



## **Consent Item**

**RE:** Contractual Median Maintenance

**Department/Program:** Parks and Recreation

**Explanation:** The City budgeted \$17,300 for contractual median maintenance. These services cover landscaped medians on Manchester Road, Ballpark Drive, Jefferson Avenue, Clayton Road, and Big Bend Road. Maintenance includes Mowing on grass medians, trash removal, pre and post emergent weed killer, removal of dead vegetation, fertilizing, pruning of shrubs, mulching,

Following the initial solicitation (RFP 25-01), four bids were received, with Landdesign Plus providing the lowest qualified bid. The original agreement allows the City the option to renew the contract for up to two additional years, provided performance is satisfactory and any annual price increase does not exceed 3%.

As 2026 represents the second year of this term, and Landdesign Plus has proposed a rate within the 3% cap, the department wishes to exercise the renewal option.

The city has been contracting median maintenance for more than 15 years. Landdesign Plus has been the city's contractor for all but three years and have been the only bidders for the past several years.

**Recommendation:** Staff recommends awarding Landdesign Plus the contract for Median Maintenance for 2026 for \$17,266.07.

**Submitted By:** Chris Conway, CPRP, Director of Parks and Recreation

**Date:** 2/23/2026



Landesign Plus  
 1491 East Pearce Boulevard  
 Wentzville, Missouri 63385  
 (636) 887-0354

Please Remit Payment To:  
 52 Tower Street  
 Moscow Mills, Missouri 63362

**BILL TO**

City of Ballwin  
 1 Government Center  
 Ballwin, MO 63011 USA

<b>ESTIMATE</b> 78555678	<b>ESTIMATE DATE</b> Feb 10, 2026
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**JOB ADDRESS**

City of Ballwin  
 1 Government Center  
 Ballwin, MO 63011 USA

**Job:**

**ESTIMATE DETAILS**

2026 Contract Renewal-City of Ballwin (Standard): 2026 Landesign Plus Commercial Contract Renewal

\* Original contract awarded for 2025. This contract would be for the 1st of 2 possible yearly contract extensions.

Total price of all seasonal services to be billed in 9 equal installments of \$1918.45 on the 1st of each month beginning March through November 2026.

\*\*The monthly report of services with completion date will be sent separately.

SERVICE	DESCRIPTION	QTY	PRICE	TOTAL
LDP - Cut & Trim - Com	<p>Prior to each mowing, reasonable trash, flowers, sticks and other unwanted debris will be removed from lawns, hard surfaces and curbs. Does not include parking lots or excessive trash pickup. Turf will be mowed at a height to maintain good health. Turf will be mowed and trimmed, weekly unless otherwise specified. Grass clippings shall be blown clean from patios, sidewalks, curbs, roads, as well as kept out of plant beds and tree rings. At customer request, to add additional mowing, customer will be invoiced on a per occurrence basis at the agreed upon rate for the season.</p> <p>* The Specified price is for the entire contract period, and not based on weekly services. The total price is averaged over the full season based on historical weather data for your area, and as such there will be no deductions from the contract total due to dry weather conditions.</p> <p>*Excessive rainfall, watering, and/or fertilizing of lawns may result in excessive turf growth. If this condition occurs, extra raking after cutting and/or double cutting may be required at additional cost.</p>	29.00	\$77.25	\$2,240.25

LDP - Spot Spraying - Com	All mulched areas will be spot treated with post-emergent controls to prevent weed infestation. This will be done throughout the growing season based on occurrences per contract.	16.00	\$169.44	\$2,711.04
LDP - Spring Cleanup - Com	Cleanup of leaves and debris landscape beds, cutting back dormant perennials and removing dead vegetation. Debris will be removed from the site on the day work is performed. Included in fall clean-up is taking collected plant material to a green waste recycle center. DOES NOT include picking up nuts from any nut producing trees.	1.00	\$738.39	\$738.39
Fertilizer 1	Early Spring Fertilizer Treatment **Application consists of granular fertilizer, crabgrass pre-emergent & broadleaf weed kill as needed.	1.00	\$83.81	\$83.81
Fertilizer 2	Late Spring Fertilizer Treatment **Granular fertilizer to encourage growth, with a 50% organic blend to improve soil composite.	1.00	\$83.81	\$83.81
Fertilizer 3	Early Summer Fertilizer Treatment **Granular coated fertilizer to prepare the lawn for summer stress. A 50% organic blend to improve soil conditions. Broad leaf weed kill, along with a weed kill blend to control summer annuals (crabgrass & spurge).	1.00	\$83.81	\$83.81
Fertilizer 4	Mid Summer Fertilizer Treatment **Granular coated fertilizer that is safe & non-burning, with a 50% organic blend to protect turf from summer stress. Weeds in the lawn are treated as well.	1.00	\$83.81	\$83.81
Fertilizer 5	Late Summer Fertilizer Treatment **Granular coated fertilizer that is safe & non-burning, with a 50% organic blend to protect turf from summer stress, while preparing it for early fall recovery. Broad leaf weeds as well as summer annuals are treated.	1.00	\$83.81	\$83.81
Fertilizer 6	Early Fall Fertilizer Treatment **A granular fertilizer application, with 20% more nitrogen to promote recovery from summer stress, while also applying a 50% organic blend to improve soil structure that promotes deeper roots. Broad leaf & summer annuals are treated.	1.00	\$83.81	\$83.81
Bed Pre- Emergent	The application of special weed control products in a granular or liquid form to reduce broadleaf and grassy weeds coming up in landscape mulch beds during the growing season. For good results, single applications can be made in the spring. For best results this application should be made multiple times spread throughout the growing season. These applications enhance grassy weed and broadleaf weed control, but are not intended to substitute recommended weekly or bi-weekly visits. Will not kill any existing weeds or grass in beds.	1.00	\$326.76	\$326.76
LDP - Spring Pruning - Com	Shrubs: Special attention will be paid to shrubs that require shearing to assure that plant material is not obstructing views, growing into road signs, walkways, patios, air conditioners or electrical boxes or presenting any potential safety hazard. Flowering shrubs will be pruned after blooming. Any shrubbery requiring special equipment such as a high-lift truck or that cannot be properly trimmed using an 8' stepladder are not covered in this proposal.  Trees: Large trees will have the canopy branches lifted up to a height of 7 feet. Ornamental Trees will be pruned to maintain the intended plant species form and size while optimizing vigor. Trees that overhang or obstruct vehicular or pedestrian traffic will be pruned	1.00	\$1,260.08	\$1,260.08

additionally. This bid is in no way to be considered as topping tree canopies.

All pruning cuts shall be made to the lateral branches and buds. Cuts shall be made immediately outside the branch collar. Removing of suckers, water sprouts and low-hanging branches will be performed during regular visits.

\*Shrubs or Trees over 12 foot height will not be pruned at top.

Tree/Shrub Fertilization	A granular fertilizer with a balanced NPK for superior results.	1.00	\$311.33	\$311.33
Mulching	A. Mulch, free from deleterious materials and suitable as a top dressing of trees and shrubs, consisting of materials that reflect local standards. B. Mulch all landscape areas with dyed brown mulch. Mulch should be double-cut, hardwood mulch. Where mulch is added, rake final surface to provide a uniform finished appearance. Do not cultivate mulch into soil. Mulching DOES NOT include laying/installing weed barrier. When re-mulching, contract does NOT include cleanup of leaves in landscape beds prior to mulching. Leaf cleanup can be requested as a separate line item.	1.00	\$5,187.27	\$5,187.27
LDP - Spot Shrub Pruning - Com	Mid Season light shrub pruning to keep shrubs manicured to their existing shape.	1.00	\$1,260.08	\$1,260.08
LDP - Fall Pruning - Com	Shrubs: Special attention will be paid to shrubs that require shearing to assure that plant material is not obstructing views, growing into road signs, walkways, patios, air conditioners or electrical boxes or presenting any potential safety hazard. Flowering shrubs will be pruned after blooming. Any shrubbery requiring special equipment such as a high-lift truck or that cannot be properly trimmed using an 8' stepladder are not covered in this proposal. Trees: Large trees will have the canopy branches lifted up to a height of 7 feet. Ornamental Trees will be pruned to maintain the intended plant species form and size while optimizing vigor. Trees that overhang or obstruct vehicular or pedestrian traffic will be pruned additionally. This bid is in no way to be considered as topping tree canopies. All pruning cuts shall be made to the lateral branches and buds. Cuts shall be made immediately outside the branch collar. Removing of suckers, water sprouts and low-hanging branches will be performed during regular visits. *Shrubs or Trees over 12 foot height will not be pruned at top.	1.00	\$1,260.08	\$1,260.08
LDP - Tree/Shrub Spray 1 - Com	Early Spring: Mid-March to Mid-April: Designed to control over wintering eggs, scale, caterpillar & other sucking insects.	1.00	\$440.45	\$440.45
LDP - Tree/Shrub Spray 2 - Com	Late Spring/Early Summer: May through Mid-June: Designed to control aphids, Japanese beetles, leaf miner, bag worms & a fungicide for disease control.	1.00	\$440.45	\$440.45
Overseeding	Overseeding will occur over the lawn area to promote a denser lawn.	1.00	\$84.87	\$84.87

For best results it should be done after aeration and with a fertilization treatment.

LDP - Aeration - Com	A machine with hollow tines mechanically removes plugs or "cores" of soil from the lawn. This reduces soil compaction and allows more oxygen, water, and nutrients to penetrate into the soil creating a healthier lawn. Double pass is recommended when bare patches in turf are present.	1.00	\$90.16	\$90.16
LDP - Site Inspections - Com	Monthly Schedule and Reporting	8.00	\$51.50	\$412.00

**SUB-TOTAL** \$17,266.07

**TOTAL** \$17,266.07

Thank you for choosing Landesign Plus!

**CUSTOMER AUTHORIZATION**

THIS IS AN ESTIMATE, NOT A CONTRACT FOR SERVICES. The summary above is furnished by Landesign Plus as a good faith estimate of work to be performed at the location described above and is based on our evaluation and does not include material price increases or additional labor and materials which may be required should unforeseen problems arise after the work has started. I understand that the final cost of the work may differ from the estimate, perhaps materially. THIS IS NOT A GUARANTEE OF THE FINAL PRICE OF WORK TO BE PERFORMED. I agree and authorize the work as summarized on these estimated terms, and I agree to pay the full amount for all work performed.

**Qualifications:**

1. **PAYMENT:** Payment is to be made as follows: Monthly total due at net 30. A 1.5% monthly finance charge will be asserted on amounts unpaid. Price(s) quoted herein expire in thirty (30) days.
2. Current price will be held for the term chosen. The contents, performance & terms of this contract will be reviewed annually to make adjustments as required. Either party can terminate this agreement with 30 days notice.
3. Extras to the contract will be paid according to the unit prices as set out in the price schedule for extra work. The contractor covenants to conform to all specifications and provisions laid out in the contract terms and conditions.
4. Customer responsible for marking all irrigation heads and pop up downspouts. landesignplus is not responsible for anything buried underneath ground including sprinkler heads, outdoor lighting, tv lines, gas lines and downspouts. If Landesign Plus is requested to mark the irrigation heads, it will cost \$175.00. This will include a walk through of zones and adjustments due to weather conditions. It does not include repairs.
5. Customer will be provided care instructions and is responsible to follow all guidelines. No guarantee of germination for work that is not properly watered. One act of God (heavy rain) washout repair will be included.
6. **WARRANTY:** Landesign Plus guarantees all workmanship for a period of one (1) year from the date of completion. All products installed by Landesign Plus, excluding plants, are guaranteed only by the respective manufacturer's warranty. landesignplus will not be responsible for cost relating to product defects. Plants planted by landesignplus (excluding tropical, annuals, roses, seeding & sodding) that fail to grow within twelve (12) months, will be replaced once, at no charge to Owner. However, if Owner fails to pay balance in full when due, any and all warranties by landesignplus herein or otherwise will be revoked and forever canceled.
7. In the event of early termination of contract, all services performed will be individually tabulated for final billing. In addition, upon cancellation, all special offers must be reimbursed.

Sign here

Date