

OFFICE OF THE CITY ATTORNEY
CHARLES PARKIN, City Attorney
411 West Ocean Boulevard, 9th Floor
Long Beach, CA 90802-4511

1 SECOND AMENDMENT TO AGREEMENT NO. 35545

2 **35545**

3 THIS SECOND AMENDMENT TO AGREEMENT NO. 35545 is made and
4 entered, in duplicate, as of March 15, 2022, for reference purposes only, pursuant to a
5 minute order adopted by the City Council of the City of Long Beach at its meeting on April
6 21, 2020, by and between GREAT SCOTT TREE SERVICE, INC., a California corporation
7 ("Contractor"), with a place of business at 10761 Court Ave., Stanton, CA 90680, and the
8 CITY OF LONG BEACH, a municipal corporation ("City").

9 WHEREAS, City and Contractor (the "Parties") entered into Agreement No.
10 35545 (the "Agreement") whereby Contractor agreed to provide as-needed tree trimming,
11 removal, planting, inventory, and stump grinding services for parks, beach areas, marinas,
12 and open space areas for the Parks, Recreation and Marine Department; and

13 WHEREAS, the Department of Public Works requires tree trimming services
14 for the Colorado Lagoon Open Channel Phase 2A Project; and

15 WHEREAS, the Public Works Project needed to be completed before
16 January 1, 2021, which is outside of bird nesting season; and

17 WHEREAS, the Parties entered into a First Amendment to add \$60,000 to
18 the Agreement for the Public Works Project for a total not to exceed amount of \$1,030,025
19 for the term ending March 31, 2021;

20 WHEREAS, the Parties desire to extend the term of the Agreement one (1)
21 additional one-year period and amend Exhibit "B" to add rates to be applicable for the
22 remainder of the Agreement.

23 NOW, THEREFORE, in consideration of the mutual terms, covenants, and
24 conditions herein contained, the Parties agree as follows:

25 1. Section 1.A. of the Agreement is hereby amended to read as follows:

26 "A. Contractor shall furnish specialized services more particularly
27 described in Exhibit "A", attached to the Agreement and incorporated by this
28 reference, which was submitted in response to City's RFP, in accordance with the

1 standards of the profession, and City shall pay for these services in the manner
2 described below, in an annual amount not to exceed Eight Hundred Forty Three
3 Thousand Five-Hundred Dollars (\$843,500), with a fifteen percent (15%)
4 contingency in the amount of One Hundred Twenty Six Thousand Five Hundred
5 Twenty Five Dollars (\$126,525), for a total annual contract amount not to exceed
6 Nine Hundred Seventy Thousand Twenty Five Dollars (\$970,025), for a period of
7 three years, with the option to renew for two additional one-year periods, at the rates
8 or charges shown in Exhibit "B". An additional Sixty Thousand Dollars (\$60,000) is
9 added to the term ending March 31, 2021 for a total not to exceed annual amount
10 of One Million Thirty Thousand Twenty-Five Dollars (\$1,030,025).

11 2. Section 2 of the Agreement is hereby amended to read as follows:

12 "2. TERM. The term of this Agreement shall commence at midnight on
13 April 1, 2020, and shall terminate at 11:59 on March 31, 2023, unless sooner terminated
14 as provided in this Agreement, or unless the services or the Project is completed sooner.
15 City shall have the option to extend the term of this Agreement for two (2) additional one-
16 year periods, at the discretion of the City Manager."

17 3. Exhibit "B" of the Agreement shall be supplemented to include
18 amended rates, attached hereto as Exhibit B-1, and incorporated herein by reference.

19 4. Except as expressly modified herein, all of the terms and conditions
20 contained in Agreement No. 35545 are ratified and confirmed and shall remain in full force
21 and effect.

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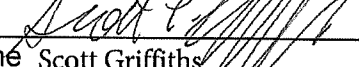
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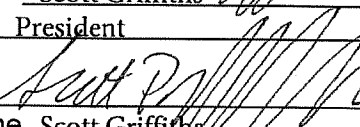
IN WITNESS WHEREOF, the Parties have caused this document to be duly executed with all formalities required by law as of the date first stated above.

GREAT SCOTT TREE SERVICE, INC., a California corporation

_____, March 31, 2022

By 
Name Scott Griffiths
Title President

_____, March 31, 2022

By 
Name Scott Griffiths
Title Secretary

"Contractor"

CITY OF LONG BEACH, a municipal corporation

_____, May 4, 2022

By 
City Manager

"City"

EXECUTED PURSUANT
TO SECTION 301 OF
THE CITY CHARTER.

This Second Amendment to Agreement No. 35545 is approved as to form on

_____, April 5th, 2022.

CHARLES PARKIN, City Attorney

By 
Anita Lakhani, Deputy City Attorney

EXHIBIT "B-1"



City of Long Beach
 Purchasing Division
 411 West Ocean Boulevard, 6th Floor
 Long Beach, CA 90802

10. COST

Contractors should use Section 10 in the Cost Proposal. All items should be addressed in the Cost Proposal.

The awarded contractor shall be provided with a copy of the City's Trimming Policy containing the City's trimming schedules. Locations and the Time Line Criteria for each of the areas are identified below. Tree locations, count, and species are ESTIMATES only and may change due to time, weather, tree conditions, and the priorities deemed necessary at the time by the City staff. Enter the price that will be charged for the services listed under each main heading. Price must include all labor, mobilization, materials, equipment, hauling, disposal, cleaning up work site and any other costs associated with doing such work.

10.1 CITYWIDE UPLAND PARKS TRIMMING

- a. Time Line Criteria:
 - Standard

- b. Locations include but are not limited to the follow:
 - Parks
 - Open Space/Undeveloped
 - Park Construction or renovation sites

10.1.1 HARDWOOD TREE TRIMMING

Full Prune Hardwood Tree

0 - 6" Diameter Standard Height	\$ 31.83
7" - 12" Diameter Standard Height	\$ 93.29
13" - 18" Diameter Standard Height	\$ 148.16
19" - 24" Diameter Standard Height	\$ 192.06
24" - 30" Diameter Standard Height	\$ 214.01
31" - 36" Diameter Standard Height	\$ 267.79
Over 36" Diameter Standard Height	\$ 267.79

Crown Raised/Clearance Prune Hardwood Tree

0 - 6" Diameter Standard Height	\$ 16.46
7" - 12" Diameter Standard Height	\$ 27.44
13" - 18" Diameter Standard Height	\$ 38.41
19" - 24" Diameter Standard Height	\$ 49.39
24" - 30" Diameter Standard Height	\$ 60.36
31" - 36" Diameter Standard Height	\$ 71.34
Over 36" Diameter Standard Height	\$ 71.34



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Palm Tree Trimming (Hand Saws Only)

Prune Date Palm (Phoenix spp.)	\$ 82.31
Clean Trunk for Date Palm (Phoenix spp.)	\$ 49.39
Prune Fan Palm (Washingtonia spp.)	\$ 54.88
Clean Trunk for Fan Palm (Washingtonia spp.)	\$ 15.37
Prune all other Palm Species	\$ 82.31

General Labor Rates

Hourly rate for 1 Ground Person	\$ 104.26
Hourly rate for 1 Equipment Operator	\$ 126.21
Hourly rate for 1 Trimmer	\$ 120.73

Day Rate Service Crew:

Boom truck per eight (8) hour day to include a chip body, low decibel chipper, 1 trimmer, 2 ground persons	\$ 2,815.09
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10.1.2 ADDITIONAL COSTS

General Labor Rates

Hourly rate for 1 Ground Person	\$ 104.26
Hourly rate for 1 Equipment Operator	\$ 126.21
Hourly rate for 1 Trimmer	\$ 120.73

Day Rate Service Crew:

Boom truck per eight (8) hour day to include a chip body, low decibel chipper, 1 trimmer, 2 ground persons	\$ 2,815.09
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Tree Removal

Tree and Stump removal per inch trunk Diameter at Standard Height (DSH), (stumps included in cost)

	Milled Urban Lumber	Standard Removal
0 - 6" DSH	\$ 20.85/Inch + \$13.51/Board Foot	\$ 20.85/Inch
7" - 12" DSH	\$ 42.80/Inch + \$13.51/Board Foot	\$ 42.80/Inch
13" - 18" DSH	\$ 42.80/Inch + \$13.51/Board Foot	\$ 42.80/Inch
19" - 24" DSH	\$ 53.78/Inch + \$13.51/Board Foot	\$ 53.78/Inch
24" - 30" DSH	\$ 53.78/Inch + \$13.51/Board Foot	\$ 53.78/Inch
31" - 36" DSH	\$ 64.75/Inch + \$13.51/Board Foot	\$ 64.75/Inch
Over 36" DSH	\$ 64.75/Inch + \$13.51/Board Foot	\$ 64.75/Inch

Stump Grinding per Stump Diameter Inch at Grade (Trees Not Removed by Contractor)

0 - 6" DSH	\$ 6.59/Inch
7" - 12" DSH	\$ 6.59/Inch
13" - 18" DSH	\$ 6.59/Inch
19" - 24" DSH	\$ 6.59/Inch
24" - 30" DSH	\$ 6.59/Inch
31" - 36" DSH	\$ 6.59/Inch
Over 36" DSH	\$ 6.59/Inch

Tree Planting (Unit Cost Shall Include Tree + Planting + Double Staked with 2" Lodge Poles.

15 Gallon	\$ 192.06
24-inch box	\$ 433.51
36-inch box	\$ 1,092.01
48-inch box	\$ 2,738.26
Fan Palm per foot BTH (Brown Trunk Height)	\$ 109.75/foot
Fan Palm 10 - 30 feet BTH	\$ 109.75/foot

Tree Watering

Watering of young trees, water truck/operator-per day \$ 888.98

Emergency Services

Fully equipped 3-person crew called in for emergency service:	
During Normal Business Hours	\$ 493.88
After Hours, weekends, &/or holidays	\$ 543.26
ISA Certified Arborist/per hour	\$ 493.88



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Payment Terms: Net 30

Prices quoted shall be FOB destination freight prepaid of the City of Long Beach. Prices quoted shall be net, including all shipping and delivery fees. Proposers shall not include Federal excise tax or State retail sales tax in the prices quoted.

10.2 BEACH AREAS TRIMMING

- a. Time Line Criteria: All tree trimming must comply with the California Coastal Commission Permit, which "only" allows for trimming during the non-nesting season of October 1st through December 31st.
- b. Locations include, but are not limited to, the following:
 - Junipero Parking Lot
 - Belmont Plaza and Pier Parking Lot
 - Bayshore Playground
 - Alamitos Park
 - Colorado Lagoon
 - Marine Stadium
 - Marina Park (Mothers Beach)
 - Alamitos Bay Marina (Basins 1, 2, 3, 4, 5, 6 & 7)
 - Bluff Park
 - Bixby Annex
 - Davies Launch Ramp
 - Dennis Williams Greenbelt
 - Marine Stadium Park
 - Naples (La Bella Fontina Fountain, Colonnade, Overlook & Treasure Island Park)
 - Will Rogers Mini Park
 - Bluff slopes (1st – 15th Places)
 - Spinnaker & Elliot
 - Marine Stadium Impound Yard
 - Queensway Bay
 - Grand Prix Route
 - Pike Park
 - Bay Shore Park (Between 2nd St. & Appian Way)
- c. Estimated type and quantities of trees
 - Mexican Fan Palm - 800
 - Eucalyptus - 52
 - Coral - 40
 - Date Palm - 70
 - Ficus – 11



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10.2.1 HARDWOOD TREE TRIMMING

Full Prune Hardwood Tree

0 - 6" Diameter Standard Height	\$ 20.85
7" - 12" Diameter Standard Height	\$ 86.70
13" - 18" Diameter Standard Height	\$ 120.73
19" - 24" Diameter Standard Height	\$ 192.06
24" - 30" Diameter Standard Height	\$ 214.01
31" - 36" Diameter Standard Height	\$ 268.89
Over 36" Diameter Standard Height	\$ 268.89

Crown Raised/Clearance Prune Hardwood tree

0 - 6" Diameter Standard Height	\$ 16.46
7" - 12" Diameter Standard Height	\$ 27.44
13" - 18" Diameter Standard Height	\$ 38.41
19" - 24" Diameter Standard Height	\$ 49.39
24" - 30" Diameter Standard Height	\$ 60.36
31" - 36" Diameter Standard Height	\$ 60.36
Over 36" Diameter Standard Height	\$ 60.36

Palm Tree Trimming (hand saws only):

Prune Date Palm (Phoenix spp.)	\$ 104.26
Clean Trunk for Date Palm (Phoenix spp.)	\$ 49.39/Foot
Prune Fan Palm (Washingtonia spp.)	\$ 64.75
Clean Trunk for Fan Palm (Washingtonia spp.)	\$ 15.37/Foot
Prune all other Palm Species	\$ 64.75

General Labor Rates

Hourly rate for 1 Ground Person	\$ 104.26
Hourly rate for 1 Equipment Operator	\$ 126.21
Hourly rate for 1 Trimmer	\$ 120.73

Day Rate Service Crew:

Boom truck per eight (8) hour day to include a chip body, low decibel chipper, 1 trimmer, 2 ground persons	\$ 2,815.09
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10.2.2 ADDITIONAL COSTS

General Labor Rates

Hourly rate for 1 Ground Person	\$ 104.26
Hourly rate for 1 Equipment Operator	\$ 126.21
Hourly rate for 1 Trimmer	\$ 120.73

Day Rate Service Crew:

Boom truck per eight (8) hour day to include a chip body, low decibel chipper, 1 trimmer, 2 ground persons	\$ 2,815.09
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Tree Removal

Tree and Stump removal per inch trunk Diameter at Standard Height (DSH), (stumps included in cost)

	Milled Urban Lumber	Standard Removal
0 - 6" DSH	\$ 9.88/Inch + \$13.51/Board Foot	\$ 9.88/Inch
7" - 12" DSH	\$ 20.85/Inch + \$13.51/Board Foot	\$ 20.85/Inch
13" - 18" DSH	\$ 20.85/Inch + \$13.51/Board Foot	\$ 20.85/Inch
19" - 24" DSH	\$ 20.85/Inch + \$13.51/Board Foot	\$ 20.85/Inch
24" - 30" DSH	\$ 31.83/Inch + \$13.51/Board Foot	\$ 31.83/Inch
31" - 36" DSH	\$ 31.83/Inch + \$13.51/Board Foot	\$ 31.83/Inch
Over 36" DSH	\$ 31.83/Inch + \$13.51/Board Foot	\$ 31.83/Inch

Stump Grinding per Stump Diameter Inch at Grade (Trees Not Removed by Contractor)

0 - 6" DSH	\$ 6.59/Inch
7" - 12" DSH	\$ 6.59/Inch
13" - 18" DSH	\$ 6.59/Inch
19" - 24" DSH	\$ 6.59/Inch
24" - 30" DSH	\$ 6.59/Inch
31" - 36" DSH	\$ 6.59/Inch
Over 36" DSH	\$ 6.59/Inch



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Tree Planting (Unit Cost Shall Include Tree + Planting + Double Staked with 2" Lodge Poles.

15 Gallon	\$ 192.06
24-inch box	\$ 433.51
36-inch box	\$ 872.51
48-inch box	\$ 1,750.51
Fan Palm per foot BTH (Brown Trunk Height)	\$ 109.75/Foot
Fan Palm 10 - 30 feet BTH	\$ 109.75/Foot

Tree Watering

Watering of young trees, water truck/operator-per day \$ 888.98

Emergency Services

Fully equipped 3-person crew called in for emergency service:

During Normal Business Hours	\$ 493.88
After Hours, weekends, &/or holidays	\$ 543.26
ISA Certified Arborist/per hour	\$ 493.88

Payment Terms: Net 30

Prices quoted shall be FOB destination freight prepaid of the City of Long Beach. Prices quoted shall be net, including all shipping and delivery fees. Proposers shall not include Federal excise tax or State retail sales tax in the prices quoted.

10.3 ALAMITOS BAY MARINA

Note: Herons are known to nest in the trees in this location during the months of March through August. At all times, any trees with evidence of nesting activity shall be avoided and trees in their vicinity will be hand pruned without using any power equipment.

- a. Time Line Criteria:
 - Mexican Fan Palms shall not be trimmed between January 15th and September 15th
 - All other trees shall be trimmed according to the Standard Time Line Criteria.



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- b. Locations include, but are not limited to the following:
 - Road to Marine Bureau Headquarters
 - Basin 1
 - Oil Dock Road
 - Basin 2
 - Basin 3
 - Basin 4
 - Marina Drive
 - Basin 6
 - Overlook Park

- c. Estimated type and quantities of trees
 - Mexican Fan Palm - 850
 - Date Palm - 51
 - Ficus – 16
 - Eucalyptus - 11

10.3.1 HARDWOOD TREE TRIMMING

Full Prune Hardwood Tree

0 - 6" Diameter Standard Height	\$ 20.85
7" - 12" Diameter Standard Height	\$ 86.70
13" - 18" Diameter Standard Height	\$ 120.73
19" - 24" Diameter Standard Height	\$ 192.06
24" - 30" Diameter Standard Height	\$ 214.01
31" - 36" Diameter Standard Height	\$ 268.89
Over 36" Diameter Standard Height	\$ 268.89

Crown Raised/Clearance Prune Hardwood tree

0 - 6" Diameter Standard Height	\$ 16.46
7" - 12" Diameter Standard Height	\$ 27.44
13" - 18" Diameter Standard Height	\$ 38.41
19" - 24" Diameter Standard Height	\$ 49.39
24" - 30" Diameter Standard Height	\$ 60.36
31" - 36" Diameter Standard Height	\$ 60.36
Over 36" Diameter Standard Height	\$ 60.36



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Palm Tree Trimming (Hand Saws Only)

Prune Date Palm (Phoenix spp.)	\$ 104.26
Clean Trunk for Date Palm (Phoenix spp.)	\$ 49.39/foot
Prune Fan Palm (Washingtonia spp.)	\$ 64.75
Clean Trunk for Fan Palm (Washingtonia spp.)	\$ 15.37/foot
Prune all other Palm Species	\$ 64.75

General Labor Rates

Hourly rate for 1 Ground Person	\$ 104.26
Hourly rate for 1 Equipment Operator	\$ 126.21
Hourly rate for 1 Trimmer	\$ 120.73

Day Rate Service Crew:

Boom truck per eight (8) hour day to include a chip body, low decibel chipper, 1 trimmer, 2 ground persons	\$ 2,815.09
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10.3.2 ADDITIONAL COSTS

General Labor Rates

Hourly rate for 1 Ground Person	\$ 104.26
Hourly rate for 1 Equipment Operator	\$ 126.21
Hourly rate for 1 Trimmer	\$ 120.73

Day Rate Service Crew:

Boom truck per eight (8) hour day to include a chip body, low decibel chipper, 1 trimmer, 2 ground persons	\$ 2,815.09
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Tree Removal:

Tree and Stump removal per inch trunk Diameter at Standard Height (DSH), (stumps included in cost)

	Milled Urban Lumber	Standard Removal
0 - 6" DSH	\$ 9.88/Inch + \$13.51/Board Foot	\$ 9.88/Inch
7" - 12" DSH	\$ 20.85/Inch + \$13.51/Board Foot	\$ 20.85/Inch
13" - 18" DSH	\$ 20.85/Inch + \$13.51/Board Foot	\$ 20.85/Inch
19" - 24" DSH	\$ 20.85/Inch + \$13.51/Board Foot	\$ 20.85/Inch
24" - 30" DSH	\$ 31.83/Inch + \$13.51/Board Foot	\$ 31.83/Inch
31" - 36" DSH	\$ 31.83/Inch + \$13.51/Board Foot	\$ 31.83/Inch
Over 36" DSH	\$ 31.83/Inch + \$13.51/Board Foot	\$ 31.83/Inch

Stump Grinding per Stump Diameter Inch at Grade (Trees Not Removed by Contractor)

0 - 6" DSH	\$ 6.59/Inch
7" - 12" DSH	\$ 6.59/Inch
13" - 18" DSH	\$ 6.59/Inch
19" - 24" DSH	\$ 6.59/Inch
24" - 30" DSH	\$ 6.59/Inch
31" - 36" DSH	\$ 6.59/Inch
Over 36" DSH	\$ 6.59/Inch

Tree Planting (Unit Cost Shall Include Tree + Planting + Double Staked with 2" Lodge Poles.

15 Gallon	\$ 192.06
24-inch box	\$ 433.51
36-inch box	\$ 872.51
48-inch box	\$ 1,750.51
Fan Palm per foot BTH (Brown Trunk Height)	\$ 109.75/foot
Fan Palm 10 - 30 feet BTH	\$ 109.75/foot

Tree Watering

Watering of young trees, water truck/operator-per day \$ 888.98

Emergency Services

Fully equipped 3-person crew called in for emergency service:

During Normal Business Hours	\$ 493.88
After Hours, weekends, &/or holidays	\$ 543.26
ISA Certified Arborist/per hour	\$ 493.88



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Payment Terms: Net 30

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10.4 DOWNTOWN MARINA /QUEENSWAY BAY

Note: Herons are known to nest in the trees in this location during the months of March through August. At all times, any trees with evidence of nesting activity shall be avoided and trees in their vicinity will be hand pruned without using any power equipment.

- a. Time Line Criteria:
 - Mexican fan palms shall not be trimmed between January 15th – September 15th.
 - All other trees shall be trimmed according to the Standard Time Line Criteria.

- b. Locations include but are not limited to the following:
 - Shoreline Village Drive
 - Magnolia Slopes
 - Banana Island
 - Shoreline Slope
 - Rainbow Lagoon
 - Rainbow Harbor
 - Aquarium and parking structure
 - Marina Green Park
 - South Shore Launch Ramp
 - Downtown Marina
 - Shoreline Aquatic Park

- c. Estimated type and quantities of trees
 - Mexican Fan Palm -1, 300
 - Ficus - 60
 - Eucalyptus - 85
 - Queen Palm - 65
 - Fan Palm - 50
 - Corals - 60



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10.4.1 HARDWOOD TREE TRIMMING

Full Prune Hardwood Tree

0 - 6" Diameter Standard Height	\$ 20.85
7" - 12" Diameter Standard Height	\$ 86.70
13" - 18" Diameter Standard Height	\$ 120.73
19" - 24" Diameter Standard Height	\$ 192.06
24" - 30" Diameter Standard Height	\$ 192.06
31" - 36" Diameter Standard Height	\$ 192.06
Over 36" Diameter Standard Height	\$ 192.06

Crown Raised/Clearance Prune Hardwood tree

0 - 6" Diameter Standard Height	\$ 16.46
7" - 12" Diameter Standard Height	\$ 27.44
13" - 18" Diameter Standard Height	\$ 38.41
19" - 24" Diameter Standard Height	\$ 49.39
24" - 30" Diameter Standard Height	\$ 60.36
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Over 36" Diameter Standard Height	\$ 60.36

Palm Tree Trimming (Hand Saws Only)

Prune Date Palm (Phoenix spp.)	\$ 104.26
Clean Trunk for Date Palm (Phoenix spp.)	\$ 49.39
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Prune all other Palm Species	\$ 64.75

General Labor Rates

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Day Rate Service Crew:

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10.4.2 ADDITIONAL COSTS

General Labor Rates

Hourly rate for 1 Ground Person	\$ 104.26
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Day Rate Service Crew:

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Tree Removal:

Tree and Stump Removal per Inch Trunk Diameter at Standard Height (DSH), (Stumps Included in Cost)

	Milled Urban Lumber	Standard Removal
0 - 6" DSH	\$ 9.88/Inch + \$13.51/Board Foot	\$ 9.88/Inch
7" - 12" DSH	\$ 20.85/Inch + \$13.51/Board Foot	\$ 20.85/Inch
13" - 18" DSH	\$ 20.85/Inch + \$13.51/Board Foot	\$ 20.85/Inch
19" - 24" DSH	\$ 20.85/Inch + \$13.51/Board Foot	\$ 20.85/Inch
24" - 30" DSH	\$ 31.83/Inch + \$13.51/Board Foot	\$ 31.83/Inch
31" - 36" DSH	\$ 31.83/Inch + \$13.51/Board Foot	\$ 31.83/Inch
Over 36" DSH	\$ 31.83/Inch + \$13.51/Board Foot	\$ 31.83/Inch

Stump Grinding per Stump Diameter Inch at Grade (Trees Not Removed by Contractor)

0 - 6" DSH	\$ 6.59/Inch
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19" - 24" DSH	\$ 6.59/Inch
24" - 30" DSH	\$ 6.59/Inch
31" - 36" DSH	\$ 6.59/Inch
Over 36" DSH	\$ 6.59/Inch



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Tree Planting (Unit Cost Shall Include Tree + Planting + Double Staked with 2" Lodge Poles)

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24-inch box	\$ 433.51
36-inch box	\$ 872.51
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Watering of young trees, water truck/operator-per day \$ 888.98

Emergency Services

Fully equipped 3-person crew called in for emergency service:

During Normal Business Hours	\$ 493.88
After Hours, weekends, &/or holidays	\$ 543.26
ISA Certified Arborist/per hour	\$ 493.88

Payment Terms: Net 30

Prices quoted shall be FOB destination freight prepaid of the City of Long Beach. Prices quoted shall be net, including all shipping and delivery fees. Proposers shall not include Federal excise tax or State retail sales tax in the prices quoted.