

Lawn Services - Overview

Comparison Chart:

Services	Groundsman	Wangsgaards - Option 1	Wangsgaards - Option 2	Black's
Weekly Lawn Maintenance	\$420 per week	\$3,600 per month (Appr \$900 per week) for 12 months	\$3,850 per month (Appr \$962.50 per week) for 8 months	\$435 per week
Fertilizer Program	\$860 per application (5 applications)	(included in lawn maintenance - 5 Applications)	(included in lawn maintenance - 5 Applications)	\$735 per application (5 applications)
Tree Pruning	\$350	(included in lawn maintenance)	(included in lawn maintenance)	included in Cleanup
Irrigation - (Winterize, Startup)	\$575	(included in lawn maintenance)	(included in lawn maintenance)	\$350
Irrigation Repairs	\$50x hr + parts	\$50x hr + parts	\$50x hr + parts	\$50 x hr + 10% parts
Aeration	\$650	(included in lawn maintenance)	(included in lawn maintenance)	\$1,250
Waste (in grass areas)	(included in lawn maintenance)	(included in lawn maintenance)	(included in lawn maintenance)	\$65 per week
Fence work	Not Offered	Not offered	Not offered	\$50 x hr + 10% parts
Leaf Removal/Cleanup	\$270 (spring) \$540 (fall)	(included in lawn maintenance)	(included in lawn maintenance)	\$1,100 x 2 (fall, spring)
Monthly Lawn & Sprinkler Inspection	Not Offered	(included in lawn maintenance)	(included in lawn maintenance)	\$50 x hr + 10% parts
Labor Rate	\$40 x hr	n/a	n/a	n/a
Snow Removal (Truck)	Not Offered	(included in lawn maintenance)	\$500-\$750 (based on inches of snowfall)	\$135 x hr
Snow Removal (Hand)	Not Offered	(included in lawn maintenance)	\$350-\$525 (based on inches of snowfall)	\$45 x hr
Salt	Not Offered	\$16 x bag	\$16 x bag	\$8 x 50 lbs
	\$21,015 + \$40 x hr labor costs	\$43,200	\$33,041	\$25,163
	Estimate Labor Costs:			
	4 hrs x 34 wks = 136 hrs			
	136 hr x \$40 = \$5,440			
	\$26,455			

Bids:

- The Groundsman
- Wangsgaard's - Option 1 (12 months)
- Wangsgaard's - Option 2 (8 months)
- Black's

1. [The Groundsman](#)

Total Estimated Cost: \$21,015 + \$40 x hr labor costs (we estimate at 4 hrs a week = **\$26,455**)

Rubric Score: **80/100**

Summary: Fair and competitive pricing, however \$40 per hour is charged in addition to all services offered which makes the price incredibly unpredictable. We created an estimated hours that would be spent but it is a guessed estimate and was not quoted by the company. They have also been our contractor for the last 5 years, and performed satisfactorily. **NOTE:** Our comparisons were done using the one year quote to keep things consistent and more accurate comparison between all quotes. The 3-year contract is approximately \$520 less, and the 5-year contract is approximately \$1,040 less than the 1 year contract.

2. Wangsgaard's

a. [Option 1 \(12 months\)](#)

Total Estimated Cost: **\$43,200**

Rubric Score: **68/100**

Summary: Laid out easily and predictable with the only non-expected cost being sprinkler repairs as needed but every other company offered the same. However, they are pricing significantly higher than all other competitors.

b. [Option 2 \(8 months\)](#)

Total Estimated Cost: **\$33,041**

Rubric Score: **73/100**

Summary: Laid out easily and predictable with the only non-expected cost being sprinkler repairs as needed but every other company offered the same, and snow removal is done on a case by case basis with varying pricing based on snow. Even then, their pricing is still significantly higher than the others.

3. [Black's](#)

Total Estimated Cost: **\$25,163**

Rubric Score: **95/100**

Summary: Most services offered with most clarity with regards to pricing and where. Generally lower price, but again pricing is subject to necessary repairs and snow fall. Also was the only company to come out and walk the grounds once on his own, and once with his sprinkler lead. Also proposed to upgrade the sprinkler system to a smart system and fix some wiring issues, but was not included in this quote as to keep the quote a little more uniform. Black is also currently in use for snow removal.

Lawn Services Evaluations

The Groundsman:

Factor	Points Available	Points
Services offered	30	25
Approximate annual cost	50	45
Snow Removal Included	10	0
Prior Experience with Vendor	10	10
	TOTAL:	80

Wangsgaards Option 1 (12 month)

Factor	Points Available	Points
Services offered	30	28
Approximate annual cost	50	30
Snow Removal Included	10	10
Prior Experience with Vendor	10	0
	TOTAL:	68

Wangsgaards Option 2 (8 month)

Factor	Points Available	Points
Services offered	30	28
Approximate annual cost	50	35
Snow Removal Included	10	10
Prior Experience with Vendor	10	0
	TOTAL:	73

Black's:

Factor	Points Available	Points
Services offered	30	30
Approximate annual cost	50	50
Snow Removal Included	10	10
Prior Experience with Vendor	10	5
	Total:	95



2022 Property Maintenance Proposal

“YOUR COMPLETE PROPERTY MAINTENANCE SPECIALIST”

Client:	Ogden Preparatory Academy	Contact:	Kasey Kennington
Address:	1415 Lincoln Ave. Ogden, UT	Contact Number:	801-627-3066
Billing Address:	1415 Lincoln Ave. Ogden, UT	Email	acampbell@ogdenprep.org
Item	1 Year Agreement	3 Year Agreement	5 Year Agreement
Weekly Lawn Maintenance-mowing, trimming, edging, blowing & trash patrol	\$420 per week	\$410 per week	\$400 per week
Commercial turf fertilizer program (5-6 total applications) 1 pre-emergent/fertilizer, 4 fertilizer w/herbicide, 1 insecticide & 1 revive app	\$860 per application	\$840 per application	\$820 per application
Irrigation System Start up	\$250.00	\$235.00	\$220.00
Irrigation Repairs & adjustments	\$50 per man / hr + parts	\$50 per man / hr + parts	\$50 per man / hr + parts
Irrigation Winterization/Blow out	\$325.00	\$300.00	\$275.00
Spring cleanup & haul off debris	\$270.00	\$260.00	\$250.00
Aeration or Dethatching	\$650.00	\$640.00	\$630.00
Fall leaf cleanups & haul off debris	\$540.00	\$530.00	\$520.00
Tree Pruning/Cut back fence lines & haul off debris	\$350.00	\$340.00	\$330.00
Playground Mulch delivery & application	\$82 per yard	\$82 per yard	\$82 per yard
Dump dog waste stations & outdoor garbage cans/ replace bags once a week	\$45	\$40	\$35
Labor rate	\$40 per hour	\$40 per hour	\$40 per hour

I Acknowledge the prices for the referenced property and agree to the terms and specifications. This contract may become void, by either party, with a written notice 30 days prior to termination. Upon termination of contract, balance for all completed services will be due. An itemized monthly statement will be mailed by the end of that month for services.

Owner / Property Manager _____ Date _____

Owner / Account Manager _____ Date _____

Wangsgaard's Landscaping & Construction
 454 37th St
 Ogden, UT 84403
 +1 8018159117
 jeff@wlc-utah.com
 wlc-utah.com



ADDRESS

Ogden Preparatory
 Academy Junior High
 1435 Lincoln Ave
 Ogden, UT 84404

Estimate 1773

DATE 03/10/2022

DESCRIPTION	QTY	RATE	AMOUNT
Landscaping service to begin April 1, 2022 and end March 31, 2023. 12 months total @ \$3600 per month. Services Include: April 2022 - November 2022 -Weekly mowing, edging, and trimming. -Sprinkler system start up and shut down. -Spring Aeration. - Weed Killer in cement and parking cracks as needed. -Spring and Fall clean-up of leaves and debris. -5 Fertilizer applications. -Trim low hanging tree branches 2x per year. Services Include: November 2022- March 2023. -Snow removal on in parking lot and drive thru, sidewalks and walkways. *salt application will be billed per service.	12	3,600.00	43,200.00
Any other additional Landscaping or Maintenance work. Hourly rate. (per man hour)	1	50.00	50.00
Sprinkler repairs: Hourly Rate (per man hour), plus material.	1	50.00	50.00
Salt: As requested (price per bag)	1	16.00	16.00

Thank you for your business.

Sincerely,
 Jeff Wangsgaard

FINANCIAL AGREEMENT: I agree to pay Wangsgaard's Landscaping in accordance with its regular rates and terms. A one-time \$20 late Fee plus a Monthly finance charge of 10% will be added to the invoice on the unpaid balance. Should it be necessary to assign the account to a collection agency, the responsible party agrees to pay any and all collection fees on past due balance(s).

TOTAL

\$43,316.00

Accepted By

Accepted Date

FINANCIAL AGREEMENT: I agree to pay Wangsgaard's Landscaping in accordance with its regular rates and terms. A one-time \$20 late Fee plus a Monthly finance charge of 10% will be added to the invoice on the unpaid balance. Should it be necessary to assign the account to a collection agency, the responsible party agrees to pay any and all collection fees on past due balance(s).

Wangsgaard's Landscaping & Construction

454 37th St
Ogden, UT 84403
+1 8018159117
jeff@wlc-utah.com
wlc-utah.com



ADDRESS

Ogden Preparatory
Academy Junior High
1435 Lincoln Ave
Ogden, UT 84404

Estimate 1774

DATE 03/10/2022

DESCRIPTION	QTY	RATE	AMOUNT
Landscaping service to begin April 1, 2022 and end November 31, 2022. 8 months total @ \$3850 per month. Services Include: April 2022 - November 2022 -Weekly mowing, edging, and trimming. -Sprinkler system start up and shut down. -Trim bushes on entire property 2x per year year. -Spring Aeration. - Weed Killer in cement and parking cracks as needed. -Spring and Fall clean-up of leaves and debris. -5 Fertilizer applications. -Trim low hanging tree branches 2x per year	8	3,850.00	30,800.00
Any other additional Landscaping or Maintenance work. Hourly rate. (per man hour)	1	50.00	50.00
Sprinkler repairs: Hourly Rate (per man hour), plus material.	1	50.00	50.00
Snow Removal Parking lot and drive areas (1-4 inches)	1	500.00	500.00
Snow Removal Parking lot and drive areas (5+ inches)	1	750.00	750.00
Snow Removal Sidewalks and Walkways (1-4 inches)	1	350.00	350.00
Snow Removal Sidewalks and Walkways(5+ inches)	1	525.00	525.00
Salt: As requested (price per bag)	1	16.00	16.00

Thank you for your business.

Sincerely,
Jeff Wangsgaard

FINANCIAL AGREEMENT: I agree to pay Wangsgaard's Landscaping in accordance with its regular rates and terms. A one-time \$20 late Fee plus a Monthly finance charge of 10% will be added to the invoice on the unpaid balance. Should it be necessary to assign the account to a collection agency, the responsible party agrees to pay any and all collection fees on past due balance(s).

TOTAL

\$33,041.00

Accepted By

Accepted Date

FINANCIAL AGREEMENT: I agree to pay Wangsgaard's Landscaping in accordance with its regular rates and terms. A one-time \$20 late Fee plus a Monthly finance charge of 10% will be added to the invoice on the unpaid balance. Should it be necessary to assign the account to a collection agency, the responsible party agrees to pay any and all collection fees on past due balance(s).

ESTIMATE

Black's Lawn And Junk L.L.C

556 16th Street
Ogden, UT 84404
(801) 425-2159



To:
Ogden Preparatory Academy (Debbie Deem)
1415 Lincoln Avenue
Ogden, UT 84404

Estimate # 3097
Estimate Date 03/07/2022
Total Amount \$25,163.00

Item	Quantity	Price	Tax1	Tax2	Line Total
Lawn mow, blow off, and edge/line trim.	34.0	\$435.00			\$14,790.00
Snow Removal per truck hour.	1.0	\$135.00			\$135.00
Snow Removal (hand) per man hour.	1.0	\$45.00			\$45.00
Salt per 50 pounds.	1.0	\$8.00			\$8.00
Waste, Junk, in grass areas.	34.0	\$65.00			\$2,210.00
Lawn and Garden Sprinkler System - Winterize.	1.0	\$350.00			\$350.00
Lawn and Garden Sprinkler System - Repair, per man hour. Plus 10% materials	1.0	\$50.00			\$50.00
Fence work - repair - Install per man hour plus 10% materials	1.0	\$50.00			\$50.00
Leaf Removal / Fall / Spring Cleanup	2.0	\$1,100.00			\$2,200.00
Lawn Care - Fertilize 5 step (Granular)	5.0	\$735.00			\$3,675.00
Lawn Care - Aerate (Core)	1.0	\$1,250.00			\$1,250.00
Lawn and Garden Sprinkler System - inspection once a month, per man hour per visit	8.0	\$50.00			\$400.00

Subtotal: \$25,163.00
Tax: \$0.00
Past Due Amount: \$0.00
Total Amount: \$25,163.00

Notes