PARK PLACE
COMMUNITY DEVELOPMENT DISTRICT
BOARD OF SUPERVISORS
REGULAR MEETING
JANUARY 15, 2020

PARK PLACE
COMMUNITY DEVELOPMENT DISTRICT AGENDA
WEDNESDAY, JANUARY 15, 2020
4:00 p.m.

The Lake House
Located at 11740 Casa Lago Lane, Tampa, FL 33626

District Board of Supervisors	Chair	Doris Cockerell
	Vice Chair	Darren Booth
	Supervisor	Andrea Jackson
	Supervisor	Cathy Kinser-Powell
	Supervisor	Erica Lavina
District Manager	Meritus	Gene Roberts
District Attorney	Straley Robin Vericker	John Vericker
District Engineer	Johnson Engineering	Phil Chang

All cellular phones and pagers must be turned off while in the meeting room

The meeting will begin at **4:00 p.m.** Following the **Public Comments on Agenda Item** the meeting will proceed with the third section is called **Vendor/Staff Reports**. This section allows the District Administrator, Engineer, and Attorney to update the Board of Supervisors on any pending issues that are being researched for Board action. The fourth section is called **Business Items,** this section contains items for approval by the District Board of Supervisors that may require discussion, motion and votes on an item-by-item basis. If any member of the audience would like to speak on one of the business items, they will need to register with the District Administrator prior to the presentation of that agenda item. Agendas can be reviewed by contacting the Manager's office at (813) 873-7300 at least seven days in advance of the scheduled meeting. Requests to place items on the agenda must be submitted in writing with an explanation to the District Manager at least fourteen (14) days prior to the date of the meeting. The fifth section is called **Consent Agenda**. The Consent Agenda section contains items that require the review and approval of the District Board of Supervisors as a normal course of business. The final sections are called **Supervisors Request, Audience Questions, Comments and Public Comments**. This is the section in which the Supervisors may request Staff to prepare certain items in an effort to meet residential needs. The Audience Comment portion of the agenda is where individuals may comment on matters that concern the District. Each individual is limited to **three (3) minutes** for such comment. The Board of Supervisors or Staff is not obligated to provide a response until sufficient time for research or action is warranted. IF THE COMMENT CONCERNS A MAINTENANCE RELATED ITEM, THE ITEM WILL NEED TO BE ADDRESSED BY THE DISTRICT ADMINSTRATOR OUTSIDE THE CONTEXT OF THIS MEETING.

Public workshops sessions may be advertised and held in an effort to provide informational services. These sessions allow staff or consultants to discuss a policy or business matter in a more informal manner and allow for lengthy presentations prior to scheduling the item for approval. Typically, no motions or votes are made during these sessions.

Pursuant to provisions of the Americans with Disabilities Act, any person requiring special accommodations to participate in this meeting is asked to advise the District Office at (813) 873-7300, at least 48 hours before the meeting. If you are hearing or speech impaired, please contact the Florida Relay Service at 7-1-1, who can aid you in contacting the District Office.

Any person who decides to appeal any decision made by the Board with respect to any matter considered at the meeting is advised that this same person will need a record of the proceedings and that accordingly, the person may need to ensure that a verbatim record of the proceedings is made, including the testimony and evidence upon which the appeal is to be based.

Board of Supervisors
Park Place Community Development District

Dear Board Members:

The Regular Meeting of the Park Place Community Development District will be held on **January 15, 2020 at 4:00 p.m.** at The Lake House, located at 11740 Casa Lago Lane, Tampa, FL 33626. Following is the Agenda for the Meeting:

Call In Number: 1-866-906-9330 **Access Code: 4863181**

1. **CALL TO ORDER/ROLL CALL**
2. **PUBLIC COMMENT ON AGENDA ITEMS**
3. **VENDOR/STAFF REPORTS**
   A. District Engineer
   B. District Counsel
4. **BUSINESS ITEMS**
   A. Discussion on Landscaping Proposals ..... Tab 01
      i. *ASI Landscape Management* .....*Page 04*
      ii. *Big Yellow Enterprises, Inc* .....*Page 26*
      iii. *BrightView Landscape Services* .....*Page 36*
      iv. *Buccaneer Landscape Management*.....*Page 55*
      v. *Down to Earth Landscape & Irrigation* .....*Page 89*
      vi. *LMP Landscape Maintenance Professional, Inc.*.....*Page 127*
      vii. *YellowStone Landscape*.....*Page 172*
   B. Acceptance of Entrance Maintenance Agreement – *Greenacre Properties, Inc* .....Tab 02
   C. Discussion on Landscaping Enhancements .....Tab 03
   D. Discussion on Encroachments Agreements .....Tab 04
   E. General Matters of the District
5. **CONSENT AGENDA**
   A. Consideration of Board of Supervisors Regular Meeting Minutes November 20, 2019 ..... Tab 05
   B. Consideration of Operations and Maintenance Expenditures (Admin) November 2019 ..... Tab 06
   C. Consideration of Operations and Maintenance Expenditures (HP) November 2019 ..... Tab 07
   D. Consideration of Operations and Maintenance Expenditures (W/M) November 2019..... Tab 08
   E. Consideration of Operations and Maintenance Expenditures (Admin) December 2019..... Tab 09
   F. Consideration of Operations and Maintenance Expenditures (HP) December 2019..... Tab 10
   G. Consideration of Operations and Maintenance Expenditures (W/M) December 2019 ..... Tab 11
   H. Review of Financials Statements Month Ending December 31, 2019..... Tab 12
6. **MANAGEMENT REPORTS**
   A. District Manager .....Tab 13
      i. Action Item List
      ii. Community Inspection Reports
      iii. Cypress Creek Aquatics Report
      iv. Millennium Landscape Report
7. **SUPERVISOR REQUESTS**
8. **AUDIENCE QUESTIONS, COMMENTS AND DISCUSSION FORUM**
9. **ADJOURNMENT**

We look forward to seeing you at the meeting. In the meantime, if you have any questions, please do not hesitate to call us at (813) 873-7300.

Sincerely,

Gene Roberts
District Manager

LANDSCAPE PROPOSAL

Park Place CDD

ASI LANDSCAPE MANAGEMENT

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PRICING

Park Place CDD Summary Bid Form

ASI LANDSCAPE MANAGEMENT

January 5, 2020

Gene Roberts
District Manager
2005 Pan Am Circle, Suite 300
Tampa, FL 33607

Dear Mr. Roberts:

On behalf of ASI Landscape Management, I am pleased to provide you and the board with our proposal for landscape services at Park Place CDD. Our staff has thoroughly reviewed the specifications contained in your contract and we are confident that ASI's experience and expertise will more than adequately meet or exceed your needs and expectations.

The competitive nature of the landscape industry offers a number of choices when it comes to selecting the right company. We are proud of our success and ASI has consistently demonstrated we are among the best in Central Florida when it comes to personalized and professional service. Our teams are highly trained technicians, detail oriented and focused on providing our clients with the best possible service. We view our client relationships as a partnership, thus ensuring mutual satisfaction and pride in the results.

We realize after visiting Park Place, that the neighborhood takes exceptional pride in both the presentation and appeal. Park Place is a property that excites us in that it offers the opportunity to showcase our work and provide the visual appeal and impact your residents expect. If awarded the account, ASI will assign a dedicated maintenance team consisting of a Client Relations Manager, Production Manager, Foreman (team lead), and dedicated crew members. The team will be managed by the Client Relations Manager and Branch Manager who will serve as our liaison to you. Additionally, the maintenance team will be augmented by professionals in our enhancement division, consisting of arborists, irrigation techs, and landscapers. We believe this approach will provide you unparalleled, consistent service and a direct communication link between our company and you.

We appreciate the opportunity to bid on your proposal and hope you will consider our offer favorably both in terms of content and cost. Please don't hesitate to call if you have questions or would like more detail on what we can provide. We look forward to your decision and the prospect of partnering and serving the residents of the Park Place community.

Sincerely,

Joseph Chiellini
President and CEO

Phone: 813-948-3938 9702 Harney Road, Thonotosassa, FL 33592 Fax: 813-948-7487

Company History

The history of ASI Landscape Management dates back to 1993 when Joe Chiellini and a close friend created a small residential land care business called Lawncombers USA. As firefighters for Hillsborough County, their goal was to earn extra money during the days they were off duty. Through hard work and dedication, Lawncombers quickly earned a reputation in the Tampa Bay area for providing quality and dependable service to their customers. As the business grew, so did the profits along with their ambition. The partners soon realized that more lucrative opportunities existed in the realm of commercial landscaping. Their first commercial opportunity came with the acquisition of a contract to service a shopping center and office building. Staying true to their business model and reputation for service and quality, word soon spread and the company's growth opportunities expanded.

In 1999, Lawncombers USA merged with a local tree farm and ASI Landscape Management was born. This merger further enhanced the company by adding landscaping to the company's existing portfolio of basic lawn care. The company's growing base of new business accounts required help in the form of a skilled and capable workforce focused on the company's emergence into the high-end design/build arenas, commercial maintenance, arbor care, and horticultural services. Success and growth added additional business complexities including a familiarity with governmental regulations, environmental concerns, financial matters, and internal operations. The added responsibilities and accountability challenged the partners' original vision, which resulted in Chiellini gaining full control of the company in 2001. Chiellini's acceptance of the challenge and renewed vision and passion to create a company based on established principles of quality and sound business practices became a reality. The company's first full-time employee, Mark Almeda, hired at Lawncombers in 1995, shared the company's vision and passion for growth. Almeda became Chiellini's business partner and now serves as vice president of ASI. He remains today an integral leader in the business, directing and leading the company's Operations Division.

Today, ASI remains a company dedicated to its clients and employees. All employees at ASI become part of our history, tradition, and culture. Continued success of the company depends on each employee embracing the principles of teamwork, always providing quality services, and remaining focused on total customer satisfaction. Our employees also commit to personal growth through professional and technical skills training. In the highly competitive world of commercial landscaping, maintaining a knowledgeable and skilled work force is critical to ASI's ongoing success and commitment to our clients.

EMPLOYEE BIOGRAPHIES

Joseph A. Chiellini, President/CEO – Joe built the company in 1993; in its beginnings as a small two-person residential lawn care service to where we are today. Under his leadership and vision, ASI employs 180 individuals, maintains a commercial fleet with state-of-the-art equipment and technology. Joe and ASI have received many awards, recognitions and commendations over the years. Many as a result of maintaining high standards of customer care from several local associations, including Associate Member of the Year 2007, 2008, 2009 and Company of the Year 2008. Other awards are granted by the many charities and youth sports teams supported by Joe on behalf of ASI.

In addition to overseeing ASI, Joe served for twenty-eight-years as an employee of Hillsborough County Fire and Rescue. He retired from the department as a Captain. He is also the originator and President of the Krewe of the Knights of St. John, a non-for-profit organization benefiting several local charities. He has recently developed a passion for consulting small business owners and shares with them his ideas and philosophy regarding strategic planning and customer service. Joe was also recently recognized as a Trailblazer by the National Association of Landscape Professionals for his contributions to the industry.

In October 2011, Joe was the featured "Hometown Hero" by the Tampa affiliate of Fox TV. He has also served on the 2011-2012 Advisory Council of Aileron, a professional consulting group that provides professional development and assistance to business owners and executives.

Mark A. Almeda, VP/COO/Director of Operations - Mark began his association with ASI in 1995 as the first full time employee of the company's predecessor, Lawncombers USA. His first job was a crew member going from job to job, maintaining lawns and landscapes by mowing, weeding, fertilizing and adjusting irrigation systems. He quickly advanced to the position of Foreman, where he assumed a management role, assigning and supervising workers and overseeing the quality of the work. Mark's management style and attention to detail did not go unnoticed and in 2005 he became a partner and vice president of the company. Mark has held this position to this day. Throughout his 20 plus years of experience, Mark has gained and shared his knowledge and expertise with hundreds of ASI team members. He and Joe Chiellini have managed to grow the company despite the unpredictable nature and growing competition of the landscape industry. Mark strongly supports both personal and professional development for himself and ASI team members. He has participated in

numerous management and business-related classes and training sessions and readily applies the lessons to his management role within the company. Mark holds the company's horticulture license and continually attends continuing education classes to maintain the most current industry standards. As the Vice President of Operations, Mark controls all aspects of the division, including the crews, fleet and equipment purchases, contracts, and assists in sales. He regularly conducts personal visits with company clients to ensure satisfaction and quality.

Eric Rothell, Director of Irrigation – Eric graduated from the University of Tennessee-Knoxville in 1997 where he received his B.S. in Environmental Science. He began his career as an Irrigation Technician following graduation and immediately knew that this was his passion. During his 20-year career he has held many roles such as Senior Account Manager, Market Irrigation Manager, Regional Irrigation Advisor, and Branch Manager. During this time he also gained numerous irrigation industry certifications through the Irrigation Association including Certified Irrigation Technician, Contractor, Designer, and Auditor and he also serves as a corporate irrigation trainer. As our Director of Irrigation, Eric manages irrigation technicians across the multiple markets we currently service educating them with the most up to date irrigation knowledge in the industry.

Joe Amarosa, Branch Manager – Joe attended the University of South Florida in Tampa, with over 21 years industry experience. Joe started his career in the green industry while in high school working on a crew for a small landscaping company. From there he spent 15 years with a national landscape company where he worked his way up to Branch Manager. Joe is new to ASI, starting in 2019 and his industry knowledge and dedication to excellence has already proven to be a valuable asset. As our Branch Manager of the Pinellas Facility he oversees all of the Customer Relations Managers, Production Managers, Foreman, and crews that operate out of that facility. He works closely with his management staff on continuing education ensuring that our teams are always current on industry standards.

Joe is a CPCO (State of Florida Certified Pest Control Operator), GI-BMP certified in Florida, as well as BMP certified in Pinellas County. He is also a GI-BMP Certified Trainer for the state and continuously trains and certifies new employees on Florida's industry practices. He promotes a positive environment, believes strongly in teamwork, and knows the importance of safety. Joe visits the sites we service regularly and works closely with our clients to ensure that we are providing a continuous level of high quality service that both ASI and our clients have come to expect.

KEY PERSONNEL

The crew hand selected to maintain Park Place CDD has the skills and experience necessary to meet your specific needs and expectations. Meet your team:

TEAM MEMBER	JOB TITLE	JOB RESPONSIBILITY
Joe Amarosa	Branch Manager	• Accountable for your complete satisfaction • Maintains schedule • Ensures compliance to job specs and quality • Manages crews • Interfaces with on-site contact
Jason Wade	Client Relations Manager	• Accountable for your complete satisfaction • Maintains schedule • Ensures compliance to job specs and quality • Manages crews • Interfaces with on-site contact
James Wade	Production Manager	• Schedules workload for crew • Ensure readiness of workers, tools and materials • Maintains safe working conditions • Trains field personnel • Assists w/large pruning jobs, chemical and irrigation applications • Helps identify problem areas
Matthew Zell	Foreman	• Manages hourly activities of crews • Operates all small walk behind mowers • Helps crew operate hand-held machines • Performs large pruning, trimming and detail jobs • Daily clean up
Johnny Rodriguez	Irrigation Technician	• Schedules weekly irrigation inspections and schedules approved repairs • Adjusts, repairs and troubleshoots problems • Assists as needed
Bryant McCombs	Pest Control Specialist	• Applies insecticides, herbicides, fungicides and other chemicals, safely and in accordance with industry standards • Proactively inspects for all pest pressure.

LICENSES AND PROFESSIONAL ASSOCIATIONS

The following are the list of licenses/certifications/subcontractors currently held by ASI Landscape Management's professional staff as well as professional associations and organizations of which we are an active member.

ASI LANDSCAPE MANAGEMENT LICENSES AND REGISTRATIONS

- Occupational License – Florida, Hillsborough County No. 96169
- Pest Control License – Florida, No. JB135024
- Pest Control Operator – Florida, No. JF184897
- License as a Dealer in Agricultural Products – Florida, No. 116260-1
- Nursery Stock Dealer Certificate of Registration – Florida, No. 47237971
- Certified Arborist License – Florida, No. FL0710A
- FDOT Intermediate Maintenance of Traffic Certification – Qualified 6/4/13
- Pinellas County BMP Certification – No. 013
- State of Florida Irrigation – License No. I-CFCO24523

PROFESSIONAL ASSOCIATIONS

- NALP – National Association of Landscape Professionals
- Florida Turfgrass Association
- FNGLA - Florida Nursery, Growers and Landscape Association
- FIS – Florida Irrigation Society
- BAAA – Bay Area Apartment Association
- FAA – Florida Apartment Association
- NAA - National Apartment Association
- BOMA – Building Owners and Managers Association
- CAI – Community Associations Institute
- Greater Tampa Bay Chamber of Commerce
- CFHLA – Central Florida Hotel & Lodging Association
- AAGO – Apartment Association of Greater Orlando

PAST RECORD OF SIMILAR SCOPE

The following represents several key maintenance contracts held in the past that show our experience in providing services of a similar scope. Many of these projects have been serviced by ASI for multiple years and provide an example of the level of quality and customer service provided.

Waterside Pointe HOA
(Homeowners Association)

Service Dates: 2017 - Ongoing

Service Provided: Full service landscape maintenance including monthly irrigation and horticultural services. Annuals, mulch and palm trimming are also included as additional services as a part of this contract. Additionally, we have provided landscape design services and the installation of new plant materials not included as a part of the monthly contract value.

Contact: Mr. Brian Moroney
Board President
(352) 243-4595
brian@bmoroney.com

Milestone Management
(Multi-family Housing Portfolio)

Service Dates: 2013 - Ongoing

Service Provided: Full service landscape maintenance including monthly irrigation and horticultural services provided to a portfolio of apartment communities. Additional services including palm and hardwood trimming, annuals and irrigation repairs and modifications provided in addition to the contract value. Landscape design services and the installation of new plant materials also provided at several communities in addition to the contract value.

Contact: Mrs. Lori Odell
Regional Director
Milestone Property Management
(813) 299-3055
lorio@milestone-mgt.com

Calabay Parc at Tower Lake
(Homeowners Association)

Service Dates: 2018 – Ongoing

Service Provided: Full service landscape maintenance including monthly irrigation and horticultural services provided to a maintenance free community. Additional services including palm and hardwood trimming, annuals and irrigation repairs and modifications provided in addition to the contract value. Landscape design services and the installation of new plant materials also provided in addition to the contract value.

Contact: Mrs. Jennifer Conklin
Licensed Community Association Manager
Highland Community Management
(863) 940-2863
j.conklin@hcmanagement.org

Liberty Property Trust
(Class A Industrial)

Service Dates: 2017 – Ongoing

Service Provided: Full service landscape maintenance including monthly irrigation and horticultural services provided to a portfolio of Class A Industrial Sites. Additional services including palm and hardwood trimming, annuals and irrigation repairs and modifications provided in addition to the contract value. Landscape design services and the installation of new plant materials also provided at several sites in addition to the contract value.

Contact: Mrs. Nancy Goldenberg
Regional Property Manager
Liberty Property Trust
(407) 858-4450
ngoldenberg@libertyproperty.com

Jesuit High School
(Class A Campus)

Service Dates: 2017 - Ongoing

Service Provided: Full service landscape maintenance including monthly irrigation and horticultural services. Annuals, mulch and palm trimming are also included as additional services as a part of this contract. Additionally, we have provided landscape design services and the installation of new plant materials not included as a part of the monthly contract value.

Contact: Mr. Chris Lucas
Director of Institutional Planning
Jesuit High School
813-877-5344 Ext 711
clucas@jesuittampa.org

LETTER OF RECOMMENDATION
AMERISCAPE SERVICES INC.

January 18, 2019

To Whom It May Concern,

As the Director of Institutional Planning, I am responsible for overseeing all construction projects, campus operations, and facility maintenance for Jesuit High School in Tampa. I am writing this letter to recommend Ameriscape Services (ASI) for landscape maintenance services.

ASI was awarded our annual landscape maintenance contract in June of 2018 after we had struggled for several years with previous maintenance companies. Our campus is almost 40 acres with numerous different classroom buildings, athletics facilities, administration building, chapel, and a large Jesuit residence. The campus is seemingly always in motion with students, teachers, and alumni moving about, which creates a challenge for a service like landscape maintenance to perform their task.

ASI came prepared with a plan to navigate these challenges without disruption to ordinary campus life, and we have been very pleased with the execution of the plan. We are in constant coordination with the Account Service Manager (ASM) who takes ownership of the responsibilities of the landscape maintenance and their crew. The ASM inspects campus every week and identifies "hot spots" that need attention for his crew to focus on during the visit.

We have a high level of expectations for the beautification of our campus, and landscape maintenance plays a huge role in successfully meeting these expectations. I am pleased to say that ASI has outperformed our expectations in this regard. Within the first six months, we have seen a noticeable improvement in the health and maintenance of our campus landscaping as a whole. They have been quick to propose solutions to problem areas that cannot simply be resolved through additional maintenance. Their overall attention to detail is most impressive and I am confident that their hard work puts the health of our campus landscaping on an upward trajectory.

ASI provides me with a level of confidence that I have not had with any of our previous landscape maintenance companies. Their proactive approach and diligence in the details alleviates hours of time that we had previously allocated to managing this service. For all of these reasons, I am confident that ASI would be a great addition to your team of service contractors.

Please feel free to call me if I can answer any questions or provide any further information regarding ASI and the wonderful job they do for us.

Sincerely,

Chris Lucas
Director of Institutional Planning

Equipment

The following is a list of equipment owned by ASI that may be used in accordance with the scope of services at Park Place CDD.

Type of Equipment	Quantity Available
Light duty trucks	30
Super Duty trucks	30
F-450 or larger trucks	6
Maintenance trailers (open and enclosed)	25
Heavy duty trailer	8
Tow behind turbine blower	1
Irrigation trucks	8
Spray trucks	3
Spray Cart	2
Additional utility carts	2
Ride-on spreader	3
4x4 tree lift	2
Stump grinder	1
Batwing mower	1
72” mower	6
60” riding mower	11
Walk behind mower	30
Ditch Witch trencher	2
Skid steers	4
Field Equipment	
Edgers	400 pieces total
Line Trimmers	
Blowers	
Gas shears	
Back pack sprayers	

Hurricane Response Plan

June 1st marks the start to hurricane season with it lasting through the month of November. With uncertainties in the climate, predicting the season can be challenging and therefore, it is always best to be prepared in the event that a storm should make landfall in our area.

To help Park Place CDD prepare, our management team will be proactively evaluating your property for potential landscape issues that can be prevented prior to a storm. In addition to preparedness we will ensure that multiple emergency contacts have been provided to the board and staff. Communication can be difficult following major storms so this will help maximize efficiency in relief efforts.

Following a storm, and once it's determined safe to do so, we will dispatch our regular crew to the property for clean-up efforts. Our team will work through the property based on the following priorities:

1) Clearing of debris blocking vehicle access to ensure emergency personnel can access your property.

2) Clearing debris from structures that may pose an immediate risk or danger.

3) Replanting of any plant material that may have a chance to survive if replanted.

4) Trimming and removal of hazardous damaged limbs that remain in trees.

Any work that our on-site crew is incapable of taking care of (large tree limb failure, uprooted trees, debris caught in canopies etc.) will be billed at a rate of $125 per hour. This price **includes** the use of all necessary specialty equipment such as lift, chipper, grapple truck, skid steer & stump grinder.

Once the above priorities have been met, we will continue to work diligently to clean up the remainder of site of smaller less hazardous debris. This will include removal of tree limbs and landscape debris left on the ground from any initial efforts. We will also provide options for restoration of all damaged landscaping should this be necessary throughout the community. Regular service/mowing of the site will resume once the clean-up has been complete and the moisture levels in the turf have reduced enough so that our equipment will not cause additional damage.

We encourage you to evaluate your emergency plans to ensure that you and your staff are prepared in the event a damaging storm makes landfall. If we may answer any questions or concerns you may have regarding our plan and your landscaping please let us know.

SUMMARY BID FORM

Exterior Landscape Maintenance
PARK PLACE CDD - RACETRACK ROAD
Tampa, FL

A. Landscape Maintenance Total	$ 42,222.55
B. Seasonal Color / Perennial Maintenance Total	$ 4,000.00
C. Seasonal Plant Installation Total	$ 8,658.00
D. Mulch Total	$ 15,200.00
1ST YEAR TOTAL BID PRICE	**$ 70,080.00**
2ND YEAR TOTAL BID PRICE	***$ 70,080.00***
3RD YEAR TOTAL BID PRICE	***$ 72,182.40***

Contractor Company Name ASI Landscape Management

Contractor Address 9702 Harney Rd Thonotosassa, FL 33592

Contractor Representative Christian Padgett

Contractor Signature Christian Padgett

Title Senior Business Developer

Telephone Number 813-390-8467

Date 1-5-2020

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

SUMMARY BID FORM

Exterior Landscape Maintenance
PARK PLACE CDD - MANDOLIN ESTATES
Tampa, FL

A. Landscape Maintenance Total	$ 65,061.57
B. Seasonal Color / Perennial Maintenance Total	$ 5,000.00
C. Seasonal Plant Installation Total	$ 9,360.00
D. Mulch Total	$ 19,200.00
1ST YEAR TOTAL BID PRICE	**$ 98,621.57**
2ND YEAR TOTAL BID PRICE	***$ 98,621.57***
3RD YEAR TOTAL BID PRICE	***$ 101,580.22***

Contractor Company Name ASI Landscape Management

Contractor Address 9702 Harney Rd Thonotosassa, FL 33592

Contractor Representative Christian Padgett

Contractor Signature Christian Padgett

Title Senior Business Developer

Telephone Number 813-390-8467

Date 1-5-2020

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

SUMMARY BID FORM

Exterior Landscape Maintenance
PARK PLACE CDD - HIGHLAND PARK
Tampa, FL

A. Landscape Maintenance Total	$ 64,918.58
B. Seasonal Color / Perennial Maintenance Total	$ 9,000.00
C. Seasonal Plant Installation Total	$ 11,973.00
D. Mulch Total	$ 29,600.00
1ST YEAR TOTAL BID PRICE	**$ 115,491.58**
2ND YEAR TOTAL BID PRICE	***$*** 115,491.58
3RD YEAR TOTAL BID PRICE	***$*** 118,956.33

Contractor Company Name ASI Landscape Management

Contractor Address 9702 Harney Rd Thonotosassa, FL 33592

Contractor Representative Christian Padgett

Contractor Signature Christian Padgett

Title Senior Business Developer

Telephone Number 813-390-8467

Date 1-5-2020

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

PARK PLACE CDD

CATEGORY A

LANDSCAPE MAINTENANCE ITEMIZED BID FORM

TURF FUNCTION	FREQUENCY (PER YEAR)	UNIT PRICE	TOTAL
St. Augustine			
Mow	42	$807.15	$33,900.20
Edge (Bedlines)	21	$333.29	$6,999.00
Edge (Hardlines)	42	$285.71	$12,000.00
Monofilament Trim	42	$119.05	$5,000.00
Turf Fertilization	6	$800.00	$4,800.00
Turf Insect/Disease/Weed Control	52	$65.38	$3,400.00
Bermuda / Zoysia			
Mow	42	N/A	
Edge (Bedlines)	21	N/A	
Edge (Hardlines)	42	N/A	
Monofilament Trim	42	N/A	
Turf Fertilization	6	N/A	
Turf Insect/Disease/Weed Control	52	N/A	
Overseeding	O/R	N/A	
Bahia			
Mow	40	$425.00	$17,000.00
Turf Fertilization	2	$592.50	$1,185.00

Continued on following page.

PARK PLACE CDD

CATEGORY A

LANDSCAPE MAINTENANCE ITEMIZED BID FORM *(Continued)*

MAINTENANCE FUNCTIONS	FREQUENCY (PER YEAR)	UNIT PRICE	FIRST YEAR TOTAL PRICE
Bed Weed Control	52	$307.62	$15,996.00
Shrub Insect/Disease Control	52	$62.50	$3,250.00
Shrub/Groundcover Pruning	12	$2,500.00	$30,000.00
Shrub/Groundcover Fertilization	4	$1,600.00	$6,400.00
Tree / Woodline Pruning	12	$416.67	$5,000.00
Tree Fertilization	2	INCLUDED	INCLUDED
Palm Pruning	2	$7,156.25	$14,312.50
Palm Fertilization	2	INCLUDED	INCLUDED
Debris Disposal	52	INCLUDED	INCLUDED
Irrigation Management	52	$249.23	$12,960.00

CATEGORY A. **1ST YEAR LANDSCAPE MAINTENANCE TOTAL** **$** 172,202.70

Christian Padgett | ASI Landscape Management | 1-5-2020

Contractor Signature | Company Name | Date

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

PARK PLACE CDD

CATEGORY B

SEASONAL COLOR/PERENNIAL MAINTENANCE ITEMIZED BID FORM

SEASONAL COLOR/PERENNIAL MAINTENANCE	FREQUENCY (PER YEAR)
Deadheading/Pruning	24
Mulching	As Needed
Insect/Disease Control	52
Watering	As Needed
Fertilization	12

CATEGORY B. **1ST YEAR SEASONAL COLOR/ PERENNIAL MAINTENANCE TOTAL** $ 18,000.00

Christian Padgett	ASI Landscape Management	1-5-2020
Contractor Signature	Company Name	Date

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

PARK PLACE CDD

CATEGORY C

SEASONAL COLOR INSTALLATION ITEMIZED BID FORM

QUANTITY	PLANT MATERIAL	SIZE	UNIT PRICE	TOTAL PRICE
3845	Spring	4"	$1.95	$7,497.75
3845	Summer	4"	$1.95	$7,497.75
3845	Fall	4"	$1.95	$7,497.75
3845	Winter	4"	$1.95	$7,497.75

CATEGORY C. 1ST YEAR SEASONAL PLANT INSTALLATION TOTAL $ 29,911.00

NOTES:

1. Not all properties have seasonal colorbeds.

2. All annuals shall be four-inch (4") container-grown Grade A plants with multiple blooms at the time of installation.

3. All prices shall be inclusive of material costs including soil amendments, mulch, labor, taxes, etc.

4. Contractor is responsible for estimating and confirming the quantity of flowers based on the existing beds on the property at the time of bid submittal and on the spacing shown below:

   a. Distance away from curbs, turflines, etc.:
      Spring Annuals 10"
      Summer Annuals 10"
      Fall Annuals 8"
      Winter Annuals 8"

   b. On Center (o.c.) Spacings:
      Spring Annuals 10"
      Summer Annuals 10"
      Fall Annuals 8"
      Winter Annuals 8"

Christian Padgett | ASI Landscape Management | 1-5-2020

Contractor Signature | Company Name | Date

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

PARK PLACE CDD

CATEGORY D

MULCH ITEMIZED BID FORM

MATERIAL	UNIT PRICE	TOTAL PRICE
Pine Bark Nugget (1st application)	$40.00	$32,000.00
Pine Bark Nugget (2nd application)	$40.00	$32,000.00

CATEGORY D. 1ST YEAR MULCH TOTAL **$** 64,000.00

NOTES:

1. Contractor is responsible for measuring and pricing the quantity of mulch required for each complete mulching of all presently mulched areas on site.

2. Contractor mulching total **shall include** one complete trenching as specified in the trenching specifications.

Christian Padgett	ASI Landscape Management	1-5-2020
Contractor Signature	Company Name	Date

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

SUPPLEMENTAL PRICING FORM

1. Grade A pinestraw (cost/bale, spread on site)	$ 8.00
2. Cypress mulch (cost/yard, spread on site)	$ 40.00
3. Mini pinebark nuggets - (cost/yard, spread on site)	$ 40.00
4. Winter Rye Overseed – (cost/occurrence, including spot reseeding)	$ N/A
5. St. Augustine sod laid, non-site ready (cost/square foot)	$ 1.00
6. Additional labor with truck and hand tools (cost/man hour)	$ 34.00
7. Additional labor with truck and small power equipment (e.g., edger, blower, etc.) (cost/man hour)	$ 34.00
8. Additional labor with truck and light power equipment (e.g., 36" and 52" walk mower) (cost/man hour)	$ 34.00
9. Additional labor with truck and heavy power equipment a. 72" bush hog with operator (cost/man hour) b. 600 gallon minimum watering truck with operator (cost/man hour)	a. $ 85.00 b. $ 185.00
10. Cost per hour a. General Laborer b. Supervisor and truck c. Irrigation Technician & truck d. Irrigation Technician with one laborer & truck e. General repair and maintenance person that shall be required to perform these and other general maintenance task, e.g., replacement of light bulbs, pressure washing, general painting of signs and hardware. Price should include individual having transportation and supplying all tools and equipment needed to perform these tasks.	a. $ 34.00 b. $ 65.00 c. $ 65.00 d. $ 100.00 e. $ 34.00

The prices above shall be commensurate with the contract term.

Christian Padgett	ASI Landscape Management	1-5-2020
Contractor Signature	Company Name	Date

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EXTERIOR LANDSCAPE MAINTENANCE
BID PACKAGE AND SPECIFICATIONS

PARK PLACE CDD

(Racetrack Road, Mandolin Estates, and Highland Park)

Owner:

PARK PLACE COMMUNITY DEVELOPMENT DISTRICT

District Manager:

MERITUS COMMUNITIES

SUMMARY BID FORM

Exterior Landscape Maintenance
PARK PLACE CDD - RACETRACK ROAD
Tampa, FL

A. Landscape Maintenance Total	$17,000.00
B. Seasonal Color / Perennial Maintenance Total	Included
C. Seasonal Plant Installation Total	$2,400.00
D. Mulch Total	$8,000.00
1ST YEAR TOTAL BID PRICE	**$27,400.00**
2ND YEAR TOTAL BID PRICE	***$27,400.00***
3RD YEAR TOTAL BID PRICE	***$27,400.00***

Contractor Company Name Big Yellow Enterprises, Inc. d/b/a Big Yellow Services

Contractor Address 2027 Gunn Highway, Odessa FL 33556

Contractor Representative Daniel Chiarito

Contractor Signature

Title President

Telephone Number 813-920-4881

Date January, 6 2020

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

SUMMARY BID FORM

Exterior Landscape Maintenance
PARK PLACE CDD - MANDOLIN ESTATES
Tampa, FL

A. Landscape Maintenance Total	$48,000.00
B. Seasonal Color / Perennial Maintenance Total	Included
C. Seasonal Plant Installation Total	$6,400.00
D. Mulch Total	$16,000.00
1ST YEAR TOTAL BID PRICE	**$70,400.00**
2ND YEAR TOTAL BID PRICE	***$70,400.00***
3RD YEAR TOTAL BID PRICE	***$70,400.00***

Contractor Company Name Big Yellow Enterprises, Inc. d/b/a Big Yellow Services

Contractor Address 2027 Gunn Highway, Odessa FL 33556

Contractor Representative Daniel Chiarito

Contractor Signature

Title President

Telephone Number 813-920-4881

Date January, 6 2020

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

SUMMARY BID FORM

Exterior Landscape Maintenance
PARK PLACE CDD - HIGHLAND PARK
Tampa, FL

A. Landscape Maintenance Total	$64,000.00
B. Seasonal Color / Perennial Maintenance Total	Included
C. Seasonal Plant Installation Total	$10,000.00
D. Mulch Total	$19,000.00
1ST YEAR TOTAL BID PRICE	**$93,000.00**
2ND YEAR TOTAL BID PRICE	***$93,000.00***
3RD YEAR TOTAL BID PRICE	***$93,000.00***

Contractor Company Name Big Yellow Enterprises, Inc. d/b/a Big Yellow Services

Contractor Address 2027 Gunn Highway, Odessa FL 33556

Contractor Representative Daniel Chiarito

Contractor Signature

Title President

Telephone Number 813-920-4881

Date January, 6 2020

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

PLEASE NOTE THAT THE MAINTENANCE AROUND GALT LAKE IS INCLUDED AT NO ADDITIONAL CHARGE
WE CURRENTLY MAINTAIN THIS AREA WITH THE HOA AND DO NOT FEEL ADDITIONAL CHARGES ARE NECESSARY FOR THE COMMUNITY

PARK PLACE CDD

CATEGORY A

LANDSCAPE MAINTENANCE ITEMIZED BID FORM

TURF FUNCTION	FREQUENCY (PER YEAR)	UNIT PRICE	TOTAL
St. Augustine			
Mow	42		See Final
Edge (Bedlines)	21		
Edge (Hardlines)	42		
Monofilament Trim	42		
Turf Fertilization	6		
Turf Insect/Disease/Weed Control	52		
Bermuda / Zoysia			
Mow	42		
Edge (Bedlines)	21		
Edge (Hardlines)	42		
Monofilament Trim	42		
Turf Fertilization	6		
Turf Insect/Disease/Weed Control	52		
Overseeding	O/R		
Bahia			
Mow	40		
Turf Fertilization	2		

Continued on following page.

PARK PLACE CDD

CATEGORY A

LANDSCAPE MAINTENANCE ITEMIZED BID FORM *(Continued)*

MAINTENANCE FUNCTIONS	FREQUENCY (PER YEAR)	UNIT PRICE	FIRST YEAR TOTAL PRICE
Bed Weed Control	52		See Final
Shrub Insect/Disease Control	52		
Shrub/Groundcover Pruning	12		
Shrub/Groundcover Fertilization	4		
Tree / Woodline Pruning	12		
Tree Fertilization	2		
Palm Pruning	2		
Palm Fertilization	2		
Debris Disposal	52		
Irrigation Management	52		

CATEGORY A. **1ST YEAR LANDSCAPE MAINTENANCE TOTAL** **$ 129,000.00**

Contractor Signature | BIG YELLOW ENTERPRISES Company Name | 1/6/20 Date

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

PARK PLACE CDD

CATEGORY B

SEASONAL COLOR/PERENNIAL MAINTENANCE ITEMIZED BID FORM

SEASONAL COLOR/PERENNIAL MAINTENANCE	FREQUENCY (PER YEAR)
Deadheading/Pruning	24
Mulching	As Needed
Insect/Disease Control	52
Watering	As Needed
Fertilization	12

CATEGORY B. **1ST YEAR SEASONAL COLOR/ PERENNIAL MAINTENANCE TOTAL** **$ No Charge**

Contractor Signature	Company Name	Date
	Big Yellow Enterprises	1/6/20

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

PARK PLACE CDD

CATEGORY C

SEASONAL COLOR INSTALLATION ITEMIZED BID FORM

QUANTITY	PLANT MATERIAL	SIZE	UNIT PRICE	TOTAL PRICE
2,350	Spring	4"	2.00	$4,700.00
2,350	Summer	4"	2.00	$4,700.00
2,350	Fall	4"	2.00	$4,700.00
2,350	Winter	4"	2.00	$4,700.00

CATEGORY C. 1ST YEAR SEASONAL PLANT INSTALLATION TOTAL **$ 18,800.00**

NOTES:

1. Not all properties have seasonal colorbeds.

2. All annuals shall be four-inch (4") container-grown Grade A plants with multiple blooms at the time of installation.

3. All prices shall be inclusive of material costs including soil amendments, mulch, labor, taxes, etc.

4. Contractor is responsible for estimating and confirming the quantity of flowers based on the existing beds on the property at the time of bid submittal and on the spacing shown below:

   a. Distance away from curbs, turflines, etc.:
      Spring Annuals 10"
      Summer Annuals 10"
      Fall Annuals 8"
      Winter Annuals 8"

   b. On Center (o.c.) Spacings:
      Spring Annuals 10"
      Summer Annuals 10"
      Fall Annuals 8"
      Winter Annuals 8"

Contractor Signature | Big Yellow Enterprises (Company Name) | 1/6/20 (Date)

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

PARK PLACE CDD

CATEGORY D

MULCH ITEMIZED BID FORM

MATERIAL	UNIT PRICE	TOTAL PRICE
Pine Bark Nugget (1st application)	40.00	$21,500.00
Pine Bark Nugget (2nd application)	40.00	$21,500.00

CATEGORY D. 1ST YEAR MULCH TOTAL **$ 43,000.00**

NOTES:

1. Contractor is responsible for measuring and pricing the quantity of mulch required for each complete mulching of all presently mulched areas on site.

2. Contractor mulching total **shall include** one complete trenching as specified in the trenching specifications.

Contractor Signature | Big Yellow Enterprises (Company Name) | 1/6/20 (Date)

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

SUPPLEMENTAL PRICING FORM

1. Grade A pinestraw (cost/bale, spread on site)	$ 9.00
2. Cypress mulch (cost/yard, spread on site)	$ 40.00
3. Mini pinebark nuggets - (cost/yard, spread on site)	$ 40.00
4. Winter Rye Overseed – (cost/occurrence, including spot reseeding)	$850.00/acre
5. St. Augustine sod laid, non-site ready (cost/square foot)	$ 1.00/sf
6. Additional labor with truck and hand tools (cost/man hour)	$ 35.00
7. Additional labor with truck and small power equipment (e.g., edger, blower, etc.) (cost/man hour)	$ 35.00
8. Additional labor with truck and light power equipment (e.g., 36" and 52" walk mower) (cost/man hour)	$ 35.00
9. Additional labor with truck and heavy power equipment a. 72" bush hog with operator (cost/man hour) b. 600 gallon minimum watering truck with operator (cost/man hour)	a. $75.00 b. $75.00
10. Cost per hour a. General Laborer b. Supervisor and truck c. Irrigation Technician & truck d. Irrigation Technician with one laborer & truck e. General repair and maintenance person that shall be required to perform these and other general maintenance task, e.g., replacement of light bulbs, pressure washing, general painting of signs and hardware. Price should include individual having transportation and supplying all tools and equipment needed to perform these tasks.	a. $35.00 b. $40.00 c. $45.00 d. $80.00 e. $75.00

The prices above shall be commensurate with the contract term.

Contractor Signature	Company Name	Date
	BIG Yellow ENTERPRISES	1/6/20

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PARK PLACE CDD
(RACETRACK ROAD, MANDOLIN ESTATES, AND HIGHLAND PARK)

RESPONSE TO
EXTERIOR LANDSCAPE MAINTENANCE BID PACKAGE AND SPECIFICATIONS

January 6, 2020

Submitted to:

Owner: Park Place Community Development District
District Manager: Meritus Communities

Submitted by:
BrightView Landscape Services

Bidder Qualifications

Company Profile

Our corporate office is located in Blue Bell, PA. The local branch location that would serve the Park Place CDD located at 7001 Benjamin Rd. Tampa, FL. Additional support could be supplied from our North Tampa, East Tampa and Tree Care Branches.

Enhancing the American landscape since 1939, BrightView Landscapes maintains long-term relationships with its clients by offering the highest quality landscape management services at competitive rates. This formula has enabled BrightView to grow from a small family-owned business to the recognized national industry leader. Our services include landscape maintenance, landscape architecture and installation, irrigation and arborist services, forest management, sports turf care and storm cleanup. BrightView's experienced, local teams ensure that your assets are more than simply maintained - they are enhanced to achieve maximum appeal. Whatever landscape challenges or opportunities you might have, BrightView's friendly staff will partner with you to accomplish your goals. With 160+ branch offices in 29 states, BrightView's structure ensures quality and service are delivered by a local, well-trained and professional staff. BrightView takes a unique approach to every project and our clients profit from a proven and systematic method that generates tangible results.

Companywide we have approximately 22,000 employees. Locally we have 500 on average in the Tampa Bay Area during peak season.

Tampa Bay BrightView Landscape Management Services:

- Irrigation Services
- Horticultural Services
- Turf Care Management
- Tree Care Management
- Integrated Pest Management
- Landscape Enhancements
- Seasonal Flower Displays
- Emergency Storm Management
- Holiday Decorations
- Landscape Design Services
- Landscape Construction Services

Employee Appearance

BrightView will always be in full uniform – company shirt, pants, belt, hat and work boots. This not only presents a professional look to our team, it also allows residents, onsite security and management staff to instantly recognize our team members.

Staffing & Training

Our ability to recruit, train and transition large jobs is based on our resources and operational strengths. Through our training programs, regional equipment managers and local operational managers we are confident in our ability to meet the requirements of Park Place CDD. We have thoroughly reviewed the Request for Proposal, conducted site inspections, identified landscape inventory, and determined both material and labor costs required to effectively manage your property over a long term partnership. Our goal is to exceed your expectations and we have included the necessary labor hours and manpower to produce quality work

As a service company, it is our belief that the only strategic advantage we can have over our competition is to have a safer, more knowledgeable, more efficient and more service-oriented team. BrightView has accomplished this through an extensive training and education program.

BrightView's commitment to developing our human resources and our ability to retain our employees has a cumulative effect. That is the reason BrightView has been constantly improving quality, as measured by our customers, and constantly decreasing costs which we continue to pass on to our customers.

Training Program
Managers and onsite supervisors at BrightView undergo a rigorous training regimen. Newly hired horticulturalists work through a detailed learning process that transforms them into Managers. The process includes the following steps:

- ✓ Landscape maintenance operations
- ✓ Horticulture
- ✓ Estimating
- ✓ People management
- ✓ Customer Service
- ✓ BrightView Companies' Culture
- ✓ Pesticide Certification

Crew Leader/Gardner Training Program
All gardeners at BrightView undergo training program focused on safety and skills. Newly hired gardeners are trained hands-on in order to develop their horticultural and equipment knowledge. The process includes the following steps:

- ✓ Safety classes and weekly tailgate discussions
- ✓ Equipment training
- ✓ Horticulture short lessons
- ✓ BrightView Companies' Culture
- ✓ Pesticide Certification

Your dedicated management team has been trained to operate proactively so you have a true partner in BrightView. In order to meet and stay ahead of property demands the team will be responsible for responsibilities such as:

- ✓ On-site coordination meeting — We will hold on-site coordination meetings and site walks as often as you'd like, so that we are continually understanding your unique priorities.
- ✓ Schedule/horticultural calendar
- ✓ Activity reporting — We will report our maintenance activities to you as you see fit
- ✓ Digital picture documentation — Verification of technical issues, irrigation, vandalism, storm damage, plant/tree health care.
- ✓ Meeting attendance — We will attend CDD meetings and management meetings in order to keep you educated about the landscape and continually beware of shifting priorities.
- ✓ Quality Site Assessment—your dedicated team will provide monthly quality sites assessments on a routine basis

- ✓ Provide quick communication before, during, and after storms or natural disasters.

Quality Control

BrightView instills a passion for quality in every member of our team, and we make it easy for them to provide this quality with systems and processes to support them at every level.

The key elements of our quality control process are:

- **Leadership and Pride in Ownership:** Every level of our leadership, from Business Developer, Account Manager to Regional Leaders to our CEO, sets the tone for quality by maintaining a regular schedule of site walk-through meetings. Our field supervisors use standardized check sheets and site reports to ensure proactive maintenance and communication with their clients. Our field force takes pride in ownership of each job and is continuously trained to focus on the details that make a site worthy to be called a BrightView site.

- **Refined Processes:** Refined estimating and planning allows us to deliver consistent, cost-effective service. Our production processes enable us to better anticipate seasonal staffing requirements, site needs, and environmental concerns. Part of this integrated job management system is production result analysis, which enables us to measure the results of our performance and plan accordingly for the future.

- **Proactive Communication**: We believe it is our job to anticipate the needs of our customers and to ensure that we communicate with them on a regular and frequent basis, so that issues are addressed long before they can become problems. Through our weekly, monthly, and quarterly site evaluation processes, site supervisors and account managers walk the entire site to identify any areas of concern, and to evaluate the overall appearance of the site. During this walk-through they fill out a site evaluation and completed operations form, which they present and review with the client site representative. We also encourage periodic site walk-through meetings with senior management to discuss the long-term vision for the site and to ensure we are operating in integrity with the overall goals of our client's organization.

Transition/Initial Site Meeting:

- Clearly establish expectations using contract specifications and current knowledge of site management
- Establish a weekly communication process (meetings, reports, etc.)
- Present schedule of operations
- Identify ALL special situations, issues, areas & processes
- Clearly establish a base safety process and site specific processes
- Document a process for out of scope work (P.O., sign-off, billing)
- Share emergency call process
- Set short-term improvement goals
- Benchmark existing site status, conditions and opportunities for improvements
- Review equipment inventory and schedule routine equipment maintenance

Park Place Transition Schedule	March	April	May	June	July	August	September	October	November	December	January	February	March	April	May	June
Post Award Kickoff Meeting	X															
Initial Site Walkthroughs		X														
Job Start Up		X														
Week 1 Alignment Check		X														
Week 2 Alignment Check		X														
Monthly Walkthroughs				X	X	X	X	X	X	X	X	X	X	X	X	X
Monthly Reports			X	X	X	X	X	X	X	X	X	X	X	X	X	X
Quarterly Reports					X			X			X			X		
Quarter I Review					X											
Quarter II Review								X								
Quarter III Review											X					
Quarter IV Review														X		

Safety

Safety is our top priority at BrightView and we are committed to keeping our people safe every day across our business. As an organization committed to constant improvement, we actively work to continue developing a best-in-class Safety Management System that results in zero injuries to our team members.

We take pride in conducting our business operations in a manner that helps to ensure the safety and well-being of our team members, customers, and the communities in which we operate.

We believe in the following principles:

- **S**afety is our top priority
- **A**ppropriate PPE must be worn
- **F**ollow-up, report, and learn from incidents
- **E**veryone is responsible for each other
- **T**raining is the first step to safe behavior
- **Y**ou are the key to making a difference

BrightView's management is committed to providing a safe work environment and establishing safe work practices for all our employees. We demonstrate this commitment to safety through a continuing program of education and training, accident prevention, reporting, investigation and analysis, and the development of positive attitudes about safety and awareness about safety by all employees. BrightView has made the safety of its employees a primary consideration in operating its business and believes that safety is a primary job responsibility of all employees.

BrightView

Job Start-Up Safety Inspection

Job Name(s): _____
Street Address: _____
City, State, Zip: _____
Job #: _____
Job Start Date: _____

Trees	Comments
☐ Low, eye level branches	
☐ Branches obstruct traffic signals, lights, signage	
☐ Roots lifting walks, curbs, parking, turf, etc.	
☐ Guy wires insufficiently marked for visibility	
☐ Large portions of dead wood on large trees	
☐ Other _____	

Turf	Comments
☐ Dirt from gopher mounds/piles thrown by mowers	
☐ Rocks left from grading (i.e. new landscape)	
☐ Obstacles need removal; i.e. stumps,old stakes, broken stakes	
☐ Bare areas needing re-seeding or sodding	
☐ Holes dug around sprinklers for clearance; tripping hazard	
☐ Depressions, ruts or holes in turf	
☐ Other _____	

Shrubs	Comments
☐ Overgrowth onto walks	
☐ Growth covering signs, hydrants, lighting	
☐ Growth impairs traffic visibility	
☐ Growth blocks sprinkler coverage	
☐ Areas of neglect; over/under watering, dead plant material	
☐ Other _____	

Hardscape	Comments
☐ Cracks, uneven surfaces	
☐ Slippery, mossy surfaces from standing or flowing water	
☐ Other _____	

The following can be provided upon request:
• Safety Manual
• OSHA Compliance Manual
• Right to Know Program
• Safety Rules and Regulations
• HAZCOM Policy
• Safety Compliance Checklists
• Crew Member Equipment Safety Training Program
• Weekly Safety Talks

References:

Grand Hampton Homeowners Association
8301 Dunham Station Drive Tampa, FL
Contact: Rocco Lervasi 813-973-8368

Waterchase Community Association
14401 Waterchase Blvd. Tampa, FL
Contact: Nikki Carrol 813-926-3979 x4

Oakstead Community Association
19802 Srathmore Pl Land O Lakes, FL
Contact: Nancy Initi 813-944-0120

Ships Watch Yacht Club & Condo Association

11800 Shipwatch Dr. Largo, FL

Contact: Karel Costa-Armas 727-596-6862

Saddlebrook Resort

5700 Saddlebrook Way Wesley Chapel, FL

Contact | Pat Ciaccio 813-973-1111

USAA Tampa Bay

North Tampa HQ Bruce B Downs Tampa & Crosstown 1 & 2 US 301 Tampa, FL

Contact | John Orozco 210-452-7334

SUMMARY BID FORM

Exterior Landscape Maintenance
PARK PLACE CDD - RACETRACK ROAD
Tampa, FL

A. Landscape Maintenance Total	$ 16,000.00
B. Seasonal Color / Perennial Maintenance Total	$ 1,000.00
C. Seasonal Plant Installation Total	$ 2,200.00
D. Mulch Total	$6,000.00
1ST YEAR TOTAL BID PRICE	**$ 25,200.00**
2ND YEAR TOTAL BID PRICE	***$ 25,956.00***
3RD YEAR TOTAL BID PRICE	***$ 26,744.00***

Contractor Company Name BrightView Landscape Services, Inc.

Contractor Address 7001 Benjamin Rd. Tampa, FL 33643

Contractor Representative Paul Richau

Contractor Signature Paul Richau

Title General Manager

Telephone Number 407-885-8366

Date 01/06/2020

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

SUMMARY BID FORM

Exterior Landscape Maintenance
PARK PLACE CDD - MANDOLIN ESTATES
Tampa, FL

A. Landscape Maintenance Total	$ 60,000.00
B. Seasonal Color / Perennial Maintenance Total	$ 2,700.00
C. Seasonal Plant Installation Total	$ 5,254.00
D. Mulch Total	$ 8,160.00
1ST YEAR TOTAL BID PRICE	**$ 76,114.00**
2ND YEAR TOTAL BID PRICE	***$ 78,397.00***
3RD YEAR TOTAL BID PRICE	***$ 80,748.00***

Contractor Company Name BrightView Landscape Services, Inc.

Contractor Address 7001 Benjamin Rd. Tampa, FL 33643

Contractor Representative Paul Richau

Contractor Signature Paul Richau

Title General Manager

Telephone Number 407-885-8366

Date 01/06/2020

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

SUMMARY BID FORM

Exterior Landscape Maintenance
PARK PLACE CDD - HIGHLAND PARK
Tampa, FL

A. Landscape Maintenance Total	$ 65,000.00
B. Seasonal Color / Perennial Maintenance Total	$ 5,000.00
C. Seasonal Plant Installation Total	$ 9,100.00
D. Mulch Total	$13,803.00
1ST YEAR TOTAL BID PRICE	**$92,903.00**
2ND YEAR TOTAL BID PRICE	***$ 95,690.00***
3RD YEAR TOTAL BID PRICE	***$ 98,560.00***

Contractor Company Name BrightView Landscape Services, Inc.

Contractor Address 7001 Benjamin Rd. Tampa, FL 33643

Contractor Representative Paul Richau

Contractor Signature Paul Richau

Title General Manager

Telephone Number 407-885-8366

Date 01/06/2020

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

PARK PLACE CDD

CATEGORY A

LANDSCAPE MAINTENANCE ITEMIZED BID FORM

TURF FUNCTION	FREQUENCY (PER YEAR)	UNIT PRICE	TOTAL
St. Augustine			
Mow	42	1,120.00	47,040.00
Edge (Bedlines)	21	255.00	5,355.00
Edge (Hardlines)	42	255.00	10,710.00
Monofilament Trim	42	115.00	4,830.00
Turf Fertilization	6	450.00	2,700.00
Turf Insect/Disease/Weed Control	52	65.00	3,380.00
Bermuda / Zoysia			
Mow	42	N/A	N/A
Edge (Bedlines)	21	N/A	N/A
Edge (Hardlines)	42	N/A	N/A
Monofilament Trim	42	N/A	N/A
Turf Fertilization	6	N/A	N/A
Turf Insect/Disease/Weed Control	52	N/A	N/A
Overseeding	O/R	N/A	N/A
Bahia			
Mow	40	52.00	2,080.00
Turf Fertilization	2	28.50	57.00

Continued on following page.

PARK PLACE CDD

CATEGORY A

LANDSCAPE MAINTENANCE ITEMIZED BID FORM *(Continued)*

MAINTENANCE FUNCTIONS	FREQUENCY (PER YEAR)	UNIT PRICE	FIRST YEAR TOTAL PRICE
Bed Weed Control	52	215.00	11,180.00
Shrub Insect/Disease Control	52	54.00	2,808.00
Shrub/Groundcover Pruning	12	600.00	7,200.00
Shrub/Groundcover Fertilization	4	78.00	312.00
Tree / Woodline Pruning	12	500.00	6,000.00
Tree Fertilization	2	210.00	420.00
Palm Pruning	2	11,885.00	23,770.00
Palm Fertilization	2	105.00	210.00
Debris Disposal	52	110.00	5,720.00
Irrigation Management	52	139.00	7,228.00

CATEGORY A. 1ST YEAR LANDSCAPE MAINTENANCE TOTAL $ 141,000.00

Paul Richau — BrightView Landscape Services — 01/06/2020

Contractor Signature — Company Name — Date

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PARK PLACE CDD

CATEGORY B

SEASONAL COLOR/PERENNIAL MAINTENANCE ITEMIZED BID FORM

SEASONAL COLOR/PERENNIAL MAINTENANCE	FREQUENCY (PER YEAR)
Deadheading/Pruning	24
Mulching	As Needed
Insect/Disease Control	52
Watering	As Needed
Fertilization	12

CATEGORY B. 1ST YEAR SEASONAL COLOR/ PERENNIAL MAINTENANCE TOTAL $ 8,700.00

Paul Richau | BrightView Landscape Services | 01/06/2020

Contractor Signature | Company Name | Date

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PARK PLACE CDD

CATEGORY C

SEASONAL COLOR INSTALLATION ITEMIZED BID FORM

QUANTITY	PLANT MATERIAL	SIZE	UNIT PRICE	TOTAL PRICE
4,330	Spring	4”	1.05	4,138.50
4,330	Summer	4”	1.05	4,138.50
4,330	Fall	4”	1.05	4,138.50
4,330	Winter	4”	1.05	4,138.50

CATEGORY C. 1ST YEAR SEASONAL PLANT INSTALLATION TOTAL $ 16,554.00

NOTES:

1. Not all properties have seasonal colorbeds.

2. All annuals shall be four-inch (4”) container-grown Grade A plants with multiple blooms at the time of installation.

3. All prices shall be inclusive of material costs including soil amendments, mulch, labor, taxes, etc.

4. Contractor is responsible for estimating and confirming the quantity of flowers based on the existing beds on the property at the time of bid submittal and on the spacing shown below:

   a. Distance away from curbs, turflines, etc.:
      Spring Annuals 10"
      Summer Annuals 10"
      Fall Annuals 8"
      Winter Annuals 8"

   b. On Center (o.c.) Spacings:
      Spring Annuals 10"
      Summer Annuals 10"
      Fall Annuals 8"
      Winter Annuals 8"

Paul Richau General manager, Brightview Landscape 1/6/2020

Contractor Signature Company Name Date

PARK PLACE CDD

CATEGORY D

MULCH ITEMIZED BID FORM

MATERIAL	UNIT PRICE	TOTAL PRICE
Pine Bark Nugget (1st application)	48.00	13,980.00
Pine Bark Nugget (2nd application)	48.00	13,980.00

CATEGORY D. 1ST YEAR MULCH TOTAL $ 27,960.00

NOTES:

1. Contractor is responsible for measuring and pricing the quantity of mulch required for each complete mulching of all presently mulched areas on site.

2. Contractor mulching total **shall include** one complete trenching as specified in the trenching specifications.

Paul Richau BrightView Landscape Services 01/06/2020

Contractor Signature Company Name Date

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materials and sales tax included in the Bid Price.

SUPPLEMENTAL PRICING FORM

1. Grade A pinestraw (cost/bale, spread on site)	$ 9.25/bale
2. Cypress mulch (cost/yard, spread on site)	$ 48.00/yard
3. Mini pinebark nuggets - (cost/yard, spread on site)	$ 48.00/yard
4. Winter Rye Overseed – (cost/occurrence, including spot reseeding)	$ 925.00/acre
5. St. Augustine sod laid, non-site ready (cost/square foot)	$ 1.20/sq ft
6. Additional labor with truck and hand tools (cost/man hour)	$ 35.00
7. Additional labor with truck and small power equipment (e.g., edger, blower, etc.) (cost/man hour)	$ 35.00
8. Additional labor with truck and light power equipment (e.g., 36" and 52" walk mower) (cost/man hour)	$ 45.00
9. Additional labor with truck and heavy power equipment a. 72" bush hog with operator (cost/man hour) b. 600 gallon minimum watering truck with operator (cost/man hour)	a. $150.00 b. $150.00
10. Cost per hour a. General Laborer b. Supervisor and truck c. Irrigation Technician & truck d. Irrigation Technician with one laborer & truck e. General repair and maintenance person that shall be required to perform these and other general maintenance task, e.g., replacement of light bulbs, pressure washing, general painting of signs and hardware. Price should include individual having transportation and supplying all tools and equipment needed to perform these tasks.	a. $35.00 b. $55.00 c. $55.00 d. $65.00 e. $55.00

The prices above shall be commensurate with the contract term.

Paul Richau	BrightView Landscape Services	01/06/2020
Contractor Signature	Company Name	Date

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materials and sales tax included in the Bid Price.

BUCCANEER
LANDSCAPE MANAGEMENT

LANDSCAPE MAINTENANCE

PROPOSAL

For:

Park Place CDD

EXTERIOR LANDSCAPE MAINTENANCE

Date Submitted: January 6, 2020

Our Mission:

"We are committed to earning the loyalty of our clients and employees."

Serving all of Florida...

1. **Proposal Pricing** – per scope of work provided

2. **Buccaneer Landscape Management – Service Documents**

    - Proposal
    - Scope of Work
    - Sample Reports
    - Proposed Manpower
    - Landscape Management Plan

3. **References**
    - Landscape Maintenance / Management
    - Landscape Construction – Design/Build

4. **Company Profile – Statement of Qualification**

    A. **Summary - Experience & Qualifications**
    - Diverse Family of Customer – Who We Serve!
    - All Inclusive Service Menu
    - Offering Exceptional Service
    - Advantages of Buccaneer Landscape Management
    - Building Relationships / Industry Support

    B. **Corporate Information**
    - Locations
    - Company Leadership
    - Key Contact Information
    - Corporate Info
    - Trade References

    C. **Staffing Licensing & Equipment**
    - Staffing / Personnel Descriptions / Licensing
    - Equipment / Vehicles
    - Sample Insurance Cert

BUCCANEER
LANDSCAPE MANAGEMENT

January 6, 2020

PARK PLACE COMMUNITY DEVELOPMENT DISTRICT
Mr. Gene Roberts – District Manager
2005 Pan Am Circle, Suite 300
Tampa, FL 33607

Subject: Park Place CDD Landscape and Irrigation Maintenance

Buccaneer Landscape Management sincerely appreciates the opportunity to present this proposal for landscape maintenance services for **Park Place CDD.**

Please find enclosed our submittal which includes all requested pricing in addition to all other information needed to qualify our company. We are confident that our proposal pricing and service program affords Buccaneer Landscape Management every opportunity for success in providing you the highest level of service possible.

Buccaneer Landscape Management, a Florida Corporation, is a premier full-service provider of commercial grounds maintenance and landscape construction services in the State of Florida. As an industry leader providing high quality grounds maintenance services, we have the good fortune of providing our services for some very prestigious customers in a variety of markets. It would be our pleasure to serve you as well.

We truly hope this information affords Buccaneer your favorable consideration. Please feel free to review the enclosed proposal package and contact me should you have any questions, require additional information or would like to schedule a meeting to review our submittal in more detail.

The entire Buccaneer Landscape Management team is looking forward to working with you.

Sincerely,

Chris Witherington
Buccaneer Landscape Management

I. Proposal Forms – Exhibit "B"

SUMMARY BID FORM

Exterior Landscape Maintenance
PARK PLACE CDD - RACETRACK ROAD
Tampa, FL

A. Landscape Maintenance Total	$ 21,719.00
B. Seasonal Color / Perennial Maintenance Total	$ 600.00
C. Seasonal Plant Installation Total	$ 3,500.00
D. Mulch Total	$ 6,000.00
1ST YEAR TOTAL BID PRICE	**$ 31,819.00**
2ND YEAR TOTAL BID PRICE	***$31,819.00***
3RD YEAR TOTAL BID PRICE	***$31,819.00***

Contractor Company Name Buccaneer Landscape Management

Contractor Address PO Box 2453 Pinellas Park FL 33780

Contractor Representative Chris Witherington

Contractor Signature

Title President

Telephone Number 727-209-0393

Date 1/3/20

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

SUMMARY BID FORM

Exterior Landscape Maintenance
PARK PLACE CDD - MANDOLIN ESTATES
Tampa, FL

A. Landscape Maintenance Total	$ 60,904.00
B. Seasonal Color / Perennial Maintenance Total	$ 3,186.00
C. Seasonal Plant Installation Total	$ 8,750.00
D. Mulch Total	$ 9,000.00
1ST YEAR TOTAL BID PRICE	**$81,840.00**
2ND YEAR TOTAL BID PRICE	***$81,840.00***
3RD YEAR TOTAL BID PRICE	***$81,840.00***

Contractor Company Name Buccaneer Landscape Management

Contractor Address PO Box 2453 Pinellas Park FL 33780

Contractor Representative Chris Witherington

Contractor Signature

Title President

Telephone Number 727-209-0393

Date 1/3/20

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

SUMMARY BID FORM

Exterior Landscape Maintenance
PARK PLACE CDD - HIGHLAND PARK
Tampa, FL

A. Landscape Maintenance Total	$ 68,470.00
B. Seasonal Color / Perennial Maintenance Total	$ 4,305.00
C. Seasonal Plant Installation Total	$ 14,350.00
D. Mulch Total	$ 14,000.00
1ST YEAR TOTAL BID PRICE	**$101,125.00**
2ND YEAR TOTAL BID PRICE	***$101,125.00***
3RD YEAR TOTAL BID PRICE	***$101,125.00***

Contractor Company Name Buccaneer Landscape Management

Contractor Address PO Box 2453 Pinellas Park FL 33780

Contractor Representative Chris Witherington

Contractor Signature

Title President

Telephone Number 727-209-0393

Date 1/3/20

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

PARK PLACE CDD

CATEGORY A

LANDSCAPE MAINTENANCE ITEMIZED BID FORM

TURF FUNCTION	FREQUENCY (PER YEAR)	UNIT PRICE	TOTAL
St. Augustine			
Mow	42	1051	44,142.00
Edge (Bedlines)	21	261	5,481.00
Edge (Hardlines)	42	261	10,962.00
Monofilament Trim	42	110	4,620.00
Turf Fertilization	6	442	2,652.00
Turf Insect/Disease/Weed Control	52	78	4,056.00
Bermuda / Zoysia			
Mow	42	NA	NA
Edge (Bedlines)	21	NA	NA
Edge (Hardlines)	42	NA	NA
Monofilament Trim	42	NA	NA
Turf Fertilization	6	NA	NA
Turf Insect/Disease/Weed Control	52	NA	NA
Overseeding	O/R	NA	NA
Bahia			
Mow	40	58	2,320
Turf Fertilization	2	30	60.00

Continued on following page.

PARK PLACE CDD

CATEGORY A

LANDSCAPE MAINTENANCE ITEMIZED BID FORM *(Continued)*

MAINTENANCE FUNCTIONS	FREQUENCY (PER YEAR)	UNIT PRICE	FIRST YEAR TOTAL PRICE
Bed Weed Control	52	245	12,740.00
Shrub Insect/Disease Control	52	52	2,704
Shrub/Groundcover Pruning	12	1,180	14,160.00
Shrub/Groundcover Fertilization	4	82	328.00
Tree / Woodline Pruning	12	502	6,024.00
Tree Fertilization	2	205	410.00
Palm Pruning	2	12,046	24,092.00
Palm Fertilization	2	111	222.00
Debris Disposal	52	150	7,800.00
Irrigation Management	52	160	8,320.00

CATEGORY A. 1ST YEAR LANDSCAPE MAINTENANCE TOTAL $ 151,093.00

Chris Witherington	Buccaneer Landscape Management	1/3/20
Contractor Signature	Company Name	Date

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PARK PLACE CDD

CATEGORY B

SEASONAL COLOR/PERENNIAL MAINTENANCE ITEMIZED BID FORM

SEASONAL COLOR/PERENNIAL MAINTENANCE	FREQUENCY (PER YEAR)
Deadheading/Pruning	24
Mulching	As Needed
Insect/Disease Control	52
Watering	As Needed
Fertilization	12

CATEGORY B. **1ST YEAR SEASONAL COLOR/ PERENNIAL MAINTENANCE TOTAL** **$ 8,091.00**

Chris Witherington	Buccaneer Landscape Management	1/3/20
Contractor Signature	Company Name	Date

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PARK PLACE CDD

CATEGORY C

SEASONAL COLOR INSTALLATION ITEMIZED BID FORM

QUANTITY	PLANT MATERIAL	SIZE	UNIT PRICE	TOTAL PRICE
3,800	Spring	4"	$1.75	$6,650.00
3,800	Summer	4"	$1.75	$6,650.00
3,800	Fall	4"	$1.75	$6,650.00
3,800	Winter	4"	$1.75	$6,650.00

CATEGORY C. 1ST YEAR SEASONAL PLANT INSTALLATION TOTAL **$ 26,600.00**

NOTES:

1. Not all properties have seasonal colorbeds.

2. All annuals shall be four-inch (4") container-grown Grade A plants with multiple blooms at the time of installation.

3. All prices shall be inclusive of material costs including soil amendments, mulch, labor, taxes, etc.

4. Contractor is responsible for estimating and confirming the quantity of flowers based on the existing beds on the property at the time of bid submittal and on the spacing shown below:

   a. Distance away from curbs, turflines, etc.:
      - Spring Annuals 10"
      - Summer Annuals 10"
      - Fall Annuals 8"
      - Winter Annuals 8"

   b. On Center (o.c.) Spacings:
      - Spring Annuals 10"
      - Summer Annuals 10"
      - Fall Annuals 8"
      - Winter Annuals 8"

Chris Witherington	Buccaneer Landscape Management	1/3/20
Contractor Signature	Company Name	Date

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PARK PLACE CDD

CATEGORY D

MULCH ITEMIZED BID FORM

MATERIAL	UNIT PRICE	TOTAL PRICE
Pine Bark Nugget (1st application)	$40.00	$16,000.00
Pine Bark Nugget (2nd application)	$40.00	$13,000.00

CATEGORY D. 1ST YEAR MULCH TOTAL **$ 29,000.00**

NOTES:

1. Contractor is responsible for measuring and pricing the quantity of mulch required for each complete mulching of all presently mulched areas on site.

2. Contractor mulching total **shall include** one complete trenching as specified in the trenching specifications.

Chris Witherington	Buccaneer Landscape Management	1/3/20
Contractor Signature	Company Name	Date

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

SUPPLEMENTAL PRICING FORM

1. Grade A pinestraw (cost/bale, spread on site)	$ 8.00
2. Cypress mulch (cost/yard, spread on site)	$ 50.00
3. Mini pinebark nuggets - (cost/yard, spread on site)	$ 55.00
4. Winter Rye Overseed – (cost/occurrence, including spot reseeding)	$ 995.00 acre
5. St. Augustine sod laid, non-site ready (cost/square foot)	$ 1.50 sq. ft
6. Additional labor with truck and hand tools (cost/man hour)	$ 40.00
7. Additional labor with truck and small power equipment (e.g., edger, blower, etc.) (cost/man hour)	$ 40.00
8. Additional labor with truck and light power equipment (e.g., 36" and 52" walk mower) (cost/man hour)	$ 45.00
9. Additional labor with truck and heavy power equipment a. 72" bush hog with operator (cost/man hour) b. 600 gallon minimum watering truck with operator (cost/man hour)	a. $150.00 b. $150.00
10. Cost per hour a. General Laborer b. Supervisor and truck c. Irrigation Technician & truck d. Irrigation Technician with one laborer & truck e. General repair and maintenance person that shall be required to perform these and other general maintenance task, e.g., replacement of light bulbs, pressure washing, general painting of signs and hardware. Price should include individual having transportation and supplying all tools and equipment needed to perform these tasks.	a. $35.00 b. $55.00 c. $60.00 d. $75.00 e. $50.00

The prices above shall be commensurate with the contract term.

Chris Witherington	Buccaneer Landscape Management	1/3/20
Contractor Signature	Company Name	Date

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Proposed Project Manpower Summary

The following is an estimated (1) year total manpower summary for grounds maintenance operations for **Park Place CDD Landscape and Irrigation Maintenance.**

Based on our property surveys, our average manpower estimates, as stated and broken down within this summary, shall be sufficient to satisfy all requirements as set forth after the property has a thorough clean up. This staffing estimate is based on a **(1)** year total man-hour "*average*", which includes all working site supervision. In addition to the proposed base services crew personnel, our proposal price includes additional support services man-hours for our chemical program, arborcare services, mulch installation, irrigation maintenance program and annual flower installation as applicable to this agreement and as needed. The related growing or non-growing seasons, and subsequent services and frequencies to be provided, will dictate the exact number of personnel needed at any given time. We anticipate the following staffing requirements:

- **Growing & Non-Growing Season**

  Mowing Services:
  Approximately **(5)** crew personnel per service visit, **(1 day)** per week and **(40)** weeks per year or per specifications. Typical Season below, weather pending. Per specifications provided. Weekly during growing season. Bi-weekly in the offseason.

  Detail Services:
  Approximately **(4)** crew personnel per service visit, **(4 days)** per month (12) visits per year per specifications. Typical Season below, weather pending. Per specifications provided.

  Account Manager – one dedicated manager

  Mow Crew
  (1) Crew Supervisor (Working - assist with various services)
  (4) Crew Members – Landscape Services

  Detail Crew
  (1) Crew Supervisor (Working - assist with various services)
  (3) Crew Members – Landscape Services

  (1) Irrigation Tech - 12 monthly inspections for routine wet checks and repairs as needed.
  (1) Spray Tech – as needed for all fertilization and pest control services per specifications.

Landscape Management Plan

Buccaneer Landscape Management is committed to developing a mutually beneficial, long-term relationship in executing this agreement for landscape maintenance services. Client provided specifications supersede all enclosed information. BLMC has established the following objectives for the agreement:

1) *Maintain the grounds at the highest quality level consistent with the client's expectations.*

2) *Provide a highly responsive staff led by a qualified, experienced Account Manager.*

3) *Support the on-site staff with the proper resources to maximize efficiencies.*

4) *Through proper maintenance and cultural practices, continually improve the aesthetics of the community landscape.*

5) *Maintain the project as an environmental enhancement, continually assessing the impact of cultural practices on the surrounding environment.*

6) *Provide professional guidance and recommendations for landscape improvements and in effecting future cost savings.*

With these objectives in mind, we hope to offer the opportunity to utilize the vast resources of **Buccaneer Landscape Management** for the successful maintenance of your community.

Grounds Management Programs

Operations - Management

A site-specific maintenance program will be developed for which utilizes the interrelationship of Integrated Pest Management (IPM) which is an EPA recognized program and Best Management Practices (BMP). Our program will ensure that the best possible management practices are utilized and conducted in a timely and effective manner to provide maximum turfgrass quality and make a positive impact on the environment.

This management plan is intended to be an overall outline for agronomic, horticultural, and service practices of BLMC's maintenance operation, covering the maintenance of all landscaped grounds within the designated service areas. While the guidelines are detailed, they are not intended to be strict rules of operation. Variances from the guidelines will be necessary at times to allow for adjustments resulting in changes in climatic conditions, pest infestation, and other unforeseen problems.

A. Irrigation

A definitive description of how to irrigate is elusive because of many variables to consider, i.e., slope, soil types, height of cut, rooting depth, weather factors and the performance of the irrigation system itself. The only way for the irrigation tech to master the irrigation of every area of responsibility is through careful study and trial and error. Experience is the best teacher when it comes to fine-tuning irrigation management skills.

Given the imperfect nature of any irrigation system in the content of the variables noted above, there most likely will be different areas of the grounds over watered, correctly watered and under watered. Trying to achieve the most appropriate balance, preferably on the drier side, will be the goal of the irrigation program. Irrigation scheduling involves answering two questions, when to irrigate and how much water to apply. Once these two questions have been answered, the schedule will need to be adjusted for rainfall and refined, as experience is gained.

Irrigation should be scheduled only when the turf needs water, i.e., just before it begins to stress. One method that can be used in determining when to irrigate is

visual inspection of the turf. When the grass begins to turn a bluish-gray tint, or leaf blades curl or fold, footprints linger in the grass long after being made and/or a soil probe indicates the soil is dry, it is time to irrigate.

The best method of determining whether the proper amount of water was applied is to determine the depth of water penetrating following irrigation by coring with a soils tube. If water has not penetrated to the one foot depth (or other depth to be irrigated) by six to eight hours after an irrigation, then the irrigation time should be increased. If water has moved well beyond the desired irrigation depth, the irrigation time would be decreased.

B. Mowing

After irrigation, mowing is the most important turf maintenance operation. With good mowing practices, density, texture, color, root development, and wear tolerance are enhanced; and a healthy turf minimizes the need for excessive use of fertilizers and pesticides. In addition, mowing can be an effective means of controlling many weeds; thereby, helping to reduce the use of herbicides.

When the turf is mowed too closely, it becomes less tolerant of environmental stresses, more disease prone and more dependent upon a carefully implemented cultural program. The best approach is to use the highest mowing height acceptable for the various turf types and applications.

Growth rate and mowing height have the most influence on mowing frequency. As a rule of thumb, mowing should be done often enough that no more than 30% of the leaf blade is removed any one mowing. Therefore, the frequency of mowing must be related to the rate of growth rather than to a time schedule. Following this practice will minimize the effect of mowing on photosynthesis and help maintain a high percentage of leaf surface which is necessary for healthy root development.

Varied mowing patterns on all surfaces encourage upright growth and reduce wheel or mower wear and compaction.

In addition, anytime the grass is in a weakened or stressed condition, the mowing height should be raised immediately.

C. Fertilization

General – Turf / Shrubs / Trees / Palms

The most important aspect of a fertilizer program is to insure that the materials used do not contaminate the soil and/or groundwater. The first step in arriving at a sound turf / plant nutrition program is to have the soil analyzed to determine pH, calcium, magnesium, phosphorus and potassium availability and balance. From this information a valid lime and fertilizer program can be developed with the assurance that excess nutrients will not be applied.

Nitrogen is the nutrient used by grasses in the largest quantities. Its function is to stimulate vegetative growth and provide the grass with green color. Nitrogen fertilization will be determined by color, density and rate of growth (clipping yields) of the grass. Interpretation of soil nitrogen analyses to exact amounts which are available to the plant is difficult. For this reason nitrogen rates will be adjusted, but not solely based on site testing. Leaching of nitrate nitrogen can be safely regulated by making controlled

applications (spoon feeding), using controlled materials (slow-release) or using a combination of these approaches.

Controlled applications can be made by using soluble fertilizers and applying the materials with either a sprayer, or through the irrigation system (fertigation), that has been calibrated to put out an accurate amount of material per acre. Using either of these methods, the irrigation tech can personally control the rate and frequency of fertilizer application, and thereby reduce the tendency to apply excessive amounts of nitrate and ammonium forms of nitrogen on an infrequent basis.

Controlled materials, such as natural organic sources (Milorganite and others), isobutylidene diurea (IBDU), ureaformaldehtyde (UF) and coated ureas (SCU and others) are all slow-release nitrogen sources. They have the advantage of supplying a longer more uniform source of nitrogen, a lower salt index and reduced nitrogen leaching.

By combining soluble nitrogen sources with the slow-release nitrogen products, availability can be extended to the grass without fear of nitrogen leaching into the groundwater. In areas and/or application times subject to nitrogen bans, adjustments will be made using alternate products yet being just as effective.

D. Pest Management

IPM (Integrated Pest Management) is a preventive approach that incorporates other systems rather than just the use of pesticides for controlling pest problems. It is an ecologically based system that uses biological and chemical approaches to achieve control. General pest management can use one of three strategies: prevention, containment or eradication. The particular pest problem can determine which approach to take. However, the plant material's overall condition will play a vital role in how well it can tolerate specific pest problems and which of these three approaches may ultimately

be necessary. In order for IPM to work as a viable system, the Hort Tech must be familiar with the turf or plant material, the environment, and with the signs and symptoms of primary, occasional and potential pest problems. Experience and training are important prerequisites to an IPM approach which focuses on six basic components: ***1) monitoring*** of potential pest populations and their environment: ***2 & 3) determining*** pest injury levels and ***establishing*** treatment thresholds; ***4) decision making***, ***developing*** and ***integrating*** all biological, cultural and chemical control strategies; ***5) timing and spot treatment*** utilizing either the chemical, biological or cultural methods: and ***6) evaluating*** the results of treatment.

IPM programs rely on six basic approaches for plant protection. These include: ***1) Regulatory*** - using certified materials and seed to prevent noxious weed contamination; ***2) Genetic*** - selecting improved grasses / plant material which perform well in specific areas and show a resistance to pest problems; ***3) Cultural*** - following recommendations made for proper primary and secondary cultural practice which will maintain the material in the most healthy condition and influence its susceptibility to and recovery from pest problems: ***4) Physical*** - cleaning equipment to prevent spreading of diseases and weeds from infected areas: ***5) Biological*** - for a limited number of pest problems biological control can be used whereby natural enemies are introduced to effectively compete with the pest: and ***6) Chemical*** - pesticides are a necessary and beneficial approach to turf pest problems, but use can be restricted in many cases to curative rather than preventive applications, thus reducing environmental exposure.

References

Partial - Client / Project List

Key Contacts / References: - Contact info upon request

- **Greenacre Properties** – Melissa Wood
- **American Landmark** – Colby Robertson
- **Carroll Organization** – Melissa Cannata

Sample Clients by Market Segment:

Property Management Clients (Multiple sites)

- Sentry Management
- Cushman and Wakefield
- Inframark
- Greenacre Properties
- Leland Management

Commercial & Retail

- CVS Pharmacy – Hillsborough County to Collier County
- Wawa
- Site Centers
- Benderson Development
- Kite Realty

HOA / CONDO

- Bloomingdale Special Taxing District
- The Lakes HOA
- Hammocks CDD & HOA
- Ladera HOA
- Placido Bayou – Neighborhoods – A, E, G and H
- Mabel Bridge HOA
- River Watch HOA

Multi-Family Housing / Apartment Communities

- Carroll Organization
- Waypoint Residential
- Morguard
- American Landmark
- Inland Residential

Landscape Construction

Partial Project List / Construction References

- Heartwood and Bark – Jake Zimmerman – 727-343-1809
  - Ulmerton Road Improvements - $265k – March 2019
  - Grand Oaks at 75 Landscaping - $235k – Feb 2017
  - City of Tampa Selmon Landscaping - $160k – December 2015
  - City of Tampa Brorein Landscaping - $40k – July 2014
  - City of Largo FDOT Landscaping - Seminole Blvd - $96k – Jan 2013
  - City of Largo FDOT Landscaping – Walsingham - $110k – July 2012
  - City of Largo FDOT Landscaping – East Bay - $495k – Jan 2010

- Golden Sands General Contractors - Dan Jenkins – 727- 366-0881
  - Bank of America – Orlando - $9k – Jan 2013
  - BB&T – Bradenton - $20k – Nov 2011
  - Colonial Bank – Wesley Chapel - $75k – July 2009
  - Colonial Bank – Clearwater - $85k- Dec 2008

- City of Seminole – Jeremy Hockenbury – 727-599-9798
  - City of Seminole FDOT Phase III - $36k – Feb 2013
  - City of Seminole FDOT Phase II- $30k – Oct. 2012
  - City of Seminole FDOT Phase I- $25k – Feb. 2012

- LEMA Construction – Skip Wilkinson - 727- 599-5731
  - Family Medical Center – St. Petersburg - $18k – Jul 2014
  - Cibran Medical – Seminole - $35k – May 2010
  - Center for the Arts – City of St Petersburg - $84k – Dec 2010

- Hawkins Construction – Dan Downes - 727-967-4810
  - Aldi – Port Richey - $10k – April 2012
  - Publix - Hudson – $15k – May 2011
  - CVS Pharmacy – Seminole - $55k – Feb 2011
  - CVS Pharmacy – West Palm Beach - $50k – Feb 2011
  - CVS Pharmacy - Lake Mary - $25k – Jun 2009

- Heart Construction – Joyce Mitchell – 727- 641-3550
  - Kissimmee Jail Expansion - $32k – March 2011
  - Lady Lake Library – Town of Lady Lake $40k – March 2011
  - Suncoast Mall SR52 – Hudson - $295k – July 2009
  - City of Tampa – Oaks at Riverview - $45k – July 2009
  - City of Largo – SW Recreation Center – $48K –Mar 2009

- Crown Auto Group – Tim Reid – 727-608-8315
  - Crown Hyundai and Crown GMC – St. Pete. $125k – June 2012

4. COMPANY PROFILE & STATEMENT of QUALIFICATION

A. SUMMARY – EXPERIENCE & QUALIFICATIONS

Buccaneer Landscape Management Corporation (BLMC) is a premier service provider of commercial landscape maintenance and landscape design / build services in the State of Florida. Our clear understanding of the commercial culture enables us to provide our clients with exceptional service at reasonable pricing. A Florida corporation in business since 2006 and based in Pinellas Park, Florida, Buccaneer believes in adding value to our customer's properties while helping protect their investment by providing our landscape maintenance, management and design services with the utmost integrity, professionalism and affordability. Our financial strength, operational capabilities and technical resources affords us the vision and desire to serve any client with any need big or small. Buccaneer Landscape is committed to customer satisfaction and offering our customers new solutions with custom tailored programs satisfying their goals and objectives. Since our inception, our main goal has been to do our very best to earn the loyalty of our clients and employees.

DIVERSE FAMILY OF CUSTOMER

Buccaneer currently provides landscape services to properties of all sizes in a variety of market segments covering multiple counties throughout Florida. We are well diversified in landscape construction and landscape maintenance services working with both private and public clients.

Buccaneer has been providing developers, property managers and municipalities throughout Florida with the industry's most comprehensive and affordable landscape management solutions since established. Our diverse family of customer includes:

- Homeowners Associations
- Condominium Associations
- Community Development Districts
- Commercial and Office Parks
- Retail / Shopping Centers
- Hotel / Restaurant / Hospitality
- Multi-Unit Housing / Apartments
- Municipalities / Government
- Sports Turf / Facilities

ALL-INCLUSIVE SERVICE MENU

Through hard work and a client-centered commitment, BLMC has grown to afford our clients an all-inclusive menu of landscape services while providing these services in-house. We offer a complete range of core landscape services and support services designed to meet the needs of every property. Our services include:

- Landscape Maintenance
- Landscape Design / Build
- Horticulture / Fertilization Services
- Certified Pest Management
- Irrigation Management
- Seasonal Color Programs
- Arbor Care Services
- Water Truck Services
- Emergency Response
- Property Evaluation / Consultation

EXCEPTIONAL SERVICE

We strive to exceed our customers' expectations in every area. We do this while consistently delivering the finest landscape services available. With Buccaneer, you can expect:

- Personalized client-centered service approach
- Cost Effective Solutions
- Knowledgeable well-trained staff
- Well maintained Fleet and Equipment
- Company culture of Integrity and hard work
- Leadership with 30+ years industry experience
- Drug–free workplace/Safety Training Programs
- Hold all applicable Licenses and Certifications
- Rapid Response Time
- Multi-property and Statewide Capabilities
- Organizational Depth with a Team Approach
- Detailed Reporting
- Trained and Certified in "Best Management Practices"
- Utilize IPM "Integrated Pest Management"
- A Start to Finish Commitment to Quality

BUCCANEER ADVANTAGES

- Dedicated Landscape Maintenance Account Manager
- Operational and Management support from ownership and key leadership.
- Operational and Management support from all offices with staffing of more than 60 employees as well as companywide technical resources through industry partnering.
- Scheduled and unscheduled site inspections.
- Use of Daily Communications Log by Project/Account Manager.
- Late-model company- identified service vehicles.
- New or certified refurbished equipment.
- Uniformed service personnel with company identification.
- On-staff Horticulturist
- On-staff Agronomist
- On-staff Arborist
- On-staff Certified Pest Control operator
- On-staff Certified Irrigation Technician
- Outdoor janitorial services available.
- Full-service Landscape Construction and Renovation services capability

BUILDING RELATIONSHIPS ...through industry support!

Proud members and participants of:

- BOMA – Building Owners and Managers Association
- CAI – Community Associations Institute
- BAAA – Bay Area Apartment Association
- FNGLA – Florida Nursery, Growers and Landscape Association

B. CORPORATE INFORMATION

OFFICE LOCATIONS

Buccaneer has multiple locations throughout Florida with a reputation for quality landscape services.

1. **Pinellas Park – (Corporate Office)** – services greater Tampa Bay area
    - 1.5 acres with onsite nursery
    - 50+ fulltime employees / 3 Part time employees and seasonal staff.
2. **Brandon** – services Brandon and Wesley Chapel
    - Warehouse Storage facility
    - 25+ fulltime employees and seasonal staff
3. **Bradenton** – services Bradenton and Sarasota
    - 3+ acres with onsite nursery
    - 18+ fulltime employees and seasonal staff
4. **Kissimmee** – Services Orlando and surrounding areas
    - Warehouse with 1-acre storage area
    - 30+ fulltime employees and seasonal staff
5. **West Palm** – services Palm Beach and Broward County
    - Warehouse with storage facility
    - 20+ fulltime employees and seasonal staff

COMPANY LEADERSHIP

- **Chris Witherington** – *Owner / President*
  Buccaneer Landscape was founded by owner/President Chris Witherington in March 2006. Leading Buccaneer Landscape, Chris has over 20 years' experience in the landscaping industry and holds an Engineering Degree with a minor in Environmental studies. Integrity has been the cornerstone of Chris's sound business philosophy and has helped ensure not only loyalty from his clients but from his employees as well resulting in a consistently high level of service.

KEY CONTACT INFORMATION

Owner / President: Chris Witherington

Cell: 813.361.1171

chris@buccaneerlandscape.com

Office Management: Tracy Witherington

Office: 727.798-6484

tracy@buccaneerlandscape.com

Management: Brad Bachman, Darryl Flint, Luis Hernandez, Alec Israel

- Contact information provided as needed

CORPORATE INFORMATION

Buccaneer Landscape Management Corp.

P.O. Box 2453

Pinellas Park, FL 33780

Office: 1- 888 (local 727) -798-6484

Fax: 727-499-9564

www.buccaneerlandscape.com

State of Incorporation: Florida

Date of Incorporation: March 2006

FEIN: 20-4558149

D&B: 79-823-9070

License / Certification

- FNGLA Certified Landscape Contractor
- State Certified Irrigation License
- ISA Certified Arborist
- Lawn and Ornamental Pest Control
- Agricultural Products Dealer Bond
- FDOT Maintenance of Traffic (Advanced and Intermediate)
- FDOT ROW Certified Spray Certificate
- Applicable city and county occupational licenses.

Insurance

- General Liability $2,000,000 each occurrence
- Excess $4,000,000
- Auto $1,000,000
- Workers Compensation $1,000,000
  (Please find attached sample Certificate of Insurance as proof of coverage)

Bonding

Agricultural Dealers Bond $85,000
Single limit $500,000
Aggregate $1,500,000

TRADE REFERENCES

Bank References

Regions Bank

3505 4th St N, St Petersburg, FL 33704

(800) 734-4667

Trade Credit References

Quality Mowers

2066 ½ Gulf to Bay Blvd

Clearwater, FL 33765-3798

727-461-2091

Quality First

8682 Williams Rd.

Seffner, FL 33584

813-246-4908

John Deere Landscapes / Site One

6782 118th Ave N

Largo, FL 33773

727-531-3180

Tom's Sod Service

11413 49th St N.

Clearwater, FL 33762

727-571-1119

C. STAFFING & EQUIPMENT

STAFFING

Employing over eighty full-time employees as well as part-time and seasonal staffing, Buccaneer continues to grow on a regular basis through our reputation, our business development efforts and our commitment to our customers.

BLMC has the staffing, experience and financial strength to service any project regardless of size or service level. BLMC has a solid track record working with private entities and municipalities alike. We are committed to our customers and will do what is right for the customer and the environment. We attribute our growth and success to this mindset and will continue to do the right thing as we grow. We continue to add quality personnel that will help us not only with our immediate success but who will grow with us as we move toward the future. Our personnel training programs ensure that those staff members who wish to better themselves and advance in their landscape careers have the opportunity to do so with Buccaneer.

Staffing – General Descriptions and Responsibilities:

Project/Account Manager: This key position will be responsible for the on-site orchestration of the landscape operations and any administrative requirements for your property. Our Account Manager will coordinate and direct our Integrated Pest Management Program (if applicable), Irrigation, Floral Detail, Arbor Care and miscellaneous services. He will provide you with quality assurance and continuous service updates and will receive active support from our local offices and company leadership.

Integrated Pest Management: This proactive approach to pest control is centered on proper plant selection and continuous monitoring of plant pest populations. Corrective pesticide applications will be made by only knowledgeable applicators under the direction of our Managers and Certified Pest Control Operator certified by the State of Florida, Department of Agriculture. Applicators will maintain an application logbook and continually update MSDS and label references.

Irrigation Maintenance: A knowledgeable irrigation technician will regularly monitor the operation of all irrigation throughout the property. Operations will include regular zone maintenance along with prompt notification of any necessary repairs or system failure.

Floral Detail / Seasonal Color: Through our many years of floricultural experience within the commercial landscape industry, Buccaneer will provide unparalleled experience in managing your floral displays. We will provide the assurance of consistently colorful displays through the proper plant selection and continuous detailing and "dead heading" of the floral displays throughout the property. Proper fertilization and I&D programs and application are tantamount to success.

Shrub / Detail and Turf Maintenance Personnel: The staffing of knowledgeable service personnel will provide the maintenance operations. Their hands on approach will ensure continuous property preparation and timely completion of any of your service needs. These personnel will coordinate all property operations with each other as well as with client's rep having constant communications with the account manager.

Personnel Summary – As of July 2019 – License and Certifications

Landscape Maintenance Division – (80+) w/ 350 + years total experience

- 2 BMP Instructors
- 38 BMP Certified

Landscape Construction Division – (12+) w/ 100+ years total experience

- 1 BS in Engineering & Minor in Environmental Sciences
- 1 FNGLA Certified Contractor
- 1 Advanced MOT Certification
- 1 Intermediate MOT Certification

Irrigation Division – (6) w/ 75 years total experience

- 1 License Holder
- 6 Hunter 2 wire Certified

Pest Control Division – (5) w/ 68 years total experience

- 3 CPO L/O License Holders
- 1 ROW License Holder
- 1 GHP License Holder
- 2 Limited Commercial License Holders
- 30 ID Card Holders

Arbor Care Division – (4) w/ 30 years' total experience

- 1 ISA Certified Arborist

EQUIPMENT AND VEHICLES

Vehicles

- 1 - 2019 GMC Sierra 2500HD
- 1 – 2018 Chevrolet W3500 Box Truck
- 2- 2018 Ford F-150
- 1 - 2017 Isuzu Lawn Spray Truck
- 1 – 2017 Ford F-550 Chipper Truck
- 1 – 2017 Ford F-550 Flatbed Truck
- 2 – 2017 Ford F-150
- 7 – 2016 Isuzu Landscape Dumps
- 4 – 2015 Isuzu Landscape Dumps
- 3 – 2015 Ford F-250 Pickup Trucks
- 2 – 2014 Isuzu Landscape Dumps
- 4 – 2013 Ford F-250 Pickup Trucks
- 1 – 2012 Ford Transit
- 1 – 2011 Chevrolet Colorado
- 1 – 2004 Ford F-450 Lawn Spray Truck
- 1 – 2006 F-450 Forestry Bucket Truck
- 1 – 2007 Ford F-750 2000 Gallon Water Truck
- 2 – 2008 Isuzu NPR Custom Landscape Trucks
- 1 – 2016 Isuzu NPR Vanscaper
- 1 – 2006 Ford F-150 Pickup
- 1- 1989 International 13 ton crane truck
- 5 – Gatortail 6X16 Enclosed Trailers
- 10 – Predator Eagle 6X16 Open Landscape Trailers
- 3 – Express Trailer 6 X 20 Enclosed trailer
- 1 – 2017 Scorpion Crash Attenuator
- 1- 2009 Energy Absorption Crash Attenuator

Mowers - All Equipment is 2017 or newer

- 20 – 52" John Deere Standers
- 12 – 60" Gravely Grandstands
- 17 – 52" Gravely Grandstands
- 8 – 72" Gravely Riders
- 9 - 60" Gravely Standers
- 3 – 36" Gravely standers
- 3 – 21" Toro walk behinds – trim mowers

Hand Tools – all 2019 or newer

- 100+ - Stihl Trimmers
- 100+ - Stihl Stick Edgers
- 100+ - Stihl Backpack blowers
- 50 - Stihl hedge trimmers
- Misc. tools
- 2 – Ride on Hurricane blowers

Landscape Equipment

- 1 - 2018 John Deere 317G with all attachments
- 1 – 2009 PJ 7X30 Gooseneck Trailer
- 1 – 2017 Predator Eagle Dump Trailer
- 1 – 2011 Anderson 7X16 Tow behind equipment trailer
- 1 - 2008 JCB 408 with all attachments
- 1 – 2017 Vermeer RTX100 Trencher
- 7 – Stihl Augers
- 1 – 2012 Ryan Sod Cutter
- 1 – 2013 Ryan Sod Cutter

Spray Equipment

- 2 – 2013 Gravely Trekers – w/ 50 Gallon Sprayers
- 1 – 2015 John Deere Gator – w/ 50 Gallon Sprayers
- 1 – 2012 Perma-green Riding Spreader
- 1 – 2015 LT Rich - Z-Sprayer

Arbor Care

- 1- 2008 F450 Forestry Bucket Truck
- 1- 2017 F550 Chipper Truck
- 1 – 2017 Vermeer BC1000 Chipper
- 8 – Power Pruners
- 25+ Chainsaws

BUCCANEER
LANDSCAPE MANAGEMENT

Sample Insurance Certificate

ACORD®

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 09/25/2019

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER	CONTACT NAME: Stephanie Young	
Northeast Underwriters, Inc. 4790 1st Street North St. Petersburg FL 33703	PHONE (A/C, No, Ext): (727) 521-4253	FAX (A/C, No): (727) 527-9455
	E-MAIL ADDRESS: syoung@neu-ins.com	

INSURED	INSURER(S) AFFORDING COVERAGE	NAIC #
Buccaneer Landscape Management Inc PO Box 2453 Pinellas Park FL 33780	INSURER A: Ohio Casualty	24074
	INSURER B: United States Fire Insurance Company	21113
	INSURER C: National Union Fire Ins. Co.	19445
	INSURER D: FL Citrus Bus. Ind. WC Fund	
	INSURER E:	
	INSURER F:	

COVERAGES **CERTIFICATE NUMBER:** 19-20 comp **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	X COMMERCIAL GENERAL LIABILITY CLAIMS-MADE X OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: X POLICY PRO-JECT LOC OTHER:			BLO54718107	01/01/2019	01/01/2020	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG	$ 1,000,000 $ 300,000 $ 15,000 $ 1,000,000 $ 2,000,000 $ 2,000,000
B	AUTOMOBILE LIABILITY X ANY AUTO OWNED AUTOS ONLY HIRED AUTOS ONLY SCHEDULED AUTOS NON-OWNED AUTOS ONLY			1337449545	01/01/2019	01/01/2020	COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident) Uninsured motorist (UM)	$ 1,000,000 $ $ $ $ 100,000
C	X UMBRELLA LIAB OCCUR EXCESS LIAB CLAIMS-MADE DED RETENTION $			066003612	01/01/2019	01/01/2020	EACH OCCURRENCE AGGREGATE	$ 4,000,000 $
D	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) Y/N: N If yes, describe under DESCRIPTION OF OPERATIONS below	N/A		10647269	05/23/2019	05/23/2020	X PER STATUTE OTH-ER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	$ 1,000,000 $ 1,000,000 $ 1,000,000
A	Inland Marine			BMO59344344	02/22/2019	02/22/2020	Rented or Leased	$100,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER	CANCELLATION
McNeil Management Services Cottages at Meadowbrooke HOA 13313 Ashbark Court Riverview FL 33579	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE

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DOWN TO EARTH
LANDSCAPE & IRRIGATION

1/3/2020

Dear Park Place CDD:

We would like to thank you for the opportunity to bid the landscape maintenance for Park Place CDD. Down to Earth has been in business for more than 30 years, and we pride ourselves in providing our clients a superior service that enhances the beauty of their property. We understand the standards required for a property of this magnitude and stature. We value the work we perform and keeping our client happy with our services. We would do everything possible to make sure we far exceed your expectations.

There are many reasons Down To Earth should be your first choice for landscape management services. Our high standard and attention to detail will insure you are receiving the best services available. Our communication alone stands above the rest and provides you a sound and recorded report of all services rendered in your community. Our proactive/preventative approach, and warranty after inception of the property, provides you peace of mind that your landscaping needs are being managed properly. We worry about your landscape, so you don't have to! We currently maintain several communities of this size and stature and welcome you to review our workmanship at any of them. Because of our experience working for many large-scale communities, we feel turnover of the property would run smoothly and efficiently without compromise.

We take great care to ensure that your property will be maintained to the high standards that you expect. To achieve this, we have proposed a specifically tailored plan to ensure you get the best services available. Below, we have outlined a few innovative processes in which we feel will help make the transition and quality control at Park Place CDD work smoothly for all of us.

1. **DTE Service**-DTE understands the importance of communication and having qualified personnel providing you landscape maintenance services. We will have a dedicated crew(s) onsite for 52 weeks a year. Please also see our maintenance schedule plan for Park Place CDD that has been included in this package. This includes our Mowing Schedule, Shrub Maintenance Schedule, Fert/Pest Schedule, Mulch Schedule, & all Tree Trimming Schedule for Park Place CDD.
2. **Reports**-We feel we are a little different than our competition in providing a proactive approach to maintenance services. We will provide Park Place CDD a customized schedule of services for all 52 weeks of the year (sample attached), and detailed reports included in each month's bill. Please call any of our references to discuss our "take the initiative" attitude.
3. **Communication**-DTE has a 1-day turn-around time for all correspondence. Should an issue arise on your property, you can call or email any of our key personnel and we will respond before the end of the day! All our managers and technicians have email access via their phones, and most have laptops in their vehicles.
4. **IssueTrak Customer Service System**-DTE gives your homeowners the ability to communicate directly with DTE staff via our Customer Care Tab on our website and our Customer Care Email work order system called IssueTrak. This allows your homeowners to report issues, ask questions, and let us know how we are performing on their property. They can expect a response on all inquiries within (2) business days (48 hours) or less. (See example submitted)
5. **Work Orders**-Any work orders that are issued to us will be addressed within one (1) business day (24 hours) or less.

Down to Earth is dedicated to making sure that the transition is an easy process for Park Place CDD. Our reputation and repeat clients prove we are the right company for you. We urge you to call the references listed in the proceeding descriptions so that they can explain the type of positive impact Down to Earth will have for Park Place CDD. We thank you for your consideration and look forward to working with you!!

Respectfully,
Michael Mosler II
President
321-239-4005
mmosler@down2earthinc.com

Down To Earth Company Credentials

Corporate Headquarters
2701 Maitland Center Parkway
Maitland, Florida 32751

- **Total Revenue**
  - Projected *2020 – $125+ Million
  - 2019 – $110 Million
  - 2018 – $105 Million
  - 2017 – $55 Million
  - 2016 – $44 Million
  - 2015 – $42 Million
  - 2014 – $39 Million

- **3 Separate Full Divisions**
  - Landscape – Landscape and Irrigation Construction and Installation
  - Lawn Care - Landscape Maintenance, Irrigation, Fertilization and Pest Control.
  - Golf – Golf Course Maintenance and Construction

- **9 Branches throughout the state of Florida**
  - Maitland, Florida
  - Mount Dora, Florida
  - Sarasota, Florida
  - The Villages, Florida
  - Lake Nona, Florida
  - Kissimmee, Florida
  - Jacksonville, Florida
  - Tampa, Florida
  - Naples, Florida

- **1400+ Employees**
  - Certified State Licensed Irrigation Contractor
  - Certified State Licensed General Contractor
  - Certified Golf Course Superintendents
  - Certified State Licensed Pest Control Operators
  - Certified Rain Bird Maxicom Employees
  - Certified Arborists
  - Certified Horticulturists
  - Certified Employees in Maintenance of Traffic
  - On staff mechanics (certified diesel mechanics, certified 2 cycle mechanics)

- **350+ Employee Vehicles**
  - Maintenance/Construction Trucks/ Irrigation Vans (Managers/Crews)
  - Large Semi-Trucks, Goose Neck Trucks, Equipment Repair Trucks

DOWN TO EARTH
LANDSCAPE & IRRIGATION

Down To Earth Organization

Michael Mosler II	**President** – Oversee the entire Down To Earth team throughout the state of Florida.
Sean Cusack	**Chief Financial Officer** – Oversee all financial operations throughout the state of Florida.
JC Nowotny	**Asst. Director of Operations** – Direct support administratively and operationally for the DTE Team throughout the state of Florida.
Kim Cranford	**Accounts Receivable Manager** – Direct support for all invoicing and billing questions or issues.
Andrew O'Conell	**Business Development** – Oversee the Business Development Sales team for DTE throughout the state of Florida.
Kyle Nursey	**Business Development** – Oversee the Estimating Department and Contracts for the DTE Team throughout the state of Florida.
Buddy Tate	**Jacksonville Branch Manager** – Direct operations support for the North Florida DTE team.
Justin Martinjak	**Tampa Branch Manager** – Direct Operations support for the Central Florida DTE team.
Chris Marquess	**Orlando Branch Manager** – Direct Operations support for the Central Florida DTE team.
Ronnie Hughes	**Orlando Branch Manager** – Direct Operations support for the Central Florida DTE team.
Chris Skersick	**Orlando Branch Manager** – Direct Operations support for the Central Florida DTE team.
Bruce Warsaw	**The Villages Branch Manager** – Direct Operations support for The Village's DTE team.
John Amarosa	**Sarasota Branch Manager** – Direct operations support for the South West DTE team.
Mike Bergh	**Naples Branch Manager** – Direct operations support for the South West DTE team.
Shane Parrish	**Irrigation Operations Manager** – Oversees all irrigation technician's inspections, repairs, and reports.
Mark Singleton	**IPM Operations Manager** – Manage all technicians and coordinate all fertilizer and pest control operations for DTE.
John English	**The Village's Construction Manager** – Oversee all construction and installation work for The Village's.
Kris Chambrot	**Director of Golf Operations** – Oversee all golf course operations.

DOWN TO EARTH
LANDSCAPE & IRRIGATION

Licenses/Certifications

STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

CERTIFIED GENERAL CONTRACTOR

CGC1523147 ISSUED: 04/14/2015

NOWOTNY, JOHN CHARLES
DOWN TO EARTH LANDSCAPE, LLC

IS CERTIFIED under the provisions of Ch.489 FS.

Expiration date: AUG 31, 2020 L1504140000467

STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

CERTIFIED IRRIGATION CONTRACTOR

SCC131151493 ISSUED: 06/18/2014

NOWOTNY, JOHN CHARLES
DOWN TO EARTH LANDSCAPE, LLC

IS CERTIFIED under the provisions of Ch.489 FS.

Expiration date: AUG 31, 2020 L1405180001551

STATE OF FLORIDA
DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES
BUREAU OF LICENSING AND ENFORCEMENT

Date	File No.	Expires
July 14, 2015	**JF9270**	**June 1, 2020**

THE **CERTIFIED PEST CONTROL OPERATOR** NAMED BELOW HAS REGISTERED UNDER THE PROVISIONS OF CHAPTER 482 FOR THE PERIOD EXPIRING: **June 1, 2020**

BRUCE WARSAW
900 BISHOP DRIVE
ALTAMONTE SPRINGS, FL 32701

Lawn and Ornamental

STATE OF FLORIDA
DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES
BUREAU OF LICENSING AND ENFORCEMENT

Date	File No.	Expires
January 2, 2015	**LF227987**	**December 31, 2020**

THE **LTD COMMERCIAL FERTILIZER APPLICATOR HOLDER** NAMED BELOW HAS REGISTERED UNDER THE PROVISIONS OF CHAPTER 482 FOR THE PERIOD EXPIRING: **December 31, 2020**

BRUCE WARSAW
900 BISHOP DRIVE
ALTAMONTE SPRINGS, FL 32701

STATE OF GEORGIA
ABRAHAM BALDWIN AGRICULTURAL COLLEGE

ASSOCIATE OF APPLIED SCIENCE IN ENVIRONMENTAL HORTICULTURE TECHNOLOGY

TRAVIS CHRISTOPHER ANDERSON
DOWN TO EARTH LAWN CARE II, INC.

Completion Date
July 28, 2005

INTERNATIONAL SOCIETY OF ARBORCULTURE
CERTIFIED ARBORIST

RONALD H. HUGHES
DOWN TO EARTH LAWN CARE II, INC.

Date	Cert. Number	Expires
July 28, 2005	**FL-6761A**	**December 31, 2020**

HAVING SUCCESSFULLY COMPLETED THE REQUIREMENTS SET BY THE ARBORIST CERTIFICATION BOARD OF THE INTERNATIONAL SOCIETY OF ARBORICULTURE, THE ABOVE NAME IS HEREBY RECOGNIZED AS AN
ISA CERTIFIED ARBORIST

DOWN TO EARTH
LANDSCAPE & IRRIGATION

Down To Earth W9 Form

Form **W-9**
(Rev. October 2018)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

▶ Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give Form to the requester. Do not send to the IRS.

Print or type. See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
SSS Down To Earth OPCO LLC

2 Business name/disregarded entity name, if different from above
Down To Earth

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☐ C Corporation ☐ S Corporation ☑ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):
Exempt payee code (if any) _____
Exemption from FATCA reporting code (if any) _____
(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.
2701 Maitland Center Boulevard, Suite 200

Requester's name and address (optional)

6 City, state, and ZIP code
Maitland, FL 32751

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number
[ ][ ][ ] - [ ][ ] - [ ][ ][ ][ ]

or

Employer identification number
3 8 - 4 0 0 6 3 3 6

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person ▶ [signature] officer Date ▶ 8.5.19

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, *later.*

Cat. No. 10231X — Form **W-9** (Rev. 10-2018)

DOWN TO EARTH
LANDSCAPE & IRRIGATION

Landscape Maintenance Projects and Reference

The Villages Community Development District
1894 Laurel Manor Dr.
The Villages, FL 32162
John Olters-352-266-1483
mail@mpala.net
Time: Various properties for 15-20 years
Value: $5,600,000.00
Along with providing 100% of all commercial landscape installation projects, we also provide full-service landscape maintenance, irrigation, and fertilization/pest control for many areas throughout The Villages. Areas of service include: recreation centers, roadways, townhomes, villas, golf courses, along with many other common areas.

Lakewood Ranch Community Development Districts 1, 2, 4, 5, & 6
8175 Lakewood Ranch Boulevard
Lakewood Ranch, FL 34202
Steve Lakey-941-907-4106
Steve.Lakey@lwrtownhall.com
Time: January 2012-Present
Value: $2,300,000.00
We offer full-service landscape maintenance, irrigation, and fertilization & pest control services for districts 1,2,4,5, & 6. We highly recommend you call to hear about the instant impact we can have on your community, as well as learn about the smooth transition process when working with Down To Earth.

Orange Lake Resort/Holiday Inn Club
8505 W. Irlo Bronson Memorial Hwy
Kissimmee, FL 34747
Don Rausch – 407-905-5826
Drausch@orangelake.com
Time: 15+ years
Value: $2,500,000.00
We have performed all landscape installation and design build projects since the inception of Orange Lake. Along with landscape installation work for over 15 years, we also continue to provide landscape maintenance services for common areas, roadways, villas, and clubhouse.

Village Walk at Lake Nona
HOA President
8524 Insular Lane,
Orlando, Florida 32827
Tom Rose – 740-525-0913
vwlnpresident@gmail.com
Time: May 2014 - Present
Value: $2,300,000.00
We offer full-service landscape maintenance, irrigation, fertilization & pest control of the master association and all subdivision of 1200+ homes.

Kings Ridge Master Association & HOA
1900 Kings Ridge Blvd.
Clermont, FL
C/O Leland Management Co.
Kim Myers-407-721-9664
kmyers@lelandmanagement.com
Time: February 2011 - Present
Value: $950,000.00
We offer full-service landscape maintenance, irrigation, fertilization & pest control of the master association and subdivisions consisting of 500+ homes.

Heritage Hills
3195 Heritage Hills Blvd,
Clermont, Florida 34711
C/O Icon Management
Mick Toscano – 858-351-8069
MToscano@Theiconteam.com
Time: August 2014 - Present
Value: $1,100,000.00
We offer full-service landscape maintenance, irrigation, fertilization & pest control of the master association and all subdivision of 700+ homes.

Southshore Falls
5815 Sunset Falls Dr.,
Apollo Beach, Florida 33572
C/O Castle Group
Donna Weber – 813-641-3616
Dweber@castlegroup.com
Time: March 2015 - Present
Value: $1,000,000.00
We offer full-service landscape maintenance, irrigation, fertilization & pest control of the master association and all subdivision of 850+ homes.

Stoneybrook South/ChampionsGate
1403 Moon Valley Drive
ChampionsGate, Florida 33896
C/O Icon Management
Mick Toscano – 858-351-8069
MToscano@Theiconteam.com
Time: January 2013 - Present
Value: $1,250,000.00
We offer full-service landscape maintenance, irrigation, fertilization & pest control of the master association and all subdivision of 700+ homes.

Independence HOA
14123 Pleach Street, Winter Garden, Florida 34787
C/O First Service Residential
Kristina Morant- 407-654-7479
Kristina.Morant@FRSresidential.com
Time: January 2010 - Present
Value: $750,000.00
We offer full-service landscape maintenance, irrigation, fertilization & pest control of all the common areas throughout the community as well as 200+ townhomes.

DOWN TO EARTH
LANDSCAPE & IRRIGATION

Community Development District Landscape Maintenance Projects

The Villages Community Development District
85+ Maintained Neighborhoods, Common Areas and Recreation Areas
The Villages, Florida

Narcoossee Community Development District
La Vina, Nona Crest, and Preserve
Lake Nona, Orlando, Florida

Storey Park Community Development District
Orlando, Florida

Lakewood Ranch Community Development Districts 1,2,4,5 & 6
Bradenton, Florida

Sumter Landing Community Development District
The Villages, Florida

Windsor at Westside Community Development District
Orlando, Florida

Shingle Creek Community Development District
Orlando, Florida

Stoneybrook South Community Development District
Kissimmee, Florida

Sawgrass Bay Community Development District
Clermont, Florida

Highlands Community Development District
Wimauma, Florida

Forest Brooke Community Development District
Wimauma, Florida

DOWN TO EARTH
LANDSCAPE & IRRIGATION

Community Development District Landscape Maintenance Projects

Lakewood Ranch Community Development Districts 1,2,4,5 & 6
Bradenton, Florida

Harrison Ranch Community Development District
Parrish, Florida

Seven Oaks Community Development District
Wesley Chapel, Florida

Estancia at Wiregrass Community Development District
Wesley Chapel, Florida

Country Walk Community Development District
Wesley Chapel, Florida

Cordoba Ranch Community Development District
Lutz, Florida

Asturia Community Development District
Odessa, Florida

Cory Lake Community Development District
Tampa, Florida

Pine Ridge Community Development District
Middleburg, Florida

Durbin Crossings Community Development District
Orange Park, Florida

DOWN TO EARTH
LANDSCAPE & IRRIGATION

Detailed Maintenance Procedures/Techniques

Mowing
Down to Earth uses size specific mowers for each turf variety and area based on site conditions. For small residential areas we will use commercial 21" – 36" mowers to eliminate ruts and improve aesthetics. For larger more open areas we will use 48" – 72" mowers. We also use alternating mow patterns to ensure the finest quality of turf with minimal ware from the mowers. *DTE also trains its personnel to take special care not to damage plant material or property while mowing and prevent clippings from discharging into bodies of water or landscaping mulch beds and tree rings.

Edging
Down to Earth uses mechanical edger's during all mow cycles for all hardscapes and all landscape bed edges to maintain its design intent and clean, crisp bed lines and tree rings.

String Trimming
Down to Earth uses mechanical string trimmers during all mow cycles around all obstacles the mowers cannot service. We also string trim around the edge of all waterways during each mow cycle if the weather and site conditions allow this to be completed safely.

Blowing
Down to Earth uses mechanical mowers after each mow cycle and detail cycle to clean the serviced areas. All DTE personnel has been trained the proper method to carefully blow clippings away from Residential Lanais and Garage door openings to avoid unwanted debris in these areas. We also take special care not to blow debris into parked vehicles, moving traffic, personnel property, landscape beds or other hardscape surfaces.

Shrub Detailing
Down to Earth is experienced in dealing with large maintenance free communities. We create a detailed map of the service areas and divide this map into color coded detail sections. These sections will then be on a detail rotation with the specific detail crew assigned for each area. There are techniques that can be implemented to ensure proper timing of shrub detailing so that the plants thrive throughout the year. One method that Down to Earth typically implements is the use of trimming shrubs by species, time of the year, and site conditions. This is based on weekly inspections by our licensed expert horticulturists Down to Earth has on staff and the landscape consultant. DTE also trains all detail staff members proper pruning techniques. The detail staff members have been trained to only use hand pruners or loppers on trees and specific shrubs. Hand shears will be only used for formal shrubs. DTE only uses power shears as directed by the owner or owner's representative.

Tree Pruning
Tree pruning is necessary for the beautification of the property and essential to allow proper growth of the tree itself. Down to Earth implements a precise technique that is individualized for each tree variety and timing based on the required specifications. DTE will trim trees up to 12' of height per specifications to provide clearance for pedestrians, vehicles, mowers, and buildings. DTE will also maintain clearance from shrubs in bed areas and to improve visibility where safety is a concern from obstructions. DTE will provide an extra service proposal for Pruning above 12' heights.

Weed Control
Down to Earth uses trained personnel to focus on weed control. These individuals have been instructed and certified to apply the chemicals safely and properly based on weather and site conditions. We apply pre and post emergent chemicals if applicable along with hand pulling all weeds larger than 3" inches. Paver driveways and concrete crack weeds are also sprayed or removed during each detail rotation or as needed.

Fertilization
Down to Earth ensures the use of proper fertilization techniques by State licensed expert professionals so that the landscape of every community is of the highest caliber. All fertilizers applied will be based on the contract specifications for each turf, shrub, or palm variety after confirming soil conditions and the test results. Down To Earth will insure the irrigation system is functioning before any applications are provided.

Insect and Pest Control
Insect and pests can play a detrimental role in ruining the landscape of a community. Down to Earth takes pride in taking great preventative measures to make sure that trees, plants, and turf are not compromised by a preventable disease or infestation. Down To Earth conducts inspections of all the landscape looking for the presence of insect and disease activity. If insect and disease activity is found DTE performs the necessary treatments, reports the issues, and conducts follow up treatments as necessary.

Annuals
The Annual Flower tends to become the focal point of the landscape when present in a community. With this being the case, it is one of Down to Earth's first priorities to make sure that the Annual Flower remain in a quality condition so that it enhances the beauty of the landscape for residents. If required, Down to Earth will also use a 1" thick layer of Pine Fines at the top of all annual bedding during every rotation to enhance the aesthetics of landscape. Down to Earth uses an 8-10" triangular spacing between annuals pending the variety selected to ensure proper growth while still creating a full continuous bed of annuals. It is Down to Earth policy to annually excavate the existing soil before the spring installation for all annual beds and replace the area with new amended soil. This is vital for the Flowers so they can thrive in a nutrient rich environment. As soil begins to settle over time it can become difficult for the root system of the Annual Flower to penetrate to find nutrients. To solve this issue, it has become Down to Earth common practice to till the entire bed during every annual rotation and install granular slow release fertilizer and granular systemic fungicide. Once installed, DTE applies additional fertilizer, fungicide, and insecticide as needed.

Mulching
When installed properly mulch can enhance the beauty of a landscape quickly and efficiently. Down to Earth uses proper mulching techniques to ensure a thick and consistent 2" layer of mulch throughout the property. It is important to have a professional installation of mulch, so that the grade of the landscape beds remain smooth as well as to not have any areas with bare ground showing. To insure this, areas will be prepared by removing all foreign debris and excess mulch material and ensure a define uniform edge to all bed lines and tree rings.

Irrigation
Irrigation is the most vital procedures to ensure a healthy-looking landscape year-round. This is precisely why Down to Earth takes such great measures to employ the most knowledgeable and experienced managers and technicians possible. Our certified personnel can manage watering schedules by using local weather stations that report ET (evapotranspiration). Our staff will report all findings with detailed reports for the system for each POC, controller, and each Zone within the property. Our staff is also trained and certified to repair all irrigation systems from mainline repairs to controller repairs. Our technicians will conduct monthly inspections and repairs to ensure the operating system is functioning properly. All reports will be submitted monthly to the management staff.

Down To Earth Safety Plan

Dear Park Place CDD:

Down To Earth understands safety is the number one goal for you and our employees. All DTE personnel will wear the necessary personal protective equipment in the performance of their duties to include reflective, high visibility safety vests, protective eye wear or face shields, respiratory protection as necessary, gloves and protective clothing.

DTE personnel will adhere to all local, state and federal safety guidelines and observe all safety precautions when performing services on property, roadways and rights-of-way to include safe location of parked vehicles, use of safety cones, signage, flag personnel as necessary, use of reflective, high visibility safety vests on all personnel and vehicles which are clearly identifiable.

All DTE personnel will wear ANSI Class III approved reflective safety vests anytime work is being performed on property within road right-of-way. DTE will provide appropriate Maintenance of Traffic (MOT) per FDOT specification when personnel and equipment will be conducting work in or around traffic or pedestrians. In addition, Any DTE employees working within 3 feet of any traffic shall have a personal flag stake.

DTE will have basic and intermediate level FDOT MOT Certified staff on each maintenance crew.
DTE will ensure all landscaping will be maintained in a manner that allows clear passage of vehicles and pedestrians which provides open visibility where necessary for safety and does not obstruct lighting.

Respectfully,

Michael Mosler II
President
Work - (352) 385-7227
Cell - (321) 239-4005
mmosler@down2earthinc.com
www.down2earthinc.com

DOWN TO EARTH
LANDSCAPE & IRRIGATION

Safety/Training Program & Traffic Control

Down To Earth understands that proper employee training is essential when ensuring that your property is maintained to the highest level. We go through several steps with new employees to make sure that they are qualified to perform landscape duties up to Down To Earth's standards. We strive to hire employees with extensive experience within the landscape industry. Along with background knowledge, we expect all employees to be hard working, detail oriented, friendly, and efficient. Furthermore, we realize that the safety of our employees and our clients are of the utmost importance. We implement a safety training program and strictly enforce the proper traffic control items to ensure that Down To Earth employees are working in a safe environment.

- **Hiring Program**
  - Mandatory drug screening prior to employment – zero tolerance policy.
  - Each employee upon hiring is given a two-week training period to make sure they know basic landscape maintenance techniques and can operate machinery properly.

- **Safety Training Program**
  - Down To Earth employees are **Maintenance of Traffic (MOT) Certified**
  - Each employee will watch a mandatory video on preventing injuries in the work place.
  - Use of safety uniforms, vests, hats, glasses, and earplugs are strictly enforced.
  - Equipment use – training program showing the correct way to operate machinery and tools necessary for day to day activities on the job.
  - All Fertilizer/Pest Control Applicators must take the Florida Best Management Practices Class as well as stay up to date on their CEU's.

- **Preventative Maintenance Program**
  - Weekly toolbox talks to review the correct maintenance procedures and inspect current equipment.
  - Clean equipment daily as well as sharpen mower blades and service equipment to ensure proper working order.

- **Traffic Control Program**
  - Reflective & highly visible uniforms.
  - Traffic cone & barricade placement procedures.
  - Traffic directional sign placement procedures.
  - Work in progress signs.
  - Equipment safety indication signals (lights & reflectors).
  - Personal Flag Stake.

- **Required Safety Items List for Each Crew**
  - Orange Cones (All Crews)
  - Orange Triangles (All Mowers/Equipment)
  - Strobe Lights (All Vehicles/Carts)
  - "Men Working" Signs (Roadway Crews)
  - "Mower Ahead" Signs (Roadway Crews)
  - Arrow Message Boards (Roadway Crews)
  - Fire Extinguisher (All Crews)
  - First Aid Kit (All Crews)
  - Safety Vests ANSI Class III (Company Provided)
  - Safety Glasses (Company Provided)
  - Work Gloves
  - Hearing Protection (Company Provided)
  - Steel Toe Boots
  - Hard Hats (Company Provided when Required)
  - FDOT Training/Certifications (Mandatory for all Staff)

DOWN TO EARTH
LANDSCAPE & IRRIGATION

Employee General Safety Rules

- Report an injury to your employer/supervisor immediately.
- Report any observed unsafe condition to your employer/supervisor.
- Horseplay is prohibited at all times.
- The drinking of alcoholic beverages is not permitted on the job. Any employee discovered under the influence of alcohol or drugs will not be permitted to work.
- If you do not have current First Aid Training, do not move or treat an injured person unless there is an immediate peril, such as profuse bleeding or stoppage of breathing.
- Appropriate Down To Earth uniform must be worn on the job at all times.
- Where there exists the hazard of falling objects, an approved hard hat must be worn.
- You should not perform any task unless you are trained to do so and are aware of the hazards associated with that task.
- You may be assigned certain personal protective safety equipment. This equipment should be available for use on the job, be maintained in good condition, and worn when required.
- Learn safe work practices. When in doubt about performing a task safely, contact your supervisor for instruction and training.
- The riding of a hoist hook, or on other equipment not designed for such purposes, is prohibited at all times.
- Never remove or by-pass safety devices.
- Do not approach operating machinery from the blind side; let the operator see you.
- Learn where fire extinguishers and first aid kits are located.
- Maintain a general condition of good housekeeping in all work areas at all times.
- Obey all traffic regulations when operating vehicles on public highways.
- When operating or riding in company vehicles or using your personal vehicle for business purposes, the vehicle's seatbelt shall be worn.
- Be alert to hazards that could affect you and your co-employees.
- Obey safety signs and tags.
- Always perform your assigned task in a safe and proper manner; do not take shortcuts. The taking of shortcuts and the ignoring of established safety rules is a leading cause of employee injury.

I certify that I have read and understand and will abide by the above listed safety rules. Failure to do so may be grounds for termination and may disqualify my insurance benefits.

Applicant's Signature: _____

Date: _____

DOWN TO EARTH
LANDSCAPE & IRRIGATION

Company Equipment List

TCM Loaders	20
Trenchers	14
Skidsteer	2
Tractor with Bushhog	6
Tractor with Disk	2
Toro Side Winder	3
Service Truck	3
Large Truck with Gooseneck Trailer	5
Sodcutter	15
Roller	2
Semi with Drop Trailer	3
Dump Trailer with Large Leaf Vacuum	2
Dump Trucks	3
Large Isuzu Truck with Landscape Bed	3
John Deere 21" Commercial Mower	60
John Deere 36" Commercial Mower	53
John Deere 48" Stand Up Mower	15
John Deere 60" Commercial Mower	225
John Deere 72" Commercial Mower	128
Hustler 104" Commercial Mower	3
Stihl Edgers	375
Stihl Weedeaters	375
Stihl Backpack Blowers	600
Pull Behind Buffalo Blower	23

Stihl Short Trimmers	225
Stihl Medium Trimmers	300
Stihl Long Trimmers	375
Stihl Pole Saw	120
Vortex Blower	38
John Deere Gators (2 Seat)	38
John Deere Gators (4 Seat)	15
John Deere Gator Spray Unit (Fert/Pest)	23
Water Truck	3
Golf Cart	60
GMC/Chevy 2500 Extra Cab	89
GMC/Chevy 1500 Crew Cab	35
GMC/Chevy Van	12
8' Open Trailer	48
20' Open Trailer	45
Enclosed Trailer	98
"Z" Sprays (Fert/Pest)	14
Dump Trailer	23
Water Trailer	6
PSI Washer	30
Auger's/Tiller's for Annual Beds	30
Smithco Sprayer (Fert/Pest)	15
8' Ladders	113
Leaf Vacuum	5

DOWN TO EARTH
LANDSCAPE & IRRIGATION

Customer Service (IssueTrak)

DTE IssueTrak Work Order System

issuetrak

- IssueTrak BUSINESS CARDS PROVIDED TO ALL RESIDENTS.
- WORK ORDERS CAN BE CRAFTED.
- WORK ORDERS CAN BE TRACKED.
- PROVIDES ACCOUNTABILITY.
- IMPROVES COMMUNICATION BETWEEN THE CLIENT AND THE VENDOR

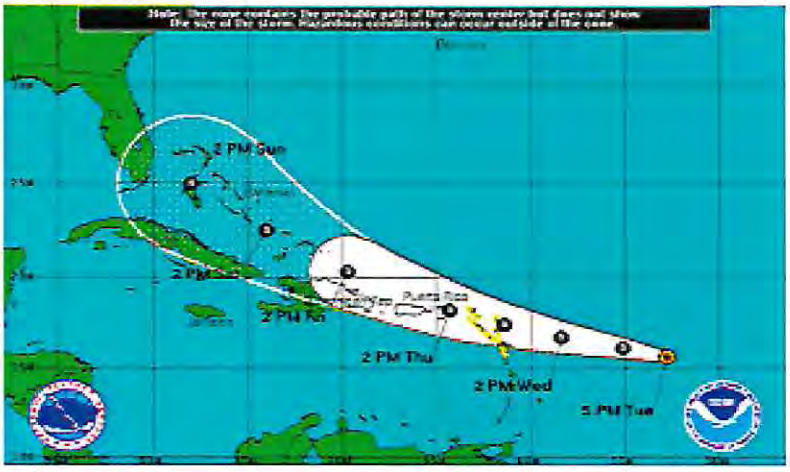
DOWN TO EARTH
LANDSCAPE & IRRIGATION

Disaster & Storm Relief Protocol

Down To Earth understands the unpredictability of weather. Over the past 30 years while Down To Earth has been in business, there have been many occasions where we have offered immediate disaster and storm relief to our clients. Down To Earth's extensive manpower and equipment in Central and Southwest Florida allows us to act quickly and address any issues efficiently and in a timely manner.

In addition to our current maintenance staff throughout Central and Southwest Florida, we also have our roaming Quality Control Crews that are available at any time to restore your property to pre-disaster condition. Furthermore, if necessary, our Landscape & Irrigation Installation Division employees are working in Central and Southwest Florida year-round and can always offer supplemental help. Not only is manpower essential in these types of situations, but having the necessary equipment plays just as large of a role. We understand that certain equipment is important to have attainable at any given time, which is why we always make sure to have a certain number of loaders/machines available for these unpredictable events.

Our track record over the years has proven that we will do anything necessary to eliminate the amount of stress caused to our clients in these situations. Furthermore, Down to Earth also will take every preventative measure possible to lessen the impact of a disaster. Some of these measures are pre-storm tree trimming and removal of loose debris to avoid wind damage. When a hurricane threatens or a disaster strikes, you can count on Down to Earth to keep your property beautiful and operating smoothly.



Normal Labor Rates to prepare or clean up (Monday -Friday) -$35 per hour
Overtime Labor rates to prepare or clean up (Weekends) -$45 per hour
Holiday Labor Rate to prepare or clean up (Holidays) -$70 per hour

****Any preparation material or replacement material will be billed separately****

DOWN TO EARTH
LANDSCAPE & IRRIGATION

Frost Protection Protocol

Down To Earth understands the unpredictability of weather. Over the past 30 years while Down To Earth has been in business, there have been many occasions where we have offered immediate frost protection to our clients. Down To Earth's extensive manpower and equipment in Central Florida allows us to act quickly and address any issues efficiently and in a timely manner.

In addition to our current maintenance staff throughout Central Florida, we also have our roaming Quality Control Crews that are available at any time to prepare your property for frost protection. Furthermore, if necessary, our Landscape & Irrigation Installation Division employees are working in Central Florida year-round and can always offer supplemental help. Not only is manpower essential in these types of situations, but having the necessary equipment plays just as large of a role.

Our track record over the years has proven that we will do anything necessary to eliminate the amount of stress caused to our clients in these situations. Furthermore, Down to Earth also will take every preventative measure possible to lessen the impact of frost damage.

Normal Labor Rates to install or remove frost cloth (Monday-Friday) - $35 per hour
Overtime Labor Rates to install or remove frost cloth (Weekends) - $45 per hour
Holiday Labor Rate to install or remove frost cloth (Holidays) - $70 per hour

****Frost Cloth Material will be billed based on the required amount to protect plant material****

DOWN TO EARTH
LANDSCAPE & IRRIGATION

Lawn and Ornamental Monthly Report

Lawn & Ornamental Report

Contractor: _____ **Property:** _____ **Date:** ___/___/___

Applicator Information:

Name - _____ **Turf Application** ☐ **Scheduled Application** ☐

I.D. Card # - _____ **Ornamental Application** ☐ **Service Call** ☐

Turf Application Information

Fertilization	Weed Control	Disease & Insect
Liquid: ☐	Liquid: ☐	Fungicide / Insecticide Used:
Granular: ☐	Herbicide(s) Used:	1) _____
1) Analysis: _____	1) _____	Target Pest: _____
Application Rate: _____ (lbs. N / 1000 Sq. Ft.)	2) _____	Area(s) Treated: _____
Area(s) Treated: _____	Area(s) Treated: _____	2) _____
2) Analysis: _____	Granular: ☐	Target Pest: _____
Application Rate: _____ (lbs. N / 1000 Sq. Ft.)	Herbicide Used:	Area(s) Treated: _____
Area(s) Treated: _____	1) _____	Report Item #(s) : _____
Report Item #(s) : _____	Area(s) Treated: _____	
	Report Item #(s) : _____	

Ornamental Application Information

Fertilization	Disease & Insect
Liquid: ☐	Fungicide / Insecticide Used:
Granular: ☐	1) _____
1) Analysis: _____	Target Pest: _____
Palms: ☐	Plants(s) Treated: _____
Annuals: ☐	2) _____
Plants: All ☐	Target Pest: _____
Selected ☐	Plants(s) Treated: _____
2) Analysis: _____	3) _____
Palms: ☐	Target Pest: _____
Annuals: ☐	Plants(s) Treated: _____
Plants: All ☐	Report Item #(s) : _____
Selected ☐	
Report Item #(s) : _____	

Comments & Observations: _____

_____ **Technician's Signature**

_____ **Manager's Signature:**

DOWN TO EARTH
LANDSCAPE & IRRIGATION

Irrigation Monthly Report

Date: _____ Start Times: Program "A" _____ Program "B" _____

Inspected By: _____ Program "A" Run Days (Circle): M T W T F S S

Clock: _____ Program "B" Run Days (Circle): M T W T F S S

Zone	Spray or Rotor	Run Time	Program	Straightened	Cleaned	Adjusted	Comments
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
21							
22							
23							
24							

Additional Comments or Problems Noted: _____

Repairs Needed: _____ Labor:

Materials: _____

Total:

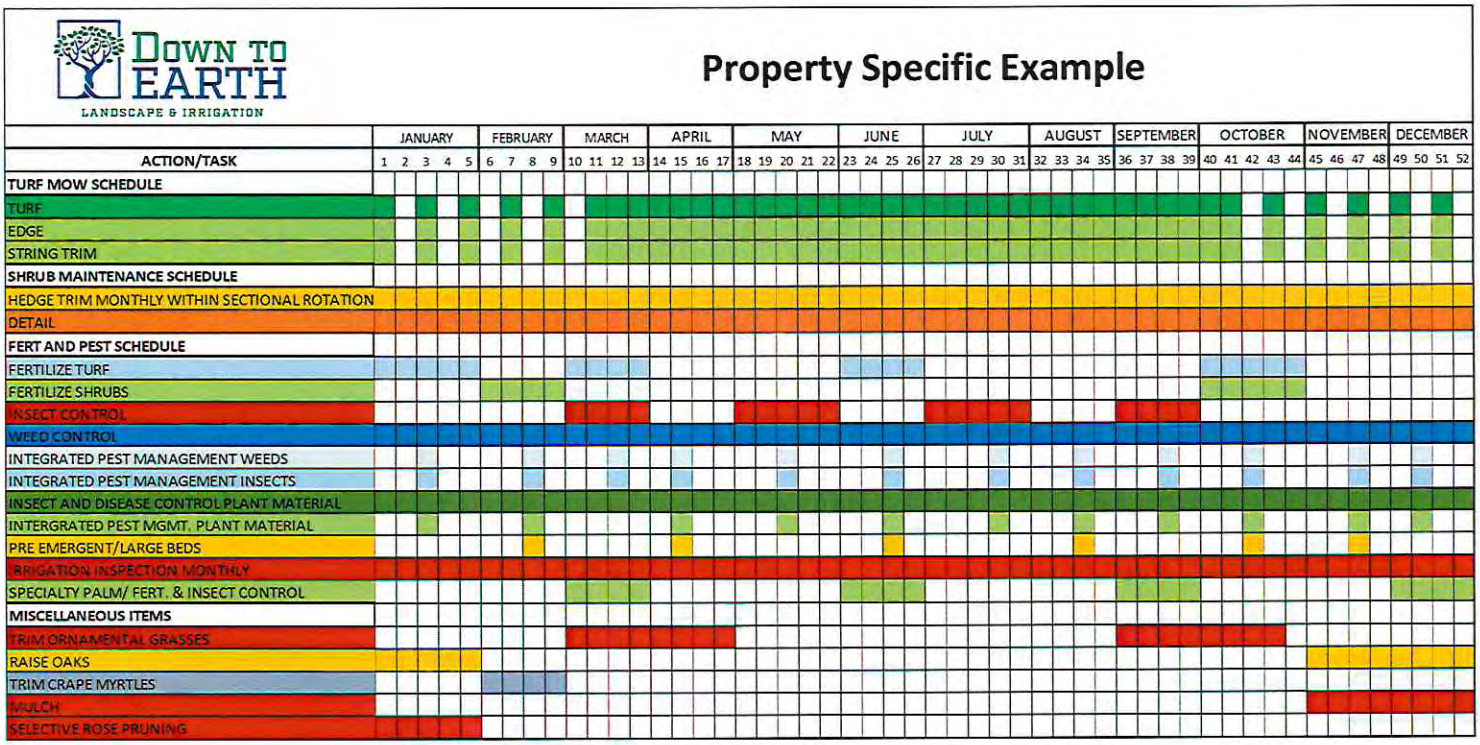
Manager's Signature: _____ Repairs Approved (Initial): _____

DOWN TO EARTH
LANDSCAPE & IRRIGATION

DTE Yearly Schedule of Services Guideline

DOWN TO EARTH
LANDSCAPE & IRRIGATION

Property Specific Example



DOWN TO EARTH
LANDSCAPE & IRRIGATION

J.C. Nowotny

Assistant Director of Operations
Cell - (321) 356-9728
E-Mail - JC@down2earthinc.com

Qualifications

- 18+ years' experience of Landscape, Irrigation, and Golf for Commercial and Residential Construction and Development. 9+ years Management Experience
- Knowledge of AutoCAD, Interpreting Blueprints and Various Stages of construction and design.
- State of Florida Licensed General Contractor (CGC1523147)
- State of Florida Licensed Irrigation Contractor (SCC131151493)
- Irrigation Association – Certified Landscape Irrigation Auditor (CLIA)
- Irrigation Association – Certified Golf Irrigation Auditor (CGIA)
- Irrigation Association– Certified Irrigation Contractor (CIC)
- FNGLA - Certified Horticulture Professional (FCHP)
- FNGLA - Certified Landscape Technician (FCLT)
- FNGLA - Certified Landscape Contractor (FCLC)
- ISA – Arborist Certification
- Certified Florida Water Star installer for Landscape and Irrigation.
- IMOT – 16-hour class training completion "FloridaSafety.ORG"
- EPA Water Sense Partner
- Completion of Certified Training for Green Industries Best Management Practices (BMP)
- Certified Rain Bird Maxicom installer and controller
- Rain Bird Maxicom and Rain Bird Site Control Experience including initial field construction and installation, troubleshooting and repair, complete site data set-up and Central Control Monitoring.
- Field experience with Trimble (GPS) and software (GPS As-builts), Ground Penetrating Radar (GPR), Wire Toning (Ditch Witch), and Ultrasonic Flow Meters (Porta-Flow)
- Certified Journeyman Electrician- FL# BL3971
- Installation experience for Mainline, Pump Stations, Recharge and Wet Wells, Reverse Osmosis Systems, Valves, Laterals, Point of Connections, Flow Meters, Controllers, and Weather Stations.
- Experience in Pipe Installation, including ½ inch through 18-inch, Schedule 40, Class 200, Class 900, Ductile Iron, and HDPE.
- Various Heavy Equipment Operation Skills with Caterpillar Certification
- Strong Work Ethic with the Ability to Multi-Task
- Superior Communication Skills - Oral, Written, and Electronic
- Computer Knowledge- Word, Excel, Outlook, AutoCAD, GPS, NetSuite and QuickBooks

Work Experience

(July 2012–Present) Down To Earth (Mount Dora, Florida)

Title - Assistant Director of Operations

- Primary responsibilities consist of daily operations for Landscape, Golf and Irrigation construction and maintenance operations for Florida for 1,400+ employees including Business Development, estimating, and client relationships.

(2009–2012) Masuen Consulting LLC (Oakland Park, Florida)

Title - Technical Services Consultant

- Primary responsibilities consist of Landscape and Irrigation construction observation, inspections, and management, GPS As-Builts and working with clients investigating field problems and determining solutions.

(April 2004-May 2008) Ginn Development Company (Celebration, FL)

Assistant Manager

- Primary responsibilities consist of commercial construction of developments and golf courses installing the Master Distribution Irrigation Systems (Rain Bird Maxicom and Rain Bird Site Control). Projects include: Reunion, Bella Collina, Tesoro, Conservatory, and Ginn Sur Mer (Bahamas). These projects entail supervision of crews of up to 24 employees.

January 1996-April 2004 Southern Atlantic Electric Jacksonville, FL

Commercial Journeyman Electrician

- Primary responsibilities consist of new electrical construction.

Projects include: University of North Florida, Mayport Naval station, Public Schools, Office buildings, and Hospital Facilities.

Education

(1994-1995) University of North Florida (Jacksonville, Florida)

Courses for bachelor's degree - not complete

- Business Administration

(1993-1994) Embry Riddle Aeronautical University (Daytona, Florida)

Courses for bachelor's degree - not complete

- Business Administration

(1991-1993) Central Florida Community College (Ocala, Florida)

Associates Degree - completed

- Business Administration

DOWN TO EARTH
LANDSCAPE & IRRIGATION

Mark Singleton

Director of Fertilization & Pest Control
Cell - (352) 246-0853
E-Mail - Mark@down2earthinc.com

Qualifications

- 16 years' experience of Commercial, Residential, and Golf IPM
- Department of Agriculture and Consumer Services, ID# JE111173
- 11+ years Management Experience
- Awarded TruGreen Orlando Route Manager of the Year 2003
- Certified for Florida Green Industries Best Management Practices

Work Experience

(2013- Present) Down to Earth LLC (Mount Dora, Florida)
Title- Fertilizer and Pest Control Manager

- Oversee the implementation of Down to Earth's Lawn and Ornamental program
- Lead and support multiple Lawn and Ornamental Specialists
- Insure the safe and accurate application of fertilizer, insect, disease, and weed control products
- Partner closely with clients, property managers, HOA's, and residents to exceed expectations
- Utilize Green Industries Best Management Practices by creating strong interdepartmental relationships to reduce chemical applications through IPM
- Collaborate with Client management to ensure specifications of contracts are met or exceeded
- Create and adjust programs based on specific needs of properties
- Inspect completed applications to ensure conformance with specifications and company standards

(2001-2013) TruGreen ChemLawn (Orlando, Florida)
Title- Commercial Lawn and Ornamental Specialist

- Managed over 275 high profile commercial accounts
- Mixed and applied insecticides, herbicides, and fertilizers based on label and program specifications
- Maintained commercial lawn care equipment and ensured proper calibration
- Performed high level applications to a wide range of turf and ornamental landscapes.

Summary of Qualifications

Exceptional leader, with 15 years of lawn and ornamental knowledge as well as a widespread range of experience in Project Management and Client relations. Respected by peers as a strategic thinker, servant leader and effective communicator. Experienced in networking and building strong professional relationships. Proven ability to manage large and complex projects while maintaining high team morale and energy. Skilled mentor and mediator who excels at developing others and bringing out the best in team members.

DOWN TO EARTH
LANDSCAPE & IRRIGATION

Shane Parrish

Director of Irrigation
Cell - (321) 228-3353
E-Mail – Shane@down2earthinc.com

Qualifications

- 20+ Years of irrigation and landscaping experience.
- Knowledge of AutoCAD, Interpreting Blueprints and Various Stages of construction and design.
- Certified Rain Bird Maxicom installer and controller
- Rain Bird Maxicom and Rain Bird Site Control Experience including initial field construction and installation, troubleshooting and repair, complete site data set-up, and Central Control Monitoring.
- CLIA – Certified Landscape Irrigation Auditor
- Certified Toro Osmac
- Certified Baseline Contractor
- Certified Rain Bird and Hunter 2 Wire Install/ Troubleshoot
- Installation experience for Mainline, Pump Stations, Recharge and Wet Wells, Reverse Osmosis Systems, Valves, Laterals, Point of Connections, Flow Meters, Controllers, and Weather Stations.
- Experience Pipe Installation, including ½ inch through 18-inch, Schedule 40, Class 200, Class 900, Ductile Iron, and HDPE.
- Various Heavy Equipment Operation Skills with Caterpillar Certification
- Strong Work Ethic with the Ability to Multi-Task
- Superior Communication Skills- Oral, Written, and Electronic
- Computer Knowledge- Word, Excel, Outlook, AutoCAD, GPS, NetSuite

Work Experience

(January 2004-Present) Down To Earth (Mount Dora, Florida)

Title – Director of Irrigation

- Primary responsibilities consist of daily operations for Irrigation. Oversee all irrigation branches for the whole company. Manage 30+ employees. Create high level proposals for re-vamps or new construction. Time keeping and billing for irrigation department. Working with Account Managers to solve all their irrigation needs.

(1998-2004) Valley Crest Landscape

Title – Irrigation Specialist

- Primary responsibilities consist of irrigation inspections and trouble shooting. Creating proposals for extra work. Programming and managing water for specific jobs.

Education

(1992-1994) Valencia College

Courses for AA Degree

- Psychology

DOWN TO EARTH
LANDSCAPE & IRRIGATION

Ronald I. Hughes

Operations Manager
Cell - (321) 202-4548
E-Mail - Ronnie@down2earthinc.com

Qualifications

- 15+ Years Management Experience in the Landscape Maintenance Industry
- International Society of Arboriculture:
  - Certified Arborist
    - ID# FL-6761A (Certified since August 18, 2015)
- Department of Agriculture and Consumer Services
  - Certified Pest Control Operator
- ID# JF209318 (Certified since October 3, 2013)

Work Experience

(August 2010- Present) Down to Earth (Mount Dora, Florida)
Title- Project Manager / Pest Control Manager

- Currently overseeing 20+ properties in Central Florida for both District and Commercial property management.
- Overseeing fertilizer and pest control applications daily.
- Provided all maintenance billing on a monthly basis.
- Managed Lakewood Ranch in Sarasota from 2012-2014
- Provided all billing responsibility for the property.
- Completed work orders for the client and residents on a weekly basis.
- Responsible for ordering all chemicals and fertilizers from 2011-2012
- Keep track of chemical usage for each property
- Inspect each property to determine which products to use
- Coordinate and instruct each technician on treatments to be performed
- Provide chemical usage and labor performed to assist in billing
- Promoted from technician to pest control manager within 9 months of service

(February 2001-2010) TruGreen Lawncare (Orlando, Florida)
Title- Service Manager

- Oversee the daily operation of the residential department
- Responsible for accomplishing daily, weekly, and monthly revenue goals
- Initiated sales events to acquire new residential accounts
- Promoted from technician to manager after 5 years of service
- Received Technician of the Year Award in 2006

Education

(2005-2008) Valencia Community College (Orlando, Florida)
Associates in Arts Degree - *General Studies*

DOWN TO EARTH
LANDSCAPE & IRRIGATION

Justin Martinjak

Operations Manager
Cell - (813) 394-4071
E-Mail – Justin.Martinjak@down2earthinc.com

Qualifications

- 12+ Years Management Experience in the Golf and Landscape Maintenance Industry
- Florida Green Industries:
  - Certified Best Management Practices
    - ID# GV33411-1
- Department of Agriculture and Consumer Services
  - Turf and Ornamental Restricted Use Pesticide Applicator License
    - ID# CM19561

Work Experience

(July 2018-Present) Down to Earth (Mount Dora, Florida)
Title- Operations Manager

- Currently overseeing 8+ properties in Southwest Florida for both District and Commercial Property Management.
- Responsible for accomplishing daily, weekly and monthly revenue goals.
- Oversee fertilizer and pest control applications daily.
- Provide all maintenance billing monthly.
- Complete work orders for the client and residents daily.

(June 2015- June 2018) Davey Management based at Silver Dollar Golf Club (Tampa, Florida)
Title- Superintendent

- Oversaw the daily operation of 27-hole facility.
- Aided employees with technical, operational and safety coaching.
- Completed irrigation controller conversion in 2016.
- Oversaw all chemical applications in compliance with state regulations.

(March 2013- May 2018) Davey Management based at Silver Dollar Golf Club (Tampa, Florida)
Title- Superintendent

- Oversaw the daily operation of 18-hole facility.
- Aided employees with technical, operational and safety coaching.
- Completed insurance projects and new property bidding process.
- Oversaw all chemical applications in compliance with state regulations.

Education

Indian River State College (Fort Pierce, Florida)
Associates in Arts Degree – *Golf Course Operations*

EXTERIOR LANDSCAPE MAINTENANCE

PARK PLACE CDD

(Racetrack Road, Mandolin Estates, and Highland Park)

Owner:
PARK PLACE COMMUNITY DEVELOPMENT DISTRICT

District Manager:
MERITUS COMMUNITIES

January 6, 2020

Proposal by:

DOWN TO EARTH
LANDSCAPE & IRRIGATION

BRUNSWICK COMPANIES

Managing Risk · Insuring Success · Since 1972

November 05, 2019

Down To Earth
2701 Maitland Center Parkway, Suite 200
Maitland, FL 32751

Dear Michael Mosler II,

It has been the privilege of Brunswick Companies and Hanover Insurance Company to provide surety bonds on behalf of Down to Earth for over 5 years, during which time Down To Earth has performed and we have issued performance and payment bonds for contracts valued in the range of $5,000,000. In our opinion, Down To Earth remains properly financed, well equipped, and capably managed.

At the present time, Hanover Insurance Company provides a $5,000,000 single project / $10,000,000 aggregate surety program to Down To Earth. As always, Hanover Insurance Company reserves the right to perform normal underwriting at the time of any bond request, including, without limitation, prior review and approval of relevant contract documents, bond forms, and project financing. Therefore, Down To Earth has 100% bonding capabilities for the above captioned project.

Hanover Insruance Company is listed on the U.S. Treasury Department's Listing of Approved Sureties (Department Circular 570) and is rated A(XV) by A.M. Best Company.

Regards,

Mark Levinson

Mark Levinson
Attorney-in-Fact, Hanover Insurance Company
Sr. VP. Brunswick Companies

Brunswick Companies
2857 Riviera Drive
Fairlawn, Ohio 44333
Phone: 330-864-8800

www.brunswickcompanies.com
Toll Free: 800-686-8080
Fax: 330-864-8661
RISK MANAGEMENT | COMMERCIAL | PROFESSIONAL | SURETY | PERSONAL

DOWN TO EARTH
LANDSCAPE & IRRIGATION

Down To Earth Certificate of Liability

Client#: 75192 SCGPA

ACORD CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 8/29/2019

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER	CONTACT NAME: Karla Castro
Gulfshore Insurance - SWFL 4100 Goodlette Road N Naples, FL 34103 239 261-3646	PHONE (A/C, No, Ext): 239 263-4527 FAX (A/C, No): 239 213-2803 E-MAIL ADDRESS: kcastro@gulfshoreinsurance.com

INSURER(S) AFFORDING COVERAGE	NAIC #
INSURER A : Cincinnati Insurance Company	10677
INSURER B : Federal Insurance Company	20281
INSURER C :	
INSURER D :	
INSURER E :	
INSURER F :	

INSURED
SSS Down to Earth Opco, LLC
P.O. Box 738
Tangerine, FL 32777

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	GENERAL LIABILITY			CPP1098736	07/31/2019	07/31/2020	EACH OCCURRENCE	$1,000,000
	X COMMERCIAL GENERAL LIABILITY						DAMAGE TO RENTED PREMISES (Ea occurrence)	$1,000,000
	CLAIMS-MADE X OCCUR						MED EXP (Any one person)	$10,000
	X PD Ded:250						PERSONAL & ADV INJURY	$1,000,000
							GENERAL AGGREGATE	$2,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						PRODUCTS - COMP/OP AGG	$2,000,000
	POLICY X PRO-JECT LOC							$
A	AUTOMOBILE LIABILITY			CPP1098736	07/31/2019	07/31/2020	COMBINED SINGLE LIMIT (Ea accident)	$1,000,000
	X ANY AUTO						BODILY INJURY (Per person)	$
	ALL OWNED AUTOS / SCHEDULED AUTOS						BODILY INJURY (Per accident)	$
	X HIRED AUTOS / X NON-OWNED AUTOS						PROPERTY DAMAGE (Per accident)	$
								$
A	X UMBRELLA LIAB X OCCUR			CPP1098736	07/31/2019	07/31/2020	EACH OCCURRENCE	$5,000,000
	EXCESS LIAB CLAIMS-MADE						AGGREGATE	$5,000,000
	DED X RETENTION $0							$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY Y/N						WC STATU-TORY LIMITS / OTH-ER	
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? N/A						E.L. EACH ACCIDENT	$
	(Mandatory in NH)						E.L. DISEASE - EA EMPLOYEE	$
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - POLICY LIMIT	$
B	Excess Liability 2nd Layer			93651023	07/31/2019	07/31/2020	$5,000,000 Per Occurenc $5,000,000 Aggregate	

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

CERTIFICATE HOLDER	CANCELLATION
*For Information Purposes Only	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE Kim L. Orsatti

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DOWN TO EARTH
LANDSCAPE & IRRIGATION

Down To Earth Workers' Compensation Form

ACORD

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 10/23/2019

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER	CONTACT NAME:	
Bouchard Insurance for WBS PO Box 6090 Clearwater, FL 33758-6090	PHONE (A/C, No, Ext): (866) 293-3600 ext. 623	FAX (A/C, No):
	E-MAIL ADDRESS:	
	INSURER(S) AFFORDING COVERAGE	NAIC #
	INSURER A: American Zurich Insurance Company	40142
INSURED Workforce Business Services, Inc. Alt. Emp: SSG Down To Earth OPCO LLC dba: Down to Earth & Irrigation 1401 Manatee Ave. West Ste 600 Bradenton, FL 34205-0708	INSURER B:	
	INSURER C:	
	INSURER D:	
	INSURER E:	
	INSURER F:	

COVERAGES — CERTIFICATE NUMBER: 18FL0799041491 — REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
	COMMERCIAL GENERAL LIABILITY						EACH OCCURRENCE	$
	☐ CLAIMS-MADE ☐ OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence)	$
							MED EXP (Any one person)	$
							PERSONAL & ADV INJURY	$
	GEN'L AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE	$
	☐ POLICY ☐ PRO-JECT ☐ LOC						PRODUCTS - COMP/OP AGG	$
	OTHER:							$
	AUTOMOBILE LIABILITY						COMBINED SINGLE LIMIT (Ea accident)	$
	☐ ANY AUTO						BODILY INJURY (Per person)	$
	☐ OWNED AUTOS ONLY ☐ SCHEDULED AUTOS						BODILY INJURY (Per accident)	$
	☐ HIRED AUTOS ONLY ☐ NON-OWNED AUTOS ONLY						PROPERTY DAMAGE (Per accident)	$
								$
	☐ UMBRELLA LIAB ☐ OCCUR						EACH OCCURRENCE	$
	☐ EXCESS LIAB ☐ CLAIMS-MADE						AGGREGATE	$
	☐ DED ☐ RETENTION $							$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) Y/N ☐ N/A If yes, describe under DESCRIPTION OF OPERATIONS below			WC 90-00-818-08	12/31/2018	12/31/2019	X PER STATUTE ☐ OTH-ER	
							E.L. EACH ACCIDENT	$ 1,000,000
							E.L. DISEASE - EA EMPLOYEE	$ 1,000,000
							E.L. DISEASE - POLICY LIMIT	$ 1,000,000
				Location Coverage Period:	09/29/2019	12/31/2019	Client# 054888	

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Coverage is provided for only those co-employees of, but not subcontractors to: SSG Down To Earth OPCO LLC dba: Down to Earth & Irrigation
2701 Maitland Center Parkway #200
Maitland, FL 32751

CERTIFICATE HOLDER	CANCELLATION
SSG Down To Earth OPCO LLC dba: Down to Earth & Irrigation 2701 Maitland Center Parkway #200 Maitland, FL 32751	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE

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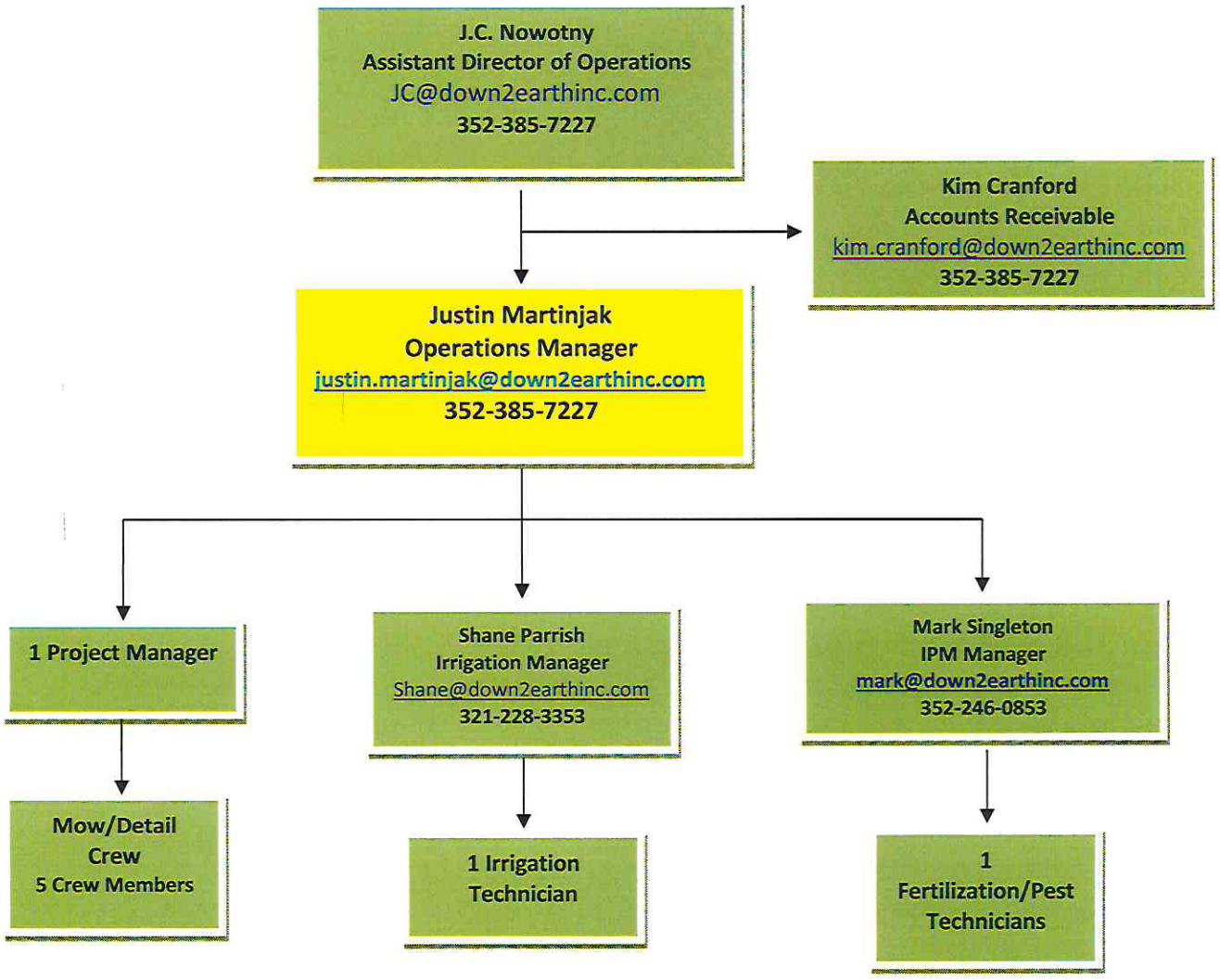
DOWN TO EARTH
LANDSCAPE & IRRIGATION

PARK PLACE CDD
Staffing Plan



DOWN TO EARTH
LANDSCAPE & IRRIGATION

Landscape Maintenance Proposal

Attn: Park Place Community Development District
c/o Meritus Corp
2005 Pam Am Circle, Suite 300
Tampa, FL 33607

Submitted By: Down To Earth
President: Michael Mosler II

Park Place CDD

Landscape Maintenance Summary

Racetrack Road

Landscape (Includes Fert./Pest and Irrigation)	**$ 22,216.60**	**Annually**
Color/Perennial Maintenance	**$ 386.40**	**Annually**
Annuals Install (4x per year)	**$ 1,435.20**	**Annually**
Mulch (2x per year)	**$ 3,680.00**	**Annually**
Total Annually	**$ 27,718.20**	
Total Monthly	**$ 2,309.85**	

Mandolin Estates

Landscape (Includes Fert./Pest and Irrigation)	**$ 42,539.22**	**Annually**
Color/Perennial Maintenance	**$ 1,400.00**	**Annually**
Annuals Install (4x per year)	**$ 5,200.00**	**Annually**
Mulch (2x per year)	**$ 8,000.00**	**Annually**
Total Annually	**$ 57,139.22**	
Total Monthly	**$ 4,761.60**	

Highland Park

Landscape (Includes Fert./Pest and Irrigation)	**$ 72,322.63**	**Annually**
Color/Perennial Maintenance	**$ 3,780.00**	**Annually**
Annuals Install (4x per year)	**$ 14,040.00**	**Annually**
Mulch (2x per year)	**$ 32,000.00**	**Annually**
Total Annually	**$ 122,142.63**	
Total Monthly	**$ 10,178.55**	
Grand Total Annually	**$ 207,000.05**	
Grand Total Monthly	**$ 17,250.00**	

Additional Items

Mulch	**$45.00 per cubic yard**
4" Seasonal Annuals (4 times/year)	**$2.00 each**
Palm Trimming	**Up to 15' included**
	Over 15' $35.00 each

SUMMARY BID FORM

Exterior Landscape Maintenance
PARK PLACE CDD - RACETRACK ROAD
Tampa, FL

A. Landscape Maintenance Total	$ 22,216.60
B. Seasonal Color / Perennial Maintenance Total	$ 386.40
C. Seasonal Plant Installation Total	$ 1,435.20
D. Mulch Total	$3,680.00
1ST YEAR TOTAL BID PRICE	**$27,718.20**
2ND YEAR TOTAL BID PRICE	***$27,718.20***
3RD YEAR TOTAL BID PRICE	***$27,718.20***

Contractor Company Name SSS DOWN TO EARTH OPCO LLC

Contractor Address 2701 MAITLAND CENTER PARKWAY, STE. 200
MAITLAND, FL 32751

Contractor Representative MICHAEL MOSLER II

Contractor Signature

Title PRESIDENT

Telephone Number 321-263-2700

Date 01/03/2020

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

SUMMARY BID FORM

Exterior Landscape Maintenance
PARK PLACE CDD - MANDOLIN ESTATES
Tampa, FL

A. Landscape Maintenance Total	$ 42,539.22
B. Seasonal Color / Perennial Maintenance Total	$ 1,400.00
C. Seasonal Plant Installation Total	$ 5,200.00
D. Mulch Total	$8,000.00
1ST YEAR TOTAL BID PRICE	**$57,139.22**
2ND YEAR TOTAL BID PRICE	***$57,139.22***
3RD YEAR TOTAL BID PRICE	***$57,139.22***

Contractor Company Name SSS DOWN TO EARTH OPCO LLC

Contractor Address 2701 MAITLAND CENTER PARKWAY, STE. 200
MAITLAND, FL 32751

Contractor Representative MICHAEL MOSLER II

Contractor Signature

Title PRESIDENT

Telephone Number 321-263-2700

Date 01/03/2020

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SUMMARY BID FORM

Exterior Landscape Maintenance
PARK PLACE CDD - HIGHLAND PARK
Tampa, FL

A. Landscape Maintenance Total	$ 72,322.63
B. Seasonal Color / Perennial Maintenance Total	$ 3,780.00
C. Seasonal Plant Installation Total	$ 14,040.00
D. Mulch Total	$32,000.00
1ST YEAR TOTAL BID PRICE	**$122,142.63**
2ND YEAR TOTAL BID PRICE	***$122,142.63***
3RD YEAR TOTAL BID PRICE	***$122,142.63***

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MAITLAND, FL 32751

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PARK PLACE CDD

CATEGORY A

LANDSCAPE MAINTENANCE ITEMIZED BID FORM

TURF FUNCTION	FREQUENCY (PER YEAR)	UNIT PRICE	TOTAL
St. Augustine			
Mow	42	$428.24	$17,985.89
Edge (Bedlines)	21	$142.75	$2,997.65
Edge (Hardlines)	42	$107.06	$4,496.47
Monofilament Trim	42	$107.06	$4,496.47
Turf Fertilization	6	$999.22	$5,995.29
Turf Insect/Disease/Weed Control	52	$76.86	$3,996.86
Bermuda / Zoysia			
Mow	42	$71.33	$2,995.68
Edge (Bedlines)	21	$23.78	$499.28
Edge (Hardlines)	42	$17.83	$748.92
Monofilament Trim	42	$17.83	$748.92
Turf Fertilization	6	$166.43	$998.56
Turf Insect/Disease/Weed Control	52	$12.80	$665.71
Overseeding	O/R	N/A	N/A
Bahia			
Mow	40	$451.19	$18,047.20
Turf Fertilization	2	$2,256.00	$4,511.80

Continued on following page.

PARK PLACE CDD

CATEGORY A

LANDSCAPE MAINTENANCE ITEMIZED BID FORM *(Continued)*

MAINTENANCE FUNCTIONS	FREQUENCY (PER YEAR)	UNIT PRICE	FIRST YEAR TOTAL PRICE
Bed Weed Control	52	$29.59	$1,538.54
Shrub Insect/Disease Control	52	$59.17	$3,077.08
Shrub/Groundcover Pruning	12	$2,243.70	$26,924.48
Shrub/Groundcover Fertilization	4	$1,154.00	$4,615.62
Tree / Woodline Pruning	12	$448.75	$5,384.90
Tree Fertilization	2	$512.85	$1,025.69
Palm Pruning	2	$1,923.18	$3,846.36
Palm Fertilization	2	$641.06	$1,282.12
Debris Disposal	52	$69.04	$3,589.93
Irrigation Management	52	$319.40	$16,609.04

CATEGORY A. 1ST YEAR LANDSCAPE MAINTENANCE TOTAL **$ 137,078.45**

Contractor Signature	SSS DOWN TO EARTH OPCO LLC	01/03/2020
	Company Name	Date

*** Owner may purchase materials tax exempt, however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

Our vision is to provide high quality landscape services in a timely manner at affordable prices while demonstrating that each and every client is vitally

Landscape Installation & Maintenance | Irrigation Installation & Maintenance | Fertilization & Pest Control | Arbor Care

Landscape Maintenance Professionals, Inc.
26324 Wesley Chapel Blvd
Lutz, Florida 33559
Date Submitted: January 6, 2020

Park Place CDD
c/o Mr. Gene Roberts, District Manager
2005 Pan Am Circle, Suite 300
Tampa, Florida 33607

LMP Landscape Maintenance Professionals, Inc.℠

Landscape Maintenance Professionals, Inc.

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Landscape Maintenance Professionals, Inc.

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LANDSCAPE MAINTENANCE PROFESSIONALS, INC.

There is a continuing need in the market place for managers and communities to not only maintain but improve the aesthetic value of their properties through meticulously and beautifully composed landscape appearances. Often characterized as curb appeal, landscape invokes not only a visual response but an emotional one as well; its appearance can either be inviting or repelling depending upon the quality of the landscape maintenance provider, and that's where we come in.

WHO WE ARE

Landscape Maintenance Professionals, Inc. (LMP) is a premier full service landscape organization. LMP's approach to landscape maintenance and design is built on the premise of paying attention to the details; we notice the little things that can enhance the overall appearance of a property, and we train all of our employees on this practice. As a result of focusing on the details LMP[SM] has continued to grow over the past three decades.

At LMP, believing our creativity to be better suited for enhancing and maintaining beautiful landscape designs, we choose to tell a simple story about our journey that began in 1991, with Orlando Castillo, Jr. After a decade of disappointment working for a large landscape service provider whose sole focus was "cut the grass and cash the check", Orlando envisioned a company (a) that believed in and demonstrated the desire to exceed a client's expectations, (b) that would work to educate the client on the best management practices for protecting their largest uninsurable asset, and (c) valued its relationships with not only its clients but its employees as well.

Today LMP has over 250 employees from corporate support personnel to crew members who champion Orlando's vision, and focus on the details on a daily basis.

WHAT WE BELIEVE IN

At LMP we may have started small but we think big!

PURPOSE	*To be a leader in the landscape industry who sets the bar for providing quality design, enhancement and maintenance services while maintaining focus on the needs of the client.*
MISSION	*To provide high quality landscape services in a timely manner at affordable prices all while understanding that each and every customer is vitally important to LMP's success.*
CORE VALUES	*Integrity, honesty, passion, commitment, accountability, and the unyielding dedication to under promise and over deliver.*
PHILANTHROPY	*At LMP philanthropy is not a philosophy but a practice, and our giving back starts internally with our employees whom we service with recognition programs and awards for their hard work and dedication. These same employees then work with LMP to pay the generosity forward in the community by focusing on such organizations as Metropolitan Ministries, Give the Kids the World Village, and various American Veteran programs to name a few.*

WHAT WE DO

LMP is a full service landscape contractor providing in-house services for the following landscaping needs:

- Landscape Design & Consultation
- Irrigation Installation & Maintenance
- Landscape Installation & Maintenance
- Moisture Management
- Insect & Disease Mitigation
- Fertilization Services
- Floriculture Programs & Arbor Care Services
- Nursery Operations & Aquatics Maintenance

AFFILIATIONS

Community Association Institute
"Educated Business Partner"

Building Owners & Managers Association

National Association of Landscape Professionals

Florida Nursery, Growers and Landscape Association

FL Irrigation Society

WHERE WE ARE LOCATED

LMP is well positioned to service properties in counties located throughout the state of Florida, and has established offices in the following areas to meet the needs of its clients:

Office	Office Information	Branch Manager	Service Areas
Dover	13050 E US Highway 92 Dover, Florida 33583 (813) 757-6500	Garth Rinard	Hillsborough Pinellas Hernando Polk Pasco
Wesley Chapel	26324 Wesley Chapel Blvd Lutz, Florida 33559 (813) 406-4465	Brian Mortillaro	Pasco Hernando Pinellas Hillsborough
Sarasota	1306 Rome Avenue Sarasota, Florida 34243 (941) 556-9404	Miguel Mares, Operations Manager	Manatee Hardee Sarasota De Soto Charlotte Lee

APPROACH

At LMP we understand that each property faces unique challenges, and we are committed to providing the highest quality of services that embrace these unique challenges. We believe ourselves to be a professional and proactive company whose continued success can be attributed to the fact that the actions of each employee reflects LMP's simple motto of "do what you say you're going to do when you say you are going to do it." At the property level our commitment to the motto is demonstrated through our Account Managers' collaborative relationship with the clients designated point of contact that is built upon responsibility, respect, and open communication. We believe communication to be the cornerstone of all successful relationships; it enables both parties to be aware of what is occurring on the property.

As the selected service provider, you look to LMP to be the professionals for all of your landscape needs. Understanding this, we want to be held fully accountable for all aspects of protecting your largest uninsured asset - the landscape. We believe that without accountability one lacks ownership, and we want you, the customer, to rest assured that when you hire LMP, there will be no concerns with accountability.

The practices we have implemented to be successful in our management approach include:

- **COMMUNICATION** – It is vital to effectively communicate between the contractor and customer, and use a wide range of communication methods including on-site walk-throughs, telephone calls, emails, and text messages. *We as a company prefer to communicate electronically*.
- **DOCUMENTATION** – This is accomplished through emails, weekly crew worksheets, internal tracking reports as well as our weekly reports that our Account Managers send to all of our customers. As previously indicated, we expect to be held accountable for what we say and expect the same in return from our customers.
- **EXECUTION** – It is imperative that LMP performs the work as outlined in its plan of action; failure and poor workmanship are not viable options. Our clients are investing substantial amounts of money to have LMP to manage their landscape needs, and we, in turn, hold our employees to professional standards in terms of their work product.
- **FOLLOW THROUGH** – LMP strives to achieve the "closing of the loop". While it is important that issues are addressed in a timely manner, we find it as equally important to communicate to the customer that a specific item/request/task has been completed. Without follow through both LMP and the client are left in a reactive position; it is our goal to limit the need for many outgoing phone calls to us to check on the status of an item.

WORK PRODUCT - QUALITY CONTROL

At LMP we prefer to invest in our people; not processes. It is our employees who are pivotal to our success, and, as such, we tend to minimize the use of complicated systems to create reports related to the properties and communities we service. We prefer, instead, to use the following methods for reporting:

- **WEEKLY MAINTENANCE WORKSHEET (WMW)** – This worksheet is required to be completed in the field by the supervisor, and is designed to outline any areas of concern related to the property and the landscaping. LMP's protocol further requires that the

WMW be turned in to the appropriate Account Manager who will then inspect the property, and schedule any remediation tasks to be performed up to and including irrigation, fertilization or pest control. If requested, LMP will distribute this worksheet to the client's designated point of contact.

- **SERVICE REQUEST FORMS**: LMP utilizes two forms for service requests that can be called in from the field to be entered into the tracking system – the irrigation service request form (internally referred to as the blue form) and the general maintenance and pest control form (internally referred to as the gold form).

START-UP PLAN

With all project start-ups, LMP's initial focus is on learning the property, performing a complete property wide inspection and analysis of all turf, plant material and irrigation systems. During this initial start-up process, LMP will also provide enhancement proposals for areas in which the property can be improved as well. Prior to first day of start-up LMP will perform the following:

- Document the entire property through photographs, and provide the customer with a CD of the conditions of the entire property at the time LMP's take-over. It is standard practice for key members of LMP's project team to meet with the client and/or their designated point of contact to review the progress made by LMP at the sixth and ninth months where we will review the photographs prior to take over and each additional designated point in time.
- Conduct a project kick-off meeting with the client and/or their designated point of contact, at the facilities, to review the scope of work as well as expectations. At LMP we believe that a critical component of a successful relationship is to ensure that specifications are aligned with expectations. It is typically at this meeting that all, if any, discrepancies between specifications and expectations are identified, and we work together as a team to resolve the discrepancies prior to start-up. In addition, LMP will review its initial operational plan which may include a color coded map, the identification of service areas and the required time frames to perform various services, and a map for mowing and detail work.

WHAT TO EXPECT IN FIRST 30 DAYS:

As with any new initiative or project there will be a learning curve as LMP becomes familiar with the property; however, it is our goal to have that learning curve minimized through the

development of a solid operational plan. As LMP is learning the nuances of the property we would like the client to be aware that we are inspecting systems and layouts to ensure we have accurate information to share regarding:

- **IRRIGATION SYSTEM**: LMP will perform a full irrigation system inspection that is designed to outline any deficiencies to the current system that need to be addressed as well as a cost component for addressing the issues.
- **PROJECTED CHEMICAL APPLICATIONS**: We find that until we know the true integrity of the irrigation system, it limits our ability to apply many chemicals including fertilizers. This is due to the fact that so many chemicals need to be watered in following an application or the application will damage the plant material.
- **OPERATIONAL PLANS**: At the thirty day mark any necessary operational adjustments to the original operational plan that will help our crews become more efficient are communicated to the client with a copy of the updated operational.
- **ENHANCEMENTS**: By standard practice LMP will provide various proposals for areas where the property can be enhanced. These may range from a complete mulching, tree/palm pruning, replacement of dead or dying plant material or a new rotation of annuals. *We would look to perform any proposal items that require water only after the irrigation system has been fully evaluated and necessary repairs have been completed.*

PROPERTY PROFILES

LMP services an array of properties from Commercial Properties and Class "A" Office Parks, Community Development Districts, Multifamily dwellings, Condominium Associations, Property Owner Associations, and Homeowner Associations. Our portfolio includes:

Property	Type
Amalfi at Clearwater	Multi-family
Anchor Plaza	Commercial
Aspen Dental	Commercial
Bahama Breeze	Commercial
Bay Center	Commercial
Bexley Ranch CDD	Community Development District
Brookwood Academy	Educational
Buschwood	Class A Office Space
Citigroup Association	Commercial
Corporate Center I, II, III, & IV	Class A Office Space
Covington Park CDD	Community Development District

Cypress Center I, II, III, & IV	Class A Office Space
Cypress Creek Town Center	Commercial
Federal Bureau of Investigation – Tampa	Commercial
Greyhawk Landing CDD	Community Development District
Hawks Point CDD	Community Development District
Heritage Isles CDD	Community Development District
Highland Oaks	Class A Office Space
Highwoods Preserve	Commercial
Hyatt Sarasota	Lodging
Meadow Pointe III CDD	Community Development District
Meadow Pointe II CDD	Community Development District
Meadow Pointe IV CDD	Community Development District
Providence Lakes	Homeowners Association
Reflections	Homeowners Association
Richman Properties	Multifamily
South Fork East CDD	Community Development District
Tampa Bay Park	Commercial
The Shops at Wiregrass	Retail
Water's Edge (Rivers Reach) CDD	Community Development District
Waterset North CDD	Community Development District

REFERENCES

Property:	Meadow Pointe II CDD Wesley Chapel, FL
Contact:	Sheila Diaz
Title:	Property Manager
Phone:	(813) 991-5016
Scope of Work:	Landscape Maintenance Professionals, Inc. provides full service landscape maintenance services including arbor care, irrigation, fertilization, pest control, annuals and also various enhancements.

Property: Bexley Ranch CDD
Contact: Angel Montagna
Title: Property Manager, Rizzetta & Company
Phone: (813) 994-1001 amontagna@rizzetta.com
Scope of Work: LMP provides full service landscape maintenance services for the common areas which includes arbor care, irrigation, fertilization, pest control, annuals and also various enhancements.

Property: Heritage Isles CDD Tampa, Florida
Contact: Rich Unger
Title: Community and Golf Manager
Phone: (813) 907-7388
Scope of Work: Landscape Maintenance Professionals, Inc. provides full service landscape maintenance services for the CDD owned areas including arbor care, irrigation, fertilization, pest control, annuals and also various enhancements.

Property: Reflections Tampa, Florida
Contact: Kevin Krueger
Title: Property Manager, Greenacre Properties
Phone: (813) 600-1100
Scope of Work: Landscape Maintenance Professionals, Inc. provides full service landscape maintenance services for the community owned areas of the Reflections community which includes arbor care, irrigation, fertilization, pest control, annuals and also various enhancements. In addition to the common areas owned by the association, we also service the maintenance free homes area called Bellefaire at Reflections.

Property: Highland Oaks Tampa, Florida
Contact: Jenn Regan
Title: Property Manager, Cushman & Wakefield
Phone: (813) 621-6984
Scope of Work: LMP provides full service landscape maintenance services for the common areas as well as all five of the corporate buildings within this Office Park.

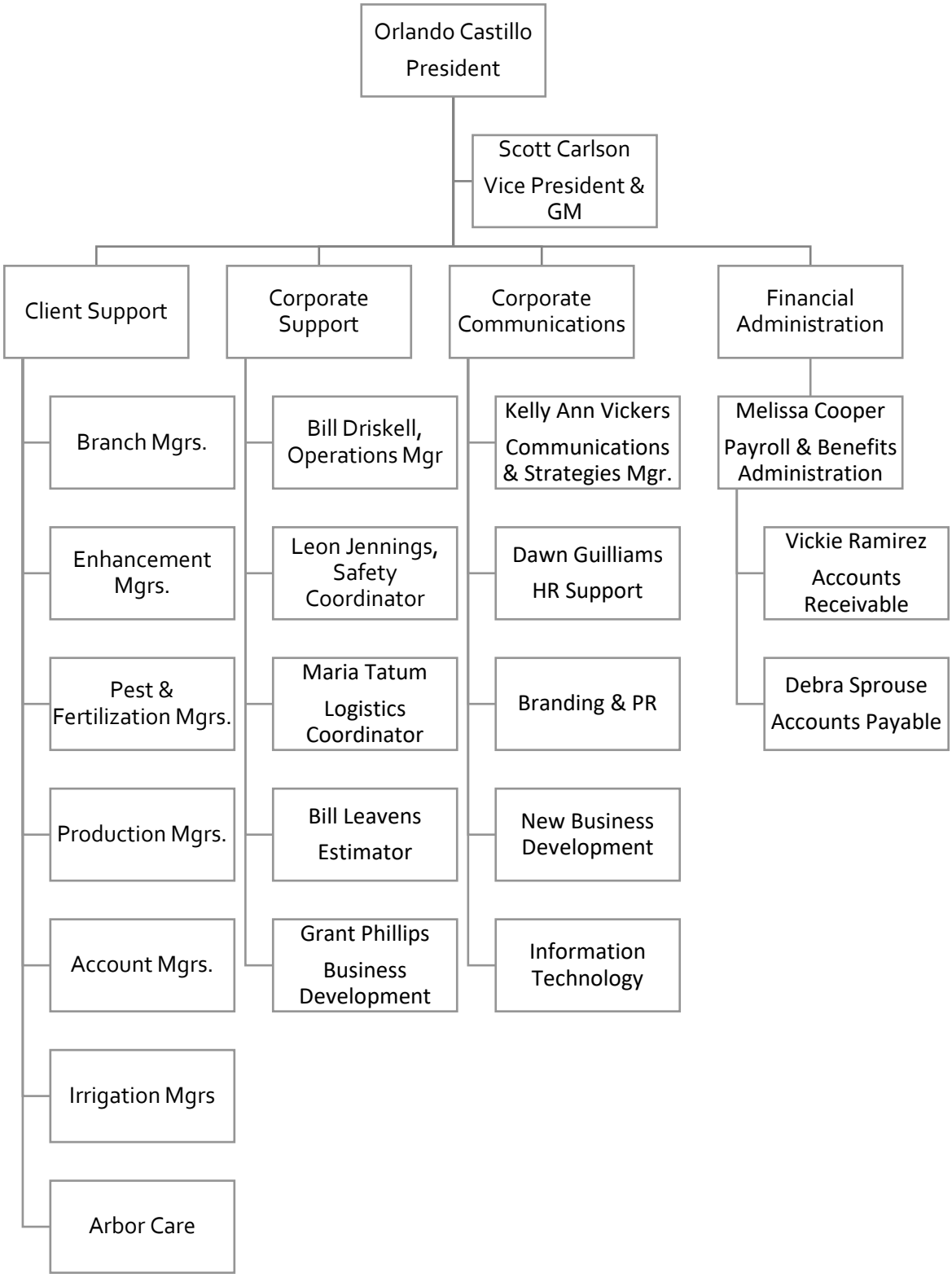
Property: Hyatt Regency Sarasota, FL
Contact: Marcia Dmochowski Clark
Title: General Manager
Phone: (941) 365-0706
Scope of Work: Landscape Maintenance Professionals, Inc. provides full service landscape maintenance services for the hotel owned areas which includes arbor care, irrigation, fertilization, pest control, annuals and also various enhancements.

Property: Tampa Bay Park
Contact: Carol Dunn, Highwoods® Properties
Title: Senior Property Manager
Phone: (813) 876-7000
Scope of Work: Landscape Maintenance Professionals, Inc. provides full service landscape maintenance services for the office park including irrigation, fertilization, pest control, annuals and also various enhancements.

Property: Providence Lakes Homeowners Association
Contact: Ray Leonard
Title: Board Member
Phone: (813) 600-1100
Scope of Work: Landscape Maintenance Professionals, Inc. provides full service landscape maintenance services for the community including irrigation, fertilization, pest control, annuals and also various enhancements.

Property: Water's Edge CDD – River's Reach
Contact: Greg Cox, Rizzetta & Company, Inc.
Title: Property Manager
Phone: (813) 933-5571
Scope of Work: Landscape Maintenance Professionals, Inc. provides full service landscape maintenance services for the CDD including irrigation, fertilization, pest control, annuals and also various enhancements.

LMP CORPORATE STRUCTURE



LMP CORPORATE PROFILES: EXECUTIVE TEAM

The effective management of LMP[SM] requires the day-to-day involvement of a strong leadership team which focuses on the goals of the company including: client relationships, employee relationships, vendor relationships, operational planning and management, financial planning and management, and the overall growth and development of LMP, Inc.

Orlando Castillo, Jr.
President
Orlando founded Landscape Maintenance Professionals, Inc. (LMP) in 1991, and has over 35+ years' experience in the green industry. Orlando's primary focus is the management of LMP's client relationships and company vision.

Scott Carlson
Vice President/General Manager
Former Golf Pro; Scott has over 20+ years' experience in the green industry including services to several top 100 Golf Clubs. Scott's primary focus at LMP includes corporate structure, client relations and business development.

Kelly Ann Vickers, LCAM
Corporate Communications and Strategies
With over 25 years' experience in marketing and customer relationship management, Kelly Ann's primary responsibilities are to build LMP as a brand and oversight of LMP's Employee Services programs and initiatives.

Garth Rinard
Branch Manager
Garth, who has over 28 years' experience in the green industry, is a licensed Certified Pest Control Operator (CPCO) and Best Management Practices certified. He is responsible for contributing to the operational strategies of LMP, Inc. as well as the day-to-day operations of the Dover branch.

Dawn Guilliams
Human Resource Support Specialist
Dawn is responsible for assisting the branches and its personnel with services related to HR management.

LMP PROFILES: ADMINISTRATIVE SUPPORT

The administrative support team at LMP, Inc., serves as the backbone for the executive team as well as the branch personnel they support.

Vickie Ramirez
AR Coordinator
Vickie is responsible for the management of accounts receivables related activities associated with LMP and its clients.

Melissa Cooper
Payroll & Benefits
Melissa is responsible for providing assistance to the Employee Services team as it relates to payroll and benefits.

Brenda Mojica
Administrative Assistant
Brenda's responsibilities include administrative matters related to the corporate office.

Maria Tatum
Logistics Coordinator
Maria's responsibilities include the logistical management of LMP's communication devices, inventory control, and licensing needs.

Deidra Calloway
Administrative Assistant
Deidra's responsibilities include administrative matters related to the Wesley Chapel branch.

Theresa Collins
Administrative Assistant
Theresa's responsibilities include administrative matters related to the Sarasota branch.

LMP PROFILES: BRANCH MANAGERS

Landscaping is centered on creating and caring for visually stunning natural back drops through the employment of scientific practices blended with an artful eye. Landscape Maintenance Professionals, Incorporated [SM] has built its reputation on creating these back drops while exceeding client expectations. The ability to do this is a direct result of the knowledge and daily efforts of all of LMP, Inc.'s team members. These team members are guided and molded through the efforts of the Branch Manager assigned to a specific location, and who have been tasked with championing Landscape Maintenance Professionals, Inc. (LMP, Inc.'s) goal of being a top performing and highly reputable full service landscape maintenance provider. These goals include:

- Creating a safe, efficient and productive workplace environment that affords each employee of LMP, Inc. the opportunity to contribute to the growth of the company and themselves.
- Producing high quality work that is reflective of the standards of service developed by LMP, Inc. inclusive of focusing on the details.
- Strategically and consistently maximizing the operations of each branch.
- Cultivating an engaged and motivated team.

Garth Rinard
Branch Manager - Dover
Garth, who has over 30 years' experience in the green industry, is a licensed Certified Pest Control Operator (CPCO) and Best Management Practices certified. He is responsible for overseeing the Dover branch as well as the fertilization and pest control division.

Brian Mortillaro
Branch Manager – Wesley Chapel
Brian's, who has over two decades experience in the green industry, is responsible for the oversight of the daily operations of the Pasco division. In his role, he provides direction and leadership to ensure effective operations, complete customer satisfaction and long-term sustainable growth.

Miguel Mares
Operations Manager
Miguel has over 20+ years' experience in the green industry. He is responsible for the oversight of the daily operations of the Sarasota division where he provides direction and leadership to ensure effective operations, complete customer satisfaction and long-term sustainable growth.

LMP PROFILES: ACCOUNT MANAGERS

The role of the Account Manager at Landscape Maintenance Professionals, Incorporated SM is to serve as a liaison between the client and/or vendor, and the appropriate teams at LMP, Inc. These individuals provide support to LMP's objectives by providing direction and support to the various teams that service client sites including maintenance, irrigation, fertilization and pest control, enhancements and arbor care.

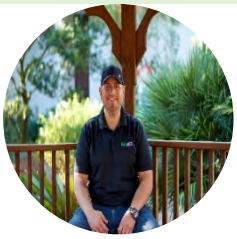
Robert "Bobby" Law
Senior Account Manager
30+ years' experience in the green industry.

Jacob Bloodworth
Account Manager
5+ years' experience in the green industry.

Paul Gomez – Account Manager
16+ years' experience in the green industry.

Paula Means – Account Manager
15+ years' experience in the green industry.

Jason Liggett - Account Manager
10+ years' experience in the green industry.



Javier Bonilla Alvarado
Account Manager
6+ years' experience in the green industry.

Matt Gough - Account Manager
1+ years' experience in the green industry

Felix Laporte –
Account Manager
10+ years' experience in the green industry.

James Bennett - Account Manager
11+ years' experience in the green industry.

LMP PROFILES: CLIENT SERVICES TEAM MEMBERS

Landscape Maintenance Professionals, Incorporated SM utilizes the skills, knowledge and experience of personnel ranging from Production Managers, Irrigation Managers and technicians, Certified Arborists and arbor care team members, as well as Certified Pest Control Operators and spray technicians to care for and maintain the landscape materials at every client site. Our diverse team of landscape professionals include:

Leon Jennings, CPCO
Safety Coordinator
Leon, who has over 20+ years' experience in the green industry, is a Certified Pest Control Operator (CPCO), Certified Arborist, and Certified Aquatics Technician. His primary focus at LMP is safety compliance and training along with developing the Arbor Care division.

Bill Leavens
Business Development Manager
Bill, who has over 20+ years' experience in the green industry, is responsible for the evaluation of properties located in the Hillsborough, Pinellas and Pasco counties whom are interested in joining the LMP family.

Bill Gipp
Business Development Manager
Bill, who has over 20+ years' experience in the green industry, is responsible for the evaluation of properties located in Sarasota and Manatee counties whom are interested in joining the LMP family.

Grant Phillips
Business Development Manager
Grant, who has over 5+ years' experience in the property management industry, is responsible for the evaluation of properties whom are interested in joining the LMP family.

Bill Driskell
Irrigation Services
Bill, who has over 22+ years' experience in the green industry, is responsible for the administration and management of LMP's Irrigation division inclusive of purchasing, inventory control and billing.

David Manfrin
Irrigation Manager
David, who has over 10+ years' experience in the green industry, is responsible for the management of irrigation needs, repairs and installations for LMP's client base.

Sam Martell
Irrigation Manager
Sam is responsible for the management of irrigation needs, repairs and installations for LMP's client base.

Aaron Denhoff
Regional Enhancement Manager
Aaron is responsible for overseeing timely servicing and the quality of small to large scale enhancement projects.

Steve Small
Enhancement Manager
Steve is responsible for overseeing timely servicing and the quality of small to large scale enhancement projects.

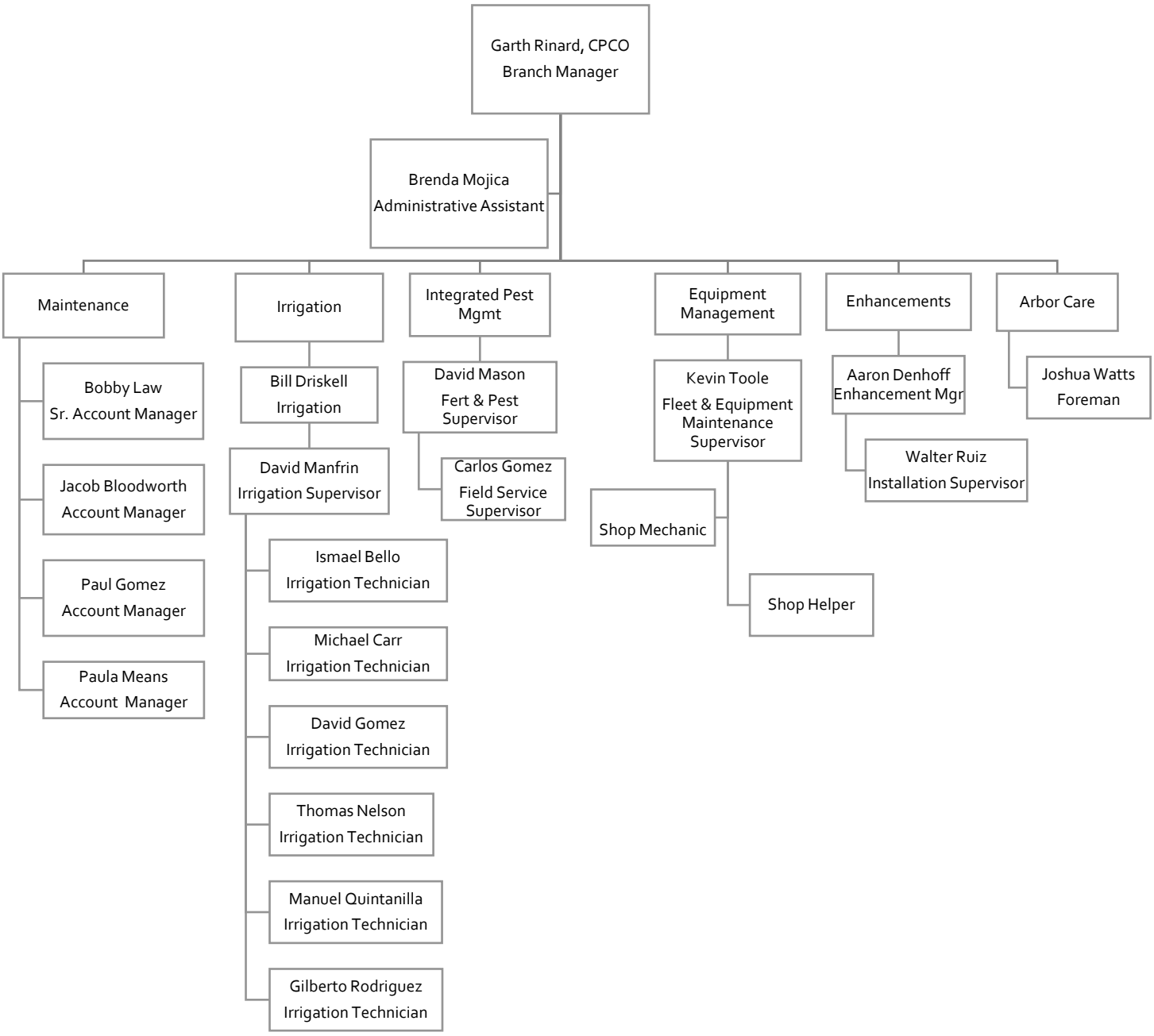
Robert Tabone
Fertilization & Pest Control Supervisor
Bob is responsible overseeing LMP's Integrated Pest Management (IPM) services utilized to prevent damage from insects and/or disease issues.

Dave Mason
Fertilization & Pest Control Supervisor
Dave is responsible overseeing LMP's Integrated Pest Management (IPM) services utilized to prevent damage from insects and/or disease issues.

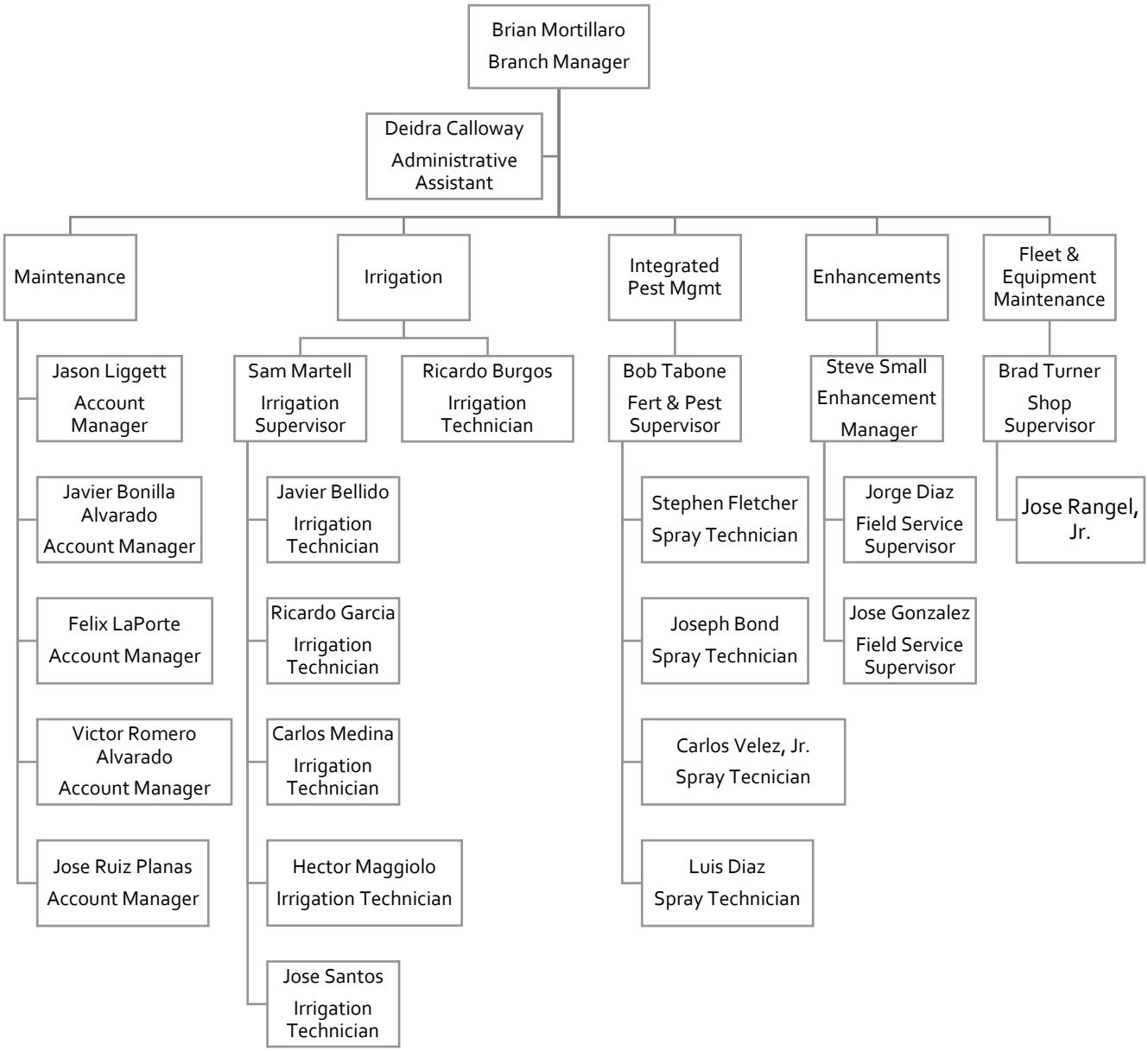
Kevin Toole
Mechanical Support Services
Kevin is responsible for ensuring that all vehicles and small equipment used by the Dover team is fully functional meeting all safety requirements.

Brad Turner
Mechanical Support Services
Brad is responsible for ensuring that all vehicles and small equipment used by the Wesley Chapel team is fully functional meeting all safety requirements.

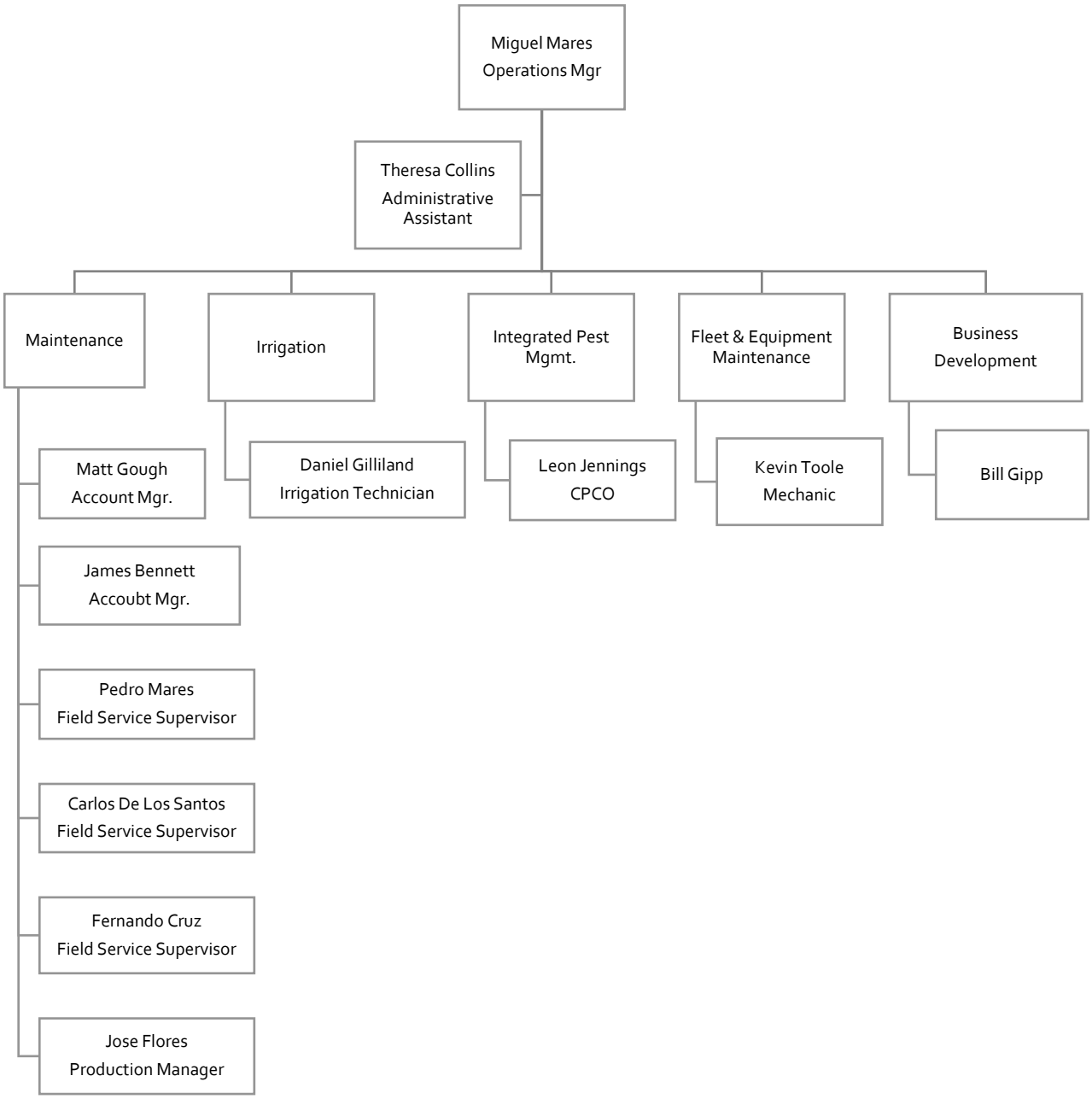
DOVER BRANCH



WESLEY CHAPEL BRANCH



SARASOTA BRANCH



LMP BUSINESS RESILIENCY PLAN

In reaction to any event deemed as critical in nature, LMP will adjust resources and/or work at client properties in a timely and efficient manner to reduce or eliminate impacts to your business operations. This includes but is not limited to the following events:

- Hurricane
- Named Storm
- Other Storm
- Flood
- Fire
- Tree Falls
- Safety Hazards

PANDEMIC OR OTHER RESOURCE DEFICIENCY ISSUES

LMP will accommodate for deficiencies to resources due to Pandemic or other health related illnesses.

PRODUCTION

Reduce standard Production Schedule to minimal needs during event and focus on proactive recovery of specific event.

- Do not add new enhancement or new installation work.
- Delay existing enhancement or new installation work.
- Delay regularly scheduled maintenance if possible.

RESOURCES REALIGNMENT

- Shift Crew Leader to Foreman/Driver Position.
- Shift from department to department (i.e.: Irrigation to Production).
- Shift Foreman to Production Manager.
- Shift Operations Manager to Account Manager.
- Shift Regional Account Manager to Account Manager.
- Shift Irrigation Managers to Account Manager.
- Shift Agronomics & Horticulture Manager to Account Manager.
- 7 day work schedules and overtime.
- Hire temporary skilled resources from Staffing Service.

ENVIRONMENTAL & RECYCLING PROGRAM

ENVIRONMENTAL STATEMENT

- LMP, Inc. follows state and federal guidelines and regulations on environmental issues.
- All employees are required to participate in LMP's environmental training.
- LMP works with environmentally minded companies, and we are testing environmental friendly products and will adapt them and use products that comply with the green standards.

HAZARDOUS MATERIALS MANAGEMENT & DISPOSAL PROGRAM

- LMP, Inc. follows all federal regulations and guide lines when using, storing or disposal of hazardous and non-hazardous materials.
- All hazardous materials are stored following the manufactures directions.
- Hazardous materials are kept in a limited access building under lock and key.
- Materials are received and dispensed under management supervision only.
- Hazardous products that LMP carries inventory of on regular basis are stocked and used on an age basis using oldest first.
- If any product is expired, (past the manufactures use date) or damaged upon delivery, it is contained and safely returned to the vendor.
- LMP's Fleet Manager is the only person authorized to oversee the return or disposal of hazardous materials.
- Vehicles and equipment are maintained and kept at the manufactures recommend setting for the best fuel consumption and minimum carbon emissions.

CONSUMPTION & RECYCLE

- All fuel and chemicals are kept in a secure limited access area, all items are dispensed by management only.
- Mowers are all equipped with mulching blades.
- All debris from our job sites are returned to LMP and sorted as: recycle, salvage, or trash and disposed of accordingly.

RESOURCE CONSERVATION & MANAGEMENT

FUEL CONSERVATION

- Direct routing of vehicles to and from job sites.
- Forward planning on upcoming jobs & future equipment needs.
- Evaluation of travel time vs. Overtime.
- Vehicle & equipment idle time.

WATER CONSERVATION

- Use reclaim water whenever available.
- Rain sensors on all irrigation systems.
- Use low flow drip & low volume spray heads.
- Using native plant material that are drought resistance.

MOISTURE MANAGEMENT

LMP, Inc. has partnered with the manufacturer and also distributors of Hydretain® to provide a moisture management aid as a moisture management option for our customers. We've had tremendous success in offering this to our customers which has proven to reduce water consumption, replacement turf and plant material costs not to mention water bills. Hydretrain® is a liquid blend of synergistic organic compounds which reduces watering requirements, by as much as 50%, for plant, shrubs, trees, grasses and food producing agriculture.

In addition, by providing proper moisture management, Hydretain® helps to increase plant survival rates, maximize crop production, extend flower life, and maximize fertilizer usage and aid in transplant survival. Hydretain® slows water loss in soils by attracting and holding moisture within soil particles. Also, as a result of reduced evaporation, the lateral movement of moisture into the vicinity of the root zone is dramatically improved. This moisture is then held within the treated soil, readily available to the root system. As water moves into the plant, through the normal process of osmosis, the treatment remains in place continually seeking and managing available moisture.

LMP LICENSES & CERTIFICATIONS

LMP, in accordance with the requirements specified within Florida Statute 482 (482.071), maintains at each of its locations copies of employee licenses from the Department of Agriculture and Consumer Services (DACS) as well as certificates from the Department of Environmental

Protection (DEP), the International Society of Arboriculture (ISA), and the Florida Nursery, Growers and Landscape Association (FNGLA) as well as other professional organizations. If the property should determine LMP is its service provider of choice then a copy of the required licenses will be provided for its records upon request.

First Name	Last Name	BMP	Pesticide Applicator	Commercial Fertilizer Applicator	CPCO	ISA Certified Arborist	FNGLA Certification(s)
Alvaro	Balderrama	GV405725-1					
Manuel	Barron	GV401468-1					
Ismael	Bello	GV401469-1					
Jacob	Bloodworth	GV406646-1	JE271970				
Joseph	Bond	GV29832-1	JE207834	LF219744			
Javier	Bonilla	GV397827-1					
Ricardo	Burgos		JE252127				
Nelson	Calderon	GV18173-2	JE186565	LF233541			
Scott	Carlson	GV11210-1					
Jose	Centeno		JE280378				
Kenyatta	Clayton	GV909032-1					
Angel	Cruz		JE282568				
Fernando	Cruz		JE280389				
Michael	Davidson		JE116766				
Cristobal	De La Cruz	GV29835-1	JE144020	LF219748			
Carlos	Delgado Castro	GV909033-1					
Aaron	Denhoff	GV19093-1					
Luis	Diaz		JE266583				
William "Bill"	Driskell, Sr	GV19062-1					
Stephen	Fletcher	GV19329-1	JE199332	LF219686			
David	Fontanez	GV401471-1					
Diego	Francisco	GV397987-1					
Trenard	Garner	GV909035-1	JE280387				
Andres	Gaspar-Esteban	GV401614-1	JE272345				
Candido	Gaspar-Juan		JE272937				
Carlos	Gomez	GV29838-1	JE201112	LF225682			
David	Gomez	GV4613-1					
Paul	Gomez	GV12405-1	JE159363				

Edin	Gonzalez	GV397713-1	JE184954			
Matthew	Gough	GV910380-1	JE283985			
Sarbelio	Hernandez		JE282539			
Orlando	Jacinto		JE272938			
Rufino	Jahuey	GV397714-1				
Leon	Jennings	GV4512-1	JE40598	LF223452	JF5986	FL-5259A
Cristhian	Jimenez Torres	GV909036-1				
Alejandro	Juarez		JE252128			
Felix	Laporte	GV402063-1	JE255130			
Bobby	Law	GV12409-1	JE136722			
Bill	Leavens	GV20498-1	JE138769			
Auner	Lopez	GV397988-1	JE243116			
Claudio	Lopez	GV405727-1	JE272626			
Andres	Lopez	GV14789-1	JE257877			
David	Manfrin	GV29844-1				
Samuel	Martel	GV406648-1				
Miguel	Martinez	GV401765-1				
David	Mason	GV14131-2	JE174601	LF279730		
Andres	Melo Manuel		JE266670			
Esteban	Merida		JE284077			
Angel	Miron	GV397990-1	JE284078			
Gabriel	Miron-Torres	GV397716-1	JE201115			
Jimy	Molina	GV397991-1	JE218002			
Angel	Monterroso	GV401763-1				
Nery	Monterroso	GV405729-1				
Edgardo	Navarro		JE252131			
Thomas	Nelson	GV12398-2				
Alex	Ortiz		JE280379			
Ledarin	Ragins		JE205518			
Sotero	Ramos		JE277849			
Vilvian	Ramos Gomez		JE279533			
Jose	Reyes	GV397993-1				
Rafael	Reyes	GV406650-1				
Garth	Rinard		JE29820		JF159948	
Jose	Rios	GV910340-1	JE283843	LF284218		

Ruben	Rivero		JE280376			
Miguel	Rogel-Saldivar	GV32492-1	JE226730	LF231145		
Sergio	Rojas					
Victor	Romero-Alvarado	GV402065-1	JE237110			
Victor	Rubio-Balli	GV401768-1				
Jose	Ruiz Planas	GV397996-1				
Paulino	Ruiz-Hernandez	GV401474-1				
Nicholas	Sanborn		JE170039			
Luis	Santana		JE280377			
Steve	Small	GV29846-1	JE170038	LF219743		
Sean	Spencer	GV24336-1	JE170039	LF286565		
Robert	Tabone		JE52727	LF184018	JF250513	
Kevin	Toole	GV406651-1				
Jose	Ugarte	GV402066-1				
Randy	Vazquez		JE232542	LF233292		
Jose	Vazquez	GV34698-1	JE232537	LF233291		
Carlos	Velez, Jr.		JE282565			
Kelly	Vickers	GV36130-1				FCP H62 12182
Bonifacio	Villegas	GV23038-1	JE204496	LF219742		

ASSETS & EQUIPMENT

VEHICLES

Year	Make	Model
1999	Ford	F-350
1999	Ford	F-550
2001	Ford	F-550
2001	International	4700
2002	Ford	F-350
2002	International	4300
2004	Ford	F-250
2004	Ford	F-250
2005	Isuzu	Spray
2006	Ford	F-350
2006	Ford	F-250
2006	Ford	F-250
2006	Ford	F-250
2006	Ford	F-150
2008	Ford	Ranger
2008	Ford	F-250

2008	GMC	Sierra 1500
2008	Ford	Ford
2008	Ford	F-250
2008	Ford	F-250
2008	Ford	F-250
2008	Ford	F-250
2009	Ford	F-150
2010	Ford	F-250
2010	Ford	F-250
2010	Ford	F-150
2010	Ford	F-150
2010	Ford	F-150
2010	Ford	F-150
2010	Ford	F-150
2011	Ford	F-250
2011	Ford	F-250
2011	Ford	F-150
2011	Ford	F-150
2011	Ford	F-150
2011	Ford	F-150
2011	Ford	F-150
2011	Ford	F-250
2011	Ford	F-250
2011	Ford	F-450
2011	Chevy	Silverado 1500
2011	Ford	Escape
2011	Ford	F-150
2011	Ford	F-150
2011	Ford	F-250
2011	Ford	Ranger
2012	Ford	F-250
2012	Ford	F-250
2012	Ford	F-250
2012	Ford	F-250
2012	Ford	F-150
2012	Ford	F-250
2013	GMC	Silverado 1500
2013	GMC	Silverado 1500
2013	Ford	F-150
2013	Ford	F-150
2013	Ford	F-250
2013	Ford	F-150
2014	Nissan	NV200

2014	Ford	F-250
2014	Nissan	NV200
2015	Ford	F-250
2015	Ford	F-250
2015	Chevy	Colorado
2015	Chevy	Colorado
2015	Nissan	NV200
2015	Nissan	NV200
2016	Chevy	Colorado
2016	Isuzu	NPR Crew Cab
2016	Isuzu	NPR Crew Cab
2016	Chevy	Colorado
2016	Chevy	Colorado
2016	Ford	F-250
2016	Ford	F-250
2016	Chevy	Colorado
2017	Ford	Escape
2017	Chevy	Colorado
2017	Ford	F-250
2018	Ford	Escape
2018	Isuzu	NQR
2018	Isuzu	NQR
2018	Isuzu	NPR Crew Cab
2018	Isuzu	NPR Crew Cab
2018	Chevy	Colorado
2018	Chevy	Colorado
2018	Isuzu	NQR W/ DUMP BODY
2018	Chevy	Colorado
2018	Nissan	NV200
2018	Chevy	Colorado
2018	Isuzu	NPR Crew Cab
2018	Ford	Escape
2019	Chevy	Colorado
2019	Chevy	Colorado
2019	Chevy	Colorado

MOWERS, HAND HELD & OTHER EQUIPMENT

MANUFACTURER	QTY	DESCRIPTION
Bobcat	2	Skid steer Loader
Club Car	2	Golf Cart
Dolmar	1	Chain Saw
Eagle	1	Portable Air Compressor

Echo	1	Chain Saw
ExMark	2	60" Mower
ExMark	1	72" Mower
ExMark	8	52" Walk behind Mower
ExMark	5	21" Walk behind Mower
Gravely	2	Blower
Gravely	6	52"" Mower
Gravely	3	60" Mower
Gravely	15	52" Walk Behind Mower
Gravely	1	Blower
Honda	1	21" Push mower
Husky	2	Air Compressor
Husky	1	Generator
Husqvarna	55	Blower
Husqvarna	41	Backpack Blower
Husqvarna	1	Chain Saw
Husqvarna	10	Stick Hedger
Husqvarna	39	Edger
Husqvarna	31	Hedger
Husqvarna	56	Trimmer
Husqvarna	12	60" Mower
Husqvarna	14	72" Mower
Husqvarna	3	61"" Mower
Husqvarna	1	60" Zero Turn Mower
Husqvarna	2	Mower
Husqvarna	9	52" Walk behind Mower
Jacobsen	1	Batwing Mower
John Deere	1	Gator 6X2 Wheel
John Deere	1	Gator 4X2 Wheel
John Deere	1	Wheel Loader
Lesco	3	Spreader
Lincoln Electric	2	Welder
Little Wonder	1	Blower
Little Wonder	1	Lawn Vacuum
Ranger	1	Balancer
Ranger	1	Tire Machine
Stihl	1	Blower
Stihl	6	Backpack Blower
Stihl	20	Chain Saw
Stihl	13	Pole Saw

Stihl	1	Trimmer
Stihl	21	Stick Hedger
Stihl	6	Hedger
Stihl	25	Edger
Stihl	3	Trimmer
Toro	8	21" Push mower
Toro	1	Workman 3200
Toro	1	Lawn Tractor

CERTIFICATE OF INSURANCE

ACORD®

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 10/10/2019

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER	CONTACT NAME: Sue Russell, CIC	
Stahl & Associates Insurance, Inc. 110 Carillon Parkway St. Petersburg FL 33716	PHONE (A/C, No, Ext): (727) 391-9791	FAX (A/C, No): (727) 393-5623
	E-MAIL ADDRESS: sue.russell@stahlinsurance.com	
	INSURER(S) AFFORDING COVERAGE	NAIC #
	INSURER A : Westfield Insurance Company	24112
	INSURER B : Bridgefield Casualty Ins Co	10335
	INSURER C : Travelers Property Casualty Ins Co	36161
	INSURER D :	
	INSURER E :	
	INSURER F :	

INSURED: Landscape Maintenance Professionals Inc, dba LMP, P O Box 267, Seffner FL 33583-0267

COVERAGES CERTIFICATE NUMBER: CL1910949476 REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	X COMMERCIAL GENERAL LIABILITY CLAIMS-MADE X OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: POLICY X PRO-JECT X LOC OTHER:			CMM7817146	10/14/2019	10/14/2020	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG	$ 1,000,000 $ 500,000 $ 5,000 $ 1,000,000 $ 2,000,000 $ 2,000,000
A	AUTOMOBILE LIABILITY X ANY AUTO OWNED AUTOS ONLY HIRED AUTOS ONLY SCHEDULED AUTOS NON-OWNED AUTOS ONLY			CMM7817146	10/14/2019	10/14/2020	COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident) PIP-Basic	$ 1,000,000 $ $ $ $ 10,000
C	X UMBRELLA LIAB X OCCUR EXCESS LIAB CLAIMS-MADE DED RETENTION $			TBD	10/14/2019	10/14/2020	EACH OCCURRENCE AGGREGATE	$ 5,000,000 $ 5,000,000
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) Y/N: N If yes, describe under DESCRIPTION OF OPERATIONS below	N/A		19649070	08/01/2019	08/01/2020	X PER STATUTE OTH-ER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	$ 1,000,000 $ 1,000,000 $ 1,000,000
A	Leased/Rented Equipment Scheduled Equipment			CMM7817146	10/14/2019	10/14/2020	Limit Limit/Deductible	75,000 1,552,482/2,500

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER	CANCELLATION
FOR INFORMATION PURPOSES ONLY ********** **********	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE Kelly L Pofahl

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PARK PLACE CDD NARRATIVE

1. **Location of Nearest Office to Park Place CDD** – Landscape Maintenance Professionals, Inc. local office location that would service this property is in Lutz, located at 26324 Wesley Chapel Blvd, Lutz Florida, and is approximately **25** miles from Park Place CDD. This location affords us the opportunity to be very responsive to any of the unexpected needs of the community. We have been at this location now for **6** years and we currently have close to **80** employees and **35** trucks at this location.

2. **Qualifications and Past Record of Performance –**LMP has extensive experience installing and maintaining resort-quality landscaping. Working throughout the state we are very familiar with the resort-quality level of landscaping that **Park Place CDD** demands. We currently maintain roughly 24 CDD's & 20+ HOA's in the Greater Tampa Bay area. We clearly understand the demands of CDD work and have proven our operational excellence throughout all of these projects. We'd welcome you to visit any one of these projects.
   We believe we are the right choice for **Park Place CDD** for several reasons. First of all is our experience with very similar projects in the area from Bexley Ranch CDD, Heritage Isles CDD, Lakeside HOA & CDD, New River HOA & CDD, Meadow Pointe II & IV CDD. We have a proven track record of taking properties that have struggled with their landscape program and we've stabilized them. Heritage Isles CDD is a prime example.

3. **Staffing Levels** –
   a. Maintenance Crews – We anticipate having a **3** person maintenance crew on-site 3-4 days a week. During the non-growing season, this will be reduced to still afford weekly service 52 weeks per year.

   b. Irrigation Crew – We anticipate a **1** person irrigation crew to be on site for a minimum of 2 days per month performing our irrigation audit. Any repairs will be done on additional days depending on the repairs to be made. An irrigation inspection report will be submitted on a monthly basis. Again with our close proximity we have the ability to respond in a timely manner to any emergencies as they arise. **A written report will be submitted on a monthly basis detailing irrigation inspection results by clock(s) and zone (s).**

   c. Fertilization/Pest Control Crew – We will have a **3** person crew on site **2-3** days per month to treat for weed issues, pest issues including **spot treatment** of fire ant mounds.

   d. Account Manager—LMP will have an experienced account manager to oversee work the quality of work performed at Park Place CDD performing and communicate with the property manager on any issues that he observes. Jason Liggett will be your account manager . Jason has been with LPM over 10 years and is exceptions in his communication and client service. He will also provide written recommendations for landscape improvements and corrections on a monthly basis , or as needed.

SUMMARY BID FORM

Exterior Landscape Maintenance
PARK PLACE CDD - RACETRACK ROAD
Tampa, FL

A. Landscape Maintenance Total	$35,278.75
B. Seasonal Color / Perennial Maintenance Total	$1,144.00
C. Seasonal Plant Installation Total	$10,296.00
D. Mulch Total	$10,080.00
1ST YEAR TOTAL BID PRICE	**$56,798.75**
2ND YEAR TOTAL BID PRICE	***$56,798.75***
3RD YEAR TOTAL BID PRICE	***$56,798.75***

Contractor Company Name: Landscape Maintenance Professionals, Inc.

Contractor Address: PO Box 267, Seffner, FL 33583

Contractor Representative: Scott A Carlson

Contractor Signature: Scott A. Carlson

Title : Vice President

Telephone Number: (813) 757-6500

Date: Jan 4, 2020

*** Owner may purchase materials tax exempt , however bid amounts must include and identify sales tax. To the extent Owner purchases materials tax exempt during the life of this Service Agreement, Owner shall receive a compensating credit against the amount due the Contractor for the cost of such materials and sales tax included in the Bid Price.**

SUMMARY BID FORM

Exterior Landscape Maintenance
PARK PLACE CDD - MANDOLIN ESTATES
Tampa, FL

A. Landscape Maintenance Total	$44,488.00
B. Seasonal Color / Perennial Maintenance Total	$1,800.00
C. Seasonal Plant Installation Total	$16,200.00
D. Mulch Total	$10,800.00
1ST YEAR TOTAL BID PRICE	**$73,288.00**
2ND YEAR TOTAL BID PRICE	***$73,288.00***
3RD YEAR TOTAL BID PRICE	***$73,288.00***

Contractor Company Name: Landscape Maintenance Professionals, Inc.

Contractor Address: PO Box 267, Seffner FL 33583

Contractor Representative: Scott A Carlson

Contractor Signature: Scott A. Carlson

Title: Vice President

Telephone Number: (813) 757-6500

Date: Jan 4, 2020

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SUMMARY BID FORM

Exterior Landscape Maintenance
PARK PLACE CDD - HIGHLAND PARK
Tampa, FL

A. Landscape Maintenance Total	$64,801.00
B. Seasonal Color / Perennial Maintenance Total	$1,512.00
C. Seasonal Plant Installation Total	$13,608.00
D. Mulch Total	$28,800.00
1ST YEAR TOTAL BID PRICE	**$108,721.00**
2ND YEAR TOTAL BID PRICE	***$108,721.00***
3RD YEAR TOTAL BID PRICE	***$108,721.00***
****ADDITIONAL MOWING OF LAKE DAGNY***	***$12,000.00 Per Year***

Contractor Company Name: Landscape Maintenance Professionals, Inc.

Contractor Address: PO Box 267 Seffner, FL 33583

Contractor Representative: Scott A Carlson

Contractor Signature Scott A. Carlson

Title: Vice President

Telephone Number: (813) 757-6500

Date : Jan 4, 2020

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PARK PLACE CDD

CATEGORY A

LANDSCAPE MAINTENANCE ITEMIZED BID FORM

TURF FUNCTION	FREQUENCY (PER YEAR)	UNIT PRICE	TOTAL
St. Augustine			
Mow	42	$409.25	$17,188.50
Edge (Bedlines)	21	$97.25	$2,042.25
Edge (Hardlines)	42	$285.00	$11,970.00
Monofilament Trim	42	$89.25	$3,748.50
Turf Fertilization	6	$1,421.25	$8,527.50
Turf Insect/Disease/Weed Control	52	$54.50	$2,834.00
Bermuda / Zoysia			
Mow	42	$7.00	$294.00
Edge (Bedlines)	21	$2.50	$52.50
Edge (Hardlines)	42	$1.25	$52.50
Monofilament Trim	42	$.50	$21.00
Turf Fertilization	6	$40.00	$240.00
Turf Insect/Disease/Weed Control	52	$.75	$39.00
Overseeding	O/R	Time And Materials	Time And Materials
Bahia			
Mow	40	$283.00	$11,320.00
Turf Fertilization	2	$577.00	$1,154.00

Continued on following page.

PARK PLACE CDD

CATEGORY A

LANDSCAPE MAINTENANCE ITEMIZED BID FORM *(Continued)*

MAINTENANCE FUNCTIONS	FREQUENCY (PER YEAR)	UNIT PRICE	FIRST YEAR TOTAL PRICE
Bed Weed Control	52	$379.00	$19,708.00
Shrub Insect/Disease Control	52	$21.25	$1,105.00
Shrub/Groundcover Pruning	12	$833.50	$10,002.00
Shrub/Groundcover Fertilization	4	$1,554.75	$6,219.00
Tree / Woodline Pruning	12	$305.00	$3,660.00
Tree Fertilization	2	$905.00	$1,810.00
Palm Pruning	2	$5,830.00	$11,660.00
Palm Fertilization	2	$796.00	$1,592.00
Debris Disposal	52	$151.25	$7,865.00
Irrigation Management	52	$412.75	$21,463.00

CATEGORY A. 1ST YEAR LANDSCAPE MAINTENANCE TOTAL $ 144,567.75

Contractor Signature | **Landscape Maintenance Professionals, Inc.** (Company Name) | **Jan 4 ,2020** (Date)

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PARK PLACE CDD

CATEGORY B

SEASONAL COLOR/PERENNIAL MAINTENANCE ITEMIZED BID FORM

SEASONAL COLOR/PERENNIAL MAINTENANCE	FREQUENCY (PER YEAR)
Deadheading/Pruning	24
Mulching	As Needed
Insect/Disease Control	52
Watering	As Needed
Fertilization	12

CATEGORY B. **1ST YEAR SEASONAL COLOR/ PERENNIAL MAINTENANCE TOTAL** **$ 4,590.00**

Contractor Signature	Landscape Maintenance Professionals, Inc.	Jan 4, 2020
	Company Name	Date

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PARK PLACE CDD

CATEGORY C

SEASONAL COLOR INSTALLATION ITEMIZED BID FORM

QUANTITY	PLANT MATERIAL	SIZE	UNIT PRICE	TOTAL PRICE
5,100	Spring	4"	$1.80	$9,180.00
5,100	Summer	4"	$1.80	$9,180.00
6,375	Fall	4"	$1.80	$11,475.00
6,375	Winter	4"	$1.80	$11,475.00

CATEGORY C. 1ST YEAR SEASONAL PLANT INSTALLATION TOTAL **$ 41,310.00**

NOTES:

1. Not all properties have seasonal colorbeds.

2. All annuals shall be four-inch (4") container-grown Grade A plants with multiple blooms at the time of installation.

3. All prices shall be inclusive of material costs including soil amendments, mulch, labor, taxes, etc.

4. Contractor is responsible for estimating and confirming the quantity of flowers based on the existing beds on the property at the time of bid submittal and on the spacing shown below:

   a. Distance away from curbs, turflines, etc.:
      Spring Annuals 10"
      Summer Annuals 10"
      Fall Annuals 8"
      Winter Annuals 8"

   b. On Center (o.c.) Spacings:
      Spring Annuals 10"
      Summer Annuals 10"
      Fall Annuals 8"
      Winter Annuals 8"

Contractor Signature | **Landscape Maintenance Professionals, Inc.** Company Name | **Jan 4, 2020** Date

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PARK PLACE CDD

CATEGORY D

MULCH ITEMIZED BID FORM

MATERIAL	UNIT PRICE	TOTAL PRICE
Pine Bark Nugget (1st application)	$48.00	$33,120.00
Pine Bark Nugget (2nd application)	$48.00	$16,560.00

CATEGORY D. 1ST YEAR MULCH TOTAL **$ 49,680.00**

NOTES:

1. Contractor is responsible for measuring and pricing the quantity of mulch required for each complete mulching of all presently mulched areas on site.

2. Contractor mulching total **shall include** one complete trenching as specified in the trenching specifications.

Contractor Signature | **Landscape Maintenance Professionals, Inc.** Company Name | **Jan 4, 2020** Date

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SUPPLEMENTAL PRICING FORM

1. Grade A pinestraw (cost/bale, spread on site)	$8.00 Per Bale
2. Cypress mulch (cost/yard, spread on site)	$48.00 Per Cy
3. Mini pinebark nuggets - (cost/yard, spread on site)	$48.00 Per Cy
4. Winter Rye Overseed – (cost/occurrence, including spot reseeding)	Time And Materials
5. St. Augustine sod laid, non-site ready (cost/square foot)	$.95 Per Sf
6. Additional labor with truck and hand tools (cost/man hour)	$45.00 Per Hr
7. Additional labor with truck and small power equipment (e.g., edger, blower, etc.) (cost/man hour)	$45.00 Per Hr
8. Additional labor with truck and light power equipment (e.g., 36" and 52" walk mower) (cost/man hour)	$50.00 Per HR
9. Additional labor with truck and heavy power equipment a. 72" bush hog with operator (cost/man hour) b. 600 gallon minimum watering truck with operator (cost/man hour)	a. $65.00 Per Hr b. $75.00 Per Hr
10. Cost per hour a. General Laborer b. Supervisor and truck c. Irrigation Technician & truck d. Irrigation Technician with one laborer & truck e. General repair and maintenance person that shall be required to perform these and other general maintenance task, e.g., replacement of light bulbs, pressure washing, general painting of signs and hardware. Price should include individual having transportation and supplying all tools and equipment needed to perform these tasks.	a. $35.00 Per Hr b. $45.00 Per Hr c. $60.00 Per Hr d. $90.00 Per Hr e. $35.00 Per Hr

The prices above shall be commensurate with the contract term.

Scott A. G

Contractor Signature

Landscape Maintenance Professionals, Inc. **Jan 4, 2020**

Company Name Date

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