

Vendor's Offer

Form 201-B (RFP)

Return this Section with your Response

It is required that Offeror complete, sign and submit the original of this form to the City Procurement Office with the proposal response. An unsigned "Vendor's Offer", late proposal response and/or a materially incomplete response will be considered nonresponsive and rejected.

Offeror is to type or legibly write in ink all information required below.

Company Name:	<u>NATURAL STATE LANDSCAPING LLC</u>		
Company Mailing Address:	<u>6423 E. Holly Dr.</u>		
City:	<u>MESA</u>	State:	<u>AZ</u>
		Zip:	<u>85215</u>
Contact Person:	<u>MICHAEL HEILIG</u>	Title:	<u>GEN. MGR.</u>
Phone No.:	<u>480-220-1020</u>	FAX:	<u>480-324-1122</u>
E-mail:	<u>NSLANDSCP@YAHOO.COM</u>		
<u>Company Tax Information:</u>			
Arizona Transaction Privilege (Sales) Tax No.:	<u>2042-7566</u>	or	
Arizona Use Tax No.:	_____		
Federal I.D. No.:	<u>26-4088504</u>		
City & State Where Sales Tax is Paid:	<u>TEMPE, AZ</u>		
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.:	<u>119595</u>		

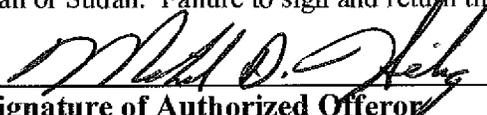
THIS PROPOSAL IS OFFERED BY

Name of Authorized Individual (TYPE OR PRINT IN INK) MICHAEL HEILIG

Title of Authorized Individual (TYPE OR PRINT IN INK) GEN. MGR.

REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (MUST SIGN IN INK)

By signing this Vendor's Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other Offeror or potential Offeror. In accordance with A.R.S. 35-393, et seq., the Offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with proposal response will be considered nonresponsive and rejected.


Signature of Authorized Offeror

5 Aug 11
Date

Natural State Landscaping LLC

Commercial & Residential Construction

Michael Heilig

6423 E. Holly Dr. Mesa, AZ 85215
480-220-1020 Cell 480-324-1122 Office/Fax
AZ Licensed Contractor K-21 252849
NSLANDSCP@YAHOO.COM

COMPANY OVERVIEW

Natural State Landscaping was founded in July of 2000. During this time period, the diversity of projects has continuously expanded from residential maintenance to major landscape construction. This includes commercial projects as well as residential. We have installed complete landscaping packages on hundreds of new homes and renovated many more. Our expertise includes all phases of concrete, block and chain link fencing, demolition, irrigation systems, stonework, stucco and all types of plant material.

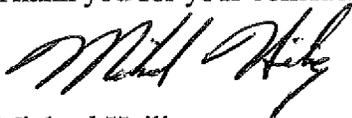
During the last 11 years our employee turnover is almost zero with the original crew still working daily. Our Safety record is spotless with zero events or recordables since inception.

For the last 6.5 years, we have been working with the City of Tempe, Risk Management department. The scope of work has been quite diverse and includes block wall repairs, irrigation repairs, debris clean-up, temporary fencing and abatements, plant replacement, concrete/ sidewalk replacements and consulting of root causes of damage. Two years ago we started supplying contractor services to the City of Scottsdale, Code Enforcement.

We provide service throughout the Valley. Our north Mesa location, just off the 202 freeway allows us easy access to all Tempe job sites. In most cases, less than 30 minutes door to door. This is especially helpful when meeting clientele. We are available 24 hours a day for emergency service.

Natural State Landscaping is a solid and solvent firm. Our wide variety of equipment is owned free and clear, available at any time. Our bids are typically 10-25% lower than competition due to our low overhead. The company is completely debt free, a very good indication of the ability to provide future service.

Thank you for your consideration,



Michael Heilig

General Manager,

Natural State Landscaping LLC

Proposal Questionnaire
Return this Section with your Response

Bidder shall submit answers to the following questions. Response will be utilized in determination of contract award. The city of Tempe may consider other information, whether or not specifically provided by the bidder in response to this RFP.

1. Provide the address of the facility that will supply service the City of Tempe account.

6423 E. Holly DR MESA AZ 85215

2. Describe your company and its history – include information about years you have been in business.

11 YEARS EXPERIENCE AS A COMPANY PERFORMING ALL PHASES OF LANDSCAPE REPAIR + MAINTENANCE. WITHIN THE CITY OF TEMPE RISK MANAGEMENT DEPT. APPROX 6 1/2 YEARS. WITHIN THE CITY OF SCOTTSDALE CODE ENFORCEMENT 2-3 YRS.

3. If submitting for restoration/rehabilitation of historic buildings and structures – provide complete information about your specialization in this area and procedures you would follow to insure compliance with guideline in this area.

4. Please provide contact information for the primary account representative and a backup contact for the City of Tempe – name, phone, cell phone and e-mail information.

MICHAEL HEILIG 480-324-1122, 480-220-1020 Cell, NSLANDSCP@yahoo.com

JENNIFER HEILIG 480-264-4782, 480-206-9443 Cell, JENNYAZ03@yahoo.com

5. Can you provide services to the City 24-hour per day? If so, provide your 24-hour phone number. YES

480-220-1020 Cell

480-324-1122 OFFICE/FAX

6. List current, valid, State of Arizona contractors licenses applicable to each Trade Group you are submitting for. A copy of each license must be included with your response.

AZ ROC K-21 LANDSCAPING + IRRIGATION SYSTEMS
COMMERCIAL + RESIDENTIAL

ROC 252849

7. Do you intend to utilize sub-contractors?

Yes _____ No X

If Yes, list firm name, address, name of principal, phone number and service they will perform.

8. Will you comply with or exceed the two-year warranty provision as requested by the City?

Yes No

If Yes, what warranty will you provide: 2 YR WARRANTY - SPECIAL OR UNUSUAL SITUATIONS DETAILED IN SPECIFIC JOB ESTIMATE.

If No, please explain:

9. The City will not process payments through its AP system for charges under \$1,000. Will you accept payment by Procurement Card (Credit Card).

Yes No WE WILL CARRY FORWARD BALANCES ON INVOICES UNTIL WE REACH THE \$1000. THRESHOLD. PLUS 3% 10 DAY / NET 30!

Will you accept payments for amounts in excess of \$1,000

Yes No

If Yes, indicate amount you are willing to accept. 50% OF TOTAL ON COMPLETION, BALANCE PAID AS AGREED UPON MUTUALLY BETWEEN DEPT. MGR. + NATURAL STATE. 3% DISCOUNT DOES NOT APPLY TO PAYMENT PLAN.

10. Does your billing invoice meet the requirements of the City of Tempe and have you included a copy for evaluation purposes?

Yes No

11. Do you agree to the Terms and Conditions of the IFB?

Yes No

If No, please explain:

12. List three (3) governmental or large corporate references for which you currently provide similar services.

Firm	Contact	Number
CITY OF TEMPE	LAURA GUERREO	480-350-2919
CITY OF TEMPE	DAVID McALLISTER	480-350-8248
CITY OF SCOTTSDALE	DIANE CHADWELL	480-312-2546

Group 8 - HVAC					
<i>N/A</i>	Applicable Hours		Cost per Hour		
	From	To	Helper	Journeyman	Supervisor
Weekdays- Straight Time			\$	\$	\$
Weekdays - Overtime			\$	\$	\$
Weekends - Straight Time			\$	\$	\$
Weekends - Overtime			\$	\$	\$
Holidays - Straight Time			\$	\$	\$
Holidays - Overtime			\$	\$	\$
Markup on direct cost of parts and materials				%	

EXTERIOR - AS RELATED TO LANDSCAPE IRRIGATION

Group 9 - Plumbing and Plumbing Repair Work					
	Applicable Hours		Cost per Hour		
	From	To	Helper	Journeyman	Supervisor
Weekdays- Straight Time	6:00	6:00	\$ 23	\$ 34	\$ 49
Weekdays - Overtime	6:00	6:00	\$ 23	\$ 34	\$ 49
Weekends - Straight Time	6:00	6:00	\$ 23	\$ 34	\$ 49
Weekends - Overtime	6:00	6:00	\$ 23	\$ 34	\$ 49
Holidays - Straight Time	6:00	6:00	\$ 23	\$ 34	\$ 49
Holidays - Overtime	6:00	6:00	\$ 23	\$ 34	\$ 49
Markup on direct cost of parts and materials			20	%	

Group 10 - Sewer Maintenance, Pumping and Repair					
<i>N/A</i>	Applicable Hours		Cost per Hour		
	From	To	Helper	Journeyman	Supervisor
Weekdays- Straight Time			\$	\$	\$
Weekdays - Overtime			\$	\$	\$
Weekends - Straight Time			\$	\$	\$
Weekends - Overtime			\$	\$	\$
Holidays - Straight Time			\$	\$	\$
Holidays - Overtime			\$	\$	\$
Markup on direct cost of parts and materials				%	

Specific Services Requested		
Description	Cost	Note
Pumping - per gallon (must include all costs - pumping, hauling, disposal, etc.)	\$	
Root Treatment - per Foot	\$	
Line locating and cameraing - per hour	\$	

Group 11 - Electrical					
<i>N/A</i>	Applicable Hours		Cost per Hour		
	From	To	Helper	Journeyman	Supervisor
Weekdays- Straight Time			\$	\$	\$
Weekdays - Overtime			\$	\$	\$
Weekends - Straight Time			\$	\$	\$
Weekends - Overtime			\$	\$	\$
Holidays - Straight Time			\$	\$	\$
Holidays - Overtime			\$	\$	\$
Markup on direct cost of parts and materials				%	

Group 12 – Electrical (High Voltage)					
N/A	Applicable Hours		Cost per Hour		
	From	To	Helper	Journeyman	Supervisor
Weekdays- Straight Time			\$	\$	\$
Weekdays - Overtime			\$	\$	\$
Weekends – Straight Time			\$	\$	\$
Weekends - Overtime			\$	\$	\$
Holidays – Straight Time			\$	\$	\$
Holidays - Overtime			\$	\$	\$
Markup on direct cost of parts and materials				%	

Group 13 - Masonry					
	Applicable Hours		Cost per Hour		
	From	To	Helper	Journeyman	Supervisor
Weekdays- Straight Time	6:00	6:00	\$ 23	\$ 34	\$ 49
Weekdays - Overtime	6:00	6:00	\$ 23	\$ 34	\$ 49
Weekends – Straight Time	6:00	6:00	\$ 23	\$ 34	\$ 49
Weekends - Overtime	6:00	6:00	\$ 23	\$ 34	\$ 49
Holidays – Straight Time	6:00	6:00	\$ 23	\$ 34	\$ 49
Holidays - Overtime	6:00	6:00	\$ 23	\$ 34	\$ 49
Markup on direct cost of parts and materials				20 %	

Group 14 - Concrete					
	Applicable Hours		Cost per Hour		
	From	To	Helper	Journeyman	Supervisor
Weekdays- Straight Time	6:00	6:00	\$ 23	\$ 34	\$ 49
Weekdays - Overtime	6:00	6:00	\$ 23	\$ 34	\$ 49
Weekends – Straight Time	6:00	6:00	\$ 23	\$ 34	\$ 49
Weekends - Overtime	6:00	6:00	\$ 23	\$ 34	\$ 49
Holidays – Straight Time	6:00	6:00	\$ 23	\$ 34	\$ 49
Holidays - Overtime	6:00	6:00	\$ 23	\$ 34	\$ 49
Markup on direct cost of parts and materials				20 %	

Group 15 – Concrete sealing & Repairs					
	Applicable Hours		Cost per Hour		
	From	To	Helper	Journeyman	Supervisor
Weekdays- Straight Time	6:00	6:00	\$ 23	\$ 34	\$ 49
Weekdays - Overtime	6:00	6:00	\$ 23	\$ 34	\$ 49
Weekends – Straight Time	6:00	6:00	\$ 23	\$ 34	\$ 49
Weekends - Overtime	6:00	6:00	\$ 23	\$ 34	\$ 49
Holidays – Straight Time	6:00	6:00	\$ 23	\$ 34	\$ 49
Holidays - Overtime	6:00	6:00	\$ 23	\$ 34	\$ 49
Markup on direct cost of parts and materials				20 %	

Group 16 - Welding					
	Applicable Hours		Cost per Hour		
	From	To	Helper	Journeyman	Supervisor
Weekdays- Straight Time	6:00	6:00	\$ 23	\$ 34	\$ 49
Weekdays - Overtime	6:00	6:00	\$ 23	\$ 34	\$ 49
Weekends - Straight Time	6:00	6:00	\$ 23	\$ 34	\$ 49
Weekends - Overtime	6:00	6:00	\$ 23	\$ 34	\$ 49
Holidays - Straight Time	6:00	6:00	\$ 23	\$ 34	\$ 49
Holidays - Overtime	6:00	6:00	\$ 23	\$ 34	\$ 49
Markup on direct cost of parts and materials			20 %		

Group 17 - Window Cleaning Services					
N/A	Applicable Hours		Cost per Hour		
	From	To	Helper	Journeyman	Supervisor
Weekdays- Straight Time			\$	\$	\$
Weekdays - Overtime			\$	\$	\$
Weekends - Straight Time			\$	\$	\$
Weekends - Overtime			\$	\$	\$
Holidays - Straight Time			\$	\$	\$
Holidays - Overtime			\$	\$	\$
Markup on direct cost of parts and materials			%		

Group 18 - Pest and Bird Control					
N/A	Applicable Hours		Cost per Hour		
	From	To	Helper	Journeyman	Supervisor
Weekdays- Straight Time			\$	\$	\$
Weekdays - Overtime			\$	\$	\$
Weekends - Straight Time			\$	\$	\$
Weekends - Overtime			\$	\$	\$
Holidays - Straight Time			\$	\$	\$
Holidays - Overtime			\$	\$	\$
Markup on direct cost of parts and materials			%		

Group 19 - General Labor					
	Applicable Hours		Cost per Hour		
	From	To	Helper	Journeyman	Supervisor
Weekdays- Straight Time	6:00	6:00	\$ 23	\$ 34	\$ 49
Weekdays - Overtime	6:00	6:00	\$ 23	\$ 34	\$ 49
Weekends - Straight Time	6:00	6:00	\$ 23	\$ 34	\$ 49
Weekends - Overtime	6:00	6:00	\$ 23	\$ 34	\$ 49
Holidays - Straight Time	6:00	6:00	\$ 23	\$ 34	\$ 49
Holidays - Overtime	6:00	6:00	\$ 23	\$ 34	\$ 49
Markup on direct cost of parts and materials			20 %		