



CITY OF BELLE ISLE

LANDSCAPE | IRRIGATION | CONSTRUCTION | GOLF



RFP-2024-03
Landscape Maintenance

PREPARED FOR:

**PHIL
PRICE**
Director of
Public Works
City of Belle Isle

1600 Nela Ave
Belle Isle FL 32809
Phone: 407.851.7730
Email: PPrice@belleislefl.gov
Website: www.belleislefl.gov

Proposal issued:
08/01/2024

Proposal valid for 30 days



08/11/2024

City of Belle Isle, FL
1600 Nela Ave Belle Isle FL 32809

RE: Belle Isle Landscape and Irrigation Maintenance Request for Proposal

Dear Phil Price and the City of Belle:

I personally want to thank you for considering Down To Earth as your Landscape Maintenance partner and for inviting us to participate in your RFP. We are confident that the following information will assist you with making the best decision. We appreciate all the time you have taken to ensure we are submitting the most accurate proposal that reflects the expectations of the community.

Down To Earth has been in business for more than 30 years and we pride ourselves on providing superior service that brings "Natural Joy" to our customers. We understand the high standards our customers require and constantly seek to be the "Service Provider of Choice" in the green industry by delivering uncompromising quality that will exceed your expectations. There are many choices for your landscape management services, but what makes Down To Earth different is our ICARE values.

INTEGRITY

- We act with honesty, transparency, and reliability, always doing what is right for our customers, our environment, and our teams.

COMMUNITY

- We are one team that respects and cares for each other, continuously striving to beautify and improve the communities we serve.

ACCOUNTABILITY

- We meet our commitments to each other and to our valued customers and act if we fall short of expectations.

RELENTLESSNESS

- We are constant in our efforts to provide solutions to customers and to satisfy their needs.

EXCELLENCE

- We strive to deliver best in class quality and safety while improving our services and results every day.

Thank you for your consideration and we look forward to the opportunity of working with you to achieve your landscape vision and experiencing the Down To Earth Difference!

Respectfully,

George J Travis
Business Development Manager
Direct 321.239.0067
George.Travis@down2earthinc.com

COMPANY OVERVIEW

WHO WE ARE AND WHAT MAKES US DIFFERENT



EXPERIENCE THE DOWN TO EARTH DIFFERENCE

Down To Earth is a premier, full-service landscape company proudly providing maintenance, irrigation, design, and construction services serving multiple regions across Florida.



Specializing in large-scale commercial, residential, and resort services, we deliver unparalleled service and unmatched quality from design and installation to ongoing maintenance.

ABOUT US

Founded in 1989 as a **landscape & irrigation installation company**, DTE expanded to include a **landscape maintenance division** and **golf division** to meet the increasing demand from our clients. Today, Down To Earth continues to grow with over 1,400 team members that operate out of 15 branch locations and 30+ golf courses.

OUR GOAL

Down To Earth's goal for all three divisions is to approach it with the same business strategy and principles that have made the company a success for 30+ years: surround yourself with great people that demonstrate our **"ICARE"** values and offer a service that brings **"Natural Joy"** to our customers.

CERTIFIED & EXPERIENCED

- Certified State Licensed Irrigation Contractor
- Certified Golf Course Superintendents
- Certified State Licensed Pest Control Operators
- Certified Rain Bird Maxicom Operator
- Certified Arborists
- Certified Horticulturists
- Certified Employees in Maintenance of Traffic
- Green Industries Best Management Practices
- On-Staff Mechanics (Certified Diesel Mechanics and 2-Cycle Mechanics)

450+ VEHICLES

- Maintenance/Construction Trucks
- Irrigation Vans
- Enclosed Trailers/Dump Trailers
- Large Semi-Trucks, Goose Neck Trucks



Map Data ©2022 Google, INGEI

LOCATIONS

CENTRAL

Lake Nona
Mount Dora
Orlando
Sanford
The Villages

NORTH

Jacksonville
St. Augustine

SOUTHEAST

Vero Beach
Fort Pierce
Viera
West Palm Beach

SOUTHWEST

Sarasota
Ruskin
Fort Myers
Naples
Tampa

COMPANY SAFETY PLAN

OUR NUMBER ONE PRIORITY



THE TEAM THAT CARES

Down To Earth understands that safety is the number one priority for both you and our employees. All personnel wear the following necessary protective equipment during the performance of their duties:

- DTE branded protective clothing, reflective, high visibility shirts, and safety vests.
- Protective eye wear or face shields
- Respiratory protection
- Gloves
- Ear/Hearing protection

Down To Earth personnel will adhere to all local, state, and federal safety guidelines and will observe all safety precautions when performing services on property, roadways and rights-of-way. The following measures will be employed when active in these areas:

- Safe location of parked vehicles
- Use of safety cones/signage
- Flag personnel as necessary

HIRING PROGRAM

- Mandatory drug screening prior to employment – zero-tolerance policy.
- Each new employee must complete our “**Green Vest Training**” program that focuses on the safe operation of all equipment and machinery.

PREVENTIVE MAINTENANCE PROGRAM

- Participate in weekly “toolbox talks” to review the correct maintenance procedures and inspect current equipment.
- Equipment is cleaned and maintained daily which includes sharpening mower blades and servicing equipment to ensure proper working order.
- Weekly **Vehicle Condition Report** to ensure that all repairs and maintenance have been completed.
- Monthly **Branch & Site Audits** to ensure compliance.

SAFETY TRAINING PROGRAM

- Employees participate in scheduled equipment training programs demonstrating the correct way to operate machinery and tools utilized for day-to-day job activities.
- Fertilizer/Pest Control Applicators take the Florida Best Management Practices Class and stay current on all continuing education units.
- Weekly Safety topic as well as scheduled Safety bulletins to raise awareness and reinforce training.

LICENSES, CERTIFICATIONS, & INSURANCE BONDING



To deliver the very best customer service, we currently hold the following licenses, certifications, and insurance bonding:

- BMP Certified– Florida Green Industries
- Florida Department of Agriculture and Consumer Services, Certificate of Nursery Registration
- Florida Department of Agriculture and Consumer Services Certified Pest Control Operator
- Florida Department of Agriculture and Consumer Services Registered Pest Control Firm
- Florida Department of Agriculture and Consumer Services, License as Dealer in Agriculture Products
- Florida Nursery, Growers and Landscape Association (FNGLA) – Certified Horticulture Professional (FCHP)
- FNGLA Certified Horticulturalists Florida Nursery, Growers and Landscape Association (FNGLA) – Florida Certified Landscape Contractor (FLCL)
- International Society of Arboriculture (ISA), Certified Arborist
- Rain Bird – Certified Maxicom Operator, Maxicom Software Level 1 and 2, Maxicom Hardware Level 1 & 2

All certificates & licenses are available upon request.

Licenses & Certifications



Licenses & Certifications



Ron DeSantis, Governor

Melanie S. Griffin, Secretary



STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

CONSTRUCTION INDUSTRY LICENSING BOARD

THE SPECIALTY CONTRACTOR HEREIN IS CERTIFIED UNDER THE
PROVISIONS OF CHAPTER 489, FLORIDA STATUTES



PARRISH, SHANE
DOWN TO EARTH II
2701 MAITLAND CENTER PKWY STE 200
MAITLAND FL 32751

LICENSE NUMBER: SCC131152749

EXPIRATION DATE: AUGUST 31, 2024

Always verify licenses online at MyFloridaLicense.com



Do not alter this document in any form.
This is your license. It is unlawful for anyone other than the licensee to use this document.



This is to Certify that

Shane Parrish

Has completed the requirements of the Rain BIRD Factory Trained Program and has received the designation of:

Maxicom Operator

Orlando, FL - June 09, 2021

20 CEU Hours

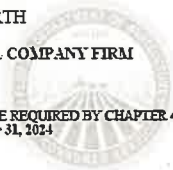



Designation Expiration 6/9/2024 Robert Pfell, Marketing Group Manager – Services, Rain BIRD International, Inc. - Services Division

Student ID 1696585




STATE OF FLORIDA Department of Agriculture and Consumer Services BUREAU OF LICENSING AND ENFORCEMENT		
Date November 9, 2023	File No. JB251107	Expires October 31, 2024
THE PEST CONTROL COMPANY FIRM NAMED BELOW HAS REGISTERED UNDER THE PROVISIONS OF CHAPTER 482 FOR THE PERIOD EXPIRING: October 31, 2024		
		AT
27185 CR 448A MOUNT DORA, FL 32757		Lawn and Ornamental
DOWN TO EARTH 2701 MATTLAND CENTER PKWY STE 200 MATTLAND, FL 32751		
 WILTON SIMPSON, COMMISSIONER		

STATE OF FLORIDA Department of Agriculture and Consumer Services BUREAU OF LICENSING AND ENFORCEMENT	
DOWN TO EARTH 27185 CR 448A PEST CONTROL COMPANY FIRM	
JB251107	
HAS PAID THE FEE REQUIRED BY CHAPTER 482 FOR THE PERIOD EXPIRING October 31, 2024	
 COMMISSIONER	Signature

Wilton Simpson
Willet Card - Fold Here

BUREAU OF LICENSING & ENFORCEMENT
3125 CONNER BLVD, BLDG. 8
TALLAHASSEE, FLORIDA 32399-1650

Bid Forms

Section 00300

Contractors Name: SSS Down To Earth OPCO, LLC
Project Identification: **Bid # 2024-03 LANDSCAPE MAINTENANCE**
Owner: **CITY OF BELLE ISLE**

1. The undersigned Bidder proposes and agrees, if this Bid is accepted, to enter into an Agreement with the City in the form included in this document to complete all work as specified or indicated in the Project Manual for the Contract Price and within the Contract Time indicated in this Bid and in accordance with the document.
2. The Bidder certifies that they have investigated the requirements to do business in the project jurisdiction and that they are either qualified to do business or will obtain such pre-qualification before the contract is awarded.
3. The Bidder accepts all the terms and conditions in this document, including, without limitation, those dealing with the disposition of Bid Security (if applicable). This Bid will remain open for 60 days after the day of the Bid Opening. The Bidder will sign the Agreement and other documents required by the Contract Documents within ten days after the City's Notice of Award date.
4. In submitting this Bid, the Bidder represents, as more fully set forth in the Agreement, that:
 - a) The Bidder has examined copies of all Contract Documents and the following addenda:

Date: 08/01/2024 Number: 1

- b) The Bidder has examined the site and locality where the work is to be performed and the conditions affecting the cost, progress, or performance of the work and has made such independent investigations as the Bidder deems necessary.
 - c) This Bid is genuine and not made in the interest of or on behalf of any undisclosed person, firm, or corporation or solicited any other Bidder to submit a false or sham Bid, and the Bidder has not sought by collusion to obtain for themselves any advantage over any other Bidder or the City.
5. **BIDDER will complete the Work for the following prices:**

The terms of the contract will be for one (1) year from the date of the agreement. The City has the option to exercise five (5) one-year renewals on the same terms and conditions of the original contract, with the exception of the contract price, which will be adjusted by 90% of the Consumer Price Index of the Southern States.

The undersigned hereby declares that they have carefully examined the individual sites listed on the bid form and will complete the LANDSCAPE MAINTENANCE according to the specifications herein.
The terms used in this Bid were submitted to the City of Belle Isle on the 1st of August 2024.

By: Tom Lazzaro
Individual's Name - Signature

Tom Lazzaro
Individual's Name - Printed

doing business as SSS Down To Earth OPCO, LLC (business name)

Business Address: 500 Winderley Place #222 Maitland FL 32751

Business Phone No.: 321.263.2700

Business Fax No.: 1.352.251.0290

Email: Tom.Lazzaro@down2earthinc.com

Communications to the BIDDER concerning this Bid shall be addressed to:

Mailing Address: _____

Street Address: _____

City, State and Zip: _____

Telephone No.: _____

Fax No.: _____

Email: _____

Drug-Free Workplace Certification

Section 00300

Identical or "Tie" Bids:

Preference shall be given to businesses with drug-free workplace programs. Whenever two or more proposals that are equal in respect to price, quality, and service are received by the State or by any political subdivision for procurement of commodities or contractual services, a bid received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. To have a drug-free workplace program, a business shall:

- 1. Publish and pass out to each employee a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace.
- 2. Inform employees about the dangers of drug abuse in the workplace and the penalties that may be imposed upon employees for drug abuse violations.
- 3. Inform employees that the employer must be notified of a workplace violation no later than five (5) calendar days after a conviction.
- 4. Impose sanctions on or require satisfactory participation in a drug abuse assistance or rehabilitation program, if such is available in the employee's community, by any employee who is so convicted.
- 5. By implementing this section, Make a good-faith effort to maintain a drug-free workplace.

Tom Lazzaro 8/11/24
Name (signature) Date

Tom Lazzaro
Name (printed)

Chief Executive Officer
Title

Public Entity Crimes – Sworn Statement

Section 00300

A person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a proposal on a contract to provide any goods or services to a public entity, may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with a public entity, and may not transact business with any public entity in excess of a period of 36 months from the date of being placed on the convicted vendor list.

Pursuant to Section 287.134(2) (a), Florida Statutes, an entity or affiliate placed on the discriminatory vendor list may not submit a bid on a contract to provide goods or services to a public entity.

This sworn statement by Tom Lazzaro
Name and title of business representative

who is authorized to represent SSS Down To Earth OPCO, LLC
Business name

hereby specifies that neither the entity submitting this statement nor any officers, directors, executives, partners, employees, shareholders who are active in the management of the entity, nor any affiliate of the entity have been charged with and convicted of a public entity crime subsequent to July 1, 1989.

Tom Lazzaro
Signature

08/01/2024
Date

STATE OF FLORIDA
COUNTY OF ORANGE

Personally appeared before me, the undersigned authority, on this 1st day of August, 2024.

Lucia D. Lindell
Notary Public



9/16/24
Commission Date

Form of Agreement

Section 00500

THIS AGREEMENT made and entered into on the _____ day of _____, 20____, by and between SSS Down To Earth OPCO, LLC, party of the first part and the City of Belle Isle, Florida, party of the second part.

WITNESS:

That the first party, for the consideration hereinafter fully set out, hereby agrees with the second party as follows:

That the first party shall furnish all material and perform all the work for **LANDSCAPE MAINTENANCE CONTRACT NO. _____** in full part and complete accord with Contract Documents contained herein.

IN WITNESS WHEREOF THE PARTIES HERETO HAVE EXECUTED THIS agreement on the day and date first above written in two (2) counterparts, each of which shall, without proof or accounting for the other counterpart, be deemed an original contract.

This Agreement will be effective on the _____ day of _____, 20____. OWNER:

OWNER

CONTRACTOR

Signature

Signature

Name (Print)

Name (Print)

Title

Title

ADDRESS

ADDRESS

ATTEST

ATTEST

Name (Print)

Name (Print)

**ADDENDUM 1
TO
CITY OF BELLE ISLE
REQUEST FOR PROPOSALS
Landscape Services
RFP# 2024-03**

This Addendum is issued on July 18, 2024, and does not change the submission date of August 1, 2024, at 3 pm.

- **Sign-in Sheet – Pre-Bid Meeting on July 17, 2024**
- **Map showing landscaping areas for service as noted on RFP- Page 11**

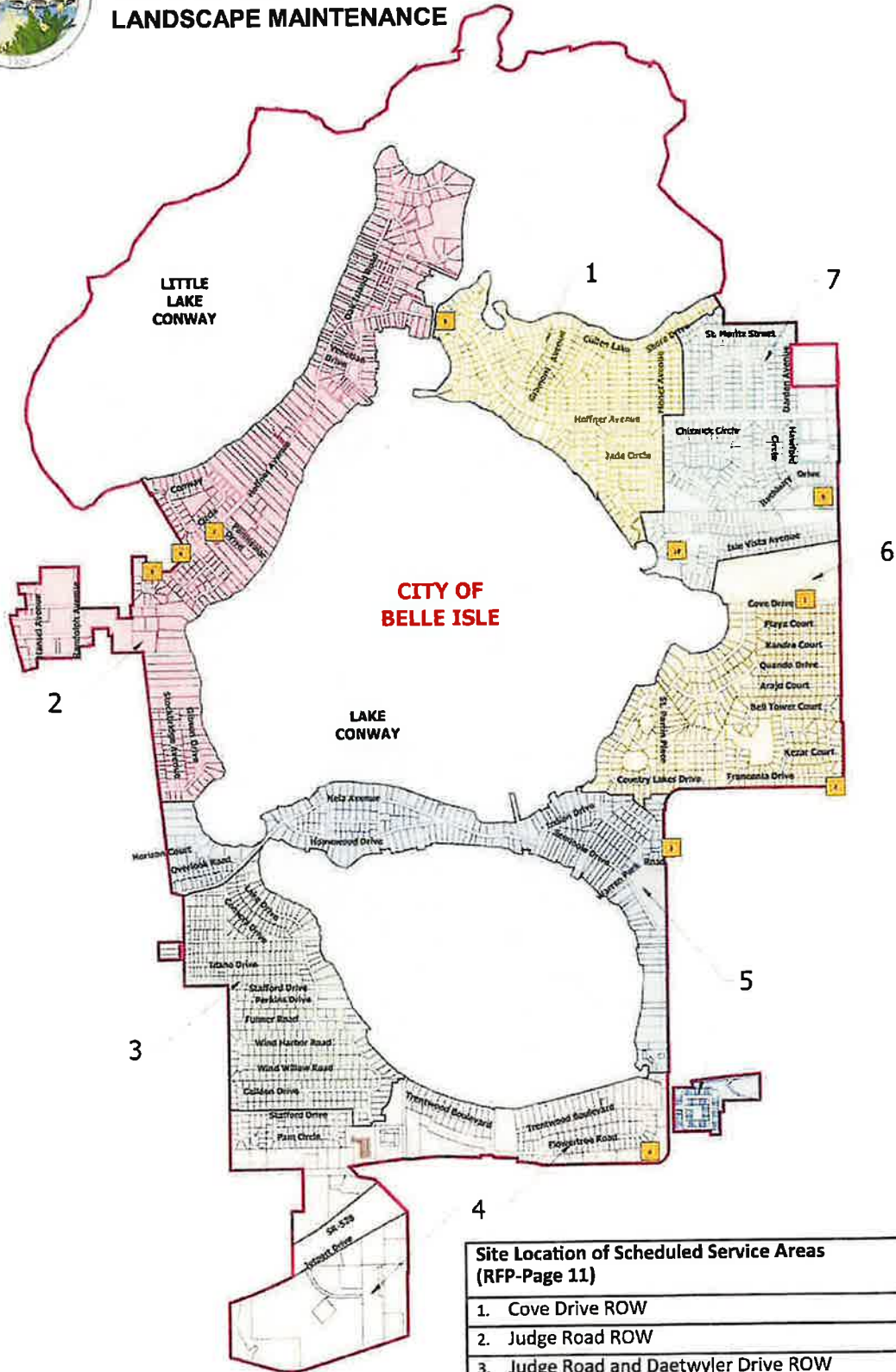
BELLE ISLE RFP # 2024-03
REQUEST FOR PROPOSAL LANDSCAPE MAINTENANCE

PRE BID MEETING ON SITE (MANDATORY) - July 17, 2024

Company Name	Representative	Email	Phone Number
Doyle Land Systems	John Doyle	jdoyle@doylelandsystems.com	407.468.0200
Univer Landscaping	Rod Leon	rodri@oleon@univerlandscaping.com	(239)-446-9529
Down To Earth	George Travis	GEORGE.TRAVIS@DOWNTOEARTHINC.COM	321.239.8067
Down To Earth	Carvin Sumner	carvin.sumner@down2earthinc.com	407-600-5125
Weber Environmental	Jeremy Browne	J.Browne@weberes.com	239-272-9301
Yellowstone Landscape	Brandon Ryle	bryle@yellowstonelandscape.com	907-625-782
Green Mowen Men	Gus Lasso	Sales@MowenMen.com	407 468-0637



**City of Belle Isle
REQUEST FOR PROPOSAL - 2024-03
LANDSCAPE MAINTENANCE**



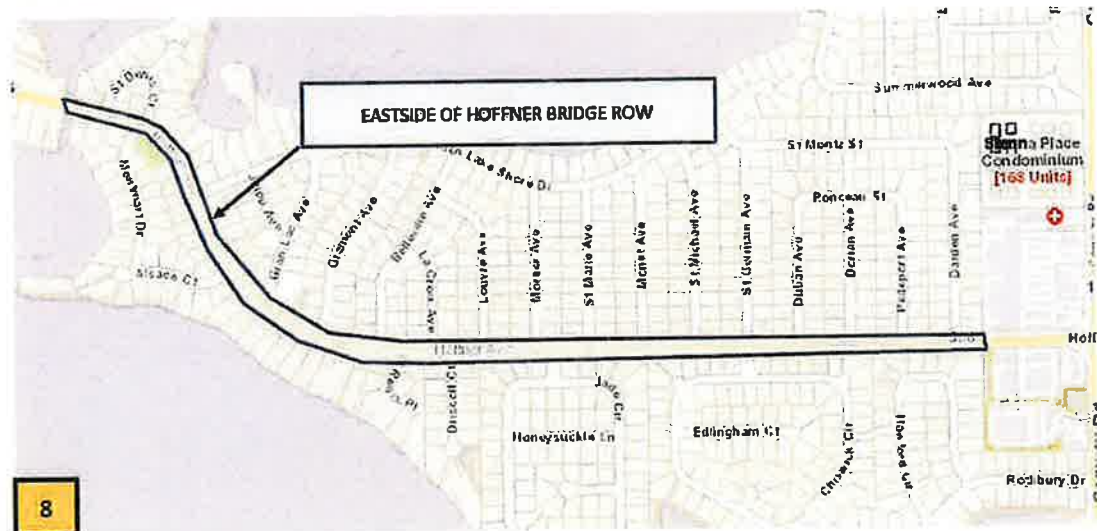
- Number 1-7 (Black) - Districts
- Box Numbers (Yellow) - Mow

Site Location of Scheduled Service Areas (RFP-Page 11)	
1.	Cove Drive ROW
2.	Judge Road ROW
3.	Judge Road and Daetwyler Drive ROW
4.	Daetwyler Drive and McCoy Road ROW
5.	Wilkes Avenue ROW
6.	Hoffner Avenue and LaBelle Street/Wilkes ROW
7.	Hoffner Avenue (west side) ROW
8.	Hoffner Avenue (east side) ROW
9.	Windsor Place Ponds: Rothbury Drive
10.	Windsor Place Ponds: Chiswick Circle



CITY OF BELLE ISLE

REQUEST FOR PROPOSAL 2024-03: LANDSCAPE MAINTENANCE



APPROACH TO SERVICES

AN OVERVIEW OF WHAT WE DO & HOW WE DO IT



We are driven by bringing natural joy to every client and property we service.

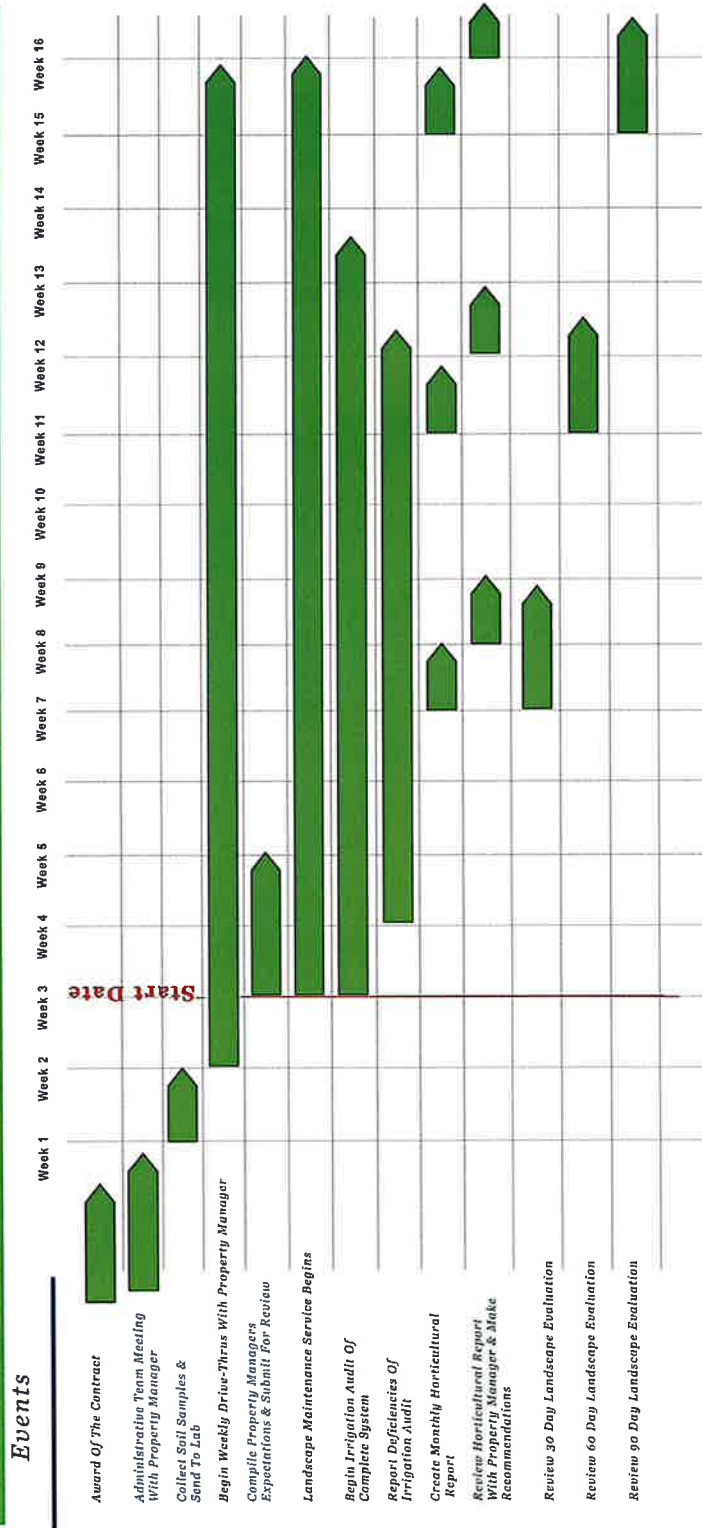
CORE COMPETENCIES



- MAINTENANCE
- IRRIGATION
- CONSTRUCTION
- ENHANCEMENTS & INSTALLATION
- FERTILIZATION & PEST CONTROL
- GOLF

MANAGEMENT TIMELINE

Preliminary Landscape & Irrigation Management Timeline



MAINTENANCE SERVICES AVAILABLE

MOWING

Each turf variety is mowed based on area and site conditions to prescribed heights.

TRIMMING & EDGING

Performed around beds, curbs, streets, trees, and buildings.

IRRIGATION

From system installation to regular checks & audits and on-going maintenance of the irrigation system.

FERTILIZATION

Property specific blends are applied using proper fertilization techniques by licensed professionals.

INSPECTIONS & MANAGEMENT

Regular inspections are performed to examine the condition of the landscape and identify solutions to potential problems.

PEST & WEED CONTROL

Property will be treated chemically to effectively control insect infestation and disease in line with BMP guidelines.

TREE PRUNING

Trees shall be maintained with clear trunks to facilitate proper growth and provide 12'-15' clearance.

MULCHING

Applied to beds and/or bare grounds to moderate soil temperature and retain moisture for healthy plants.

ANNUAL FLOWERS

Proper spacing will be utilized per plant species variety to ensure proper growth.

DESIGN & INSTALL

In house capability to provide full design and install of new material to bring your vision to life.

STORM PREPARATION & REPAIR

In cases of storms or natural disasters, we can provide help to prepare and repair landscapes if requested.

For more details of our services, FAQs, and services beyond maintenance services we offer, please visit www.dtelandscape.com/all-services/

Note: Detailed scope of services included with pricing and contract.

STATE OF THE ART SERVICE

LATEST TECHNOLOGY



- Down To Earth leverages the latest technology and our expert staff to deliver best-in-class service with a commitment to stay on the cutting-edge of landscaping, irrigation systems, fertilization & pesticide practices, and systems.
- Down To Earth actively partners with our suppliers, industry associations, universities, and technology providers to incorporate their products into our services or provide feedback to help the industry including drones and autonomous mowers.



UF IFAS
UNIVERSITY of FLORIDA

UNIVERSITY OF FLORIDA INSTITUTE OF FOOD AND AGRICULTURAL SCIENCES (UF/IFAS)

- We work with the University of Florida Institute of Food and Agricultural Sciences (UF/IFAS) to enhance our fertilization formulas and schedules to allow for custom blends based on soil samples, water quality, water availability and climate.



INTERNATIONAL SOCIETY OF ARBORICULTURE (ISA) CERTIFIED ARBORISTS

- When it comes to tree care, Down To Earth remains at the forefront of botanical practices to optimize proper pruning and trimming. We have implemented a best-in-class hybrid approach utilizing the expertise of in-house and vendor-partnered International Society of Arboriculture (ISA) Certified Arborists.



INTEGRATED PEST MANAGEMENT (IPM)

- We have an industry-leading pest control program based on Integrated Pest Management (IPM) principles - a sustainable, science-based process that combines biological, physical, and chemical tools to identify, manage and reduce threats from pests in a way that minimizes overall economic, health and environmental risks.

CUSTOMER SERVICE & COMMUNICATION

CUSTOMERLINK™ WORK ORDER SYSTEM

Through access to a dedicated website, homeowners can report issues, ask questions, and provide direct service feedback. Benefits of CustomerLink™ include:

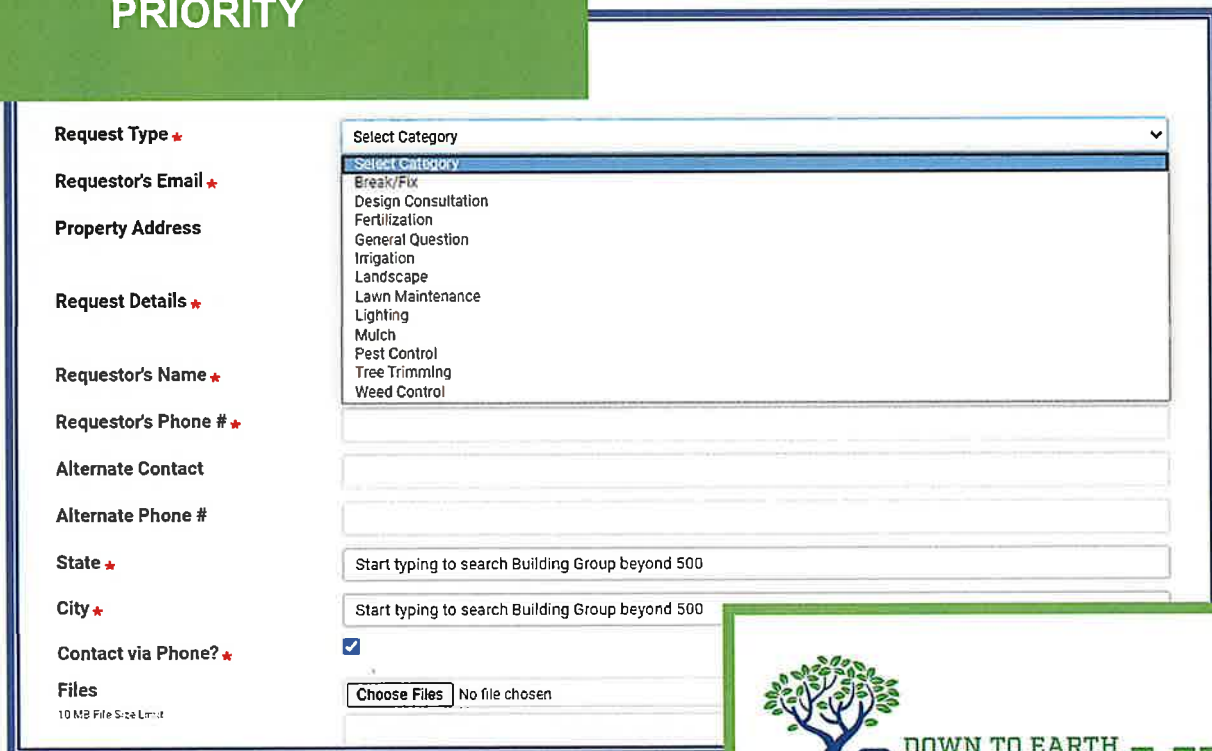
- Work order management
- Intuitive interface and ease of use
- Email alert notification on work order status

CUSTOMER COMMITMENT

Should an issue arise on your property, you can call or email any of our key personnel since all managers and technicians have been equipped with email access via phone or through their vehicle laptops. Additionally, we can be reached via the following:

- Website Customer Form
- Dedicated Branch Phone Number
- Emergency After Hours Phone Number

TIMELY COMMUNICATION AND TRACKING REQUESTS ARE A TOP PRIORITY



The screenshot shows a web form for submitting a request. On the left is a vertical sidebar with labels: Request Type, Requestor's Email, Property Address, Request Details, Requestor's Name, Requestor's Phone #, Alternate Contact, Alternate Phone #, State, City, Contact via Phone?, and Files. The main form area contains a 'Select Category' dropdown menu with options: Break/Fix, Design Consultation, Fertilization, General Question, Irrigation, Landscape, Lawn Maintenance, Lighting, Mulch, Pest Control, Tree Trimming, and Weed Control. Below the dropdown are several empty text input fields. At the bottom of the form, there is a 'Choose Files' button and a 'No file chosen' message. The form is set against a light blue background with a white border.



DISASTER & STORM RELIEF PROTOCOL

Down To Earth understands firsthand the unpredictability of the weather. There have been many occasions throughout the years where we have offered immediate disaster and storm relief, in addition to frost protection services to our clients. Our extensive resources allow us to act quickly and address any issues efficiently and in a timely manner.



SUPPLEMENTAL CREWS

- Supplemental to our current maintenance teams, we have additional enhancement resources that can be made available to restore your property to pre-disaster condition. Furthermore, if necessary, our Construction Division employees are working in Florida year-round and can always offer additional help.

NECESSARY EQUIPMENT

- While adequate manpower is essential, having the necessary equipment is vitally important in these types of extreme situations. DTE has a deep inventory of equipment including loaders and dump trucks that can be redeployed statewide to meet the demands of any emergency.

PREVENTIVE MEASURES

- For more than 30 years, our track record has proven that we will do everything possible to protect our clients' interests and eliminate potential problems during hurricanes, storms, and frost by implementing preventative measures such as pre-storm tree trimming, removal of loose debris, and use of frost cloths.



When disaster strikes, you can count on Down To Earth to keep your property safe, healthy, and operating smoothly.

Please note this is an additional service. Refer to scope of services for a list of all services within the agreement.

DTE EQUIPMENT LIST

Augers/Tillers for Annual Beds	30	PSI Washer	30
Dump Trailer	23	Pull Behind Buffalo Blower	23
Dump Trailer with Large Leaf Vacuum	2	Roller	2
Dump Trucks	3	Semi with Drop Trailer	3
Enclosed Trailer	98	Service Truck	3
GMC/Chevy 1500 Crew Cab	35	Skid steer	2
GMC/Chevy 2500 Extra Cab	89	Smithco Sprayer (Fert/Pest)	15
GMC/Chevy Van	12	Sodcutter	15
Golf Cart	60	Stihl Backpack Blowers	600
Hustler 104" Commercial Mower	3	Stihl Edgers	375
John Deere 21" Commercial Mower	60	Stihl Long Trimmers	375
John Deere 36" Commercial Mower	53	Stihl Medium Trimmers	300
John Deere 48" Stand Up Mower	15	Stihl Pole Saw	120
John Deere 60" Commercial Mower	225	Stihl Short Trimmers	225
John Deere 72" Commercial Mower	128	Stihl Weedeaters	375
John Deere Gator Spray Unit (Fert/Pest)	23	TCM Loaders	20
John Deere Gators (2 Seat)	38	Toro Side Winder	3
John Deere Gators (4 Seat)	15	Tractor with Bushhog	6
8' Ladders	113	Tractor with Disk	2
Large Isuzu Truck with Landscape Bed	3	Trenchers	14
Large Truck with Gooseneck Trailer	5	Vortex Blower	38
Leaf Vacuum	5	Water Trailer	6
8' Open Trailer	48	Water Truck	3
20' Open Trailer	45	"Z" Sprays (Fert/Pest)	14



PERSONNEL

MEET THE TEAM



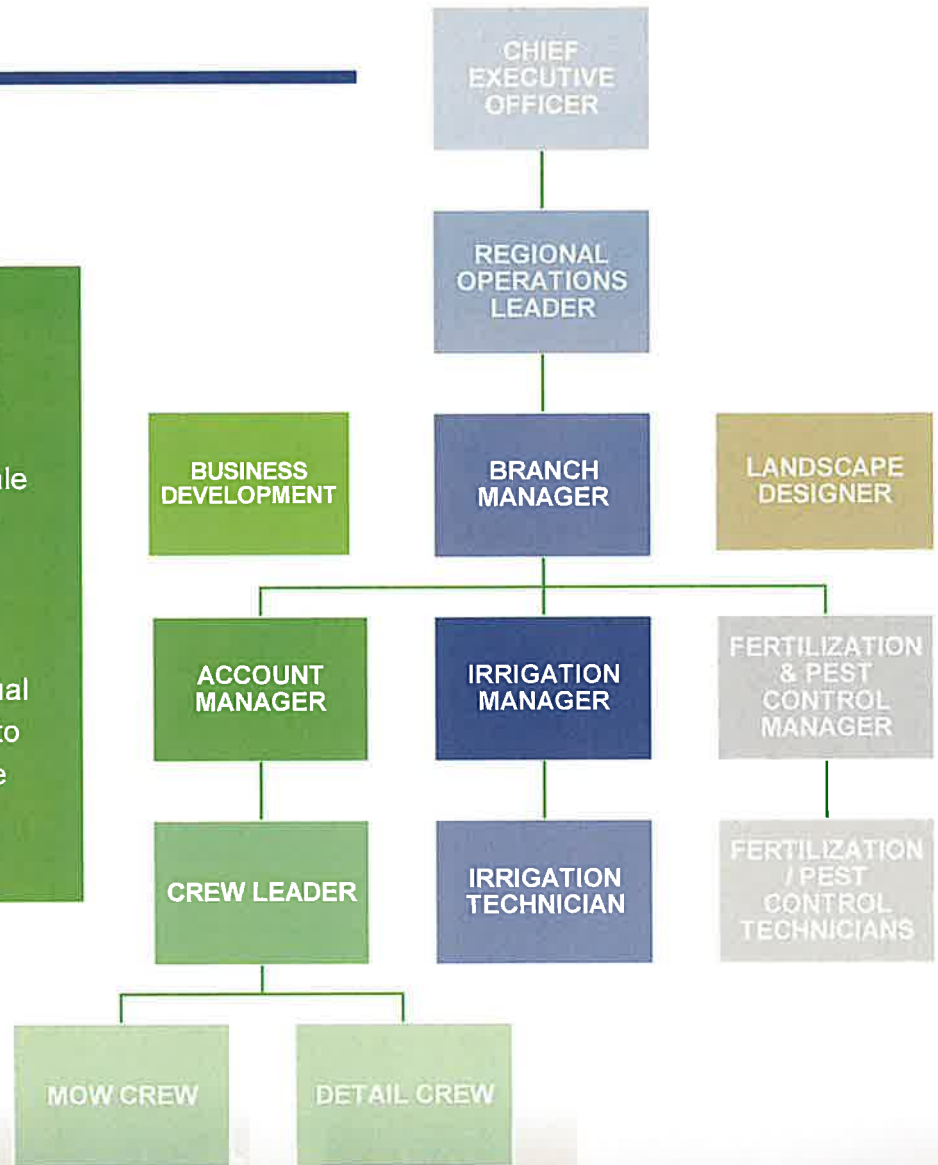
Our highly skilled and trained landscape technicians will be onsite to care for your property each day, supported by our staff of certified horticulturalists, arborists, pest control operators, and irrigation specialists.

**OUR TEAM IS COMMITTED TO CREATING
THE HEALTHIEST AND MOST VIBRANT
LANDSCAPE FOR YOU**

ORGANIZATIONAL CHART

One of the keys to Down To Earth's success is the ability to provide the care and attention of a local company but with the scale and resources of a larger enterprise.

This alignment from the CEO down to the individual crew members is critical to delivering our vision to be the "Service Provider of Choice".



YOUR DEDICATED LANDSCAPE TEAM

Down To Earth approaches each project with the same strategy and principles that have made us successful for 30 years: surround yourself with great personnel and offer services that exceed client expectations.



REGIONAL OPERATIONS LEADER

- Corvin Farmer | Corvin.Farmer@down2earthinc.com
- Leads the region and provides support and resources.

BRANCH MANAGER

- Kehana Burnett | Kehana.Burnett@down2earthinc.com
- Leads multiple field teams and is responsible for the operations for your property.

ACCOUNT / PROJECT MANAGER

- TBD
- Manages the on-site maintenance crews as the primary onsite point of contact.

BUSINESS DEVELOPMENT

- George J Travis | George.Travis@down2earthinc.com
- Provides key information on services to ensure a smooth onboarding process.

SR. LANDSCAPE DESIGNER

- Josephine Weller | Josephine.Weller@down2earthinc.com
- Creates beautiful custom landscapes as an industry trained professional.

EXPERIENCE

YOUR TEAM'S BACKGROUND

CORVIN FARMER

REGIONAL OPERATIONS LEADER

SUMMARY

Business professional focused on supporting cross-functional teams to increase customer satisfaction through process improvements. Exceptional knowledge of developing strategic plans to drive efficiencies and achieve excellence. 15 years of experience in the green industry implementing marketing strategies and accomplishing revenue goals.

QUALIFICATIONS

- Certified in Best Management Practices of the Florida Green Industries-University of Florida
- Licensed Commercial Fertilizer Applicator by the Florida Dept. of Agriculture
- FNGLA Certified Horticultural Professional
- Certified Pest Control Operator

EXPERIENCE

Down To Earth - Market Operations Leaders Down	2023 - Present
To Earth - Continuous Improvement Manager	2022 - 2023
Down To Earth - Branch Manager SW Orlando	2021 - 2022

EXPERIENCE

YOUR TEAM'S BACKGROUND

Kehana Burnett
Branch Manager - Patch Road

Summary

Dynamic Manager offering 15+ years of experience and expertise in building professional partnerships, relationship management, account management, and business development. Strong woman leader with proficiency in growing professional networks, influencing decision-makers, and devising successful strategies.

Qualifications

- Certified in Best Management Practices of the Florida Green Industries – University of Florida
- Turf management, irrigation, and new construction installation

Work Experience

Down To Earth – Branch Manager	2024 - Present
Account / Enhancement Manager	2019 - 2023
Business Development	2017 - 2019
Property Manager	2015 - 2017

HAPPY PARTNERS

"Please give my thanks to everyone who had a part of this contribution! I love working with DTE. Everyone from Diego, Carlos, Karen, Sean, and Gary have been a pleasure to work with."
– Property Manager, GreyCo Properties



Avalon Park POA

- Sara Cortes - Leland Management



Fountain Parke HOA

- Diane Busby - Premier Management



Margaritaville Orlando

- Derick Langel - landscape architect



Ligonier Academy

- Ryan Sharp - Ligonier Ministries



Paradise Palms Resort

- Craig Crenshaw - First Service Residential

City of Belle Isle
FLORIDA

PROPOSAL PRICING



**BASED ON OUR DISCUSSIONS AND ASSESSMENT OF YOUR PROPERTY,
PLEASE SEE THE PROPOSED SERVICES AND PRICING WE CAN PROVIDE
TO BEST SERVE YOUR PROPERTY.**

Site Location of Scheduled Service Areas For Landscape Maintenance Proposal

LOCATION NAME		COST PER LOCATION
1. Cove Drive ROW	See the attached sheet for the description of each individual location.	\$ 2,510.31
2. Judge Road ROW		\$ 3,267.81
3. Judge Road and Daetwyler Drive ROW		\$ 4,503.71
4. Daetwyler Drive and McCoy Road ROW		\$ 7,978.84
5. Wilkes Avenue ROW		\$ 2,485.89
6. Hoffner Avenue and LaBelle Street/Wilkes ROW		\$ 182.41
7. Hoffner Avenue (west side) ROW		\$ 2,602.25
8. Hoffner Avenue (east side) ROW		\$ 39,120.12
9. Windsor Place Ponds: Rothbury Drive		\$ 9,310.94
10. Windsor Place Ponds: Chiswick Circle		\$ 15,589.74
SUB-TOTAL		\$ 87,552.00

MOW SCHEDULE	MOW TIME FRAME	COST PER SERVICE
Mowing Four (4) Time Per Month (32 cycles)	April- November	\$ 58,368.00
Mowing one (1) Time Per Month (4 cycles)	December- March	\$ 29,184.00
SUB-TOTAL		\$

Total		\$ 87,552.00
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Site Location and Description of Scheduled Service Areas For Landscape Maintenance Proposal

Cove Drive ROW	Northside ROW of Cove Dr from the corner of Conway Rd to the corner of Cove Dr and Cove Dr.
Judge Road ROW	Southside ROW of Judge Road from the corner of Conway Rd going west to the start of the brick wall. Northside ROW at the corner of Judge Rd and Conway Rd- Small triangle area.
Judge Road and Daetwyler Drive ROW	Northside of Judge Rd goes from Conway Lakes Dr going west to the corner of Daetwyler Dr on the west side going south to Warren Park Rd.
Daetwyler Drive and McCoy Road ROW	Westside of Daetwyler Dr ROW from the Sunoco gas station going south to McCoy Rd and west on McCoy Rd northside ROW to Via Flora. There is a small triangle section on the east side of Daetwyler Dr at McCoy Rd.
Wilkes Avenue ROW	A small strip of land at the west end of Wilkes Ave and Woodbine Dr.
Hoffner Ave and LaBelle Street / Wilkes Avenue ROW	Small triangle is located at the corner of Hoffner Ave, LaBelle St, and Wilkes Ave.
Hoffner Ave (westside) ROW	Starting at LaBelle St. - The entire ROW on the southside of Hoffner Ave. all the way to the Hoffner Bridge.
Hoffner Ave (eastside) ROW	Starting on the eastside of the bridge, the entire ROW on both the North and Southside of Hoffner Ave to the end of the brick wall on the north and south sides
Windsor Place Ponds	Rothbury Dr-enter between 3654 and 3660 Rothbury Dr. Chiswick Cir-enter between 5272 and 5278 Chiswick Cir.

Proposal Pricing Breakdown

RFP-2024-03
Landscape Maintenance

	<u>Annual Price for each</u>	<u>price per cut Each (36 cuts)</u>
1. Cove Drive ROW	\$ 2,510.31	\$69.73
2. Judge Road ROW	\$ 3,267.81	\$90.77
3. Judge Road and Daetwyler Drive ROW	\$ 4,503.71	\$125.10
4. Daetwyler Drive and McCoy Road ROW	\$ 7,978.84	\$221.63
5. Wilkes Ave ROW	\$ 2,485.89	\$69.05
6. Hoffner Ave and LaBelle Street / Wilkes ROW	\$ 182.41	\$5.07
7. Hoffner Ave (West Side) ROW	\$ 2,602.25	\$72.28
8. Hoffner Ave (East Side) ROW	\$ 39,120.12	\$1,086.67
9. Windsor Place Ponds: Rothbury Drive	\$ 9,310.94	\$258.64
10. Windsor Place Ponds: Chiswick Circle	\$ 15,589.74	\$433.05
Grand Total	\$ 87,552.00	\$2,432.00
Price per Service (36)	\$2,432.00	4 man crew / 2 full days

City of Belle Isle prospers when partnered with a company that is the right fit – such as Down To Earth!

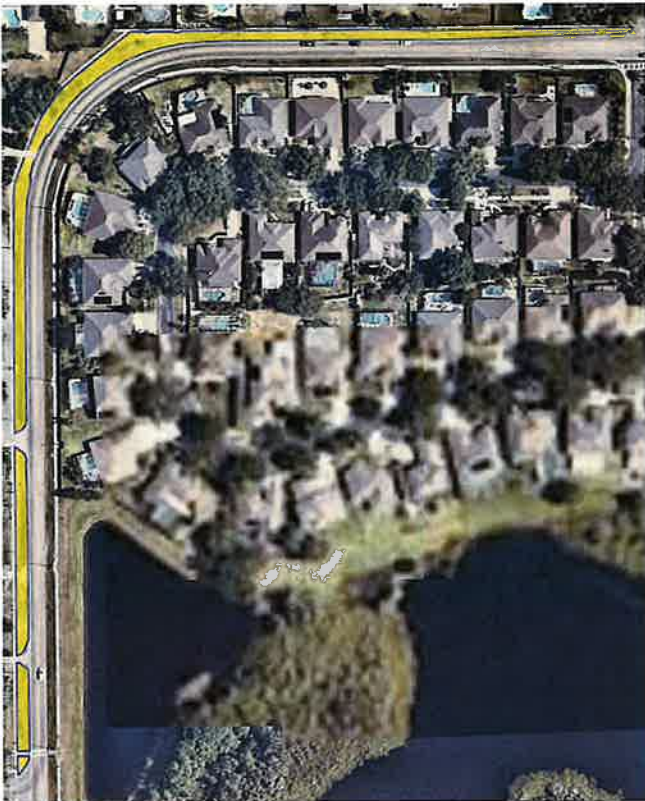
City of Belle Isle 1 Cove Dr ROW Cove Dr, Belle Isle, FL 32812



City of Belle Isle 2 Judge Road ROW, Belle Isle, FL 32812



City of Belle Isle 3 Judge Rd & Daetwyler ROW, Belle Isle, FL 32812



City of Belle Isle 4 Daetwyler Dr & McCoy Rd ROW, Belle Isle, FL 32812



City of Belle Isle 5 Wilkes Ave ROW, Belle Isle, FL 32812



City of Belle Isle 6 Hoffner Ave and LaBelle Street / Wilkes ROW, Belle Isle, FL 32812



City of Belle Isle 7 Hoffner Ave (West Side) ROW, Belle Isle, FL 32812



City of Belle Isle 8 Hoffner Ave (East Side) ROW, Belle Isle, FL 32812



City of Belle Isle 9 Windsor Place Ponds: Rothbury Dr, Belle Isle, FL 32812



City of Belle Isle 10 Windsor Place Ponds: Chiswick Dr, Belle Isle, FL 32812





City of Belle Isle
FLORIDA

THANK YOU!

WE APPRECIATE THE OPPORTUNITY TO PARTNER WITH YOU
AND THE CITY OF BELLE ISLE



George J Travis
Down To Earth Landscape & Irrigation
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Maitland FL 32751
www.dtelandscapes.com

LICENSES & CERTIFICATIONS

We are proud to be affiliated with the following organizations:



- State of Florida, DBPR Certified General Contractor
- State of Florida, DPBR Irrigation Specialty Contractor
- State of Florida, Department of Agriculture and Consumer Services Registered Pest Control Firm
- State of Florida, Department of Agriculture and Consumer Services Certified Pest Control Operator
- State of Florida, Department of Agriculture and Consumer Services, License as Dealer in Agriculture Products
- State of Florida, Department of Agriculture and Consumer Services, Certificate of Nursery Registration
- State of Florida, Department of Environmental Protection and University of Florida Institute of Food and Resources Economics Certificate
- Florida Nursery, Growers and Landscape Association (FNGLA), Certified Horticulture Professional (FCHP)
- Florida Nursery, Growers and Landscape Association (FNGLA), Certified Landscape Technician (FCLT)
- Florida Nursery, Growers and Landscape Association (FNGLA), Certified Landscape Contractor (FCLC)
- Florida Nursery, Growers and Landscape Association (FNGLA), Florida Water Star Accredited Professional (FWS-AP)
- Certified Best Management Practices, Florida Green Industries
- International Society of Arboriculture (ISA), Certified Arborist
- Irrigation Association (CLIA) Certified Landscape Irrigation Auditor
- Irrigation Association (CGIA) Certified Golf Irrigation Auditor
- Florida Irrigation Society, Irrigation Auditing Training Course
- Rain Bird - Certified Maxicom Operator, Maxicom Software Level 1 and 2, Maxicom Hardware Level 1 & 2 Paige Irrigation, Certificate of Completion - Irrigation Wires & Cables and Proper Splicing Methods
- Wesco Turf, Irrigation OSMAC Troubleshooting Service Training
- John Deere Green Tech, Completion Rain Master Eagle iCentral Control System
- Certified Baseline Irrigation Installation and Monitoring
- State of Florida Maintenance of Traffic (MOT) Certified
- Florida Professional Lawn Care Association of America, Certified Turfgrass Professional Golf Course Superintendents Association, Class A Member
- Better Business Bureau Members

