

COUNTY OF SANTA CLARA, CALIFORNIA		
LANDSCAPE MAINTENANCE & RELATED IPM PROGRAM - UNIT COST DETAILS		
A	INITIAL, MONTHLY, ANNUAL COSTS	\$
1	Initial Set Up (First 60 days) Cost for Landscape Design or Redesign if needed or Continuation of existing maintenance program (specify as needed)	
2	Monthly Cost (After 60 days) per site) This cost should be derived by amortizing the annual cost divided by 12 months; some landscape management activities will be annual, biennial, quarterly or monthly; all costs should be factored into calculate monthly cost)	
3	First Year Cost per Site (First 60 days+10 Additional Month)	
5	Second Year Cost per Site (Ensure this cost reflects reduction over the first year as many of the initial landscape maintenance activities may not be needed as landscape maintenance and related IPM progresses) Monthly cost X12	
B	ESTIMATED HOURLY RATES (LABOR)	
1	Service Technician	
2	On-Site-Supervisor	
3	Entomologist, Agronomist, PCA etc.	
4	Pest Management Advisory Service	
C	HARDWARE COST	
	Indicate if any other hardware cost that is not included in your regular monitoring and pest prevention tools as part of the landscape maintenance & related IPM program	
D	ANT TREATMENT	
1	Pharoah Ant Insecticide Treatment (per acre of area treated)	
2	Pharoah Ant Insecticide Treatment (per 5000 Sq.ft. of area treated)	
3	Pharoah Ant Insecticide Bait Treatment (per bait stations upto 100 bait stations)	
4	Ant Insecticide Bait Stations (per bait station upto 100 bait stations)	
5	Fire Ant Insecticide Treatment (per acre of area treated)	
6	Fire Ant Insecticide Treatment (per 5000 Sq.ft. of area treated)	
7	Fire Ant Insecticide Treatment (per mound)	
8	Other Ant such as Argentine ants, Pavement ants, Little black ants	
9	Other Ants Insecticide Treatment (per acre of area treated)	
10	Other Ants Insecticide Treatment (per 5000 Sq. Ft. of area treated)	
11	Other Ants Insecticide Treatment (per mound)	
E	RODENT CONTROL (If applicable, when same vendor provides IPM for Wild Life Management)	
1	Cost of Temper Resistant Exterior Rodent Bait Station	
2	Cost of Havahart or Gopher Type Squirrel Trap	
F	PROJECT UNIT COST	
1	Landscape Maintenance (All activities as listed in the scope of service inclusive of IPM for landscape weed & other pest management)-Managing first 10 acres of land	
2	Landscape Maintenance (All activities as listed in the scope of service inclusive of IPM for landscape weed & other pest management)-Managing first 100 acres of land	
3	Landscape Maintenance (All activities as listed in the scope of service inclusive of IPM for landscape weed & other pest management)-Managing first 500 acres of land	
G	PROJECT PROFIT/MARK UP	

1	Provide your estimated or expected markup/profit percentage, while doing business with County of Santa Clara	
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NOTE: Should you feel necessary, you may provide additional cost breakdown of your cost on a separate sheet. However you must fill in the required information as asked in the above mentioned format.