WATERMARK

LANDSCAPE ARCHITECTURE • LAND PLANNING • CONSULTING

July 2, 2026

Paul Ray, Planning Director
City of Brevard
65 W Main St
Brevard, NC 28712

Paul:

Per our discussions, please find below our proposal for professional design services for the Ecusta Trail Extension amenities and signage. We sincerely appreciate this opportunity and look forward to the possibility of working with you and the city of Brevard on this project.

Sincerely,



Hunter Marks

513 North Justice Street, Suite C, Hendersonville, North Carolina 28739
Office 828.595.2327 • Cell 828.551.7105 • Email: Hunter@Watermarkland.com

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PROPOSAL FOR PROFESSIONAL SERVICES
Ecusta Trail Extension
(Former section of the Estatoe Trail)
Amenities and Signage

Brevard, North Carolina

July 2, 2026

Submitted to:
City of Brevard
Attn: Paul Ray, Planning Director
95 West Main St
Brevard, NC 28712
(Referred to herein as Client)

Submitted by:
Watermark Landscape Architecture
Hunter Marks, RLA, ASLA, LEED AP
513 North Justice Street, Suite C
Hendersonville, North Carolina 28739
(Referred to herein as WLA)

SCOPE OF SERVICES

WLA proposes to provide the following services for the approximately two-mile section of the Ecusta Trail (formerly a section of the Estatoe Trail), from the current end of trail just west of Oscar Blues Brewery to Brevard City Hall, related to trail amenities and signage.

1. Data Collection/Inventory & Analysis: WLA will conduct site visits as needed, and compile Client supplied and publicly accessible information such as site surveys, GIS, lidar, aerial imagery, field measurements, etc. If no site survey is available, WLA will discuss with the Client regarding obtaining a survey, if needed. Survey cost is not included in this proposal and will be an additional cost to the Client. Based on compiled site data, WLA will produce a base map of the project area. WLA will conduct a thorough analysis of the site to understand project limitations and opportunities. WLA will work with the Client to develop and clarify project goals, timelines, and budgets.

2. Conceptual Design: WLA will identify potential locations for amenities and signage within the trail ROW. WLA will meet with the Client to review and confirm the locations and quantities of each sign type and amenity. WLA will meet with the Client to consider any minor edits, as may or may not be desired, to existing Ecusta Trail signage templates, in coordination with the Brevard Ecusta Trail Advisory Board (ETAB) and the Friends of Ecusta Trail (FOET). Any edits to the signage template designs will need to be finalized prior to WLA's development of location specific signage content. All design work will consider and coordinate with the design of NCDOT STIP # BF-0002 – Ecusta Trail Transylvania Section.

3. Design Development: WLA will proceed with finalizing amenities and sign locations, and develop location specific signage content:
    - WLA will develop location specific signage. This will include periodic progress meetings (up to two) with the Client. Signage with location specific content will include:
        a. Trailhead signs
        b. Station Signs
        c. Orientation Signs
    - WLA will specify the following amenities and their locations, per the direction of the Client:
        a. Stations
        b. Mile markers
        c. Waste receptacles
        d. Benches
        e. Bike racks
        f. Landscape screening/ buffer areas
        g. Bike repair stations
        h. Station signs
        i. Orientation signs
        j. Trailhead signs
    - WLA will coordinate with McAdams engineering regarding continuity of design related to STIP # BF-0002 -Ecusta Trail Transylvania Section. WLA will also coordinate with NCDOT regarding project R-5800 and the Ecusta Trail.

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4. Construction Documents: WLA will prepare a final deliverable package that will include an overall site map identifying existing features, enlargements of proposed amenity and signage locations, amenity location charts, amenity construction details, and landscape screening/buffer plans. Note: Scope does not include structural design or certification for any applicable amenities listed above. WLA will present the final locations of amenities and location specific signs to the Client, and will assist the Client in presenting these signs to ETAB and FOET as requested by the Client. WLA will do one round of revisions if requested by the Client. Based on the final design plans, WLA will prepare an Opinion of Probable Construction Cost (OPCC) for the Client.

5. Additional Services: WLA will provide additional services as may be requested by the Client on an hourly basis or a mutually agreed upon lump sum. These may include, but are not limited to: additional meetings beyond those outlined above, additional amenities, additional signage, interpretive signage, color renderings, encroachment permitting and coordination with NCDOT (primarily related to NCDOT project R-5800), branding or co-branding design, bidding assistance, construction observation & oversight, conversations or correspondence unrelated to the Ecusta Trail Extension amenities and signage, etc.

SCHEDULE

WLA will begin work upon acceptance of this agreement unless otherwise specified and will work to meet all reasonable schedules requested by the Client. Scheduling is dependent on WLA receiving information from the Client in a timely manner.

COMPENSATION FOR PROFESSIONAL SERVICES

The estimated cost for services defined in this agreement shall be as follows:

1.	Data Collection/ Inventory & Analysis	$5,700.00
2.	Conceptual Design	$7,400.00
3.	Design Development	$17,600.00
4.	Construction Documents	$26,100.00
5.	Additional Services	+Hourly
Project Total:		**$56,800**

Cost of services indicated does not include additional work beyond the Scope of Services or the cost of reimbursable expenses as identified in this agreement. Payment shall be made monthly, due upon receipt of invoice, for all work completed to date. In the event payment is not made according to the terms herein set forth, WLA at its option will stop work until payment is received and not be in default under the terms and conditions of this Agreement.

WLA provides professional services on an hourly basis, determined by the amount of time spent on a project. WLA does not invoice based on deliverables. The amounts shown above are estimates based on our understanding of tasks described in the project scope, and our experience with similar projects. If it becomes apparent that actual time spent on a project may exceed the estimated cost, WLA will contact the Client to review the scope and costs to date, and discuss how the Client may wish to proceed.

CLIENT'S RESPONSIBILITIES AND GENERAL CONDITIONS

- The Client shall provide WLA with property surveys, other site information, marketing information, building plans, programs, budget, or other information as may be required to complete the work, or shall agree to reimburse WLA for the cost of obtaining the information required.
- The Client shall hold WLA harmless for conditions arising from information supplied by others not under the direct control of WLA.
- The Client shall identify and designate one individual as the primary point of contact for project communication, reviews, approvals, etc. This benefits both the Client and WLA in that it provides clarity regarding project communication, and maximizes adherence to project scope, schedule, and budget.
- The Client shall identify any special definitions or conditions required for invoicing for services rendered.
- The scope of work will be performed by Watermark Landscape Architecture PLLC. WLA will perform those services, which at its discretion, are reasonably necessary for the reasonable and prompt fulfillment of its obligations.
- Services performed by WLA under this agreement will be conducted in a manner consistent with the degree of skill and diligence normally employed by members of our profession performing the same or similar services.
- The Client may terminate this agreement for convenience upon ten (10) business days written notice to WLA. Where the Client terminates this agreement for convenience, the Client shall pay WLA an equitable amount proportional to the services rendered by WLA under the agreement, up to the date of termination, plus reasonable termination costs.
- WLA carries professional, general liability, and workman's compensation insurance. WLA will furnish appropriate insurance certificates upon request. The Client understands and agrees that the total liability of WLA for any and all injuries, claims, losses, expenses, or damages whatsoever, including attorneys' fees and legal expenses, arising out of or in any way related to the project from any cause or causes shall not exceed the total amount recoverable from such insurance.

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CONTRACT ACCEPTANCE

This proposal shall be valid for thirty (30) days. Upon acceptance it shall become a formal agreement between the Client and Watermark Landscape Architecture. This proposal may be amended by attachment thereto upon acceptance by both parties. If this proposal is satisfactory and acceptable, please sign and return. WLA will provide you a fully completed copy for your files.

HOURLY RATES

Principal/Senior L.A.	$200/hour
Project Manager	$135/hour
Designer	$110/hour
Drafter	$90/hour

REIMBURSIBLE EXPENSES (Cost X 1.35)

Mileage (Charged portal to portal) - $0.725 per mile
Printing, photography & reproductions
Postage & delivery fees
Permits & fees
Client directed expenses
Outside consultants

Signature and Date:

_____

Paul Ray, Planning Director
City of Brevard

Signature and Date:

_____

Hunter Marks, RLA, ASLA, LEED AP
Watermark Landscape Architecture

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