



PROJECT: Locke Fire Station, Corvallis, OR
 INFORMATION: Landscape Contractor Bid Analysis
 DATE: December 5, 2025

BID LINE ITEM COMPARISON

GENERAL NOTES:

- Sections itemized below are per OD&A RFQ dated 10/25/25
- "PW" = Prevailing wage rate applied. Otherwise prices are at private wage rate. Note that in all cases an aggregate price of any contracted work will trigger prevailing wages if the total for that phase exceeds \$50,000, per state law.
- "NIC" = Not included in price
- Please read all bid submittal documents to fully understand the information below, as not every detail is covered here.
- Please look at the plans and read the project specifications provided by Landscape Architect for more details about the work being proposed.
- **IMPORTANT:** Please be sure to read the summary at the end of this document. It is essential to get detailed re-bids before deciding on a contractor.

ITEM	DeSantis	Gaia	Upward (PW ALL)
1. TREE REMOVALS	\$8,139	\$4,463	\$11,460
2. NE CORNER	\$25,579	\$63,355 (PW)	\$38,140
3. ENTRY ISLAND	\$2,955	\$11,500	\$10,380
4. W. OF BLDG.	\$7,966	\$26,190	\$12,310
5. S. OF BLDG.	\$13,090	\$14,255	\$14,840
6. TREE PLANTINGS	\$1,178	\$2,765 trees + \$4,995 irrigation = \$7,760	\$7,110 (irrigation NIC)
7. MAINTENANCE	NIC, to be provided on receipt of final scope of work	\$1,248	\$3,360
TOTALS	\$58,907 + maintenance	\$128,771	\$97,600 + Item 6 irrigation

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VARIATIONS FROM BID REQUIREMENTS & NOTES ON ITEMS INCLUDED OR NOT INCLUDED (Items are in the approximate order in which they appear in the contractor bid document; some items may appear multiple times within the various line items).

DeSANTIS:

ITEM	REMARKS	IMPLICATIONS
Mulching	Mulching would be with arborist chips provided by client.	KEY CONSIDERATION: Unknown but significant difference in cost. It is not reasonable to assume no cost for mulch materials. Therefore this needs to be re-bid to comply with the RFQ requirements. (NOTE: Arborist chips are better for the plants, but they are also more flammable and therefore at odds with the firewise principles (they could still be considered a reasonable choice, though). Client staff time would have to be spent sourcing chips and arranging deliveries, and space on site would have to be allocated to storage. Arborist chips can carry diseases and live tree seeds.)
Mulching	2" mulch depth.	KEY CONSIDERATION: Project specifications call for 3" mulch depth. There is a 50 percent cost increase to comply with project requirements.
Spoils	"Stripped sod and excavated spoils to be dumped on site."	KEY CONSIDERATION: An appropriate location would have to be determined by Client in consultation with Landscape Architect. If this approach is not taken, cost would increase for hauling and disposal by an unknown amount.
Irrigation	"Irrigation pricing is time and materials in order to utilize existing components. To be inspected at time of construction. Any updates to actual hours and materials required to complete the job to be discussed with owner prior to completing the work." "Estimate includes for 20 hrs. labor and \$500	KEY CONSIDERATION: Costs are therefore unknown and could be significant. Note that Gaia has done a thorough inspection of the existing irrigation system and has included needed items such as new valves and other components in their fixed prices.

	misc. materials [NE Corner only; see bid for details on other areas]."	
Outhouse	"Includes outhouse for duration of project."	The other two bids make no mention of an outhouse. It may or may not be included in their bids. There is an option to allow workers to use toilet facilities already on site in the building. This is a minor cost item.
Continuity	"Price assumes a continuous sequence of events...there will be a \$750, [sic] per each re-mobilization."	This is a reasonable and customary allowance, to cover the costs of moving equipment, labor, and materials into place. Neither of the other two contractors mention re-mobilization charges; this should be discussed with any bidders under serious consideration.
Edging	DeSantis includes aluminum edging for all paths and for the rock band at the building. This was not in the plans and specifications and was included by the contractor.	KEY CONSIDERATION: This adds an unknown amount to the price. It is not a bad idea, but it can be quite expensive. It would be something to discuss if this contractor is in the final cut.
Bench	Not mentioned, so it is unclear whether it is included.	The bench is specifically mentioned and priced by Gaia (\$520; depends on bench selected).
Curb Cut	Not mentioned, so it is unclear whether it is included.	Gaia prices it at \$890, so if it is not included in the DeSantis bid it will be a fairly significant addition to the price.
Utility locate	"The owner is responsible for notifying contractor of any private utilities and for fees associated with location."	Neither of the other two bidders mention this. Utility location from public space up to the site property line is done without charge, and is required by law. Utility location on site can be done by a private subcontractor; costs would be unknown. All contractors should have this in their scope of work.
Tree Planting	Tree bags will be used for watering.	This is a good approach as long as client is willing and able to fill bags manually as needed during the first three years of plant establishment. Note that Gaia is proposing a formal

		irrigation system for this line item, amounting to \$4,995, so if they were to use tree bags instead their price would come down by most of that amount. Tree bags can be purchased for under \$10 each, for a total cost of well under \$200.
Tree Warranty	Trees not on an automatic watering system are not covered by warranty.	A reasonable stipulation, transferring risk to client.
Alternate Prices	There are no priced alternates mentioned in their bid. It may be that some different approaches would reduce costs.	This should be discussed with the bidder if they are short-listed.

GAIA

ITEM	REMARKS	IMPLICATIONS
Irrigation	Gaia did a very thorough investigation of the existing system and submitted a detailed report as part of their submittals. In addition to analyzing the irrigation system, they pointed out that the existing pump may not be adequate for the irrigation system, and it is old and may need to be replaced soon, likely at a high cost. Please refer to their report for details.	KEY CONSIDERATION: It is probable that neither other bidder has a comparable grasp of the issues at hand, meaning that their costs could very likely be inadequate to deal with the realities of providing a working system.
Prevailing Wage	Note that the NE Corner is bid at prevailing wage on account of the cost exceeding \$50,000 even at private wage rates. However, they do mention that some cost cutting could lower the price below the \$50,000 threshold. See their note at the beginning of their "Estimate by Zone."	KEY CONSIDERATION: This should be discussed with the bidder if short-listed.
Alternate Prices	Numerous alternates with prices are included in their bid submittal.	KEY CONSIDERATION: These should be discussed with the bidder if they are short-listed.
Sleeves	Bid includes up to 11 sleeves for	This is a welcome and necessary

Under Paths	pipng and other underground improvements.	element that may be part of all 3 bids, though this is unclear.
Curb Cutting	Included as a line item. Not mentioned by other bidders.	This is necessary.
Sod Removal	Included in bid is disposal off site.	
Mulch	Wood chips are specified, and the quantity varies from that of the other bidders.	Price is higher than other bidders on account of the materials used (as specified in the plans and specifications).
Erosion Control	A line item is included to protect storm water inlets. This may be required to comply with NPDES regulations.	It is unclear whether other bidders have taken this into consideration.
Microbes	The addition of soil microbes is included.	This is per the specifications. It is unclear whether the other bidders comply with specifications. This is an important element in plant health and therefore to the success of the project. Whoever gets the job should be reminded of the specification.
Herbicide Application	This is included as a line item. It may or may not be included in the other bids.	While it is always preferable to use organic practices, a project of this scale can sometimes justify judicious use of chemical herbicides in order to ensure the success of the plantings.
Bench	This is included, with an allowance for a modestly-priced bench. Neither of the other two bidders mention the bench, though they may be including it in their bids.	The Client can choose whatever bench they want. Prices can vary significantly. Materials determine lifespan.
Drainage Repair	This is included. It is not mentioned by either of the other two bidders.	This is a minor but important item.
Irrigation in Outlying Areas	This is a costly addition that could be eliminated (see "Tree Planting" item in DeSantis remarks above.)	

UPWARD

ITEM	REMARKS	IMPLICATIONS
Prevailing Wages	All prices are at prevailing wage rates.	KEY CONSIDERATION: If the overall cost of any one phase of the work is

		under \$50,000 then the private wage rates could be used. This should be discussed with the bidder if they are short-listed.
Disposal	Tree chips will be hauled away.	These could and probably should be retained on site and used for mulch. This could change the cost of this item.
Alternates	Please see bid document for various alternative approaches. Some of these are unclear.	This should be discussed with the bidder if short-listed.
"All Landscape Elements"	This statement appears in each line item. It implies that things like the bench, the curb cut, and other project elements mentioned by the other bidders are included.	This should all be gone over with the bidder if short-listed.

Project Observation by Landscape Architect

Note the schedule of site observations by Landscape Architect in project specifications. These are stipulated in order to protect the interests of the client. They are observations and not project supervision; please read the specific language in the specifications document. Where the contractor is well-known to the Landscape Architect, some or most of the site observations listed in the schedule can be eliminated based on past performance on other projects. These site visits can be time consuming, and would be performed by Landscape Architect at the standard hourly rate of \$155 per hour.

Project observation services typically also include review of bills of lading and materials invoices, in order to assure that materials specified were actually used.

In the case of the bidders on this job, Gaia Landscapes has been a regular installation contractor on many jobs designed by Landscape Architect over the past 10-plus years. They are a well-regarded firm and can be trusted to complete the project with integrity and good workmanship. DeSantis Landscapes has performed one medium-scale residential project designed by Landscape Architect and they did an excellent job. They have an excellent reputation. Upward Landscape came well recommended but Landscape Architect has no direct experience with them.

Whether or not to hire Landscape Architect for the purpose of project observation is the choice of the Client, and is not required. It offers protection, but at the cost of the visits and any related correspondence, reports, etc. It is unknown how much work this could involve, and can vary considerably depending on whether site visits can combine multiple observations and whether there are any problems requiring follow-up visits.

Please note that project observations do not obligate the Landscape Architect to take responsibility for the outcome of the project. They also do not take the place of any inspections required by public agencies such as building departments (none are anticipated for this project).

SUMMARY OF ANALYSIS

Because of the many variations in the bids, it is not possible to merely look at the bottom line and decide on the lowest bid. It is recommended that any bidders under consideration at this time be contacted for clarification of the various unknowns detailed in this document. Particularly, we don't see how DeSantis can do the job for the quoted price. Other things may also become apparent in discussion with bidders. It is always important to have a meeting of the minds on all details before deciding on a winning bidder.

Please let us know if you have any questions or if we can be of help moving forward with this important stage of the process. It may be helpful for us to attend the board meeting, and we would be happy to do that. We are here to look out for your interests.

We are excited about this project, and we are looking forward to seeing it come to a successful completion. Thank you for the opportunity to be of help.

Kind regards,



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Submitted by
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Expires 6/30/26