

RFP-RH-21-018				
Plant Health & Lawn Care Services				
Location/		Owen Tree Service, Inc.	TruGreen	Winner's Circle Turf & Landscape
Number		225 N. Lake George Rd. Attica, MI 48412	2711 Commerce Drive Rochester Hills, MI 48309	918 E. 10 Mile Rd. Hazel Park, MI 48030
<b>Customized Lawn Care</b>				
1	City Hall	\$375.00	\$337.50	\$400.00
2	Fire Station #1	\$333.00	\$247.50	\$382.00
3	Fire Station #2	\$138.00	\$112.50	\$142.00
4	Fire Station #3	\$111.00	\$103.50	\$108.00
5	Fire Station #4	\$255.00	\$225.00	\$292.00
6	Fire Station #5	\$138.00	\$157.50	\$127.00
7	Not included as part of this service			
8a	Van Hoosen Jones Lawn Care	\$2790.00	\$2,745.00	\$2,980.00
8b	Van Hoosen Jones Cemetery Grub on-call	\$1010.00	\$1,230.30	\$1,210.00
9	Hamlin Blvd	\$3195.00	\$2,745.00	\$2,800.00
10	Livernois Blvd	\$915.00	\$942.30	\$972.00
11	Veteran's Memorial Pointe	\$381.00	\$360.00	\$426.00
12	OCSO	\$237.00	\$176.40	\$216.00
13	52/3 District Court	\$456.00	\$405.00	\$472.00
14	Crooks Road Blvd	\$1005.00	\$1080.00	\$1,247.00
15	Adams Rd Blvd	\$1512.00	\$1,530.00	\$1,996.00
16	DPS Garage	\$708.00	\$720.00	\$915.00
17	Walton Blvd	\$1932.00	\$2,250.00	\$2,661.00
18	Hamlin / Livernois Roundabout	\$291.00	\$270.00	\$353.00
20	Tienken / Sheldon Round-A-Bout	\$108.00	\$81.00	\$265.00
21	Tienken / Washington / Runyon Round-A-Bout	\$114.00	\$81.00	\$115.00
22	Emmons Plaza	N/A		
23	Eddington Park	\$693.00	\$696.00	No Bid
	<b>TOTAL</b>	<b>\$16,697.00</b>	<b>\$16,495.50</b>	<b>\$18,079.00</b>
1-time	Liquid Non-Sel Resid/Soil St			
2	Fire Station #1	\$95.00	\$75.00	\$120.00
3	Fire Station #2	\$80.00	\$75.00	\$95.00
5	Fire Station #4	\$85.00	\$75.00	\$115.00
13	52/3 District Court	\$125.00	\$75.00	\$150.00
Parks	Borden Park	\$250.00	\$350.00	\$450.00
Parks	Avondale Park	\$125.00	\$175.00	\$200.00
On-Call	Grub Control Services Per Application			
	Cost per Lineal Foot (per application on-call)	\$0.13	\$3.25	\$0.45
	Cost per 1,000 square foot (other areas less than 1 acre)	\$2.64	\$3.49	\$5.00
	Cost per Acre (areas 1 acre or more)	\$115.00	\$150.00	\$217.00
ON-CALL	Liquid BroadLeaf Weed Control - per applic.			
1	Borden Pk Soccer Fields 1-5	\$985.00	\$1,020.00	\$1007.00
2	Borden Pk Soccer: East Comp	\$350.00	\$536.00	\$442.00
3	Borden Pk Ballfields 1-4	\$750.00	\$638.00	\$650.00
4	Spencer Park Soccer Field	\$215.00	\$230.00	\$210.00
5	Spencer Park Ballfields	\$190.00	\$228.00	\$80.00
6	Spencer Park Beach House/ Boathouse	\$108.00	\$157.00	\$120.00
7	Spencer Park Entrance	\$36.00	\$50.00	\$165.00
8	Helen Allen Park	\$625.00	\$615.00	\$560.00
9	Avondale Park	\$665.00	\$675.00	\$647.00
	<b>TOTAL</b>	<b>\$3,924.00</b>	<b>\$4,149.00</b>	<b>\$3,881.00</b>
10	Cost per 1,000 sq ft	\$2.34	\$2.62	\$3.36
11	Cost per Acre	\$102.00	\$85.00	\$146.36
ON-CALL	%N:K Nutr Analy Ratio of 3:1 or 2:1 - per appli			
1	Borden Pk Soccer Fields 1-5	\$895.00	\$1020.00	\$910.00
2	Borden Pk Soccer: East Comp	\$315.00	\$536.00	\$424.00
3	Borden Pk Ballfields 1-4	\$680.00	\$638.00	\$625.00
4	Spencer Park Soccer Field	\$192.00	\$230.00	\$240.00
5	Spencer Park Ballfield	\$170.00	\$228.00	\$150.00
6	Spencer Park Beach House/Boathouse Lawns	\$98.00	\$157.00	\$98.00
7	Spencer Park Entrance	\$36.00	\$50.00	\$160.00
8	Helen Allen Park	\$565.00	\$615.00	\$542.00
9	Avondale Park	\$605.00	\$675.00	\$620.00
	<b>TOTAL</b>	<b>\$3,556.00</b>	<b>\$4,149.00</b>	<b>\$3,769.00</b>
10	Cost per 1,000 sq ft	\$2.34	\$2.62	\$3.36
11	Cost per Acre	\$102.00	\$85.00	\$146.36

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ON-CALL		Attica, MI 48412	Rochester Hills, MI 48309	Hazel Park, MI 48030
	Liq. Non-Selective Weed Control			
1	Borden Park #1-4	\$260.00	\$400.00	\$290.00
2	Avondale Park	\$95.00	\$100.00	\$110.00
3	Helen Allen Park	\$105.00	\$125.00	\$115.00
	<b>TOTAL</b>	<b>\$460.00</b>	<b>\$625.00</b>	<b>\$515.00</b>
	Cost per 1,000 sq ft	\$2.36	\$5.00	\$3.36
	Cost per lineal foot	\$0.37	\$1.00	\$0.48
	Liq. Non-Selective Residual/Soil Sterilant			
1	Cost per 1,000 sq ft	\$3.45	\$5.00	\$3.45
2	Cost per lineal foot	\$0.55	\$1.00	\$0.55
	Granular Pesticide			
Curative: Dylox, Sevin				
Proposed product & formulation		Dylox 6.2	Arena (Granular)	Dylox
Proposed application rate:		3 pounds/1,000 sq. ft	3 pounds/1,000 sq. ft treated	3 pounds/1,000 sq. ft
	Cost per 1,000 sq ft	\$4.94	\$10.00	\$5.00
	Cost per Acre	\$215.00	\$255.00	\$215.00
Preventative: Merit, Mach II				
Proposed product & formulation		0-0-7w/2% Merit	Merit (Liquid)	Merit (Liquid)
Proposed application rate:		4 pounds/ 1,000 sq. ft.	3 pounds/1,000 sq. ft	3.5 pounds/1,000
	Cost per 1,000 sq ft	\$2.64	3.49	\$2.80
	Cost per Acre	\$115.00	\$150.00	\$122.00
ON-CALL	Seasonal Lawn Care Prog Fertilizer			
1	SpencerPkBeach House/Boathouse Lawns	\$108.00	\$100.00	\$125.00
2	Spencer Park Entrance	\$36.00	\$50.00	\$45.00
3	Spencer Park Soccer Field	\$215.00	\$220.00	\$203.00
4	Spencer Park Ballfield	\$190.00	\$228.00	\$110.00
5	Helen Allen Park	\$625.00	\$589.00	\$595.00
6	Avondale Park	\$665.00	\$690.00	\$635.00
	<b>TOTAL</b>	<b>\$1839.00</b>	<b>\$1,877.00</b>	<b>\$1,713.00</b>
	7 Cost per 1,000 sq ft	\$2.34	\$2.50	\$3.36
	8 Cost per Acre	\$102.00	\$85.00	\$146.36
Tree and Shrub Care				
1	City Hall	\$210.00	\$275.00	\$380.00
2	Fire Station #1	\$334.00	\$300.00	\$340.00
3	Fire Station #2	\$144.00	\$100.00	No Bid
4	Fire Station #3	\$144.00	\$100.00	\$170.00
5	Fire Station #4	\$144.00	\$100.00	\$170.00
6	Fire Station #5	\$220.00	\$100.00	\$280.00
7	CRWSC	\$110.00	\$100.00	\$170.00
8	Van Hoosen Jones Cemetery	\$375.00	\$650.00	\$710.00
9	Hamlin Blvd	\$710.00	\$750.00	\$1500.00
10	Livernois Blvd	\$300.00	\$500.00	\$915.00
11	Veteran's Memorial Pointe	\$288.00	\$295.00	\$360.00
12	OCSO	\$236.00	\$275.00	\$310.00
13	52/3 District Court	\$236.00	\$325.00	\$430.00
14	Crooks Road Blvd	\$375.00	\$456.00	\$1000.00
15	Adams Rd Blvd	\$190.00	\$295.00	\$500.00
16	DPS Garage	\$175.00	\$195.00	\$280.00
17	Walton Blvd	\$1590.00	\$1500.00	\$1565.00
19	Tienken/Livernois Round-A-Bout	\$170.00	\$100.00	\$150.00
20	Tienken / Sheldon Round-A-Bout	\$140.00	\$100.00	\$150.00
21	Tienken / Washington / Runyon Round-A-Bout	\$150.00	\$100.00	\$150.00
22	Emmons Plaza (Unknown at this time - see	N/A		
23	Eddington Park	\$279.00	\$150.00	\$950.00
	<b>TOTAL</b>	<b>\$6520.00</b>	<b>\$6766.00</b>	<b>\$10480.00</b>
	<b>TOTAL</b>	<b>33,756.00</b>	<b>34,886.50</b>	<b>39,567.00</b>

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	Firm Established:	1985	DE Limited Partnership	2014
	Years in Business:	35	47	8
	Type of Organization	Corporation	Partnership	Partnership
	How many years providing these services:	Plant Health Care: 35 years Lawn Fertilization/Weed Control: 18 years	47 years	8 years
	Full-time employees	45	12,500	6
	Part-time employees	40	3,500	4
	Experience & financial capability	Long history of providing lawn, shrub and tree care services for property management companies, MDOT, municipalities, utilities, general contractors and pipeline operators.	Was formed and began doing business in Troy, Michigan in 1974. TruGreen later merged with Scotts Miracle Gro and remains a DE limited partnership. TruGreen's estimate 2020 net revenue of 1.5 billion and 3.5 million residential and commercial customers.	Currently providing to MDOT, municipalities and over 350 residential clients. Actively participates in early order fertilizer purchase program.
	Is company endorsed by MI Green Ind as meet req. of HLCP for Watershed Prot?	Yes	No	MGIA Member
	Who would be resp. on-site supervision and submit copies of licenses, etc.	Tom Morgan, Kay Sicheneder and Sean Crosby. Licenses not provided.	Brian Marion, Dana Nichols, Brad Lindhurst, Eric Magnum	Wade Daley, Maurice Hill, Jonathan Osterbeck, and Logan Wilkett
	How many clients with these services	Approximately 2,350 of their clients have them provide lawn and/or plant health care service for their properties.	3.5 million residential and commercial customers across the U.S. and Canada.	10 municipalities and over 350 residential clients that they provide ground maintenance, fertilization & weed control, shrub and ornamental care, landscaping and snow removal.
	List of client references	List provided.	List provided.	List provided.
	Equipment List	List provided.	List provided.	List provided.
	Resources to work late April 2021 - Nov/Dec 2021	Yes	Yes	Yes
	Proposed schedule for the performance of the plant health and lawn care services.	Plant Health Care: March - Review Sites April through October: Monitor for insect/disease pests. Lawn Care: Mid-April to Mid-May- 1st application Late May to late June - 2nd Application Early September to Early October-3rd Application.	Turf: Early Spring application: April-May / Late Spring Application. May-June Late Summer: August-September. Grub Preventative: June-August. Grub Curative: August-October. Horticulture: Deep root fertilization: Spring March-April. Fall: Sept.-November. Insect & Disease sprays: March-October Dormant Oils: March or November.	Deep root fertilization: Spring and Fall. Insect and Disease spray: April or October. Turf: Early spring April to May. Late Spring May to June. Grub Preventative June to August. Grub Curafine August to October.
	Employees licensed to apply plant herbicides	List provided.	All TruGreen technicians and supervisors carry a valid Michigan Pesticide license provided by the State of Michigan Dept. of Agriculture and meet all DOT requirements when necessary.	Wade Daley, Maurice Hill, Jonathan Osterbeck, and Logan Wilkett
	Subcontractors listed	None.	None	None
	Methodology or Work Plan	They use degree-day modeling and phenological indicators to determine when pests are most likely to be active and susceptible to control. Lawns and woody plants are monitored for active pests during site visits. When necessary, lab samples can be submitted to MSU extension for insect/disease identification or spectrum analytic for soil/foliar testing.	TruGreen understand the role the weather plays in landscaping management and maintenance. They complete property evaluations to ensure that are providing services and adjusting products to resolve any pending issues that might arise during different parts of the year. They also have several PH.D agronomists and horticulturists on staff to ensure they can address any issue they come across and their technicians receive continual training for industry best practices. They also complete soil testing upon written request by any customer any time.	Begin site monitoring at beginning of contract. Findings and recommendations will be forwarded to City representative upon completion.
	Method of reporting findings...	Written reports on a standardized company form can be mailed, emailed or sent by text to appropriate City representative. Written forms will always be submitted when applications of fertilizers or pesticides are provided.	A commercial property evaluation form is completed by the servicing technician and business development representative that will report any finding and overall condition of turf/horticulture. A proposal for any preventative/curative needs will be provided to the city throughout the year. Recommendations will also be provided monthly to or upon request by the municipal representative.	Email standardized treatment form.
	Record keeping, ...	Forms submitted after a service is completed includes the	All applications will have a complete summary of services	Record keeping will include date, time of application,

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		date/time of service, target pest, quantity and type of material used, any additional recommendations. If a field diagnosis of a problem is not possible it may be recommended to submit a plant tissue or soil sample to a lab for analysis.	completed that document the amount of product applied, time/date/applicator, and weather conditions at the time of applications. These records will be supplied to the city after each application or upon request.	technician, weather conditions, product rates and amounts.
	Company's philosophy related to these svcs.	Has always used an Integrated Pest Management approach to provide targeted treatments to control insect/disease pests. Degree-day models and phenological indicators let them know when various insect pests are active and most vulnerable to control treatments. In some instances changing cultural practices (i.e. watering) may solve a problem, while in other cases planting, a different type of plant may be the best solution.	TruGreen LP encourages preventative maintenance for tree/shrubs/turf and nuisance pest management. Has won several environmental stewardship awards, they comply with all state and federal regulations and label recommendations. Providing preventative care will often result in better looking grounds and reduced need for frequent curative applications that can many times be more costly.	To achieve highest quality results by properly incorporating IPM standards.
	Realistic guarantee of plant health	Do not foresee any problems in maintaining or improving the health of any plants suitable for growing in Michigan, provided that they have been properly planted and placed in appropriate site.	Guarantees all service and workmanship. Provides free service calls and property evaluations to ensure plant health is maintained throughout the entire growing season.	Guarantee to provide proper diagnosis, correct treatment to being about the desired results.
	Can you meet City's Insurance Requirements? Provided completed W9? Additional information/points not addressed:	Yes Yes Owen Tree Service is in the process of transitioning to an Employee owned company. This will not only provide a career-long opportunity for their staff but will better serve their clients by having a work force committed through satisfied customers.	Yes Yes Please see attached exceptions to bid.	Yes Yes Left blank.