

Take the Guesswork out of



Tree Care Bids!

Contracting with a company to perform tree work can lower your costs, but there's a lot to think about



Municipal budgets are tight and staying that way; even the most necessary spending is scrutinized.

How can you differentiate between the numerous contractors bidding for a job?

Proper care of city-owned trees is necessary – It raises the quality of life, and removes liabilities associated with potential injury or damage to individuals and private property.

How can you determine the level of professionalism of the contractor?

Putting TCIA Accreditation into your bid process can remove the guesswork when selecting a company to perform tree work.



What is TCIA Accreditation?

TCIA Accreditation is a third-party verification process similar in structure to other industry credentialing processes for companies, such as the ISO 9000 series of certifications. Broader than ISO 9000 series certifications, TCIA Accreditation reviews tree care industry-specific standards and also reviews client satisfaction and regulatory compliance, including safety training and compliance requirements. TCIA works with a team of independent auditors specially trained to identify issues during on-site visits and follow-up procedures.

What does TCIA Accreditation mean?

Companies accredited by the Tree Care Industry Association adhere to the highest standard of professionalism based on:

- Industry standards for quality and safety
- Maintenance of trained, professional staff
- Dedication to ethics and quality in business practices

**ETHICS
CONFIDENCE
QUALITY**

Statistics About TCIA Accreditation (USA Only)

- **148 companies, representing 324 facilities have become accredited since the program began, July 2004.**
In that time, there has only been one formal client complaint against a TCIA accredited company.
- **In 2009, employees of accredited companies spent approximately 40 hours on training.**
- **The number of OSHA reportable safety incidents per company was just one.**
Demonstrating that TCIA accredited companies have better safety records and maintain higher levels of employee training to help accomplish this.
- **The median insurance coverage purchased per company is GL: 1M; Commercial Auto: 1M; Umbrella: 2M, Workers' Compensation: 500K.**
Highlighting higher insurance coverage limits for TCIA accredited companies when compared to those mandated by law or recommended minimum coverage.
- **In 2009, the median percentage of revenue derived from general tree care operations per TCIA accredited company was 71%.**
Demonstrating a primary focus on general tree care and plant health care operations as the prime source of revenue, as opposed to general land care companies that may focus on landscape maintenance, lawn care, irrigation, construction, and other areas in addition to tree care.

“Accreditation begins to validate that a company, not just an individual, has the capacity to perform arboriculture services as a whole, in a manner that follows all regulatory requirements across the board.”

Kevin Caldwell, Caldwell Tree Care



How the TCIA Accreditation Program Works: Verification, Compliance, and Enforcement

■ **Initial Accreditation:** The TCIA Accreditation standard is a checklist. A company must meet all the standard checklist items before becoming accredited. An independent auditor visits the company's facilities and monitors crew operations to verify initial compliance with the checklist items.

Fact: Only 30% of facilities are accredited immediately after the initial visit. 70% have additional items to complete before they can become accredited.

■ **Monthly Surveillance:** TCIA checks that each accredited company has maintained Commercial Business Liability and Workers Compensation insurance. This is done by requiring that each company list TCIA as an insurance certificate holder and by verifying that TCIA has a valid insurance certificate issued by an insurance agent on file.

■ **Annual Renewal:** TCIA conducts an annual renewal of Accreditation by reviewing progress and compliance in areas of improvement that may have been requested by TCIA. In addition, a subset of the Accreditation standard items are reviewed including maintaining the minimum number of **ISA Certified Arborists** and **TCIA Certified Treecare Safety Professionals (CTSP)** on staff.

■ **Re-accreditation:** Each facility must be re-accredited a minimum of once every three years. This is a full Accreditation process, done as if the facility had just enrolled in Accreditation. The auditor returns to verify continuing compliance.

■ **Continuing Maintenance:** At any point, Accreditation may be withdrawn by TCIA for failure to maintain each standard item. There is also a formal complaint procedure available for clients and peers to file complaints with TCIA against accredited companies.

Learn more about TCIA Accreditation, and how you can incorporate this criteria into successful bids for your city's tree work.

Download a free whitepaper. Visit the Accreditation page at TCIA.org.

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"I tell potential clients that TCIA Accreditation is the ISO 9000 of the tree care world"

Diana Merville, Newbury Park Tree Service



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