

### First and Foremost,

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 your property.

Sincerely,

**Rob Bullock** 

**President** 

# Duval Landscape Maintenance Company Overview

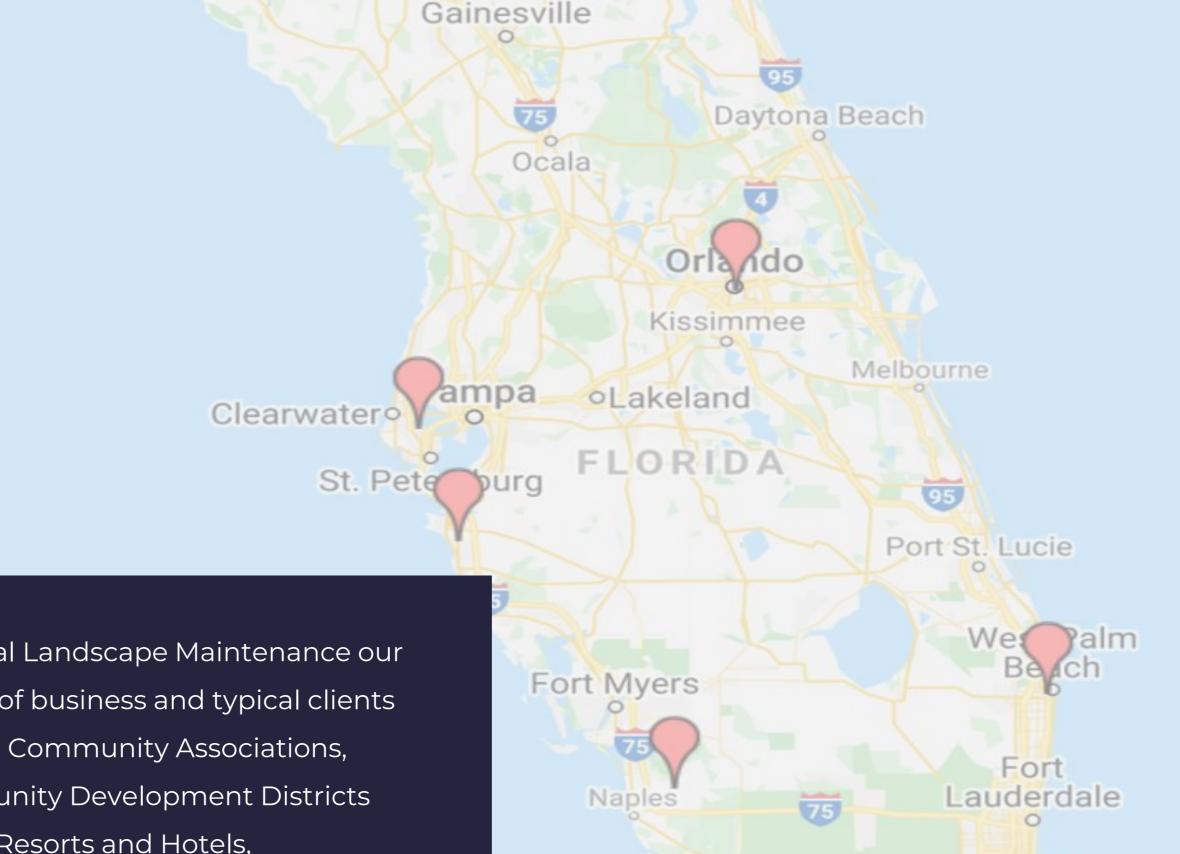
Duval Landscape started in 2009 with one man and one landscaping job. Since then, the company has rapidly grown to include over 340 full-time employees serving over 100 commercial customers throughout the state of Florida. Incorporated since August 12th 2009 Duval Landscape Maintenance (Charter No. L 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.

Illahassee



Jacksowille

St. Augustine

## Duval Landscape Maintenance Principal Officers



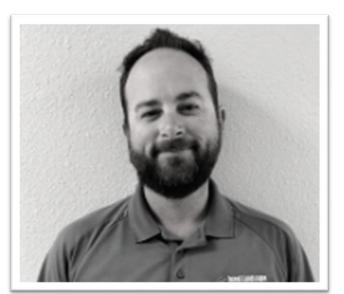
Rob Bullock
PRESIDENT

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
Chief Financial Officer

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.



Mike Wooldridge
Branch Manager

Mike has high level of skill, knowledge, and CDD/HOA experience makes him the "best" selection for leading and managing daily operations. Mike has 25 years of award-winning landscape industry experience. His customers rely on his attention to detail while meeting and exceeding high-end specification-based contracts and for his expertise in lawn and ornamental care management. Mike manages properties in Jacksonville and Saint Augustine areas.



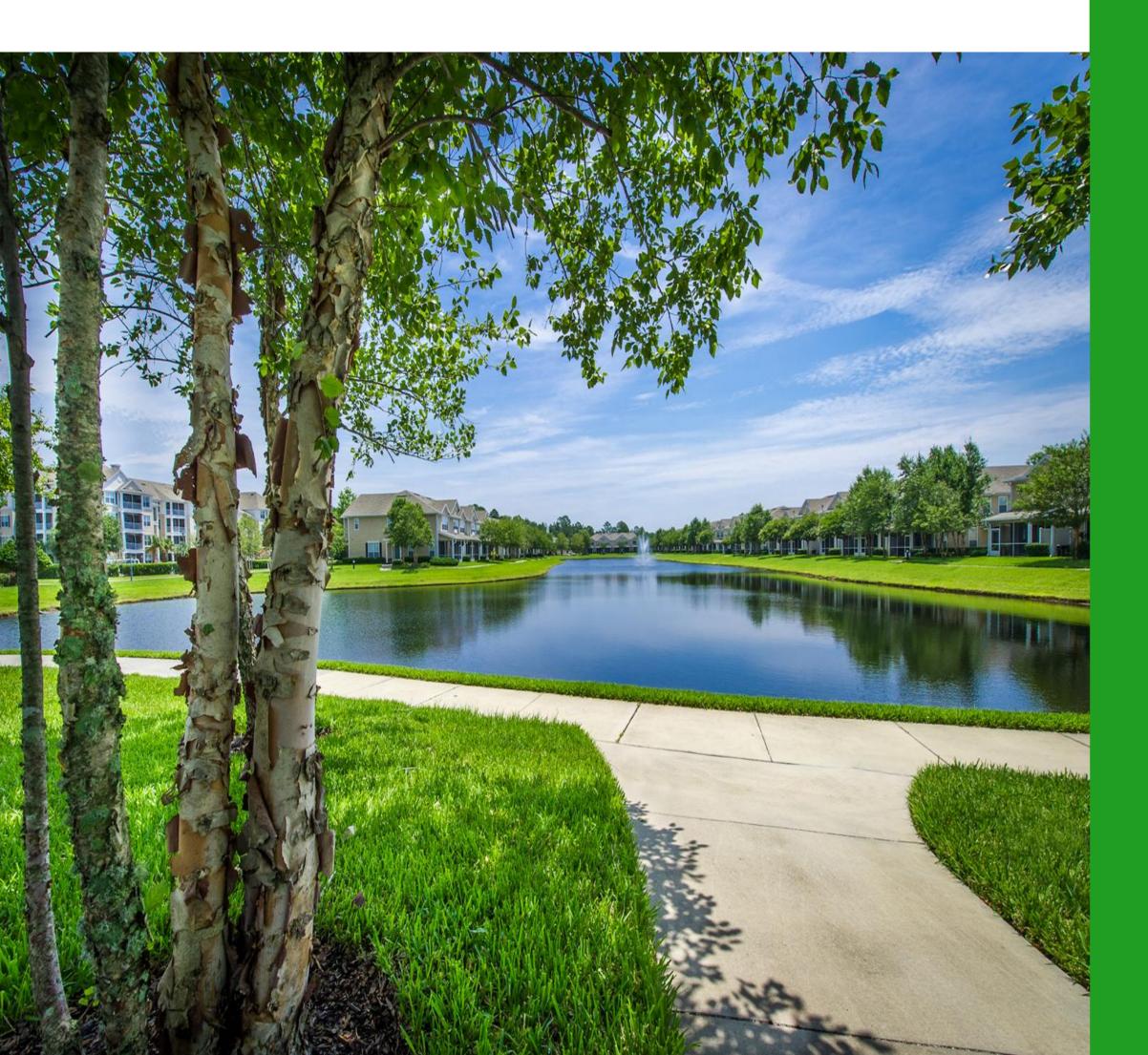
# Duval Landscape Maintenance Approach to Quality

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 your property would include introductory meetings, establish community expectations, and plan of action to achieve desired landscaping. A 30, 60, and 90 - day plan is built prioritize servicing the property at start up.

We understand the first 90-days truly set the tone when beginning a new property and expectations are at their highest. As such the key to success is through communication. Weekly/Monthly reporting will be documented and sent to community association manager upon completion. Duval Landscape Maintenance wants to improve and enhance the current landscape but understand the best way to achieve this goal will be with expertise of your property management team.

## 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, under/over irrigation and fertilization deficiencies that will certainly be addressed. Our goals are straight forward: Restore this property to the level of quality expected by xxx 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 Maintenace. Each will require separate planning, scheduling, and care.

#### **Weed and Insect Control**

Weeds and insects are unsightly, detrimental to plant health and can be very costly. We at Duval Landscape Maintenance take our fertilization and pest control program serious. With four(4)) 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.

#### **Irrigation Efficiency**

Your property 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.

#### Communication

efficient manner

Proactive dialogue, professional recommendations, monthly checks and accountable reporting are just some of the services Duval Landscape

Maintenance is committed to providing to your property. In so doing, we will be able to avoid a large number of potential issues. 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

#### **Manpower and Detail**

This is a key area of concern and will be treated as such. Maintenance is a product of hours and manpower 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, systematic detailing of shrubs and ornamentals, and the retention/overflow stream maintenance have all been calculated and accounted for.

#### 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.

## Increase Curb Appeal with Duval Landscape

Our landscape maintenance services to commercial properties include so much more than mowing, cleaning up and detailing plant life.

Comprehensive landscape service plans include regular site visits, not only ensure the quality of our work, but to proactively address threats to the appearance of your landscaping and present opportunities for enhancement. Regular inspections of your irrigation system, evaluations of plant health, and fertilization requirements are included in your landscape management service all focused on maintaining an inviting appearance for your commercial property. Our landscape services can even be scheduled so that your tenants and their guests are not inconvenienced by our service teams.



## Design & Enhancement Solutions (Examples)

- Interactive Design Enhancements Proposal
- Before & After Renderings
- 2-3 Year (Multi-Year) Landscape
- Virtual & Face to Face Meeting Capabilities











## Design & Enhancement 10 Solutions Available

Elevating the beauty and performance of your property combines exceptional maintenance with fresh enhancement ideas from expert consultation. Our landscape designers are seasoned professionals with experience in landscape contracting and design.

Working with you, our design team will help optimize your return on investment by evaluating the existing landscape, analyzing spending, and updating current maintenance practices with innovative solutions. We will listen to your desires and develop concepts for a beautiful landscape that makes a powerful statement in your primary marketing path and key areas.

Through this added benefit, our designer can meet with you and other project stakeholders in person or online to present and discuss projects and even develop designs before your eyes. We recognize that landscaping represents a substantial financial investment, and we are committed to helping you create a plan to manage your project successfully – and within your means. Your design will be professionally installed by our enhancement crews using the proper installation and horticulture practices to ensure a healthy landscape for years to come.



## Duval Landscape Maintenance Layers of Accountability



#### 24 Hour Phone

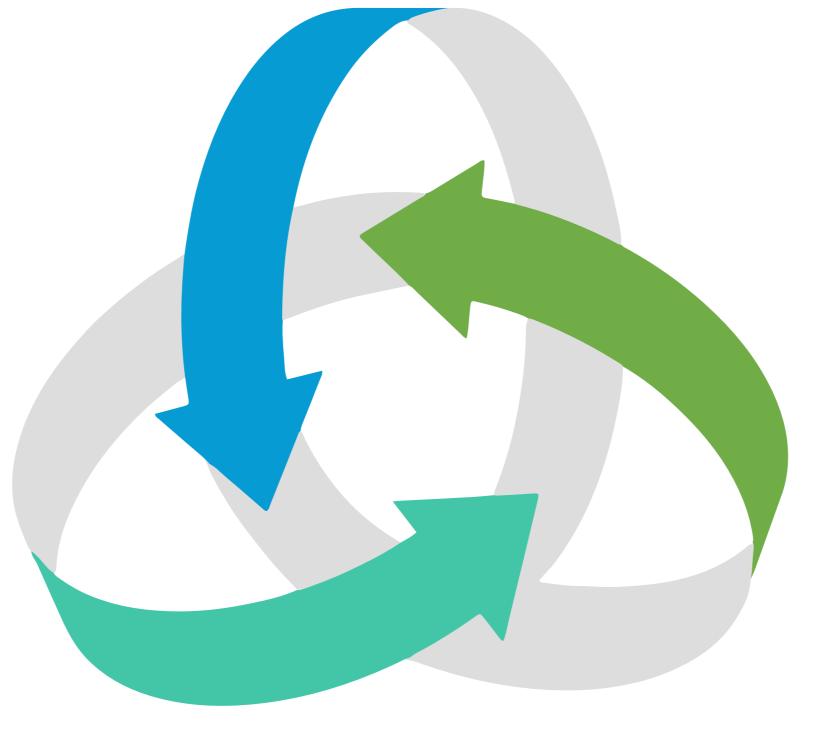
Contact us at our office at 904-900-1127.

Our team is on standby ready to assist and accommodate. All of our managers and supervisors have company phones as well and can be reached to service your requests.



#### **Face to Face**

We are in the business of creating and developing lasting relationships. What better way to do that than face to face interaction! Set up a property walk, lunch and learn, and/or a meeting with any of our managers. At Duval Landscape Maintenance we welcome the chance to meet those we are partnered with. So don't be shy, lets set something up!





#### **DLM Website**

Submit inquiries, requests, concerns, suggestions or any other feedback using our website. It is monitored daily and notifications are distributed to the appropriate party in order that your requests may be properly handled.



#### **Customer Support**

At the end of the day, we want to do more than be your landscaper. A pillar on which we differentiate ourselves is through customer service and that starts with making ourselves available. We want to be your point of contact for every aspect of your landscape. Feel free to utilize any of our layers of accountability and we will make ourselves available.



- Sufficient Manpower
- Internal Communication
- Proactive Methodology
- Cross Trained Staff
- Detail Oriented Supervisors
- Accountability
- Safety of Residents and Staff
- o Professional Consultants as Required
- o Long Term Relationship Building
- Careful Planning Resulting in Level Quality
- Dedication to a Strong Ethical Standard
- Creative Problem Solving
- Take Charge and Accept Responsibilities
- Horticulture Acumen
- Understand Expectations/Deliver Results
   Service without Excuses
- Direct Communication with the Business Owner
- Staff Share a Common Vision-"Customer Service
   Equals Success"

## Accurate Estimating and Pricing

Thorough work process & conformance to property specific requirements enable Duval Landscape Maintenance to accurately estimate what it will take to properly perform required work. Estimating is a critical best practice for Duval Landscape Maintenance and something we take pride in.





Precise Quantities



Adherence to specification



**Accurate Hours and Crew Size** 

### Estimating and Thorough Assessment = Best Practices

Pricing, quality assurance & client satisfaction only possible if estimate is accurate!

Aspire CRM
Historical Data

Right Type/Size of Equipment



Accurate
Quantities
& Project Data

Specifications are Defined

Efficient Work Process & Conformance to Requirements!

#### **Operational Plan**

- o Build 90-day operational calendar for transition
- Staffing review and placement
- Equipment procurement and assignment
- o Perform operational audits (Irrigation, fertilization, maintenance...etc.)
- Safety audit to review operational exposure/improvements
- o Prepare designs for seasonal annual installations

#### Maintenance

- Uniform Mow Height 3"- 4" determined by seasonal growth to maintain consistent height.
- Mower Blades sharpened after daily operations
- Eliminate turf weeds and utilize turf growth regulators to maintain health appearance
- Distribute clippings, prevent rut damage in low drainage areas behind buildings

#### **Edging and Trimming**

- Mechanical and String Trimers to neatly trim around all plant beds, streets, trees, buildings, sidewalks, and driveways
- All equipment is commercial grade with safety guards to deflect hazardous debris
- Drainage grates, termite bait stations, and utility covers throughout the property will be cleared of debris and grass to be uniform with turf mowing

#### **Debris removal/Blowing**

- Prior to mowing crews will remove all trash and other debris to prevent scattering or propulsion
- Removal of all debris generated through maintenance by the contractor
- Removal of all trash and debris in beds, along roadways, and behind buildings/pond banks

#### January/February

- Monthly Irrigation Inspections +Insect and Disease Control
- Complete Fertilization | Pre-Emergent application (To prepare for March Mulch)
- o Palm Trimming recommended
- (Enhancement Proposal recommendations)

#### March/April

- Monthly Irrigation Inspections +Insect and Disease Control
- Spring Schedule
- Mulch recommended
- Treat Mulch with Pre-Emergent application
- Fertilization application
- o (Enhancement Proposal recommendations)

#### May/June

- Monthly Irrigation Inspections +Insect and Disease Control
- o Summer Schedule
- June fertilization; Preventing environmental stress on turf and shrubs from Florida's natural weather
- Large Area Mowers added to improve efficiency
- Enhancement Proposal (recommendations)

#### July/August

- Monthly Irrigation Inspections +Insect and Disease Control
- Summer Schedule
- Hurricane preparations (Tree Trimming recommended)
- August fertilization: Preventing environmental stress on turf and shrubs from Florida's natural weather
- (Enhancement Proposal recommendations)

#### September/October

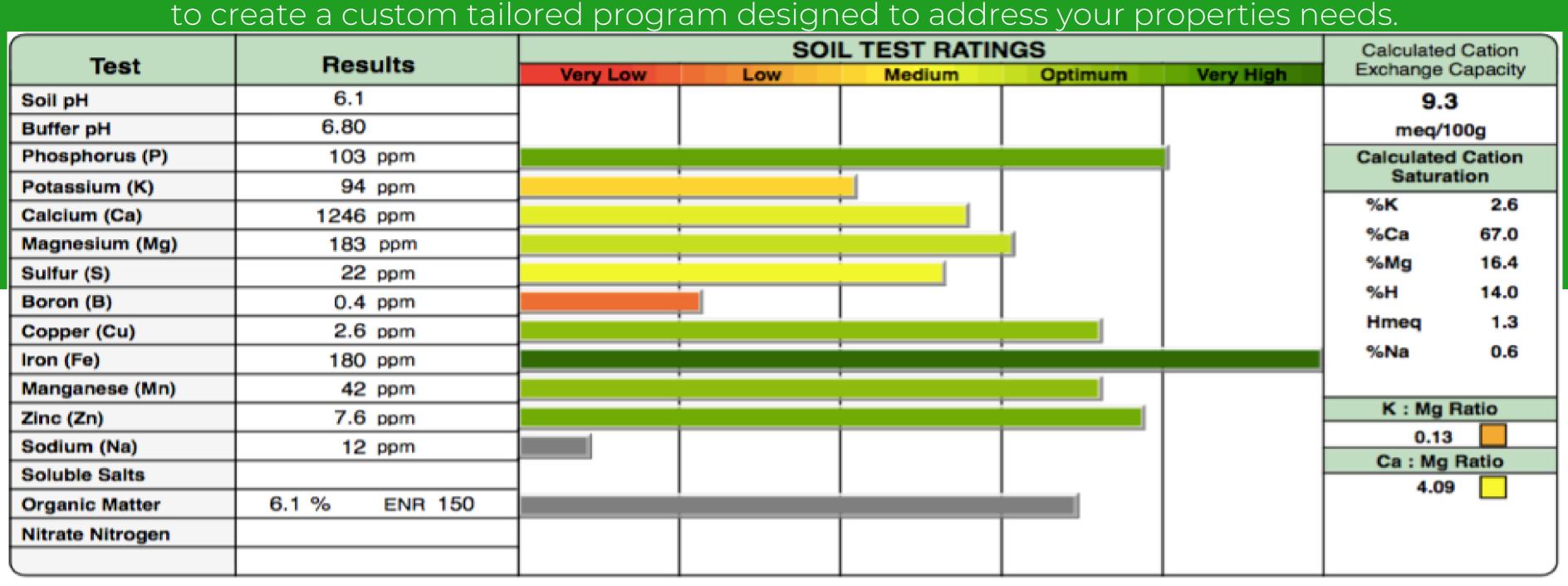
- Monthly Irrigation Inspections +Insect and Disease Control
- Summer Schedule
- Continued Hurricane preparations (if needed)
- October Fertilization
- Grasses and Shrubs begin to become dormant

#### November/December

- Monthly Irrigation Inspections
- Winter Schedule
- Prepare for winter leaf fall and frost damage to plant material

## Soil Testing and Analysis

Upon contract signing we will take multiple soil samples from turf, shrub beds and tree areas to determine the current soil conditions, available nutrient and PH levels. This information will be used



#### **SOIL FERTILITY GUIDELINES**

Crop: Lawn Rec Units: LB/1000 SF

(lbs) LIN	ME (tons)	N	P <sub>2</sub> O <sub>5</sub>	K ₂O	Mg	S	В	Cu	Mn	Zn	Fe
50		4.0	0	2.0	0	0.28	0.02	0	0.10	0	0
Crop:											

## Duval Operations Standard for Turf Irrigation

Irrigated turf areas are free from dry, muddy or over-irrigated areas and water coverage is uniform. Irrigated turf areas are uniformly watered providing a turf appearance that is consistent throughout.

- **Monthly / Weekly System Inspection**
- Regular zone inspections for proper coverage
- Clean and adjust heads/emitters
- Weekly pump station inspections
- Quarterly diving for filter inspection & cleaning
- Seasonal adjustment for water needs
- **Emergency after hours call service**
- Water Truck when required
- Reporting

### Monthly Irrigation Inspections (18)



#### Duval Landscape Irrigation Technical Inspection Report

Irrigatio	on Contro	ller	Point of Connection				Site Name:				
Location			Location		Location:						
Type/Size	Type/Size		Size				Technician:				
Rain Gauge	Υ	N	Source	Meter Well Pump		Date of Inspection:					
Power On	Υ	N		·		Inspection # :	of	in contract			
Genera	General Information		Backflow	Y N		Ν	Inspection Start Time:				
Valve Type	√alve Type		PR∨	Y N		Ν	Inspection End Time:				
Adequate	· ·	NI.	Master		, N		Set to Run:	Odd Ev	en Every	Days	
Coverage	.		∀alve			1/1	or Days of the Week:	S	MTWT	FS	

								Rep	pairs	Prop	ose	d (P)	or C	ompl	eted	(C)				
Co	ntroller	Pla	ant Ty	ype	Pip	es	\	/alve	S		Brok	en H	eads			Adju	ustm	ents		
Zone	Head Type (Rotor, Spray , Drip, etc.)	Turf	Shrub	Annual	Mainline Break	Lateral Line Break	Zone Not Responding	Valve Leaking	Zone Not Shutting Down	Turf Spray (4")	Shrub Spray (12")	Fix ed Riser	Gear Driven Rotor	Impact Rotor	Cleaned/Replaced Nozzle	Adjust Spray Pattern	Straightened	Capped	Raised/Lowered	Comments and Recommendations
1																				
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Comments

#### LANDSCAPE QUALITY AUDIT

								CATEGORY RATING CRITERIA					
Property Name						╢	F						
Street Address							Exception						
City, State						4 Exceeds Requirements							
								equirements					
Job #								nprovement					
Customer #						1 Does Not Meet Requirements							
								idscape Quality Audit is based on a set of written					
Date of Report						•••		are to be used to determine the score for each					
<del>-</del>						subc	ategory in	the landscape that is being rated.					
	1	2	3	4	5	NI/D	Submit Proposal	Comments					
1.0 LAWN	+ •		J	-4	_ J	14/Pt	Proposal	Comments					
1.1 Mowing Lines /Turf Cut													
1.2 Edging													
1.3 Lawn Fertility													
1.4 Weed Control													
1.5 Insect and Disease													
1.6 Irrigation													
LAWN TOTAL	0	0	0	0	0	<u> </u>	•	•					
2.0 SHRUB BEDS													
2.1 Pruning													
2.2 Plant Fertility						<u> </u>							
2.3 Weed Control						<b>.</b>							
2.4 Mulch						l							
2.5 Insect and Disease						<b> </b>							
2.6 Irrigation	-		_		_	<b>.</b>							
SHRUB BED TOTAL	U	U	U	U	U	!							
3.0 SEASONAL COLOR								T					
3.1 Overall Appearance						l							
3.2 Pruning 3.3 Plant Fertility						<u> </u>							
3.4 Weed Control						<del>                                     </del>							
3.5 Insect and Disease						·							
3.6 Irrigation													
SEASONAL COLOR TOTAL	0	0	0	0	0								
4.0 GENERAL SERVICE													
4.1 Parking Lots/Sidewalks													
4.2 Debris Pick Up/ Blowing													
4.3 Proactive Suggestions													
4.4 Response Time													
4.5 Consistency of Service													
4.6 Communication w/ TruGreen													
GENERAL SERVICE TOTAL	0	0	0	0	0	<u> </u>							
REPORT SUMMARY		egory ore	Div by	Cate	ber of gories lited	Avg Quality Rating	rality Check Appropriate LQA Rating						
1.0 LAWN		0			0	#####	#DIV/0!	Exceptional (5.0)					
2.0 SHRUB		0		(	0	######		Exceeds Requirements (4.0-4.9)					
3.0 SEASONAL COLOR		0			0	#####		Meets Requirements (3.0-3.9)					
4.0 GENERAL SERVICE		n			0	#####		Needs Improvement (2.0-2.9)					
				,	_	#####		Does Not Meet Requirements (1.0-1.9)					
TOTAL SCORE	<u> </u>					חחחחח	# 10/01	noce not meet reduitemente (1.8-1.5)					
				INSPI	спо	N APPI	ROVAL						
Client Signature:				Print I	Name:			Date:					

# Landscape Reviews and Managing Quality

The Landscape Quality Audit is weekly/monthly a set of written standards that are to be used to determine the score for each subcategory in the landscape that is being rated.

- Weekly Site Inspections with association representative or designate.
- o Monthly Quality Site Review conducted by Duval Management and Duval site management. The review specifically evaluates attributes of the of the landscape services provided such as turf condition, ornamental bed maintenance, flower program, irrigation system, and general site conditions. The goal is to meet and exceed current specification, improve lower scored areas quickly, utilize to analyze property trends from month-to-month and by the quarter. It's also used for field crew training and reward & recognize for the Duval site team when performance improves and maintained.



## Employee Appearance & Code of Conduct Program

- Employees must be clean, neat, and wear a proper uniform bearing Duval Landscape Maintenance
- Employees must use proper safety equipment: steel-toe boots, safety vests, safety glasses, and ear plugs
- No alcoholic beverages permitted on the property
- No employee shall be intoxicated while on property
- Show respect to all individuals on the property at all times
- No weapon of any kind is permitted
- The use of profanity or provocative language is prohibited
- Contractor shall not allow unauthorized persons on property
- No radios or loud music on property

## Safety for Residents and Duval Staff

Safety is one of our primary operational focuses. We combat work related injuries and damages to our clients properties through the implementation of these safety policies.

#### **Maintenance Operations**;

- All employees are clothes in ANSI II compliant uniforms. This provides high visibility for our workforce, and security for your residents.
- At any time, a pedestrian or cyclist is within 200 ft. of a maintenance worker, he or she is to turn off mower blades or stop string trimming or edging operations until the pedestrian or cyclist passes.
- All mowers have flash beacons mounted to the roll over protection apparatus.
- Worker ahead signage will be placed at each street entry where employees are performing mowing operations.
- Small walk behind mowers have discharge guards in place and mulching blades installed which eliminate grass and debris discharge. These guards reduce vehicle damage as well as damage to property by eliminating thrown debris.
- o Large area mowers are rear discharge. Rear discharge eliminates thrown debris.
- All string trimmer and edger guards are in place maintaining OSHA safeguarding requirements.
- Employees are all required to follow all OSHA guidelines regarding personal protective equipment. Eye protection, ear protection, gloves and machine guarding are all in place as required by law.

#### **Chemical Applications**;

- o Prior to the start of a chemical spray cycle, the property manager will be notified 1 week in advance. We will post to local bulletin boards our spray schedule as well.
- Daily applications or spot treatments will be performed, and the areas posted as required under FL 827.1 rule.



## Duval Landscape Maintenance Safety Plan

Duval Landscape Maintenance takes the safety of our employees very seriously, never compromising safety for production. Safety is a part of our culture and everyone on our team takes a role in it.

#### Senior Managers / Managers

- Ensure that safety is adequately budgeted for the department, job, etc.
- Communicate safe work practices regularly within the department.
- Attend departmental and company-wide safety meetings.
- o Formally recognize outstanding safety performance by any/all personnel.
- Assist the Supervisor/Superintendent or any other personnel with the safety process and/or as requested.
   This can include formal worksite periodic inspections.
- o Uphold and enforce all known safe work practices.

#### **Supervisors / Superintendents**

- o Ensure new-hire orientation is given to new employees, or is followed up at the work level
- Ensure employees are given training that includes safe work practices on equipment, tools, machines, processes, etc.
- Personally conduct--or designate a qualified personnel to conduct-- regular inspections of the workplace
- o Conduct frequent (daily) work discussions prior to the start of work that include safe work practices
- O Uphold and enforce safe work practices. This includes influencing safe behavior by positive reinforcement such as recognition of worker's safe work performance, and/or monetary or gift awards for safe behavior. Enforcement action can also influence safe behavior when applied towards workers who blatantly perform unsafe acts, or who continually perform in an unsafe manner
- o Investigate all incidents and take immediate corrective action to prevent re-occurrence
- o Provide safety meetings on a regular basis and require attendance of all workers

### Duval Landscape Maintenance Awards

#### National Landscape Awards of Excellence

- Grand Award-Flagler Center
- Grand Award-Flagler Center
- Merit Award-Campfield Condominium Association

- Merit Award-Campfield Condominium Assoiciation
- Merit Award-Summer House in Old Ponte Vedra
- Merit Awards-Deerwood Park South









## Landscape Maintenance Proposal Summary

In accordance with the request for proposal for landscape and irrigation maintenance for your property, Duval Landscape Maintenance proposes to conduct all work necessary to provide complete maintenance operations as described in the provided specifications. This proposal is for a one (1) year term of fifty-two (52) weeks of maintenance in which your property has the option should they so choose, with or without cause, to cancel the contract with 30 day's notice provided to Duval Landscape Maintenance.

Duval Landscape Maintenance proposes and agrees, if this proposal is accepted, to contract with your property in the form of contract specified, to furnish all necessary materials, all equipment, all necessary machinery, tools, apparatus, means of transportation, and labor necessary to complete the work specified in the proposal and the agreement, and called for by the detailed specifications and/or maintenance map and in the manner specified.

The proposal summary to follow is a comprehensive explanation of the minimum amount/quantity of work to be performed under the contract, in the case of any conflict between this schedule of proposal items and the contract specifications, the contract specifications will prevail.

### Services

Item No.	Frequency	Description of Services	Totals
General Maintenance	Monthly (Based on a 52 Week Maintenance Cycle )	Mowing, edging, string trimming, weeding of beds, detailing shrubs, blowing and disposal of trash/litter. Project enhancement allocation of \$3K monthly for shrub/tree additions/replacements, curb appeal projects, leaf removal, etc	\$154,836.80 \$36,000
Fertilization	4 for Turf 2 for Ornamentals	Granular application to develop soil, plants, and grasses as well as weed control and pre-emergent.	\$7,546.84
Pesticide Application	4 for Turf 2 for Ornamentals	The application of formulated solutions to remove/deter harmful insects and fungus.	Included in Fertilization Application Total Above
Annuals	4x Annually (600 flowers)	Quarterly removal, clean up, furnish and installation of annual flowers	\$12,114.28
Mulch	1x Annual	Including furnish, installation and cleanup of new mulch	Available Add On
Palm Tree Trimming	1x Annual	Trimming, shaping, debris removal and clean up of trees	Available Add On
Irrigation	Monthly (12 wet checks with 52 weeks of service)	Maintenance of all stations and pumps, including weekly checks, adjustments and repairs	\$5,484.00

\$215,981.92

Total

### Totals

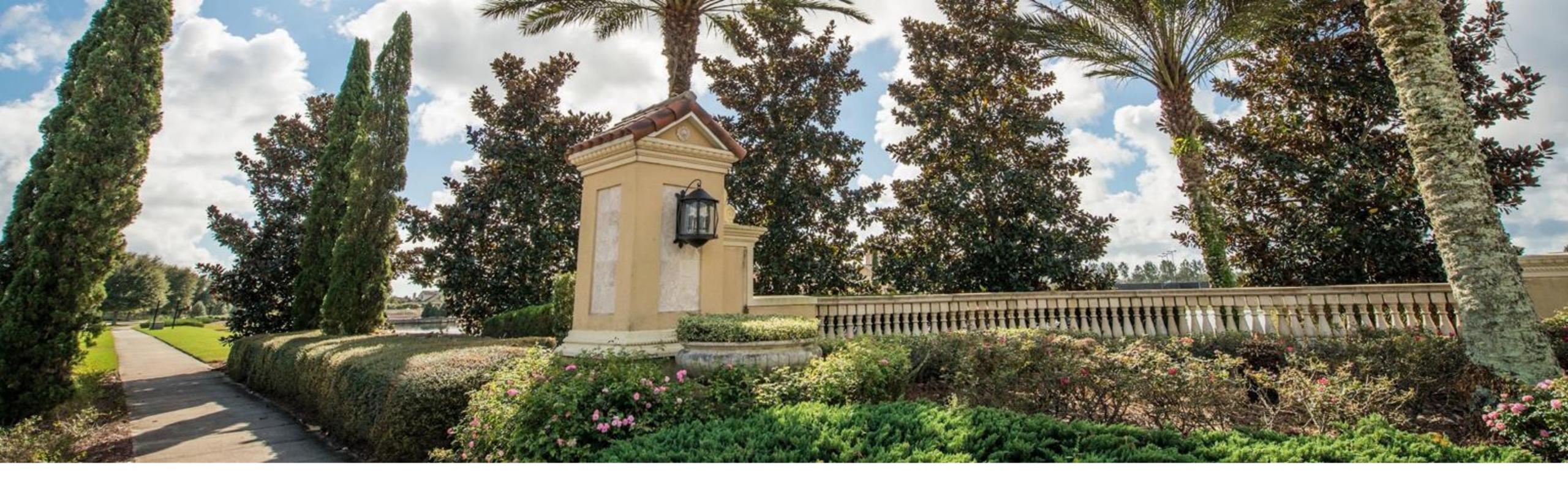
Total Amounts	
General Maintenance + \$3K Monthly Project Enhancement Allocation	\$154,836.80 / \$36,000
Fertilization and Pesticide Application	\$7,546.84
Annuals	\$12,114.28
Irrigation	\$5,484.00
Base Maintenance Total	
Monthly Cost	\$17,998.00
Annual Cost	\$215,981.92
Additional Services	
Mulch	\$0.00
Palm Tree Trimming	\$0.00

**Grand Total** 

## Thank You

On behalf of our team here at **Duval Landscape Maintenance we** are very excited about the opportunity of partnering with you at your property. We care about delivering the best quality, and that starts with you the customer. Our customers expect and deserve the best in customer service and we work hard to ensure all our customers receive the best service. We thank you for the consideration of our proposal and look forward to working together.







### GET IN TOUCH

We care about your landscape, your priorities, and your satisfaction.

Cory Radio

Business Development Manager



Cell

904-566-1284



Office

904-900-1127



cory@duvallandscape.com



www.duvallandscape.com