



Arborist Associates LLC – Company Profile and Qualifications

Company Information

Arborist Associates LLC

6864 Woodridge Road

New Market, MD 21774

Overview

Arborist Associates LLC is a full-service tree care provider specializing in tree pruning, healthcare, preservation, and planting services. Since its founding in 2021, the company has primarily served commercial clients such as homeowners associations, condominium associations, apartment complexes, office parks, and retail centers. The company operates throughout Maryland, Washington, DC, and Northern Virginia, covering locations within 75 miles of Washington, DC. Depending on project demands, Arborist Associates runs between three to five crews focused on tree work and planting. The business generates annual revenue in the range of \$1 to \$1.5 million.

Contact Information

Dan Cannaday (Owner)

Arborist Associates LLC

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www.arboristassociatesllc.com

EIN: 87-2087012

Service Breakdown

Service	Annual Revenue
Tree pruning, removal, and stump grinding	\$750,000
Plant health care and preservation	\$200,000
Consulting (Inventories, Assessments)	\$50,000
Tree and shrub planting	\$100,000

Services and Fee Guidelines

- General Tree Care (removals, pruning, stump grinding): \$68 per man hour
- Root and soil management: \$125 per man hour
- Insect and disease management: \$125 per man hour
- Assessments and inventories: \$135 per man hour
- Tree planting (15 gallon): \$550 per tree
- Tree planting (7 gallon): \$275 per tree
- Shrub planting (3–5 gallon): \$135 per shrub
- Mulching: \$58 per yard
- Supplemental watering: \$68 per man hour
- Sod installation: \$3–5 per square foot

Service Area

See Table 2 on application for a complete listing of service areas.

Key Staff

Dan Cannaday

ISA Certified Arborist (MA-4705A), Maryland Tree Expert (001761)

Graduate, University of Maryland Institute of Applied Agriculture (A.A. in Landscape Management, 2005)

- 2003–2011: Crew Leader and Operations Manager, The Brickman Group LTD (Managed 3–5 tree crews)
- 2012–2014: Sales Arborist, RTEC Treecare
- 2014–2017: Sales/Operations Manager, Brightview Landscapes (Managed and sold for 2–3 tree crews)
- 2017–2023: Sales Arborist, Greenlink Inc. (Sold for 3–4 tree crews)

- 2023–Present: Owner/Operator, Arborist Associates LLC

Project Experience

- Montebello Condominium, Alexandria, VA: Planted native trees throughout the community's woodlands.
- Equity Residential: Installed replacement trees at urban apartment properties in Northern Virginia, Maryland, and DC.
- Scott Management: Designed and installed landscapes for apartments in Maryland and Virginia.
- Sherwood Forest: Planted replacement native trees and shrubs on steep slopes to complete Vegetative Management Plans (VMPs) with Anne Arundel County.
- St. John Properties: Planted 18' Norway Spruce with a tree spade at Lakeshore Plaza Shopping Center in Lakeshore, MD, including supplemental watering and healthcare treatments for survival.

Lessons from Past Failures

At Lexington Square Condominium in Arlington, VA, trees and shrubs planted in front of the building did not survive due to damage from pet waste. Key lessons learned include:

- Careful selection of planting locations and consideration of potential pet-related damage
- Installation of pet waste-resistant plant species
- Implementation of barrier plants to deter pets
- Use of soil amendments such as gypsum
- Supplemental watering to help leach out urea

Specialties

Arborist Associates LLC specializes in planting within high pedestrian traffic areas, emphasizing logistical planning to ensure the safety of both pedestrians and workers. The company specifies plant materials best suited for urban environments, taking into account maintenance requirements and growth potential. Considerations include potential height and spread, proximity to structures, tree structure for safety, fruit or flowers, allergy potential, wildlife attraction, and environmental cooling benefits.

Method of Evaluation

Plant material recommendations are based on experience from previous plantings, site location, client needs, common insect and disease issues, environmental impact, sustainability, and future maintenance requirements.

Small Business and Disadvantaged Business Status

Arborist Associates LLC qualifies as a small business enterprise. However, aside from this status, it is unlikely that the company meets the criteria for classification as a Disadvantaged Business Enterprise.

Appendix 1

Please complete Table 1 and Table 2 below as part of your submission information.

Table 1 - Services Provided

Complete the third and fourth columns of this table. You can add any additional comments in the fifth column. If you provide additional services you feel are relevant to the audience described in the RFQ, please use the “other” line(s) below and identify your service(s) in the Summary column. Contractors providing native trees to grantees are strongly encouraged to source stock that has been grown in the State of Maryland. Trees sourced out of state, moved to MD for a short period of time, and then re-sold may not likely survive. Therefore, in the Comments column in row 3 below, please indicate your source(s) of trees (either specific nurseries/growers or general source state/region).

Service	Summary	Does contractor provide the service? (Yes or No)	Fee structure for service	Service-provider Comments
1) Tree planting site identification	Identifying the best planting sites available in a community or in a particular location (i.e., church or school grounds); identifying the type of planting: street lawn, tree pit, cluster planting that is possible at the site	Yes	\$125 per hour	Would pin point locations with GPS mapping and pictures
2) Species selection	Identifying the most appropriate species for the site	Yes	\$125 per hour	
3) Tree purchasing	Obtaining trees from nurseries/growers	Yes	\$150 per tree	Including delivery
4) Utilities and other restrictions	Identifying utilities, other infrastructure and/or ordinance restrictions to take into consideration when selecting a tree-planting site	Yes	\$125 per hour	
5) Impervious removal	Creating tree planting pits/tree cells within sidewalks and other impervious areas; fully removing sidewalks or other impervious areas	Yes	\$78 per hour	3 man crew is \$225 per hour
6) Site preparation	Cleaning up the site (i.e., trash or invasive plant removal); preparing the soil, applying soil conditioner/amendment, and ensuring that the right soil volume is available	Yes	\$78 per hour	3 man crew is \$225 per hour plus disposal cost

	for root growth; Installing root barriers			
7) Planting	Planting the tree(s); providing appropriate tree root preparation and care at time of planting; staking the tree(s); installing tree shelters or fencing for lawn mower or deer protection; installing tree grates for tree protection as needed; applying mulch	Yes	\$78 per hour	3 man crew is \$225 per hour plus materials
8) Maintenance	Watering, mulching, pruning, checking for disease or damage during the first two years after planting	Yes	\$62-85 per hour	Watering \$62 plant health care \$85
9) Warranty – 1 year	Re-planting if a tree dies within 1 year	Yes	No charge	No charge is watering is performed by our company
10) Warranty – 2 years	Re-planting if a tree dies within 2 years	Yes	No charge	No charge is watering is performed by our company
11) Other	We offer air spade services for soil de-compaction utilizing compressed air	Yes	\$165 per hour	
12) Other				
13) Other				
14) Other				

Table 2 – Company’s Service Area

Please indicate the Maryland jurisdictions where the company provides services by writing “Yes” or “No” in the **Service column** below. Feel free to add any additional relevant information under the **Comments column**.

Jurisdiction	Service Area (Yes or No)	Comments
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Allegany County	Yes	
Anne Arundel County	Yes	
Baltimore City	Yes	
Baltimore County	Yes	
Calvert County	Yes	
Caroline County	Yes	
Carroll County	Yes	
Cecil County	Yes	
Charles County	Yes	
Dorchester County	Yes	
Frederick County	Yes	
Garrett County	Yes	
Harford County	Yes	
Howard County	Yes	
Kent County	Yes	
Montgomery County	Yes	
Prince George's County	Yes	
Queen Anne's County	Yes	
Somerset County	Yes	
St. Mary's County	Yes	
Talbot County	Yes	
Washington County	Yes	
Wicomico County	Yes	
Worcester County	Yes	