SAMPLE · Made-up project · Prices are examples

MARLOWE & FINCH
KITCHEN & BATH

**Client proposal**
Concord, Massachusetts
(978) 555-0148 · MA HIC #000000 (sample)



BASE ESTIMATE EXAMPLE

*AI-assisted concept view. Products and conditions remain unverified.*

# The Oak Kitchen

| PREPARED FOR | PROJECT | PROPOSAL | ROOM |
|---|---|---|---|
| Sample homeowner | PP-DEMO-001 | R06 · 23 October 2026 | 18 x 15 ft assumed room |

**Base estimate, new design direction.** The numbers illustrate a fictional 18 x 15 ft kitchen remodel. The R04 Colonial Revival image adds layered crown, a range mantel, premium finishes and an L-shaped layout. **Those upgrades and service moves are not priced.** Supplier and trade quotes must revise this base before a price is offered for the concept.

| BASE PRICED SCOPE | PLANNING RESERVE | BASE PLANNING TOTAL |
|---|---|---|
| $68,750.00 | $3,437.50 | $72,187.50 |

The base includes provisional allowances. The reserve does not cover or authorize the new design upgrades. Final quantities, products and trade scope require a coordinated revision.

**How to read this proposal:** trade-by-trade scope first, allowance rules and boundaries next, then a consolidated price summary on the final page.

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THE OAK KITCHEN · BASE SCOPE & PRICE / R04 UPGRADES UNPRICED

## General Conditions

Section subtotal **$4,800.00**

*Running the job, the building permit, protecting the house and hauling the debris.*

ITEM & SCOPE OF WORK — PRICE

### Project Management & Supervision — $2,000.00

- Marlowe & Finch project lead on the job from demolition through the final walkthrough, ~6 weeks on site
- Trade scheduling and sequencing: demolition, rough-ins, insulation and drywall, flooring, cabinets, countertops, tile, trim-out and paint
- Order and delivery coordination for the cabinets, quartz, tile, flooring and fixtures; the apron sink is on site before the countertop template
- Owner-supplied refrigerator, range, dishwasher and hood: delivery dates, cut sheets and clearances confirmed before the cabinet order is released
- Weekly progress update to the owner, with each selection due two weeks before its order date
- Attends the rough, insulation and final inspections with the licensed trades
- Final walkthrough with the owner and a written punch list, completed before the final invoice

### Building Permit & Inspections ALLOWANCE — $950.00

- Contractor confirms the town application requirements and the documents required for this scope
- Building-permit fee is carried as an allowance; the actual fee replaces the allowance
- Plumbing and electrical permits remain in the licensed trade scopes, avoiding a duplicate fee
- Contractor coordinates inspections with the licensed trades before closing surfaces
- Any required professional design or structural review is outside this illustrative scope

### Protection & Dust Control — $1,050.00

- Floor-to-ceiling dust wall with a zipper door across the 12'-0" opening to the living area
- Floor protection board taped down on the path from the entry door to the kitchen, kept for the whole job
- Kitchen supply and return registers sealed during demolition, drywall sanding and floor work
- Negative-air fan exhausting out the kitchen window during demolition and drywall sanding
- Work area broom-cleaned at the end of every work day; tools and materials kept inside the dust wall
- Your temporary kitchen outside the dust wall is set up by you; one existing receptacle outside the work area stays live for it
- Owner clears the furniture near the opening before the start; all protection is removed at completion

### Dumpster (1) - 15 Yard — $800.00

- (1) 15-yard dumpster for demolition and construction debris, one pull
- Placed in the driveway on plywood runners to protect the paving
- Cabinet, countertop, drywall and flooring debris kept inside the hauler's weight limit
- Old appliances stay out of the dumpster; they go to an appliance recycler under Kitchen Demolition

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## Demolition

Section subtotal **$3,375.00**

*The old kitchen comes out after the licensed trades make the services safe.*

ITEM & SCOPE OF WORK — PRICE

### Kitchen Demolition - Cabinets, Tops & Appliances — $2,250.00

- Kitchen plumbing and electrical disconnected and capped by the licensed trades before demolition starts
- Range carried as electric; an existing gas line found at demolition is capped by a licensed gas fitter under permit, priced by change order
- Remove all existing base and wall cabinets, countertops, backsplash, sink and faucet on the working wall
- Existing refrigerator, range, dishwasher and hood taken to an appliance recycler; light fixtures removed, boxes left for the electrician
- Existing baseboard on the ~30 LF of exposed walls removed, labeled and stored for reinstallation
- Walls and ceiling kept; drywall opened only where the new plumbing, wiring and hood duct need access (patched under Drywall Patching)
- Window, window casing and the trim at the 12'-0" opening protected and kept
- Debris carried out along the protected path and loaded to the dumpster the same day
- Hidden damage found behind the cabinets (rot, insect damage, old leaks) is shown to the owner and priced by change order before repair

### Flooring Removal to the Subfloor — $1,125.00

- Remove the existing kitchen flooring and underlayment, ~270 SF, down to the wood subfloor
- Staples, nails and adhesive ridges removed; subfloor left broom-clean for the flooring installer
- Clean, straight cut at the 12'-0" opening, where the living-area floor stays
- Subfloor checked for flat and for soft spots once exposed; subfloor replacement is priced on site by change order
- If sheet vinyl or 9" x 9" tile is found, removal stops and a sample is tested by a licensed lab, paid by change order; abatement is not included

## Plumbing

Section subtotal **$3,750.00**

*Base service-wall illustration, permit included. The R04 left-wall sink relocation needs a new licensed-trade quote; no island plumbing is planned.*

ITEM & SCOPE OF WORK — PRICE

### Plumbing Rough-In - Sink & Dishwasher — $2,250.00

- Licensed plumber verifies existing supply, drain and vent conditions before pricing the final work
- Base illustration carries work near existing services; the R04 left-wall sink move requires a revised quotation
- Plumber determines pipe sizing, materials, protection and code requirements for the verified conditions
- Refrigerator or ice-maker water connections, island plumbing and gas work are excluded unless separately agreed
- Include the plumbing permit, testing and rough inspection in the written trade quote

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## Plumbing, continued

ITEM & SCOPE OF WORK — PRICE

### Faucet, Drain & Dishwasher Connections — $1,500.00

- Connect the approved sink, faucet and owner-supplied dishwasher after the surfaces are ready
- Confirm compatible strainers, traps, valves and appliance connections with the selected products
- Coordinate any countertop holes with the plumber and fabricator before fabrication
- Fixture purchases are carried in Fixtures & Lighting: Supply; installation is carried here once
- Run and check connections, test the dishwasher and include final trade inspection

## Electrical

Section subtotal **$6,000.00**

*Licensed electrician, permit included. These base counts need repricing for the R04 layout and chosen lanterns.*

ITEM & SCOPE OF WORK — PRICE

### Electrical Rough-In & Kitchen Circuits — $3,000.00

- Licensed electrician makes the existing work area safe before demolition
- Verify panel capacity, selected appliance loads, circuit routes and receptacle locations on site
- Electrician determines circuit sizing, protective devices and alarm requirements for the final scope
- Carry the kitchen work only; panel or service upgrades and whole-house changes are excluded
- Include the electrical permit, testing and rough inspection in the written trade quote

### Kitchen Lighting & Switching — $1,750.00

- Carry six recessed lights as a planning count, subject to an approved lighting layout
- Two brass-and-glass lanterns are the R04 design direction; confirm products, positions and revised wiring price
- Include task lighting, drivers and access to service those components in the trade quotation
- Agree switch locations, compatible dimmers and lighting groups before rough-in
- Coordinate ceiling access and patches with the drywall scope; final technical design stays with the electrician

### Device Trim-Out & Appliance Connections — $1,250.00

- Install approved switches, receptacles and cover plates after surface finishes are complete
- Hang the two selected pendants at the approved height and connect the agreed task lighting
- Connect owner-supplied appliances within the licensed trade scope and product requirements
- Confirm any mounting and safety accessories are included in the relevant installer scope
- Test the completed circuits, label the panel directory and include final trade inspection

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THE OAK KITCHEN · BASE SCOPE & PRICE / R04 UPGRADES UNPRICED

## HVAC & Ventilation

Section subtotal **$1,250.00**

*The range hood and its exhaust duct, carried as an allowance until the hood is selected and the duct route is confirmed on site.*

ITEM & SCOPE OF WORK — PRICE

### Range Hood Mounting & Ducting — ALLOWANCE — $1,250.00

- Owner supplies the hood; the base allowance covers installation, not the R04 decorative mantel surround
- Installer verifies the hood, mounting, duct route and exterior termination before final pricing
- Qualified trades confirm ventilation and makeup-air requirements for the selected equipment
- Coordinate blocking, penetrations, weather sealing and surface repairs with the other scopes
- Replace the allowance with the agreed written installation price before the work is released

## Insulation & Drywall

Section subtotal **$1,125.00**

*Wall repair after the trades, with the insulation restored in any exterior wall that is opened.*

ITEM & SCOPE OF WORK — PRICE

### Drywall Patching & Wall Prep — $1,125.00

- Patch the agreed wall and ceiling openings from the plumbing, electrical and ventilation work
- Record locations and extent before closing; a full-room replacement quantity is not assumed
- Restore disturbed insulation and air sealing to the requirements confirmed for the actual conditions
- Match board thickness and finish type, then tape, finish and sand the repairs for painting
- Concealed damage and repairs beyond the agreed patch scope are priced before proceeding

## Kitchen Cabinets, Countertops & Tile

Section subtotal **$35,025.00**

*Independent supplier allowances and contractor installation. Plan & Price does not sell or supply cabinets.*

ITEM & SCOPE OF WORK — PRICE

### Kitchen Cabinets: Supply — ALLOWANCE — $18,125.00

- A provisional supply allowance for cabinets selected through the contractor and its independent dealer
- Dealer prepares its own measured layout, product specification and complete order quotation
- Confirm finished panels, fillers, hardware, tax, delivery and handling in that written quotation
- No cabinet unit plan, shop drawings or ordering schedule is provided by Plan & Price
- The approved client price for the supplier package replaces this allowance; installation is carried separately

### Kitchen Cabinet Installation — $4,550.00

- Contractor receives and checks the independently supplied products against the approved order
- Installer confirms the field dimensions, substrate, fixing requirements and approved supplier details
- Include agreed assembly, setting, adjustment and finishing work in the contractor installation scope
- Coordinate sink support and countertop templating with the relevant supplier and fabricator
- Cabinet products are supplied by the independent dealer; Plan & Price provides estimating support only

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## Kitchen Cabinets, Countertops & Tile, continued

ITEM & SCOPE OF WORK — PRICE

### Cabinet Hardware Installation — $975.00

- Installer confirms the final hardware count from the independent supplier package
- Owner approves the position on a representative front before production drilling
- Installer verifies fasteners, product compatibility and the finished front thickness
- Hardware supply remains in the third-party supply allowance and is not purchased twice
- Check finished alignment and operation with the contractor before completion

### Quartz Countertops - Fabricate & Install — ALLOWANCE — $8,500.00

- Stone-look quartz is the R04 direction; premium slab, edge and backsplash upgrades are not priced here
- Fabricator measures after supporting elements and the selected sink are ready
- Written quote confirms slab yield, seams, edges, cutouts, support, delivery and installation
- Any sink, faucet or accessory holes are coordinated with the trades before fabrication
- The approved client price for the installed package replaces this allowance; this sample does not authorize ordering

### Backsplash Tile & Setting — ALLOWANCE — $2,875.00

- Light tile backsplash (S-02), ~18 SF on the working wall: counter to the underside of the wall cabinets, and behind the range to the hood
- Wall flattened and primed before setting; tile laid out from the window centerline so the cuts match at both ends
- Set in polymer-modified thinset and grouted in the color you choose
- Metal edge trim at the exposed ends, in a finish chosen with the tile
- Color-matched silicone at the countertop joint and the inside corners, in place of grout
- Receptacle boxes extended to sit flush with the tile
- The allowance includes the setting labor and materials for ~18 SF; a product or layout change requires a revised material and installation quote before approval

## Flooring & Finish Carpentry

Section subtotal **$8,275.00**

*Base flooring and exposed base trim only. Layered crown and the decorative mantel require separate measured scope and pricing.*

ITEM & SCOPE OF WORK — PRICE

### Kitchen Flooring: Supply — ALLOWANCE — $5,625.00

- Allowance based on 5" prefinished engineered white oak, ~270 SF plus 10% waste (~300 SF)
- Includes the underlayment, the flooring adhesive or fasteners and a matching reducer for the opening
- The owner selects the product, species and finish from samples before the order date
- Delivered to the house for acclimation before installation
- Installation is the next line, not charged twice
- Carried as an allowance; the delivered price of your final selection is added or credited by change order

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## Flooring & Finish Carpentry, continued

ITEM & SCOPE OF WORK — PRICE

### Kitchen Flooring Installation — $2,000.00

- Flooring moisture, acclimation and installation conditions follow the selected manufacturer requirements
- Subfloor flattened and screwed down where it moves; rosin paper or the manufacturer's underlayment laid first
- Engineered oak nailed or glued down to the subfloor, ~270 SF; not a floating floor, so the cabinets and island can sit on it
- Installed wall to wall before the cabinets are set
- Flush transition at the 12'-0" opening where heights allow, otherwise a matching reducer; the living-area floor is not included
- Floor covered with protection board right after installation and kept covered until the final cleaning

### Baseboard & Shoe Molding — $650.00

- Carry about 30 LF of exposed baseboard for reinstallation and matching shoe molding
- Verify the actual exposed runs; the full room perimeter is not the trim quantity
- Record damaged retained pieces and agree any replacement before installation
- Return and join trim neatly at the room opening and fixed elements
- Crown molding, decorative mantel and their finish work require separate measured scope and new pricing

## Painting

Section subtotal **$1,750.00**

*Base wall and ceiling painting. Finish work for new crown and mantel detailing is not included in this illustration.*

ITEM & SCOPE OF WORK — PRICE

### Kitchen Painting — $1,750.00

- Ceiling ~270 SF and walls ~360 SF (net of cabinets, backsplash and openings) in the kitchen
- Primer on every patched area, then (2) finish coats: flat on the ceiling, eggshell on the walls
- Window casing, the trim at the 12'-0" opening, and the base and shoe in semi-gloss
- Ceiling, walls and first coat before the cabinets go in; final coat and touch-up after the countertops, backsplash and trim
- One wall color and one ceiling color, chosen by the owner
- Cabinets are factory-finished and not painted; painting in the living area is not included

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## Fixtures & Final Cleaning

Section subtotal **$3,400.00**

*The sink, faucet and pendants are your selections; the final clean leaves the kitchen ready to use.*

ITEM & SCOPE OF WORK — PRICE

### Fixtures & Lighting: Supply — ALLOWANCE — $2,750.00

- Base supply allowance carries a sink, faucet and two lights; the brass-and-glass lantern pair is unquoted
- Final products, finishes and compatible parts require owner and trade coordination
- Obtain a complete delivered supplier quotation before confirming allowance sufficiency
- Installation stays in the contractor, plumbing and electrical lines and is not included twice
- Plan & Price tracks the selection and estimate; the contractor or owner orders through their supplier

### Final Construction Cleaning — $650.00

- Construction clean of the kitchen after the last trade: cabinet interiors and drawers vacuumed and wiped
- Countertops, backsplash, sink, faucet, light fixtures and appliance fronts cleaned
- Kitchen window glass and sills, and the trim at the 12'-0" opening, cleaned
- Floor cleaned with the flooring manufacturer's cleaner after the protection board is lifted
- Dust wall and protection removed; supply and return registers unsealed

## Planning contingency

Section subtotal **$3,437.50**

### Planning Contingency — CONTINGENCY — $3,437.50

- A separate planning reserve for conditions that can only be confirmed once the walls and floor are open
- Not priced scope and not an authorization to spend
- Used only through a written change order you approve before the work is done
- Before a real engagement, required additions are identified and this proposal is updated

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## How allowances work

- An allowance is a budget for something you still choose (the cabinets, quartz, backsplash tile, flooring, and the fixtures & lighting: sink, faucet and pendants), work that waits on a product (the range hood duct) or a fee set by others (the building permit). Each allowance amount is already included in the total.
- The cabinet and flooring allowances are material only; their installation is priced on its own lines. The quartz and backsplash tile allowances include fabrication, setting and installation. A selection that changes quantities or installation scope also needs a revised quote.
- Your selections replace the allowance; they are not added to it. If a selection costs more or less than its allowance, the difference is added or credited by written change order before ordering.
- The fixture selections sheet records the proposed sink, faucet and pendants, the decision owners and the open supplier quotes. The allowance is provisional until complete pricing is approved.

## Finish direction

Creamy ivory · Deep walnut · Stone-look quartz · Warm oak flooring · Aged brass

*R04 concept direction. Crown, mantel, premium finishes and service moves need new pricing.*



*AI-assisted concept view. Final products and field conditions require verification.*

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THE OAK KITCHEN · SUMMARY

# Base price summary

## By section

| | |
|---|---|
| General Conditions | $4,800.00 |
| Demolition | $3,375.00 |
| Plumbing | $3,750.00 |
| Electrical | $6,000.00 |
| HVAC & Ventilation | $1,250.00 |
| Insulation & Drywall | $1,125.00 |
| Kitchen Cabinets, Countertops & Tile | $35,025.00 |
| Flooring & Finish Carpentry | $8,275.00 |
| Painting | $1,750.00 |
| Fixtures & Final Cleaning | $3,400.00 |
| Planning contingency | $3,437.50 |

## Base planning total **$72,187.50**

*Base illustration only. R04 crown, mantel, premium finishes and service moves are not priced in this total.*

## Allowances included

| | |
|---|---|
| Building Permit & Inspections | $950.00 |
| Range Hood Mounting & Ducting | $1,250.00 |
| Kitchen Cabinets | $18,125.00 |
| Quartz Countertops | $8,500.00 |
| Backsplash Tile & Setting | $2,875.00 |
| Kitchen Flooring | $5,625.00 |
| Fixtures & Lighting | $2,750.00 |

*Selections replace these allowances; they are not added to them. Allowances are budgets, not supplier quotes.*

## Exclusions & clarifications

- Owner supplies the refrigerator, range, dishwasher and hood; no appliance purchase budget is included. Hood mounting and its duct are carried as an allowance under HVAC & Ventilation.
- Structural alterations, concealed damage, gas piping, a garbage disposal, a refrigerator water line, panel or service upgrades, whole-house smoke/CO upgrades and work outside the kitchen are excluded unless added by written change order.
- Hazardous-material testing and abatement are not included: if sheet vinyl, 9" x 9" tile or other suspect material is found, removal stops and a sample is tested by a licensed lab, paid by change order.
- Design-professional and engineering fees are excluded. Trade permits are in the plumbing and electrical lines; the building permit is an allowance billed at the town's actual fee.
- R04 design upgrades are unpriced: layered crown, decorative mantel, premium finishes, lantern uplift and service relocation. This total is a fictional base illustration, not a quote for the pictured kitchen, a Plan & Price fee or purchase authorization.

*Demonstration only. Not an offer or a contract to sign.*

## Before a real project starts

Confirm the scope, supplier and trade quotes, exclusions and schedule together. Then prepare the appropriate project agreement.