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To: DDA Board of Directors
From: Austin Colson – Community and Economic Development/DDA Director
Date: November 21, 2025
RE: Snow Removal Contract

This memo provides a summary of the seasonal cost estimate for an average winter (12 snow events) for sidewalk snow-removal services along the 11 Mile Road corridor and the associated I-696 pedestrian overpasses. It also explains the methodology used to standardize and compare the three proposals submitted by *Express Snow Removal*, *Royal Maintenance Group*, and *Paradise Garden Landscaping*. Because each vendor submitted pricing in a different format (seasonal flat-rate, per-push pricing, or hourly billing), a consistent normalization method was developed to calculate an equivalent “average winter” cost for each contractor. This allows for a fair, side-by-side comparison across all proposals.

Staff received three proposals:

Vendor	Contract Structure	Estimated Cost
Paradise Garden	Tiered rate per event	\$618/event (1–4")
Express Snow Removal	Flat rate per event	\$1,800/event
Royal Maintenance	All-inclusive package	\$36,000

Because the three submitted proposals use different pricing structures (seasonal flat rate, per-event, and hourly), a standardized methodology was applied to generate an equivalent cost for a “typical winter.” This approach allows all proposals to be compared uniformly based on projected labor needs and the estimated number of service events.

To calculate labor assumptions uniformly across proposals, staff relied on field data provided by the current contractor, who reports that clearing 2 inches of snow requires approximately 3–4 hours for one worker to complete all sidewalks along the corridor. Using this operational benchmark, all proposals were normalized to reflect an average of 3.5 labor hours per event, with one primary worker and standard sidewalk-clearing equipment per event.

Vendor	Cost per Event	Total Seasonal Cost – Typical Winter
Paradise	\$618	\$7,416 (assuming average depth 1–4")
Express	\$1,800	\$21,600 (or choose seasonal flat rate \$36k)
Royal	\$982	\$11,784 (est.)

Based on the normalized cost comparison, service responsiveness, and overall value, *Paradise Garden Landscaping* is recommended for award of the snow-removal contract. In addition to offering the most competitive pricing for a typical 12-event winter, *Paradise Garden* has a strong performance record with the City, having consistently delivered high-quality lawn-care and snow-removal services under prior contracts. Their familiarity with the corridor, proven reliability, and clear per-event pricing structure together make them the most dependable and cost-effective choice for the upcoming season

Suggested Motion: *“I authorize the DDA Director to enter into a contract for snow removal services with Paradise Gardens for the 2025/2026 winter season.”*