



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header 1

List View

General Information Contact Default Values Discount Document Information Clarification Request

Procurement Folder: 1771647

Procurement Type: Central Master Agreement

Vendor ID: 000000198575

Legal Name: WETLAND STUDIES & SOLUTIONS INC

Alias/DBA:

Total Bid: \$0.00

Response Date: 09/24/2025

Response Time: 12:45

Responded By User ID: WSSI_Contracts

First Name: Amy

Last Name: Connelly

Email: contracts@wetlands.com

Phone: 7036795600

SO Doc Code: CRFQ

SO Dept: 0211

SO Doc ID: GSD2600000006

Published Date: 9/19/25

Close Date: 9/24/25

Close Time: 13:30

Status: Closed

Solicitation Description: Tree Risk Assessment Services

Total of Header Attachments: 1

Total of All Attachments: 1



Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

State of West Virginia
Solicitation Response

Proc Folder: 1771647
Solicitation Description: Tree Risk Assessment Services
Proc Type: Central Master Agreement

Solicitation Closes	Solicitation Response	Version
2025-09-24 13:30	SR 0211 ESR09242500000002211	1

VENDOR

000000198575
WETLAND STUDIES & SOLUTIONS INC

Solicitation Number: CRFQ 0211 GSD2600000006
Total Bid: 0
Response Date: 2025-09-24
Response Time: 12:45:22
Comments:

FOR INFORMATION CONTACT THE BUYER
Tara Lyle
(304) 558-2544
tara.l.lyle@wv.gov

Vendor
Signature X

FEIN#

DATE

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Arborist services				0.00

Comm Code	Manufacturer	Specification	Model #
70111506			

Commodity Line Comments:

Extended Description:

Vendor must submit Exhibit A - Pricing Page with their bid. Leave the amount included as \$0.



*WSSI completes tree assessments in several high-profile locations
in Washington, D.C. including the U.S. Capitol*

Tree Risk Assessment Services

State of West Virginia
CRFQ-0211-GSD2600000006
September 24, 2025





due September 24, 2025

Ms. Tara Lyle, Buyer Supervisor
State of West Virginia
2019 Washington Street East
Charleston, WV 25305

via upload to wvOASIS Portal

Re: CRFQ-0211-GSD2600000006 – Tree Risk Assessment Services

Dear Ms. Lyle,

Wetland Studies and Solutions, Inc. (WSSI), a Davey Tree Company, is pleased to submit our qualifications and proposal in response to CRFQ-0211-GSD2600000006 – Tree Risk Assessment Services. Our firm focuses on providing the best environmental consulting services for government agencies and private clients; our consulting arborists regularly work with trees in high-profile landscapes including the U.S. Capitol and National Mall and the grounds of Smithsonian museums, as well as numerous local parks and planned developments, all places where the trees are of greatest value to the community and safety is essential. Our Tree Risk Assessment Qualified staff use the best tools - including resistance drills, PiCUS Sonic Tomograph, and Tree Radar Ground Penetrating Radar (GPR) - to assess trees for health and condition, and determine the best management practices for preservation. Our team excels at early identification of constraints, clear communication with clients, and practical solutions.

I would serve as the State's main point of contact, and our Charleston-area Davey Tree office will provide local support with additional staffing and aerial lift trucks for our work; they have worked on the site. As a subsidiary of the Davey Tree Expert Company, WSSI has access to additional arboriculture and urban forestry resources to address any tree-related issue for our clients. We are further strengthened by our connection with the Davey Institute, Davey Tree's technical development and research branch.

We have included the requested pricing form (Exhibit A) with our pricing assumptions as well as detailed proposal for the initial Tree Risk Assessment efforts described in the RFP.ⁱ We appreciate the opportunity to serve the State of West Virginia and look forward to hearing from you; you can reach me at chulse@wetlands.com or (703) 679-5715. Thank you for considering WSSI and Davey Tree as your trusted partner in arboricultural and environmental consulting.

Sincerely,
WETLAND STUDIES AND SOLUTIONS, INC.

Cary Hulse, ISA# PD-1080A, RCA #757, TRAQ, TPAQ
Manager – Urban Forestry

L:\Proposals\2025\VA-Gainesville\RFPs\WV-State-Capitol_TreeAssess_RFP2173\7_materials\cover letter_WV state capitol.docx

ⁱ If selected for this work, we reserve the option to begin the negotiation process with our redlined version of the draft contract.



SHORT FORM CONTRACT PROFESSIONAL SERVICES AGREEMENT

CLIENT: State of West Virginia
ADDRESS: 2019 Washington Street East
Charleston, WV 25305
ATTN: Tara Lyle
PHONE: 304-558-2544

DATE: September 24, 2025
PROJECT NAME: WV State Capitol Tree Risk Assessment
WSSI PROPOSAL #: PRFP2173

In response to Solicitation Number CRFQ 0211 GSD2600000006, dated September 11, 2025, Wetland Studies and Solutions Inc. (WSSI) will provide professional arboricultural consulting services in accordance with the scope of work outlined below.

Upon award WSSI reserves the right to provide a redlined version of the draft contract to begin the negotiation process.

SCOPE AND FEE

Task 1 – Tree Risk Assessment

Lump Sum of \$87,900

Per Solicitation Number CRFQ 0211 GSD2600000006, WSSI's ISA Certified and Tree Risk Assessment Qualified Arborists will conduct an assessment of 38 mature trees located on the State Capitol Grounds. This task assumes all work will be completed in a single mobilization. If additional mobilizations are required due to client delays or unforeseen circumstances (such as severe weather or other emergencies), an additional mobilization charge of **\$4700** per additional mobilization will be required. Specific trees to be included will be identified on site by the client at the time of the assessment.

The assessment will consist of the following specific activities:

- 1) WSSI will conduct a general visual health assessment of each tree, documenting tree species, size, and narrative notes of pertinent defects. Tree condition will be assessed using the methods outlined in the Council of Tree and Landscape Appraisers *Guide for Plant Appraisal, 10th edition*. Inventoried trees will be tagged with a numbered aluminum medallion for future reference. A photographic record will also be collected.
- 2) WSSI will prepare a simple map showing the approximate location of each assessed tree to include each tree's ID number.
- 3) WSSI will conduct a basic (Level 2) risk assessment on each tree utilizing the ISA tree risk assessment form. Risk assessments will be based on a period of one year and will focus on the single most significant defect or condition for each tree. Targets will be considered for both pedestrians and parked cars. Basic assessments are limited to ground-based, visual assessment only.
- 4) WSSI will provide an advanced (Level 3) assessment of each tree focusing on the single most significant defect or condition revealed by the basic assessment in Item #3 above. Level 3 assessments will include the following:
 - a) Visual aerial inspection of the upper trunk and canopy, to be conducted using a bucket truck and will be limited to those areas within reach of a 75' aerial lift.
 - b) Sonic tomography scans of both the tree base and significant locations within the upper trunk (upper trunk scans will be conducted using a bucket truck and will be limited to those areas within reach of a 75' aerial lift). Upper trunk scans will be focused on visible defects such as trunk decay, hollow areas, or weakened branch unions. This task assumes no more than 2-3 scan locations per tree.
 - c) Resistance drilling will be used at the arborist's discretion to either corroborate the results of sonic tomography scans or test additional locations where sonic tomography scans may not be feasible (such as areas of complex branch geometry).

The sonic tomography scans will provide color-coded two-dimensional images (tomograms) which represent relative wood density within the tree. Resistance drill readings will provide a two-dimensional graphical representation of the drill's resistance to wood in the tree.

Following all fieldwork, WSSI will provide a report outlining the findings of the tree assessment efforts. The report will include the following:

- 1) Outline of methods and observations
- 2) The results of the general health assessment in spreadsheet format
- 3) ISA risk assessment forms
- 4) Narrative results and discussion of the advanced assessments for each tree, including tomograms and resistance drill readings.
- 5) A summary of risk assessment results, including the assigned risk rating (low, moderate, high, or extreme) for each tree.
- 6) A summary of recommendations for management and maintenance activities for each tree.
- 7) Maps depicting the approximate location of each tree, symbolized by risk rating and by maintenance recommendations.

The report will be provided in PDF format.

To the extent WSSI's Services involve the evaluation or documentation ("Observational Data") of trees, tree inventories, natural areas, wetlands and other water features, animal or plant species, or other subjects (collectively, "Subjects"), the Observational Data will pertain only to the specific point in time it is collected (the "Time of Collection"). WSSI will not be responsible nor in any way liable for (a) any conditions not discoverable using the agreed upon means and methods used to perform the Services, (b) updating any Observational Data, (c) any changes in the Subjects after the Time of Collection (including, but not limited to, decay or damage by the elements, persons or implements; insect infestation; deterioration; or acts of God or nature [collectively, "Changes"]), (d) performing services that are in addition to or different from the originally agreed upon Services in response to Changes, or (e) any actions or inactions of you or any third party in connection with or in response to the Observational Data. If a visual inspection is utilized, visual inspection does not include aerial or subterranean inspection, testing, or analysis unless stated in the scope of work. WSSI will not be liable for the discovery or identification of non-visually observable, latent, dormant, or hidden conditions or hazards, and does not guarantee that Subjects will be healthy or safe under all circumstances or for a specified period of time, or that remedial treatments will remedy a defect or condition.

Task 2 – Meetings, Coordination & Additional Work

Hourly per Exhibit A

If required or requested, any report revisions, additional tree assessment, additional mobilizations, follow-up meetings or coordination with Client, agency or Client's consultants will be billed on an hourly basis in accordance with Exhibit A. This task will also include other work necessary to address either unforeseen circumstances not specifically outlined in this contract and/or to respond to client requests.

Exclusions/Limitations

1. No tree location survey is included with this scope.
2. No soil or tissue sampling or testing is included with this scope.
3. No soil, root crown excavation, sub-surface, or root investigations are included with this scope.
4. Ground Penetrating Radar (GPR, or Tree Radar) scans are not included with this scope. GPR is typically utilized for mapping tree root density and depth patterns. While GPR can be used to detect decay in tree trunks, WSSI finds that sonic tomography provides superior results in this application. GPR will not be used for decay detection and is not included with this scope.

Materials to be Provided by Owner/Client

1. Client shall ensure that WSSI has sufficient permission and access to the site to conduct the scope herein. This includes permission to: park on site, block sidewalks and parking spots as needed, bring aerial lift trucks within the lawn areas around each tree, drill each tree with resistance drill equipment, apply nails to trees as needed to conduct tomography scans, and physically tag the trees in question with numbered aluminum medallions. Tree tags will be attached to the trees with aluminum nails.
2. Client shall ensure that sidewalks and parking areas will be blocked and secured prior to WSSI's mobilization as needed for access to trees to conduct the scope above.

The price is only fixed for thirty (30) days from the date of this proposal. Our fee for services will be invoiced as outlined above and using the enclosed Exhibit A - Rate Schedule.

If this short form contract outlines your understanding of the scope of services, please sign below and return a copy to our office.

Thank you for the opportunity to present this proposal.

CLIENT ACCEPTANCE:

Sincerely,

Wetland Studies and Solutions, Inc.

Signature: _____

Accepted by (print name): _____

Legal Name of Client: _____

Date: _____



Cary Hulse, ISA# PD-1080A, RCA #757, TRAQ, TPAQ
Manager – Urban Forestry

By signing above, you are creating a legal obligation between the client listed on this proposal and Wetland Studies and Solutions, Inc. (WSSI). This obligation cannot be transferred to a third party without prior written consent from both WSSI and the third party.

CLIENT'S PREFERRED METHOD OF INVOICE SUBMISSION

How would you like to receive invoices for this project?;

☐ Mail: Invoice(s) will be mailed to the address listed on this proposal.

☐ E-mail: Invoice(s) will be emailed to _____

☐ Other: Please provide instructions below:

Tab 1

RFQ Form





Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

State of West Virginia
Centralized Request for Quote
Service - Misc

Proc Folder: 1771647

Doc Description: Tree Risk Assessment Services

Reason for Modification:

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2025-09-11	2025-09-24 13:30	CRFQ 0211 GSD2600000006	1

BID RECEIVING LOCATION

BID CLERK
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON ST E
CHARLESTON WV 25305
US

VENDOR

Vendor Customer Code: 000000198575

Vendor Name : Wetland Studies and Solutions, Inc.

Address :

Street : 5300 Wellington Branch Drive, Suite 100

City : Gainesville

State : VA

Country : U.S.

Zip : 20155

Principal Contact : Cary Hulse, ISA# PD-1080A, RCA #757, TRAQ, TPAQ

Vendor Contact Phone: (703) 679-5600

Extension:

FOR INFORMATION CONTACT THE BUYER

Tara Lyle
(304) 558-2544
tara.l.lyle@wv.gov

Vendor
Signature X

FEIN# 54-1603789

DATE 9/24/2025

All offers subject to all terms and conditions contained in this solicitation

ADDITIONAL INFORMATION

Request for Quotation

The West Virginia Purchasing Division is soliciting bids on behalf of The Department of Administration, General Services Division, to establish a contract for consultant services for Tree Risk Assessment for the initial scope of work will be to perform TRAQ 3 level assessments of the 38 oak trees identified on Exhibit C and may include any trees located on the WV State Capitol Complex campus, per the bid requirements, specifications and terms and conditions as attached hereto.

INVOICE TO

DEPARTMENT OF
ADMINISTRATION
112 CALIFORNIA AVENUE

BLDG 4, 6TH FLOOR
CHARLESTON
US

WV

SHIP TO

DEPARTMENT OF
ADMINISTRATION
GENERAL SERVICES
DIVISION BLDG 1
1900 KANAWHA BLVD E
CHARLESTON
US

WV

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Arborist services				

Comm Code**Manufacturer****Specification****Model #**

70111506

Extended Description:

Vendor must submit Exhibit A - Pricing Page with their bid. Leave the amount included as \$0.

SCHEDULE OF EVENTS**Line****Event****Event Date**

1

Technical questions due by 2:00 pm

2025-09-16

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

(Printed Name and Title) Cary Hulse, ISA# PD-1080A, RCA #757, TRAQ,
TPAQ, Manager - Urban Forestry

(Address) 5300 Wellington Branch Drive, Suite 100, Gainesville, VA 20155

(Phone Number) / (Fax Number) (703) 679-5600 / (703) 679-5601

(email address) chulse@wetlands.com

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that: I have reviewed this Solicitation/Contract in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation/Contract for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that this bid or offer was made without prior understanding, agreement, or connection with any entity submitting a bid or offer for the same material, supplies, equipment or services; that this bid or offer is in all respects fair and without collusion or fraud; that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; that I am authorized by the Vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on Vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

By signing below, I further certify that I understand this Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law; and that pursuant to W. Va. Code 5A-3-63, the entity entering into this contract is prohibited from engaging in a boycott against Israel.

Wetland Studies and Solutions, Inc.

(Company)

(Signature of Authorized Representative)

Cary Hulse, ISA# PD-1080A, RCA #757, TRAQ, TPAQ, Manager - Urban Forestry, 9/24/2025

(Printed Name and Title of Authorized Representative) (Date)

(703) 679-5600 / (703) 679-5601

(Phone Number) (Fax Number)

chulse@wetlands.com

(Email Address)

REQUEST FOR QUOTATION
CRFQ GSD26*06 - Consultant Services – Tree Risk Assessment

10. VENDOR DEFAULT:

10.1. The following shall be considered a vendor default under this Contract.

10.1.1. Failure to perform Contract Services in accordance with the requirements contained herein.

10.1.2. Failure to comply with other specifications and requirements contained herein.

10.1.3. Failure to comply with any laws, rules, and ordinances applicable to the Contract Services provided under this Contract.

10.1.4. Failure to remedy deficient performance upon request.

10.2. The following remedies shall be available to Agency upon default.

10.2.1. Immediate cancellation of the Contract.

10.2.2. Immediate cancellation of one or more release orders issued under this Contract.

10.2.3. Any other remedies available in law or equity.

11. MISCELLANEOUS:

11.1. Contract Manager: During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

Contract Manager:	<u>Cary Hulse, ISA# PD-1080A, RCA #757, TRAQ, TPAQ</u>
Telephone Number:	<u>(703) 679-5600</u>
Fax Number:	<u>(703) 679-5601</u>
Email Address:	<u>chulse@wetlands.com</u>

Tab 2

Addendum No. 1
and Addendum
Acknowledgment
Form





Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

State of West Virginia
Centralized Request for Quote
Service - Misc

Proc Folder: 1771647			Reason for Modification: Addendum No. 1
Doc Description: Tree Risk Assessment Services			
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2025-09-19	2025-09-24 13:30	CRFQ 0211 GSD2600000006	2

BID RECEIVING LOCATION

BID CLERK
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON ST E
CHARLESTON WV 25305
US

VENDOR

Vendor Customer Code: 000000198575
Vendor Name : Wetland Studies and Solutions, Inc.
Address :
Street : 5300 Wellington Branch Drive, Suite 100
City : Gainesville
State : VA **Country :** U.S. **Zip :** 20155
Principal Contact : Cary Hulse, ISA# PD-1080A, RCA #757, TRAQ, TPAQ
Vendor Contact Phone: (703) 679-5600 **Extension:**

FOR INFORMATION CONTACT THE BUYER

Tara Lyle
(304) 558- 2544
tara.l.lyle@wv.gov

Vendor
Signature X

FEIN# 54-1603789

DATE 9/24/2025

All offers subject to all terms and conditions contained in this solicitation

ADDITIONAL INFORMATION

Addendum No. 1 issued for the following -

1. Responses to vendor questions attached. See attachment.
2. The bid opening remains on 09/24/2025 at 1:30 pm EST.

No other changes.

INVOICE TO

DEPARTMENT OF
ADMINISTRATION
112 CALIFORNIA AVENUE

BLDG 4, 6TH FLOOR
CHARLESTON WV
US

SHIP TO

DEPARTMENT OF
ADMINISTRATION
GENERAL SERVICES
DIVISION BLDG 1
1900 KANAWHA BLVD E
CHARLESTON WV
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Arborist services				

Comm Code	Manufacturer	Specification	Model #
70111506			

Extended Description:

Vendor must submit Exhibit A - Pricing Page with their bid. Leave the amount included as \$0.

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Technical questions due by 2:00 pm	2025-09-16

SOLICITATION NUMBER: CRFQ GSD2600000006

Addendum Number: 1

The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

Applicable Addendum Category:

- ☐ Modify bid opening date and time
- ☐ Modify specifications of product or service being sought
- ☒ Attachment of vendor questions and responses
- ☐ Attachment of pre-bid sign-in sheet
- ☐ Correction of error
- ☐ Other

Description of Modification to Solicitation:

1. Responses to vendor questions attached. See attachment.
2. The bid opening remains on 09/24/2025 at 1:30 pm EST.

Additional Documentation: Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

CRFQ GSD2600000006 – ADDENDUM NO. 1

ATTACHMENT A

Questions:

- Q 1: Are you looking for unit pricing (hourly rates and per test rates) only, or is the intention to award based on the total derived from that worksheet? Specifically, we can offer advanced testing using any of the methods listed, but we would almost certainly not recommend doing all three tests on every tree. Typically for advanced assessments, we would use sonic tomography and/or resistance drilling only. Tree Radar is mainly used for mapping tree root density patterns and isn't typically applicable for risk assessment. So, is the intention to do all 3 tests on every tree?
- A1: We are seeking unit pricing (hourly rates and per test rates) utilizing the "bid scenario" for bid comparison purposes. The awarded contract would be a "Master Agreement" that we would be able to order based upon the established unit prices. If the vendor did not advise performing all three tests, they would not be ordered.
- Q2: Will the initial award be for all 38 trees to be completed in a single mobilization/task order, or do you anticipate breaking it up in any way?
- A2: The initial "delivery order" issued would be for the 38 identified trees. That order would be issued based upon consultation with the awarded vendor to devise a quote for needed hours and/or tests.

Other Information:

1. The bid opening remains on 09/24/2025 at 1:30 pm EST.

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ GSD2600000006

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

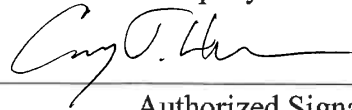
(Check the box next to each addendum received)

<input checked="" type="checkbox"/> Addendum No. 1	<input type="checkbox"/> Addendum No. 6
<input type="checkbox"/> Addendum No. 2	<input type="checkbox"/> Addendum No. 7
<input type="checkbox"/> Addendum No. 3	<input type="checkbox"/> Addendum No. 8
<input type="checkbox"/> Addendum No. 4	<input type="checkbox"/> Addendum No. 9
<input type="checkbox"/> Addendum No. 5	<input type="checkbox"/> Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Wetland Studies and Solutions, Inc.

Company



Authorized Signature

9/24/2025

Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.

Tab 3

Exhibit A -
Pricing Page



Exhibit A - Pricing Page
CRFQ GSD26*06 - Tree Risk Assessment

Scheduled Tree Risk Assessment:	Estimate Qty.	Unit Price	Unit of Measure	Notes (see also pricing notes below)	Total Line Item Price
Labor - Qualilfied Tree Risk Assessor:	76	\$250.00	Hour	Assumes Level 2 - Basic Assessment only. Rate will apply for all report writing.	\$0.00
Demand Tree Risk Assessment Emergency Basis:					
Labor - Qualilfied Tree Risk Assessor:	38	\$275.00	Hour	Assumes Level 2 - Basic Assessment only	\$0.00
Advanced Tree Risk Assessment:					
Labor - Qualilfied Tree Risk Assessor:	76	\$775.00	Hour	Assumes Crew of 4, including Qualified Arborist and bucket truck	\$0.00
Labor - Support services:	38	\$175.00	Hour	One staff	\$0.00
Testing:					
Tissue Sampling & Testing:	38	\$500.00	Service	Per Sample	\$0.00
Resistance Drilling:	38	\$1,400.00	Service	Per Test Location	\$0.00
Tomography:	38	\$2,500.00	Service	Per Test Location	\$0.00
TreeRadar:	38	\$8,600.00	Service	Root Density Mapping, Per Tree	\$0.00
Total Overall Cost: (A+B+C+D+E+F+G+H)					<u>\$0.00</u>



September 24, 2025

Cary Hulse, ISA# PD-1080A, RCA #757, TRAQ, TPAQ / Wetland Studies and Solutions, Inc.

Authorized Signature

Date

Printed Name/Vendor Name

PRICING NOTES AND ASSUMPTIONS:

- 1) Pricing above does not include mobilization. Additional fee of **\$4700** will be required per mobilization to the site.
- 2) Unit pricing for testing services does not include report preparation. Report preparation will be billed hourly using the hourly rates above. Reports are typically provided as a single combined report, one report per mobilization (not one report per tree). Separate reports can be provided and will be subject to the hourly rate.
- 3) Unit pricing for testing assumes one task per mobilization. If tasks are combined (multiple tasks and/or multiple trees) per mobilization, fee reduction may apply.
- 4) Hourly rates for advanced testing include a full four person crew, including aerial lift truck and qualified arborist.
- 5) Unit rate for tissue sampling does not include aerial lift truck. Aerial lift may be required for sample collection.
- 6) Unit rates assume the client will provide all required access and that no access permits will be needed.

Tab 4

Exhibit B - Time Schedule



CRFQ GSD26*06

Exhibit B - Time Schedule

ACTIVITY	SCHEDULE (weeks from NTP)									
	1	2	3	4	5	6	7	8	9	10
Kickoff and Mobilization										
Fieldwork										
Data Processing and Report Preparation										
Final Report Delivery to the Client										

WETLAND STUDIES AND SOLUTIONS, INC.

September 24, 2025

Tab 5

Relevant Services



TREE RISK ASSESSMENT

Trees enhance the landscapes that they inhabit and provide valuable environmental services. However, large trees carry inherent risks that must be understood and managed appropriately by property owners or tree managers. As trees grow and age, they are affected by weather events, construction, pests, soil issues, and other conditions that may increase the risk of tree or branch failure. WSSI's International Society of Arboriculture (ISA)-certified arborists professionally assess trees of concern, determine their risk level using industry best practices, and provide recommendations to mitigate that risk, if required.

WSSI uses tools and assessments to help you make tree management decisions that adhere to municipal regulations and your level of risk tolerance. From single homes to private development projects and local parks, we can help you manage risk, keep your trees healthy and stable, and continue to enjoy the social and economic benefits that trees provide.



WSSI has several staff with the ISA Tree Risk Assessment Qualification (TRAQ) who can conduct a formal risk assessment and make recommendations.



WSSI staff have assessed tree condition and risk and provided ecosystem restoration services in a wide range of public and private spaces, including the popular Huntley Meadows park in Fairfax County, VA.



WSSI arborist using a resistance drill to detect decay in a white oak.

Level	Purpose	Technique
Level 1: Limited Visual Tree Risk Assessment	Cursory assessment	Initial evaluation from a limited perspective to detect trees with obvious defects or those requiring more in-depth assessment (e.g., immediate response following storm damage)
Level 2: Basic Tree Risk Assessment	Identify defects in a tree's trunk, branches, and roots, and evaluate risks posed by those defects	Ground-based, 360° visual assessment. Simple hand tools may be used (e.g., mallet, probe)
Level 3: Advanced Tree Risk Assessment	In-depth analysis of specific defects using advanced tools or techniques	<u>Sonic Tomography</u> : uses sound waves to map density in the trunk to reveal decay patterns. This is minimally invasive, relatively quick, and very accurate. <u>Resistance Drill</u> : involves inserting a small needle-like drill bit into the trunk of the tree to detect and measure wood decay. This yields immediate results and is a good way to confirm a tomogram. Other techniques include Aerial Inspection, Root Collar Investigation, or Laboratory Analysis.

GROUND PENETRATING RADAR



WSSI is skilled at **integrating the GPR's unique data** into working design files - giving you **practical visuals** to aid in making important decisions for your project.



Ground Penetrating Radar (GPR) technology is designed for detecting root densities

below grade and pavements. Using this proven technology, WSSI can provide additional information about the below ground growth of existing trees and the potential impacts of various design alternatives.

Advantages of GPR:

- Reduced impact to project sites
- Gather data in difficult locations
- Cover a larger area in less time
- Incorporate root information directly into CAD design files



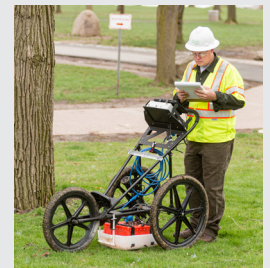
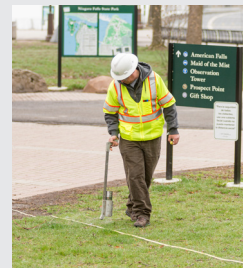
GPR is a technology that uses radar pulses to gather data on subsurface items. This nondestructive method detects reflected electromagnetic signals that are returned to the unit from roots and other structures.

Is GPR right for my project?

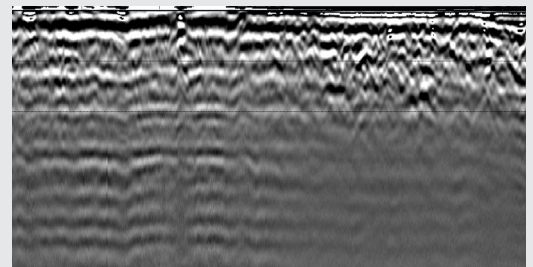
GPR is unique in its ability to gather data on parts of a site that used to be unreachable. Sites that have a considerable amount of pavement or other hardscapes can be scanned to collect information on the roots that lie below. Also, compared to traditional methods, GPR can cover a much larger portion of land in a shorter amount of time - meaning less time and disruption required on the project site. Contact us to learn more and discuss the options for your particular project.

WHAT TO EXPECT

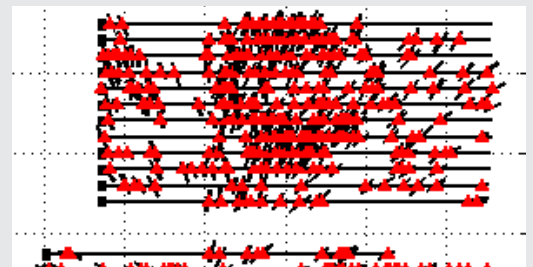
- 1 GPR unit is used to execute scan patterns.



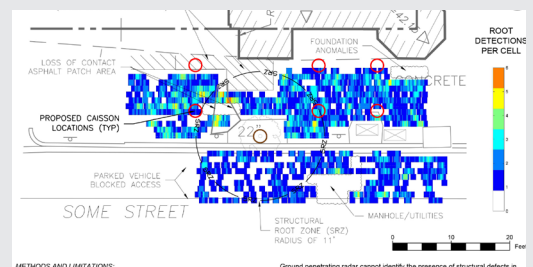
- 2 RAW, unfiltered data is returned to unit.



- 3 Scan is processed by WSSI staff and graphs are created to interpret data.



- 4 3D images are generated based on interpretations and inserted into CAD.



TREE CONSERVATION PLANNING



Tree protection fencing in place during land clearing activities



WSSI tree tag



Coordinating Tree Preservation Plans with a Project Engineer prior to construction activities.

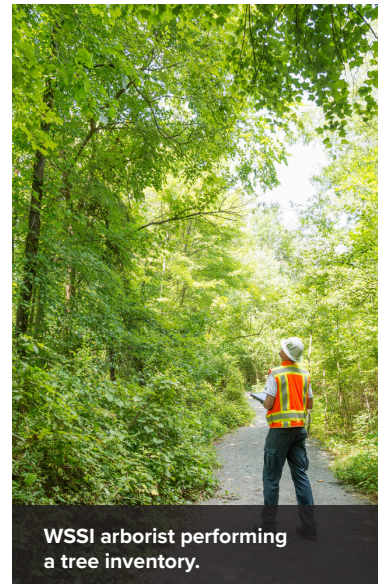
WSSI offers our clients expert planning support, advice, and implementation options to guide them to meet their regulatory requirements, minimize their costs, reduce liability, and make their projects a success.



WSSI helps our clients transform project sites into sustainable green environments and community assets.



A Tree Save area within a development will provide valuable & often required green space.



WSSI arborist performing a tree inventory.

PLANNING & DESIGN PHASE SERVICES

- Tree Preservation and Protection Plans
- Specifications, Exhibits, & Construction Documents
- Tree Inventories and Assessments
- Site Planning, Master Plans, and Development
- Forest Conservation and Mitigation Plans
- Regulatory and Permitting Support
- Landscape Tree Appraisals
- Custom Solutions for Specimen & Historic Trees

PRE-CONSTRUCTION PHASE SERVICES

- Pre-Construction Meetings
- Arborist Oversight and Inspections
- Tree Protection Fencing
- Root Protection and Aeration
- Tree Health Monitoring and Treatment
- Consultations with Contractors and Land Owners

TREE PRESERVATION



Root investigation to support protection planning for onsite construction



WSSI led the first Heritage Tree transplant in Washington, D.C.

Preservation Focus and Success

WSSI's tree preservation specialists develop comprehensive tree preservation planning and protection measures tailored to your project and the trees on site. Project goals, tree health, and root zones are at the forefront of our conversations with project teams.

WSSI takes tree protection projects from Conceptual Planning through Design Development and Construction Documentation with our careful attention to detail and comprehensive CAD files. Our detailed specifications provide architects, construction companies, and project proponents with the information they need to protect critical root zones while creating the built environment.

WSSI staff also provide construction monitoring to ensure that the tree protection measures are properly implemented.

WSSI staff have provided tree protection services for many projects on or near the National Mall, places with high-profile, large trees where preservation is critical, but extend our services to projects of all sizes.

STAFF CERTIFICATIONS

- International Association of Arboriculture (ISA)
 - Board Certified Master Arborist
 - Certified Arborist
 - Tree Risk Assessment Qualified (TRAQ)
- American Society of Consulting Arborists (ASCA) Registered Consulting Arborist (RCA)
- ASCA Tree and Plant Appraisal Qualification (TPAQ)
- Professional Landscape Architect (PLA)
- Maryland Department of Natural Resources
 - Forest Conservation Act Qualified Professional (FCA QP)
 - Licensed Tree Expert

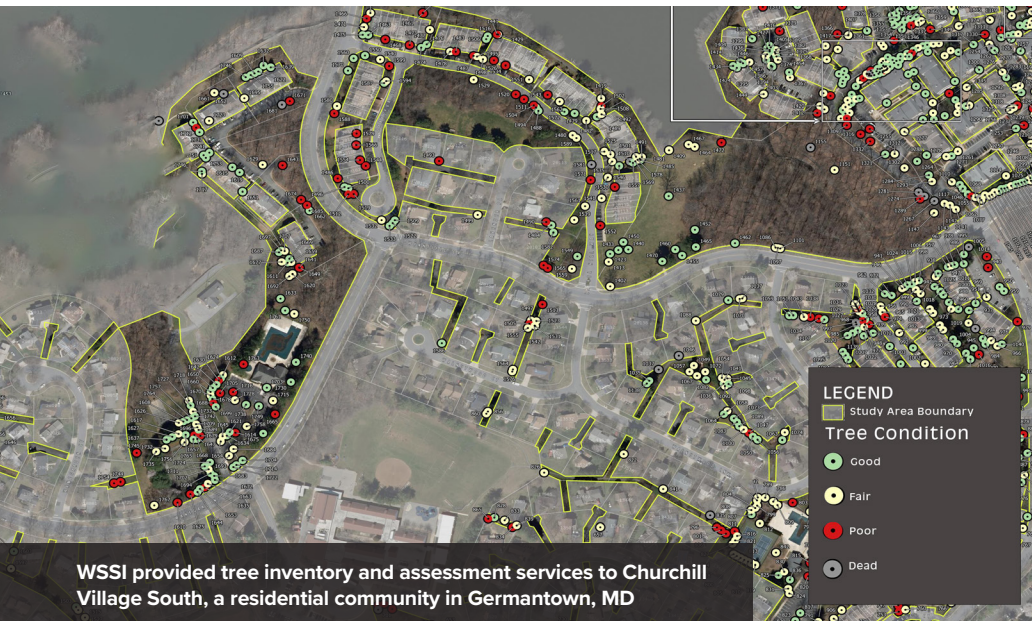
PROJECT EXPERIENCE

- Cemeteries
- Corporate campuses
- Government facilities
- Historic properties
- Hospitals
- Military bases
- National Monuments and Landmarks
- Parks, golf courses, and open spaces
- Residential developments and private homes
- Schools and universities
- Transportation and utility infrastructure



As part of the Davey Tree Expert Company, WSSI has unique access to a wealth of additional arborists and tree experts, as well as leading research from The Davey Institute.

COMMUNITY & URBAN FORESTRY



WSSI provided tree inventory and assessment services to Churchill Village South, a residential community in Germantown, MD

Urban trees are important assets that enhance the value and livability of a community, and they require professional management to maximize their benefit potential. WSSI staff have the advanced skills and the expertise required to assess, develop, and manage urban and community forests.

As a subsidiary of the Davey Tree Expert Company, WSSI has access to additional arboriculture and urban forestry resources to address any tree-related issue for our clients. We are further strengthened by our connection with the Davey Institute, Davey Tree's technical development and research branch.

SERVICES

- CAD-based tree preservation and protection plans
- Staff Augmentation
- Collaborative site planning to meet development and regulatory goals
- Planting and Maintenance Plans
- Tree Benefit Calculations & Tree Valuation
- Invasive Pest Assessment and Management
- Monitoring tree work and planting projects
- Professional Tree Risk Assessment
- Storm Damage Assessment and Response Planning
- Home Owner Association Forest Resource Management
- GIS Mapping and Data Management
- Tree Preservation and Inventory Tracking
- Management of Specimen and Historic Trees
- Tree Management Software & Technical Support



Our team of ISA certified and experienced consulting arborists provide a wide range of services needed by localities and developers alike.



Tab 6

Personnel Resumes



Cary Hulse, RCA #757, ISA Certified Arborist PD-1080A, TRAQ, TPAQ **Manager - Urban Forestry**

Firm Association **Wetland Studies and** **Solutions, Inc. (WSSI)**

Project Assignment **Lead Consulting** **Arborist**

Years of Experience

With this firm: 22

With other firms: 8

Education

AAS - Forest Technology,
Paul Smith's College

Registrations & **Certifications**

ISA Certified Arborist
#PD1080-A

ISA Tree Risk Assessment
Qualified (TRAQ)
Issued 2/1/2013

American Society of
Consulting Arborists
(ASCA) Registered
Consulting Arborist (RCA)
#757

ASCA Tree and Plant
Appraisal Qualified (TPAQ)

VA Wildland Fire Redcard
FFT1; ICT5

VA Certified Prescribed
Burn Manager

VA Commercial Pesticide
Applicator – Forest (2),
Ornamental Control (3-A),
Right-of-Way (6)

LEED Green Associate

Mr. Hulse oversees all aspects of urban forestry and arboricultural consulting and tree preservation planning projects for WSSI, including non-native invasive species management plans, field assessment, planning and design, permitting, and construction management. With more than two decades of experience in the region, he has extensive knowledge of state and local tree regulations and has also worked on projects in more than a dozen states. He is proficient with AutoCAD and AutoCAD Civil 3D software and is responsible for CAD mapping operations for all tree preservation plans and permit applications. For WSSI and its parent organization, Davey Resource Group, Mr. Hulse also serves as a consulting urban forester managing and performing tree appraisals, risk assessments, and inventories, and is involved in technology innovation within WSSI, working with GPR, GPS, field data collection tools, CAD standards, CAD customization, and workflow improvements.

Mr. Hulse's relevant experience includes:

Rehabilitation of Historic South Capitol Park, Capitol Preservation Commission – Harrisburg, Pennsylvania

After a century of decline, the historic South Capitol Park needed a major restoration effort to modernize, update, restore, and preserve the many landscape site elements including stormwater management, retaining walls, sidewalks, hardscape, site lighting, monuments, trees, shrubs, and beds. The Pennsylvania Capitol Preservation Commission was concerned about protecting the 120 mature trees in the park. Mr. Hulse and architects teamed up through all phases of design development and construction documents. Each tree was assessed above ground and then subsurface root investigations were carried out to determine the type and extent of roots in select areas in order to determine accurate critical root zones, which were overlaid and assessed during each design phase. Many innovative protection and preservation means and methods were specified in the Tree Preservation & Landscape Plans.

ParkFairfax Tree Risk Assessment – Alexandria, Virginia

Mr. Hulse oversaw WSSI's Level I (limited visual) tree risk assessment on ±3,000 trees in a condominium community. WSSI prepared a summary report for community leaders that will support their future tree planning and maintenance efforts.

Arlington Woods at Arlington National Cemetery: Arborist Consulting Services and Tree Location Survey – Arlington County, Virginia

Mr. Hulse oversaw the tree inventory and condition assessment of 600 live and standing dead trees of three inches or more in diameter. WSSI performed a conventional tree location survey and limits of tree assessment survey of the ±50-foot-wide by 2,200-foot-long study area. Using tree locations and assessment data, WSSI prepared a tree inventory plan to depict the trees graphically, labeled by tree number and color-coded by tree condition. All fieldwork was in conformance with the Virginia Dept. of Historic Resources' *Guidelines for Conducting Historic Resource Survey in Virginia* (rev. 2017).

West Market Street Streetscape – Town of Leesburg, Virginia

Mr. Hulse served as Project Manager and provided tree assessment for this streetscape and sidewalk renovation project. He also prepared detailed CAD-based tree preservation plans and provided tree preservation-related design guidance to the design team to help minimize impacts to the residents' trees.

Confidential Site GPR Study – Northern Virginia

Mr. Hulse conducted a GPR study on over 30 specimen oak trees for a proposed roadway and site development project to help the design team ensure adequate protection for the key trees. The GPR study provided insight about the density, depth, and distribution of tree root systems under the existing roadway so that areas of high root density could be avoided by the new design. The project included incorporating the GPR results graphics into the project team's design documents in AutoCAD format, as well as a detailed arborist report providing interpretation of the results.

Nathan Evans, ISA Board Certified Master Arborist MA-6119B, TRAQ, TPAQ
Assistant Manager - Urban Forestry

Firm Association
Wetland Studies and Solutions, Inc. (WSSI)

Project Assignment
Consulting Arborist

Years of Experience
With this firm: 7
With other firms: 1.5

Education
BS - Biology,
Concentration in Ecology
and Environmental
Biology, James Madison
University

Registrations & Certifications
ISA Board Certified Master
Arborist MA-6119B

ISA Tree Risk Assessment
Qualification (TRAQ)
Issued 5/9/2019

ASCA Tree and Plant
Appraisal Qualification
(TPAQ)

VA Commercial Pesticide
Applicator - Forest Pest
Control (2), Aquatic Pest
Control (5-A)

MD Pest Control Applicator
- Forest

VDOT Basic Work Zone
Traffic Control and Flagger

Mr. Evans' responsibilities include conducting tree inventories, tree risk assessments, tree valuations, conducting existing vegetation evaluations, and creating tree preservation plans. He has also worked with WSSI's Ecosystem Management group, and has worked with riparian tree inventories, monitoring wetland and stream channel restorations, and providing oversight for restoration construction projects. His experience includes habitat restorations, timber stand improvements, pesticide application, and prescribed burning. In addition, Mr. Evans provides staff augmentation for local governments, reviewing plan sets to ensure proposed projects conform with local requirements and industry best practices and providing recommendations to preserve the health of trees in the project area. Prior to joining WSSI, Mr. Evans' experience included field biologist work in West Virginia.

Mr. Evans's relevant experience includes:

Emerald Ash Borer and Hazard Tree Assessment – Nashville, Tennessee

Mr. Evans and colleagues from Davey Resource Group (DRG) evaluated ash trees and potential hazard trees in parks in Nashville. The potentially hazard trees were prioritized by likelihood of failure. Made recommendations for work to be done to reduce the potential risk. The recommendations were approved and sent to tree crews by the project manager.

Arden at McClean – Great Falls, Virginia

Mr. Evans was asked to assess the risk of a large tree behind a recently constructed house. The tree in question had dropped a large branch and the new homeowners were concerned about the safety of their backyard and potential damage to the newly constructed house. The client requested a report on its current condition, risk potential, and potential recommendations to mitigate the risk.

Architect of the Capitol – Washington, D.C.

Mr. Evans aided in the use of sonic tomography to determine the extent of potential decay in eight trees located on the Capitol Grounds. The client was concerned about the condition of their trees and public safety because of the foot traffic on Capitol Grounds.

St. Paul's Blue Greenway – City of Norfolk, Virginia

Mr. Evans inventoried and assessed ±230 trees in southeast Virginia. Mr. Evans provided a level two condition assessment for trees in the study area. He recorded the diameter-at-breast height, species, priority rating, and any deficiencies of the trees.

Riverdale Street Tree Inventory – Prince George's County, Maryland

Mr. Evans and his colleagues inventoried street trees in Riverdale. They assessed the trees within the right-of-way for condition and basic risk rating and provided maintenance recommendations for each tree. The data was recorded in Prince George's County TreePlotter website.

Western Middle School Tree Inventory and Appraisal – Greenwich, Connecticut

Mr. Evans inventoried, assessed, and assigned a monetary value based on standard valuation methods for ±360 trees slated to be removed due to polluted soil.

Consulting Utility Forester - DRG – San Jose/Bay Area, California

Patrolled distribution lines in urban and rural areas in search of dead or declining trees that could impact the power lines or other facilities in the areas surrounding San Jose. Mr. Evans also searched for abnormal field conditions that could interfere with the distribution of power or that could become a hazard. He informed homeowners of tree work that would be done on their property to ensure the safety of the powerlines and the greater community.

Gladstone Avenue Private Residence – Richmond, Virginia

WSSI, on behalf of an insurance company, determined if any apparent indicators of "probable" or "imminent" failure were present prior to the failure of a large branch that struck and significantly damaged a house. Mr. Evans assessed tree condition and used images/data that were readily available to determine if any indicators of "probable" or "imminent" failure were present prior to the failure. The report to the client included a description of the current condition of the tree, defects that are and were present prior to the failure, and an opinion of risk prior to the failure.