

Exhibit A

The table below is a comparison of the two bids received in response to County's Request for Quotation No. 17-085 for Tree and Shrub Trimming Services at American Avenue Disposal Site (AADS) and the Southeast Regional Disposal Site (SERDS).

	West Coast Arborists					The Original Mowbray's Tree Service			
Year	AADS	SERDS	Total	Extra Services		AADS	SERDS	Total	Extra Services
1	\$27,200	\$27,200	\$54,400	\$85.00/hr.		\$19,540	\$9,750	\$29,290	\$52.50/hr.
2	\$27,840	\$27,840	\$55,680	\$87.00/hr.		\$19,540	\$9,750	\$29,290	\$52.50/hr.
3	\$28,480	\$28,480	\$56,960	\$89.00/hr.		\$19,540	\$9,750	\$29,290	\$52.50/hr.
4	\$29,120	\$29,120	\$58,240	\$91.00/hr.		\$19,540	\$9,750	\$29,290	\$52.50/hr.
5	\$29,760	\$29,760	\$59,520	\$93.00/hr.		\$19,540	\$9,750	\$29,290	\$52.50/hr.
Total			\$284,800					\$146,450	

Based on what has historically been required, an allocation of \$4,000 annually is applied to each bid for Extra Services, for a total of \$20,000 over the anticipated five-year term of the Agreement. The five-year total including Extra Services is as follows:

West Coast Arborists: **\$304,800**

The Original Mowbray's: **\$166,450**

Based on the proposed cost of Extra Services submitted by each bidder and the amount allocated by the County, the number of man-hours available for Extra Services over the anticipated five-year term of the Agreement for each bidder is as follows:

West Coast Arborists: **222**

The Original Mowbray's: **380**