



# TREES, INC.

650 North Sam Houston Parkway  
 East  
 Suite 130  
 Houston, TX 77060  
 866-865-9617 (office)

9-1-2016

## Pricing Proposal 2016/2017 Contract year

LABOR	CURRENT			PROPOSED			% INCREASE	2016 AVG. PAY RATES CENTRAL/SOUTH FLORIDA
	HOURLY PAY RATE	%	BILLING RATE	HOURLY PAY RATE	OH %	BILLING RATE		
GF	\$20.16	37.6	\$27.68	\$25.00	37.6	\$34.40	24.3	\$21.91
FOREMAN	\$14.00	37.6	\$19.26	\$16.75	45.8	\$24.42	26.8	\$16.12
GROUNDPERSON	\$10.00	45.8	\$14.58	\$11.00	45.8	\$16.04	10.0	\$12.50
EQUIPMENT								2016 AVG. BILLING RATES CENTRAL/SOUTH FLORIDA
PICKUP	X	X	\$8.85	X	X	\$9.74	10.0	\$11.62
LIFT 55'	X	X	\$12.97	X	X	\$14.27	10.0	\$15.25
CHIPPER	X	X	\$3.18	X	X	\$3.50	10.0	\$3.48

PROPOSED RATES - COST ROLLUP					
6 - 2 MAN CREWS WITH 1 GENERAL FOREMAN					
	HOURLY RATE	MULTIPLIER	TOTAL PER HOUR	TOTAL PER WEEK	52 WEEKS TOTAL YEAR
GF	\$34.40	1	\$34.40	\$1376.00	\$71,552.00
FOREMAN	\$24.42	6	\$146.52	\$5860.80	\$304,761.60
GROUNDPERSON	\$16.04	6	\$96.24	\$3849.60	\$200,179.20
PICKUP	\$9.74	1	\$9.74	\$389.60	\$20,259.20
LIFT 55'	\$14.27	6	\$85.62	\$3424.80	\$178,089.60
CHIPPER	\$3.50	6	\$21.00	\$840.00	\$43,680.00
GRAND TOTAL			\$393.52	\$15,740.80	\$818,521.60

This pricing proposal is based on 6 crews and 1 General Forman working 40 hours per week, 52 weeks a year. Consideration should be given for Holidays, Vacations, etc. that would reduce the overall cost to city by \$ 31,481.60 for straight time hourly work based on 50 weeks.

<b>Budget</b>	<b>\$820,000.00</b>
<b>Proposed: 6 Crews, 1 GF, at 50 weeks</b>	<b>\$787,040.00</b>
<b>Funds available for emergency/afterhours OT work</b>	<b>\$ 32,960.00</b>
<b>2015 Overtime Cost</b>	<b>\$ 17,401.65</b>

The increase in rates would allow Trees Inc. to be more competitive in the labor market attracting additional qualified personnel needed to help maintain the City's trees.

Trees Inc. would add the additional qualified labor and equipment within 45 days.

Sincerely,

Mike English VP