

Full Circle Architects

EXHIBIT B – Vendor Discounts and Services to be provided to FirstService Residential Properties.

“Free of Charge” (Board Meeting Attendance)

Full Circle Architects shall attend Board meetings (when available) to discuss the project at “No Charge”.

- This allows the Board to get all of their technical questions answered in a timely manner.
- This allows us to provide more in-depth responses to the Board’s concerns.
- This provides added planning assistance for the Board and Management at no additional cost.
- It relieves Management of the burden of having to prepare presentations related to Project details and construction.

“5% Discount” (Hourly Rates)

Full Circle Architects shall provide hourly services at a 5% discount from its standard hourly fees for selected projects.

- This allows small tasks to be completed cost-effectively.
- Services provided “as-needed” during construction can be provided at a discounted cost.
- If any Additional Services become necessary, the cost will be at a lesser rate.

“10% Discount” (Architecture/Engineering/Interior Design Services)

Full Circle Architects shall provide a 10% discount when architecture, engineering, and interior design services are provided by FCA on a single Project; selected phases only.

- This allows more complex/larger projects to be completed cost-effectively.
- This allows better Project coordination with one source of design services.
- It creates better designs by unifying the creativity of all three disciplines.