



Nursery/Landscape Career Development Event

Created: Apr-20

LANDSCAPE ESTIMATING - 2021

Please mark all answers carefully and properly on the separate answer sheet.

This is a partial landscape plan for a renovated entrance planting for a local business in downtown Indianapolis, IN. The elevations are shown for illustration purposes only. All questions are based on the plan.

1. According to the Scale shown how many feet does 1 inch represent?
 - A. 5'
 - B. 10'
 - C. 20'
 - D. None of the above

2. The 5 tree circles indicated on the plan show tree circles of how many feet wide?
 - A. 3'
 - B. 5'
 - C. 6'
 - D. 7'

3. The 5 tree circles are illustrated in the elevations as pyramidal evergreens. What tree of those listed below would be the closest match for those illustrated?
 - A. Juniperus chinensis cv.
 - B. Dracaena fragrans 'Massangeana'
 - C. Picea abies
 - D. Thuja occidentalis cv.

4. Each of these tree circles will need to be excavated to a depth of 3 feet. You estimate it will take 3 people an hour each for each tree. Your charged labor rate is \$45.00 per hour. How much will you plan to charge for this part of the work?

- A. \$2025.00
- B. \$405.00
- C. \$675.00
- D. None of the above

5. You will need to provide mulch for all 5 trees. You calculate the mulch will need to be 3" deep and will cost \$3.00 per 2 cubic foot. Your markup on materials is 1.5. Your guys should be able to install the mulch in 15 minutes per tree and again you will charge \$45.00 per hour for labor. What will you charge for the purchase and installation of the mulch for these trees?

- A. \$56.25
- B. \$45.00
- C. \$156.25
- D. \$135.75

6. There are plants identified as A according to the plant symbols key. These are specified as *Potentilla fruticosa* cv. You buy these as 1 gallon plants. They will cost \$1.45 each and you plan to mark them up 1.7. How much will you charge for the purchase of these plants?

- A. \$67.45
- B. \$76.40
- C. \$61.60
- D. None of the above

7. You estimate it will take 3 people an hour and a quarter to plant the *Potentilla* and you will charge \$45.00 per hour. How much will you charge for the labor portion of this part of the installation?

- A. \$168.75
- B. \$56.25
- C. \$135.00
- D. \$175.25

8. Which plant from the list below would be best suited for the items shown as B in the key? The client would like a low growing blooming perennial.
- A. Hydrangea macrophylla
 - B. Hedera helix cv.
 - C. Salvia nemorosa cv.
 - D. Rhododendron x catawbiense
9. The plants illustrated as B come in 4" pots and cost \$.75 each. You will use a 1.7 markup for plant costs. Your labor will be 15 minutes and you charge \$45.00 per hour. How much will you charge for the purchase and installation of the plants marked as B?
- A. \$49.50
 - B. \$11.50
 - C. \$18.90
 - D. \$7.65
10. There are 4 areas shown with plants marked as C on the plant symbols key. These plants should also be a blooming perennial . Which of the following plants would be best suited for this description?
- A. Petunia x hybrida cv.
 - B. Tagetes spp. cv.
 - C. Viola x wittrockiana cv.
 - D. None of the above
11. The plants shown as C will cost \$.55 each plus 10% shipping fee. You will use your 1.7 mark up for the purchase price. Labor to plant all items labeled as C will cost \$20.45 and your labor markup is 2.2. How much will you charge for the purchase of the plants marked as C?
- A. \$45.00
 - B. \$26.74
 - C. \$71.74
 - D. \$27.77

12. There are 7 star shaped plants (labeled as D on the key) designated to go in front of columns around the perimeter of the entrance. These should be a vining plant to trail up the columns. Which of the following plants would be appropriate for this design?
- A. Vinca minor cv.
 - B. Solenostemon scutellarioides
 - C. Pelargonium x hortorum cv.
 - D. Clematis hybrid
13. The entire planting area behind the trees and turf and on each side of the main entrance steps will need mulch. The mulch will cost \$3.00 per 2 cubic foot and will need to be spread 3" deep. You will use a 1.5 markup on materials. How much will you include in your price for the purchase of the mulch?
- A. \$447.19
 - B. \$1788.75
 - C. \$894.38
 - D. \$596.25
14. Your mulch comes in 2 cubic foot bags and you expect your labor to take 10 minutes per bag to load, unload and spread. How many hours will you need to count for the mulch installation in the planting area between the turf and sidewalk/ramp on each side of the main entrance?
- A. 33.12 hours
 - B. 28.25 hours
 - C. 16.67 hours
 - D. None of the above

15. There is a large boulder shown in the planting area around the flagpole. You calculate using a forklift and 3 people to move the boulder into place. The forklift will cost \$100.00 per day to rent with an additional delivery and pickup of \$75.00 each. You will need to include the rental in your price with a 10% markup on those costs. You estimate 3 hours for each person at \$45.00 per hour for the labor. How much will you charge for placement of the boulder?

- A. \$405.00
- B. \$680.00
- C. \$375.00
- D. \$650.00

16. The planting area on each side of the flagpole sidewalk will need to be excavated to a depth of 9". New topsoil will need to be used for fill. Ignoring the boulder placement, how much topsoil will you need?

- A. 715.95 cu. ft.
- B. 201 cu. ft
- C. 175.50 cu. ft.
- D. 850.15 cu. ft.

17. What direction do the main entrance doors face?

- A. Northwest
- B. Northeast
- C. West
- D. Southeast

18. There are plants in the planting bed between the sidewalk and turf area identified on the key as E. These plants are specified as low growing evergreen shrubs. Which of the following list best matches that description?
- A. *Abies concolor*
 - B. *Cedrus atlantica* 'Glaucua'
 - C. *Tsuga canadensis*
 - D. *Buxus microphylla* cv.
19. The plants shown as E are grown in 3 gallon pots and will cost you \$11.95 each, you will use a 1.7 markup on plant material. The plants will take 10 minutes each to plant and you will use \$45.00 per hour as your labor price. How much will you charge for the purchase and installation of these plants?
- A. \$397.35
 - B. \$917.90
 - C. \$895.40
 - D. None of the above
20. You figure your total material costs excluding plants will be \$989.00 and your markup will be 1.5. Your total plant costs will be \$1367.40 and your markup will be 1.7. Your figure your labor will be 98 hours at retail labor rate of \$45.00. You usually add 10% to the retail plant price to cover your guarantee. Excluding your machine rental, how much will you charge for this landscape installation?
- A. \$7723.60
 - B. \$8218.10
 - C. \$8450.50
 - D. \$7872.10