

# Tree Management Program



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You can count on us to preserve your trees, enhance their appearance, increase their production, improve safety and reduce liability.

Our ISA Certified Arborists offer a comprehensive set of services and will be available to you for everything you may need to keep your trees healthy and beautiful.

**Tree Care services include:**

- Tree pruning
- Soil and tissue analysis
- Cabling and bracing
- Emergency storm clearance
- Tree removal and stump grinding
- Inventory and management plans
- Insect and disease control
- Nutrient management
- Fertilization
- Transplant and relocation
- Nuisance fruit production control
- Hazard evaluation and management



The pruning of trees and palms assures the natural character which reduces potential hazards and insures stability in your urban tree canopy. Hardwood Trees can be pruned at various times of the year but our ISA Certified Arborist recommends a Winter and Summer management program.

**Winter** Maintenance Pruning of Crape Myrtles (February-March), Hardwood elevation and deadwood removal if necessary

**Spring** (April-May) Pruning of all Palms to remove brown fronds and seed stalks.

**Summer** Maintenance Pruning of Hardwoods to remove excess foliage, building, security, vehicle and pedestrian clearance issues.

**Fall** (September-October) Pruning of all Palms to remove brown fronds and seed stalks (Optional if needed)



# Irrigation Management



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Water Management is much more than just sprinkler repairs. After confirming that all heads are working properly, we will need to understand which zones water which plants, and whether they are growing in full sun or shade. It is also important to monitor the soil conditions and daily weather conditions.

Please note that this is an initial estimate and we will need to perform a complete and thorough audit in order to provide accurate pricing.

Every Irrigation clock will be checked thoroughly once per month by the full time Irrigation Technician.

A report will be provided to the management team. Any irrigation heads or damaged will be repaired immediately. Any other problems will be reported immediately to Director of Operations.

- Monthly irrigation checks assure that every zone is fully operational, and coverage is adequate to keep a healthy and lush landscape.
- Water management is the key to a successful landscape management program.
- The best preventative maintenance program is one that consistently checks the system, keeps it up and running properly, and repairs issues in timely manner.



# Seasonal Color Management



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A seasonal color program on your property is the perfect complement to a well-maintained landscape. A consultation with your Account Manager will ensure beautiful seasonal color throughout the year.

On a per-square-foot basis, color plantings are usually the most intensively managed element of a landscape. There are ways, however, to develop an outstanding color program that makes a strong return on the investment.

Color themes may be used to complement buildings, company colors or the appropriate season of the year.

BrightView will take control of all Seasonal Color Beds, weed control, all fungus controls, all designs and all warranties associated with all the Seasonal Color Beds.

Designated in this contract, BrightView will be 100% responsible for all services associated with Seasonal Color Management on site.



# Emergency Storm Response



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## Emergency Storm Response

We will help you be ready for whatever hurricane season throws your way! With help from our local teams we can provide recommendations on structural pruning to developing a post storm clean up action plan tailored to your property. Thanks to our large footprint within Florida we're able to bring in outside help if necessary to get you cleaned up quickly in the event of large storms.

Safety before and after a storm is our primary focus. Immediately following a storm our teams will ensure:

- Vehicle access is cleared, allowing emergency personnel access.
- Debris that may pose immediate risk is cleared.
- Plant material that may have a chance of surviving is replanted.
- Hazardous damaged limbs that remain in trees are trimmed or removed.
- Tree limbs, root balls, or large wood debris remaining on the ground is chipped and removed.
- Final restoration of any remaining damages or losses resulting from the storm is performed



# BrightView Design Group



# BrightView Design Capabilities

Our enhancement specialists have worked with, and have envisioned options for improving the curb appeal of Carlton Lakes for areas noted for improvement. The changes shown below are examples of simple solutions that make a big



# BrightView Design: Before & After

## Before



Dull overgrow entry island



Entrance without much color

## After



Using our Imagining software to show the possibilities



Possible Curb Appeal Proposal

# Pricing of Maintenance Services

We are committed to fulfilling the specific landscape needs while providing the service you expect. Price is for one (1) year of service and does not include tax or ancillary services.

## Carlton Lakes CDD

Scope of Work	Frequency	Monthly	Yearly
<b>Landscape Maintenance</b>		\$11,162.00	\$133,944.00
Mowing	42		
Edging	42		
Line Trimming	42		
Turf Weed Control	2		
Blowing, small debris pickup	42		
Groundcover Pruning	12		
Bed Weed Control	12		
Plant Bed Management	12		
Prune all Shrub Material to Manicured Appearance	12		
Keep vegetation from encroaching in walkway areas and trails	42		
Leaf removal	8		
<b>Chemical and Horticultural Maintenance</b>		\$2,452.00	\$29,424.00
Turf Fertilization	4-5		
Insect and Weed Control Turf & Shrub	4-5		
Shrub & Groundcover Fertilization	3		
Initial Irrigation Inspection in first 30 Day	1		
<b>Irrigation Maintenance</b>		\$800.00	\$9,600.00
Monthly Inspection of Sprinkler Controller	12		
Check and adjust all pop-up and shrub sprinklers	12		
Check and adjust all rotor sprinklers	12		
Monthly irrigation reports	12		
<b>TOTAL PRICE</b>		<b>\$14,414.00</b>	<b>\$172,968.00</b>

Optional Services	Unit Cost	Cost per Service	Est. Yearly Price
Annuals 4" Unit (900 Units Installed)	\$1.85/ 4" Unit	\$ 1,665.00	\$6,660.00
Mulch Installation	\$50.00/ Cu Yd.	\$	\$
Palm Pruning– (221 Sabal Palms)	\$28.00/ Palm	\$6,188.00	\$6,188.00

# Customer References

## Southshore Bay– Hidden Creek CDD

Contact: Paul Cusmano, 813-418-2473  
 Property Address: Riverview, FL.  
 Customer Since: 2018  
 Services Provided: Landscape and Irrigation Installation, and Maintenance, Enhancements, Fertilization, Pest Control,



## Lucaya Lake HOA, Spring Lake CDD

Contact: Debby Nussel, (813) 873-7300 Ext. 324  
 Property Address: Riverview, FL.  
 Customer Since: 2018  
 Services Provided: Landscape Maintenance, Enhancements, Fertilization, Pest Control, Irrigation Services



## Waterleaf CDD

Contact: Paul Cusmano, 813-418-2473  
 Property Address: Riverview, FL.  
 Customer Since: 2015  
 Services Provided: Landscape and Irrigation Installation and Maintenance, Landscape Design and Enhancement





# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

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).

<b>PRODUCER</b> Aon Risk Services Northeast, Inc. - New York Office 199 Water Street New York, NY 10038-3551		<b>CONTACT NAME:</b> <b>PHONE (A/C No. Ext):</b> (866) 283-7122 <b>FAX (A/C, No):</b> (800) 363-0105 <b>E-MAIL ADDRESS:</b>															
<b>INSURED</b> BrightView Design Group		<table border="1"> <thead> <tr> <th>INSURER(S) AFFORDING COVERAGE</th> <th>NAIC #</th> </tr> </thead> <tbody> <tr> <td>INSURER A: ACI American Insurance Company</td> <td>22667</td> </tr> <tr> <td>INSURER B: ACI American Insurance Company</td> <td>22667</td> </tr> <tr> <td>INSURER C: ACI American Insurance Company</td> <td>22667</td> </tr> <tr> <td>INSURER D: American Guarantee &amp; Liability</td> <td>26247</td> </tr> <tr> <td>INSURER E:</td> <td></td> </tr> <tr> <td>INSURER F:</td> <td></td> </tr> </tbody> </table>		INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A: ACI American Insurance Company	22667	INSURER B: ACI American Insurance Company	22667	INSURER C: ACI American Insurance Company	22667	INSURER D: American Guarantee & Liability	26247	INSURER E:		INSURER F:	
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INSURER F:																	

**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	ADOL INR	SUBR WVD	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YYYY)	POLICY EXPIRATION DATE (MM/DD/YYYY)	LIMITS	
A	<b>GENERAL LIABILITY</b>			G71075783	10/1/18	10/1/19	EACH OCCURRENCE	
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY						DAMAGE TO RENTED PREMISES (Ea occurrence)	\$2,000,000
	<input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR						VED EXP (Any one person)	\$ 10,000
	<input checked="" type="checkbox"/> CONTRACTUAL LIABILITY						PERSONAL & ADV INJURY	\$2,000,000
	<input checked="" type="checkbox"/> ADULTERANCE						GENERAL AGGREGATE	\$4,000,000
	GENL AGGREGATE LIMIT APPLIES FOR						PRODUCTS - COMPROP AGG	\$4,000,000
	<input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC							
B	<b>AUTOMOBILE LIABILITY</b>			H09090538	10/1/18	10/1/19	COMBINED SINGLE LIMIT (Ea accident)	
	<input checked="" type="checkbox"/> ANY AUTO						BODILY INJURY (Per person)	\$
	<input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS						BODILY INJURY (Per accident)	\$
	<input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS						PROPERTY DAMAGE (Per accident)	\$
D	<input checked="" type="checkbox"/> UMBRELLA LND			AUC 5085968-14 (Follows Form)	10/1/18	10/1/19	EACH OCCURRENCE	
	<input type="checkbox"/> EXCESS LND	<input checked="" type="checkbox"/> CLAIMS-MADE					AGGREGATE	\$ as req. by contract
	<input type="checkbox"/> DED	<input type="checkbox"/> RETENTION \$						
C	<b>WORKERS' COMPENSATION AND EMPLOYERS' LIABILITY</b>			C48583404	10/1/18	10/1/19	<input checked="" type="checkbox"/> WC STATUS-TORY LIMITS <input type="checkbox"/> OTHER	
	<input checked="" type="checkbox"/> NEW PROPRIETOR/PARTNER/EXECUTIVE OFFICER/OWNER EXCLUDED?						E.L. EACH ACCIDENT	\$2,000,000
	<input type="checkbox"/> (If yes, describe under DESCRIPTION OF LIMITATIONS BELOW)						E.L. DISEASE - EA EMPLOYEE	\$2,000,000
							E.L. DISEASE - POLICY LIMIT	\$2,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required). Policy Provisions include a 30 day cancellation notice.

SAMPLE FOR BID PURPOSES

<b>CERTIFICATE HOLDER</b> (enter client name) (enter client street address) (enter client city state & zip)		<b>CANCELLATION</b> 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: <i>Aon Risk Services Northeast, Inc.</i>	
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ACORD 25 (2010/05)

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Submitted by:

Kyle DuBois

813-476-0304

Kyle.dubois@brightview.com



[www.brightview.com](http://www.brightview.com)



# LANDSCAPE MAINTENANCE PROPOSAL

For:

**Carlton Lakes CDD**

Date Submitted: May 1, 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
    - Insurance Cert

May 1, 2020

Nicole Hicks  
Carlton Lakes CDD  
2005 Pan Am Circle Suite 300  
Tampa, FL 33607

**Subject: Carlton Lakes CDD Landscape Maintenance**

**Buccaneer Landscape Management** sincerely appreciates the opportunity to present this proposal for landscape maintenance services for **Carlton Lakes 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*

**Chris Witherington**  
Buccaneer Landscape Management

## I. Proposal Forms – Exhibit “B”

Landscape Maintenance Proposal							
Date:	8/22/2019						
Customer Contact:	Nicole Hicks						
Property Name:	Carlton Lakes CDD						
						Cost per Month	Cost per Year
<b>SERVICE ITEM:</b>							
<b>Base Maintenance Services - Per Specifications</b>						\$ 10,973.33	<b>\$131,680.00</b>
> Mowing Services							
> Shrub bed, Tree and property detail services							
<b>Fertilization &amp; Pest Control - per enclosed specifications</b>						\$ 911.40	<b>\$ 10,936.80</b>
> Turf fertilization and pest control.							
> Shrub / Tree fertilization and pest control.							
> Seasonal Color fertilization and pest control if/when applicable.							
<b>Irrigation System Maintenance - monthly inspection</b>						\$ 200.00	<b>\$ 2,400.00</b>
> Monthly wet checks and adjustments							
<b>Mulching - per enclosed specifications</b>						\$ 1,333.33	<b>\$ 16,000.00</b>
> Mulching Services - installed at <b>\$40.00 / CY</b>							
<b>Itemized Pricing:</b>	Est. Qty	Rate	Cost / Freq.	# of Freq.			
per Cubic Yard	400	\$ 40.00	\$ 16,000.00	1			
<b>Tree trimming - per enclosed specifications</b>							
<b>Itemized Pricing:</b>	Est. Qty	Rate	Cost / Freq.	# of Freq.			
Palm Trimming	149	\$ 20.00	\$ 2,980.00	1		\$ 556.67	<b>\$ 6,680.00</b>
Hardwood Trimming	2	\$ 1,850.00	\$ 3,700.00	1			
			<b>\$ 6,680.00</b>				
<b>Annual Program - per enclosed specifications</b>						\$ 650.00	<b>\$ 7,800.00</b>
> Includes soil ammdments and replenishment per attached specifications.							
<b>Itemized Pricing:</b>	Est. Qty	Rate	Cost / Freq.	# of Freq.			
per 4" unit	1000	\$ 1.95	\$ 1,950.00	4			
<b>Grand Total</b>						<b>\$ 14,624.73</b>	<b>\$175,856.76</b>

## **Proposed Project Manpower Summary**

The following is an estimated (1) year total manpower summary for grounds maintenance operations for **Carlton Lakes CDD**.

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 **(6)** crew personnel per service visit, **(1 day.)** per week and **(42)** 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 **(6)** crew personnel per service visit, **(2 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)
- (5) Crew Members – Landscape Services

#### **Detail Crew**

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

- (1) Irrigation Tech – 12 monthly inspections per year for routine wet checks and repairs as needed.

- (1) Spray Tech – as needed for all fertilization and pest control services per specifications.

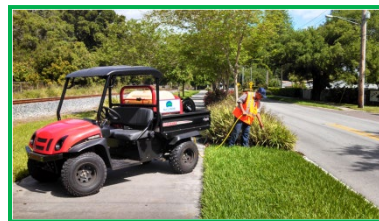
\*Quarterly weed control in Perennial Peanut included.

## 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), ureaformaldehyde (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:

- **Greenacre Properties** – Melissa Wood - 813-936-4120
- **American Landmark** – Colby Robertson – 850-838-6383
- **Carroll Organization** – Melissa Cannata – 813-445-1432

#### Sample Clients by Market Segment:

##### **Property Management Clients** (Multiple sites)

- Sentry Management
- Cushman and Wakefield
- Severn Trent
- Greenacre Properties
- Leland Management

##### **Commercial & Retail**

- CVS Pharmacy – Hillsborough County to Collier County
- Wawa
- DDR
- Benderson Development
- Grand Oaks Commerce Center

##### **HOA / CONDO**

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

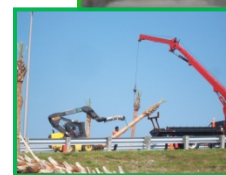
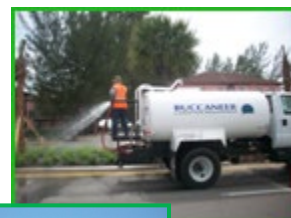
##### **Multi-Family Housing / Apartment Communities**

- Carroll Organization
- RADCO Residential
- Morguard
- American Landmark
- Equity Lifestyles Properties

## 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:

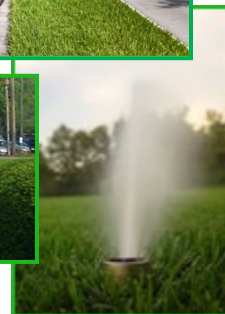
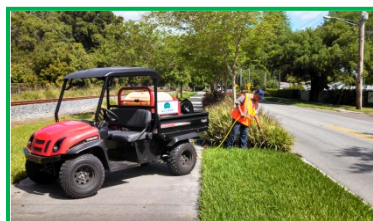
- Homeowners Associations
- Condominium Associations
- Community Development Districts
- Commercial and Office Parks
- Retail / Shopping Centers
- Hotel / Restaurant / Hospitality
- Multi-Unit Housing / Apartments
- Municipalities / Government
- Sports Turf / Facilities



## **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
  - 26+ fulltime employees and seasonal staff
3. **Bradenton** – services Bradenton and Sarasota
  - Warehouse with storage facility
  - 14 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
  - 14+ 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

[witherington@buccaneerlandscape.com](mailto:witherington@buccaneerlandscape.com)

**Office Management:** Tracy Witherington

Office: 727.798-6484

[tracy@buccaneerlandscape.com](mailto:tracy@buccaneerlandscape.com)

**Management:** Eddy Zuniga, Brad Bachman, Alec Israel, Luis Hernandez

- Contact information provided as needed for Region

## **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](http://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
- Irrigation Certification
- 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 \$3,000,000
  - 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 sixty 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 – 2018 Chevrolet W3500 Box Truck
- 1- 2018 Ford F-150
- 1 - 2017 Isuzu Lawn Spray Truck
- 1 - 2017 GMC Sierra 2500HD
- 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
- 1 – 2006 Isuzu NPR Dump Truck
- 2 – 2008 Isuzu NPR Custom Landscape Trucks
- 1 – 2016 Isuzu NPR Vanscaper
- 2 - 2007 Chevrolet Express Vans
- 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- 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 2018 or newer

- 100+ - Stihl Trimmers
- 100+ - Stihl Stick Edgers
- 100+ - Stihl Backpack blowers
- 50 - Stihl hedge trimmers
- Misc. tools

### 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 Gravelly Trekers – w/ 50 Gallon Sprayers
- 1 – 2015 John Deere Gator – w/ 50 Gallon Sprayers
- 1 – 2010 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

# Insurance Certificate - Sample

ACORD®		CERTIFICATE OF LIABILITY INSURANCE		DATE (MM/DD/YYYY) 11/5/2018		
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 Northeast Underwriters Inc. 4790 1st Street North  St. Petersburg FL 33703			CONTACT NAME: Stephanie Young PHONE (A/C, No, Ext): (727) 521-4253 FAX (A/C, No): (727) 527-9455 E-MAIL: syoung@neu-ins.com ADDRESS: syoung@neu-ins.com			
INSURED Buccaneer Landscape Management Inc PO Box 2453  Pinellas Park FL 33780			INSURER(S) AFFORDING COVERAGE		NAIC #	
			INSURER A: Ohio Casualty		24074	
			INSURER B: United States Fire Insurance		21113	
			INSURER C: Commerce & Industry Insurance		19410	
			INSURER D: FL Citrus Bus. Ind. WC Fund			
			INSURER E:			
			INSURER F:			
COVERAGES CERTIFICATE NUMBER: 17-18 with updated 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 SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:		BLO54718107	1/1/2017	1/1/2018	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 15,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COM/PO/AGG \$ 2,000,000 BCPCO \$
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> NON-OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> COMP \$1000 <input checked="" type="checkbox"/> COLL \$1000		1337401089	12/31/2016	1/1/2018	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ Uninsured motorist combined \$ 100,000
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED \$ RETENTION \$		BZ088086680	1/1/2017	1/1/2018	EACH OCCURRENCE \$ 3,000,000 AGGREGATE \$ \$
D	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input type="checkbox"/> N/A	10647269	5/23/2017	5/23/2018	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
A	Inland Marine		BMO1854718107	2/22/2017	2/22/2018	Equipment Leased or Rented \$100,000
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)						
CERTIFICATE HOLDER  Magnolia Park at Riverview Homeowners Association, Inc. 12630 Race Track Road Tampa, FL 33626				CANCELLATION  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  Troy Young/TEY		

ACORD 25 (2014/01)  
INS025 (201401)

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# Carlton Lakes Community Development District

## Landscape Maintenance Services Proposal

Devin Koopman  
Business Development Manager



**Duval Landscape**  
MAINTAINANCE

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# Carlton Lakes CDD

## Community Leadership,

On behalf of Duval Landscape Maintenance I want to first and foremost thank you for the opportunity and consideration to become your future landscape management services contract provider. The possibility of partnering with you is exciting! We are eager for the chance to service all of your landscape needs as a single source landscape maintenance partner. Our commitment to quality, customer service and consistent communication are a few of the pillars on which our culture is built.

Quality is the conformance to established and agreed upon requirements. We at Duval Landscape Maintenance manage this from the very beginning by means of our initial assessment and estimating take off of your property. Our team of experts spend significant time on site, utilize sophisticated measuring/budgeting software, and cross reference decades of field experience to ensure we understand the unique agronomic and horticulture characteristics that your property presents. Our precise quantifying process is our approach for each job to ensure accurate hours, crew size, type & size of equipment and clear defined specifications resulting in precise daily, weekly & annual work process(s).

In the following pages you will learn about Duval Landscape Maintenance and why we are the best choice as a organization. It is our desire to build partnerships through hard work that create lasting relationships. We believe that landscaping is about more than simply keeping up appearances and we hope we get the chance to show you just exactly what that means. Once again we are grateful for the opportunity to propose our bid for partnership with Carlton Lakes CDD .

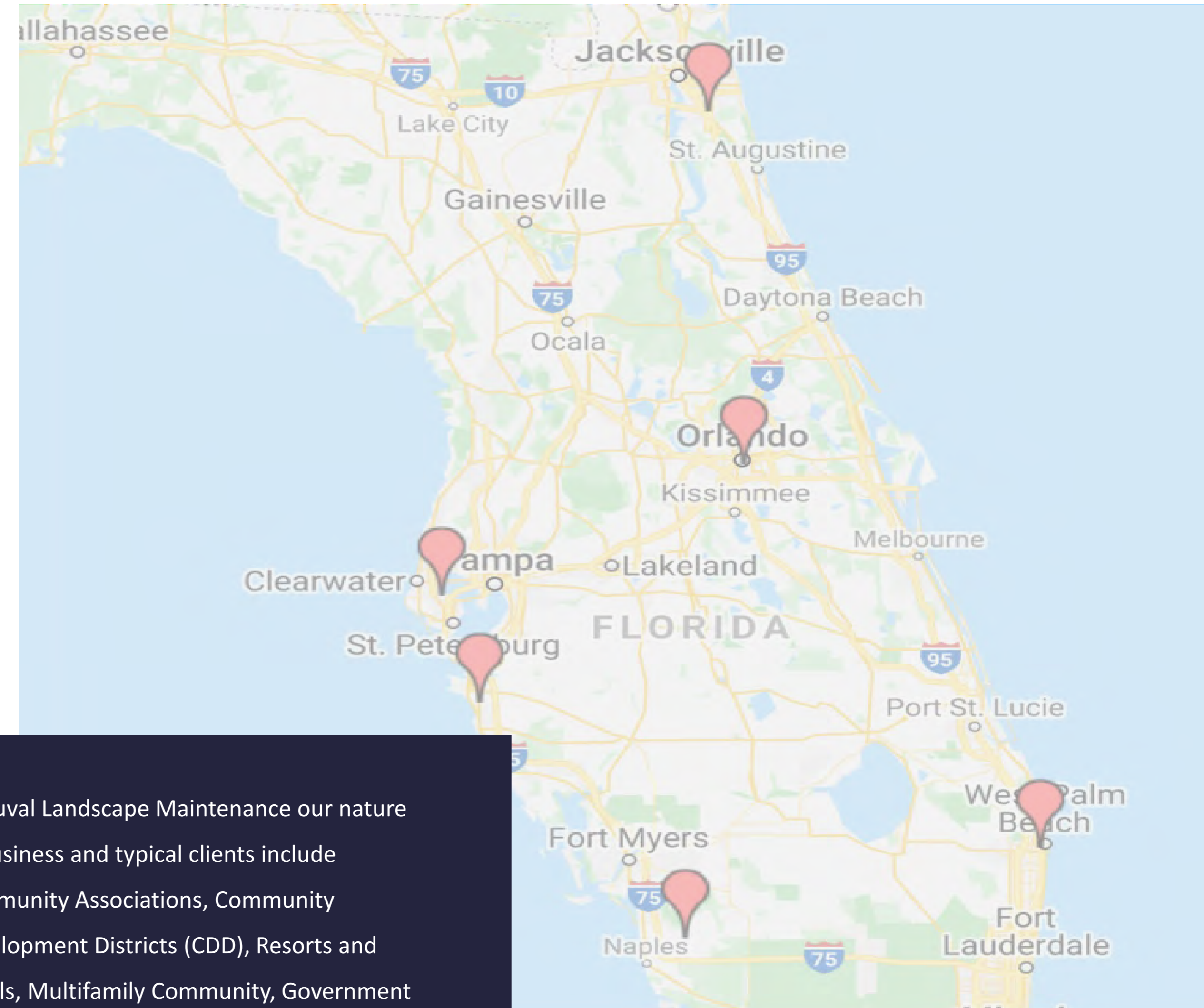
Sincerely,

**Devin Koopman**

Business Development Manager

# Duval Landscape Maintenance Company Overview

Duval Landscape started in 2009 with one man and one landscaping job. Since then, the company has rapidly grown to include over 340 full-time employees serving over 100 commercial customers throughout the state of Florida. Incorporated since August 12th 2009 Duval Landscape Maintenance (Charter No. L 09000077374 / FEIN 27 0877531) has since grown into one of the premier landscaping companies in Florida. Our corporate headquarters is located here in Jacksonville at 7011 Business Park Blvd N, Jacksonville FL 32256 however we also have branches at the following locations:



- **Jacksonville:** 7011 Business Park Blvd N | Jacksonville FL 32256
- **Naples:** 1961 Rock Road | Naples FL 34120
- **Tampa:** 4501 Ulmerton Road, Suite 7 | Clearwater FL 33762
- **Sarasota:** 2123 University Parkway, Suite 104 | Sarasota FL 34243
- **Orlando:** 2423 S. Orange Ave Ste 117 | Orlando FL 32806
- **West Palm Beach:** 1655 Donna Road, Suite 5 | West Palm Beach FL 3340

At Duval Landscape Maintenance our nature of business and typical clients include Community Associations, Community Development Districts (CDD), Resorts and Hotels, Multifamily Community, Government Districts and Corporate Commercial real estate properties.

# Duval Landscape Maintenance Principal Officers



**Rob Bullock**

P R E S I D E N T

In 2012, 2013, and again in 2017 Duval was the recipient of the National Grand Award for Landscape Maintenance excellence. This award is bestowed upon single contractor for providing superior services. With the extensive judging criteria, this award truly sets his firm apart. With over seventeen years of landscape acumen, Rob leads his team through direct involvement and a passion for client relations. Degree Lake City Community College—Landscape Management.



**Edwin Cintron**

C h i e f F i n a n c i a l O f f i c e r

Edwin has direct responsibility for managing our billing, receivables, payables, customer contracts, vendor agreements, and many more administrative management operations covering personnel, information technology, legal, and facility management. Edwin has over 15 years of business and financial management experience. He attended the University of South Florida in Tampa, FL for his undergraduate degree in Accounting and the Air Force Institute of Technology in Dayton, Ohio for his graduate degree in management.



**Charles McManaway**

B r a n c h M a n a g e r

Charles high level of skill, knowledge, and CDD/HOA experience makes him the “best” selection for leading and managing daily operations. Charles has 25 years of award winning landscape industry experience. His customer’s rely on his attention to detail, meeting & exceeding high end specification based contracts and for his expertise in lawn and ornamental care.



# Duval Landscape Maintenance Approach to Quality

6

Proper landscape can promote safety, comfort and tranquility in a space, making it a place worth spending time in. It is our responsibility to deliver these traits to a property and it is a responsibility we take seriously. Duval Landscape Maintenance values and commitment to quality are upheld by every member of our team and are reflected in every project we take on .

Based on the scope of service provided our approach to beginning and managing Carlton Lakes CDD community would include introductory meetings, community expectations, and plan of action to achieve desired landscaping. Establish a 30, 60, and 90 - day plan to servicing the property. The first 90-days set the tone when beginning a new project and understanding the community expectations through constant communication during initial meetings. Weekly/Monthly reports will be recorded and sent to community association manager upon completion. Duval Landscape Maintenance wants to work hand in hand with Carlton Lakes CDD to improve and enhance the current landscape.

# Narrative to Provide Services as Specified



During our preliminary assessment and inspection of the current property condition, we identified areas that require attention as well as their causes. While some may be related to work quality, there are many issues such as pest control, over irrigation and fertilization issues that will certainly be addressed. Our goals are straight forward: Restore this property to the level of quality expected by Carlton Lakes CDD residents and Duval Landscape Maintenance. How will this be achieved? Proper man-power, communication, accountability, and applications with rotational chemical classes to control these issues. This is not a difficult process, it simply requires proper planning and execution.

As we began this proposal process, we looked at all current site conditions. Be it existing challenges such as slopes, turf, shrub and tree health, maintenance access, mowing challenges and obstacles to arrive at our man hour projections. Once those calculations were compiled using our formulas and spreadsheets, we tailored a specific landscape plan to provide resolution to those challenges. Throughout this proposal we will outline our anticipated our plan to improve the overall site conditions and the systematic approach to providing the services that will benefit the community. Duval Landscape feels confident in our ability to provide comprehensive, all inclusive services based on the information within.

Proper estimation is the key to this projects success. With detailed information gathered, we have knowledge of this property and comprehensive understanding of quality expectations including turf condition, flower appearance, project cleanliness, and clubhouse condition. Accurate hours result in an efficient work schedule which in turn results in delivering obligations agreed upon.

# There are five critical areas to Carlton Lakes CDD . Each will require separate planning, scheduling, and care.

1

## Weed and Insect Control

Weeds and insects are unsightly, detrimental to plant health and can be very costly. We at Duval Landscape Maintenance take very serious our fertilization and pest control program. With six (6) fertilization/pesticide applications for your turf and four (4) applications for shrubs/trees, we will formulate a program specific to your property’s needs and current issues.

2

## Irrigation Efficiency

Carlton Lakes CDD has unique drainage challenges resulting in oversaturation, regression of, and/or weakened turf. Installing and repairing irrigation, properly timed zones and clocks along with proper fertilization will transform these areas into visually appealing and healthy plant life.

3

## Communication

Proactive dialogue, professional recommendations, monthly checks and accountable reporting are just some of the services Duval Landscape Maintenance is committed to providing Carlton Lakes CDD . In so doing, we will be able to avoid a large number of potential issues. Moreover when issues do arise, they will be addressed and handled immediately because the channel of communication has been set in place to correct the matter in a timely and efficient manner

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## Man Power and Detail

This is a key area of concern and will be treated as such. Maintenance is a product of hours and man power and we have budgeted accordingly. Specific areas such as the leaf and mulch control along all building perimeter, maintaining building clearance from shrubs and tree’s, and the retention/overflow stream maintenance have all been calculated and accounted for.

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## Front Entrance, Roadways, and Common Areas

The community entrance and cabana/pool are areas you see when you enter the neighborhood and when leaving and it should have a lasting impression, one that is positive and inviting. Our Landscape Design Team is ready to collaborate to design and maintain a warm and appealing entrance full of color for you and your neighbors. This service is free of charge and yet another service we provide to the communities we partner with.