



## BID PROPOSAL

**November 23, 2016**

**City of Ruston  
Landscape Maintenance Project**

**Attention: Kevin Moser**

It is our firm's pleasure to provide this bid proposal to provide landscaping maintenance services as per scope of work provided by the city dated November 10<sup>th</sup> 2016, sections "inclusion, tree trimming specifications, bid specifications". The following bid proposal includes an all inclusive price supplying supervision, labor, materials, equipment and mobilization required to complete the scope of work.

The total price of bid for January 1, 2017 to December 31, 2017 is \$21,540.00 payable in equal monthly amount of \$1,795.00. All applicable Washington State sales taxes will be added to the price.

As an introduction to our company I have enclosed marketing materials. In Brief, we are a non-profit, sheltered workshop, and encouraged by RCW 39.23 for municipalities to purchase products/services from sheltered workshops. Our mission is to "help people with disabilities be productive, integrated and contributing members of their communities. Our purpose is to help people with disabilities learn marketable skills; find and keep good jobs in the community; and earn wages and benefits that help them escape poverty. We strive to fulfill our mission and purpose by engaging in landscape maintenance projects. We sincerely hope you would consider being part of our mission and purpose and help people with disabilities be employed.

Sincerely,

  
John Song  
Business Development Manager

MAIN OFFICE:  
1935 152nd Place NE  
Bellevue, WA 98007  
425-274-4000

BRANCH LOCATIONS:  
Issaquah  
425-274-4000

[www.atworkwa.org](http://www.atworkwa.org)

## References

### **Reference #1**

Name of Project	<b>Property Management, Vegetation Management</b>
Client	<b>Sound Transit</b>
Supervisor	<b>Steve Sawyer</b>
Telephone	<b>(206) 818-6042, (206) 455-0020</b>
Amount	<b>2 contracts combined, approx. #300,000 to \$500,000 per year</b>
Scope of Services Provided	<b>Property Management Contract:</b> <b>Landscape maintenance of S.T. properties including, businesses, vacant lots, and R.O.W. Tasks include mowing, edging, litter control, brush encroachment control, vegetation clearing, leaf removal, weed control, hard surface cleaning, debris removal, sensitive area restoration, herbicide application, noxious weed control, as well as on-call landscaping. Maintained over 60 properties of various sizes in King, Snohomish and Pierce County.</b>  <b>Vegetation Management Contract:</b> <b>Mowing and clearing of vegetation in the rail road right of way from Tacoma to Dupont (22 mile), on call vegetation clearing in King, Snohomish and Pierce Counties, and on call herbicide application. Tasks include slope mowing of brush and grass, rough or field mowing, brush encroachment control, fence line clearing, litter control, tree removal, noxious weed control, herbicide application.</b>

### **Reference #2**

Name of Project	<b>Western Region Landscape Maintenance</b>
Client	<b>NOAA</b>
Supervisor	<b>Kristen Chung</b>
Phone Number	<b>(206) 526-6445</b>
Contract Amount	<b>Over \$210,000 per year</b>
Scope of Services Provided	<b>Complete landscape maintenance of 32 acre West Region Campus in Seattle. Tasks include mowing, edging, trimming, rough mowing, fire break mowing, pruning, litter control, hard surface cleaning, leaf removal, brush encroachment control, noxious weed control, and herbicide application.</b>

**Reference #3**

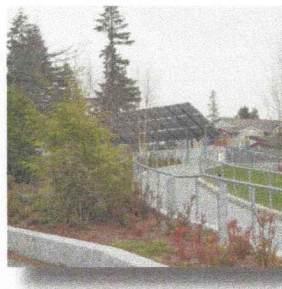
Name of Project	<b>City Parks Maintenance</b>
Client	<b>City of Bellevue</b>
Supervisor	<b>Dan Acker</b>
Phone Number	<b>(425) 864-1992</b>
Contract Amount	<b>Approx. \$60,000 per year.</b>
Scope of Services Provided	<b>Maintain six of city of Bellevue parks. Tasks include mowing, edging, fertilizing, weed control, litter control, leaf removal, trimming, pruning, hard surface cleaning, bark installation, plant installation, debris removal, vegetation and encroachment control, herbicide application.</b>

**Reference #4**

Name of Project	<b>Parks Maintenance</b>
Client	<b>City of Shoreline</b>
Supervisor	<b>Kirk Peterson</b>
Phone Number	<b>(206) 801-2611</b>
Contract Amount	<b>Approx. \$216,000 per year</b>
Scope of Services Provided	<b>Complete maintenance of 27 City Parks on a weekly basis. Tasks include athletic field mowing, rough mowing, slope mowing, vegetation control, brush trimming, weed control, pruning, fence line clearing, litter control, fertilizing, aerating, over seeding athletic fields.</b>

**Reference #5**

Name of Project	<b>Ft. Lawton Cemetery Grounds Maintenance, Seattle</b>
Client	<b>Dept. of Army</b>
Supervisor	<b>Tom Roether</b>
Telephone	<b>(608) 387-3085</b>
Amount	<b>Approx. \$80,000 per year</b>
Scope of Services Provided	<b>Complete landscape maintenance of military cemetery. Mowing, rough mow, edging, herbicide application, weed control, fence line clearing of property, vegetation encroachment control.</b>



## Landscaping With A Purpose

Landscaping Powered by AtWork! provides a quality, professional landscape service. We have more than 25 years of experience in contract-grade landscape maintenance and are committed to excellence. Your satisfaction is our number one goal. We strive to be the best and believe that our knowledgeable, highly skilled landscapers will give you the quality landscape service that you are looking for.

### Full-Service Landscaping

- |                        |                                 |
|------------------------|---------------------------------|
| Grass Cutting, Edging  | Thatching, Aerating             |
| Lawn Treatments        | Erosion Control                 |
| String Trimming        | Tree and Brush Removal          |
| Grass Bank Cutting     | Bark and Mulch Installation     |
| Planting               | Bed Clean-up and Renovation     |
| Seasonal Color Install | Greenbelt Recovery              |
| Weed Control           | Site and Property Clean-up      |
| Pruning                | Licensed Pesticide Applications |

### Certifications and Affiliations

- Washington State Department of Agriculture  
Pesticide License Holder
- CARF Accredited - Quality Certification
- Bellevue Chamber
- Issaquah Chamber
- CONNECT Supply Chain (Founding Member)
- Community Employment Alliance (Founding Member)



Contact us at  
206-274-4026 or  
[john@poweredbyatwork.com](mailto:john@poweredbyatwork.com)

Visit us on the web at  
[www.poweredbyatwork.com](http://www.poweredbyatwork.com)

### Satisfied Customers Ask for our full list of references

- |                               |                      |
|-------------------------------|----------------------|
| Alpha Supported Living        | Snohomish County PUD |
| City of Bellevue              | Sound Transit        |
| City of Shoreline             | Sterling Heights HOA |
| Juniper Meadows Business Park | Together Center      |
| NOAA                          | USGS                 |
| Sea Con LLC                   | US Army/Fort Lawton  |
| Skills, Inc.                  |                      |

## Chapter 39.23 RCW

# Purchase of products and services of sheltered workshops, dshs programs

[Chapter Listing](#)

## RCW Sections

[39.23.005](#) Declaration of intent.

[39.23.010](#) Definitions.

[39.23.020](#) Products and/or services, purchase of -- Authorization -- Determining fair market price.

---

### 39.23.005

#### Declaration of intent.

It is the intent of the legislature to encourage municipalities to purchase products and/or services manufactured or provided by sheltered workshops and programs of the department of social and health services which operate facilities serving the handicapped and disadvantaged.

[1975 c 20 § 1.]

---

### 39.23.010

#### Definitions.

As used in RCW [39.23.005](#) and [39.23.020](#) the term "sheltered workshops" shall have the meaning ascribed to it by RCW [82.04.385](#) and "programs of the department of social and health services" shall mean the group training homes and day training centers defined in \*RCW [72.33.800](#) and "municipality" shall have the meaning ascribed to it by RCW [39.04.010](#).

[1975 c 20 § 2.]

#### Notes:

\*Reviser's note: RCW [72.33.800](#) was repealed by 1988 c 176 § 1007. See Title [71A](#) RCW.

---

**39.23.020****Products and/or services, purchase of — authorization — determining fair market price.**

Municipalities are hereby authorized to purchase products and/or services manufactured or provided by sheltered workshops and programs of the department of social and health services. Such purchases shall be at the fair market price of such products and services as determined by a municipality. To determine the fair market price a municipality shall use the last comparable bid on the products and/or services or in the alternative the last price paid for the products and/or services. The increased cost of labor, materials, and other documented costs since the last comparable bid or the last price paid are additional cost factors which shall be considered in determining fair market price. Upon the establishment of the fair market price as provided for in this section a municipality is hereby empowered to negotiate directly with sheltered workshops or officials in charge of the programs of the department of social and health services for the purchase of the products or services.

[1977 ex.s. c 10 § 1; 1975 c 20 § 3.]