



Shawn T. Patterson
Director of Public Works

TOWN OF BOURNE
Department of Public Works

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To: Marlene McCollem (Town Administrator)
From: Shawn T. Patterson (Director of Public Works)
Re: Snow and Ice Contractor Rates 2022

September 7, 2022

Dear Marlene,

We have spoken briefly about the idea of raising the rates of our private contractors for snow and ice for this up and coming winter of 2022 – 2023. With the way today's economy is and the very high price of fuel and insurance; we're having difficulty retaining and attracting private contractors. We see other town's discussing rate increases and sign on bonuses to attract and retain contractors. We would like to do the same.

Here, in the Town of Bourne, we take pride in our snow and ice operations. Our program is by far one of the best programs in Southeastern Massachusetts. We take our operation very serious and we need to be competitive to maintain the same level of service to our community that we have always done in the past.

What we are proposing is to raise our current rates an additional \$10.00 per hour across the board as follows:

- Pickup truck rate: Currently \$80.00 per hour. Raise to \$90.00 per hour.
- One ton truck: Currently \$88.00 per hour. Raise to \$98.00 per hour.
- 10 wheel dump truck: Currently \$85.00 per hour. Raise to \$95.00 per hour hauling snow
- 6 wheel dump truck: Currently \$115.00 per hour. Raise to \$125.00 per hour with plow
- Bobcat/Skidsteer: Currently \$115.00 per hour. Raise to \$125.00 per hour.
- Loaders: Currently \$125.00 per hour. Raise to \$135.00 per hour.

- Sign on bonus: We have recently noticed that several other communities in the Commonwealth are offering sign on bonuses to attract new contractors and retain the ones they currently have. This would also encourage the contractors to apply earlier and have all their paperwork in order as well as submitted by November 1st. The "full" bonus would be given out to the contractors at the end of the snow and ice season, or March 1st, with the stipulation that they have all their paperwork in by November 1st and they maintain a ninety percent attendance record. The bonus could range between \$300 to \$500 max dependent on attendance.

- This is the idea that we're thinking about. We can change, add or delete, anything to make it work.

Shawn T Patterson
Director of Public Works
Town of Bourne, MA