

Appendix A

Service Categories and Rate Form

Instructions:

- Complete the form below and include it with the submittal.
- Check the box next to the category of service(s) you seek to provide.
- Fill in the **2025 unit** price for each work task you seek to provide. Some categories of work may require you to add details on the equipment type. Detailed work task descriptions are included in Appendix B.

Service Categories and Rate Form

Business Name: _____

CATEGORY 1: MANUAL SITE PREPARATION AND MAINTENANCE

Examples of work in this category include site preparation and maintenance of native tree and shrub planting sites and invasive weed treatments at natural areas, ranging from ¼ acre to 1,000 acres. Estuary Partnership at its sole discretion may choose to have contractor work hourly. Unit prices for work tasks requiring mechanized equipment shall include a qualified equipment operator, all materials like oil and gas, and the necessary safety equipment. Contractor shall be responsible for transportation of crew to and from the site and equipping the crew with tools and safety equipment necessary to complete the work tasks.

Category 1. Manual Site Preparation and Maintenance		
Work Task	Unit	Unit Price
Site Prep - Backpack Spot or Area Spray	Acre	\$
Site Prep - Hack and Squirt	Hr	\$
Site Prep – Cut Stump	Hr	\$
Site Prep - Hand Mow/Cut (for work assignment >3 acres)	Acre	\$
Site Prep - Hand Mow/Cut (for work assignment of 3 acres or less)	Acre	\$
Site Prep - Push Mow	Acre	\$
Site Prep - Cut Blackberry/Brush	Acre	\$
Maintenance - Hand Mow/Cut (for work assignment >3 acres)	Acre	\$
Maintenance - Hand Mow/Cut (for work assignment of 3 acres or less)	Acre	\$
Maintenance - Backpack Spot or Area Spray	Acre	\$
Maintenance - Backpack Ring or Row Spray	Acre	\$
Hourly Spray	Hr	\$
Hourly Cut	Hr	\$
Hourly Labor	Hr	\$
Apprentice Hourly Labor	Hr	\$

CATEGORY 2: PLANTING

Examples of work in this category include planting ¼ to 1,000-acre project sites with bare root trees and shrubs, harvesting and planting small or large pole cuttings, spreading seed mixes over disturbed areas, and protecting and marking newly planted or old plantings with bamboo stakes and/or herbivory protection. Estuary Partnership shall approve the source of planting materials specified in Description of Work – Section 5. Contractor’s unit prices shall include the pickup and delivery of all materials if specified in the planting work task description in the Description of Work section below. The lump sum delivery cost below is for additional delivery or pick up requested by Estuary Partnership. Estuary Partnership at its sole discretion may choose to have contractor work hourly on planting projects. Contractor shall be responsible for transportation of crew to and from the site and equipping the crew with tools and safety equipment necessary to complete the work tasks.

Work Task	Unit	Unit Price
Planting - Scalp Each	Each	\$
Planting - Hand or Crank Broadcast Seed	Hr	\$
Planting - Harvest Seed	Hr	\$
Planting - Install Small Bare Root Plants	Each	\$
Planting - Install Large Bare Root Plants	Each	\$
Planting - Install Container Plants	Each	\$
Planting - Install Plugs	Each	\$
Planting - Harvest Small Willow Cuttings	Each	\$
Planting - Harvest Large Willow Cuttings	Each	\$
Planting - Harvest Large Pole Cuttings	Each	\$
Planting - Install Small Willow Cuttings	Each	\$
Planting - Install Large Willow Cuttings	Each	\$
Planting - Install Large Pole Cuttings	Each	\$
Planting - Apply Mulch with Vehicle Access	Each	\$
Planting - Mark Plants with Bamboo Stakes	Each	\$
Planting - Mark Plants with Flagging Tape	Each	\$
Planting - Install Vexar or Equivalent Tube and Bamboo Stakes	Each	\$
Planting - Hourly Planting	Hr	\$
Planting – Additional Delivery Lump Sum Cost	Each	\$

CATEGORY 3: MECHANICAL SITE PREPARATION, SEEDING, AND MAINTENANCE

Examples of work in this category include mechanical treatments of no-till drilling native grass seed or forbs, spraying herbicide with a mounted boom sprayer, field flailing, or discing. Contractor shall provide a lump sum cost to mobilize the equipment to and from the project site at the time the work is requested. See Sections 15 and 17 in Appendix B for additional details on equipment cleaning and fueling requirements. Unit prices for work tasks requiring mechanized equipment shall include a qualified equipment operator, all materials, e.g., oil and gas, and the necessary safety equipment. Provide both hourly and acre unit rate prices for these work tasks. List multiple types of equipment if available.

Category 3. Mechanical Site Preparation, Seeding, and Maintenance		
Work Task	Unit	Unit Price
Planting - Machine Broadcast and/or Drill Seed	Acre	\$
Equipment Type # 1: _____	Hr	\$
Equipment Type # 2: _____	Hr	\$
Mobilization	Each	\$
Site Prep - Boom Spray	Acre	\$
Equipment Type # 1: _____	Hr	\$
Equipment Type # 2: _____	Hr	\$
Mobilization	Each	\$
Site Prep - Field Flail or Mow	Acre	\$
Equipment Type # 1: _____	Hr	\$
Equipment Type # 2: _____	Hr	\$
Mobilization	Each	\$

Category 3. Mechanical Site Preparation, Seeding, and Maintenance

Work Task	Unit	Unit Price
Site Prep - Field Tilling or Disc Harrow	Acre	\$
Equipment Type # 1: _____	Hr	\$
Equipment Type # 2: _____	Hr	\$
Mobilization	Each	\$
Maintenance – Water Plants	-----	-----
Equipment Type / Tank Capacity 1: _____	Hr	\$
Equipment Type / Tank Capacity 2: _____	Hr	\$
Mobilization	Each	\$
Maintenance - Field Mowing between Planting Rows or Clusters of Plants	Acre	\$
Equipment Type # 1: _____	Hr	\$
Equipment Type # 2: _____	Hr	\$
Mobilization	Each	\$

CATEGORY 4: FOREST STAND MANAGEMENT

Examples of work in this category include directional falling of trees, using an excavator to pile brush and load slash into a dump truck, and hand piling brush for burning on sites ranging from 10 to 100 acres. Contractor shall provide a lump sum cost to mobilize the equipment to and from the project site at the time the work is requested. See Sections 15 and 17 in Appendix B for additional details on equipment cleaning and fueling requirements. Unit prices for work tasks requiring mechanized equipment shall include a qualified equipment operator, all materials like oil and gas, and safety equipment. Contractor shall be responsible for transportation of crew to and from the site and equipping the crew with tools and safety equipment necessary to complete the work tasks. List multiple types of equipment as applicable.

Category 4: Forest Stand Management		
Work Task	Unit	Unit Price
Maintenance - Tree Cutting	Hr	\$
Maintenance - Tree and Brush Chipping with portable Chipper	----	----
Equipment Type #		\$
1: _____	Hr	
Equipment Type #		\$
2: _____	Hr	
Mobilization	Each	\$
Maintenance - Hauling of Trees, Slash or Chips	----	----
Equipment Type #		\$
1: _____	Hr	
Equipment Type #		\$
2: _____	Hr	
Mobilization	Each	\$

CATEGORY 5: PLANT MATERIALS PURCHASE

Examples of work in this category include the purchase of plant or planting materials including seed, bare root or potted plant materials, or large or small pole cutting or planting supplies such as vexar tubes, bamboo stakes or mulch on behalf of the Estuary Partnership. The Estuary Partnership will provide a list of plant materials or a seed mix to the contractor. The contractor shall be responsible for sourcing the seed or plant materials, paying the supplier directly for the seed/plants, working with the nursery to provide the proper size plants for the appropriate planting season, and arranging for storage during any interim periods. There shall be no substitutions unless approved by the Estuary Partnership. The “cost plus percentage” shall include all expenses associated with plant purchase including sourcing, project coordination, and storage. The contractor shall provide the Estuary Partnership with the original receipts from the vendor on which the final cost plus percentage shall be calculated. Include the percentage that your firm will charge to purchase plant-related materials in each of the following categories.

Category 5: Plant Materials Purchase	
Work Task	Cost Plus Percentage
Purchase Native Seed	\$
Purchase Native Bare Root Plants	\$
Purchase Native Potted Plants	\$
Purchase Small or Large Pole Cuttings	\$
Purchase Plugs, Tubers and Root Stock	\$
Purchase Plant Protection or Marking Supplies	\$
Purchase Compost, Soil or Mulch	\$

CATEGORY 6: PROJECT-RELATED SUPPORT SERVICES

Category 6: Project-Related Support Services		
Work Task	Unit	Unit Price
Project Management	Hr	\$
Loading and Hauling with Watercraft	----	----
Kayak	Hr	\$
Canoe	Hr	\$
Raft	Hr	\$
Mobilization	Each	\$