

REQUEST FOR PROPOSAL

CITY OF TEMPE

REQUEST FOR PROPOSAL : 09-084

RFP ISSUE DATE: 03/02/2009

Commodity Code(s): 988-36

PROCUREMENT DESCRIPTION: Miscellaneous Landscape Services

PROPOSAL DUE DATE/TIME: Monday, March 30, 2009, 3:00 P.M. MST

Late proposals will not be considered

PROPOSAL RESPONSE MUST BE DELIVERED TO CITY PROCUREMENT OFFICE

Mailing Address: P.O. Box 5002, Tempe, AZ 85280

Street Address: 20 E. Sixth Street (2nd Floor), Tempe, AZ 85281

PRE-PROPOSAL CONFERENCE: None

DEADLINE FOR INQUIRIES: Friday, March 20, 2009, 5:00 P.M., MST

Sealed proposals must be received and in the actual possession of the City Procurement Office on or before the exact Proposal Due Date/Time indicated above. Proposal responses will be opened and each Offeror's name will be publicly read. Prices are not read and shall be kept confidential until award. Late proposals will not be considered.

Proposals must be submitted by a sealed envelope/package with the Request for Proposal number, Offeror's name and address clearly indicated on the envelope/package.

Proposals must be completed in ink or typewritten and a completed proposal response returned to the City Procurement Office by the Proposal Due Date/Time indicated above. The "Vendor's Proposal Offer" (form 201-B RFP) must be completed and signed in ink. Proposals by electronic transmission, telegraph, mailgram or facsimile will not be considered.

Offerors are asked to immediately and carefully read the entire Request for Proposal and not later than ten (10) days before the Proposal Due Date/Time, address any questions or clarifications to the Procurement Officer identified below:

Lisa Goodman, CPPB E-mail: Lisa_goodman@tempe.gov Phone No: (480) 350-8533

Procurement Officer

Award recommendations are publicly posted to the City Procurement Office web page www.tempe.gov/purchasing and at the Procurement Office reception counter.

Submit one (1) original signed and completed proposal response for evaluation purposes. For this specific RFP, three (3) additional proposal response copies are also to be submitted for evaluation purposes. A late, unsigned and/or materially incomplete proposal response will be considered nonresponsive and rejected.

The City Procurement Office is committed to fair and equal procurement opportunities for all firms wishing to do business with the City and encourages the participation of small and disadvantaged businesses.

MG

Michael Greene, C.P.M.

Central Services Administrator

Vendor's Offer

It is required that Offeror complete, sign and submit the original of this form to the City Procurement Office with the proposal response offer. An unsigned "Vendor's Offer", late proposal response and/or a materially incomplete response will be considered nonresponsive and rejected.

Offeror is to type or legibly write in ink all information required below.

Company Name:	<u>NATURAL STATE LANDSCAPING, LLC</u>		
Company Mailing Address:	<u>6423 E. Holly DR.</u>		
City:	State:	Zip:	
<u>MESA</u>	<u>AZ</u>	<u>85215</u>	
Contact Person:	Title:		
<u>Michael Heilig</u>	<u>MANAGER</u>		
Phone No.:	FAX:	E-mail:	
<u>480-220-1020</u>	<u>480-324-1122</u>	<u>NSLANDSCP@yahoo.com</u>	
<u>Company Tax Information:</u>			
Arizona Transaction Privilege (Sales) Tax No.:	<u>2042-7566-B</u>	or	
Arizona Use Tax No.:			
Federal I.D. No.:	<u>26-4088504</u>		
City & State Where Sales Tax is Paid:	<u>TEMPE</u>	<u>AZ</u>	
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.:	<u>119595</u>		

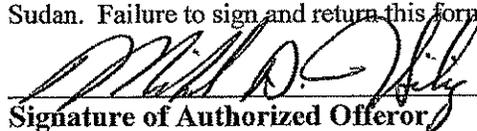
THIS PROPOSAL IS OFFERED BY

Name of Authorized individual (TYPE OR PRINT IN INK) MICHAEL HEILIG

Title of Authorized Individual (TYPE OF PRINT IN INK) MANAGER

REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (MUST SIGN IN INK)

By signing this Proposal Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other Offeror or potential Offeror. In accordance with A.R.S. 35-397, the Offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with proposal offer will be considered nonresponsive and rejected.


Signature of Authorized Offeror

16 MAR 09
Date

Form 201-B (RFP)
(H/RFP 3-2008)

Proposal Checklist for Submittals

- One signed and complete original of the proposal response, including "Vendor's Proposal Offer" (Form 201-B).
- Four (4) additional copies of bid.
- Proposal Questionnaire has been completed and included.
- Price Information completed and included.
- Current, valid State of Arizona Contractors license applicable to each Group offered.
- Any addenda have been included.

NATURAL STATE LANDSCAPING, LLC

SUMMARY OF EXPERIENCE AND EXPERTISE

Natural State Landscaping was founded in July of 2000. During this time period, the scope of projects has expanded from minor maintenance to major construction and renovation. We install patios and concrete sidewalks, barbeques, flagstone, brick work, block walls, irrigation systems, plant material as well as property maintenance. We have done many renovations which entails using loaders, dump trailers and trenching. During the last nine years my employee turnover is an amazing zero with the original crew still working daily. Our Safety record is spotless with zero events and zero lost day cases. We are licensed for both commercial and residential applications.

Approximately 4 years ago we started working with the City of Tempe, Risk Management department. The scope of work has included block wall repairs, irrigation repairs, debris clean-up, plant replacement and concrete work. We pride ourselves in outstanding internal and external customer relations.

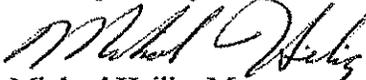
Natural State Landscaping is a solid, solvent firm providing service throughout the valley. Our equipment is owned free and clear and available at any time. On all projects, Supervisors and Crew Leaders are "hands on", eliminating extra non-value added labor costs. This reduces by at least 1-2 heads the net labor cost being billed. Our average billing per job is normally 25% less than other firms providing a similar service.

The pricing schedule included reflects the same labor charge for all categories. Most jobs involve a multiple of skills. For example, concrete work can require trenching for piping, grading and leveling, carpentry for form setting and concrete finisher skills. Natural State Landscaping can get the job done without using alternate crews or sub-contractors!

We are available 24 hours a day for emergency service.

Extensive photographic evidence of prior experience is available on request for any project concerned.

Thank you for your consideration,



Michael Heilig, Manager
Natural State Landscaping, LLC
480-324-1122
480-220-1020 cell

Proposal Questionnaire

Please respond to the questions listed below in an orderly fashion and include separate pages if necessary. The answers to the questions will be used during the evaluation process.

1. List the local business location of your firm.

6423 E. Holly DR.

MESA, AZ 85215

2. List the address from which trade workers are sent to conduct work under this contract.

6423 E. Holly DR.

MESA, AZ 85215

3. List your 24 hour contact information

480-220-1020 CELL

480-324-1122 OFFICE / FAX

NSLANDSCP@YAHOO.COM

4. List current, valid, State of Arizona Contractors licenses applicable to each Group proposed.
A copy of each license must be included with your proposal.

AZ ROC K-21 LANDSCAPING + IRRIGATION SYSTEMS

COMMERCIAL + RESIDENTIAL

ROC 252849

5. Describe your firm's experience for each category you are submitting a proposal.

9 YEARS EXPERIENCE AS A COMPANY PERFORMING ALL PHASES OF LANDSCAPE REPAIR AND MAINTENANCE, WITHIN THE CITY OF TEMPE, RISK MANAGEMENT DEPARTMENT APPROX 4 1/2 YEARS.

6. Please list three references (government or large corporation preferred) for each group you are submitting a bid. Attach additional pages as needed.

Company	Contact Person	Phone
CITY OF TEMPE	LAURA GUERRERO	480-350-2919
CITY OF TEMPE	DAVID McALLISTER	480-350-8248

7. Do you agree to all the Terms and Conditions of this RFP?

Yes No

8. Does your firm provide any warranty for the services and supplies being provided as part of this contract?

Yes No

Please explain below:

7 YEAR WARRANTY
SPECIAL PROVISIONS MAY APPLY FOR LONGER/SHORTER PERIODS
DEPENDING ON THE JOB.

9. Will you utilize sub-contractors?

Yes No

If Yes, list firm name, address, name of principal, phone number and service they will perform.

Pricing Section

Group 1 – Installation of Plant Materials					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Crew Leader	Supervisor
Weekdays – Straight time	6:00	3:00	15	25	35
Weekdays – Overtime	3:00	6:00	15	30	40
Weekends – Straight time	8:00	3:00	15	30	40
Weekends – Overtime	3:00	6:00	20	30	40
Holidays – Straight time	8:00	3:00	20	30	40
Holidays – Overtime	3:00	6:00	20	30	40
Markup on direct cost of parts and materials			10	%	
Group 2 – Installation of Underground Irrigation Systems and Controllers					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Irrigation Technician	Supervisor
Weekdays – Straight time	6:00	3:00	15	25	35
Weekdays – Overtime	3:00	6:00	15	30	40
Weekends – Straight time	8:00	3:00	15	30	40
Weekends – Overtime	3:00	6:00	20	30	40
Holidays – Straight time	8:00	3:00	20	30	40
Holidays – Overtime	3:00	6:00	20	30	40
Markup on direct cost of parts and materials			10	%	
Group 3 – Installation of Fertigation Components					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Technician	Supervisor
Weekdays – Straight time	6:00	3:00	15	25	35
Weekdays – Overtime	3:00	6:00	15	30	40
Weekends – Straight time	8:00	3:00	15	30	40
Weekends – Overtime	3:00	6:00	20	30	40
Holidays – Straight time	8:00	3:00	20	30	40
Holidays – Overtime	3:00	6:00	20	30	40
Markup on direct cost of parts and materials			10	%	

Pricing Section

Group 4 – Installation of Decomposed Granite and Other Landscape Rock Materials					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Crew Leader	Supervisor
Weekdays – Straight time	6:00	3:00	15	25	35
Weekdays – Overtime	3:00	6:00	15	30	40
Weekends – Straight time	8:00	3:00	15	30	40
Weekends – Overtime	3:00	6:00	20	30	40
Holidays – Straight time	8:00	3:00	20	30	40
Holidays – Overtime	3:00	6:00	20	30	40
Markup on direct cost of parts and materials			10	%	
Group 5 – Grading and Leveling					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Crew Leader	Supervisor
Weekdays – Straight time	6:00	3:00	15	25	35
Weekdays – Overtime	3:00	6:00	15	30	40
Weekends – Straight time	8:00	3:00	15	30	40
Weekends – Overtime	3:00	6:00	20	30	40
Holidays – Straight time	8:00	3:00	20	30	40
Holidays – Overtime	3:00	6:00	20	30	40
Markup on direct cost of parts and materials			10	%	
Group 6 – Concrete Work					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Crew Leader	Supervisor
Weekdays – Straight time	6:00	3:00	15	25	35
Weekdays – Overtime	3:00	6:00	15	30	40
Weekends – Straight time	8:00	3:00	15	30	40
Weekends – Overtime	3:00	6:00	20	30	40
Holidays – Straight time	8:00	3:00	20	30	40
Holidays – Overtime	3:00	6:00	20	30	40
Markup on direct cost of parts and materials			10	%	

Pricing Section

Group 7 – Tree and Shrub Removal					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Crew Leader	Supervisor
Weekdays – Straight time	6:00	3:00	15	25	35
Weekdays – Overtime	3:00	6:00	15	30	40
Weekends – Straight time	8:00	3:00	15	30	40
Weekends – Overtime	3:00	6:00	20	30	40
Holidays – Straight time	8:00	3:00	20	30	40
Holidays – Overtime	3:00	6:00	20	30	40
Markup on direct cost of parts and materials			10	%	
Group 8 – Tree and Shrub Trimming					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Irrigation Technician	Supervisor
Weekdays – Straight time	6:00	3:00	15	25	35
Weekdays – Overtime	3:00	6:00	15	30	40
Weekends – Straight time	8:00	3:00	15	30	40
Weekends – Overtime	3:00	6:00	20	30	40
Holidays – Straight time	8:00	3:00	20	30	40
Holidays – Overtime	3:00	6:00	20	30	40
Markup on direct cost of parts and materials			10	%	

* State correct jurisdiction to receive sales tax on the Vendor's Bid Offer, form CS-P201 (B) included in this Invitation for Bid document.

Less prompt payments discount terms of 5 % 15 days/ or net thirty (30) days. (To apply after receipt and acceptance of an itemized monthly statement.) For bid evaluation purposes, the City cannot utilize pricing discounts based upon payments being made in less than thirty (30) days from receipt of statement.

STATE OF ARIZONA

Office of the

License No. ROC252849

Registrar of Contractors

This is to Certify That

NATURAL STATE LANDSCAPING I L C

having been shown to possess all the necessary qualifications, and having complied with all the requirements of the law,
is by order of the Registrar of Contractors duly licensed and admitted to engage in and pursue the business of

K-21
LANDSCAPING AND IRRIGATION SYSTEMS

Contractor in the State of Arizona. Given under my hand and the seal of the Registrar of Contractors
in my office, City of Phoenix, this 13TH day of FEBRUARY, 2009.



Arnoldo A. Cantanas

DIRECTOR

ACORD CERTIFICATE OF LIABILITY INSURANCE

OP ID PJ
NATUR-6

DATE (MM/DD/YYYY)
03/13/09

PRODUCER Alliance Ins Agency of AZ 4600 S. Mill Ave., Suite 240 Tempe AZ 85252 Phone: 602-271-9171 Fax: 602-271-9220	THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.	
	INSURERS AFFORDING COVERAGE	NAIC #
INSURED Natural State Landscaping LLC Mike Heilig 6423 E Holly Drive Mesa AZ 85215	INSURER A: Contractors Bonding & Ins Co.	
	INSURER B:	
	INSURER C:	
	INSURER D:	
	INSURER E:	

COVERAGES

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

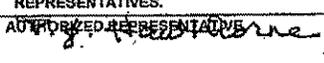
INSR ADD'L LTR	INSRD	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS	
A	X	GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC	PX2040599	08/13/08	08/13/09	EACH OCCURRENCE	\$ 1000000
						DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 300000
						MED EXP (Any one person)	\$ 5000
						PERSONAL & ADV INJURY	\$ 1000000
						GENERAL AGGREGATE	\$ 2000000
						PRODUCTS - COMP/OP AGG	\$ 2000000
A	X	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input checked="" type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS	A41040599	08/13/08	08/13/09	COMBINED SINGLE LIMIT (Ea accident)	\$ 300000
						BODILY INJURY (Per person)	\$
						BODILY INJURY (Per accident)	\$
						PROPERTY DAMAGE (Per accident)	\$
		GARAGE LIABILITY <input type="checkbox"/> ANY AUTO				AUTO ONLY - EA ACCIDENT	\$
						OTHER THAN AUTO ONLY: EA ACC	\$
						AGG	\$
		EXCESS/UMBRELLA LIABILITY <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE DEDUCTIBLE RETENTION \$				EACH OCCURRENCE	\$
						AGGREGATE	\$
							\$
							\$
							\$
		WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? If yes, describe under SPECIAL PROVISIONS below				WC STATU-TORY LIMITS	OTH-ER
						E.L. EACH ACCIDENT	\$
						E.L. DISEASE - EA EMPLOYEE	\$
						E.L. DISEASE - POLICY LIMIT	\$
		OTHER					

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS

Landscape Gardening
 Certificate holder is additional insured as respects to general liability for work performed for or on behalf of the certificate holder
 *Except for 10 days notice in the event of non-payment of premium

CERTIFICATE HOLDER

CANCELLATION

TEMPE01 City Of Tempe 480-324-1122 20 E. 6th St. Tempe AZ 85281	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 30* DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES. AUTHORIZED REPRESENTATIVE 
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Account Number
119595

Valid until 12/31/2009
unless revoked

 **Tempe**
Privilege Tax

2009

The person or firm listed below is hereby licensed to conduct business in the City of Tempe subject to the provisions of the Tempe City Code, Chapter 16

Post in a Conspicuous Place

NATURAL STATE LANDSCAPING LLC
6423 E HOLLY DR
MESA AZ 85215

Business Address:

NATURAL STATE LANDSCAPING LLC
6423 E HOLLY DR
MESA AZ 85215

Non-Transferable



Bruce Smith, License and Collection Supervisor

(DETACH UPPER SECTION AND POST IN A CONSPICUOUS PLACE)

Thank you for doing business in Tempe. We realize that you had many options when considering where to operate your business and we are pleased that you chose Tempe.

If you have questions regarding Tempe's tax reporting requirements or need information regarding specialty licenses, please contact us by:

Phone: (480) 350-2955
Fax: (480) 350-8659
E-mail: salestax@tempe.gov

We wish you success and prosperity in this year and in the years to come.



ARIZONA DEPARTMENT OF REVENUE
LICENSE & REGISTRATION SECTION
1600 WEST MONROE
PHOENIX, ARIZONA 85007-2650

EFFECTIVE DATE
February 1, 2009

TRANSACTION PRIVILEGE TAX LICENSE

-NOT TRANSFERABLE-

The licensee listed below is licensed to conduct business upon the condition that taxes are paid to the Arizona Department of Revenue as required under provisions of A.R.S. Title 42, Chapter 5, Article 1.

0900016033129

20427566

ALL communications and
reports MUST REFER to
this LICENSE NO.

Issued To: NATURAL STATE LANDSCAPING LLC
6423 E HOLLY DR
MESA AZ 85215

BUSINESS CLASS

015 Contracting-Prime

Location: NATURAL STATE LANDSCAPING LLC
6423 E HOLLY DR
MESA AZ 85215

PROGRAM CITIES

NONE

This License is issued to the business named above for the address shown. Licenses, by law, cannot be transferred from one person to another, nor can they be transferred from one location to another. Arizona law requires licensees to notify the Department of Revenue if there is a change in business name, trade name, location, mailing address, or ownership. In addition, when the business ceases to operate or the business location changes and a new license is issued, this license must be returned to the Arizona Department of Revenue.

**Request for Taxpayer
 Identification Number and Certification**

Give form to the requester. Do not send to the IRS.

Name (as shown on your income tax return)
NATURAL STATE LANDSCAPING, LLC

Business name, if different from above

Check appropriate box: Individual/Sole proprietor Corporation Partnership
 Limited liability company. Enter the tax classification (disregarded entity, C-corporation, Partnership) **LLC** Exempt payee
 Other (see instructions) *

Address (number, street, and apt. or suite no.)
6423 E. HOLLY DR.

City, state, and ZIP code
MESA, AZ 85215

List account number(s) here (optional)

Requester's name and address (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on Line 1 to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see how to get a TIN on page 9.

Social security number

or
 Employer identification number
26-4088504

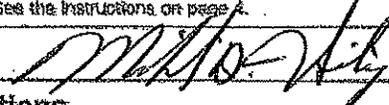
Note: If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below).

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the Certification, but you must provide your correct TIN. See the instructions on page 4.

Sign Here Signature of U.S. person  Date **16 MAR 09**

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Purpose of Form

A person who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, for:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued).
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income.

Note. If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

Definition of a U.S. person. For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien,
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States,
- An estate (other than a foreign estate), or
- A domestic trust (as defined in Regulations section 301.7701-7).

Special rules for partnerships. Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax on any foreign partners' share of income from such business. Further, in certain cases where a Form W-9 has not been received, a partnership is required to presume that a partner is a foreign person, and pay the withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid withholding on your share of partnership income.

The person who gives Form W-9 to the partnership for purposes of establishing its U.S. status and avoiding withholding on its allocable share of net income from the partnership conducting a trade or business in the United States is in the following cases:

- The U.S. owner of a disregarded entity and not the entity,

Vendor's Offer

It is required that Offeror complete, sign and submit the original of this form to the City Procurement Office with the proposal response offer. An unsigned "Vendor's Offer", late proposal response and/or a materially incomplete response will be considered nonresponsive and rejected.

Offeror is to type or legibly write in ink all information required below.

Company Name:	<u>Reyes & Sons Landscaping</u>		
Company Mailing Address:	<u>4433 E Beverly Ln</u>		
City:	State:	Zip:	
<u>Phoenix</u>	<u>AZ</u>	<u>85032</u>	
Contact Person:	<u>Ricardo Reyes</u>	Title:	<u>Owner/Contractor</u>
Phone No.:	<u>(602)628-2207</u>	FAX:	<u>(602)687-9607</u>
E-mail:	<u>Reyes-Sons-Landscaping@hotmail.com</u>		
Company Tax Information:			
Arizona Transaction Privilege (Sales) Tax No.:	<u>20104937</u>	or	
Arizona Use Tax No.:	<u>20104937</u>		
Federal I.D. No.:	<u>68-0618214</u>		
City & State Where Sales Tax is Paid:	<u>Phoenix AZ</u>	<u>05008424</u>	
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.:	_____		

THIS PROPOSAL IS OFFERED BY

Name of Authorized individual (TYPE OR PRINT IN INK) Ricardo Reyes

Title of Authorized Individual (TYPE OF PRINT IN INK) Owner/Contractor

REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (MUST SIGN IN INK)

By signing this Proposal Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other Offeror or potential Offeror. In accordance with A.R.S. 35-397, the Offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with proposal offer will be considered nonresponsive and rejected.

Ricardo Reyes
Signature of Authorized Offeror

3-30-09
Date

Form 201-B (RFP)
(H/RFP 3-2008)

Proposal Questionnaire

Please respond to the questions listed below in an orderly fashion and include separate pages if necessary. The answers to the questions will be used during the evaluation process.

1. List the local business location of your firm.

4433 E Beverly Ln Phoenix Az 85032

2. List the address from which trade workers are sent to conduct work under this contract.

4802 E Crocus Scottsdale Az 85254

3. List your 24 hour contact information

Ricardo Reyes (602) 628-2207

Roberto Reyes (602) 326-4618

Ernesto Reyes (602) 323-6853

4. List current, valid, State of Arizona Contractors licenses applicable to each Group proposed.
A copy of each license must be included with your proposal.

ROC 1-21 233465

5. Describe your firm's experience for each category you are submitting a proposal.

Installation of plants, Installation of irrigation and fertigation. We have had over 10 years experience with plant installation and have certified deasert landscape installer. we also have 10 years exp. with gravel inst. gardening and leveling. All of our tree work is done by a certified arborist

6. Please list three references (government or large corporation preferred) for each group you are submitting a bid. Attach additional pages as needed.

Company	Contact Person	Phone
Clearwater Hills	Mary Lou Reed	(480) 922-9080
City of Scottsdale	Brian Smith	(480) 312-8742
City of Phoenix	Victor Martinez	(602) 723-4898

7. Do you agree to all the Terms and Conditions of this RFP?

Yes No

8. Does your firm provide any warranty for the services and supplies being provided as part of this contract?

Yes No

Please explain below:

1 year warranty for all materials installed.

9. Will you utilize sub-contractors?

Yes No

If Yes, list firm name, address, name of principal, phone number and service they will perform.

Pro Tree Greg Crabtree phoenix, AZ (602) 216-0400 (Certified tree worker)
 Michael David Gillispie 22418 N. 88th ave (602) 376-9319 (OP& herbicides)

Pricing Section

Group 4 – Installation of Decomposed Granite and Other Landscape Rock Materials					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Crew Leader	Supervisor
Weekdays – Straight time	6 am	7 pm	12. ⁰⁰	15. ⁰⁰	18. ⁰⁰
Weekdays – Overtime	6 am	7 pm	"	"	"
Weekends – Straight time	6 am	7 pm	"	"	"
Weekends – Overtime	6 am	7 pm	"	"	"
Holidays – Straight time	6 am	7 pm	"	"	"
Holidays – Overtime	6 am	7 pm	"	"	"
Markup on direct cost of parts and materials			5 %		
Group 5 – Grading and Leveling					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Crew Leader	Supervisor
Weekdays – Straight time	6 am	7 pm	12. ⁰⁰	15. ⁰⁰	18. ⁰⁰
Weekdays – Overtime	6 am	7 pm	"	"	"
Weekends – Straight time	6 am	7 pm	"	"	"
Weekends – Overtime	6 am	7 pm	"	"	"
Holidays – Straight time	6 am	7 pm	"	"	"
Holidays – Overtime	6 am	7 pm	"	"	"
Markup on direct cost of parts and materials			5 %		
Group 6 – Concrete Work					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Crew Leader	Supervisor
Weekdays – Straight time					
Weekdays – Overtime					
Weekends – Straight time					
Weekends – Overtime					
Holidays – Straight time					
Holidays – Overtime					
Markup on direct cost of parts and materials			5 %		
NO Bid					

Pricing Section

Group 1 – Installation of Plant Materials					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Crew Leader	Supervisor
Weekdays – Straight time	6 Am	7 pm	12.00	15.00	18.00
Weekdays – Overtime	6 Am	7 pm	"	"	"
Weekends – Straight time	6 Am	7 pm	"	"	"
Weekends – Overtime	6 Am	7 pm	"	"	"
Holidays – Straight time	6 Am	7 pm	"	"	"
Holidays – Overtime	6 Am	7 pm	"	"	"
Markup on direct cost of parts and materials			5 %		
Group 2 – Installation of Underground Irrigation Systems and Controllers					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Irrigation Technician	Supervisor
Weekdays – Straight time	6 Am	7 pm	12.00	18.00	18.00
Weekdays – Overtime	6 Am	7 pm	"	"	"
Weekends – Straight time	6 Am	7 pm	"	"	"
Weekends – Overtime	6 Am	7 pm	"	"	"
Holidays – Straight time	6 Am	7 pm	"	"	"
Holidays – Overtime	6 Am	7 pm	"	"	"
Markup on direct cost of parts and materials			5 %		
Group 3 – Installation of Fertigation Components					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Technician	Supervisor
Weekdays – Straight time	6 Am	7 pm	18.00	20.00	21.00
Weekdays – Overtime	6 Am	7 pm	"	"	"
Weekends – Straight time	6 Am	7 pm	"	"	"
Weekends – Overtime	6 Am	7 pm	"	"	"
Holidays – Straight time	6 Am	7 pm	"	"	"
Holidays – Overtime	6 Am	7 pm	"	"	"
Markup on direct cost of parts and materials			5 %		

Pricing Section

Group 7 – Tree and Shrub Removal					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Crew Leader	Supervisor
Weekdays – Straight time	6 AM	7 PM	15. ⁰⁰	18. ⁰⁰	21. ⁰⁰
Weekdays – Overtime	6 AM	7 PM	11	11	11
Weekends – Straight time	6 AM	7 PM	11	11	11
Weekends – Overtime	6 AM	7 PM	11	11	11
Holidays – Straight time	6 AM	7 PM	11	11	11
Holidays – Overtime	6 AM	7 PM	11	11	11
Markup on direct cost of parts and materials			5 %		
Group 8 – Tree and Shrub Trimming					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Irrigation Technician	Supervisor
Weekdays – Straight time	6 am	7 pm	12. ⁰⁰	18. ⁰⁰	20. ⁰⁰
Weekdays – Overtime	6 am	7 pm	11	11	11
Weekends – Straight time	6 am	7 pm	11	11	11
Weekends – Overtime	6 am	7 pm	11	11	11
Holidays – Straight time	6 am	7 pm	11	11	11
Holidays – Overtime	6 am	7 pm	11	11	11
Markup on direct cost of parts and materials			5 %		

* State correct jurisdiction to receive sales tax on the Vendor's Bid Offer, form CS-P201 (B) included in this Invitation for Bid document.

Less prompt payments discount terms of ___ % ___ days/ or net thirty (30) days. (To apply after receipt and acceptance of an itemized monthly statement.) For bid evaluation purposes, the City cannot utilize pricing discounts based upon payments being made in less than thirty (30) days from receipt of statement.



Reyes & Sons Landscape LLC.

4433 E. Beverly

Ln.

Phoenix, AZ

85032

Fax (602)687-9607

Office(480)330-4821

AZ Lic 20104937

Tax ID68-0618214

ROC A-21 233465

Pesticides lic #080331

In 1987, Reyes & Sons Landscape LLC was established. At first, Reyes & Sons Landscape LLC maintained residential homes and small commercial properties in the Greater Phoenix Area. Very quickly, however, the word of Reyes & Sons Landscape dedication to impeccable maintenance, designs, and outstanding customer service spread. The Reyes & Sons Landscape portfolio now includes many large property management companies and municipalities. As Reyes & Sons Landscape has grown to a business that we can be proud of, our core ideals here at Reyes & Sons Landscape remain; impeccable maintenance, designs, and outstanding customer service.

Ins. Farmers

Workman Comp .SCF

Member of ALCA

2 Certified Tree worker

2 Certified Arborist

1 Certified Desert Landscaper /Installer

Herbicide applicator license

Firms Experience

City of Phoenix Verde Water Treatment Plant Landscape Maintenance Services (8 acres) From 02-06 to 07-08 Maintaining water plant weed free, Tree trimming, tree removal, and general cleaning etc.

Val Vista Water Treatment Plant Landscape Maintenance Service (20 acres) From 02-06 to 07-08 Maintaining water plant weed free, Tree trimming, tree removal, and general cleaning etc.



City of Scottsdale Water Campus (84 acres) From 07-07 to Present . General Landscape Maintenance
Maintaining water plant weed free, Tree trimming, tree removal, and general cleaning etc.

Gainey Ranch (1.5 acres) From 07-07 to Present . General Landscape Maintenance Maintaining water
plant weed free, Tree trimming, tree removal, and general cleaning etc.

Clear Water Hills Private Community (200 acres). General Landscape Maintenance of Community

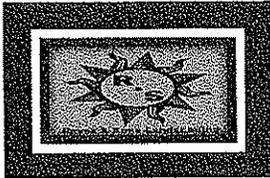
References

Mary Lou Reed Executive Director of Clear Water Hills (480)922-9080

Brian Smith Maintenance Manager City of Scottsdale (480)312-8742

Jody Preece City of Scottsdale Medians and right of ways Manager (480)215-9683

Additional references can be provided at request.



Reyes & Sons Landscape LLC.

Subcontractor Agreement

City projects

This Contract for Services (To The city of Phoenix, Gilbert and other places at may be name all places must be agree by both parties to be under contract) is made effective as of 1-7-09 by and between R & S (Reyes & Sons Landscape of 4433 E Beverly Ln Phx Az 85032) and Tree Pro LLC this Contract, the party who is contracting to receive services will be referred to as " " and the party who will be providing the services will be referred to as _____

- DESCRIPTION OF SERVICES.** Begin on 1-7-09 The Company of Tree Pro LLC will provide to Certified Arborist Service & Certified Tree Worker. The company of Tree Pros will also furnish all tools and equipment required to fulfill this agreement. R & S landscape will not be responsible for any lost or stolen tools or equipment.
PERFORMANCE. Tree Pros is required to meet all reasonable completion schedules set forth by the general contractor therefore Tree Pros to, supply as many workers as needed, or work as many hours as needed, to meet these completion schedules as well
- TERM.** This Contract will terminate automatically upon both or one company request to terminate of the Services required by this Contract.
- PAYMENT FOR SERVICES.** In exchange for the Services The city or party requesting service will pay Tree Pros according to the following terms R & S will responsible for payment to Tree Pros LL and will also not profit in any way off Tree Pros LLC service perform. Payment will be issued only upon completion of this agreement, and contracted services have been deemed acceptable by R&S landscape and Party requesting service. All work order additions and or omissions must be approved by R&S landscape. R & S Landscape will accept all financial responsibility for any work performed by Trees Pro LLC that is not covered in this agreement or that is not approved by R&S landscape
- RELATIONSHIP OF PARTIES.** It is understood by the parties that Tree Pros is an independent contractor with respect to R&S landscape and not an employee of R&S landscape. R&S landscape will not provide fringe benefits, including liability, workman's compensation, health insurance benefits, paid vacation, or any other employee benefit, for the benefit of Tree Pros employee
- CONFIDENTIALITY.** Tree Pros and its employees, agents, or representatives will not at any time or in any manner, either directly or indirectly, use for the personal benefit of Tree Pros, or divulge, disclose, or communicate in any manner, any information that is proprietary to R&S landscape. Tree Pros and its employees, agents, and representatives will protect such information and treat it as strictly confidential. This provision will continue to be effective after the termination of this Contract. Upon termination of this Contract, Tree Pros will return to all records, notes, documentation and other items that were used, created, or controlled by Tree Pros during the term of this Contract. If deem as confidential by R&S landscape
- INJURIES** Tree Pros acknowledges Tree Pros obligation to obtain appropriate insurance coverage for the benefit of Tree Pros employees, if any. Tree Pros waives any rights to recovery from R&S landscape for any injuries that(employees) may sustain while performing services under this Agreement
- ENTIRE AGREEMENT.** This Contract contains the entire agreement of the parties, and there are no other promises or conditions in any other agreement whether oral or written concerning the subject matter of this Contract. This Contract supersedes any prior written or oral agreements between the parties.

Phone # (602)216-0900

IMPORTANT NOTICE
YOU MUST:

- 1.) REPORT DISSOCIATION OF QUALIFYING PARTY IN WRITING WITHIN 15 DAYS. (SEE A.R.S. § 32-1154(A)(19) AND § 32-1151.01)
- 2.) REPORT A CHANGE OF ADDRESS IN WRITING WITHIN 30 DAYS. (SEE A.R.S. § 32-1122(B)(1))
- 3.) REPORT ANY TRANSFER OF OWNERSHIP OF 50% OR MORE IMMEDIATELY. (SEE A.R.S. § 32-1151.01)
- 4.) REPORT ANY CHANGE IN LEGAL ENTITY SUCH AS ANY CHANGE IN THE OWNERSHIP OF SOLE PROPRIETORSHIP OR CHANGE OF A PARTNER IN A PARTNERSHIP OR THE CREATION OF A NEW CORPORATE ENTITY. (SEE RULE R4-9-110)

REYES AND SONS LANDSCAPING L L C
4433 E BEVERLY LN
PHOENIX AZ 85032

IMPORTANT NOTICE
YOU MUST:

- 1.) REPORT DISSOCIATION OF QUALIFYING PARTY IN WRITING WITHIN 15 DAYS. (SEE A.R.S. § 32-1154(A)(19) AND § 32-1151.01)
- 2.) REPORT A CHANGE OF ADDRESS IN WRITING WITHIN 30 DAYS. (SEE A.R.S. § 32-1122(B)(1))
- 3.) REPORT ANY TRANSFER OF OWNERSHIP OF 50% OR MORE IMMEDIATELY. (SEE A.R.S. § 32-1151.01)
- 4.) REPORT ANY CHANGE IN LEGAL ENTITY SUCH AS ANY CHANGE IN THE OWNERSHIP OF SOLE PROPRIETORSHIP OR CHANGE OF A PARTNER IN A PARTNERSHIP OR THE CREATION OF A NEW CORPORATE ENTITY. (SEE RULE R4-9-110)

REYES AND SONS LANDSCAPING L L C
4433 E BEVERLY LN
PHOENIX AZ 85032

THIS IS YOUR IDENTIFICATION CARD
DO NOT DESTROY



LLC

LICENSE EFFECTIVE THROUGH:
STATE OF ARIZONA
MAY 2009
Registrar of Contractors CERTIFIES THAT



REYES AND SONS LANDSCAPING L L
C

CONTRACTORS LICENSE NO. ROC233466 CLASS C-21

LANDSCAPING AND IRRIGATION SYS
TEMS

RESIDENTIAL ONLY

THIS CARD MUST BE
PRESENTED UPON DEMAND

Fidelio V. Garcia
DIRECTOR

THIS IS YOUR IDENTIFICATION CARD
DO NOT DESTROY



LLC

LICENSE EFFECTIVE THROUGH:
STATE OF ARIZONA
MAY 2009
Registrar of Contractors CERTIFIES THAT



REYES AND SONS LANDSCAPING L L
C

CONTRACTORS LICENSE NO. ROC233465 CLASS A-21

LANDSCAPING AND IRRIGATION SYS
TEMS

COMMERCIAL ONLY

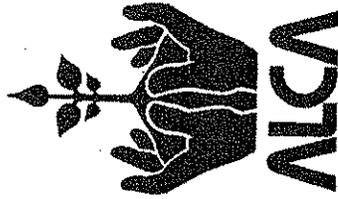
THIS CARD MUST BE
PRESENTED UPON DEMAND

Fidelio V. Garcia
DIRECTOR

ARIZONA LANDSCAPE CONTRACTORS' ASSOCIATION

2008 MEMBERSHIP CERTIFICATE

Reyes & Sons Landscape, LLC



Contractor Class 1

The Arizona Landscape Contractors' Association is an Arizona trade association dedicated to helping landscape contractors and allied trade members succeed, understand, comply and function in a complex business and regulatory world. The Arizona Landscape Contractors' Association's goal is to provide education and government representation resulting in the enhanced professionalism of members and the public's perception of Landscape Contractors and the Green Industry. Its goal is also to provide services and benefits to members that can reduce their cost of doing business.

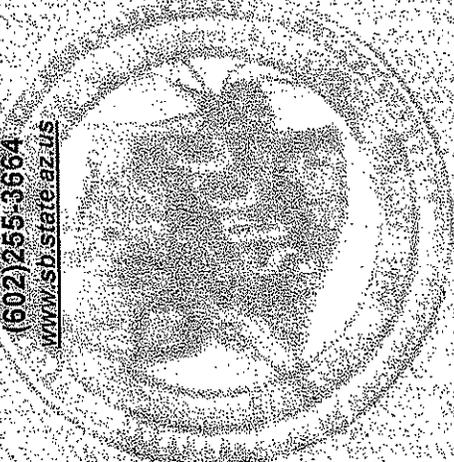
2008 Board of Directors
Dennis Canedy, President
Will Pereira, Vice-President

Anthony Fontes, Secretary
Johnny Clamahan, Treasurer
Ed Macias, President Elect

Printed: 05/09/2008
Printed By: JEAN

STATE OF ARIZONA
Structural Pest Control Commission
9535 E. Doubletree Ranch Rd.
(602) 255-3654
www.spc.state.az.us

Licensed Categories: B2 - Right of Way/Weeds
Expires: 05/31/2009
Status: Active



Non-Transferable

License No: 080331

Pesticide Applicator License

ISSUED TO:

1000036367
ERNESTO ALONSO REYES
4433 E. BEVERLY LANE
PHOENIX, AZ 85032

This license MUST be renewed by May 1 of each year, and shall expire on May 31 of each year.
© Copyright 2007 Structural Pest Control Commission. All Rights Reserved.

Non-Transferable

STATE OF ARIZONA
Structural Pest Control Commission

Printed: 07/15/2008
Printed By: HELEN

9535 E. Doubletree Ranch Rd.
(602)255-3664

License No: 030413

www.sb.state.az.us



Pesticide Applicator License

Issued Categories	Expires	Status
01 - General PC Public Health	05/31/2009	Active
02 - Right of Way/Woods	05/31/2009	Active
03 - Turf & Ornamental	05/31/2009	Active

ISSUED TO:

1000027505
MICHAEL DAVID GILLISPIE
22418 N 88TH AVE
PEORIA AZ 85383



This license MUST be renewed by May 1 of each year, and shall expire on May 31 of each year.
© Copyright 2007 Structural Pest Control Commission. All Rights Reserved.

Vendor's Offer

It is required that Offeror complete, sign and submit the original of this form to the City Procurement Office with the proposal response offer. An unsigned "Vendor's Offer", late proposal response and/or a materially incomplete response will be considered nonresponsive and rejected.

Offeror is to type or legibly write in ink all information required below.

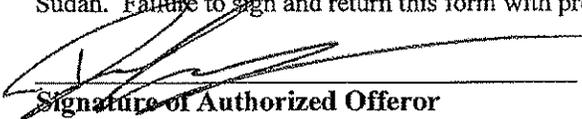
Company Name:	<u>Somerset Landscape Maintenance Inc.</u>		
Company Mailing Address:	<u>19051 S. Arizona Ave</u>		
City:	<u>Chandler</u>	State:	<u>AZ</u>
		Zip:	<u>85286</u>
Contact Person:	<u>Brian Lemmermann</u>	Title:	<u>President</u>
Phone No.:	<u>480 782 5296</u>	FAX:	<u>480 922 8200</u>
E-mail:	<u>somersetlandscape@cox.net</u>		
<u>Company Tax Information:</u>			
Arizona Transaction Privilege (Sales) Tax No.:	<u>07-615055</u>	or	
Arizona Use Tax No.:	<u>07615055</u>		
Federal I.D. No.:	<u>86-1042562</u>		
City & State Where Sales Tax is Paid:	<u>Tempe</u>	,	<u>AZ</u>
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.:	_____		

THIS PROPOSAL IS OFFERED BY

Name of Authorized individual (TYPE OR PRINT IN INK) Brian Lemmermann
Title of Authorized Individual (TYPE OF PRINT IN INK) President

REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (MUST SIGN IN INK)

By signing this Proposal Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other Offeror or potential Offeror. In accordance with A.R.S. 35-397, the Offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with proposal offer will be considered nonresponsive and rejected.


Signature of Authorized Offeror

3/25/09
Date

Form 201-B (RFP)
(H/RFP 3-2008)

Proposal Questionnaire

Please respond to the questions listed below in an orderly fashion and include separate pages if necessary. The answers to the questions will be used during the evaluation process.

1. List the local business location of your firm.

19051 S. Arizona Ave, Chandler AZ
We are located near the corner of
Arizona Ave and the Santan 202, 4 miles from Tempe

2. List the address from which trade workers are sent to conduct work under this contract.

19051 S. Arizona Ave, Chandler, AZ 85286

3. List your 24 hour contact information

Adam McFerrin 480-204-4691
Rafael Perez 480-204-4466

4. List current, valid, State of Arizona Contractors licenses applicable to each Group proposed.
A copy of each license must be included with your proposal.

A-21 Roc 179026

5. Describe your firm's experience for each category you are submitting a proposal.

Somerset has over 10 years of consistent quality
landscape maintenance and renovation services to
Federal, State, city, and private clients. Somerset has
dedicated landscape renovation crews as well as access to an
abundance of extra labor as needed. We currently have a manpower
contract with the city of Scottsdale and understand the need to
mobilize quickly and stay on a job for protracted amounts of
time. After checking our references you will find this is an area
in which Somerset excels.

6. Please list three references (government or large corporation preferred) for each group you are submitting a bid. Attach additional pages as needed.

Company	Contact Person	Phone
City of Scottsdale	Bill Sturgill	480-312-4410
City of Avondale	Dave Ramus	623-333-2400
City of Phoenix	Carmen Castillo	602-405-1754

7. Do you agree to all the Terms and Conditions of this RFP?

Yes No

8. Does your firm provide any warranty for the services and supplies being provided as part of this contract?

Yes No

Please explain below:

we provide 30 day warranty on all materials and workmanship. Additional warranty time granted with checkups or maintenance services.

9. Will you utilize sub-contractors?

Yes No

If Yes, list firm name, address, name of principal, phone number and service they will perform.

Proposal Checklist for Submittals

- _____ One signed and complete original of the proposal response, including "Vendor's Proposal Offer" (Form 201-B).
- _____ Four (4) additional copies of bid.
- _____ Proposal Questionnaire has been completed and included.
- _____ Price Information completed and included.
- _____ Current, valid State of Arizona Contractors license applicable to each Group offered.
- _____ Any addenda have been included.

Pricing Section

Group 1 – Installation of Plant Materials					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Crew Leader	Supervisor
Weekdays – Straight time	5 AM	8 PM	16.50	19.50	23.50
Weekdays – Overtime	8 PM	5 AM	24.50	29.00	35.00
Weekends – Straight time	5 AM	8 PM	16.50	19.50	23.50
Weekends – Overtime	8 PM	5 AM	24.50	29.00	35.00
Holidays – Straight time	5 AM	8 PM	16.50	19.50	23.50
Holidays – Overtime	8 PM	5 AM	24.50	29.00	35.00
Markup on direct cost of parts and materials			10 5%		
Group 2 – Installation of Underground Irrigation Systems and Controllers					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Irrigation Technician	Supervisor
Weekdays – Straight time	5 AM	8 PM	16.50	23.50	23.50
Weekdays – Overtime	8 PM	5 AM	24.50	35	35
Weekends – Straight time	5 AM	8 PM	16.50	23.50	23.50
Weekends – Overtime	8 PM	5 AM	24.50	35	35
Holidays – Straight time	5 AM	8 PM	16.50	23.50	23.50
Holidays – Overtime	8 PM	5 AM	24.50	35	35
Markup on direct cost of parts and materials			10 5%		
Group 3 – Installation of Fertigation Components					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Technician	Supervisor
Weekdays – Straight time	5 AM	8 PM	16.50	23.50	23.50
Weekdays – Overtime	8 PM	5 AM	24.50	35	35
Weekends – Straight time	5 AM	8 PM	16.50	23.50	23.50
Weekends – Overtime	8 PM	5 AM	24.50	35	35
Holidays – Straight time	5 AM	8 PM	16.50	23.50	23.50
Holidays – Overtime	8 PM	5 AM	24.50	35	35
Markup on direct cost of parts and materials			10 5%		

Pricing Section

Group 4 – Installation of Decomposed Granite and Other Landscape Rock Materials					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Crew Leader	Supervisor
Weekdays – Straight time	5 AM	8 PM	16.50	19.50	23.50
Weekdays – Overtime	8 PM	5 AM	24.50	29	35
Weekends – Straight time	5 AM	8 PM	16.50	19.50	23.50
Weekends – Overtime	8 PM	5 AM	24.50	29	35
Holidays – Straight time	5 AM	8 PM	16.50	19.50	23.50
Holidays – Overtime	8 PM	5 AM	24.50	29	35
Markup on direct cost of parts and materials			5 %		
Group 5 – Grading and Leveling					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Crew Leader	Supervisor
Weekdays – Straight time	5 AM	8 PM	16.50	19.50	23.50
Weekdays – Overtime	8 PM	5 AM	24.50	29	35
Weekends – Straight time	5 AM	8 PM	16.50	19.50	23.50
Weekends – Overtime	8 PM	5 AM	24.50	29	35
Holidays – Straight time	5 AM	8 PM	16.50	19.50	23.50
Holidays – Overtime	8 PM	5 AM	24.50	29	35
Markup on direct cost of parts and materials			5 %		
Group 6 – Concrete Work					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Crew Leader	Supervisor
Weekdays – Straight time	5 AM	8 PM	16.50	22.00	23.50
Weekdays – Overtime	8 PM	5 AM	24.50	33.00	35
Weekends – Straight time	5 AM	8 PM	16.50	22.	23.50
Weekends – Overtime	8 PM	5 AM	24.50	33	35
Holidays – Straight time	5 AM	8 PM	16.50	22	23.50
Holidays – Overtime	8 PM	5 AM	24.50	33	35
Markup on direct cost of parts and materials			5 %		

Pricing Section

Group 7 – Tree and Shrub Removal					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Crew Leader	Supervisor
Weekdays – Straight time	5 AM	8 PM	16.50	19.50	23.50
Weekdays – Overtime	8 PM	5 AM	24.50	29	35
Weekends – Straight time	5 AM	8 PM	16.50	19.50	23.50
Weekends – Overtime	8 PM	5 AM	24.50	29	35
Holidays – Straight time	5 AM	8 PM	16.50	19.50	23.50
Holidays – Overtime	8 PM	5 AM	24.50	29	35
Markup on direct cost of parts and materials			5 %		
Group 8 – Tree and Shrub Trimming					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Irrigation Technician	Supervisor
Weekdays – Straight time	5 AM	8 PM	16.50	19.50	23.50
Weekdays – Overtime	8 PM	5 AM	24.50	29	35
Weekends – Straight time	5 AM	8 PM	16.50	19.50	23.50
Weekends – Overtime	8 PM	5 AM	24.50	29	35
Holidays – Straight time	5 AM	8 PM	16.50	19.50	23.50
Holidays – Overtime	8 PM	5 AM	24.50	29	35
Markup on direct cost of parts and materials			5 %		

* State correct jurisdiction to receive sales tax on the Vendor's Bid Offer, form CS-P201 (B) included in this Invitation for Bid document.

Less prompt payments discount terms of 0% 30 days/ or net thirty (30) days. (To apply after receipt and acceptance of an itemized monthly statement.) For bid evaluation purposes, the City cannot utilize pricing discounts based upon payments being made in less than thirty (30) days from receipt of statement.

Desert Botanical Garden

Brian S Lemmerman

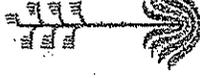
*Has successfully completed coursework prescribed by the Desert Landscaper School
Brian has earned the designation*

CERTIFIED DESERT LANDSCAPER

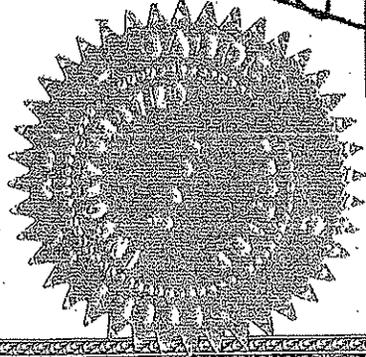
*Awarded at the Desert Botanical Garden
Phoenix, Arizona*

This twentieth day of May, two thousand and eight

CERTIFICATION # 2008094



DESERT
BOTANICAL
garden

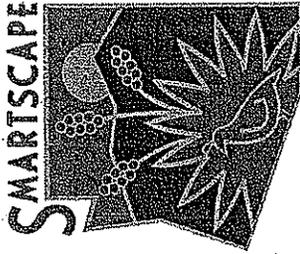


Rebecca Lynn
Coordinator of the Desert Landscaper School

Henry Selva

Catherine Babcock
Director of Horticulture

Executive Director



Certificate of Completion

Awarded to

Brian Lemmerrmann

For the completion of the
Smartscape Training Program for Landscape Professionals

Steven L. Olson

Steven L. Olson, Executive Director
Arizona Municipal Water Users Association

James A. Christenson

James A. Christenson, Associate Dean
University of Arizona Cooperative Extension

Cheryl A. Goar

Cheryl A. Goar, Executive Director
Arizona Nursery Association

Sponsored by:
The Arizona Certified Landscape Professionals; the Arizona Landscape Contractors Association;
The Arizona Nursery Association; the municipalities of Avondale, Chandler, Gilbert, Glendale,
Goodyear, Mesa, Peoria, Phoenix, Scottsdale, and Tempe, working together as the
Arizona Municipal Water Users Association; Tucson Water,
and the University of Arizona Cooperative Extension.

2009



Finalist

Commercial Landscapes Maintenance

Public Administration

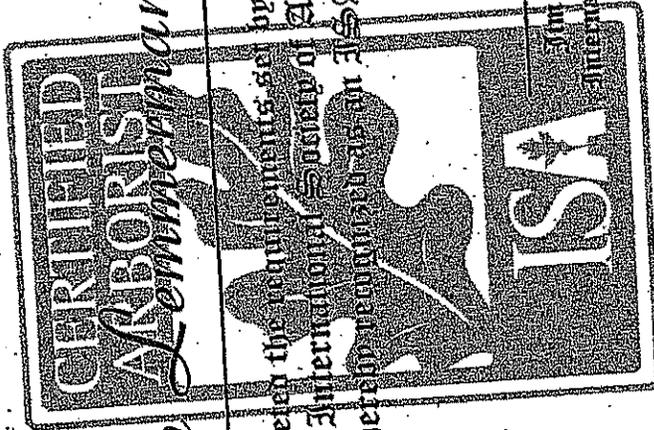
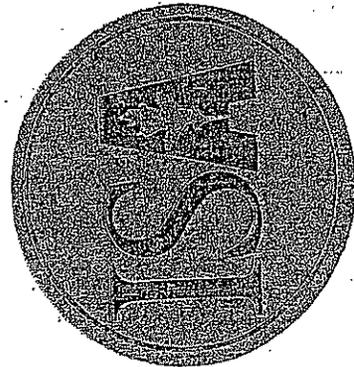
Commercial Landscapes

International Society of Arboriculture Certified Arborist

Brian

Lehmerman

Having successfully completed the requirements set by the Arborist Certification Board of the International Society of Arboriculture, the above named is hereby recognized as an ISA Certified Arborist



A handwritten signature in dark ink.

John Skiera, Executive Director
International Society of Arboriculture

WE-7918A Apr 28, 2007 Jun 30, 2010
Certification Number Certified Since Expiration Date

Janet Napolitano
Governor

STATE OF ARIZONA

Structural Pest Control Commission

9535 E. Doubletree Ranch Road, Scottsdale, Arizona 85258-5514

(602) 255-3664 Phone (602) 255-1281 fax

<http://www.sb.state.az.us>

BUSINESS LICENSE

SOMERSET LANDSCAPE MAINTENANCE, INC

Business License number: 8687

Non-Transferable

Jack D. Root, BCE
Executive Director

Has been licensed since 03/14/2008, and is authorized to provide pest management services in Arizona for the year 2008, as long as the business has a current and "valid" Active or Temporary Qualifying Party Licensee and the required financial responsibility, according to the Structural Pest Control Commission's laws and rules.

This license must be renewed by December 31st of each year, and expires on December 31st of each year. For any inquiries regarding this license, please visit the Structural Pest Control Commission website at www.sb.state.az.us or contact the Structural Pest Control Commission.

Printed: 03/17/2008

Printed By: HELEN

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Non-Transferable

STATE OF ARIZONA

Structural Pest Control Commission

9535 E. Doubletree Ranch Rd.

(602) 255-3664

www.sb.state.az.us

License No. 30238

Qualifying Party License

ISSUED TO:

1000027168

BRIAN SOMERSET-LEMMERMANN

1212 E KINGBIRD DR

GILBERT AZ 85297



QB License Category	Expires	Status
B5 - Right Of Way Weeds	12/31/2008	Inactive
B5 - Turf & Ornamentals	12/31/2008	Inactive

Printed: 02/13/2008

Printed By: ROBERT

This license MUST be renewed by December 31st of each year, and shall expire on December 31st of each year.

© Copyright 2007 Structural Pest Control Commission. All Rights Reserved.

STATE OF ARIZONA

Office of the

Registrar of Contractors

License No. ROC179026

This is to Certify That

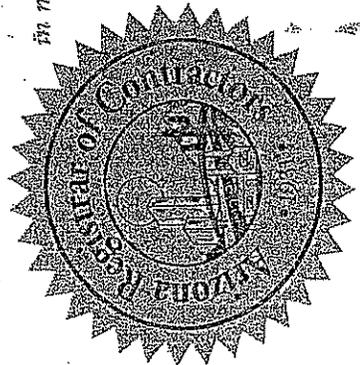
SOMERSET LANDSCAPE MAINTENANCE INC (CORP.)

having been shown to possess all the necessary qualifications, and having complied with all the requirements of the law, is by order of the Registrar of Contractors duly licensed and admitted to engage in and pursue the business of

A-21

LANDSCAPING AND IRRIGATION SYSTEMS

Contractor in the State of Arizona. Given under my hand and the seal of the Registrar of Contractors in my office, City of Phoenix, this 9TH day of OCTOBER, 2002.



Michael Calderon
DIRECTOR

Vendor's Offer

It is required that Offeror complete, sign and submit the original of this form to the City Procurement Office with the proposal response offer. An unsigned "Vendor's Offer", late proposal response and/or a materially incomplete response will be considered nonresponsive and rejected.

Offeror is to type or legibly write in ink all information required below.

Company Name:	<u>WESTSCAPE ENVIRONMENTAL INC.</u>				
Company Mailing Address:	<u>PO BOX 358</u>				
City:	<u>GLENDALE</u>	State:	<u>AZ</u>	Zip:	<u>85311</u>
Contact Person:	<u>TOM FLESSOR</u>		Title:	<u>G.M.</u>	
Phone No.:	<u>602-679-0320</u>	FAX:	<u>623-435-1848</u>	E-mail:	<u>nick49@cox.net</u>
<u>Company Tax Information:</u>					
Arizona Transaction Privilege (Sales) Tax No.:	<u>07-634340</u>				<u>W</u> or
Arizona Use Tax No.:	_____				
Federal I.D. No.:	<u>86-1028538</u>				
City & State Where Sales Tax is Paid:	<u>GLENDALE, AZ</u>				
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.:	_____				

THIS PROPOSAL IS OFFERED BY

Name of Authorized individual (TYPE OR PRINT IN INK) TOM FLESSOR
Title of Authorized Individual (TYPE OF PRINT IN INK) G.M.

REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (MUST SIGN IN INK)

By signing this Proposal Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other Offeror or potential Offeror. In accordance with A.R.S. 35-397, the Offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with proposal offer will be considered nonresponsive and rejected.

Tom Flessor
Signature of Authorized Offeror

3-27-09
Date

Form 201-B (RFP)
(H/RFP 3-2008)

Proposal Questionnaire

Please respond to the questions listed below in an orderly fashion and include separate pages if necessary. The answers to the questions will be used during the evaluation process.

1. List the local business location of your firm.

WESTSCAPE ENVIRONMENTAL, INC.
PO BOX 358
GLENDALE, AZ 85311

2. List the address from which trade workers are sent to conduct work under this contract.

WESTSCAPE
6603 W. NORTHVIEW AVE.
GLENDALE, AZ 85301

3. List your 24 hour contact information

TOM FLESSOR
602-679-0320
nick.49@cox.net

4. List current, valid, State of Arizona Contractors licenses applicable to each Group proposed.
A copy of each license must be included with your proposal.

K-21 ROC# 166488

5. Describe your firm's experience for each category you are submitting a proposal.

WE HAVE BEEN PROVIDING THESE EXACT
SAME SERVICES FOR THE CITY OF
PHOENIX AND ADOT SINCE 2001.
GLENDALE AND EL MIRAGE ALSO CALL US
FREQUENTLY FOR ON-CALL LANDSCAPE SERVICES.

6. Please list three references (government or large corporation preferred) for each group you are submitting a bid. Attach additional pages as needed.

Company	Contact Person	Phone
CITY OF PHOENIX	CHERYL GUZMAN	602-534-1129
ADOT	ELLEN FARMER	602-712-8515
CITY OF GLENDALE	TOM WILKINSON	623-930-2656

7. Do you agree to all the Terms and Conditions of this RFP?

Yes No

8. Does your firm provide any warranty for the services and supplies being provided as part of this contract?

Yes No

Please explain below:

WE WILL WARRANTY OUR WORK FOR 1 YEAR.

9. Will you utilize sub-contractors?

Yes No

If Yes, list firm name, address, name of principal, phone number and service they will perform.

RPM SERVICES, 16032 N. 55TH AVE., GLENDALE, AZ 85306
FOR HIGH TREE TRIMMING AND REMOVALS.
PRINCIPAL- ROD HOFFMAN 602-863-3535

WESTSCAPE

Pricing Section

Group 1 - Installation of Plant Materials					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Crew Leader	Supervisor
Weekdays - Straight time	6:00	3:00	\$ 18.00	\$ 24.00	\$ 32.00
Weekdays - Overtime	3:00	DARK	\$ 25.00	\$ 30.00	\$ 38.00
Weekends - Straight time	6:30	3:00	\$ 20.00	\$ 26.00	\$ 34.00
Weekends - Overtime	3:00	DARK	\$ 27.00	\$ 32.00	\$ 40.00
Holidays - Straight time	6:00	3:00	\$ 22.00	\$ 28.00	\$ 36.00
Holidays - Overtime	3:00	DARK	\$ 29.00	\$ 34.00	\$ 42.00
Markup on direct cost of parts and materials			10 %		

Group 2 - Installation of Underground Irrigation Systems and Controllers

	Applicable Hours		Cost per hour		
	From	To	Laborer	Irrigation Technician	Supervisor
Weekdays - Straight time	6:00	3:00	\$ 18.00	\$ 28.00	\$ 32.00
Weekdays - Overtime	3:00	DARK	\$ 25.00	\$ 34.00	\$ 38.00
Weekends - Straight time	6:00	3:00	\$ 20.00	\$ 30.00	\$ 34.00
Weekends - Overtime	3:00	DARK	\$ 27.00	\$ 36.00	\$ 40.00
Holidays - Straight time	6:00	3:00	\$ 22.00	\$ 32.00	\$ 36.00
Holidays - Overtime	3:00	DARK	\$ 29.00	\$ 38.00	\$ 42.00
Markup on direct cost of parts and materials			10 %		

Group 3 - Installation of Fertigation Components

	Applicable Hours		Cost per hour		
	From	To	Laborer	Technician	Supervisor
Weekdays - Straight time	6:00	3:00	\$ 18.00	\$ 28.00	\$ 32.00
Weekdays - Overtime	3:00	DARK	\$ 25.00	\$ 34.00	\$ 38.00
Weekends - Straight time	6:00	3:00	\$ 20.00	\$ 30.00	\$ 34.00
Weekends - Overtime	3:00	DARK	\$ 27.00	\$ 36.00	\$ 40.00
Holidays - Straight time	6:00	3:00	\$ 22.00	\$ 32.00	\$ 36.00
Holidays - Overtime	3:00	DARK	\$ 29.00	\$ 38.00	\$ 42.00
Markup on direct cost of parts and materials			10 %		

*** NOTE: FOR MOST JOBS, A SUPERVISOR WOULD ONLY BE CHARGED FOR THE START AND END OF A TASK.**

WESTSCAPE

Pricing Section

Group 4 – Installation of Decomposed Granite and Other Landscape Rock Materials					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Crew Leader	Supervisor
Weekdays – Straight time	6:00	3:00	\$18.00	\$24.00	\$32.00
Weekdays – Overtime	3:00	DARK	\$25.00	\$30.00	\$38.00
Weekends – Straight time	6:00	3:00	\$20.00	\$26.00	\$34.00
Weekends – Overtime	3:00	DARK	\$27.00	\$32.00	\$40.00
Holidays – Straight time	6:00	3:00	\$22.00	\$28.00	\$36.00
Holidays – Overtime	3:00	DARK	\$29.00	\$34.00	\$42.00
Markup on direct cost of parts and materials			10 %		
Group 5 – Grading and Leveling					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Crew Leader	Supervisor
Weekdays – Straight time	6:00	3:00	\$18.00	\$24.00	\$32.00
Weekdays – Overtime	3:00	DARK	\$25.00	\$30.00	\$38.00
Weekends – Straight time	6:00	3:00	\$20.00	\$26.00	\$34.00
Weekends – Overtime	3:00	DARK	\$27.00	\$32.00	\$40.00
Holidays – Straight time	6:00	3:00	\$22.00	\$28.00	\$36.00
Holidays – Overtime	3:00	DARK	\$29.00	\$34.00	\$42.00
Markup on direct cost of parts and materials			10 %		
Group 6 – Concrete Work					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Crew Leader	Supervisor
Weekdays – Straight time	6:00	3:00	\$18.00	\$28.00	\$34.00
Weekdays – Overtime	3:00	DARK	\$25.00	\$34.00	\$40.00
Weekends – Straight time	6:00	3:00	\$20.00	\$30.00	\$36.00
Weekends – Overtime	3:00	DARK	\$27.00	\$36.00	\$42.00
Holidays – Straight time	6:00	3:00	\$22.00	\$32.00	\$38.00
Holidays – Overtime	3:00	DARK	\$29.00	\$38.00	\$44.00
Markup on direct cost of parts and materials			10 %		

*

*

*

WESTSCAPE

Pricing Section

Group 7 – Tree and Shrub Removal					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Crew Leader	Supervisor
Weekdays – Straight time	6:00	3:00	\$18.00	\$28.00	\$34.00
Weekdays – Overtime	3:00	DARK	\$25.00	\$34.00	\$40.00
Weekends – Straight time	6:00	3:00	\$20.00	\$30.00	\$36.00
Weekends – Overtime	3:00	DARK	\$27.00	\$36.00	\$42.00
Holidays – Straight time	6:00	3:00	\$22.00	\$32.00	\$38.00
Holidays – Overtime	3:00	DARK	\$29.00	\$38.00	\$44.00
Markup on direct cost of parts and materials			10 %		
Group 8 – Tree and Shrub Trimming					
	Applicable Hours		Cost per hour		
	From	To	Laborer	Irrigation ^{CRF} Technician LDR	Supervisor
Weekdays – Straight time	6:00	3:00	\$18.00	\$28.00	\$34.00
Weekdays – Overtime	3:00	DARK	\$25.00	\$34.00	\$40.00
Weekends – Straight time	6:00	3:00	\$20.00	\$30.00	\$36.00
Weekends – Overtime	3:00	DARK	\$27.00	\$36.00	\$42.00
Holidays – Straight time	6:00	3:00	\$22.00	\$32.00	\$38.00
Holidays – Overtime	3:00	DARK	\$29.00	\$38.00	\$44.00
Markup on direct cost of parts and materials			10 %		

* State correct jurisdiction to receive sales tax on the Vendor's Bid Offer, form CS-P201 (B) included in this Invitation for Bid document.

Less prompt payments discount terms of 1 % 10 days/ or net thirty (30) days. (To apply after receipt and acceptance of an itemized monthly statement.) For bid evaluation purposes, the City cannot utilize pricing discounts based upon payments being made in less than thirty (30) days from receipt of statement.

STATE OF ARIZONA

Office of the

Registrar of Contractors

License No. ROC166488

This is to Certify That
WESTSCAPE ENVIRONMENTAL INC (CORP.)

having been shown to possess all the necessary qualifications, and having complied with all the requirements of the law,
is by order of the Registrar of Contractors duly licensed and admitted to engage in and pursue the business of

K-21
LANDSCAPING AND IRRIGATION SYSTEMS

Contractor in the State of Arizona. Given under my hand and the seal of the Registrar of Contractors
in my office, City of Phoenix, this 5TH day of JULY, 2001.



Michael Calderazzo
DIRECTOR