

Seasonal Contract Pricing

RFP HPM-W26, Winter Maintenance, Three Commercial Sites, 2026-2027 Season

Prepared for	Halden Property Management Inc., for its Ashgrove Falls portfolio
Sites	Quarry Lane Plaza, 1450 Quarry Lane; Millrace Business Centre, 40 Millrace Drive; Kiln Street Medical Building, 233 Kiln Street. All three are in Ashgrove Falls, Ontario. The takeoff is on page 2.
Bidder	Kestrel Sitework Ltd. Everything is prepared in your company's name.
Closing	Friday, October 23, 2026, at 4:00 p.m., by email to the property manager. Prices are held for the whole season.
Documents used	RFP HPM-W26 (14 pages, issued October 5, 2026); the Appendix B site plans, one sheet for each site; Schedule A, the seasonal price form; and Schedule B, the rate form.
Season	November 15, 2026 to April 15, 2027. Lots are plowed at 5 cm of snow and walks are cleared at 2 cm (1 cm at the medical building). Each site has its own opening time and days, set out on page 2. Salt goes down after every snowfall, and for ice, freezing rain and refreeze.
Pricing basis	One seasonal price for each site, covering every event in the season, salt included. The per-event and hourly rates the property manager asks for, to compare bids, are on page 5.
Rates used	Your own crew and equipment rates, and your salt supplier's price for the season. A weather risk of 15 percent (for a fixed seasonal price), overhead of 20 percent (insurance included) and margin of 12 percent are your usual figures, applied in that order.
Worth bidding?	Yes, for your company. The three sites are on one route and suit two trucks and one loader. The medical building needs more than the other two: an earlier opening, Saturday hours, a lower walk trigger, refreeze checks and accessible stalls. Each of those is priced as extra visits or hours. We expect four to six bidders.
Currency	Canadian dollars. HST is extra and shown separately.
Package date	October 16, 2026. The salt price is the one your supplier quoted on October 14.

The Two Numbers

ACCURATE PRICE
Your cost

\$53,800 + HST

What a full season on these three sites costs your company in an average winter, including the weather risk, overhead at 20 percent and margin at 12 percent (see the summary below). The likely range is \$51,500 to \$56,000.

**SUGGESTED
WINNING NUMBER**
The winner

\$51,100 + HST

The price we think wins this portfolio against the bidders we expect, based on what seasonal contracts for similar sites in this area are being awarded at. At this price the season still earns about 7 percent over your overhead in an average winter. It is a market estimate, not a promise. You decide the price you submit.

Portfolio Summary, per Season

Site	Lot, m2	Walks, m2	Your cost	The winner
1. Quarry Lane Plaza, retail plaza, 14 units	9,600	615	\$23,700	\$22,500
2. Millrace Business Centre, two-storey office	6,000	405	\$15,300	\$14,500
3. Kiln Street Medical Building, medical office, open Saturdays	3,600	360	\$14,800	\$14,100
Portfolio, per season, before HST	19,200	1,380	\$53,800	\$51,100

Your cost is built up site by site on page 5, from the cost of each event on page 4. The winner is about 95 percent of your cost for each site, rounded to the nearest hundred dollars.

Site-by-Site Takeoff

Measured from the Appendix B site plans, one sheet for each site. Entrance counts, ramps and storage areas were checked against your drive-by photos of October 12. Site 1 is Quarry Lane Plaza at 1450 Quarry Lane; Site 2 is Millrace Business Centre at 40 Millrace Drive; Site 3 is Kiln Street Medical Building at 233 Kiln Street.

Item	Site 1	Site 2	Site 3	Source
Parking lot and drive lanes, plowed and salted, m2	9,600	6,000	3,600	Site plans B-1 to B-3
Walks and entrance aprons, cleared and salted, m2	615	405	360	Site plans B-1 to B-3
Building entrances, hand cleared, each	14	3	2	Site plans; your photos
Accessible ramps, each	2	2	2	Site plans; your photos
Accessible stalls cleared to bare pavement, each	0	0	4	RFP section 4.6
Marked snow storage areas, each	2	1	1	Site plans B-1 to B-3
Loading dock aprons, each	0	1	0	Site plan B-2

[Shown in square metres. On a real job we use square metres, square feet or acres, whichever you work in.]

Service Levels, Site by Site

The RFP sets a different level of service for each site (section 4). The medical building's higher level shows up on page 3 as more visits.

Service the RFP asks for	Site 1, plaza	Site 2, office	Site 3, medical
Lots and walks open by	7:00 a.m., every day	7:00 a.m., Monday to Friday	6:30 a.m., Monday to Saturday
Weekends and holidays	As on weekdays	Cleared by 7:00 a.m. on the next working day	Sundays: cleared within 12 hours after the snow stops
Walk trigger	2 cm	2 cm	1 cm; entrances, ramps and accessible stalls first
During long storms	One visit per event	One visit per event	Walks reopened every 4 hours, 6:00 a.m. to 6:00 p.m.
Refreeze checks	With each event	With each event	5:00 a.m. check after a thaw, salted as needed
Accessible stalls	Plowed with the lot	Plowed with the lot	Four stalls to bare pavement on every push

The Season

The seasonal price is based on an average winter. Environment and Climate Change Canada's 1981-2010 normals for six southern Ontario stations, from St. Catharines and Hamilton to Toronto, Waterloo and Orangeville, show 120 to 160 cm of snow a year, falling on 36 to 62 days. About 8 to 10 of those days bring 5 cm or more, and about 3 bring 10 cm or more. These counts assume the snowier end of that range. The weather risk line on page 5 is there for a heavier winter.

Per season	Site 1	Site 2	Site 3	Basis
Plow events, 5 cm or more	10	10	10	8 to 10 days a year with 5 cm or more, plus snow that builds to 5 cm over two days.
Plow pushes	12	12	12	Two storms a winter run past 15 cm and take a second push.
Lot salt applications	45	40	50	Every event, plus ice, freezing rain and refreeze. Site 2 joins weekend calls; Site 3 adds its refreeze checks.
Walk clearing visits	26	22	32	Snowfalls of 2 cm or more. Site 2 joins weekend snowfalls; Site 3 adds its 1 cm trigger and storm visits.
Walk salting visits, no clearing	19	16	28	Ice, refreeze and light snow. Site 3 adds its 5:00 a.m. refreeze checks.

Production Rates and Salt

Your rates, listed so you can check every hour on page 4.

Item	Rate	Basis
Loader with 4.3 m pusher	11,000 m2 per hour	Open lot, Site 1. The pickup takes the storefront lane.
Pickup with 2.7 m plow	3,200 m2 per hour	Drive lanes and smaller lots, working around parked cars and islands.
Pickup with spreader	12,000 m2 per hour	Lot salt application.
Walk crew, blower and shovel	250 m2 per worker-hour	Crews of two. Entrances, steps and ramps by hand.
Walk salting, push spreader	1,500 m2 per worker-hour	One worker, with entrances and ramps by hand.
Travel and setup	0.25 hour per machine or worker per site visit	Three sites on one route.
Lot salt, rock salt, pre-wet	45 kg per 1,000 m2 per application	Smart About Salt rates, adjusted for the pavement temperature on the day. This is the season's average.
Walk salt, treated, in bulk bags	55 kg per 1,000 m2 per visit	This is the season's average.

Weather and Salt Risk

A fixed seasonal price leaves the weather with you. A heavy winter, with about 60 percent more events than average, would cost about \$19,900 more than an average one. The City of Toronto's plow and salt runs were that far above average in 2013-14, its busiest winter of the last twelve. The weather risk line on page 5 and your margin together cover about \$11,000 of that. Price it knowing that, or ask the property manager whether a snowfall cap, with per-event rates above it, is acceptable.

Salt is the other risk this year. Ontario's road salt supply ran into trouble last winter, and contractors' salt went from about \$100 a tonne to as much as \$400. Confirm your supplier will deliver all 38.3 tonnes at \$150 a tonne, or ask whether a salt price adjustment is acceptable.

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Cost per Event, Site by Site

Your rates applied to the hours and salt from page 3. The season on page 5 is built from these costs.

Work	Qty	Unit	Rate	Amount
SITE 1, QUARRY LANE PLAZA				
Loader with 4.3 m pusher: 0.87 h plowing, 0.25 h travel	1.12	h	\$165.00	\$184.80
Pickup with plow: perimeter and storefront lane 0.50 h, 0.25 h travel	0.75	h	\$95.00	\$71.25
Cost per plow push				\$256.05
Pickup with spreader: 0.80 h spreading, 0.25 h travel	1.05	h	\$95.00	\$99.75
Rock salt, pre-wet: 9,600 m2 at 45 kg per 1,000 m2	0.432	t	\$150.00	\$64.80
Cost per lot salt application				\$164.55
Walk crew of 2: 2.46 worker-hours clearing, 0.50 worker-hours travel	2.96	h	\$40.00	\$118.40
Treated salt: 615 m2 at 55 kg per 1,000 m2	33.8	kg	\$0.40	\$13.52
Cost per walk clearing visit				\$131.92
One worker: 0.41 h salting, 0.25 h travel	0.66	h	\$40.00	\$26.40
Treated salt: 615 m2 at 55 kg per 1,000 m2	33.8	kg	\$0.40	\$13.52
Cost per walk salting visit				\$39.92
SITE 2, MILLRACE BUSINESS CENTRE				
Pickup with 2.7 m plow: 1.88 h plowing, 0.25 h travel	2.13	h	\$95.00	\$202.35
Cost per plow push				\$202.35
Pickup with spreader: 0.50 h spreading, 0.25 h travel	0.75	h	\$95.00	\$71.25
Rock salt, pre-wet: 6,000 m2 at 45 kg per 1,000 m2	0.270	t	\$150.00	\$40.50
Cost per lot salt application				\$111.75
Walk crew of 2: 1.62 worker-hours clearing, 0.50 worker-hours travel	2.12	h	\$40.00	\$84.80
Treated salt: 405 m2 at 55 kg per 1,000 m2	22.3	kg	\$0.40	\$8.92
Cost per walk clearing visit				\$93.72
One worker: 0.27 h salting, 0.25 h travel	0.52	h	\$40.00	\$20.80
Treated salt: 405 m2 at 55 kg per 1,000 m2	22.3	kg	\$0.40	\$8.92
Cost per walk salting visit				\$29.72
SITE 3, KILN STREET MEDICAL BUILDING				
Pickup with 2.7 m plow: 1.13 h plowing, 0.25 h travel	1.38	h	\$95.00	\$131.10
Shovel work: 4 accessible stalls to bare pavement	0.50	h	\$40.00	\$20.00
Cost per plow push				\$151.10
Pickup with spreader: 0.30 h spreading, 0.25 h travel	0.55	h	\$95.00	\$52.25
Rock salt, pre-wet: 3,600 m2 at 45 kg per 1,000 m2	0.162	t	\$150.00	\$24.30
Cost per lot salt application				\$76.55
Walk crew of 2: 1.44 worker-hours clearing, 0.50 worker-hours travel	1.94	h	\$40.00	\$77.60
Treated salt: 360 m2 at 55 kg per 1,000 m2	19.8	kg	\$0.40	\$7.92
Cost per walk clearing visit				\$85.52
One worker: 0.24 h salting, 0.25 h travel	0.49	h	\$40.00	\$19.60
Treated salt: 360 m2 at 55 kg per 1,000 m2	19.8	kg	\$0.40	\$7.92
Cost per walk salting visit				\$27.52

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The Season, Site by Site

The number of each event for each site from page 3, times the cost of each event from page 4, with overhead and margin added in the order you use.

Item	Site 1	Site 2	Site 3
Plow pushes, at the cost per push on page 4	\$3,072.60	\$2,428.20	\$1,813.20
Lot salt applications, at the cost per application	\$7,404.75	\$4,470.00	\$3,827.50
Walk clearing visits, at the cost per visit	\$3,429.92	\$2,061.84	\$2,736.64
Walk salting visits, at the cost per visit	\$758.48	\$475.52	\$770.56
Allowance: pre-season site walk, stakes and markers, photo record; spring sweep of salt at the entrances and turf repair	\$650.00	\$450.00	\$400.00
Cost of an average winter	\$15,315.75	\$9,885.56	\$9,547.90
Weather risk, 15 percent	\$2,297.36	\$1,482.83	\$1,432.19
Overhead, 20 percent	\$3,522.62	\$2,273.68	\$2,196.02
Margin, 12 percent	\$2,536.29	\$1,637.05	\$1,581.13
Rounding to the seasonal price	\$27.98	\$20.88	\$42.76
YOUR COST, per season, before HST	\$23,700	\$15,300	\$14,800
The winner, per season, before HST	\$22,500	\$14,500	\$14,100

The Price Forms, as Completed

Filled in at the winning number. At your cost, the same lines would read \$23,700, \$15,300 and \$14,800, or \$53,800 for the portfolio.

Schedule A, seasonal price, all inclusive	Site 1	Site 2	Site 3	Portfolio
Season, November 15, 2026 to April 15, 2027, every event, salt included, before HST	\$22,500	\$14,500	\$14,100	\$51,100

Each rate is the cost of that event on page 4 plus overhead and margin, rounded to the dollar. These rates carry no weather risk, because on a per-event contract the property manager carries the weather.

Schedule B, per-event rates	Site 1	Site 2	Site 3
Per plow push	\$344	\$272	\$203
Per lot salt application, salt included	\$221	\$150	\$103
Per walk clearing visit, cleared and salted	\$177	\$126	\$115
Per walk salting visit	\$54	\$40	\$37

Schedule B, hourly rates for extra work, on written order	Per hour
Loader with pusher or bucket, with operator, for relocating snow	\$222
Pickup with plow, with operator	\$128
Labour, per worker	\$54
Tandem dump truck with driver, for haul-away	\$167

Clarifications

What the RFP asks for, and what the prices include.

1. The RFP asks for salt after every event. The seasonal prices include the lot applications and walk visits on page 3 for an average winter, at Smart About Salt rates adjusted for pavement temperature. They carry 38.3 tonnes of rock salt at your supplier's season price of \$150 a tonne.
2. The RFP sets a level of service for each site (section 4). The prices include each site's level as set out on page 2, with crews out at 3:00 a.m. on event days.
3. The RFP asks for the four accessible stalls at the medical building to be cleared to bare pavement. This is included on every push at Site 3.
4. The RFP asks for snow to be piled in the marked storage areas. Moving snow when an area is full, or hauling it away, is not in the seasonal prices. It is extra work at the Schedule B hourly rates, done on the property manager's written order.
5. The RFP asks for a site log for every visit. Included: time in, time out, work done, salt used and a dated photo, sent weekly.
6. The RFP asks for \$5,000,000 in general liability insurance, with the property manager named as an additional insured. The certificate goes in with the bid, and its cost is in your overhead.

Firm-Up Stage

One firm-up pass is included. Before you send the forms, the salt price is checked against your supplier's season contract, and the event counts against your own records from last winter. Salt and the walk crews together make up about 46 percent of the cost of an average winter, so those two get a second look.

Submission Checklist

Item	Status	Who
Schedule A, seasonal price per site, signed	Prepared	Your signature
Schedule B, per-event and hourly rates	Prepared	Review
Certificate of insurance, \$5,000,000 general liability, the property manager named as additional insured	Requested from your broker	Attach
WSIB clearance certificate	Download on October 21	Attach
Smart About Salt certificate	On your file	Attach a copy
References, three commercial sites, the last two winters	Listed from your records	Confirm
Equipment list and the plan for a breakdown on an event day	Prepared	Review
Email to the property manager before 4:00 p.m., October 23, with the RFP number in the subject	Prepared	Send

What You Hand the Property Manager

Schedule A and Schedule B, with the certificates and references listed above, all in your name and ready to send. Nothing on them identifies anyone but you. The takeoff, production rates, event counts and the two numbers are for you only and stay on your side of the table. A spreadsheet of the site pricing, numbers only, comes with this package.

[All names, quantities, rates, and prices in this document are fictional and shown to illustrate the format and content of a Seasonal Contract Pricing package. Any resemblance to a real property, company, or request for proposals is coincidental.]