

### **CHANGE ORDER # 3**

Date: August 11, 2025

Project: Union County – AMI Meter System

To: Union County- 500 North Main St Monroe, NC 28112

You are hereby directed to make the following change to the Contract Agreement between Union County, North Carolina, and Ferguson Enterprises, LLC, dated November 29, 2021 (the “Contract”).

The change and the work affected thereby are subject to all contract stipulations and covenants. This Change Order will increase the contract sum by \$ 427,222.99 .

#### **CONTRACT ADDITIONS:**

Replace Exhibit B: Pricing in its entirety with the attached Exhibit B: Pricing – Revised.

Below is a summary of changes:

1. Line Item 1.21 – Add (1) unit at Unit Sell Price of \$15,447.00 for a Total Sell Price of \$15,447.00.
2. Line Item 1.22 – Add (1) unit at Unit Sell Price of \$10,000.00 for a Total Sell Price of \$10,000.00.
3. Line Item 1.23 – Add (1) unit at a Unit Sell Price of \$1,800.00 for a Total Sell Price of \$1,800.00.
4. Line Item 2.04A – Add line item with (46) units at a Unit Sell Price of \$2,774.80 for a Total Sell Price of \$127,640.80.
5. Line Item 2.04B – Add a line item for a credit with (51) units at a Unit Sell Price of (\$1,237.50) for a Total Sell Price of (\$63,112.50).
6. Line Item 2.05A – Add line item with (23) units at a Unit Sell Price of \$3,436.20 for a Total Sell Price of \$79,032.60.
7. Line Item 2.06 – Reduce units to (0) at a Unit Sell Price of \$2,675.00 for a Total Sell Price of \$0.00.
8. Line Item 2.06A – Add line item with (4) units at a Unit Sell Price of \$5,483.20 for a Total Sell Price of \$21,932.80.
9. Line Item 2.07 – Reduce units to (0) at a Unit Sell Price of \$6,350.00 for a Total Sell Price of \$0.00.
10. Line Item 2.07A – Add line item with (5) units at a Unit Sell Price of \$8,280.00 for a Total Sell Price of \$41,400.00.
11. Line Item 2.08 – Increase units to (2) at a revised Unit Sell Price of \$13,396.52 for a Total Sell Price of \$26,793.04.
12. Line Item 2.08A – Add line item with (1) unit at a Unit Sell Price of \$17,327.75 for a Total Sell Price of \$17,327.75.
13. Line Item 3.01 – Reduce units to (11,500) at a Unit Sell Price of \$55.00 for a Total Sell Price of \$632,500.00.
14. Line Item 3.04 – Reduce units to (47) at a Unit Sell Price of \$400.00 for a Total Sell Price of \$18,800.00.
15. Line Item 3.05 – Increase units to (23) at a Unit Sell Price of \$1,000.00 for a Total Sell Price of \$23,000.00.
16. Line Item 3.06 – Increase units to (4) at a Unit Sell Price of \$1,100.00 for a Total Sell Price of \$4,400.00.
17. Line Item 3.07 – Increase units to (5) at a Unit Sell Price of \$1,200.00 for a Total Sell Price of \$6,000.00.
18. Line Item 3.08 – Increase units to (2) at a Unit Sell Price of \$1,400.00 for a Total Sell Price of \$2,800.00.
19. Line Item 3.08A – Add line item with (1) unit at a Unit Sell Price of \$4,850.00 for a Total Sell Price of \$4,850.00.
20. Line Item 3.09 – Reduce units to (36,500) at a Unit Sell Price of \$3.00 for a Total Sell Price of \$109,500.00.
21. Line Item 3.10 - Reduce units to (36,500) at a Unit Sell Price of \$2.50 for a Total Sell Price of \$91,250.00.
22. Line Item 3.11 – Reduce units to (25,000) at a Unit Sell Price of \$45.00 for a Total Sell Price of \$1,125,000.00.
23. Line Item 3.12 – Reduce units to (30,000) at a Unit Sell Price of \$12.00 for a Total Sell Price of \$360,000.00.
24. Line Item 3.13 – Reduce units to (0) at a Unit Sell Price of \$4.00 for a Total Sell Price of \$0.00.
25. Line Item 4.05 – Reduce units to (0) at a Unit Sell Price of \$18.50 for a Total Sell Price of \$0.00.
26. Line Item 4.06 – Reduce units to (0) at a Unit Sell Price of \$33.50 for a Total Sell Price of \$0.00.

27. Line Item 4.07 – Reduce units to (0) at a Unit Sell Price of \$30.00 for a Total Sell Price of \$0.00.
28. Line Item 4.08 – Reduce units to (0) at a Unit Sell Price of \$70.00 for a Total Sell Price of \$0.00.
29. Line Item 4.09 – Reduce units to (0) at a Unit Sell Price of \$300.00 for a Total Sell Price of \$0.00.
30. Line Item 5.01 – Increase units to (7,500) at a Unit Sell Price of \$4.00 for a Total Sell Price of \$30,000.00.
31. Line Item 5.02 – Increase units to (50) at a Unit Sell Price of \$33.00 for a Total Sell Price of \$1,650.00.
32. Line Item 5.03 – Increase units to (50) at a Unit Sell Price of \$72.50 for a Total Sell Price of \$3,625.00.
33. Line Item 5.04 – Increase units to (170) at a Unit Sell Price of \$430.00 for a Total Sell Price of \$73,100.00.
34. Line Item 5.05 – Increase units to (4,000) at a Unit Sell Price of \$20.00 for a Total Sell Price of \$80,000.00.
35. Line Item 5.06 – Increase units to (80) at a Unit Sell Price of \$790.00 for a Total Sell Price of \$63,200.00.
36. Line Item 5.07 – Increase units to (8) at a Unit Sell Price of \$1,185.00 for a Total Sell Price of \$9,480.00.
37. Line Item 5.08 – Increase units to (150) at a Unit Sell Price of \$150.00 for a Total Sell Price of \$22,500.00.
38. Line Item 6.01 – Add line item with (1) unit at a Unit Price of \$750,000.00 for a Total Sell Price of \$750,000.00.

This change order provides for changes in the work of this contract according to the attached itemization.

Amount of Original Contract	\$ 13,657,018.17
Additions approved to date	\$ 418,000.00
Deductions approved to date	\$
Contract amount to date	\$ 14,075,018.17
Amount of this Change Order (Net Add)	\$ 427,222.99
Revised Contract Amount	\$ 14,502,241.16

Approved Union County, NC  
Owner

Approved Ferguson Enterprises LLC  
Contractor

By \_\_\_\_\_

By \_\_\_\_\_

Printed Name Brian W. Matthews

Printed Name \_\_\_\_\_

Title County Manager

Title \_\_\_\_\_

Approved as to Legal Form RLM

This instrument has been preaudited in the manner required  
by The Local Government Budget and Fiscal Control Act.

\_\_\_\_\_  
Deputy Finance Officer

## Exhibit B: Pricing - Revised

ITEM NO.	DESCRIPTION	QUANTITY	UNIT SELL PRICE	TOTAL SELL PRICE
<b>INFRASTRUCTURE, SOFTWARE &amp; FEES (EXCLUDES TAX)</b>				
1.01	RNI SETUP FEE	1	\$ 24,205.00	\$ 24,205.00
1.02	SENSUS ANALYTICS ENHANCED SETUP FEE	1	\$ 25,000.00	\$ 25,000.00
1.03	BILLING INTERGRATION	1	\$ 20,000.00	\$ 20,000.00
1.04	ANNUAL RNI FEE	1	\$ 55,000.00	\$ 55,000.00
1.05	ANNUAL SENSUS ANALYTICS ENHANCED FEE	1	\$ 49,113.00	\$ 49,113.00
1.06	RNI TRAINING	2	\$ 6,000.00	\$ 12,000.00
1.07	SENSUS ANALYTICS ENHANCED TRAINING	3	\$ 5,000.00	\$ 15,000.00
1.08	HANDHELD TRAINING	3	\$ 1,500.00	\$ 4,500.00
1.09	PROJECT MANAGEMENT	1	\$ 150,000.00	\$ 150,000.00
1.10	MOBILIZATION	1	\$ 30,000.00	\$ 30,000.00
1.11	TRASH, CARDBOARD & SCRAP CONTAINERS	1	\$ 8,000.00	\$ 8,000.00
1.12	MASS METER CHANGEOUT FILE	1	\$ 40,000.00	\$ 40,000.00
1.13	PERFORMANCE & RETAINAGE BOND	1	\$ 40,000.00	\$ 40,000.00
1.14	IP ACTIVATION	17	\$ 500.00	\$ 8,500.00
1.15	SITE SURVEY & SOW'S	17	\$ 1,000.00	\$ 17,000.00
1.16	M400 COLLECTOR	19	\$ 25,000.00	\$ 475,000.00
1.17	M400 INSTALL	11	\$ 25,000.00	\$ 275,000.00
1.18	M400 INSTALL	4	\$ 30,000.00	\$ 120,000.00
1.19	M400 INSTALL	4	\$ 35,000.00	\$ 140,000.00
1.20	POLE INSTALL	1	\$ 100,000.00	\$ 100,000.00
1.21	INTERNET COMPONENTS - ROUTERS, ANTENNAS, CABLES, SIM CARDS	1	\$ 15,447.00	\$ 15,447.00
1.22	CUSTOMER PORTAL - SET-UP & INSTALLATION	1	\$ 10,000.00	\$ 10,000.00
1.23	CUSTOMER PORTAL - ANNUAL FEE YR 1	1	\$ 1,800.00	\$ 1,800.00
<b>SUBTOTAL</b>				<b>\$ 1,635,565.00</b>
<b>WATER METERS &amp; TRANSMITTERS (EXCLUDES TAX)</b>				
2.01	5/8 X 3/4 SRII METER	22,935	\$ 106.00	\$ 2,431,110.00
2.02	1" SRII METER	465	\$ 188.28	\$ 87,550.20
2.03	1.5" OMNI METER	86	\$ 1,450.00	\$ 124,700.00
2.04	2" OMNI METER	52	\$ 1,650.00	\$ 85,800.00
2.04A	2" CORDONEL METER	46	\$ 2,774.80	\$ 127,640.80
2.04B	2" OMNI METER RETURN CREDIT	51	\$ (1,237.50)	\$ (63,112.50)
2.05	3" OMNI METER	1	\$ 2,150.00	\$ 2,150.00
2.05A	3" CORDONEL METER	23	\$ 3,436.20	\$ 79,032.60
2.06	4" OMNI METER	0	\$ 2,675.00	\$ -
2.06A	4" CORDONEL	4	\$ 5,483.20	\$ 21,932.80
2.07	6" OMNI METER	0	\$ 6,350.00	\$ -
2.07A	6" CORDONEL METER	5	\$ 8,280.00	\$ 41,400.00
2.08	8" OMNI METER	2	\$ 13,396.52	\$ 26,793.04
2.08A	10" OMNI METER	1	\$ 17,327.75	\$ 17,327.75
2.09	ITRON TO TRPL ADAPTER (1 FT ADAPTER WIRE)	27,603	\$ 37.49	\$ 1,034,836.47
2.10	520M TOUCHCOUPLER TRANSMITTER	48,201	\$ 110.00	\$ 5,302,110.00
<b>SUBTOTAL</b>				<b>\$ 9,319,271.16</b>
<b>INSTALLATION ITEMS (NO TAX ON LABOR)</b>				
3.01	5/8 X 3/4" INSTALL	11,500	\$ 55.00	\$ 632,500.00
3.02	1" INSTALL	465	\$ 60.00	\$ 27,900.00
3.03	1.5" INSTALL	86	\$ 300.00	\$ 25,800.00
3.04	2" INSTALL	47	\$ 400.00	\$ 18,800.00
3.05	3" INSTALL	23	\$ 1,000.00	\$ 23,000.00
3.06	4" INSTALL	4	\$ 1,100.00	\$ 4,400.00
3.07	6" INSTALL	5	\$ 1,200.00	\$ 6,000.00

3.08	8" INSTALL	2	\$	1,400.00	\$	2,800.00
3.08A	10" INSTALL	1	\$	4,850.00	\$	4,850.00
3.09	SUB METER GPS (PER INSTALL)	36,500	\$	3.00	\$	109,500.00
3.10	ADDITIONAL NOTE DATA FIELD CAPTURED (PER INSTALL)	36,500	\$	2.50	\$	91,250.00
3.11	TRANSMITTER ONLY INSTALL	25,000	\$	45.00	\$	1,125,000.00
3.12	LID HOLE CUTTING FEE	30,000	\$	12.00	\$	360,000.00
3.13	LID EXCHANGE FEE (LIST COST IS SEPARATE)	0	\$	4.00	\$	-
<b>SUBTOTAL</b>					<b>\$</b>	<b>2,431,800.00</b>
<b>ADDITIONAL ITEMS - MATERIALS (EXCLUDES TAX)</b>						
4.01	WIRED TRANSMITTER (RETROFIT EXISTING LARGE METERS ONLY)	510	\$	130.00	\$	66,300.00
4.02	SMART GATEWAY	5	\$	400.00	\$	2,000.00
4.03	5/8 X 3/4 ALLY METER	25	\$	450.00	\$	11,250.00
4.04	DATA INTERGRATION / WORKSHOP	1	\$	2,500.00	\$	2,500.00
4.05	WATER METER LID ONLY NON-TRAFFIC RATED	0	\$	18.50	\$	-
4.06	WATER METER LID ONLY TRAFFIC RATED RESIDENTIAL	0	\$	33.50	\$	-
4.07	WATER METER BOX & LID NON-TRAFFIC RATED RESIDENTIAL	0	\$	30.00	\$	-
4.08	WATER METER BOX & LID TRAFFIC RATED RESIDENTIAL	0	\$	70.00	\$	-
4.09	LARGE METER BOX & LID 17 X 30 PLASTIC JUMBO	0	\$	300.00	\$	-
<b>SUBTOTAL</b>					<b>\$</b>	<b>82,050.00</b>
<b>ADDITIONAL FIELD LABOR ITEMS (NO TAX ON LABOR)</b>						
5.01	WATER METER LID REPLACEMENT LABOR ONLY	7,500	\$	4.00	\$	30,000.00
5.02	WATER METER BOX & LID REPLACEMENT LABOR ONLY	50	\$	33.00	\$	1,650.00
5.03	LARGE METER BOX & LID REPLACEMENT LABOR ONLY	50	\$	72.50	\$	3,625.00
5.04	NON-PERMIT CONFINED SPACE ENTRY LABOR ONLY	170	\$	430.00	\$	73,100.00
5.05	ADJUST METER BOX LABOR ONLY	4,000	\$	20.00	\$	80,000.00
5.06	RECONFIGURE CONNECTION 1-1/2" - 4" LABOR ONLY	80	\$	790.00	\$	63,200.00
5.07	RECONFIGURE CONNECTION 6" - 12" LABOR ONLY	8	\$	1,185.00	\$	9,480.00
5.08	OUT OF SCOPE LABOR (2 MEN) PER HOUR	150	\$	150.00	\$	22,500.00
<b>SUBTOTAL</b>					<b>\$</b>	<b>283,555.00</b>
<b>SALES TAX ALLOWANCE</b>						
6.01	SALES TAX ALLOWANCE	1	\$	750,000.00	\$	750,000.00
<b>TOTAL</b>					<b>\$</b>	<b>14,502,241.16</b>

The below pricing is not included in the total contract value. It is included in the pricing schedule to establish annual fees for subsequent years to be paid under separate contract or by amendment to this contract.

YEAR	ANNUAL SENSUS ANALYTICS ENHANCED	ANNUAL RNI SAAS	COLLECTOR ANNUAL FEE (COVERS 17)
YEAR 2	\$ 61,391.25	\$ 68,700.00	\$ 27,353.00
YEAR 3	\$ 63,289.95	\$ 70,824.74	\$ 28,198.97
YEAR 4	\$ 65,247.37	\$ 73,015.20	\$ 29,071.10
YEAR 5	\$ 67,265.33	\$ 75,273.40	\$ 29,970.21
*SOFTWARE QUOTE FOR YEARS 1-5 IS TO ALLOW GROWTH UP TO 75,000 END USERS BEFORE ADJUSTMENT WOULD BE NECESSARY			
*ALL PRICING ABOVE DOES NOT INCLUDE SALES TAX. SALES TAX WILL BE APPLIED TO ALL LINE ITEMS ONCE ITEM/S HAVE BEEN SHIPPED AND/OR WORK PERFORMED			