

RFP 21M2
TREE MAINTENANCE SERVICES

FACT SHEET

A. **Overview:** This recommendation is for the following services from qualified tree removal contractors: the removal of dead, dying, or diseased trees; the correction of structural defects; crown cleaning; crown raising; crown thinning; stump removal; brush removal and removal of damaged limbs or trees. Proposals were opened on February 25, 2021.

1. **Proposal participation:**

6 proposals downloaded
4 companies submitted a proposal

2. **Proposals were received from:**

Antietam Tree Service, Inc. dba: Antietam Tree & Turf (Hagerstown, MD)
Mead Tree & Turf Care, Inc. (Woodbine, MD)
Stansbury Tree Service, Inc. (Westminster, MD)
The F.A. Bartlett Tree Expert Company dba: Bartlett Tree Experts (Newtown, CT)

3. **Other Facts:**

- The contract shall be effective from the April 1, 2021 through March 31, 2023, with one two-year renewal option.
- Approximately \$100,000 was spent during the previous year on tree maintenance projects.
- Quotations for work will be sent to all vendors and the job will be given to the one with the best price and availability to do the work.
- The contract will be administered by Gary Barkdoll, Manager of Maintenance Projects and Grounds, Maintenance Department.

4. **Source of Funding:** FY21 Approved Operating Budget and contingent upon Board approval of FY22, FY23 Operating Budgets.

B. **Recommendation:** Staff recommends that RFP 21M2, Tree Maintenance Services, be awarded to Antietam Tree Service, Inc. dba: Antietam Tree & Turf, of Hagerstown, MD, Mead Tree & Turf Care, Inc. of Woodbine, MD, and Stansbury Tree Service, Inc. of Westminster, MD.

C. **Action taken by the Board (Purchasing use only):**

_____ Approved	_____ Denied	_____ Deferred	_____ Other	BM/kl
_____ Date	_____ Date	_____ Date	_____ Date	BOE Meeting: 04.14.21

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SCORING SUMMARY

VENDOR	Final Tech Score = 43 points max	Cost Score = 60 points max	TOTAL SCORE = 103 MAX
Antietam Tree and Turf	38.6	58	96.2
Stansbury Tree Services	39.8	40	79.7
F.A. Bartlett Tree Company	41.0	25	66.0
Mead Tree & Turf Care	37.8	48	85.9

**RFP 21M2, TREE MAINTENANCE SERVICES
BID TABULATION**

Item	Description	Unit Rate	ANTIETAM TREE SERVICE, INC. dba: ANTIETAM TREE & TURF	MEAD TREE & TURF CARE, INC.	STANSBURG TREE SERVICE, INC.	THE F.A. BARTLETT TREE CEXPERT COMPANY dba: BARTLETT TREE EXPERTS
			Price	Price	Price	Price
A1	Supervisor / Forman	Regular Hourly Rate	\$ 45.00	\$ 65.00	\$ 45.00	\$ 114.00
A2	Tree Trimmer / Climber	Regular Hourly Rate	\$ 40.00	\$ 57.50	\$ 35.00	\$ 106.00
A3	Grounds man / Labor	Regular Hourly Rate	\$ 30.00	\$ 50.00	\$ 30.00	\$ 97.00
A4	Arborist	Regular Hourly Rate	\$ 45.00	\$ 80.00	\$ 45.00	\$ 126.00
A5	Traffic Control Manager - Certified by ATSSA or other acceptable certifying agency	Regular Hourly Rate	\$ 40.00	\$ 80.00	\$ 45.00	\$ 70.75
A6	Flagger - Certified by ATSSA or other acceptable certifying agency	Regular Hourly Rate	\$ 40.00	\$ 70.00	\$ 35.00	\$ 62.70
A7	Equipment Operator	Regular Hourly Rate	\$ 45.00	\$ 60.00	\$ 45.00	\$ 116.00
A8	Brush Clearing	Regular Hourly Rate	\$ 40.00	\$ 60.00	\$ 35.00	\$ 105.00
A9	Equipment Rental	Regular Hourly Rate	\$ 30.00	\$ 65.00	\$ 25.00	\$ 221.40
A10	Other work not identified	Regular Hourly Rate	\$ 40.00	\$ 65.00	\$ 45.00	\$ 97.00
A11	Markup on materials	%	10%	10%	110%	30%
B1	Emergency Service "Off Hours" - 3 man crew	Emergency Hourly Rate	\$ 240.00	\$ 330.00	\$ 300.00	\$ 347.00
C1	Tree Removal, < 12" DBH, felling only	Each	\$ 200.00	\$ 200.00	\$ 160.00	\$ 192.00
C2	Tree Removal, < 12" DBH, felling by topping	Each	\$ 250.00	\$ 200.00	\$ 240.00	\$ 295.00
C3	Tree Removal, 12.01" - 18" DBH, felling only	Each	\$ 300.00	\$ 375.00	\$ 480.00	\$ 576.00
C4	Tree Removal, 12.01" - 18" DBH, felling by topping	Each	\$ 350.00	\$ 375.00	\$ 640.00	\$ 885.00
C5	Tree Removal, 18.01" - 24" DBH, felling only	Each	\$ 550.00	\$ 450.00	\$ 800.00	\$ 1,087.00
C6	Tree Removal, 18.01" - 24" DBH, felling by topping	Each	\$ 650.00	\$ 450.00	\$ 1,300.00	\$ 1,583.00
C7	Tree Removal, 24.01" - 36" DBH, felling only	Each	\$ 900.00	\$ 700.00	\$ 1,800.00	\$ 1,678.00
C8	Tree Removal, 24.01" - 36" DBH, felling by topping	Each	\$ 1,100.00	\$ 900.00	\$ 2,000.00	\$ 2,523.00
C9	Tree Removal, >36" DBH, felling only	Each	\$ 1,300.00	\$ 1,600.00	\$ 1,800.00	\$ 2,815.00
C10	Tree Removal, >36" DBH, felling by topping	Each	\$ 1,850.00	\$ 2,100.00	\$ 2,500.00	\$ 4,169.00
D1	Stump Grinding, <12" DBH	Each	\$ 40.00	\$ 125.00	\$ 80.00	\$ 67.50
D2	Stump Grinding, 12.0"1 - 18" DBH	Each	\$ 75.00	\$ 150.00	\$ 125.00	\$ 147.00
D3	Stump Grinding, 18.01" - 24" DBH	Each	\$ 140.00	\$ 200.00	\$ 200.00	\$ 294.00
D4	Stump Grinding, 24" - 36" DBH	Each	\$ 300.00	\$ 300.00	\$ 300.00	\$ 492.00
D5	Stump Grinding, > 36" DBH	Each	\$ 450.00	\$ 400.00	\$ 400.00	\$ 787.00
E1	70' Bucket Truck	Regular Hourly Rate	\$ 40.00	\$ 70.00	\$ 50.00	\$ 134.00