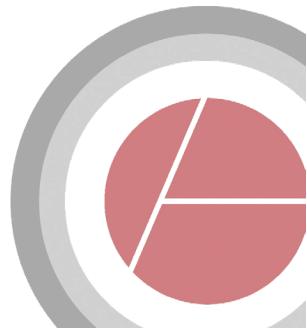
The following tasks/items may be included in a future design package by the Architect. These items might also be phased according to the Client's budget and priorities.

Phase 4 (timeline TBD by Client)

- Redesign Attitude Suites (2)
- New Entrance Vestibule

Phase 5 (timeline TBD by Client)

- New Side entrance vestibules (budget is for 4 total)
- Add power for lights at aisle seats
- Renovate 14 box suites on club level
- Redesign Club-Level Bar
- Convert temporary accessory bars to permanent bars (same as at concourse level)
- Redesign Club-Level Circulation Area
- Renovate Club-Level Restrooms (4 total; 2 Men & 2 Women)
- Repaint all interior gypsum walls & ceilings at club level
- WOW lighting/exterior LED façade lighting systems
- Redesign of lobby & concourse circulation areas
- Interior & Exterior Lighting + Site Lighting (Heads Only)-excludes arena & light poles
- Site lighting- new poles only
- New air curtains at loading dock





- Replace rear stage wall with new perforated metal panels

SCOPE OF SERVICES

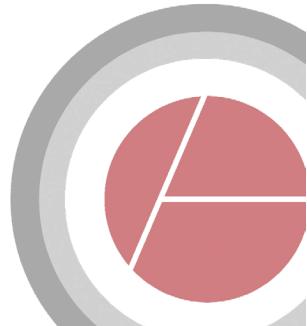
1) BASIC SERVICES

- a) Basic Services include:
 - Architectural Services
 - Mechanical, Electrical, & Plumbing Engineering Services
 - Structural Engineering Services
 - Envelope Consulting Services

2) SUPPLEMENTAL SERVICES

The following are included in our proposal as supplemental services, which means that they are not part of our typical Basic Services agreement.

- **KCI Technologies (Civil Engineers)**
 - Boundary, Topographic, & Improvement Survey – Lot 4, Block 2, Laredo Entertainment Center (~23.5 Acres) (**Sames Auto Arena Lot**)
 - Boundary, Topographic, & Improvement Survey – Lot 4-A, Block 1, Unit 4, Laredo Arena (~2.384 Acres) (**for new parking lot**)
 - Civil Engineering – Sames Auto Arena Parking Lot Renovations (Lot 4, Block 2, Laredo Entertainment Center)
 - Civil Engineering - New Parking Lot (Lot 4-A, Block 1, Unit 4, Laredo Arena)
 - Civil Engineering - New Warehouse (approximately 44,500 square feet; Lot 4, Block 2, Unit 4, Laredo Entertainment Center)
- **Bowman (3D Reality Capture)**





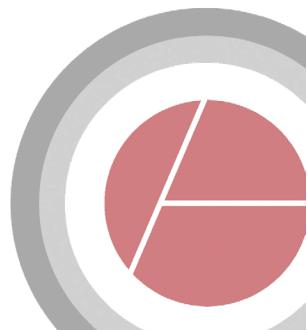
- 3D Scan & As-Built Documentation

- **WHJW (Audio Visual Consultant)**

- Bowl Sound Design System
- In-house Video Production System design
- Bowl LED Displays and related systems design
- TV and bracket product specifications
- IPTV System and distribution
- Broadcast Cabling Design
- Access control systems at all exterior and up to 10 interior doors
- Digital wayfinding and concession digital menus—a subset of IPTV system design
- Systems designs are based on current technology standards and available information at the time of design. Final equipment selections, vendor-specific requirements, and integration constraints may require revisions during procurement or construction and may constitute Additional Services.

SERVICES NOT INCLUDED:

- Graphic design/wayfinding (other than digital wayfinding)
- Acoustical Consulting
- Structured Cabling Design
- Security Surveillance System Design
- Intrusion Detection System Design
- Materials Testing & Balancing
- Geotechnical Engineering
- Environmental Surveying/Engineering (ACBM)
- Roof Consulting





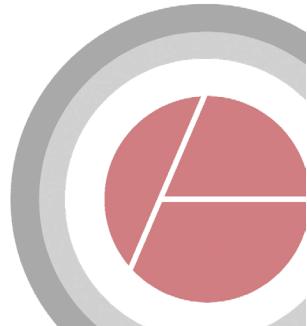
- As-built verification of undocumented conditions
- Operational / maintenance staffing studies
- Permitting Fees
- Traffic Impact Analysis
- Landscape & Irrigation Design

Note: It is our understanding that the Client has recently hired a general contractor to provide a new roof over the entire facility, including roof-to-parapet conditions, parapet flashing, curb conditions, and all other roof-related scope of work. We did not include any roof consulting services to analyze leaks or ponding related to the roof or roof parapets. If this service (roof consulting/assessment) is desired by the Client, please advise the Architect so that we can include that as a Supplemental Service.

The proposed A/E fee aligns with standard industry rates for complex multi-phase public projects and reflects the coordination demands of specialized consultants and scope. Basic Services compensation reflects the Architect's role as prime consultant and professional-of-record for all phases, including consultant coordination, integration, quality control, code compliance, and construction-phase services.

PROPOSED FEES

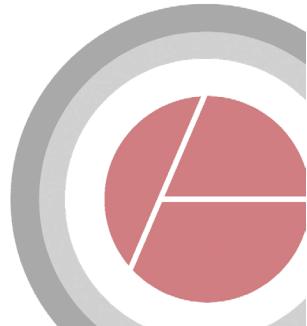
BASIC SERVICES		
Construction Budget (Phases 1, 2 & 3)		Basic AE Services Fees
\$31,550,840.00		\$2,208,558.80





CAVAZOS ARCHITECTS

Project Improvements Allowance (For client-initiated scope changes)		\$75,000.00
Total Basic Services (Phases 1, 2, 3)		\$2,283,558.80
SUPPLEMENTAL SERVICES		
(these services include a 10% Administration fee)		
Civil Engineering – Sames Auto Arena Parking Lot Renovations (Lot 4, Block 2, Laredo Entertainment Center)		\$212,916.00
Boundary, Topographic, & Improvement Survey – Lot 4, Block 2, Laredo Entertainment Center (~23.5 Acres) (Sames Auto Arena Lot)		\$21,802.00
Boundary, Topographic, & Improvement Survey – Lot 4-A, Block 1, Unit 4, Laredo Arena (~2.384 Acres) (for new parking lot)		\$13,200.00
Civil Engineering - New Parking Lot (Lot 4-A, Block 1, Unit 4, Laredo Arena)		\$102,300.00
Civil Engineering - New Warehouse (approximately 44,500 square feet; Lot 4, Block 2, Unit 4, Laredo Entertainment Center)		\$77,682.00
3D Scan & As-Built Documentation		\$76,780.00
Bowl Sound System Design		\$66,000.00
Video Production System Design		\$60,500.00
Bowl LED Displays		\$33,000.00
TV and Bracket Specifications		\$2,200.00
IPTV System		\$41,800.00
Broadcast Cabling		\$30,800.00
Digital wayfinding and concessions digital menus		\$7,700.00
Access Controls Design		\$38,500.00
Total Supplemental Services (Phases 1, 2, 3)		\$785,180.00





Total Basic + Supplemental Services (Phases 1, 2, 3)		\$3,068,738.80
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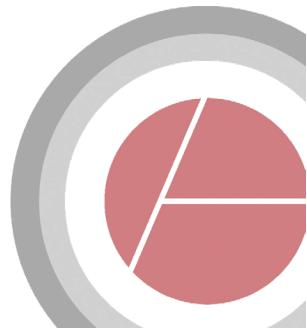
Notes:

1. The proposed fee is stipulated sum based on the scope of work and estimated construction budget. If the scope is increased beyond that listed previously, Professional Services required to include said changes shall be considered Additional Services, and compensation for the Architectural/Engineering Professional Services shall be adjusted appropriately. All changes in service shall be agreed to in writing by both the Client and the Architect prior to any additional services being provided.
2. The Architect shall be compensated through the Construction Procurement Phase for all "Alternates" included in the Construction Documents, regardless of whether they are accepted by the Owner as part of the Construction Contract. The value of the Alternate by the winning bidder shall determine the Construction Cost used to calculate the Architect's AE Fees.

ADDITIONAL SERVICES

Any additional consultants not listed as part of Basic or Supplemental Services will be considered additional services. Compensation will be computed as a multiple of 1.1 times the outside consultant's fees and billed to correspond to the percentage of work completed for the additional service.

- Any other additional services will be executed only upon Owner approval and be billed hourly according to the following schedule:
 - a) Principal: \$300/hour





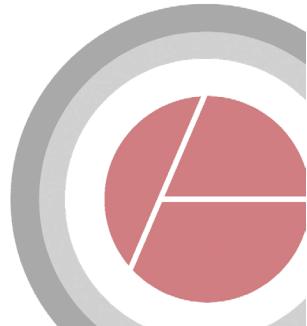
b) Project Manager:	\$225/hour
c) Associate Architect:	\$150/hour

REIMBURSABLE EXPENSES

Compensation for reimbursable expenses will be computed as a multiple of 1.1 times the outside consultant's fees and billed to correspond to the percentage of work completed for the additional service.

- Printing, binding, & shipping costs of GMP Documents, Construction Documents.
- Travel expenses
- TDLR review and inspection fees
- Texas Accessibility Standards registration, review & inspection fees.

Upon acceptance of these fees and services, Cavazos Architects requests a signed copy of this letter to be returned to our office. The fees and services in this agreement are valid for a period of thirty (30) days from the issue date. We appreciate the opportunity to provide these services. If you have any questions, please do not hesitate to contact me by phone at (956) 337-2266.





Sincerely yours,

Guillermo J. Cavazos, Jr., AIA, LEED AP BD+C

Principal-in-Charge

Cavazos Architects

ACCEPTED BY: _____

PRINT NAME: _____

DATE: _____

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