

From: [Arrowhead Hardscapes LLC](#)
To: [Matthew Gibb](#)
Subject: Re: Snow removal quote (Lake Orion DDA)
Date: Friday, January 17, 2025 8:41:39 AM
Attachments: [image001.png](#)
[Downtown Lake orion Snow Propsal 2025.pdf](#)

Good day ,

Here are some numbers I threw together last night. The salting portion of the walkways is hard to guess until I'm out there doing it for the first time. I did reduce our bag price for you since this is a bulk job, usually prices are 30\$ per bag for salting.

We would be using a 4wheeler with a plow on it to clear these walks and i would like to leave that on site in a trailer if possible, Also i would like to leave 3 pallets of salt next to it to make the transition of keeping your sidewalks clear as possible quickly as possible while we try to add another site to the route midseason.

Hope you have a blessed day,

On Thu, Jan 16, 2025 at 1:15 PM Arrowhead Hardscapes LLC
<arrowheadhardscapes@gmail.com> wrote:

Thanks, I'll take a look today and formulate some numbers.

On Thu, Jan 16, 2025 at 12:45 PM Matthew Gibb <gibb@downtownlakeorion.org> wrote:

Following up on our conversation. We are looking for a cost to have snow and salt maintenance on the sidewalks identified in red and the three parking areas identified in green.

Matthew Gibb

Executive Director

Direct (248) 464-0307

Office (248) 693-9742



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Jordan Gonzalez

Owner / Founder

p +1.248.330.4921

Arrowhead Hardscapes LLC. | Come home to quality

www.arrowheadhardscapes.com

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From: [Us lawn And snow](#)
To: [Matthew Gibb](#)
Cc: [Janet Bloom](#)
Subject: Re: Snow Services (Lake Orion)
Date: Friday, January 17, 2025 2:38:04 PM
Attachments: [Snow Map.pdf](#)
[image001.png](#)

Hi Matt,

Thank you for your email and for providing the details regarding the snow maintenance and salting needs for the DDA Downtown sidewalks and parking areas. I understand the urgency of getting this in place for your board meeting on Tuesday.

I have prepared the pricing based on a per push basis, as you suggested, and I believe this approach will work but the cost can add up quickly, so I also included an All-Inclusive price for the remainder of the 24/25 winter season. Keep in mind that the next 8 weeks are always the most active for snowfall.

All-Inclusive includes plowing and/or salting for all snowfalls through the end of the season. If any additional salting is needed for non-storm related events (downspouts creating icy areas, water leaks, etc..) will be billed Time and Material. We apply Salt & IceMelter after plowing and/or if the snowfall is under 2".

Please find the attached pricing document, along with the map you provided for reference. If you have any additional requirements or adjustments, feel free to let me know, and I'll be happy to accommodate them before the meeting.

Looking forward to your feedback.

Best regards,

Jake Raymond

Owner | US Lawn & Snow
(833) MOW - TROY

Lawn Mowing / Leaf Clean Up / Bush Trimming / Weeding / Mulch / Gutter Cleaning
/ Irrigation Maintenance / Snow Removal

On Wednesday, January 15, 2025 at 01:33:15 PM EST, Matthew Gibb <gibb@downtownlakeorion.org> wrote:

Jake,

Thanks for looking at this. We are in need of a contract for the maintenance of snow and salting on our DDA Downtown sidewalks and three parking areas. We hope to have this priced on a per push basis, but would be very open to however you think this is best handled. We currently are without a contract as the Village DPW was originally handling but has now indicated they will not be continuing. We want pricing based on a push event happening anytime the accumulation is above two inches and periodic salting for icy conditions. Basically, however you run your other contracts. I need this to be ready to present to our board on Tuesday and starting immediately thereafter.

I am attaching a map. Red is the sidewalks we want done and green are the three small parking lots.

Matthew Gibb

Executive Director

Direct (248) 464-0307

Office (248) 693-9742



US LAWN & SNOW QUOTE

Plowing	Parking Lots	Sidewalks
2-3"	\$ 330.00	\$ 816.00
3-6"	\$ 495.00	\$1,224.00
6-8"	\$ 660.00	\$1,632.00
Over 8"	\$ 990.00	\$2,448.00
Salting	\$ 250.00	\$ 960.00
All-Inclusive Price		
Jan 22, 2025 - April 1st, 2025		
\$29,802.00		



Snow Services Proposal

Arrowhead Hardscapes LLC

5116 Hadley rd

Goodrich, MI 48438 Phone:

248-330-4921

[Email: arrowheadhardscapes@gmail.com](mailto:arrowheadhardscapes@gmail.com)

Service Address

Billing Info

Downtown Lake Orion
, MI 48362
T:

Service Start: January 2025
Service End: April 30 2025

Billing Start: February 2025
Billing End: April 2025

Seasonal Snow Maintenance Pricing

PER Lot Plowing	\$333
LOT De-Icing	\$180 per ton
Sidewalk De-Icing	\$24 per bag
Sidewalk Clearing	\$555

* = Price included in sales tax calculation

Sub-Total: \$0

*** Sales Tax (6.5%): \$0**

Total Per Push Price: \$888
Total Per Salt Price Average: \$1044
Total Per Push Price + salt: \$1932

Lot Maintenance

Our winter services are provided to support our goals of obtaining a safe and functional environment during extreme inclement weather conditions. Winter snow and ice service is viewed as any other commodity-type service, when in fact it's not. This service is an unpredictable, emergency service...and Our Company understands the severity involved. We will make every attempt to achieve the best possible outcome.

Lot Plowing

My Snow Removal Company will plow when 1.5" of snow has accumulated. This is measured by the contractor at the pavement, not to include drifts. Depending on the time of the snowfall, we attempt to service customers by 9 am to 11:00 am. Snow plowing of overnight storms must be completed by 12:00PM

. Often time's roadway snowplows fill driveways aprons with excess snow after driveways have been cleared. If this causes a hazard or inconvenience, kindly contact us and we will attempt to clear this within a reasonably agreed upon time frame.

Lot clearing		# of lots	Total Price Per
111		3	333

Subtotal: \$

Sales Tax (6.5%): \$0

Total Price PER LOT PUSH: \$333

Lot De-Icing

De-icing materials of the Contractor's choice will be applied to driveway/ parking lot, stairway areas at the discretion of the Contractor. The decision as to when and how much material is to be applied is based on many factors including but not limited to: current ground temperature, current weather forecasts from the national weather service and future weather prediction. Customer is aware that weather conditions in the area may change rapidly and without notice. Changes in weather conditions are considered to be an "Act of God" and the contractor assumes no liability as such.

Salting will occur as necessary during ice conditions up to 1" snowfalls to eliminate icy conditions.

Salting Price will be 180\$ per ton of rock salt. Contractor will invoice customer the following month for salting.

An average of 30 -45 saltings occur per year. Apon review of site, site appears to need 1 ton per storm. Contractor will start with minimum salt and request review from customer on effectiveness to see if more is required, this is an effort to minimize salt needed as well as salt cost for customer.

My Snow Removal Company will not plow or sand/salt within 2 feet from any parked vehicles, equipment or other obstructions in parking lots, drives or other areas being cleared. Please attempt to move obstructions prior to our services being completed.

Sidewalk Maintenance

Our winter services are provided to support our goals of obtaining a safe and functional environment during extreme inclement weather conditions. Winter snow and ice service is viewed as any other commodity-type service, when in fact it's not. This service is an unpredictable, emergency service...and Our Company understands the severity involved. We will make every attempt to achieve the best possible outcome.

Sidewalk Clearing

My Snow Removal Company will clear when 1.5" of snow has accumulated. This is measured by the contractor at the property, not to include drifts. Depending on the time of the snowfall, we attempt to service customers by 9:00 am to 12:00 pm. If any service is not to standards, kindly contact us and we will attempt to clear this within a reasonably agreed upon time frame.

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side clearing			Total Price Per
555			555

Subtotal: \$

Sales Tax (6.5%): \$0

Sidewalk PUSH: \$555

Sidewalk Maintenance

Sidewalk De-Icing

De-icing materials of **Magnesium Chloride** will be applied to walkway, stairway and handicap access ramp areas at the discretion of the Contractor. The decision as to when and how much material is to be applied is based on many factors including but not limited to: current ground temperature, current weather forecasts from the national weather service and future weather prediction. Customer is aware that weather conditions in the area may change rapidly and without notice. Changes in weather conditions are considered to be an "Act of God" and the contractor assumes no liability as such.

Magnesium chloride will be applied during icy conditions and for snowfalls up to **1"** on sidewalks and walkways.

Salting Price will be 24\$ per bag of Magnesium Chloride.

An average of 30-45 saltings occur per year. Per review of site there were about 3 blocks walkways with a connection to the main road. 2 bags of Magnesium Chloride should last about a quarter of the block, meaning therefore we might need 36-44 bags per salting or about a pallet of salt per event . Contractor will start with minimum salt and request review from customer on effectiveness to see if more is required, this is an effort to minimize salt needed as well as salt cost for customer.

Terms and Conditions

Our winter services are provided to support our goals of obtaining a safe and functional environment during extreme inclement weather conditions. Winter snow and ice service is viewed as any other commodity-type service, when in fact it's not. This service is an unpredictable, emergency service...and Our Company understands the severity involved. We will make every attempt to achieve the best possible outcome.

1. Snow plowing and de-icing service is contingent upon confirmation of landscape maintenance agreements, equipment and labor availability.
2. Geographic limitations apply.
3. Target/ready times may be stated but will not be guaranteed due to unpredictability of inclement weather commencement, traffic conditions and/or fatigue during continuous storms. (Safety considerations for our staff are equally as important as a safe environment on the property.)
4. In the event of untimely storm situations, all accessible areas shall be cleared as much as possible during business hours, then revisited after normal business hours as needed.
5. Our Company does not assume any liability for damages to property or persons related to inclement weather affecting mobility in any way.
6. Our Company is not responsible for damage of items covered by snow.
7. Our Company shall not be liable or responsible to owner, owner's representative or any governmental unit or entity for any fines, penalties or assessments for untimely or inadequate snow plowing or deicing.
8. Chemical ice melt or salt will be used in the de-icing procedure. Any damage resulting from the use of these materials is not the responsibility of Our Company.
9. Due to unpredictable conditions, service commencement is at the sole discretion of Our Company.
10. Owner or owner's representative shall make arrangements for dock equipment on pavement and locked, gated or any other security device that would inhibit the plowing or de-icing procedure prior to our arrival. Our Company assumes no responsibility for such arrangements.
11. Our Company reserves the right to commence service as needed 7 days per week, 24 hours per day, unless otherwise notified in writing.
12. In the event of de-icing product shortages or regulation thereof by state or local authorities, Our Company reserves the right to adjust pricing accordingly and will notify in writing of any adjustments, to be agreed upon by customer.

Acceptance Page

Client Signature

Date

Client Printed Name

Title

Contractor Signature

Date

Contractor Printed Name

Title

		TOTAL	\$69,420.11
Equipment Operator -(Includes fringes)		\$38.91	
Equipment Rental/Oakland County (truck & plow)		\$26.20	
Sidewalk Machine		\$19.85	

Snow Removal	Hours	Wages	Material (salt)	Equipment Rental
Upper Municipal (old whiskey's)	1	\$38.91	\$22.00	\$26.20
DDA Office (Drive and sidewalk)	0.5	\$19.46	9.925	
Sidewalk Snow/Ice Control	4	\$155.64	79.4	
Slater St. Lot (and sidewalk)	0.5	\$19.46	\$11.00	\$13.10
Fork and Pint	0.5	\$19.46	\$22.00	\$13.10
DDA parking Lot	0.5	\$19.46	\$22.00	\$13.10
54 North	0.5	\$19.46	\$22.00	\$13.10
	Sub Totals	\$291.83	\$188.33	\$78.60
Snow events per year	20		TOTAL	\$8,381.25

Equipment rental (backhoe)	\$77.12
Equipment rental (5yd Dump)	\$56.15
sidewalk machine	\$19.85

Snow Hauling	Hours	Wages	# of Employees	Equipment Rental
Pull Snow off Sidewalks, Haul away	5	\$389.10	2	\$561.50
pulling and loading snow	5	\$194.55	1	\$385.60
pushing snow sidewalk machine	5	\$194.55	1	\$99.25
	Sub Totals	\$778.20	4	\$1,046.35
	10 snow events / year		TOTAL	\$13,684.13

Equipment rental (truck)	\$13.41
Equipment operator (includes fringe)	\$38.91

Street Light & Outlet	Hours	Wages	# of Employees	Equipment Rental
Diagnostics	2	\$155.64	2	\$12.75
Replace Bulb	0.5	\$38.91	2	\$6.71
Replace Ballast	2	\$155.64	2	\$26.82
Replace outlet	3	\$233.46	2	\$40.23
reset breakers	3	\$116.73	1	\$40.23
	Sub Totals	\$700.38		
			TOTAL	\$827.12

Equipment rental (truck)	\$13.41
Equipment operator (includes fringe)	\$38.91

Garbage Pickup	Hours/week	Wages	# of employees	Equipment Rental
	4	\$155.64	1	\$53.64
			Sub total	\$209.28
	x 48 weeks =		TOTAL	\$10,045.44

Equipment operator (includes fringe)	\$38.91
equipment rental (atv)	\$14.43

De weeding Flower Gardens	Hours	Wages	Materials	Equipment Rental
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Downtown businesses snow and ice maintenance.

cost per event \$1,618.00

Weed Killer (spray atv)	16	\$622.56		\$230.88
2 bottles of weed killer @159.99 EA.			\$319.98	
Includes Childrens Park (Broadway), Flint & Broadway, New parking lot.				
new areas since last worksheet				
Parking Lots- Slater St., Lot across from DDA, Fork and pint Lot,				
TOTAL				\$1,173.42

Equipment operator (includes fringe) \$38.91
Equipment rental (truck) \$13.41

Christmas Decorations	Hours	Wages	Equipment Rental	
Light Pole Garland (2 employees)	60	\$4,669.20	\$804.60	
Cutting garland, testing lights, hanging and removing				
Tree Lights (2 employees)	40	\$3,112.80	\$536.40	
Testing and Hanging				
Removing (2 employees)	20	\$1,556.40	\$268.20	
Christmas Tree (3 employees)	15	\$1,750.95	\$402.30	
Retrival, installation, decoration, removal, disposal				
	<i>Sub Totals</i>	\$11,089.35	\$2,011.50	
TOTAL				\$13,100.85

Equipment operator (includes fringe) \$38.91
Equipment rental (truck) \$13.41
Equipment rental (chainsaw) \$6.19
Equipment rental (wood chipper) \$36.21

Tree Trimming	Hours	Wages	Equipment Rental	
2x year (1 employee)	40	\$1,556.40	\$3,788.80	
5 year plan until trees mature then this will be routine maintenance				
TOTAL				\$5,345.20

Equipment operator (includes fringe) \$38.91
Equipment rental (truck) \$13.41

Banner Installation	Hours	Wages	Equipment Renal	
24 Banners (2 people)				
Installation	8	\$622.56	\$107.28	
Removal	8	\$622.56	\$107.28	
Misc. Repairs	4	\$311.28	\$53.64	
	<i>Sub Totals</i>	\$1,556.40	\$268.20	
TOTAL				\$1,824.60

Entry Sign Rotation	Hours	Wages	Equipment Rental	
Entry signs are no longer there				

Equipment operator (includes fringe) \$38.91
Equipment rental (truck) \$13.41

Downtown Cleaning	Hours	Wages	Equipment Rental
Every Other Week	80	\$6,225.60	\$1,072.80
2 People			
TOTAL			\$7,298.40

Equipment operator (includes fringe) \$38.91
Equipment rental (truck) \$13.41
Equipment rental (air compressor) \$14.48

Sprinkler System	Hours	Wages	Materials	Equipment Rental
Charge System	4	\$311.28		\$53.64
Make Repairs (heads & fittings)	16	\$1,245.12	\$100.00	\$214.56
Winterize System	3	\$233.46		\$43.44
	Subtotal	\$1,789.86	\$100.00	\$311.64
(x2 employees)				
TOTAL				\$2,201.50

Equipment operator (includes fringe) \$38.91
Equipment rental (truck) \$13.41

Flower Baskets	Hours	Wages	Equipment Rental
Preperation (1 Person)	2	\$77.82	
Installation (2 People)	8	\$622.56	\$107.28
Removal & Emptying (2 People)	10	\$778.20	\$134.10
	Sub Total	\$1,478.58	\$241.38
TOTAL			\$1,719.96

Equipment operator (includes fringe) \$38.91
Equipment rental (truck) \$13.41

Special Events	Hours	Wages	Equipment Rental
Flower Fair (2 People)	16	\$1,245.12	\$214.56
Resolution Run (2 people)	8	\$622.56	\$107.28
Halloween Parade (2 people)	2	\$155.64	\$26.82
Ice fest (2 people)	4	\$311.28	\$53.64
During Event Work (1 Person)	6	\$233.46	\$13.41
	Sub Total	\$2,568.06	\$415.71
TOTAL			\$2,983.77
Barricades, Clean-up (before and after), Set-up, break down.			

Equipment operator (includes fringe) \$38.91
Equipment rental (truck) \$13.41

Mulch	Hours	Wages	Equipment Rental
Four Corners (2 People)	4	\$311.28	\$53.64
Childrens Park (2 people)	4	\$311.28	\$53.64
Upper Municipal Lot (new)	2	\$77.82	\$26.82
	Sub Total	\$700.38	\$134.10
TOTAL			\$834.48

Remove Old (When Necessary)	
Add New Mulch	Price does not include cost of mulch
TOTALS	\$69,420.11

laborer scale of 22.14 / Hr (Includes fringes)

TOTAL

\$37,176.68

Equipment Operator Scale - 34.79 (Includes fringes)

Snow Removal	Hours	Wages	Material (salt)	Equipment Rental
Upper Municipal (New Lot)	1 hr/occurance	\$22.14	\$17.00	\$20.32
DDA Office (Drive and sidewalk)	0.25 hr/occurance	\$5.50		\$10.10
Sidewalk Snow/Ice Control	4 hr / Occurance	\$88.50		\$161.40
54 North	.50 / Occurance	\$11.00	\$17.00	\$10.15
	Sub Totals	\$127.14	\$34.00	\$201.97
	20 snow events / year		TOTAL	\$7,262.20

Snow Hauling	Hours	Wages	Equipment Rental
Pull Snow off Sidewalks, Haul away	36 hr/ Event	\$2,049.40	\$3,885.80
36 hr (Laborer & Equipment Op.)			
	10 snow events / year		TOTAL
			\$5,935.20

Street Light Repair	Hours	Wages	Equipment Rental
Diagnostics	1 hr (2 people)	\$22.14	\$15.38
Replace Bulb	.5 hr (2 people)	\$11.00	\$7.60
Replace Ballast	2 hr (2 people)	\$44.28	\$30.70
Replace Light Pole	3 hr (3 people)	\$66.40	\$46.10
Misc. Electrical supplies / yr			\$50.00
Each Light pole requires 1 hr. diagnostics.			
	<i>Sub Totals</i>	<i>\$143.82</i>	<i>\$149.78</i>
			TOTAL
			\$293.60

Garbage Pickup	Hours	Wages	Equipment Rental
	2 hr/ twice per week	\$2,125.40	\$1,157.70
	48 weeks / year		
			TOTAL
			\$3,283.10

De weeding Flower Gardens	Hours	Wages	Materials	Equipment Rental
	16 hr / per occurance	\$354.20		\$192.90

Weed Killer	2 hr / per application	\$44.28		\$24.10
2 bottles of weed killer @\$18 EA.			\$32.00	
Includes Childrens Park (Broadway), Flint & Broadway, New parking lot.				
	<i>Sub Totals</i>	<i>\$398.48</i>	<i>\$32.00</i>	<i>\$217.00</i>
			TOTAL	\$647.48

Christmas Decorations	Hours	Wages	Equipment Rental	
Light Pole Garland	60 Hrs. (2 people)	\$2,656.80	\$922.80	
Cutting garland, testing lights, hanging and removing				
Tree Lights	40 Hrs. (2 people)	\$1,771.20	\$615.20	
Testing and Hanging				
Removing	20 Hrs. (2 people)	\$885.60	\$306.00	
Christmas Tree	15 Hrs. (3 people)	\$996.30	\$230.70	
Retrival, installation, decoration, removal, disposal				
	<i>Sub Totals</i>	<i>\$6,309.90</i>	<i>\$2,074.70</i>	
			TOTAL	\$8,384.60

Tree Trimming	Hours	Wages	Equipment Rental	
2x year	40 Hrs. (1 person)	\$885.60	\$964.80	
5 year plan until trees mature then this will be routine maintenance				
			TOTAL	\$1,850.40

Banner Installation	Hours	Wages	Equipment Renal	
24 Banners (2 people)				
Installation	8	\$353.60	\$123.00	
Removal	8	\$353.60	\$123.00	

Misc. Repairs	4	\$177.10	\$61.20
	<i>Sub Totals</i>	<i>\$884.30</i>	<i>\$307.20</i>
TOTAL			\$1,191.50

Entry Sign Rotation	Hours	Wages	Equipment Rental
3 Locations (2 people)			
Spring	3	\$132.60	\$48.80
Summer	3	\$132.60	\$48.80
Winter	3	\$132.60	\$48.80
Fall	3	\$132.60	\$48.80
	<i>Sub Total</i>	<i>\$530.40</i>	<i>\$195.20</i>
TOTAL			\$725.60

Downtown Cleaning	Hours	Wages	Equipment Rental
Every Other Week	80	\$1,771.20	\$1,592.00
2 People			
TOTAL			\$3,362.20

Sprinkler System	Hours	Wages	Materials	Equipment Rental
Charge System	4	\$176.80		\$48.20
Make Repairs (heads & fittings)	16	\$707.20	\$100.00	\$192.90
Winterize System	3	\$132.60		\$36.10
	<i>Subtotal</i>	<i>\$1,016.60</i>	<i>\$100.00</i>	<i>\$277.20</i>
TOTAL				\$1,393.80

Flower Baskets	Hours	Wages	Equipment Rental
Preperation (1 Person)	2	\$44.20	\$24.10
Installation (2 People)	8	\$353.60	\$123.00
Removal & Emptying (2 People)	10	\$442.00	\$153.00

Sub Total \$839.80 \$300.10

TOTAL **\$1,139.90**

Special Events **Hours** **Wages** **Equipment Rental**

Flower Fair (2 People) 16 Hrs. \$354.20 \$192.00

Resolution Run 8 Hrs. \$177.10 \$96.00

Halloween Parade 2 Hrs. \$44.20 \$24.00

During Eent Work (1 Person) 6 Hrs. OT \$182.20 \$72.00

Sub Total \$757.70 \$384.00

TOTAL **\$1,141.70**

Barricades, Clean-up (before and
after), Set-up, break down.

Mulch **Hours** **Wages** **Equipment Rental**

Four Corners (2 People) \$4.00 \$177.00 \$49.20

Childrens Park \$4.00 \$177.00 \$49.20

Upper Municipal Lot (new) \$2.00 \$88.40 \$24.60

Sub Total \$442.40 \$123.00

TOTAL **\$565.40**

Remove Old (When Necessary)

Add New Mulch

TOTALS \$18,282.14 \$11,536.25 \$37,176.68