

TRUGREEN LandCaresm

860 Ridge Lake Blvd, Memphis TN 38120
Phone: 1-800-374-8888 / Website: www.trugreen.com

03FAC – Facilities Management Services
Contract # GS-06F-0076M
SIN: 371 001

Contract Period: September 24, 2002 – September 23, 2007

TruGreen LandCare is the largest, most comprehensive provider of commercial landscape and lawn services in North America. TruGreen currently provides services to various Government and Military facilities with services ranging from basic landscaping, including lawn, tree and shrub care to total landscape design. TruGreen LandCare's highly trained team of professionals is dedicated to provide you the very best exterior environment possible.

Contract Administrator: Brian Alexson - Vice President of Sales

TruGreen LandCare

860 Ridge Lake Blvd.
Memphis, TN 38120

Contract Contact: Ted Bilicki – Government Contract Specialist

TruGreen LandCare

Office: 1-800-374-8888

Cell: 781-858-2097

Email: gsa@trugreenmail.com

tedbilicki@trugreenmail.com

Business Size: Large

Customer Information:

1. Table of Awarded Special Item Numbers (Sins):

SIN - 371 001: GROUNDS MAINTENANCE - Services include but are not limited to the planning, development, maintenance, management and operations, for grounds maintenance at or on Federal facilities and/or properties. These services involve mowing, planting, seeding, fertilizing, raking, mulching, watering, pruning, weeding, aerating, and all services related to grounds maintenance. This can include cemetery maintenance, but this is limited to grounds maintenance only.

2. Maximum Order Amount:

\$750,000

3. Minimum Order Amount:

\$100.00

4. Geographic coverage (delivery area):

Continental United States

5. Point(s) of production (city, county, and State or foreign country):

Various

6. Discount from list prices or statement of net price:

N/A

7. Quantity discounts:

N/A

8. Prompt payment terms:

Net 30

9. (9a) - Notification that Government purchase cards are accepted at or below the micro-purchase threshold:

Yes; Government purchase cards are accepted.

(9b) - Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:

Yes; Government purchase cards are accepted.

10. Foreign items:

N/A

11. Time of Delivery:

From date of award to date of completion

12. F.O.B. point(s)

N/A

13. (13a) – Ordering address:

TruGreen LandCare

860 Ridge Lake Blvd, Mailstop A2-1750, Memphis TN 38120

(13b) – Ordering procedures:

For supplies and services, the ordering procedure information on Blanket Purchase Agreements (BPAs) and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).

14. Payment address:

TruGreen LandCare

860 Ridge Lake Blvd

Mailstop A2-1750

Memphis, TN 38120

15. Warranty provision:

N/A

16. Export packing charges:

N/A

17. Terms and conditions of Government purchase card acceptance:

None

18. Terms and conditions of rental, maintenance, and repair:

N/A

19. Terms and conditions of installation:

N/A

20.(20a) Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices:

N/A

(20b) Terms and conditions for any other services:

N/A

21. List of Service and distribution points:

N/A

22. List of participating dealers:

N/A

23. Preventative Maintenance:

N/A

24. Special attributes such as environmental attributes (eg., recycled content, energy efficiency, and/or reduced pollutants):

N/A

25. Data Universal Number System (DUNS) number:

12-154-8270

26. Registration in the Central Contractor Registration (CCR) database:

Yes

Services

The beginning of a great relationship starts with good communication. To make certain we understand your landscape needs from the start, our professionals take the time to get to know you, your property, and your business objectives. Our programs are then customized to fit your needs. As a ServiceMaster company, TruGreen LandCare is uniquely positioned to take on any project. We are able to draw on an unsurpassed level of resources to ensure we meet and exceed your expectations in all the services we provide.

Service Program Highlights:

- **Experienced, Dedicated Employees** — uniformed, personalized service
- **Certified and Licensed Specialists** — on-staff arborists, irrigators, architects, pest control applicators, and operators provide specialized care of your site and meet governmental requirements

- **Pro-Active Quality Process** — ensure consistency, detect problems, and provide solutions
- **Communication** — email, website, and radio/cell phones for rapid response
- **Commitment to Excellence** — commitment to provide year-to-year quality service
- **24 Hour Emergency Service**
- **National Research and Development Team** — provide expert consulting at no additional charge
- **Supported by ServiceMaster Resources** — best equipment & exceptional purchasing power

Landscape Maintenance

As landscape experts, we provide exceptional care of your turf, plants, and trees. We offer more than simple maintenance for your landscape. We are a business partner who knows how to stay within your budget, a marketing partner who knows that the landscape makes an important first impression on customers and tenants, and an operations partner who knows the importance of fast, proactive service.

Our Services Include:

- Turf Management
 - Mowing
 - Edging
 - String trimming
 - Litter removal
 - Blowing of landscape debris
 - Spring cleanup
 - Fall cleanup/leaf removal
 - Turf aeration
 - Fertilization – Turf, Trees, Shrubs & Groundcovers
- Complete Landscape Enhancement Services
- Plant bed detail and weed control
- Tree and Shrub Care
- Insect and Disease Control
- Irrigation Services (Spring Start, Technical System Inspections, Winterization)

The Contracting Officer's specifications and the geographic region will define the Scope of Work and the Frequency of Tasks. A Service Calendar will be developed for each site that will identify how often and when the tasks are to be performed.

TruGreen LandCare will gladly analyze your property and customize a program specifically to your needs. Please contact us today to request an estimate by phone @ 1-800-374-8888, or email us @ gsa@trugreenmail.com. You may also visit us at www.trugreen.com



TRUGREEN LandCaresm

TruGreen LandCare Price List

Schedule Number – 03 FAC

GSA Contract Number – GS-06F-0076M

Contact Us:

Website: www.trugreen.com

Email: gsa@trugreenmail.com

Phone: 1-800-374-8888

Dated: January 2007

This proposal includes data that shall not be disclosed outside the Government and shall not be duplicated, used, or disclosed-in whole or in part-for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offer or as a result of-or in connection with-the submission of this data, the Government shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Government's right to use information contained in this data if it is obtained from another source without restriction. The data subject to this restriction are contained in Pages 1 thru 30.

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 5.89 - 7.00

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
Mowing Improved Area											1-Minimal Obstructions, 2-Moderate, 3-Difficult Areas mowed weekly during the growing season
21" Push	158.70	190.44	238.05	154.56	185.48	231.85	146.28	175.54	219.43	Acre	
36" Walk Behind	49.09	61.04	80.70	47.80	59.45	78.59	45.25	56.26	74.38	Acre	
48" Walk Behind	28.34	35.27	46.67	27.60	34.34	45.46	26.12	32.51	43.02	Acre	
60" Walk Behind	22.45	27.13	34.25	21.88	26.42	33.36	20.70	25.01	31.57	Acre	
52" Rider	19.84	23.34	28.34	19.32	22.73	27.60	18.28	21.52	26.12	Acre	
60" Rider	16.31	20.00	25.88	15.88	19.48	25.20	15.03	18.44	23.85	Acre	
72" Rider	11.90	15.66	22.89	11.59	15.25	22.29	10.97	14.43	21.10	Acre	
110" Batwing	13.67	14.38	15.21	13.67	14.38	15.21	13.34	14.04	14.85	Acre	Tractor Operator Rate
15' Batwing	12.59	13.54	14.78	12.59	13.54	14.78	12.29	13.21	14.43	Acre	Tractor Operator Rate
20' Batwing	12.63	13.03	13.45	12.63	13.03	13.45	12.33	12.72	13.13	Acre	Tractor Operator Rate
Mowing Unimproved Areas											Areas mowed monthly during the growing season
Tractor w/ 6' Finish Deck	47.67	53.71	68.36	47.67	53.71	68.36	46.54	52.42	66.73	Acre	Tractor Operator Rate
Tractor w/Bush Hog 6'	45.23	56.03	94.92	45.23	56.03	94.92	44.16	54.70	92.66	Acre	Tractor Operator Rate
Tractor w/Bush Hog 8'	47.82	54.59	70.44	47.82	54.59	70.44	46.68	53.30	68.77	Acre	Tractor Operator Rate
Tractor w/Bush Hog 10'	48.80	53.19	61.97	48.80	53.19	61.97	47.63	51.92	60.50	Acre	Tractor Operator Rate
Hard Line Edging											
Stick Edger	3.50	6.39	36.43	3.41	6.22	35.48	3.23	5.90	33.59	MLF	
Walk Behind edger	4.75	5.91	7.81	4.62	5.75	7.60	4.37	5.44	7.19	MLF	
Soft Edging											
Shovel - Cut Edge	99.36	118.80	143.81	96.77	115.70	140.06	91.59	109.51	132.56	MLF	Shovel Cut edge must currently exist
Stick Edger	6.07	9.51	21.86	5.92	9.26	21.29	5.60	8.76	20.15	MLF	
Walk Behind edger	5.16	7.00	10.93	5.02	6.82	10.64	4.75	6.45	10.07	MLF	
Line Trimming											
Light Vegetation	4.20	5.76	9.11	4.09	5.61	8.87	3.87	5.31	8.40	MSF	Open areas or slopes less than 2:1
Utility Poles/ Signs in Turf	30.36	39.03	53.58	29.57	38.01	52.18	27.99	35.98	49.39	Per 100	
Fence Line	5.70	8.28	15.18	5.55	8.06	14.78	5.25	7.63	13.99	MLF	
Litter Removal											
Office Building Area	0.22	0.31	0.55	0.21	0.30	0.53	0.20	0.29	0.51	MSF	
Parking Lot Area	0.20	0.29	0.50	0.20	0.28	0.49	0.19	0.26	0.46	MSF	
Adjacent to Streets	0.43	0.55	0.74	0.42	0.53	0.72	0.40	0.51	0.68	MSF	
Blowing											
Backpack Blower	0.68	0.91	1.37	0.66	0.88	1.33	0.63	0.84	1.26	MSF	Walks, Drives or Turf Areas
Backpack Blower	3.56	4.68	6.83	3.46	4.56	6.65	3.28	4.31	6.29	MLF	Curb lines
Street Blower 5-8 hp Push	0.50	0.64	0.91	0.49	0.63	0.89	0.46	0.59	0.84	MSF	Walks, Drives or Turf Areas
Street Blower 5-8 hp Push	3.90	4.20	4.56	3.80	4.09	4.44	3.60	3.87	4.20	MLF	Curb lines
Tractor Mounted 5-8 hp	19.57	23.46	26.46	19.57	23.46	26.46	19.10	22.90	25.84	Acre	Walks, Drives or Turf Areas
Tractor Mounted 5-8 hp	1.88	2.09	2.46	1.88	2.09	2.46	1.84	2.04	2.41	MLF	Curb lines
Plant Bed Detail + Weed Control											
Hand Weeding or Raking of Beds	6.07	8.54	14.57	5.92	8.32	14.19	5.60	7.87	13.44	MSF	
Post Emergent - Bed Area	3.30	4.63	8.46	2.88	4.00	7.24	2.81	3.91	7.07	MSF	
Post Emergent - Natural Area	1.84	2.27	3.19	1.64	2.01	2.78	1.60	1.97	2.72	MSF	
Pre-Emergent Liquid (Hand) - Bed Area	3.64	4.97	8.80	3.22	4.34	7.58	3.13	4.23	7.39	MSF	
Pre-Emergent Liquid (Hand) - Natural Area	2.17	2.61	3.53	1.98	2.35	3.12	1.92	2.28	3.04	MSF	
Pre-Emergent Granular (Hand) - Bed Area	10.37	11.02	13.11	10.19	10.73	12.50	9.95	10.47	12.20	MSF	
Pre-Emergent Granular (Hand) - Natural Area	9.76	10.05	10.95	9.67	9.92	10.67	9.44	9.68	10.42	MSF	

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 5.89 - 7.00

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
Prune Trees <12'											1-Minimal Obstructions, 2-Moderate, 3-Difficult
Prune Evergreens	3.90	5.47	9.11	3.80	5.33	8.87	3.60	5.04	8.40	EA	
Prune Deciduous	2.73	4.20	9.11	2.66	4.09	8.87	2.52	3.87	8.40	EA	
Prune Ornamental	4.56	6.83	13.67	4.44	6.65	13.31	4.20	6.29	12.60	EA	
Prune Palms	4.56	5.47	6.83	4.44	5.33	6.65	4.20	5.04	6.29	EA	
Prune Shrubs < 5' by Hand											
Prune Shrubs - Individual	1.52	2.02	3.03	1.48	1.98	2.95	1.40	1.87	2.80	EA	
Prune Shrubs - Mass Planting	45.55	64.29	109.30	44.35	62.61	106.45	41.97	59.26	100.75	MSF	
Prune Shrubs - Hedge	68.31	101.21	195.18	66.53	98.56	190.08	62.97	93.29	179.91	MFF	
Prune Shrubs < 5' - Mechanical											
Prune Shrubs - Individual	1.10	1.52	2.10	1.07	1.48	2.04	1.01	1.40	1.94	EA	
Prune Shrubs - Mass Planting	31.59	43.03	68.31	30.76	41.90	66.53	29.12	39.66	62.97	MSF	
Prune Shrubs - Hedge	49.69	70.97	124.20	48.39	69.13	120.97	45.80	65.42	114.48	MFF	
Groundcover Trimming											
Hand Pruners	14.38	18.21	24.84	14.00	17.75	24.19	13.26	16.79	22.89	MSF	
Hand Pruners	15.18	23.76	54.65	14.78	23.14	53.23	13.99	21.91	50.37	MLF	
Line Trimmer or Shears	7.38	9.80	14.57	7.19	9.54	14.19	6.80	9.03	13.44	MSF	
Line Trimmer or Shears	8.54	11.15	16.07	8.32	10.86	15.65	7.87	10.28	14.81	MLF	
Annual Cutback - Groundcover, Perennials + Ornamental Grasses											
Groundcover/Perennial - Hand	14.38	19.52	30.36	14.00	19.01	29.57	13.26	17.99	27.99	MSF	
Perennial/Perennial - Mechanical	7.59	10.71	18.21	7.39	10.43	17.75	6.99	9.88	16.79	MSF	
Ornamental Grass	2.27	3.21	5.47	2.21	3.13	5.33	2.09	2.96	5.04	EA	
Fertilization - Trees, Shrubs and Groundcovers											
Tree/Shrub Liquid	8.27	8.85	11.28	8.13	8.62	10.67	7.94	8.42	10.42	MSF	
Tree/Shrub Granular	8.37	8.57	9.32	8.31	8.49	9.12	8.11	8.28	8.90	MSF	
Fertilization - Turf											
Liquid App by Hand	61.06	75.39	118.39	56.65	68.78	105.18	55.30	67.15	102.67	Acre	
Liquid App by Tractor	42.27	45.32	51.18	42.27	45.32	51.18	41.27	44.25	49.97	Acre	
Granular App by Hand	82.45	96.79	139.79	78.04	90.17	126.57	76.19	88.04	123.56	Acre	
Granular App by Tractor	62.74	65.57	70.98	62.74	65.57	70.98	61.26	64.01	69.30	Acre	
Turf Weed Control											
Turf Pre or Post Emergent Liquid - Hand	58.07	72.41	115.41	53.67	65.80	102.19	52.39	64.24	99.76	Acre	
Turf Pre or Post Emergent Liquid -Tractor	39.29	42.33	48.20	39.29	42.33	48.20	38.35	41.34	47.06	Acre	
Turf Pre or Post Emergent Granular - Hand	159.02	173.36	216.36	154.61	166.74	203.14	150.93	162.78	198.30	Acre	
Turf Pre or Post Emergent Granular - Tractor	139.31	142.13	147.55	139.31	142.13	147.55	136.00	138.75	144.04	Acre	
Non Selective Herbicide											
Backpack Sprayer	2.99	3.79	5.67	2.69	3.36	4.95	2.63	3.29	5.42	MSF	Gravel Area
Tractor - Hose & Handgun	2.27	2.40	2.60	2.27	2.40	2.60	2.22	2.35	1.97	MSF	Gravel Area
Tractor - Boom	1.98	2.07	2.60	1.98	2.07	2.60	1.94	2.03	1.97	MSF	Gravel Area
Backpack Sprayer	6.66	9.42	17.47	5.80	8.13	14.94	5.66	7.94	15.17	MLF	Fence Line, Utility Pole, Curb line, Crack /Crevice
Hose & Reel - Fence line	3.56	4.11	4.97	3.17	3.64	4.36	3.10	3.56	4.85	MLF	Fence Line or Utility Poles
Hort Insect, Disease and Fungus Control											
I&D Liquid - Hand	8.60	9.18	11.61	8.46	8.95	11.00	8.26	8.74	10.74	MSF	
Spring Clean-Up											Rates assume a full Fall Clean up was performed
Turf Area	1.71	1.92	2.18	1.67	1.87	2.12	1.58	1.77	2.01	MSF	Clean up to prepare for routine maintenance
Bed Area	2.48	3.12	4.20	2.42	3.04	4.09	2.29	2.88	3.87	MSF	Clean up to prepare for routine maintenance

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 5.89 - 7.00

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
Backpack Blower	1.19	1.34	1.52	1.16	1.30	1.48	1.10	1.23	1.40	MSF	1-Minimal Obstructions, 2-Moderate, 3-Difficult
Street Blower 5-8 hp Push	0.63	0.75	0.91	0.61	0.73	0.89	0.58	0.69	0.84	MSF	Paved Areas - Normal
Backpack Blower	5.47	6.83	9.11	5.33	6.65	8.87	5.04	6.29	8.40	MSF	Paved Areas w/ Sand
Street Blower 5-8 hp Push	2.48	2.73	3.03	2.42	2.66	2.95	2.29	2.52	2.80	MSF	Paved Areas w/ Sand
Leaf Removal / Fall Clean-Up											
Backpack Blower	4.56	5.26	6.24	4.44	5.12	6.08	4.20	4.85	5.76	MSF	Turf Area - Leaf Removal
Street Blower 5-8 hp Push	3.21	3.52	3.90	3.13	3.43	3.80	2.96	3.25	3.60	MSF	Turf Area - Leaf Removal
Tractor Mounted 5-8 hp	1.03	1.13	1.26	1.03	1.13	1.26	1.00	1.10	1.23	MSF	Turf Area - Leaf Removal
Backpack Blower	2.73	3.47	4.75	2.66	3.38	4.63	2.52	3.20	4.38	MSF	Turf Area - Leaves Blown into Natural Area
Street Blower 5-8 hp Push	0.91	1.22	1.96	0.89	1.19	1.91	0.84	1.12	1.80	MSF	Turf Area - Leaves Blown into Natural Area
Tractor Mounted 5-8 hp	0.82	0.91	1.01	0.82	0.91	1.01	0.81	0.89	0.99	MSF	Turf Area - Leaves Blown into Natural Area
Backpack Blower	5.47	6.62	8.41	5.33	6.45	8.19	5.04	6.10	7.75	MSF	Bed Area - Leaf Removal
Backpack Blower	4.56	5.47	6.83	4.44	5.33	6.65	4.20	5.04	6.29	MSF	Bed Area - Leaves blown into natural area
Irrigation Services											
Spring Start	7.90	9.88	13.17	7.21	9.02	12.02	6.37	7.97	10.62	ZONE	turn on clock, water, valves
Technical System Inspections	9.88	13.17	19.74	9.02	12.02	18.03	7.97	10.62	15.94	ZONE	adjust and clean clogged heads
Winterization	3.95	6.58	19.74	3.61	6.01	18.03	3.19	5.32	15.94	ZONE	Shut down and blow out system
Winterization	3.95	5.65	9.88	3.61	5.16	9.02	3.19	4.56	7.97	ZONE	Shut down - gravity drain
Aeration											
Walk - Single Pass	1.52	2.42	6.07	1.48	2.36	5.92	1.40	2.23	5.60	MSF	
Walk - Double Pass	2.87	4.75	13.67	2.80	4.63	13.31	2.65	4.38	12.60	MSF	
Tractor - Single Pass	54.78	67.82	102.56	54.78	67.82	102.56	53.49	66.20	100.12	Acre	
Tractor - Double Pass	83.45	109.52	179.01	83.45	109.52	179.01	81.47	106.90	174.74	Acre	
Travel + Setup											
Grounds Maintenance Laborer	27.32			26.61			25.19			Hour	Travel to the site, load/unload, check fuel + oil
Spray Tech	39.49			33.42			32.62			Hour	Travel to the site, load/unload, check fuel + oil
Irrigation Technician	39.49			36.07			31.88			Hour	Travel to the site, load/unload, check fuel + oil
Tractor Operator	39.49			39.49			38.54			Hour	Travel to the site, load/unload, check fuel + oil
Other Services Available											
Corrective Pruning	27.32			26.61			25.19			Hour	
Rejuvenative Pruning	27.32			26.61			25.19			Hour	
Tree Straightening	27.32			26.61			25.19			Hour	
Hand Watering	27.32			26.61			25.19			Hour	

PROJECT DESCRIPTIONS

	Annual Revenue Base Contract Amount		Crew Size	
	Minimum	Maximum	Minimum	Maximum
Branch Based -Small Project	Minimum	\$12,000.00	Minimum	2
	Maximum	\$75,000.00	Maximum	4
Branch Based -Large Project	Minimum	\$75,001.00	Minimum	4
	Maximum	\$249,999.00	Maximum	6
Site Based Project	Minimum	\$200,000.00	Minimum	4
	Maximum	\$750,000.00	Maximum	15

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 5.89 - 7.00

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
											1-Minimal Obstructions, 2-Moderate, 3-Difficult

NOTES:

- Prices quoted are based on a National Average Fuel Retail Rate of \$1.38 per gallon for regular gasoline as published by the Department of Energy.
- Prices quoted are Straight Time Rates. Overtime, Weekend and Holiday Rates are available upon request.
- Unless otherwise noted, prices quoted are for properties that receive weekly maintenance and are currently being maintained.
- Travel and Setup time must be included on every project, for every crew member for every visit. Time will be based on distance from the branch and equipment used.
- Not all equipment is available at every location. TruGreen reserves the right to select the equipment to be used for each project.
- The TruGreen Representative shall determine the degree of difficulty for each task.
- Small Branch Based Projects should be within 45 minute drive time of a TruGreen LandCare Branch
- Large Branch Based Projects should be within 75 minute drive time of a TruGreen LandCare or ChemLawn Branch
- Site Based Projects should be within 2 hour drive time of a TruGreen LandCare or TruGreen ChemLawn Branch
- Prices include \$2.56 per hour for health and welfare
- MSF - 1000 Square Feet, MLF - 1000 Lineal Feet, MFF - 1000 Face Feet, EA - each
- The pricing matrix in its entirety is confidential and proprietary property of TruGreen LandCare, LLC.
- Dissemination, distribution or copying of this information, except for the sole purpose of pricing GSA projects, is strictly prohibited

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 7.01-8.50

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
Mowing Improved Area											1-Minimal Obstructions, 2-Moderate, 3-Difficult Areas mowed weekly during the growing season
21" Push	176.40	211.68	264.60	172.12	206.54	258.17	163.56	196.28	245.35	Acre	
36" Walk Behind	54.55	67.85	89.70	53.24	66.19	87.52	50.58	62.91	83.17	Acre	
48" Walk Behind	31.50	39.20	51.88	30.73	38.24	50.62	29.21	36.35	48.11	Acre	
60" Walk Behind	24.96	30.15	38.07	24.36	29.43	37.15	23.14	27.96	35.30	Acre	
52" Rider	22.05	25.94	31.50	21.52	25.31	30.73	20.45	24.05	29.21	Acre	
60" Rider	18.12	22.23	28.76	17.69	21.70	28.06	16.81	20.62	26.66	Acre	
72" Rider	13.23	17.41	25.45	12.91	16.99	24.83	12.27	16.14	23.59	Acre	
110" Batwing	14.67	15.47	16.38	14.67	15.47	16.38	14.32	15.10	15.99	Acre	Tractor Operator Rate
15' Batwing	13.23	14.26	15.64	13.23	14.26	15.64	12.92	13.93	15.27	Acre	Tractor Operator Rate
20' Batwing	13.11	13.54	14.00	13.11	13.54	14.00	12.79	13.22	13.67	Acre	Tractor Operator Rate
Mowing Unimproved Areas											Areas mowed monthly during the growing season
Tractor w/ 6' Finish Deck	49.00	55.60	71.67	49.00	55.60	71.67	47.83	54.27	69.96	Acre	Tractor Operator Rate
Tractor w/Bush Hog 6'	47.07	58.91	101.54	47.07	58.91	101.54	45.94	57.51	99.12	Acre	Tractor Operator Rate
Tractor w/Bush Hog 8'	49.45	56.87	74.24	49.45	56.87	74.24	48.27	55.51	72.48	Acre	Tractor Operator Rate
Tractor w/Bush Hog 10'	50.05	54.87	64.51	50.05	54.87	64.51	48.87	53.57	62.97	Acre	Tractor Operator Rate
Hard Line Edging											
Stick Edger	3.89	7.10	40.50	3.80	6.93	39.51	3.61	6.58	37.55	MLF	
Walk Behind edger	5.28	6.56	8.68	5.15	6.40	8.47	4.89	6.08	8.05	MLF	
Soft Edging											
Shovel - Cut Edge	110.44	132.05	159.85	107.76	128.85	155.97	102.40	122.44	148.22	MLF	Shovel Cut edge must currently exist
Stick Edger	6.75	10.56	24.30	6.58	10.30	23.71	6.25	9.80	22.53	MLF	
Walk Behind edger	5.73	7.79	12.15	5.60	7.60	11.85	5.32	7.22	11.26	MLF	
Line Trimming											
Light Vegetation	4.67	6.39	10.12	4.56	6.23	9.88	4.33	5.93	9.39	MSF	Open areas or slopes less than 2:1
Utility Poles/ Signs in Turf	33.75	43.39	59.55	32.93	42.33	58.10	31.29	40.23	55.22	Per 100	
Fence Line	6.32	9.21	16.88	6.17	8.98	16.46	5.87	8.54	15.64	MLF	
Litter Removal											
Office Building Area	0.24	0.35	0.61	0.24	0.34	0.59	0.23	0.32	0.56	MSF	
Parking Lot Area	0.22	0.32	0.55	0.22	0.31	0.54	0.21	0.30	0.51	MSF	
Adjacent to Streets	0.48	0.61	0.82	0.47	0.59	0.80	0.45	0.56	0.76	MSF	
Blowing											
Backpack Blower	0.76	1.01	1.52	0.74	0.99	1.49	0.70	0.94	1.41	MSF	Walks, Drives or Turf Areas
Backpack Blower	3.95	5.20	7.59	3.86	5.08	7.41	3.67	4.82	7.04	MLF	Curb lines
Street Blower 5-8 hp Push	0.55	0.72	1.01	0.54	0.70	0.99	0.51	0.66	0.94	MSF	Walks, Drives or Turf Areas
Street Blower 5-8 hp Push	4.34	4.67	5.06	4.23	4.56	4.94	4.02	4.33	4.70	MLF	Curb lines
Tractor Mounted 5-8 hp	0.49	0.59	0.67	0.49	0.59	0.67	0.48	0.58	0.65	MSF	Walks, Drives or Turf Areas
Tractor Mounted 5-8 hp	2.06	2.29	2.70	2.06	2.29	2.70	2.01	2.24	2.64	MLF	Curb lines
Plant Bed Detail + Weed Control											
Hand Weeding or Raking of Beds	6.75	9.49	16.20	6.58	9.26	15.80	6.25	8.80	15.02	MSF	
Post Emergent - Bed Area	3.51	4.94	9.06	3.09	4.32	7.85	3.02	4.22	7.66	MSF	
Post Emergent - Natural Area	1.93	2.40	3.39	1.74	2.14	2.99	1.70	2.09	2.92	MSF	
Pre-Emergent Liquid (Hand) - Bed Area	3.85	5.28	9.40	3.43	4.66	8.19	3.34	4.54	7.98	MSF	
Pre-Emergent Liquid (Hand) - Natural Area	2.26	2.74	3.73	2.07	2.48	3.33	2.01	2.41	3.24	MSF	
Pre-Emergent Granular (Hand) - Bed Area	10.47	11.16	13.41	10.28	10.87	12.80	10.03	10.61	12.50	MSF	
Pre-Emergent Granular (Hand) - Natural Area	9.81	10.12	11.09	9.71	9.98	10.81	9.48	9.75	10.55	MSF	

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 7.01-8.50

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
											1-Minimal Obstructions, 2-Moderate, 3-Difficult
Prune Trees <12'											
Prune Evergreens	4.34	6.07	10.12	4.23	5.93	9.88	4.02	5.64	9.39	EA	
Prune Deciduous	3.03	4.67	10.12	2.96	4.56	9.88	2.81	4.33	9.39	EA	
Prune Ornamental	5.06	7.59	15.18	4.94	7.41	14.81	4.70	7.04	14.08	EA	
Prune Palms	5.06	6.07	7.59	4.94	5.93	7.41	4.70	5.64	7.04	EA	
Prune Shrubs < 5' by Hand											
Prune Shrubs - Individual	1.69	2.25	3.37	1.65	2.19	3.29	1.57	2.08	3.13	EA	
Prune Shrubs - Mass Planting	50.62	71.46	121.49	49.39	69.73	118.54	46.93	66.26	112.65	MSF	
Prune Shrubs - Hedge	75.93	112.49	216.94	74.08	109.75	211.68	70.40	104.30	201.16	MFF	
Prune Shrubs < 5' - Mechanical											
Prune Shrubs - Individual	1.22	1.69	2.33	1.19	1.65	2.28	1.13	1.57	2.16	EA	
Prune Shrubs - Mass Planting	35.11	47.83	75.93	34.26	46.67	74.08	32.56	44.35	70.40	MSF	
Prune Shrubs - Hedge	55.22	78.89	138.05	53.88	76.98	134.70	51.20	73.15	128.01	MFF	
Groundcover Trimming											
Hand Pruners	15.99	20.25	27.61	15.60	19.76	26.94	14.82	18.77	25.61	MSF	
Hand Pruners	16.88	26.41	60.75	16.46	25.77	59.27	15.64	24.49	56.32	MLF	
Line Trimmer or Shears	8.21	10.88	16.20	8.01	10.62	15.80	7.61	10.09	15.02	MSF	
Line Trimmer or Shears	9.49	12.40	17.87	9.26	12.10	17.44	8.80	11.49	16.57	MLF	
Annual Cutback - Groundcover, Perennials + Ornamental Grasses											
Groundcover/Perennial - Hand	15.99	21.70	33.75	15.60	21.17	32.93	14.82	20.12	31.29	MSF	
Perennial/Perennial - Mechanical	8.44	11.91	20.25	8.23	11.62	19.76	7.82	11.04	18.77	MSF	
Ornamental Grass	2.53	3.57	6.07	2.47	3.49	5.93	2.34	3.31	5.64	EA	
Fertilization - Trees, Shrubs and Groundcovers											
Tree/Shrub Liquid	8.34	8.97	11.58	8.20	8.74	10.97	8.01	8.53	10.72	MSF	
Tree/Shrub Granular	8.39	8.62	9.42	8.34	8.53	9.22	8.14	8.33	9.00	MSF	
Fertilization - Turf											
Liquid App by Hand	63.25	78.68	124.98	58.84	72.07	111.76	57.45	70.36	109.10	Acre	
Liquid App by Tractor	43.22	46.56	53.00	43.22	46.56	53.00	42.19	45.46	51.73	Acre	
Granular App by Hand	84.65	100.08	146.37	80.24	93.47	133.16	78.33	91.25	129.98	Acre	
Granular App by Tractor	63.60	66.70	72.64	63.60	66.70	72.64	62.09	65.12	70.91	Acre	
Turf Weed Control											
Turf Pre or Post Emergent Liquid - Hand	60.27	75.70	121.99	55.86	69.09	108.78	54.53	67.45	106.18	Acre	
Turf Pre or Post Emergent Liquid -Tractor	40.24	43.58	50.01	40.24	43.58	50.01	39.28	42.54	48.82	Acre	
Turf Pre or Post Emergent Granular - Hand	161.22	176.65	222.94	156.81	170.03	209.72	153.08	165.99	204.73	Acre	
Turf Pre or Post Emergent Granular - Tractor	140.17	143.27	149.21	140.17	143.27	149.21	136.84	139.86	145.65	Acre	
Non Selective Herbicide											
Backpack Sprayer	3.14	4.00	6.01	2.84	3.57	5.31	2.77	3.49	5.77	MSF	Gravel Area
Tractor - Hose & Handgun	2.33	2.48	2.70	2.33	2.48	2.70	2.28	2.42	2.05	MSF	Gravel Area
Tractor - Boom	2.01	2.12	2.70	2.01	2.12	2.70	1.98	2.07	2.05	MSF	Gravel Area
Backpack Sprayer	7.09	10.06	18.73	6.22	8.77	16.20	6.07	8.57	16.41	MLF	Fence Line, Utility Pole, Curb line, Crack /Crevice
Hose & Reel - Fence line	3.76	4.35	5.27	3.37	3.88	4.66	3.29	3.79	5.14	MLF	Fence Line or Utility Poles
Hort Insect, Disease and Fungus Control											
I&D Liquid - Hand	8.67	9.30	11.91	8.53	9.07	11.30	8.33	8.85	11.04	MSF	
Spring Clean-Up											
Turf Area	1.90	2.13	2.43	1.86	2.07	2.37	1.76	1.98	2.25	MSF	Clean up to prepare for routine maintenance
Bed Area	2.76	3.47	4.67	2.69	3.39	4.56	2.56	3.22	4.33	MSF	Clean up to prepare for routine maintenance

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 7.01-8.50

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
Backpack Blower	1.32	1.49	1.69	1.29	1.45	1.65	1.23	1.38	1.57	MSF	1-Minimal Obstructions, 2-Moderate, 3-Difficult Paved Areas - Normal
Street Blower 5-8 hp Push	0.70	0.83	1.01	0.68	0.81	0.99	0.65	0.77	0.94	MSF	Paved Areas - Normal
Backpack Blower	6.07	7.59	10.12	5.93	7.41	9.88	5.64	7.04	9.39	MSF	Paved Areas w/ Sand
Street Blower 5-8 hp Push	2.76	3.03	3.37	2.69	2.96	3.29	2.56	2.81	3.13	MSF	Paved Areas w/ Sand
Leaf Removal / Fall Clean-Up											
Backpack Blower	5.06	5.85	6.94	4.94	5.70	6.77	4.70	5.42	6.43	MSF	Turf Area - Leaf Removal
Street Blower 5-8 hp Push	3.57	3.92	4.34	3.49	3.82	4.23	3.31	3.63	4.02	MSF	Turf Area - Leaf Removal
Tractor Mounted 5-8 hp	1.13	1.24	1.38	1.13	1.24	1.38	1.10	1.21	1.34	MSF	Turf Area - Leaf Removal
Backpack Blower	3.03	3.86	5.29	2.96	3.76	5.16	2.81	3.58	4.90	MSF	Turf Area - Leaves Blown into Natural Area
Street Blower 5-8 hp Push	1.01	1.35	2.16	0.99	1.32	2.11	0.94	1.25	2.01	MSF	Turf Area - Leaves Blown into Natural Area
Tractor Mounted 5-8 hp	0.90	1.00	1.11	0.90	1.00	1.11	0.88	0.97	1.09	MSF	Turf Area - Leaves Blown into Natural Area
Backpack Blower	6.07	7.36	9.35	5.93	7.18	9.12	5.64	6.82	8.67	MSF	Bed Area - Leaf Removal
Backpack Blower	5.06	6.07	7.59	4.94	5.93	7.41	4.70	5.64	7.04	MSF	Bed Area - Leaves blown into natural area
Irrigation Services											
Spring Start	8.50	10.62	14.17	7.82	9.78	13.03	6.96	8.71	11.61	ZONE	turn on clock, water, valves
Technical System Inspections	10.62	14.17	21.26	9.78	13.03	19.55	8.71	11.61	17.42	ZONE	adjust and clean clogged heads
Winterization	4.25	7.08	21.26	3.91	6.51	19.55	3.48	5.81	17.42	ZONE	Shut down and blow out system
Winterization	4.25	6.07	10.62	3.91	5.59	9.78	3.48	4.98	8.71	ZONE	Shut down - gravity drain
Aeration											
Walk - Single Pass	1.69	2.70	6.75	1.65	2.63	6.58	1.57	2.50	6.25	MSF	
Walk - Double Pass	3.20	5.29	15.18	3.12	5.16	14.81	2.96	4.90	14.08	MSF	
Tractor - Single Pass	57.55	71.83	109.91	57.55	71.83	109.91	56.17	70.11	107.30	Acre	
Tractor - Double Pass	88.97	117.54	193.70	88.97	117.54	193.70	86.85	114.73	189.10	Acre	
Travel + Setup											
Grounds Maintenance Laborer		30.37			29.63			28.16		Hour	Travel to the site, load/unload, check fuel + oil
Spray Tech		42.51			36.44			35.57		Hour	Travel to the site, load/unload, check fuel + oil
Irrigation Technician		42.51			39.09			34.83		Hour	Travel to the site, load/unload, check fuel + oil
Tractor Operator		43.28			43.28			42.25		Hour	Travel to the site, load/unload, check fuel + oil
Other Services Available											
Corrective Pruning		30.37			29.63			28.16		Hour	
Rejuvenative Pruning		30.37			29.63			28.16		Hour	
Tree Straightening		30.37			29.63			28.16		Hour	
Hand Watering		30.37			29.63			28.16		Hour	

PROJECT DESCRIPTIONS

	Annual Revenue Base Contract Amount		Crew Size	
	Minimum	Maximum	Minimum	Maximum
Branch Based -Small Project	Minimum	\$12,000.00	Minimum	2
	Maximum	\$75,000.00	Maximum	4
Branch Based -Large Project	Minimum	\$75,001.00	Minimum	4
	Maximum	\$249,999.00	Maximum	6
Site Based Project	Minimum	\$200,000.00	Minimum	4
	Maximum	\$750,000.00	Maximum	15

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 7.01-8.50

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
											1-Minimal Obstructions, 2-Moderate, 3-Difficult

NOTES:

Prices quoted are based on a National Average Fuel Retail Rate of \$1.38 per gallon for regular gasoline as published by the Department of Energy.

Prices quoted are Straight Time Rates. Overtime, Weekend and Holiday Rates are available upon request.

Unless otherwise noted, prices quoted are for properties that receive weekly maintenance and are currently being maintained.

Travel and Setup time must be included on every project, for every crew member for every visit. Time will be based on distance from the branch and equipment used.

Not all equipment is available at every location. TruGreen reserves the right to select the equipment to be used for each project.

The TruGreen Representative shall determine the degree of difficulty for each task.

Small Branch Based Projects should be within 45 minute drive time of a TruGreen LandCare Branch

Large Branch Based Projects should be within 75 minute drive time of a TruGreen LandCare or ChemLawn Branch

Site Based Projects should be within 2 hour drive time of a TruGreen LandCare or TruGreen ChemLawn Branch

Prices include \$2.56 per hour for health and welfare

MSF - 1000 Square Feet, MLF - 1000 Lineal Feet, MFF - 1000 Face Feet, EA - each

The pricing matrix in its entirety is confidential and proprietary property of TruGreen LandCare, LLC.

Dissemination, distribution or copying of this information, except for the sole purpose of pricing GSA projects, is strictly prohibited

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 8.51 - 10.00

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
Mowing Improved Area											1-Minimal Obstructions, 2-Moderate, 3-Difficult Areas mowed weekly during the growing season
21" Push	204.37	245.25	306.56	199.38	239.25	299.06	189.89	227.87	284.84	Acre	
36" Walk Behind	63.21	78.60	103.92	61.67	76.69	101.38	58.73	73.04	96.56	Acre	
48" Walk Behind	36.50	45.42	60.11	35.60	44.31	58.64	33.91	42.19	55.85	Acre	
60" Walk Behind	28.92	34.93	44.11	28.21	34.08	43.03	26.87	32.46	40.99	Acre	
52" Rider	25.55	30.05	36.50	24.92	29.32	35.60	23.74	27.93	33.91	Acre	
60" Rider	21.00	25.77	33.32	20.49	25.13	32.51	19.51	23.94	30.96	Acre	
72" Rider	15.33	20.17	29.48	14.95	19.67	28.76	14.24	18.74	27.39	Acre	
110" Batwing	16.30	17.20	18.23	16.30	17.20	18.23	15.91	16.79	17.80	Acre	Tractor Operator Rate
15' Batwing	14.25	15.43	17.01	14.25	15.43	17.01	13.92	15.07	16.60	Acre	Tractor Operator Rate
20' Batwing	13.86	14.35	14.88	13.86	14.35	14.88	13.53	14.00	14.52	Acre	Tractor Operator Rate
Mowing Unimproved Areas											Areas mowed monthly during the growing season
Tractor w/ 6' Finish Deck	51.10	58.63	76.96	51.10	58.63	76.96	49.88	57.24	75.12	Acre	Tractor Operator Rate
Tractor w/Bush Hog 6'	50.00	63.51	112.12	50.00	63.51	112.12	48.82	61.99	109.45	Acre	Tractor Operator Rate
Tractor w/Bush Hog 8'	52.04	60.50	80.32	52.04	60.50	80.32	50.80	59.06	78.40	Acre	Tractor Operator Rate
Tractor w/Bush Hog 10'	52.08	57.57	68.56	52.08	57.57	68.56	50.84	56.20	66.92	Acre	Tractor Operator Rate
Hard Line Edging											
Stick Edger	4.51	8.23	46.91	4.40	8.03	45.78	4.19	7.65	43.59	MLF	
Walk Behind edger	6.10	7.60	10.05	5.96	7.41	9.81	5.68	7.06	9.34	MLF	
Soft Edging											
Shovel - Cut Edge	127.96	152.99	185.20	124.83	149.26	180.68	118.89	142.15	172.08	MLF	Shovel Cut edge must currently exist
Stick Edger	7.82	12.24	28.15	7.63	11.94	27.46	7.26	11.37	26.15	MLF	
Walk Behind edger	6.64	9.03	14.07	6.47	8.80	13.74	6.16	8.38	13.08	MLF	
Line Trimming											
Light Vegetation	5.42	7.41	11.73	5.28	7.23	11.44	5.03	6.88	10.90	MSF	Open areas or slopes less than 2:1
Utility Poles/ Signs in Turf	39.10	50.26	69.00	38.14	49.04	67.31	36.33	46.70	64.11	Per 100	
Fence Line	7.33	10.66	19.55	7.15	10.40	19.07	6.81	9.91	18.16	MLF	
Litter Removal											
Office Building Area	0.28	0.40	0.71	0.27	0.39	0.69	0.26	0.37	0.66	MSF	
Parking Lot Area	0.26	0.37	0.64	0.25	0.36	0.63	0.24	0.34	0.60	MSF	
Adjacent to Streets	0.56	0.71	0.95	0.55	0.69	0.93	0.52	0.66	0.89	MSF	
Blowing											
Backpack Blower	0.88	1.17	1.76	0.85	1.14	1.72	0.81	1.09	1.64	MSF	Walks, Drives or Turf Areas
Backpack Blower	4.58	6.02	8.80	4.47	5.88	8.58	4.26	5.60	8.17	MLF	Curb lines
Street Blower 5-8 hp Push	0.64	0.83	1.18	0.63	0.81	1.15	0.60	0.77	1.09	MSF	Walks, Drives or Turf Areas
Street Blower 5-8 hp Push	5.03	5.42	5.87	4.91	5.28	5.73	4.67	5.03	5.45	MLF	Curb lines
Tractor Mounted 5-8 hp	0.56	0.68	0.76	0.56	0.68	0.76	0.55	0.66	0.74	MSF	Walks, Drives or Turf Areas
Tractor Mounted 5-8 hp	2.35	2.62	3.08	2.35	2.62	3.08	2.29	2.55	3.01	MLF	Curb lines
Plant Bed Detail + Weed Control											
Hand Weeding or Raking of Beds	7.82	10.99	18.76	7.63	10.72	18.30	7.26	10.21	17.44	MSF	
Post Emergent - Bed Area	3.93	5.57	10.28	3.46	4.87	8.92	3.38	4.75	8.71	MSF	
Post Emergent - Natural Area	2.12	2.67	3.80	1.91	2.37	3.34	1.87	2.32	3.27	MSF	
Pre-Emergent Liquid (Hand) - Bed Area	4.27	5.91	10.62	3.80	5.21	9.26	3.70	5.07	9.03	MSF	
Pre-Emergent Liquid (Hand) - Natural Area	2.46	3.01	4.14	2.24	2.71	3.68	2.18	2.64	3.59	MSF	
Pre-Emergent Granular (Hand) - Bed Area	10.66	11.45	14.01	10.44	11.13	13.34	10.19	10.86	13.02	MSF	
Pre-Emergent Granular (Hand) - Natural Area	9.90	10.26	11.36	9.79	10.10	11.05	9.56	9.87	10.79	MSF	

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 8.51 - 10.00

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
Prune Trees <12'											1-Minimal Obstructions, 2-Moderate, 3-Difficult
Prune Evergreens	5.03	7.04	11.73	4.91	6.86	11.44	4.67	6.54	10.90	EA	
Prune Deciduous	3.52	5.42	11.73	3.43	5.28	11.44	3.27	5.03	10.90	EA	
Prune Ornamental	5.87	8.80	17.60	5.73	8.58	17.17	5.45	8.17	16.35	EA	
Prune Palms	5.87	7.04	8.80	5.73	6.86	8.58	5.45	6.54	8.17	EA	
Prune Shrubs < 5' by Hand											
Prune Shrubs - Individual	1.96	2.60	3.91	1.91	2.54	3.81	1.82	2.42	3.63	EA	
Prune Shrubs - Mass Planting	58.64	82.79	140.75	57.22	80.77	137.32	54.49	76.93	130.78	MSF	
Prune Shrubs - Hedge	87.97	130.32	251.34	85.81	127.14	245.20	81.74	121.10	233.53	MFF	
Prune Shrubs < 5' - Mechanical											
Prune Shrubs - Individual	1.41	1.96	2.70	1.38	1.91	2.64	1.31	1.82	2.51	EA	
Prune Shrubs - Mass Planting	40.68	55.41	87.97	39.68	54.06	85.81	37.80	51.49	81.74	MSF	
Prune Shrubs - Hedge	63.98	91.40	159.95	62.41	89.17	156.04	59.44	84.92	148.62	MFF	
Groundcover Trimming											
Hand Pruners	18.52	23.46	31.99	18.06	22.88	31.21	17.21	21.80	29.73	MSF	
Hand Pruners	19.55	30.59	70.37	19.07	29.86	68.66	18.16	28.43	65.39	MLF	
Line Trimmer or Shears	9.51	12.61	18.76	9.28	12.30	18.30	8.84	11.72	17.44	MSF	
Line Trimmer or Shears	10.99	14.36	20.70	10.72	14.01	20.19	10.21	13.35	19.23	MLF	
Annual Cutback - Groundcover, Perennials + Ornamental Grasses											
Groundcover/Perennial - Hand	18.52	25.14	39.10	18.06	24.52	38.14	17.21	23.35	36.33	MSF	
Perennial/Perennial - Mechanical	9.78	13.80	23.46	9.54	13.47	22.88	9.08	12.82	21.80	MSF	
Ornamental Grass	2.93	4.14	7.04	2.86	4.04	6.86	2.72	3.85	6.54	EA	
Fertilization - Trees, Shrubs and Groundcovers											
Tree/Shrub Liquid	8.49	9.20	12.19	8.33	8.94	11.51	8.13	8.73	11.24	MSF	
Tree/Shrub Granular	8.45	8.71	9.62	8.39	8.61	9.40	8.19	8.40	9.17	MSF	
Fertilization - Turf											
Liquid App by Hand	67.68	85.32	138.25	62.71	77.88	123.37	61.23	76.03	120.44	Acre	
Liquid App by Tractor	44.75	48.56	55.89	44.75	48.56	55.89	43.68	47.40	54.55	Acre	
Granular App by Hand	89.08	106.71	159.65	84.11	99.28	144.77	82.11	96.92	141.33	Acre	
Granular App by Tractor	64.99	68.51	75.28	64.99	68.51	75.28	63.44	66.88	73.50	Acre	
Turf Weed Control											
Turf Pre or Post Emergent Liquid - Hand	64.70	82.33	135.27	59.73	74.90	120.39	58.31	73.12	117.53	Acre	
Turf Pre or Post Emergent Liquid -Tractor	41.77	45.58	52.91	41.77	45.58	52.91	40.77	44.49	51.64	Acre	
Turf Pre or Post Emergent Granular - Hand	165.64	183.28	236.22	160.68	175.85	221.34	156.86	171.66	216.07	Acre	
Turf Pre or Post Emergent Granular - Tractor	141.56	145.08	151.85	141.56	145.08	151.85	138.18	141.63	148.24	Acre	
Non Selective Herbicide											
Backpack Sprayer	3.45	4.43	6.73	3.10	3.95	5.94	3.03	3.86	6.38	MSF	Gravel Area
Tractor - Hose & Handgun	2.44	2.60	2.85	2.44	2.60	2.85	2.38	2.54	2.20	MSF	Gravel Area
Tractor - Boom	2.07	2.19	2.85	2.07	2.19	2.85	2.02	2.14	2.20	MSF	Gravel Area
Backpack Sprayer	7.96	11.36	21.27	6.98	9.91	18.42	6.82	9.68	18.57	MLF	Fence Line, Utility Pole, Curb line, Crack /Crevice
Hose & Reel - Fence line	4.15	4.83	5.88	3.71	4.29	5.20	3.63	4.20	5.66	MLF	Fence Line or Utility Poles
Hort Insect, Disease and Fungus Control											
I&D Liquid - Hand	8.82	9.53	12.52	8.66	9.27	11.84	8.45	9.05	11.56	MSF	
Spring Clean-Up											Rates assume a full Fall Clean up was performed
Turf Area	2.19	2.47	2.81	2.14	2.41	2.74	2.04	2.29	2.61	MSF	Clean up to prepare for routine maintenance
Bed Area	3.20	4.02	5.42	3.12	3.92	5.28	2.97	3.74	5.03	MSF	Clean up to prepare for routine maintenance

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 8.51 - 10.00

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
Backpack Blower	1.53	1.72	1.96	1.50	1.68	1.91	1.43	1.60	1.82	MSF	1-Minimal Obstructions, 2-Moderate, 3-Difficult Paved Areas - Normal
Street Blower 5-8 hp Push	0.81	0.96	1.18	0.79	0.94	1.15	0.75	0.89	1.09	MSF	Paved Areas - Normal
Backpack Blower	7.04	8.80	11.73	6.86	8.58	11.44	6.54	8.17	10.90	MSF	Paved Areas w/ Sand
Street Blower 5-8 hp Push	3.20	3.52	3.91	3.12	3.43	3.81	2.97	3.27	3.63	MSF	Paved Areas w/ Sand
Leaf Removal / Fall Clean-Up											
Backpack Blower	5.87	6.76	8.04	5.73	6.60	7.85	5.45	6.28	7.47	MSF	Turf Area - Leaf Removal
Street Blower 5-8 hp Push	4.14	4.54	5.03	4.04	4.43	4.91	3.85	4.22	4.67	MSF	Turf Area - Leaf Removal
Tractor Mounted 5-8 hp	1.29	1.41	1.57	1.29	1.41	1.57	1.25	1.38	1.53	MSF	Turf Area - Leaf Removal
Backpack Blower	3.52	4.47	6.11	3.43	4.36	5.98	3.27	4.15	5.69	MSF	Turf Area - Leaves Blown into Natural Area
Street Blower 5-8 hp Push	1.18	1.57	2.51	1.15	1.53	2.45	1.09	1.46	2.33	MSF	Turf Area - Leaves Blown into Natural Area
Tractor Mounted 5-8 hp	1.03	1.14	1.27	1.03	1.14	1.27	1.01	1.11	1.24	MSF	Turf Area - Leaves Blown into Natural Area
Backpack Blower	7.04	8.53	10.82	6.86	8.32	10.56	6.54	7.93	10.06	MSF	Bed Area - Leaf Removal
Backpack Blower	5.87	7.04	8.80	5.73	6.86	8.58	5.45	6.54	8.17	MSF	Bed Area - Leaves blown into natural area
Irrigation Services											
Spring Start	9.57	11.96	15.95	8.81	11.01	14.67	7.91	9.89	13.18	ZONE	turn on clock, water, valves
Technical System Inspections	11.96	15.95	23.92	11.01	14.67	22.01	9.89	13.18	19.77	ZONE	adjust and clean clogged heads
Winterization	4.79	7.97	23.92	4.40	7.34	22.01	3.95	6.59	19.77	ZONE	Shut down and blow out system
Winterization	4.79	6.83	11.96	4.40	6.29	11.01	3.95	5.65	9.89	ZONE	Shut down - gravity drain
Aeration											
Walk - Single Pass	1.96	3.13	7.82	1.91	3.05	7.63	1.82	2.90	7.26	MSF	
Walk - Double Pass	3.70	6.11	17.60	3.61	5.98	17.17	3.44	5.69	16.35	MSF	
Tractor - Single Pass	61.95	78.24	121.68	61.95	78.24	121.68	60.48	76.38	118.78	Acre	
Tractor - Double Pass	97.78	130.36	217.23	97.78	130.36	217.23	95.46	127.26	212.06	Acre	
Travel + Setup											
Grounds Maintenance Laborer	35.19			34.33			32.69			Hour	Travel to the site, load/unload, check fuel + oil
Spray Tech	48.60			41.77			40.78			Hour	Travel to the site, load/unload, check fuel + oil
Irrigation Technician	47.84			44.03			39.53			Hour	Travel to the site, load/unload, check fuel + oil
Tractor Operator	49.36			49.36			48.18			Hour	Travel to the site, load/unload, check fuel + oil
Other Services Available											
Corrective Pruning	35.19			34.33			32.69			Hour	
Rejuvenative Pruning	35.19			34.33			32.69			Hour	
Tree Straightening	35.19			34.33			32.69			Hour	
Hand Watering	35.19			34.33			32.69			Hour	

PROJECT DESCRIPTIONS

	Annual Revenue Base Contract Amount		Crew Size	
	Minimum	Maximum	Minimum	Maximum
Branch Based -Small Project	Minimum	\$12,000.00	Minimum	2
	Maximum	\$75,000.00	Maximum	4
Branch Based -Large Project	Minimum	\$75,001.00	Minimum	4
	Maximum	\$249,999.00	Maximum	6
Site Based Project	Minimum	\$200,000.00	Minimum	4
	Maximum	\$750,000.00	Maximum	15

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 8.51 - 10.00

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
NOTES:	1-Minimal Obstructions, 2-Moderate, 3-Difficult										

Prices quoted are based on a National Average Fuel Retail Rate of \$1.38 per gallon for regular gasoline as published by the Department of Energy.

Prices quoted are Straight Time Rates. Overtime, Weekend and Holiday Rates are available upon request.

Unless otherwise noted, prices quoted are for properties that receive weekly maintenance and are currently being maintained.

Travel and Setup time must be included on every project, for every crew member for every visit. Time will be based on distance from the branch and equipment used.

Not all equipment is available at every location. TruGreen reserves the right to select the equipment to be used for each project.

The TruGreen Representative shall determine the degree of difficulty for each task.

Small Branch Based Projects should be within 45 minute drive time of a TruGreen LandCare Branch

Large Branch Based Projects should be within 75 minute drive time of a TruGreen LandCare or ChemLawn Branch

Site Based Projects should be within 2 hour drive time of a TruGreen LandCare or TruGreen ChemLawn Branch

Prices include \$2.56 per hour for health and welfare

MSF - 1000 Square Feet, MLF - 1000 Lineal Feet, MFF - 1000 Face Feet, EA - each

The pricing matrix in its entirety is confidential and proprietary property of TruGreen LandCare, LLC.

Dissemination, distribution or copying of this information, except for the sole purpose of pricing GSA projects, is strictly prohibited

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 10.01-11.51

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
Mowing Improved Area											1-Minimal Obstructions, 2-Moderate, 3-Difficult Areas mowed weekly during the growing season
21" Push	232.20	278.64	348.30	226.49	271.79	339.74	216.09	259.30	324.13	Acre	
36" Walk Behind	71.81	89.31	118.06	70.04	87.11	115.16	66.83	83.11	109.87	Acre	
48" Walk Behind	41.47	51.60	68.30	40.45	50.33	66.61	38.58	48.02	63.55	Acre	
60" Walk Behind	32.86	39.69	50.11	32.05	38.71	48.89	30.57	36.94	46.63	Acre	
52" Rider	29.03	34.14	41.47	28.31	33.31	40.45	27.01	31.78	38.58	Acre	
60" Rider	23.86	29.27	37.86	23.27	28.55	36.93	22.20	27.24	35.23	Acre	
72" Rider	17.42	22.91	33.49	16.99	22.35	32.67	16.21	21.33	31.16	Acre	
110" Batwing	17.51	18.49	19.62	17.51	18.49	19.62	17.09	18.05	19.16	Acre	Tractor Operator Rate
15' Batwing	15.02	16.31	18.02	15.02	16.31	18.02	14.66	15.92	17.60	Acre	Tractor Operator Rate
20' Batwing	14.42	14.96	15.54	14.42	14.96	15.54	14.08	14.60	15.17	Acre	Tractor Operator Rate
Mowing Unimproved Areas											Areas mowed monthly during the growing season
Tractor w/ 6' Finish Deck	52.69	60.92	80.93	52.69	60.92	80.93	51.43	59.46	79.00	Acre	Tractor Operator Rate
Tractor w/Bush Hog 6'	52.22	66.96	120.06	52.22	66.96	120.06	50.97	65.37	117.20	Acre	Tractor Operator Rate
Tractor w/Bush Hog 8'	53.98	63.23	84.88	53.98	63.23	84.88	52.70	61.73	82.85	Acre	Tractor Operator Rate
Tractor w/Bush Hog 10'	53.60	59.59	71.60	53.60	59.59	71.60	52.32	58.17	69.89	Acre	Tractor Operator Rate
Hard Line Edging											
Stick Edger	5.13	9.36	53.31	5.00	9.12	52.00	4.77	8.70	49.61	MLF	
Walk Behind edger	6.94	8.64	11.42	6.77	8.42	11.14	6.46	8.04	10.63	MLF	
Soft Edging											
Shovel - Cut Edge	145.38	173.82	210.42	141.80	169.56	205.25	135.29	161.75	195.81	MLF	Shovel Cut edge must currently exist
Stick Edger	8.89	13.91	31.98	8.67	13.57	31.20	8.27	12.94	29.77	MLF	
Walk Behind edger	7.54	10.25	15.99	7.36	9.99	15.60	7.02	9.54	14.88	MLF	
Line Trimming											
Light Vegetation	6.15	8.42	13.33	5.99	8.21	13.00	5.73	7.83	12.40	MSF	Open areas or slopes less than 2:1
Utility Poles/ Signs in Turf	44.42	57.12	78.39	43.33	55.71	76.47	41.34	53.15	72.95	Per 100	
Fence Line	8.33	12.12	22.21	8.12	11.82	21.67	7.75	11.27	20.67	MLF	
Litter Removal											
Office Building Area	0.32	0.46	0.80	0.31	0.45	0.78	0.30	0.43	0.75	MSF	
Parking Lot Area	0.29	0.42	0.73	0.29	0.41	0.71	0.27	0.39	0.68	MSF	
Adjacent to Streets	0.64	0.80	1.08	0.62	0.78	1.06	0.59	0.75	1.01	MSF	
Blowing											
Backpack Blower	0.99	1.33	2.00	0.97	1.30	1.95	0.93	1.24	1.86	MSF	Walks, Drives or Turf Areas
Backpack Blower	5.21	6.84	9.99	5.08	6.67	9.75	4.85	6.37	9.30	MLF	Curb lines
Street Blower 5-8 hp Push	0.73	0.94	1.34	0.71	0.92	1.30	0.68	0.88	1.24	MSF	Walks, Drives or Turf Areas
Street Blower 5-8 hp Push	5.72	6.15	6.66	5.57	5.99	6.50	5.32	5.73	6.20	MLF	Curb lines
Tractor Mounted 5-8 hp	0.61	0.74	0.83	0.61	0.74	0.83	0.60	0.72	0.81	MSF	Walks, Drives or Turf Areas
Tractor Mounted 5-8 hp	2.56	2.86	3.37	2.56	2.86	3.37	2.50	2.79	3.29	MLF	Curb lines
Plant Bed Detail + Weed Control											
Hand Weeding or Raking of Beds	8.89	12.49	21.33	8.67	12.19	20.80	8.27	11.63	19.84	MSF	
Post Emergent - Bed Area	4.36	6.19	11.49	3.83	5.42	9.98	3.74	5.29	9.75	MSF	
Post Emergent - Natural Area	2.32	2.93	4.20	2.07	2.60	3.70	2.03	2.54	3.61	MSF	
Pre-Emergent Liquid (Hand) - Bed Area	4.70	6.53	11.83	4.17	5.76	10.31	4.06	5.61	10.06	MSF	
Pre-Emergent Liquid (Hand) - Natural Area	2.66	3.27	4.54	2.41	2.94	4.04	2.35	2.86	3.93	MSF	
Pre-Emergent Granular (Hand) - Bed Area	10.84	11.74	14.62	10.61	11.38	13.87	10.35	11.10	13.54	MSF	
Pre-Emergent Granular (Hand) - Natural Area	9.98	10.40	11.64	9.88	10.22	11.30	9.64	9.98	11.02	MSF	

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 10.01-11.51

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
Prune Trees <12'											1-Minimal Obstructions, 2-Moderate, 3-Difficult
Prune Evergreens	5.72	8.00	13.33	5.57	7.80	13.00	5.32	7.44	12.40	EA	
Prune Deciduous	4.00	6.15	13.33	3.90	5.99	13.00	3.72	5.73	12.40	EA	
Prune Ornamental	6.66	9.99	19.99	6.50	9.75	19.50	6.20	9.30	18.60	EA	
Prune Palms	6.66	8.00	9.99	6.50	7.80	9.75	6.20	7.44	9.30	EA	
Prune Shrubs < 5' by Hand											
Prune Shrubs - Individual	2.22	2.96	4.44	2.16	2.89	4.33	2.06	2.75	4.13	EA	
Prune Shrubs - Mass Planting	66.63	94.07	159.92	65.00	91.76	155.99	62.00	87.54	148.82	MSF	
Prune Shrubs - Hedge	99.95	148.07	285.56	97.50	144.43	278.55	93.01	137.79	265.74	MFF	
Prune Shrubs < 5' - Mechanical											
Prune Shrubs - Individual	1.60	2.22	3.07	1.56	2.16	3.00	1.49	2.06	2.86	EA	
Prune Shrubs - Mass Planting	46.21	62.96	99.95	45.09	61.42	97.50	43.01	58.59	93.01	MSF	
Prune Shrubs - Hedge	72.69	103.84	181.72	70.90	101.29	177.26	67.64	96.64	169.12	MFF	
Groundcover Trimming											
Hand Pruners	21.04	26.65	36.35	20.53	25.99	35.45	19.58	24.81	33.83	MSF	
Hand Pruners	22.21	34.76	79.96	21.67	33.92	77.99	20.67	32.35	74.41	MLF	
Line Trimmer or Shears	10.80	14.33	21.33	10.54	13.97	20.80	10.05	13.34	19.84	MSF	
Line Trimmer or Shears	12.49	16.32	23.52	12.19	15.92	22.94	11.63	15.18	21.89	MLF	
Annual Cutback - Groundcover, Perennials + Ornamental Grasses											
Groundcover/Perennial - Hand	21.04	28.56	44.42	20.53	27.85	43.33	19.58	26.57	41.34	MSF	
Perennial/Perennial - Mechanical	11.10	15.68	26.65	10.83	15.29	25.99	10.33	14.59	24.81	MSF	
Ornamental Grass	3.33	4.71	8.00	3.25	4.59	7.80	3.10	4.38	7.44	EA	
Fertilization - Trees, Shrubs and Groundcovers											
Tree/Shrub Liquid	8.64	9.44	12.80	8.45	9.15	12.04	8.26	8.93	11.76	MSF	
Tree/Shrub Granular	8.51	8.79	9.83	8.44	8.68	9.57	8.24	8.48	9.35	MSF	
Fertilization - Turf											
Liquid App by Hand	72.08	91.93	151.47	66.57	83.66	134.93	64.99	81.68	131.72	Acre	
Liquid App by Tractor	45.89	50.04	58.05	45.89	50.04	58.05	44.80	48.86	56.68	Acre	
Granular App by Hand	93.48	113.33	172.87	87.97	105.06	156.33	85.87	102.56	152.61	Acre	
Granular App by Tractor	66.01	69.87	77.27	66.01	69.87	77.27	64.45	68.21	75.43	Acre	
Turf Weed Control											
Turf Pre or Post Emergent Liquid - Hand	69.10	88.95	148.49	63.59	80.68	131.95	62.07	78.76	128.81	Acre	
Turf Pre or Post Emergent Liquid -Tractor	42.90	47.06	55.07	42.90	47.06	55.07	41.89	45.94	53.77	Acre	
Turf Pre or Post Emergent Granular - Hand	170.04	189.89	249.43	164.54	181.62	232.90	160.62	177.31	227.35	Acre	
Turf Pre or Post Emergent Granular - Tractor	142.58	146.44	153.83	142.58	146.44	153.83	139.19	142.95	150.17	Acre	
Non Selective Herbicide											
Backpack Sprayer	3.75	4.86	7.45	3.37	4.32	6.55	3.29	4.22	6.99	MSF	Gravel Area
Tractor - Hose & Handgun	2.51	2.69	2.96	2.51	2.69	2.96	2.46	2.63	2.31	MSF	Gravel Area
Tractor - Boom	2.11	2.24	2.96	2.11	2.24	2.96	2.06	2.19	2.31	MSF	Gravel Area
Backpack Sprayer	8.83	12.65	23.80	7.74	11.03	20.64	7.56	10.77	20.73	MLF	Fence Line, Utility Pole, Curb line, Crack /Crevice
Hose & Reel - Fence line	4.55	5.31	6.48	4.06	4.71	5.73	3.96	4.60	6.17	MLF	Fence Line or Utility Poles
Hort Insect, Disease and Fungus Control											
I&D Liquid - Hand	8.97	9.77	13.13	8.78	9.48	12.37	8.58	9.25	12.08	MSF	
Spring Clean-Up											Rates assume a full Fall Clean up was performed
Turf Area	2.49	2.80	3.20	2.43	2.73	3.12	2.32	2.61	2.97	MSF	Clean up to prepare for routine maintenance
Bed Area	3.63	4.57	6.15	3.54	4.46	5.99	3.38	4.25	5.73	MSF	Clean up to prepare for routine maintenance

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 10.01-11.51

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
Backpack Blower	1.74	1.96	2.22	1.70	1.91	2.16	1.62	1.82	2.06	MSF	1-Minimal Obstructions, 2-Moderate, 3-Difficult Paved Areas - Normal
Street Blower 5-8 hp Push	0.92	1.09	1.34	0.90	1.06	1.30	0.86	1.01	1.24	MSF	Paved Areas - Normal
Backpack Blower	8.00	9.99	13.33	7.80	9.75	13.00	7.44	9.30	12.40	MSF	Paved Areas w/ Sand
Street Blower 5-8 hp Push	3.63	4.00	4.44	3.54	3.90	4.33	3.38	3.72	4.13	MSF	Paved Areas w/ Sand
Leaf Removal / Fall Clean-Up											
Backpack Blower	6.66	7.69	9.14	6.50	7.50	8.92	6.20	7.15	8.51	MSF	Turf Area - Leaf Removal
Street Blower 5-8 hp Push	4.71	5.16	5.72	4.59	5.03	5.57	4.38	4.80	5.32	MSF	Turf Area - Leaf Removal
Tractor Mounted 5-8 hp	1.40	1.54	1.72	1.40	1.54	1.72	1.37	1.51	1.67	MSF	Turf Area - Leaf Removal
Backpack Blower	4.00	5.08	6.95	3.90	4.95	6.78	3.72	4.73	6.47	MSF	Turf Area - Leaves Blown into Natural Area
Street Blower 5-8 hp Push	1.34	1.78	2.85	1.30	1.74	2.78	1.24	1.66	2.65	MSF	Turf Area - Leaves Blown into Natural Area
Tractor Mounted 5-8 hp	1.13	1.24	1.39	1.13	1.24	1.39	1.10	1.21	1.35	MSF	Turf Area - Leaves Blown into Natural Area
Backpack Blower	8.00	9.70	12.30	7.80	9.46	12.00	7.44	9.02	11.45	MSF	Bed Area - Leaf Removal
Backpack Blower	6.66	8.00	9.99	6.50	7.80	9.75	6.20	7.44	9.30	MSF	Bed Area - Leaves blown into natural area
Irrigation Services											
Spring Start	10.63	13.29	17.72	9.80	12.24	16.33	8.85	11.06	14.74	ZONE	turn on clock, water, valves
Technical System Inspections	13.29	17.72	26.57	12.24	16.33	24.49	11.06	14.74	22.11	ZONE	adjust and clean clogged heads
Winterization	5.32	8.86	26.57	4.90	8.16	24.49	4.42	7.37	22.11	ZONE	Shut down and blow out system
Winterization	5.32	7.59	13.29	4.90	6.99	12.24	4.42	6.31	11.06	ZONE	Shut down - gravity drain
Aeration											
Walk - Single Pass	2.22	3.55	8.89	2.16	3.47	8.67	2.06	3.31	8.27	MSF	
Walk - Double Pass	4.21	6.95	19.99	4.11	6.78	19.50	3.92	6.47	18.60	MSF	
Tractor - Single Pass	65.26	83.05	130.49	65.26	83.05	130.49	63.71	81.08	127.39	Acre	
Tractor - Double Pass	104.40	139.98	234.87	104.40	139.98	234.87	101.91	136.65	229.28	Acre	
Travel + Setup											
Grounds Maintenance Laborer		39.98			39.00			37.20		Hour	Travel to the site, load/unload, check fuel + oil
Spray Tech		54.67			47.08			45.96		Hour	Travel to the site, load/unload, check fuel + oil
Irrigation Technician		53.15			48.97			44.23		Hour	Travel to the site, load/unload, check fuel + oil
Tractor Operator		53.91			53.91			52.63		Hour	Travel to the site, load/unload, check fuel + oil
Other Services Available											
Corrective Pruning		39.98			39.00			37.20		Hour	
Rejuvenative Pruning		39.98			39.00			37.20		Hour	
Tree Straightening		39.98			39.00			37.20		Hour	
Hand Watering		39.98			39.00			37.20		Hour	

PROJECT DESCRIPTIONS

	Annual Revenue Base Contract Amount		Crew Size	
	Minimum	Maximum	Minimum	Maximum
Branch Based -Small Project	Minimum	\$12,000.00	Minimum	2
	Maximum	\$75,000.00	Maximum	4
Branch Based -Large Project	Minimum	\$75,001.00	Minimum	4
	Maximum	\$249,999.00	Maximum	6
Site Based Project	Minimum	\$200,000.00	Minimum	4
	Maximum	\$750,000.00	Maximum	15

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 10.01-11.51

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
											1-Minimal Obstructions, 2-Moderate, 3-Difficult

- NOTES:**
- Prices quoted are based on a National Average Fuel Retail Rate of \$1.38 per gallon for regular gasoline as published by the Department of Energy.
 - Prices quoted are Straight Time Rates. Overtime, Weekend and Holiday Rates are available upon request.
 - Unless otherwise noted, prices quoted are for properties that receive weekly maintenance and are currently being maintained.
 - Travel and Setup time must be included on every project, for every crew member for every visit. Time will be based on distance from the branch and equipment used.
 - Not all equipment is available at every location. TruGreen reserves the right to select the equipment to be used for each project.
 - The TruGreen Representative shall determine the degree of difficulty for each task.
 - Small Branch Based Projects should be within 45 minute drive time of a TruGreen LandCare Branch
 - Large Branch Based Projects should be within 75 minute drive time of a TruGreen LandCare or ChemLawn Branch
 - Site Based Projects should be within 2 hour drive time of a TruGreen LandCare or TruGreen ChemLawn Branch
 - Prices include \$2.56 per hour for health and welfare
 - MSF - 1000 Square Feet, MLF - 1000 Lineal Feet, MFF - 1000 Face Feet, EA - each
 - The pricing matrix in its entirety is confidential and proprietary property of TruGreen LandCare, LLC.
 - Dissemination, distribution or copying of this information, except for the sole purpose of pricing GSA projects, is strictly prohibited

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 11.51 - 13.00

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
Mowing Improved Area											1-Minimal Obstructions, 2-Moderate, 3-Difficult
Areas mowed weekly during the growing season											
21" Push	258.75	310.49	388.12	252.33	302.79	378.49	241.44	289.72	362.16	Acre	
36" Walk Behind	80.03	99.52	131.57	78.03	97.05	128.30	74.67	92.86	122.76	Acre	
48" Walk Behind	46.20	57.50	76.10	45.06	56.07	74.21	43.11	53.66	71.01	Acre	
60" Walk Behind	36.62	44.23	55.84	35.71	43.13	54.45	34.16	41.28	52.11	Acre	
52" Rider	32.34	38.05	46.20	31.54	37.11	45.06	30.18	35.50	43.11	Acre	
60" Rider	26.58	32.62	42.18	25.93	31.81	41.14	24.81	30.43	39.36	Acre	
72" Rider	19.40	25.54	37.32	18.92	24.90	36.39	18.10	23.83	34.82	Acre	
110" Batwing	19.33	20.44	21.72	19.33	20.44	21.72	18.87	19.95	21.20	Acre	Tractor Operator Rate
15' Batwing	16.18	17.63	19.56	16.18	17.63	19.56	15.79	17.21	19.09	Acre	Tractor Operator Rate
20' Batwing	15.27	15.88	16.54	15.27	15.88	16.54	14.91	15.50	16.14	Acre	Tractor Operator Rate
Mowing Unimproved Areas											Areas mowed monthly during the growing season
Tractor w/ 6' Finish Deck	55.06	64.33	86.88	55.06	64.33	86.88	53.75	62.80	84.82	Acre	Tractor Operator Rate
Tractor w/Bush Hog 6'	55.52	72.14	131.97	55.52	72.14	131.97	54.20	70.42	128.83	Acre	Tractor Operator Rate
Tractor w/Bush Hog 8'	56.91	67.32	91.71	56.91	67.32	91.71	55.55	65.72	89.53	Acre	Tractor Operator Rate
Tractor w/Bush Hog 10'	55.87	62.62	76.15	55.87	62.62	76.15	54.54	61.14	74.34	Acre	Tractor Operator Rate
Hard Line Edging											
Stick Edger	5.72	10.42	59.40	5.57	10.16	57.92	5.33	9.73	55.43	MLF	
Walk Behind edger	7.73	9.63	12.73	7.54	9.39	12.41	7.22	8.98	11.88	MLF	
Soft Edging											
Shovel - Cut Edge	162.00	193.69	234.47	157.98	188.89	228.66	151.16	180.74	218.79	MLF	Shovel Cut edge must currently exist
Stick Edger	9.90	15.49	35.64	9.66	15.11	34.75	9.24	14.46	33.26	MLF	
Walk Behind edger	8.41	11.42	17.82	8.20	11.14	17.38	7.84	10.66	16.63	MLF	
Line Trimming											
Light Vegetation	6.85	9.38	14.85	6.68	9.15	14.48	6.39	8.75	13.86	MSF	Open areas or slopes less than 2:1
Utility Poles/ Signs in Turf	49.50	63.64	87.35	48.27	62.06	85.19	46.19	59.39	81.51	Per 100	
Fence Line	9.28	13.50	24.75	9.05	13.17	24.14	8.66	12.60	23.09	MLF	
Litter Removal											
Office Building Area	0.36	0.51	0.89	0.35	0.50	0.87	0.33	0.48	0.83	MSF	
Parking Lot Area	0.33	0.47	0.81	0.32	0.46	0.79	0.31	0.44	0.76	MSF	
Adjacent to Streets	0.71	0.89	1.21	0.69	0.87	1.18	0.66	0.83	1.13	MSF	
Blowing											
Backpack Blower	1.11	1.48	2.22	1.08	1.44	2.17	1.03	1.38	2.07	MSF	Walks, Drives or Turf Areas
Backpack Blower	5.81	7.63	11.14	5.66	7.44	10.86	5.42	7.12	10.39	MLF	Curb lines
Street Blower 5-8 hp Push	0.81	1.05	1.49	0.79	1.02	1.45	0.76	0.98	1.39	MSF	Walks, Drives or Turf Areas
Street Blower 5-8 hp Push	6.36	6.85	7.42	6.20	6.68	7.24	5.94	6.39	6.93	MLF	Curb lines
Tractor Mounted 5-8 hp	0.69	0.83	0.94	0.69	0.83	0.94	0.68	0.81	0.91	MSF	Walks, Drives or Turf Areas
Tractor Mounted 5-8 hp	2.89	3.22	3.80	2.89	3.22	3.80	2.82	3.15	3.71	MLF	Curb lines
Plant Bed Detail + Weed Control											
Hand Weeding or Raking of Beds	9.90	13.93	23.76	9.66	13.58	23.17	9.24	12.99	22.17	MSF	
Post Emergent - Bed Area	4.78	6.82	12.71	4.20	5.96	11.03	4.10	5.83	10.77	MSF	
Post Emergent - Natural Area	2.51	3.20	4.61	2.24	2.83	4.05	2.19	2.77	3.96	MSF	
Pre-Emergent Liquid (Hand) - Bed Area	5.12	7.16	13.05	4.54	6.29	11.37	4.42	6.14	11.09	MSF	
Pre-Emergent Liquid (Hand) - Natural Area	2.85	3.54	4.95	2.58	3.17	4.39	2.51	3.09	4.28	MSF	
Pre-Emergent Granular (Hand) - Bed Area	11.03	12.02	15.23	10.77	11.63	14.39	10.51	11.35	14.05	MSF	
Pre-Emergent Granular (Hand) - Natural Area	10.07	10.53	11.92	9.96	10.34	11.54	9.72	10.10	11.26	MSF	

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 11.51 - 13.00

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
1-Minimal Obstructions, 2-Moderate, 3-Difficult											
Prune Trees <12'											
Prune Evergreens	6.36	8.91	14.85	6.20	8.69	14.48	5.94	8.31	13.86	EA	
Prune Deciduous	4.46	6.85	14.85	4.35	6.68	14.48	4.16	6.39	13.86	EA	
Prune Ornamental	7.42	11.14	22.27	7.24	10.86	21.73	6.93	10.39	20.79	EA	
Prune Palms	7.42	8.91	11.14	7.24	8.69	10.86	6.93	8.31	10.39	EA	
Prune Shrubs < 5' by Hand											
Prune Shrubs - Individual	2.47	3.30	4.95	2.41	3.22	4.83	2.31	3.08	4.62	EA	
Prune Shrubs - Mass Planting	74.25	104.83	178.20	72.41	102.22	173.77	69.29	97.81	166.28	MSF	
Prune Shrubs - Hedge	111.37	165.00	318.21	108.61	160.91	310.31	103.93	153.96	296.94	MFF	
Prune Shrubs < 5' - Mechanical											
Prune Shrubs - Individual	1.79	2.47	3.43	1.74	2.41	3.34	1.67	2.31	3.20	EA	
Prune Shrubs - Mass Planting	51.50	70.15	111.37	50.22	68.42	108.61	48.06	65.47	103.93	MSF	
Prune Shrubs - Hedge	81.00	115.71	202.50	78.99	112.85	197.48	75.58	107.98	188.96	MFF	
Groundcover Trimming											
Hand Pruners	23.45	29.70	40.50	22.86	28.97	39.49	21.88	27.71	37.80	MSF	
Hand Pruners	24.75	38.74	89.10	24.14	37.78	86.89	23.09	36.15	83.14	MLF	
Line Trimmer or Shears	12.04	15.97	23.76	11.74	15.57	23.17	11.23	14.90	22.17	MSF	
Line Trimmer or Shears	13.93	18.18	26.20	13.58	17.74	25.56	12.99	16.97	24.45	MLF	
Annual Cutback - Groundcover, Perennials + Ornamental Grasses											
Groundcover/Perennial - Hand	23.45	31.82	49.50	22.86	31.03	48.27	21.88	29.70	46.19	MSF	
Perennial/Perennial - Mechanical	12.38	17.47	29.70	12.07	17.04	28.97	11.55	16.30	27.71	MSF	
Ornamental Grass	3.71	5.24	8.91	3.62	5.11	8.69	3.46	4.89	8.31	EA	
Fertilization - Trees, Shrubs and Groundcovers											
Tree/Shrub Liquid	8.78	9.67	13.41	8.58	9.35	12.57	8.38	9.13	12.28	MSF	
Tree/Shrub Granular	8.56	8.88	10.02	8.49	8.76	9.75	8.28	8.55	9.52	MSF	
Fertilization - Turf											
Liquid App by Hand	76.49	98.54	164.69	70.42	89.44	146.49	68.75	87.31	143.01	Acre	
Liquid App by Tractor	47.60	52.29	61.31	47.60	52.29	61.31	46.46	51.04	59.85	Acre	
Granular App by Hand	97.88	119.94	186.08	91.82	110.83	167.89	89.64	108.20	163.90	Acre	
Granular App by Tractor	67.57	71.91	80.25	67.57	71.91	80.25	65.96	70.20	78.34	Acre	
Turf Weed Control											
Turf Pre or Post Emergent Liquid - Hand	73.51	95.56	161.70	67.44	86.45	143.51	65.84	84.40	140.10	Acre	
Turf Pre or Post Emergent Liquid -Tractor	44.62	49.31	58.32	44.62	49.31	58.32	43.55	48.13	56.94	Acre	
Turf Pre or Post Emergent Granular - Hand	174.45	196.51	262.65	168.39	187.40	244.46	164.38	182.94	238.64	Acre	
Turf Pre or Post Emergent Granular - Tractor	144.14	148.48	156.82	144.14	148.48	156.82	140.71	144.95	153.09	Acre	
Non Selective Herbicide											
Backpack Sprayer	4.05	5.28	8.16	3.64	4.70	7.18	3.55	4.59	7.60	MSF	Gravel Area
Tractor - Hose & Handgun	2.63	2.83	3.13	2.63	2.83	3.13	2.57	2.77	2.48	MSF	Gravel Area
Tractor - Boom	2.17	2.32	3.13	2.17	2.32	3.13	2.12	2.27	2.48	MSF	Gravel Area
Backpack Sprayer	9.70	13.95	26.32	8.50	12.16	22.84	8.30	11.88	22.89	MLF	Fence Line, Utility Pole, Curb line, Crack /Crevice
Hose & Reel - Fence line	4.94	5.79	7.09	4.40	5.13	6.25	4.30	5.01	6.69	MLF	Fence Line or Utility Poles
Hort Insect, Disease and Fungus Control											
I&D Liquid - Hand	9.11	9.99	13.74	8.91	9.68	12.90	8.70	9.45	12.60	MSF	
Spring Clean-Up											
Turf Area	2.78	3.12	3.56	2.71	3.05	3.47	2.59	2.91	3.32	MSF	Rates assume a full Fall Clean up was performed
Bed Area	4.05	5.09	6.85	3.95	4.97	6.68	3.78	4.75	6.39	MSF	Clean up to prepare for routine maintenance
											Clean up to prepare for routine maintenance

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 11.51 - 13.00

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
Backpack Blower	1.94	2.17	2.47	1.89	2.11	2.41	1.81	2.02	2.31	MSF	1-Minimal Obstructions, 2-Moderate, 3-Difficult Paved Areas - Normal
Street Blower 5-8 hp Push	1.03	1.22	1.49	1.00	1.19	1.45	0.96	1.13	1.39	MSF	Paved Areas - Normal
Backpack Blower	8.91	11.14	14.85	8.69	10.86	14.48	8.31	10.39	13.86	MSF	Paved Areas w/ Sand
Street Blower 5-8 hp Push	4.05	4.46	4.95	3.95	4.35	4.83	3.78	4.16	4.62	MSF	Paved Areas w/ Sand
Leaf Removal / Fall Clean-Up											
Backpack Blower	7.42	8.57	10.18	7.24	8.36	9.94	6.93	7.99	9.51	MSF	Turf Area - Leaf Removal
Street Blower 5-8 hp Push	5.24	5.75	6.36	5.11	5.61	6.20	4.89	5.37	5.94	MSF	Turf Area - Leaf Removal
Tractor Mounted 5-8 hp	1.58	1.74	1.93	1.58	1.74	1.93	1.54	1.70	1.89	MSF	Turf Area - Leaf Removal
Backpack Blower	4.46	5.66	7.75	4.35	5.52	7.55	4.16	5.28	7.23	MSF	Turf Area - Leaves Blown into Natural Area
Street Blower 5-8 hp Push	1.49	1.98	3.18	1.45	1.94	3.10	1.39	1.85	2.97	MSF	Turf Area - Leaves Blown into Natural Area
Tractor Mounted 5-8 hp	1.27	1.40	1.56	1.27	1.40	1.56	1.24	1.37	1.52	MSF	Turf Area - Leaves Blown into Natural Area
Backpack Blower	8.91	10.80	13.71	8.69	10.53	13.37	8.31	10.07	12.79	MSF	Bed Area - Leaf Removal
Backpack Blower	7.42	8.91	11.14	7.24	8.69	10.86	6.93	8.31	10.39	MSF	Bed Area - Leaves blown into natural area
Irrigation Services											
Spring Start	11.54	14.43	19.24	10.63	13.29	17.72	9.69	12.11	16.14	ZONE	turn on clock, water, valves
Technical System Inspections	14.43	19.24	28.86	13.29	17.72	26.57	12.11	16.14	24.22	ZONE	adjust and clean clogged heads
Winterization	5.78	9.62	28.86	5.32	8.86	26.57	4.85	8.07	24.22	ZONE	Shut down and blow out system
Winterization	5.78	8.25	14.43	5.32	7.59	13.29	4.85	6.92	12.11	ZONE	Shut down - gravity drain
Aeration											
Walk - Single Pass	2.47	3.96	9.90	2.41	3.86	9.66	2.31	3.69	9.24	MSF	
Walk - Double Pass	4.69	7.75	22.27	4.57	7.55	21.73	4.38	7.23	20.79	MSF	
Tractor - Single Pass	70.22	90.26	143.73	70.22	90.26	143.73	68.55	88.12	140.31	Acre	
Tractor - Double Pass	114.32	154.41	261.34	114.32	154.41	261.34	111.60	150.74	255.11	Acre	
Travel + Setup											
Grounds Maintenance Laborer		44.55			43.44			41.57		Hour	Travel to the site, load/unload, check fuel + oil
Spray Tech		60.74			52.39			51.14		Hour	Travel to the site, load/unload, check fuel + oil
Irrigation Technician		57.72			53.15			48.43		Hour	Travel to the site, load/unload, check fuel + oil
Tractor Operator		60.75			60.75			59.30		Hour	Travel to the site, load/unload, check fuel + oil
Other Services Available											
Corrective Pruning		44.55			43.44			41.57		Hour	
Rejuvenative Pruning		44.55			43.44			41.57		Hour	
Tree Straightening		44.55			43.44			41.57		Hour	
Hand Watering		44.55			43.44			41.57		Hour	

PROJECT DESCRIPTIONS

	Annual Revenue Base Contract Amount		Crew Size	
	Minimum	Maximum	Minimum	Maximum
Branch Based -Small Project	Minimum	\$12,000.00	Minimum	2
	Maximum	\$75,000.00	Maximum	4
Branch Based -Large Project	Minimum	\$75,001.00	Minimum	4
	Maximum	\$249,999.00	Maximum	6
Site Based Project	Minimum	\$200,000.00	Minimum	4
	Maximum	\$750,000.00	Maximum	15

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 11.51 - 13.00

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		1-Minimal Obstructions, 2-Moderate, 3-Difficult

- NOTES:**
- Prices quoted are based on a National Average Fuel Retail Rate of \$1.38 per gallon for regular gasoline as published by the Department of Energy.
 - Prices quoted are Straight Time Rates. Overtime, Weekend and Holiday Rates are available upon request.
 - Unless otherwise noted, prices quoted are for properties that receive weekly maintenance and are currently being maintained.
 - Travel and Setup time must be included on every project, for every crew member for every visit. Time will be based on distance from the branch and equipment used.
 - Not all equipment is available at every location. TruGreen reserves the right to select the equipment to be used for each project.
 - The TruGreen Representative shall determine the degree of difficulty for each task.
 - Small Branch Based Projects should be within 45 minute drive time of a TruGreen LandCare Branch
 - Large Branch Based Projects should be within 75 minute drive time of a TruGreen LandCare or ChemLawn Branch
 - Site Based Projects should be within 2 hour drive time of a TruGreen LandCare or TruGreen ChemLawn Branch
 - Prices include \$2.56 per hour for health and welfare
 - MSF - 1000 Square Feet, MLF - 1000 Lineal Feet, MFF - 1000 Face Feet, EA - each
 - The pricing matrix in its entirety is confidential and proprietary property of TruGreen LandCare, LLC.
 - Dissemination, distribution or copying of this information, except for the sole purpose of pricing GSA projects, is strictly prohibited

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 13.01 - 14.50

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments										
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty														
	1	2	3	1	2	3	1	2	3												
Mowing Improved Area											1-Minimal Obstructions, 2-Moderate, 3-Difficult										
Areas mowed weekly during the growing season																					
21" Push	286.72	344.07	430.08	279.44	335.33	419.16	267.77	321.32	401.65	Acre											
36" Walk Behind	88.68	110.27	145.78	86.42	107.48	142.08	82.81	102.99	136.16	Acre											
48" Walk Behind	51.20	63.72	84.33	49.90	62.09	82.18	47.82	59.50	78.75	Acre											
60" Walk Behind	40.58	49.01	61.88	39.54	47.77	60.31	37.90	45.78	57.80	Acre											
52" Rider	35.84	42.16	51.20	34.93	41.10	49.90	33.48	39.38	47.82	Acre											
60" Rider	29.46	36.14	46.74	28.71	35.22	45.57	27.51	33.76	43.66	Acre											
72" Rider	21.51	28.30	41.36	20.96	27.58	40.30	20.08	26.42	38.62	Acre											
110" Batwing	20.75	21.95	23.34	20.75	21.95	23.34	20.25	21.43	22.78	Acre	Tractor Operator Rate										
15' Batwing	17.08	18.65	20.76	17.08	18.65	20.76	16.67	18.21	20.26	Acre	Tractor Operator Rate										
20' Batwing	15.94	16.60	17.31	15.94	16.60	17.31	15.56	16.20	16.90	Acre	Tractor Operator Rate										
Mowing Unimproved Areas											Areas mowed monthly during the growing season										
Tractor w/ 6' Finish Deck											56.91	66.99	91.51	56.91	66.99	91.51	55.55	65.40	89.34	Acre	Tractor Operator Rate
Tractor w/Bush Hog 6'											58.09	76.17	141.23	58.09	76.17	141.23	56.71	74.35	137.86	Acre	Tractor Operator Rate
Tractor w/Bush Hog 8'											59.17	70.50	97.03	59.17	70.50	97.03	57.77	68.82	94.71	Acre	Tractor Operator Rate
Tractor w/Bush Hog 10'											57.64	64.99	79.70	57.64	64.99	79.70	56.27	63.43	77.80	Acre	Tractor Operator Rate
Hard Line Edging																					
Stick Edger											6.32	11.55	65.83	6.16	11.25	64.15	5.92	10.78	61.48	MLF	
Walk Behind edger											8.57	10.66	14.10	8.35	10.39	13.75	8.00	9.96	13.18	MLF	
Soft Edging																					
Shovel - Cut Edge											179.51	214.63	259.82	174.96	209.19	253.23	167.65	200.45	242.65	MLF	Shovel Cut edge must currently exist
Stick Edger											10.97	17.17	39.49	10.69	16.74	38.49	10.24	16.04	36.89	MLF	
Walk Behind edger											9.32	12.66	19.75	9.08	12.34	19.24	8.70	11.82	18.44	MLF	
Line Trimming																					
Light Vegetation											7.59	10.39	16.46	7.40	10.12	16.04	7.09	9.71	15.37	MSF	Open areas or slopes less than 2:1
Utility Poles/ Signs in Turf											54.85	70.52	96.80	53.46	68.74	94.34	51.23	65.86	90.40	Per 100	
Fence Line											10.28	14.96	27.42	10.02	14.58	26.73	9.61	13.97	25.62	MLF	
Litter Removal																					
Office Building Area											0.39	0.56	0.99	0.38	0.55	0.96	0.37	0.53	0.92	MSF	
Parking Lot Area											0.36	0.52	0.90	0.35	0.51	0.88	0.34	0.48	0.84	MSF	
Adjacent to Streets											0.79	0.99	1.34	0.77	0.96	1.30	0.73	0.92	1.25	MSF	
Blowing																					
Backpack Blower											1.23	1.64	2.46	1.20	1.60	2.40	1.15	1.53	2.30	MSF	Walks, Drives or Turf Areas
Backpack Blower											6.42	8.45	12.34	6.26	8.24	12.03	6.00	7.89	11.52	MLF	Curb lines
Street Blower 5-8 hp Push											0.90	1.16	1.65	0.88	1.13	1.61	0.84	1.09	1.54	MSF	Walks, Drives or Turf Areas
Street Blower 5-8 hp Push											7.05	7.59	8.23	6.87	7.40	8.02	6.58	7.09	7.68	MLF	Curb lines
Tractor Mounted 5-8 hp											0.75	0.90	1.02	0.75	0.90	1.02	0.74	0.88	0.99	MSF	Walks, Drives or Turf Areas
Tractor Mounted 5-8 hp											3.14	3.51	4.13	3.14	3.51	4.13	3.07	3.42	4.03	MLF	Curb lines
Plant Bed Detail + Weed Control																					
Hand Weeding or Raking of Beds											10.97	15.43	26.32	10.69	15.03	25.66	10.24	14.40	24.59	MSF	
Post Emergent - Bed Area											5.20	7.45	13.93	4.73	6.74	12.56	4.62	6.58	12.26	MSF	
Post Emergent - Natural Area											2.71	3.46	5.02	2.49	3.16	4.56	2.43	3.09	4.45	MSF	
Pre-Emergent Liquid (Hand) - Bed Area											5.54	7.79	14.26	5.07	7.08	12.90	4.94	6.90	12.58	MSF	
Pre-Emergent Liquid (Hand) - Natural Area											3.05	3.80	5.36	2.83	3.50	4.90	2.75	3.41	4.77	MSF	
Pre-Emergent Granular (Hand) - Bed Area											11.22	12.31	15.84	11.01	11.99	15.15	10.74	11.70	14.79	MSF	
Pre-Emergent Granular (Hand) - Natural Area											10.16	10.67	12.19	10.06	10.52	11.88	9.83	10.26	11.60	MSF	

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 13.01 - 14.50

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
1-Minimal Obstructions, 2-Moderate, 3-Difficult											
Prune Trees <12'											
Prune Evergreens	7.05	9.88	16.46	6.87	9.63	16.04	6.58	9.22	15.37	EA	
Prune Deciduous	4.94	7.59	16.46	4.81	7.40	16.04	4.61	7.09	15.37	EA	
Prune Ornamental	8.23	12.34	24.69	8.02	12.03	24.06	7.68	11.52	23.05	EA	
Prune Palms	8.23	9.88	12.34	8.02	9.63	12.03	7.68	9.22	11.52	EA	
Prune Shrubs < 5' by Hand											
Prune Shrubs - Individual	2.74	3.66	5.49	2.67	3.56	5.35	2.56	3.41	5.13	EA	
Prune Shrubs - Mass Planting	82.27	116.16	197.47	80.19	113.21	192.45	76.84	108.48	184.42	MSF	
Prune Shrubs - Hedge	123.42	182.84	352.62	120.28	178.19	343.67	115.26	170.75	329.31	MFF	
Prune Shrubs < 5' - Mechanical											
Prune Shrubs - Individual	1.98	2.74	3.80	1.93	2.67	3.70	1.85	2.56	3.55	EA	
Prune Shrubs - Mass Planting	57.07	77.75	123.42	55.62	75.77	120.28	53.30	72.61	115.26	MSF	
Prune Shrubs - Hedge	89.76	128.23	224.39	87.48	124.97	218.69	83.83	119.75	209.56	MFF	
Groundcover Trimming											
Hand Pruners	25.98	32.91	44.88	25.33	32.08	43.74	24.27	30.73	41.91	MSF	
Hand Pruners	27.42	42.92	98.73	26.73	41.84	96.23	25.62	40.09	92.21	MLF	
Line Trimmer or Shears	13.35	17.70	26.32	13.01	17.25	25.66	12.46	16.53	24.59	MSF	
Line Trimmer or Shears	15.43	20.15	29.04	15.03	19.64	28.30	14.40	18.82	27.12	MLF	
Annual Cutback - Groundcover, Perennials + Ornamental Grasses											
Groundcover/Perennial - Hand	25.98	35.26	54.85	25.33	34.36	53.46	24.27	32.93	51.23	MSF	
Perennial/Perennial - Mechanical	13.72	19.36	32.91	13.37	18.87	32.08	12.81	18.08	30.73	MSF	
Ornamental Grass	4.11	5.81	9.88	4.01	5.66	9.63	3.84	5.43	9.22	EA	
Fertilization - Trees, Shrubs and Groundcovers											
Tree/Shrub Liquid	8.92	9.91	14.01	8.76	9.64	13.33	8.56	9.42	13.02	MSF	
Tree/Shrub Granular	8.62	8.97	10.22	8.56	8.87	9.99	8.35	8.66	9.77	MSF	
Fertilization - Turf											
Liquid App by Hand	80.90	105.15	177.90	75.94	97.71	163.03	74.13	95.38	159.15	Acre	
Liquid App by Tractor	48.93	54.02	63.84	48.93	54.02	63.84	47.76	52.74	62.32	Acre	
Granular App by Hand	102.29	126.54	199.30	97.34	119.10	184.43	95.02	116.27	180.04	Acre	
Granular App by Tractor	68.78	73.50	82.56	68.78	73.50	82.56	67.14	71.75	80.60	Acre	
Turf Weed Control											
Turf Pre or Post Emergent Liquid - Hand	77.91	102.16	174.92	72.96	94.72	160.05	71.22	92.47	156.24	Acre	
Turf Pre or Post Emergent Liquid -Tractor	45.94	51.04	60.86	45.94	51.04	60.86	44.85	49.83	59.41	Acre	
Turf Pre or Post Emergent Granular - Hand	178.86	203.11	275.87	173.90	195.67	261.00	169.76	191.01	254.78	Acre	
Turf Pre or Post Emergent Granular - Tractor	145.35	150.06	159.13	145.35	150.06	159.13	141.88	146.49	155.34	Acre	
Non Selective Herbicide											
Backpack Sprayer	4.36	5.71	8.88	4.02	5.23	8.07	3.93	5.11	8.47	MSF	Gravel Area
Tractor - Hose & Handgun	2.71	2.94	3.27	2.71	2.94	3.27	2.65	2.87	2.61	MSF	Gravel Area
Tractor - Boom	2.22	2.38	3.27	2.22	2.38	3.27	2.17	2.33	2.61	MSF	Gravel Area
Backpack Sprayer	10.56	15.23	28.86	9.59	13.78	26.00	9.37	13.46	25.98	MLF	Fence Line, Utility Pole, Curb line, Crack /Crevice
Hose & Reel - Fence line	5.33	6.25	7.70	4.89	5.73	7.01	4.78	5.59	7.44	MLF	Fence Line or Utility Poles
Hort Insect, Disease and Fungus Control											
I&D Liquid - Hand	9.25	10.23	14.34	9.09	9.97	13.66	8.88	9.74	13.34	MSF	
Spring Clean-Up											
Turf Area	3.08	3.46	3.95	3.00	3.37	3.85	2.88	3.23	3.69	MSF	Clean up to prepare for routine maintenance
Bed Area	4.49	5.65	7.59	4.37	5.50	7.40	4.19	5.27	7.09	MSF	Clean up to prepare for routine maintenance

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 13.01 - 14.50

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
Backpack Blower	2.14	2.40	2.74	2.09	2.34	2.67	2.00	2.24	2.56	MSF	1-Minimal Obstructions, 2-Moderate, 3-Difficult
Street Blower 5-8 hp Push	1.14	1.35	1.65	1.11	1.31	1.61	1.06	1.26	1.54	MSF	Paved Areas - Normal
Backpack Blower	9.88	12.34	16.46	9.63	12.03	16.04	9.22	11.52	15.37	MSF	Paved Areas w/ Sand
Street Blower 5-8 hp Push	4.49	4.94	5.49	4.37	4.81	5.35	4.19	4.61	5.13	MSF	Paved Areas w/ Sand
Leaf Removal / Fall Clean-Up											
Backpack Blower	8.23	9.50	11.28	8.02	9.26	10.99	7.68	8.87	10.53	MSF	Turf Area - Leaf Removal
Street Blower 5-8 hp Push	5.81	6.37	7.05	5.66	6.20	6.87	5.43	5.95	6.58	MSF	Turf Area - Leaf Removal
Tractor Mounted 5-8 hp	1.72	1.89	2.09	1.72	1.89	2.09	1.68	1.85	2.04	MSF	Turf Area - Leaf Removal
Backpack Blower	4.94	6.26	8.59	4.81	6.10	8.37	4.61	5.86	8.02	MSF	Turf Area - Leaves Blown into Natural Area
Street Blower 5-8 hp Push	1.65	2.19	3.53	1.61	2.13	3.44	1.54	2.04	3.29	MSF	Turf Area - Leaves Blown into Natural Area
Tractor Mounted 5-8 hp	1.38	1.52	1.70	1.38	1.52	1.70	1.35	1.49	1.66	MSF	Turf Area - Leaves Blown into Natural Area
Backpack Blower	9.88	11.97	15.19	9.63	11.66	14.80	9.22	11.17	14.18	MSF	Bed Area - Leaf Removal
Backpack Blower	8.23	9.88	12.34	8.02	9.63	12.03	7.68	9.22	11.52	MSF	Bed Area - Leaves blown into natural area
Irrigation Services											
Spring Start	12.61	15.76	21.01	11.62	14.52	19.36	10.62	13.29	17.72	ZONE	turn on clock, water, valves
Technical System Inspections	15.76	21.01	31.51	14.52	19.36	29.05	13.29	17.72	26.56	ZONE	adjust and clean clogged heads
Winterization	6.30	10.50	31.51	5.81	9.69	29.05	5.32	8.86	26.56	ZONE	Shut down and blow out system
Winterization	6.30	9.01	15.76	5.81	8.30	14.52	5.32	7.59	13.29	ZONE	Shut down - gravity drain
Aeration											
Walk - Single Pass	2.74	4.39	10.97	2.67	4.28	10.69	2.56	4.10	10.24	MSF	
Walk - Double Pass	5.20	8.59	24.69	5.07	8.37	24.06	4.86	8.02	23.05	MSF	
Tractor - Single Pass	74.08	95.88	154.01	74.08	95.88	154.01	72.32	93.60	150.35	Acre	
Tractor - Double Pass	122.04	165.64	281.91	122.04	165.64	281.91	119.13	161.69	275.20	Acre	
Travel + Setup											
Grounds Maintenance Laborer		49.37			48.11			46.10		Hour	Travel to the site, load/unload, check fuel + oil
Spray Tech		66.81			59.98			58.55		Hour	Travel to the site, load/unload, check fuel + oil
Irrigation Technician		63.03			58.09			53.13		Hour	Travel to the site, load/unload, check fuel + oil
Tractor Operator		66.06			66.06			64.49		Hour	Travel to the site, load/unload, check fuel + oil
Other Services Available											
Corrective Pruning		49.37			48.11			46.10		Hour	
Rejuvenative Pruning		49.37			48.11			46.10		Hour	
Tree Straightening		49.37			48.11			46.10		Hour	
Hand Watering		49.37			48.11			46.10		Hour	

PROJECT DESCRIPTIONS				
	Annual Revenue Base Contract Amount		Crew Size	
	Minimum	Maximum	Minimum	Maximum
Branch Based -Small Project	Minimum	\$12,000.00	Minimum	2
	Maximum	\$75,000.00	Maximum	4
Branch Based -Large Project	Minimum	\$75,001.00	Minimum	4
	Maximum	\$249,999.00	Maximum	6
Site Based Project	Minimum	\$200,000.00	Minimum	4
	Maximum	\$750,000.00	Maximum	15

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 13.01 - 14.50

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
											1-Minimal Obstructions, 2-Moderate, 3-Difficult

NOTES:											
Prices quoted are based on a National Average Fuel Retail Rate of \$1.38 per gallon for regular gasoline as published by the Department of Energy.											
Prices quoted are Straight Time Rates. Overtime, Weekend and Holiday Rates are available upon request.											
Unless otherwise noted, prices quoted are for properties that receive weekly maintenance and are currently being maintained.											
Travel and Setup time must be included on every project, for every crew member for every visit. Time will be based on distance from the branch and equipment used.											
Not all equipment is available at every location. TruGreen reserves the right to select the equipment to be used for each project.											
The TruGreen Representative shall determine the degree of difficulty for each task.											
Small Branch Based Projects should be within 45 minute drive time of a TruGreen LandCare Branch											
Large Branch Based Projects should be within 75 minute drive time of a TruGreen LandCare or ChemLawn Branch											
Site Based Projects should be within 2 hour drive time of a TruGreen LandCare or TruGreen ChemLawn Branch											
Prices include \$2.56 per hour for health and welfare											
MSF - 1000 Square Feet, MLF - 1000 Lineal Feet, MFF - 1000 Face Feet, EA - each											
The pricing matrix in its entirety is confidential and proprietary property of TruGreen LandCare, LLC.											
Dissemination, distribution or copying of this information, except for the sole purpose of pricing GSA projects, is strictly prohibited											

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 14.52 - 15.52

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
Mowing Improved Area											1-Minimal Obstructions, 2-Moderate, 3-Difficult Areas mowed weekly during the growing season
21" Push	305.98	367.18	458.98	298.85	358.62	448.28	286.16	343.40	429.24	Acre	
36" Walk Behind	94.63	117.69	155.59	92.43	114.94	151.96	88.51	110.06	145.51	Acre	
48" Walk Behind	54.64	68.00	89.99	53.37	66.41	87.90	51.10	63.59	84.17	Acre	
60" Walk Behind	43.30	52.31	66.04	42.29	51.08	64.50	40.50	48.92	61.77	Acre	
52" Rider	38.24	45.00	54.64	37.36	43.95	53.37	35.77	42.08	51.10	Acre	
60" Rider	31.44	38.57	49.88	30.70	37.67	48.73	29.40	36.07	46.65	Acre	
72" Rider	22.95	30.19	44.13	22.41	29.50	43.10	21.47	28.24	41.28	Acre	
110" Batwing	22.16	23.47	24.97	22.16	23.47	24.97	21.64	22.91	24.37	Acre	Tractor Operator Rate
15' Batwing	17.97	19.68	21.95	17.97	19.68	21.95	17.55	19.21	21.43	Acre	Tractor Operator Rate
20' Batwing	16.60	17.32	18.08	16.60	17.32	18.08	16.20	16.90	17.65	Acre	Tractor Operator Rate
Mowing Unimproved Areas											Areas mowed monthly during the growing season
Tractor w/ 6' Finish Deck	58.75	69.65	96.14	58.75	69.65	96.14	57.36	67.99	93.85	Acre	Tractor Operator Rate
Tractor w/Bush Hog 6'	60.67	80.19	150.48	60.67	80.19	150.48	59.22	78.28	146.90	Acre	Tractor Operator Rate
Tractor w/Bush Hog 8'	61.45	73.69	102.33	61.45	73.69	102.33	59.98	71.93	99.90	Acre	Tractor Operator Rate
Tractor w/Bush Hog 10'	59.41	67.34	83.24	59.41	67.34	83.24	57.99	65.74	81.26	Acre	Tractor Operator Rate
Hard Line Edging											
Stick Edger	6.75	12.32	70.24	6.59	12.04	68.61	6.31	11.52	65.70	MLF	
Walk Behind edger	9.15	11.38	15.05	8.94	11.11	14.70	8.56	10.64	14.07	MLF	
Soft Edging											
Shovel - Cut Edge	191.58	229.06	277.29	187.11	223.72	270.81	179.16	214.22	259.32	MLF	Shovel Cut edge must currently exist
Stick Edger	11.71	18.32	42.14	11.43	17.90	41.17	10.95	17.14	39.42	MLF	
Walk Behind edger	9.95	13.51	21.08	9.71	13.20	20.58	9.30	12.64	19.71	MLF	
Line Trimming											
Light Vegetation	8.11	11.09	17.57	7.92	10.83	17.15	7.58	10.37	16.42	MSF	Open areas or slopes less than 2:1
Utility Poles/ Signs in Turf	58.53	75.26	103.30	57.18	73.51	100.89	54.74	70.38	96.61	Per 100	
Fence Line	10.97	15.96	29.27	10.72	15.59	28.59	10.26	14.93	27.37	MLF	
Litter Removal											
Office Building Area	0.42	0.60	1.06	0.41	0.59	1.03	0.39	0.56	0.99	MSF	
Parking Lot Area	0.39	0.55	0.96	0.38	0.54	0.94	0.36	0.52	0.90	MSF	
Adjacent to Streets	0.84	1.06	1.43	0.82	1.03	1.39	0.78	0.99	1.33	MSF	
Blowing											
Backpack Blower	1.31	1.75	2.63	1.28	1.71	2.57	1.23	1.64	2.46	MSF	Walks, Drives or Turf Areas
Backpack Blower	6.86	9.02	13.17	6.70	8.81	12.87	6.41	8.44	12.32	MLF	Curb lines
Street Blower 5-8 hp Push	0.96	1.24	1.76	0.94	1.21	1.72	0.90	1.16	1.65	MSF	Walks, Drives or Turf Areas
Street Blower 5-8 hp Push	7.53	8.11	8.78	7.35	7.92	8.58	7.04	7.58	8.21	MLF	Curb lines
Tractor Mounted 5-8 hp	0.81	0.98	1.10	0.81	0.98	1.10	0.79	0.95	1.07	MSF	Walks, Drives or Turf Areas
Tractor Mounted 5-8 hp	3.40	3.79	4.46	3.40	3.79	4.46	3.32	3.70	4.36	MLF	Curb lines
Plant Bed Detail + Weed Control											
Hand Weeding or Raking of Beds	11.71	16.46	28.10	11.43	16.08	27.44	10.95	15.40	26.27	MSF	
Post Emergent - Bed Area	5.41	7.76	14.53	4.96	7.09	13.24	4.85	6.93	12.93	MSF	
Post Emergent - Natural Area	2.81	3.59	5.22	2.60	3.31	4.79	2.54	3.24	4.68	MSF	
Pre-Emergent Liquid (Hand) - Bed Area	5.75	8.10	14.87	5.30	7.43	13.58	5.17	7.25	13.25	MSF	
Pre-Emergent Liquid (Hand) - Natural Area	3.15	3.93	5.56	2.94	3.65	5.13	2.86	3.56	5.00	MSF	
Pre-Emergent Granular (Hand) - Bed Area	11.31	12.45	16.14	11.11	12.15	15.50	10.85	11.86	15.12	MSF	
Pre-Emergent Granular (Hand) - Natural Area	10.21	10.74	12.33	10.11	10.59	12.04	9.88	10.34	11.75	MSF	

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 14.52 - 15.52

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
Prune Trees <12'											1-Minimal Obstructions, 2-Moderate, 3-Difficult
Prune Evergreens	7.53	10.53	17.57	7.35	10.29	17.15	7.04	9.86	16.42	EA	
Prune Deciduous	5.27	8.11	17.57	5.15	7.92	17.15	4.93	7.58	16.42	EA	
Prune Ornamental	8.78	13.17	26.34	8.58	12.87	25.73	8.21	12.32	24.64	EA	
Prune Palms	8.78	10.53	13.17	8.58	10.29	12.87	8.21	9.86	12.32	EA	
Prune Shrubs < 5' by Hand											
Prune Shrubs - Individual	2.92	3.90	5.86	2.86	3.81	5.72	2.73	3.65	5.48	EA	
Prune Shrubs - Mass Planting	87.81	123.96	210.73	85.76	121.07	205.82	82.11	115.93	197.09	MSF	
Prune Shrubs - Hedge	131.71	195.12	376.31	128.64	190.57	367.54	123.17	182.48	351.93	MFF	
Prune Shrubs < 5' - Mechanical											
Prune Shrubs - Individual	2.10	2.92	4.05	2.05	2.86	3.96	1.98	2.73	3.79	EA	
Prune Shrubs - Mass Planting	60.91	82.96	131.71	59.48	81.03	128.64	56.96	77.60	123.17	MSF	
Prune Shrubs - Hedge	95.79	136.84	239.47	93.56	133.65	233.88	89.59	127.98	223.96	MFF	
Groundcover Trimming											
Hand Pruners	27.73	35.12	47.89	27.08	34.30	46.77	25.94	32.85	44.79	MSF	
Hand Pruners	29.27	45.82	105.37	28.59	44.75	102.91	27.37	42.84	98.54	MLF	
Line Trimmer or Shears	14.23	18.88	28.10	13.91	18.44	27.44	13.32	17.66	26.27	MSF	
Line Trimmer or Shears	16.46	21.51	30.99	16.08	21.00	30.26	15.40	20.11	28.99	MLF	
Annual Cutback - Groundcover, Perennials + Ornamental Grasses											
Groundcover/Perennial - Hand	27.73	37.64	58.53	27.08	36.76	57.18	25.94	35.19	54.74	MSF	
Perennial/Perennial - Mechanical	14.63	20.66	35.12	14.29	20.18	34.30	13.69	19.32	32.85	MSF	
Ornamental Grass	4.39	6.19	10.53	4.29	6.05	10.29	4.11	5.80	9.86	EA	
Fertilization - Trees, Shrubs and Groundcovers											
Tree/Shrub Liquid	9.00	10.01	14.31	8.84	9.77	13.68	8.64	9.55	13.35	MSF	
Tree/Shrub Granular	8.65	9.01	10.32	8.59	8.92	10.11	8.38	8.71	9.88	MSF	
Fertilization - Turf											
Liquid App by Hand	83.11	108.47	184.55	78.41	101.43	170.47	76.55	99.01	166.41	Acre	
Liquid App by Tractor	50.25	55.77	66.37	50.25	55.77	66.37	49.07	54.44	64.79	Acre	
Granular App by Hand	104.51	129.86	205.94	99.81	122.82	191.87	97.44	119.90	187.30	Acre	
Granular App by Tractor	69.97	75.08	84.88	69.97	75.08	84.88	68.32	73.30	82.86	Acre	
Turf Weed Control											
Turf Pre or Post Emergent Liquid - Hand	80.13	105.49	181.56	75.43	98.44	167.49	73.64	96.10	163.50	Acre	
Turf Pre or Post Emergent Liquid -Tractor	47.27	52.79	63.39	47.27	52.79	63.39	46.15	51.53	61.87	Acre	
Turf Pre or Post Emergent Granular - Hand	181.08	206.43	282.51	176.38	199.39	268.44	172.18	194.64	262.04	Acre	
Turf Pre or Post Emergent Granular - Tractor	146.54	151.65	161.45	146.54	151.65	161.45	143.06	148.04	157.61	Acre	
Non Selective Herbicide											
Backpack Sprayer	4.51	5.92	9.24	4.19	5.47	8.48	4.09	5.34	8.87	MSF	Gravel Area
Tractor - Hose & Handgun	2.80	3.04	3.40	2.80	3.04	3.40	2.74	2.97	2.74	MSF	Gravel Area
Tractor - Boom	2.27	2.44	3.40	2.27	2.44	3.40	2.22	2.39	2.74	MSF	Gravel Area
Backpack Sprayer	10.99	15.88	30.12	10.07	14.50	27.43	9.84	14.16	27.37	MLF	Fence Line, Utility Pole, Curb line, Crack /Crevice
Hose & Reel - Fence line	5.53	6.49	8.00	5.11	5.99	7.36	4.99	5.86	7.77	MLF	Fence Line or Utility Poles
Hort Insect, Disease and Fungus Control											
I&D Liquid - Hand	9.33	10.34	14.64	9.17	10.09	14.00	8.96	9.87	13.67	MSF	
Spring Clean-Up											Rates assume a full Fall Clean up was performed
Turf Area	3.29	3.70	4.22	3.21	3.61	4.12	3.08	3.46	3.94	MSF	Clean up to prepare for routine maintenance
Bed Area	4.79	6.02	8.11	4.68	5.89	7.92	4.48	5.64	7.58	MSF	Clean up to prepare for routine maintenance

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 14.52 - 15.52

Revised per GSA Modification FX03



Tasks	Small Project			Large Project			Site Based Project			Unit	Comments
	Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
	1	2	3	1	2	3	1	2	3		
Backpack Blower	2.29	2.57	2.92	2.23	2.51	2.86	2.14	2.40	2.73	MSF	1-Minimal Obstructions, 2-Moderate, 3-Difficult Paved Areas - Normal
Street Blower 5-8 hp Push	1.21	1.44	1.76	1.19	1.40	1.72	1.14	1.34	1.65	MSF	Paved Areas - Normal
Backpack Blower	10.53	13.17	17.57	10.29	12.87	17.15	9.86	12.32	16.42	MSF	Paved Areas w/ Sand
Street Blower 5-8 hp Push	4.79	5.27	5.86	4.68	5.15	5.72	4.48	4.93	5.48	MSF	Paved Areas w/ Sand
Leaf Removal / Fall Clean-Up											
Backpack Blower	8.78	10.13	12.04	8.58	9.90	11.76	8.21	9.48	11.26	MSF	Turf Area - Leaf Removal
Street Blower 5-8 hp Push	6.19	6.79	7.53	6.05	6.64	7.35	5.80	6.35	7.04	MSF	Turf Area - Leaf Removal
Tractor Mounted 5-8 hp	1.86	2.03	2.26	1.86	2.03	2.26	1.81	2.00	2.21	MSF	Turf Area - Leaf Removal
Backpack Blower	5.27	6.69	9.17	5.15	6.53	8.95	4.93	6.25	8.57	MSF	Turf Area - Leaves Blown into Natural Area
Street Blower 5-8 hp Push	1.76	2.34	3.76	1.72	2.28	3.67	1.65	2.19	3.52	MSF	Turf Area - Leaves Blown into Natural Area
Tractor Mounted 5-8 hp	1.49	1.64	1.83	1.49	1.64	1.83	1.46	1.61	1.79	MSF	Turf Area - Leaves Blown into Natural Area
Backpack Blower	10.53	12.77	16.21	10.29	12.48	15.83	9.86	11.94	15.16	MSF	Bed Area - Leaf Removal
Backpack Blower	8.78	10.53	13.17	8.58	10.29	12.87	8.21	9.86	12.32	MSF	Bed Area - Leaves blown into natural area
Irrigation Services											
Spring Start	13.37	16.71	22.27	12.38	15.47	20.63	11.32	14.15	18.87	ZONE	turn on clock, water, valves
Technical System Inspections	16.71	22.27	33.41	15.47	20.63	30.93	14.15	18.87	28.31	ZONE	adjust and clean clogged heads
Winterization	6.68	11.13	33.41	6.18	10.31	30.93	5.67	9.44	28.31	ZONE	Shut down and blow out system
Winterization	6.68	9.55	16.71	6.18	8.84	15.47	5.67	8.09	14.15	ZONE	Shut down - gravity drain
Aeration											
Walk - Single Pass	2.92	4.68	11.71	2.86	4.58	11.43	2.73	4.38	10.95	MSF	
Walk - Double Pass	5.55	9.17	26.34	5.42	8.95	25.73	5.19	8.57	24.64	MSF	
Tractor - Single Pass	77.94	101.50	164.31	77.94	101.50	164.31	76.09	99.08	160.40	Acre	
Tractor - Double Pass	129.76	176.87	302.49	129.76	176.87	302.49	126.67	172.66	295.29	Acre	
Travel + Setup											
Grounds Maintenance Laborer	52.68			51.45			49.27			Hour	Travel to the site, load/unload, check fuel + oil
Spray Tech	69.86			63.40			61.89			Hour	Travel to the site, load/unload, check fuel + oil
Irrigation Technician	66.81			61.87			56.61			Hour	Travel to the site, load/unload, check fuel + oil
Tractor Operator	71.38			71.38			69.68			Hour	Travel to the site, load/unload, check fuel + oil
Other Services Available											
Corrective Pruning	52.68			51.45			49.27			Hour	
Rejuvenative Pruning	52.68			51.45			49.27			Hour	
Tree Straightening	52.68			51.45			49.27			Hour	
Hand Watering	52.68			51.45			49.27			Hour	

PROJECT DESCRIPTIONS

	Annual Revenue Base Contract Amount		Crew Size	
	Minimum	Maximum	Minimum	Maximum
Branch Based -Small Project	Minimum	\$12,000.00	Minimum	2
	Maximum	\$75,000.00	Maximum	4
Branch Based -Large Project	Minimum	\$75,001.00	Minimum	4
	Maximum	\$249,999.00	Maximum	6
Site Based Project	Minimum	\$200,000.00	Minimum	4
	Maximum	\$750,000.00	Maximum	15

Pricing Matrix for GSA based on the Grounds Maintenance Laborer Wage Determination

Hourly Rate of 14.52 - 15.52

Revised per GSA Modification FX03



Small Project			Large Project			Site Based Project			Unit	Comments
Degree of Difficulty			Degree of Difficulty			Degree of Difficulty				
1	2	3	1	2	3	1	2	3		

Tasks

										1-Minimal Obstructions, 2-Moderate, 3-Difficult
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NOTES:

- Prices quoted are based on a National Average Fuel Retail Rate of \$1.38 per gallon for regular gasoline as published by the Department of Energy.
- Prices quoted are Straight Time Rates. Overtime, Weekend and Holiday Rates are available upon request.
- Unless otherwise noted, prices quoted are for properties that receive weekly maintenance and are currently being maintained.
- Travel and Setup time must be included on every project, for every crew member for every visit. Time will be based on distance from the branch and equipment used.
- Not all equipment is available at every location. TruGreen reserves the right to select the equipment to be used for each project.
- The TruGreen Representative shall determine the degree of difficulty for each task.
- Small Branch Based Projects should be within 45 minute drive time of a TruGreen LandCare Branch
- Large Branch Based Projects should be within 75 minute drive time of a TruGreen LandCare or ChemLawn Branch
- Site Based Projects should be within 2 hour drive time of a TruGreen LandCare or TruGreen ChemLawn Branch
- Prices include \$2.56 per hour for health and welfare
- MSF - 1000 Square Feet, MLF - 1000 Lineal Feet, MFF - 1000 Face Feet, EA - each
- The pricing matrix in its entirety is confidential and proprietary property of TruGreen LandCare, LLC.
- Dissemination, distribution or copying of this information, except for the sole purpose of pricing GSA projects, is strictly prohibited