

Greenstreet Fee Schedule

Tree Removal by DBH

DBH (inches)	Price (\$)
6	750
7	835
8	920
9	1,005
10	1,090
11	1,175
12	1,260
13	1,345
14	1,430
15	1,515
16	1,600
17	1,685
18	1,770
19	1,855
20	1,940
21	2,025
22	2,110
23	2,195
24	2,280
25	2,365

DBH (inches)	Price (\$)
26	2,450
27	2,535
28	2,620
29	2,705
30	2,790
31	2,875
32	2,960
33	3,045
34	3,130
35	3,215
36	3,300
37	3,385
38	3,470
39	3,555
40	3,640

Greenstreet Tree Care

Tree Pruning by DBH

DBH (inches)	Price (\$)
6	750
7	815
8	880
9	945
10	1,010
11	1,075
12	1,140
13	1,205
14	1,270
15	1,335
16	1,400
17	1,465
18	1,530
19	1,595
20	1,660
21	1,725
22	1,790
23	1,855

DBH (inches)	Price (\$)
24	1,920
25	1,985
26	2,050
27	2,115
28	2,180
29	2,245
30	2,310
31	2,375
32	2,440
33	2,505
34	2,570
35	2,635
36	2,700
37	2,765
38	2,830
39	2,895
40	2,960

Associated Costs

Greenstreet Tree Care is committed to not exceeding the \$300,000 limit on this grant. Per year an approximate allocation for each Cohort Year (CY) is expected to be \$100,000. Greenstreet anticipates the following costs:

Marketing: \$7,200

Estimated Labor: \$85,000

Equipment Maintenance: \$7,800

Total Estimated Cost: \$100,000 (per year from 2025-2028)

Pricing Model Issues

The current pricing model for the City of Ann Arbor Private Property Tree Program is deemed unreliable. Diameter at Breast Height (DBH) represents one of several variables to consider when evaluating a tree for removal or pruning. To maximize the number of trees addressed within grant constraints, relying solely on DBH for bidding purposes prevents tree companies from accurately assessing which trees should be included in the project.

With an annual budget of \$100,000, a greater impact could be achieved by incorporating the following additional factors:

1. Average Daily Rate
2. Tree Condition
3. Pruning vs. Removal
4. Tree Height
5. Tree Condition
6. Method of Pruning or Removal (e.g., Climbing vs. Aerial Lift)
7. Size of Limbs
8. Presence of Disease
9. Risk of Property Damage

Greenstreet Tree Care proposes a calculator to be utilized by its sales team to provide clarity based on these points. For instance, if a Red Oak with a DBH of 28 inches requires the removal of only one limb, the overall cost is significantly distorted. An approximate cost of \$500 would be inflated to \$2,180 under the current model.

While maintaining profitability through the overall average price based on DBH may be feasible for tree companies, this approach undermines the ability to achieve the desired impact by serving the maximum number of participants. This, in turn, does not align with the best interests of taxpayers and will limit the quality of data extractable from this project.

Our proposed calculator will empower not only our sales staff but also OSI staff, who may not

possess tree expertise, to understand how pricing for specific projects under this grant can be most effectively utilized.

For example, assuming the aforementioned Red Oak is situated over a roof and necessitates advanced rigging techniques, with an approximate height of 65 feet and the limb to be removed at 25 feet. The limb itself is approximately 8 inches wide and 22 feet long. The total cost for this specific limb would still be approximately \$650.

Our standard pricing model enables the servicing of multiple projects per day, depending on complexity. Given that the project will be conducted during the winter season, Greenstreet is reducing its typical seasonal rates from \$3,000 per day per crew to \$2,500 per day per crew. By deploying two crews, we anticipate serving approximately 2-5 participants daily throughout this Cohort.

Through evaluation of our offer to include this calculator will not only achieve your objectives as a municipality, but also showcases the pioneering and innovative spirit Greenstreet Tree Care will bring to our community.