

Vintage Grand On Palmer Ranch

Landscape Maintenance Services Proposal

Joe Lasota
Business Development
Manager



Duval Landscape
MAINTAINANCE

Vintage Grand 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 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 offs 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 clearly 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 an 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 Vintage Grand.

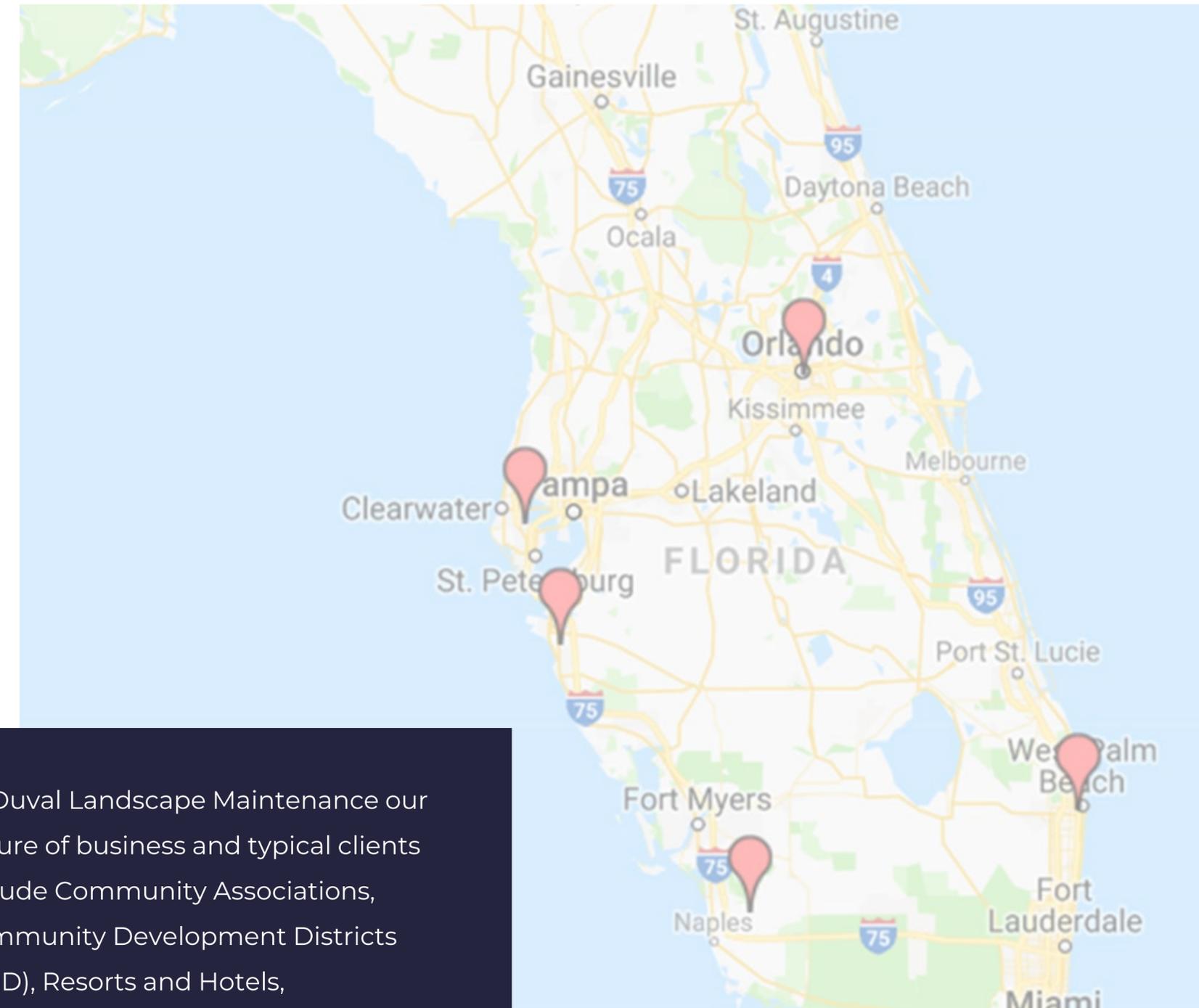
Sincerely,

Joe Lasota

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 440 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/Manatee: 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

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.



Taylor Cain

Branch Manager

Taylor's high level of skill, knowledge, and CDD/HOA experience makes him the “best” selection for leading and managing daily operations. Taylor has 10 years of award-winning landscape industry experience. His customers rely on his attention to detail, meeting & exceeding high end specification-based contracts, and for his expertise in lawn and ornamental care. Taylor is Florida BMP certified, FNGLA Certified Horticulture Professional and holds an BS in Business Management.

There are five critical areas to a healthy landscape. 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 seriously our fertilization and pest control program. With fertilization/pesticide applications for your turf and applications for shrubs/trees, we will formulate a program specific to your property's needs and current issues.

2 Irrigation Efficiency
Installing and repairing irrigation, having properly timed zones and clocks, along with proper fertilization will transform turf and plants 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. In so doing, we will be able to avoid any 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

4 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 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.

5 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.

Duval Landscape Maintenance Layers of Accountability



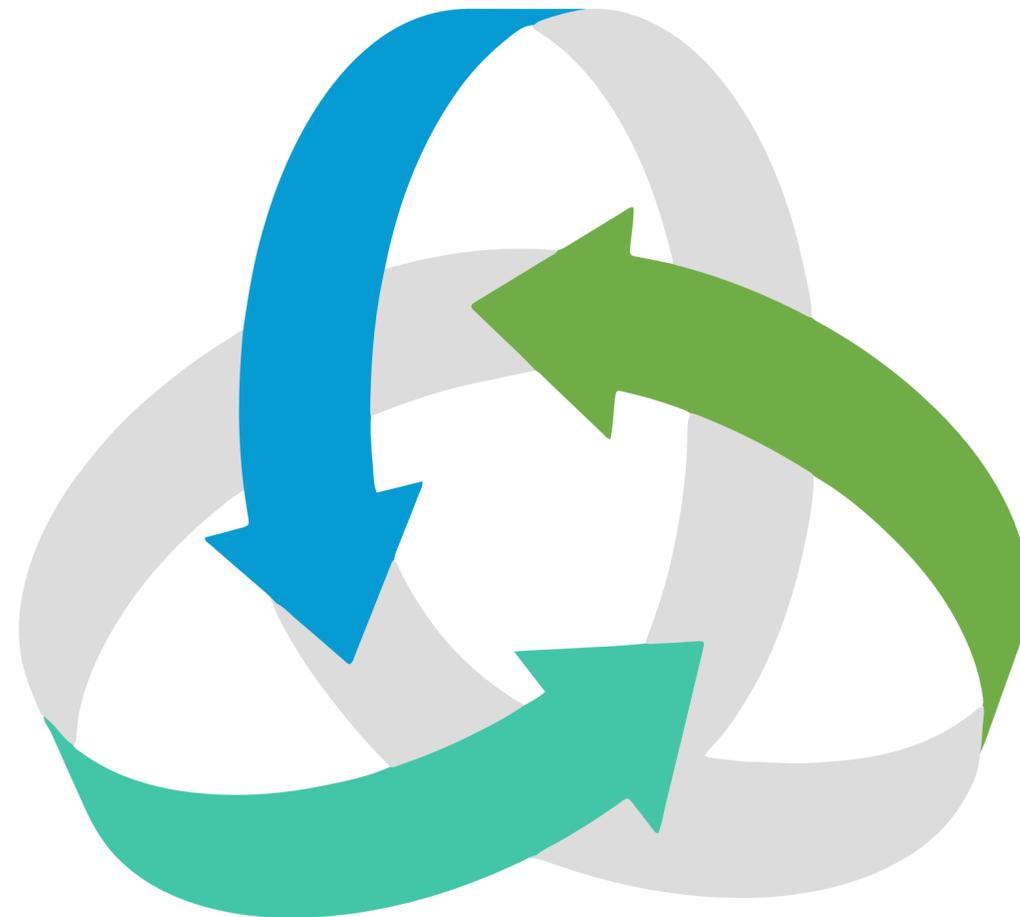
24 Hour Phone

Contact us at our office at 1-866-980-3560. Our team is on standby ready to assist and accommodate. All of our managers and supervisors have company phones 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.

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 as a whole is one of our primary operational focuses. We combat work related injuries and damage to 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 work force, 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.
- Large area mowers are rear discharge. Rear discharge eliminates thrown debris.
- All string trimmer and edger guards are in place maintaining OSHA safe guarding requirements.
- Employees are all required to follow all OSHA guidelines regarding personal protections equipment. Eye protection, ear protection, gloves and machine guarding are all in place as required by law.

Chemical Applications;

- 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 Awards

National Landscape Awards of Excellence

- Grand Award-Flagler Center
- Grand Award-Flagler Center
- Merit Award-Campfield Condominium Association
- Merit Award-Campfield Condominium Association
- Merit Award-Summer House in Old Ponte Vedra
- Merit Awards-Deerwood Park South





Duval Landscape Maintenance References

Watercrest Condominium Assoc.

6390 Watercrest Way, Lakewood Ranch Fl, 34202

Jeanne Moschella – 941-907-0948

watercrestcondomanager@gmail.com

Full landscape service contract – mowing, fertilization, pest control, trimming, mulch, palm trimming, irrigation, and enhancement services

Operations Plan – Turf Fertilization Frequency Calendar

Vintage Grand	TURF AREAS- Frequency Calendar												
All Turf Areas:	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
ST. Augustine Turf/Bahia	2	2	2	2-4	4	4-5	4-5	4-5	4-5	2	2	2	40
Blades sharp at all times Equipped with Mulching Deck Leaves & Debris not blown into beds Trash Removal prior to mow Clean up – all clippings, debris, dirt removed upon completion of work													
Fertilization all Turf Areas..793,436 Sq Ft			X		X					X		X	4
Granular Fertilization 2X Liquid 4X			**Complete Fertilizer BL Weed Control		**Complete Fertilizer BL Weed Control					**Complete Fertilizer BL Weed Control		SRN 1 lb/1000 SF	
Products, materials, and rates may be adjusted based on soil test results													
Comply with Country Fertilizer Ordinance Fert w/ Iron removed from all hard surfaces Soil testing 2X & Based on need Fert Ring of Responsibility from any surface water (5 feet) Deflectors Shields													
Targets - Turf Damaging Insects					Chinch Bug	Chinch Bug	Grub/Mole Cricket	Grub/Mole Cricket	Chinch Bug	Chinch Bug			1 PM
Turf Disease Control Monthly As needed Proper Fert Mow Mgmt	X	X	X	X	X	X	X	X	X	X	X	X	1 PM
Turf Insect Control Monthly As needed Proper Fert Mow Mgmt	X	X	X	X	X	X	X	X	X	X	X	X	As needed
Eliminate minimize populations of turf damaging insects including Chinch Bugs Sod Webworm Caterpillars Billbugs & Mole Crickets Treat Fire Ant Mounds when detected													
Weed Control (Pre & Post Emergent)	X	X	X	X	X	X	X	X	X	X	X	X	As needed
Proper fertilization, mowing & water management practices to promote weed resistant turf													
Irrigation System Monitoring & Maintenance	X	X	X	X	X	X	X	X	X	X	X	X	12
Inspect & test Monthly All routine repairs reported & proposed Controllers Water Sources Irrigation Systems Report- Operation Time – Start time – Maint. Items performed- Comments & Recommendations													



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Operations Plan - Ornamental Area Frequency Calendar

Vintage Grand	Trees Palms Shrubs Ground Cover Color-Frequency Calendar												
All Plant Material Per Scope	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Pruning ornamentals as needed & per schedule	X	X	X	X	X	X	X	X	X	X	X	X	12
Trees up to 15'	X	X	X	X	X	X	X	X	X	X	X	X	12
Shaping, grooming and the removing of dead or diseased vegetation for shrubs and ground covers Required heavy pruning Feb. Mar, or , if flowering shrubs, after their major bloom period													
Planted Areas, Pavers, Amenity, Walks – Weed Control	X	X	X	X	X	X	X	X	X	X	X	X	Per Service
Performed both manually and/or chemically, with approval from Client													
Ornamental Plant / Palm Fertilization			X		X			Minor Element Supplemental	X				4
14-14-14 and/or 8-10-10 for Palms / Liquid drench as needed													
Disease Control Insect Control	X	X	X	X	X	X	X	X	X	X	X	X	As needed
Performed both manually and/or Chemically, with approval from Client													
Irrigation	x	x	x	x	x	x	x	x	x	x	x	x	12
Monthly Checks – Clocks rain sensor run each zone minor adjustments Clean filters water schedules approved by property management after hours emergency service call													
Service Requests	XXXX	XXXX	XXXX	XXXX	XXXX	XXXX	XXXX	XXXX	XXXX	XXXX	XXXX	XXXX	52
All Service requests within 24-48 hours and follow up with verification of issue resolution upon completion.													



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PRICING TABLE FOR FULL-SERVICES

Contract Specifications		Quantity Per Year	Monthly Cost	Annual Cost
A	Mowing	40	\$8,226	\$98,712
B	Edging, String Trim	40		
C	Blowing/Debris Cleanup	40		
D	Turf Fertilization & Pest Control	4	Included	Included
E	Irrigation Monthly Service	12	Included	Included
F	Palm Trees Over 15'	Billed At Time Of Service	\$25 a Palm	\$25 A Palm
G	Mulch Installation	Billed At Time Of Service	\$50 Cu Yard Installed	\$50 Cu Yard Installed
H	New Client Bonus (Annual Flower Rotation Quarterly)	900 Annual Flowers (Quarterly)	Included	Included
Total Annual Cost:			\$8,226	\$98,712



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Landscape Maintenance Proposal Summary

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In accordance with the request for proposal for landscape and irrigation maintenance, 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 in which Vintage Grand 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 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.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
11/15/2017

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 Lexiter-Mare Insurance of Jacksonville 8650 Baypine Road Suite 100 Jacksonville FL 32256	CONTACT NAME: Debbie Weigel PHONE: (904) 845-8437 E-MAIL: DebbieW@lexitermare.com	TAX ID No. Part: [] TAX ID No. []
INSURED Duval Landscape Maintenance LLC 7011 Business Park Blvd. N. Jacksonville FL 32256	INSURER(S) ATTORNING COVERAGE INSURER A: Southern Owners Insurance Co. 10190 INSURER B: Old Dominion Insurance Co. 40231 INSURER C: Builders Mutual Ins Co 10844 INSURER D: [] INSURER E: [] INSURER F: []	

COVERAGE: CERTIFICATE NUMBER: 17-18 All Lines 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.

INS. LTR.	TYPE OF INSURANCE	MODELS	POLICY NUMBER	POLICY EFF. DATE	POLICY EXP. DATE	LIMITS
A	COMMERCIAL GENERAL LIABILITY CLAIMS-MADE OCCUR		72225957	11/15/2017	11/15/2018	CASH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Per occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMPROP AGG \$ 2,000,000 Employee Benefits \$ 1,000,000
B	AUTOMOBILE LIABILITY ANY AUTO ALL OWNED AUTOS SCHEDULED AUTOS HERD AUTOS NON-OWNED AUTOS		8194292E	11/15/2017	11/15/2018	COMBINED SINGLE LIMIT (Per accident) \$ 1,000,000 BODILY INJURY (Per person) \$ [] BODILY INJURY (Per accident) \$ [] PROPERTY DAMAGE (Per accident) \$ []
A	UMBRELLA LIND EXCESS LIND RETENTIONS 10,000		51-502800-00	11/15/2017	11/15/2018	PER OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000
C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/OWNER EXCLUDED? (Mandatory in HI)	YIM N/A	WCP105009600	2/1/2017	2/1/2018	PER STATUTE \$ [] SIF-99 \$ [] E.L. DISEASE - ALL EMPLOYEES \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

CERTIFICATE HOLDER	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 Rob Scanlett/DEBBIE

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Certificate of Insurance

Duval Landscape Maintenance W-9

W-9 Request for Taxpayer Identification Number and Certification
Form W-9 (Rev. November 2017)
Department of the Treasury Internal Revenue Service

Give Form to the requester. Do not send to the IRS.
Go to www.irs.gov/Form990 for instructions and the latest information.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
Duval Landscape Maintenance LLC

2 Business name/ disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.
 Individual proprietor or single-member LLC
 C Corporation
 S Corporation
 Partnership
 Trust/estate
 Limited liability company. Enter the tax classification (S-C corporation, S-S corporation, P-Partnership) **S**
Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.
 Other (see instructions)

4 Exemption codes apply only to certain entities; not individuals; see instructions on page 3.
Correct paper code (if any)
Exemption from FATCA reporting code (if any)

5 Address (number, street, and apt. or suite nos.) See instructions.
7011 Business Park Blvd N
6 City, state, and ZIP code
Jacksonville, FL 32256
7 List account number(s) (see instructions)

Requester's name and address (optional)

Part I Taxpayer Identification Number (TIN)
Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see How to get a TIN, later.
Social security number
Employer identification number
27-0877531

Part II Certification
Under penalties of perjury, I certify that:
1. The number shown on this form is my correct taxpayer identification number (or I am acting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA coding entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.
Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you cannot request to sign this certification, but you must provide your correct TIN. See the instructions for Part I, later.

Sign Here Signature of U.S. person Date 1/3/2018

General Instructions
Section references are to the Internal Revenue Code unless otherwise noted.
Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/Form990.

Purpose of Form
An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:
• Form 1099-DIV (dividend or interest earned or paid)
• Form 1099-DIV (dividends, including those from stocks or mutual funds)
• Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
• Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
• Form 1099-S (proceeds from real estate transactions)
• Form 1099-K (merchant card and third party network transactions)
• Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
• Form 1099-C (canceled debt)
• Form 1099-A (acquisition or abandonment of secured property)
Use Form W-9 only if you are a U.S. person (including a resident alien) to provide your correct TIN.
If you do not return Form W-9 to the requester with a TIN, you may be subject to backup withholding. See What is backup withholding, later.

Form W-9 (Rev. 11-2017)



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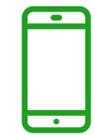




GET IN TOUCH

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

JOE LASOTA
Business Development Manager



Cell
941-518-6987



Office
904-900-1127



Joe@Duvallandscape.com



www.duvallandscape.com

Thank You

On behalf of our team here at Duval Landscape Maintenance we are very excited about the opportunity of partnering with you. 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.

