

PROPOSAL FOR PARTNERSHIP

WITH

The City of Lawrenceville





Request for Proposal RP003-24

Provision of Landscape and Maintenance Services on an Annual Contract



September 4, 2023

City of Lawrenceville Lawrenceville Finance Department 70 S. Clayton Street Main Level, Room M46A Lawrenceville, GA 30046

RP003-24 Provision of Landscape and Maintenance Services on an Annual Contract

Dear Selection Committee,

We would like to sincerely thank you for your consideration of our team to provide Landscape and Maintenance Services for the City of Lawrenceville.

Ed Castro Landscape has been providing Landscape Maintenance Services in the Metro-Atlanta region for more than 30 years. Our reputation and experience managing landscapes for municipalities, such as the services requested by Lawrenceville, is demonstrative of our ability to successfully handle large-scale landscaping operations. Gwinnett County, Dekalb County, Clayton County and the City of Atlanta are examples which account for several thousand acres of maintenance currently being managed by our company.

We offer Lawrenceville a staff, from executive leadership to production associates, that has a history of working extremely well as a team and with our clients. We have the mechanisms and planning in place to quickly execute all tasks as outlined in the RFP. We have viewed each of the 29 sites, as well as the sites for Optional Services. We will partner with Lawrenceville to elevate services at each location, from City Hall to the Culver/Pike Parking Lot, ensuring that each property is given exceptional service.

It is our pleasure to submit the right team, present the right qualifications, and the right knowledge base to execute the work.

Respectfully Submitted,

Mr. Edward Castro, President

Mariani Enterprises, LLC. dba Ed Castro Landscape

1125 Old Ellis Road

Roswell, GA 30076 770-998-8444

e.castro@edcastro.com

ECL COMPANY OVERVIEW

Since 1992, Ed Castro Landscape (ECL) has been creating and maintaining the finest outdoor spaces in the South. ECL is an award-winning landscape firm that provides full landscape services from design to installation to long-term maintenance and enhancements. Along with providing exceptional service to our clients, we pride ourselves on being an environmentally responsible company which strives to go green in every facet of our operation.

Our team is led by Founder and President of ECL, Ed Castro. Ed received a degree in Landscape Architecture from the University of Georgia. Over the last 30 years, ECL has strived for and achieved recognition in commercial landscape and Public Works Projects in the Greater Atlanta area.

We have developed a multi-faceted team and methodology that has proven to be successful in the management of municipal facilities in the region. We obtained recognition as not only a leader in landscape design and maintenance services, but a partner with our clients and our community. Supporting Ed is our Vice President, Jim Davis and our team of qualified and experienced account and customer service managers Aaron Vilchez, Rob Koch and Joshua Steele. Our managers possess decades of experience between them, helping shape the ECL strategic approach toward smart commercial growth with an emphasis on customer relations management.

Our goal is to implement tested and proven methodology to create a healthy, green and visually stunning environmental experience for the residents, visitors and guests of the City of Lawrenceville. ECL proposes a Management Plan to effectively implement a sound landscaping program, reinforced by consistent action to achieve increased efficiencies and improved quality each year. We continually develop long term partnerships while engaging employees who can grow and learn new skills valuable to our company and the City of Lawrenceville.

We welcome the opportunity to partner with Lawrenceville and provide a service model that assures its public landscapes are well maintained, safe and clean. Our team that will lead the daily execution of services is confident that the combination of our reliably detailed and consistent communication, strong and diverse foundation, and dedicated landscape professionals are up to the challenge of maintaining the ever-improving living landscapes throughout the community.

 City of Atlanta Department of Watershed Management: Green Infrastructure and Landscape Services. Key Staff: Ed Castro, Jim Davis, Aaron Vilchez, Rob Koch.

BRIEF WORK DESCRIPTION: Multiple landscape maintenance Watershed Facilities throughout City of Atlanta including, but not limited to; water treatment and freshwater facilities covering hundreds of acres, road and street side planters, rain gardens, General Infrastructure sites under Atlanta purview, invasive species mitigation and removal, turf care, tree removal within city parks, water facilities and Watershed ROW's. Current contract dated 6/17/2021 (10 years of service)

CONTACT: McKenna Magill - 404.449.3579

 Gwinnett County: Landscape for Various Police Facilities on an Annual Contract. Key Staff: Ed Castro, Jim Davis, Aaron Vilchez, Rob Koch.

BRIEF WORK DESCRIPTION: Multiple locations of full landscape maintenance throughout Gwinnett County. County Police sites and maintenance of those sites on a 46-visit a year schedule. 21 current facilities that are maintained on a yearly contract basis to the standards set forth by Gwinnett County including turf care, irrigation maintenance, mowing, pruning weed and invasive species control, floriculture and all necessary landscape detail work. September 2020-present

CONTACT: SGT Craig Tonelli - 770.513.5275

3. City of Atlanta Department of Public Works: Right of Ways Maintenance on Emergency Contract. Key Staff: Ed Castro, Jim Davis, Aaron Vilchez, Joshua Steele.

BRIEF WORK DESCRIPTION: Management and Maintenance services for 196 roadway sites within the City of Atlanta—246 miles of roadway and over 500 miles of Right of Ways. Full Landscaping services including turf care, bulk debris identification, mowing, pruning, weed and invasive species control, installed planter floriculture maintenance and all necessary landscape detail work. June 2021-present

CONTACT: Keith Robinson - 470.279.2668

4. City of Decatur: City of Decatur Landscape Maintenance Services.

Key Staff: Ed Castro, Jim Davis, Aaron Vilchez, Rob Koch.

BRIEF WORK DESCRIPTION: Maintenance of City Hall and MARTA Center Station, McDonough bio-swale, Beacon Complex Parks, Cemetery and 219 Tree Wells located throughout Downtown. Included seasonal planting of MARTA Station flower planters and entry beds at City Hall and East Ponce Parking, as well as hardwood mulch and pine straw applications. Legacy Park covers over 28 acres of maintainable landscape and entire scope covers 17 locations of primary landscape maintenance focus. Commenced November 2019. Renewed November 2021.

CONTACT: Felix Floyd - 404.597.3217

5. City of Atlanta Department of Aviation: Hartsfield Jackson Atlanta International Airport Landscaping/Grounds Maintenance Services.

Key Staff: Ed Castro, Jim Davis, Aaron Vilchez, Rob Koch.

BRIEF WORK DESCRIPTION: Management and Maintenance of 430 acres and multiple zones within the airport. Full Landscaping services including turf care, bulk debris identification & removal, mowing, pruning, weed and invasive species control, planter floriculture maintenance and enhancements, and all necessary landscape detail work. 2021—Present

CONTACT: Chris Jackman - 404.801.8934

Our approach is simple. We constantly ask ourselves how to best serve our clients, residents, business owners, and visitors to Lawrenceville in providing healthy, functioning environments. We engage this RFP with careful evaluation. We understand the scope of work for each site, and this approach responds with appropriate pricing and staffing to maintain the properties.

What follows is our approach to conducting maintenance services to a high degree of quality and value. Given the opportunity, ECL will provide services for all sites. We have all the necessary qualifications and experience to deliver and exceed objectives. ECL's work is guided by the following policies and methods of conducting maintenance services:

SAFETY FIRST

Ed Castro Landscape is committed to providing a safe working environment for our employees, and a safe work site for all those who enjoy the communities and facilities we service. ECL has consistently been awarded a Bronze Safety Star from the National Association of Landscape Professionals (NALP) for our adherence to their recommended safety standards. Safety training starts at the time of hire – all employees have a mandatory safety training session, which includes appropriate use of equipment and safety gear. Additional safety training is provided in weekly staff meetings, and ECL's annual training retreat keeps our crew knowledgeable and current.

Vehicles are all clearly marked, and all ECL personnel are uniformed so that they can be readily identified. We deploy traffic cones around parked maintenance vehicles to alert traffic, and ECL service and maintenance personnel all wear bright safety vests to increase visibility and deploy traffic warning signs as necessary. Safety is a daily commitment, and we are disciplined practitioners who closely track and monitor unsafe practices and accidents that do arise. Ed Castro Landscape is certified across numerous industry standards including:

ECL Field Safety Manual
ECL Equipment Training and Certification

ECL Software Training

ECL Safety Review Workshops

ECL Safety First Program

OSHA Training

Georgia Department of Agriculture – Pesticide Contractor License

Georgia Department of Transportation – Drug Free Workplace

Georgia Department of Transportation – Certified Flagger

Georgia Department of Transportation - Form 485 Compliance

U.S. Citizenship and Immigration Services - 19 Immigration Compliance

EQUIPMENT

Our management and service teams take a high level of pride and ownership in consistency and sound workmanship above all else. With this commitment comes the responsibility to adjust to the demands of each season and each site through a collaborative approach as a committed partner. ECL is constantly refining processes, adding new equipment and experienced personnel, implementing wireless technology improving planning, dispatch and reporting. For this maintenance program we will provide all necessary tools, mowers, specialty service equipment, monthly scheduling and routing, well-trained crews and the properly outfitted vehicles as outlined below:

WORKING AROUND LIMITED ACCESS & EXISTING CONDITIONS

We understand the challenges of working with limited site access and will take the utmost care to protect sites. Our team has a safety plan in place to make sure we are prepared to work with our equipment in tight spaces. We also have routine planning meetings with our crews to guide them through site restrictions ahead of time so that there are no delays once we arrive at the site. Our team considers all existing conditions before the start of a project. This allows us to communicate any points of concern with the City in a timely manner.

PLAN THE WORK / WORK THE PLAN

We curate an in-depth planning and scheduling process clearly identifying, coordinating, and complimenting all the necessary work elements, critical-path sequence and phasing. During the work, we stay focused on fulfilling the established plan providing progress updates and overall project schedule to all parties involved. ECL will work with the City, site managers, and special interest groups to develop details of schedule based on Owner priorities, goals and objectives.

REPORTING

ECL uses in-field technology to document and our work. Our digital library of each site compiles photos of site conditions before, during and after services. With Company Cam, our field team quickly generates Service Reports keeping facility managers up-to date with all landscape maintenance activities. Entire chronological libraries are sharable to facilities managers providing access to all photographs taken by ECL for the City of Lawrenceville services. We will submit regular monthly reports and facility manager surveys to ensure site-specific properties are maintained well and expectations are met. Executive reports are compiled seasonally for the City outlining all matters of fulfilling the contract.

TEAMWORK

The organization and structure of our team places key personnel in close communications, and in-tune with the parameters of the work and the requirements of the contract. Our experienced team will hold regular meetings, clearly delegate tasks, hold QA/QC reviews for all projects, and conduct post-services reviews with the client to ensure all expectations are met. The team have clear items of work, open lines of communication, and a powerful sense of collaboration with all entities involved. A positive and cooperative environment from the start.

Each project is fully vetted with site managers, operations, and unique conditions such as active facility use or limited work hours. A 24-hour emergency point of contact is maintained throughout the life of the contract. Each project will have contact directory and procedures to notify all necessary parties to aptly respond in cases of extreme events or emergencies. In such cases, the response and action from the team is announced and immediate.

QA/QC

Our partnership with Lawrenceville will include a bi-weekly Quality Assurance / Quality Control process led by Aaron Vilchez. His experience and leadership truly test this project and ask the tough questions of feasibility, accountability, and quality in the field. We implement 'cold-eyes' review techniques regularly and third-party reviews when the magnitude of the project warrants. A fresh and objective perspective, keenly aware of processes, and real-world conditions supplements confidence and assurance in successful project delivery. The QA/QC plan provides progress updates and overall project schedule to all parties involved.

BUDGET CONTROL & EFFICIENCIES

Vice President Jim Davis develops costing models, sources material opportunities, and supports sequencing events to help to clearly define budgets and expenditure plans. Our network of vendors actively competes to provide the best product for the economical price along with our in-house procurement capabilities offer Lawrenceville value-priced solutions. We constantly track the project and materials, thoroughly evaluate value-engineering opportunists, and incorporate savings benefiting the project and the City. This effort is reinforced in our weekly meetings, QA/QC process, and executive level oversight.

SUSTAINABLE METHODS

We pride ourselves on our commitment to sustainable landscape practices. As land-care experts, it as our duty to the communities we serve to act as responsible stewards of the environment. ECL implements sustainable methods in every project. For example, all green waste materials we remove from sites are not taken to landfills, rather, they are recycled into re-usable compost at our site in Fulton County. Green waste is mixed with organic leaf debris, steeped over time, and eventually screened into viable, amended soil. ECL also recognizes the methods of sustainable project sequencing. We take the time to plan project logistics and seek the most efficient placement of crews and equipment, and how we physically get there. By coordinating our jobs and routes through thorough mapping, it allows for maximum fuel efficiency by eliminating unnecessary and redundant travel. We also have a central shop support team to ensure any breakdowns will be quickly dealt with to avoid time delays or wasted trips.

Ed Castro Landscape continuously seeks to improve the carbon footprint of our company. We are dedicated to adding fuel efficient vehicles to our fleet. ECL maintains Chevrolet Equinox and Sonic Hybrids, and we are currently sourcing additional electric and hybrid trucks, tools and mowing systems for our field production crews. We are currently testing complete lines of electric landscaping tools from Milwaukee and Husqvarna to add to our inventory of Commercial Greenworks equipment.



ED CASTRO LANDSCAPE GREEN EQUIPMENT

Greenworks GM210 82V 21" Commercial Mower

Greenworks GB600 82V Dedicated Blower

Greenworks GT160 82V 16" Straight Shaft Brushless String Trimmer

Greenworks GS100 82V 10" Pole Saw

Greenworks GS180 82V 18" Chainsaw

Greenworks GPW 3000 Electric Pressure Washing System

GL 500 Commercial Extended 5.0 Ah Lithium Ion Batteries & Backpack Mounts

GC400 82V 4 amp Rapid Charger

Oregon 40V HT275 Hedge Trimmer







Organic + Alternative Care Programs

ECL provides the latest environmentally responsibly techniques, products, and services in conjunction with emerging technologies and exploratory solutions. We welcome the opportunity to implement alternative pest management, nutrient management, and microbial management practices. ECL is a partner in both traditional and modern land care management.

Our management and service teams take a high level of pride, ownership, safety and consistency of our equipment and operators and above all else. With this commitment comes the responsibility to adjust to the demands of each season and each site with equipment that is properly fit and capable of getting the job done to the specifications of Lawrenceville.

- 2 Isuzu Crew Cab Box Trucks: Outfitted with 1 ExMark 60" Laser, and/or 2 ExMark 36" and/or 1 ExMark 48" deck hydro mowers, 21" Honda push mower, Stihl steel blade edger, 2 Stihl trimmers, Stihl shears, 4 Echo backpack blowers, Solo backpack sprayers (Round-up and selective insecticide only) and all necessary hand equipment, pruners, loppers, ladder, rakes, safety equipment, traffic control cones, and other incidentals for maintenance services. Note: When appropriate, teams will deploy with Greenworks equipment.
- 1 Isuzu Flat Bed 700 gal. Spray Truck: The spray truck will be deployed as necessary for watering, herbicide and insecticide applications where necessary and fertilization.
- 1 Ford F450 Dump Bed: Heavy duty construction trucks and trailers carry all heavy construction material, wheelbarrows, masonry and cutting tools and long with CAT skid steers, backhoes and Ditch Witches with any necessary assemblies such as forks, buckets, augurs, trenchers, etc.
- 1 Ford F650 Dump Bed: Rig will be used for delivery of any materials and when capped, will tow a Scag Giant Leaf Vac for collection of accumulated leaf piles during the heavy leaf drop in November/December.
- 1 Isuzu NPR Flat Bed 2 Door Enhancement Trucks: Our flatbed truck and enhancement team will be on site for additional planting, clearing or proposed work. Also, this truck will be used as a support vehicle for delivery of mulch, soil etc. during annual change and installation of flower beds and planters, mulches, etc.
- 1 Dodge Ram Pick-up Trucks: Driven by our Account Managers and Customer Relations Managers who will also be on site to manage crew, identify and report problem areas, deliver necessary supplies, and assure quality execution and control of [bi-]weekly service.
- 1 Ford Escape Hybrids: Driven by both Account and Customer Relations Managers to conduct complete site inspections and spot checks of overall service delivery, site conduct and execution and meet on site with Owner's representative.
- 1 Ford ECL Prime Van: Will be on site for any annual installations and regular floral maintenance and inspections to assure healthy and vibrant seasonal color displays year-round. The ECL Prime team will also conduct and supervise any technical and detail pruning, as well as insect and disease identification and monitoring.
- 2 Chevrolet Equinox: Driven by Managers to conduct complete site inspections and spot checks of overall service delivery, site conduct and execution and meet on site with Owner's representative.

LANDSCAPE MAINTENANCE OPERATIONAL PLAN

Our experience, leadership and financial strength ensures Ed Castro Landscape will provide superior technical services and cost-effective solutions for maintaining the landscapes of the City of Lawrenceville. Our reputation as a leader in landscape services only serves to strengthen our technical and sound approach to each job.

To accomplish the tasks as outlined in the scope of work, ECL will utilize **2 Truck Crews** using equipment as presented in our Proposed Equipment List. Each team will be supervised by qualified technicians with multiple years of experience at their respective levels.

2 Teams:

- 1-2 Supervisors
- 4-5 Crew Members
- Managed by dedicated Production Manager
- Assisted by Director of Maintenance, Field Manager, Account Manager, and Executive Leadership

Each supervised team will ensure that the specifications for the entire scope of work at each location (See attached "Lawrenceville Services Checklist Sample—City Hall). Applications of fertilizers, pre-emergent and pesticides will be managed by certified personnel. Seasonal Color will be handled by our seasoned Installation Division, and additional services and crews will be deployed as needed. Managers will oversee the production and facilitate communication between ECL and Lawrenceville, in order to achieve the best overall results for the landscaping requirements of the City.

SCHEDULE OF SERVICES

ECL has carefully reviewed the City of Lawrenceville RFP for Landscape and Maintenance Services. We have the equipment and staffing necessary, as well as the qualifications and certifications required to successfully provide landscaping services for the City, its community of residents and welcomed guests.

We constantly refining processes, adding new equipment and experienced personnel, implementing wireless technology improving planning, dispatch and reporting. For this maintenance program we will provide all necessary daily/weekly scheduling and routing, monthly schedules for chemical applications, and seasonal scheduling of color for landscaped beds. Production schedules will be created by our management team and administered to our crews using our in-house scheduling software.

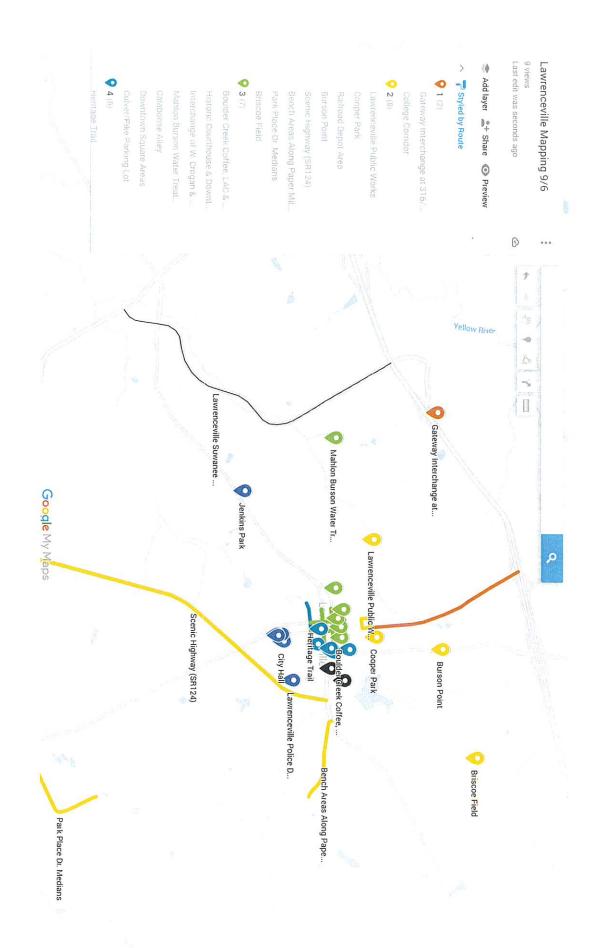
For this project, we have carefully mapped and scheduled all sites to be completed:

- WEEKLY SERVICES (EVERY 7 DAYS IN GROWING SEASON)
- MONDAY-FRIDAY
- 7AM-5PM

LAWRENCEVILLE ROUTING

The following route schedule has been modified for this presentation (Proprietary).

Route 1	Hours	Hours Route 2	Hours	Hours Route 3	Hours
Gateway Interchange at 316/120	15.7	15.7 Lawrenceville Public Works	8.11	8.11 Mahlon Burson Water Treatment Facility	2.3
College Corridor	11.26	11.26 Railroad Depot Area	3.39	3.39 Interchange of W. Crogan & W. Pike	5.4
		Cooper Park	1.2	1.2 Downtown Square Areas	4
		Burson Point	1.38	1.38 Culver/Pike Parking Lot	1.9
		Briscoe Field	0.83	0.83 Calaboose Alley	0.5
		Bench Areas Along Paper Mill Rd	0.86	0.86 Historic Courthouse & Downtown Square	1.5
		Park Place Dr. Medians	1.04	1.04 Boulder Creek Coffee	1.2
		Scenic Highway (SR124)	7.27		
Total	26.96		24.08		16.78
Per Crew Member	6.74		6.02		4.195
Route 4	Hours	Hours Route 5	Hours		
Gateway #1	3.18	3.18 Jenkins Park	0.94		
Median in Jackson St.	0.35	0.35 Gateway Park	1.77		
Parking Deck	0.81	0.81 SE Corner of Nash/Clayton	1.32		
Heritage Trail	2.57	2.57 Parking Lot Across From City Hall	1.14		
Bicentennial Plaza	2.23	2.23 City Hall	3.27		
Lawrenceville Lawn	12.68	12.68 Lawrenceville Police Department	5.88		
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LAWRENCEVILLE SERVICES CHECKLIST SAMPLE

WEEK OF JULY 8-12 (2024) CITY HALL - 70 South Clayton Street

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MANAGERS MEETING Monthly	Completed / Not Completed Notes: SCHEDULED FOR JULY 16TH
PROJECT MEETINGS As Needed	Completed / Not Completed Notes: NO ENHANCEMENTS THIS WEEK
QA/QC MEETINGS Bi-Weekly	Completed / Not Completed Notes: SCHEDULED FOR JULY 16TH
SERVICE REPORTS Monthly	Completed / Not Completed Notes:
DAMAGE REPORTS As Needed	Completed / Not Completed Notes:

GENERAL MAINTENANCE

MOWING	Completed / Not Completed Notes:
TRIMMING	Completed / Not Completed Notes:
EDGING	Completed / Not Completed Notes:
PRE-EMERGENT Warm Grasses	Completed / Not Completed Notes: NOT SCHEDULED FOR JULY
PRE-EMERGENT Cool Grasses	Completed / Not Completed Notes: NOT SCHEDULED FOR JULY
POST-EMERGENT Warm Grasses	Completed / Not Completed Notes: NOT SCHEDULED FOR JULY
POST-EMERGENT Cool Grasses	Completed / Not Completed Notes: NOT SCHEDULED FOR JULY
FERTILIZE Warm Grasses	Completed / Not Completed Notes: NOT SCHEDULED FOR JULY
FERTILIZE Cool Grasses	Completed / Not Completed Notes: NOT SCHEDULED FOR JULY
AERATE/OVERSEED Cool Grasses	Completed / Not Completed Notes: NOT SCHEDULED FOR JULY
LITTER REMOVAL	Completed / Not Completed Notes:
CLIPPING REMOVAL	Completed / Not Completed Notes:
LEAF REMOVAL	Completed / Not Completed Notes:
BLOWING	Completed / Not Completed Notes:

FLOWER BEDS

LITTER/DEBRIS REMOVAL Weekly	Completed / Not Completed Notes:
WEED REMOVAL Weekly	Completed / Not Completed Notes:
MULCH	Completed / Not Completed Notes:
SEASONAL COLOR	Completed / Not Completed Notes: NOT SCHEDULED FOR JULY

SHRUBS, TREES, & LANSCAPED BEDS

LITTER REMOVAL	Completed / Not Completed Notes:
WEED REMOVAL (ALL BEDS & TREE WELLS)	Completed / Not Completed Notes:
FERTILIZER	Completed / Not Completed Notes:
PRUNING SHRUBS	Completed / Not Completed Notes:
PRUNE/EDGE GROUNDCOVER	Completed / Not Completed Notes:
PEST/DISEASE INSPECTION	Completed / Not Completed Notes: PLEASE SEND REPORT FOLLOWING THIS WEEKS SERVICE
MULCH	Completed / Not Completed Notes:

PARKING LOTS & WALKWAYS

LITTER REMOVAL	Completed / Not Completed Notes:
BLOWING	Completed / Not Completed Notes:
LEAF REMOVAL	Completed / Not Completed Notes:

OPTIONAL SERVICES

L CERTICES	
AERATION	Completed / Not Completed Notes:
LIME APPLICATION	Completed / Not Completed Notes:
PESTICDE/FUNGICIDE APPLICATION	Completed / Not Completed Notes:
FERTILIZER/HERBICIDE APPLICATIONS	Completed / Not Completed Notes:
ENHANCEMENT SERVICES	Completed / Not Completed Notes:

SUPERVISOR	NAME:
CREW MEMBERS	NAMES:
DATE OF SERVICE	DATE:
ACCOUNT MANAGER	NAME:

We continually hone our approach to the direct enhancement of landscapes by remaining focused on the basic principles of sound and reliable service. All current and new work is reviewed in three specific areas; right team, right equipment and the most efficient plan of action. By dependably reviewing our man hours, service or quality flaws/complaints and solution steps to improve our delivery, we are uniquely situated and prepared to correct course as necessary and find ways to improve and maintain a considerably reliable consistency to our service. We accomplish this with a dedicated Account Manager who inspects all sites, a Field Manager who supports our ground teams and Supervisors who lead static crews that rarely deviate from our established approach. Our management and service teams take a high level of pride and ownership in consistency and sound workmanship above all else. We are prepared to adjust to the demands of each site through how we have developed our approach, our manapower and our communication as a team and committed partner.

ENHANCEMENT PROJECT PHASES

Design is key to the successful start and completion of any project. The proposed design provides several unique considerations to satisfy the requirements of the scope, in addition to providing an engaging space for all users to access and enjoy. Some site considerations are sun-shade issues, soil type, location, utilities, public health and welfare, and accessibility. The design will specify plants that are best suited for the area, spacing, visibility, future growth patterns, shape, texture, city budgetary issues and water availability. The design will also specify the highest quality of materials available within the budget to complete the project. Prior to the start of any design work, we will perform detailed site visits to conduct site analysis and photographic surveys. The identification of irrigation, utilities, property ownership and legal boundaries will be verified. Each project design plan will be communicated and reviewed for approval by the City of Lawrenceville.

All materials will be sourced from reputable suppliers that guarantee quality and quality. We will follow and expand on the specifications outlined starting with sourcing, digging, handling, and installation for plant materials. ECL has developed relationships with our vendors to hold sufficient materials throughout the warranty period to provide replacement material that will match the adjacent material.

Upon approval of the project design, scope, and specifications a detailed cost proposal for this work will be developed. As each proposal is presented to the City of Lawrenceville's representative for approval, ECL will provide a schedule for start and completion. We will outline communication and implementation milestones with the city. After acceptance of project proposal Ed Castro Landscape will proceed with the installation stage accordingly.

Upon completion/acceptance of the design and cost proposal for the project, ECL will pass the documentation onto an Installation Project Manager dedicated to this project and have a consultation with the Maintenance Project Manager regarding the forthcoming maintenance of the project. The Installation Project Manager will meet with the Account Manager to recommend a crew to install the project. We will assign specific crews for this project. We have found great success in organizing, coaching, training, and scheduling dedicated crews for this type of work. Goals, expectations, benefits and scope are clearly defined. We have crew leaders and landscape laborers that have years of continuous experience to these standard specifications. They take great pride in work and the idea of making our community a better place to live and experience. After this decision is made the Ed Castro Landscape team will take all of the recommended and necessary steps to ensure proper delivery, handling, installation, and safety measures related to the successful completion of the project.

Each enhancement project is **planned**, **resourced**, and **scheduled** to meet the focused scope of improvements. Projects are reviewed for the scope of the work and carefully coordinated with the City's representative to layout the project and work the team identify points of coordination, critical paths, community outreach, and other essential organizational tasks to ensure an informed and well though-out approach. Approvals from the City and from the community are important with any site improvements. The project is resourced in terms of assembling the team and materials for the work. Drawing from our talented and diverse subcontractors, ECL is positioned to respond to all service and build requests in their entirety.

From demolition to demonstration gardens, and utility repair to building neighborhood green spaces, our team invokes cooperation and a commitment to a rigorous process of project delivery. The team composes the elements of the work, materials for installation, and will approach the project under this contract as a two-phased plan. The first 2 Phases focus on transformation and preforming the heavy-lift aspects of a project such as demolition, grading, and heavy pruning. Following these Phases, construction activities requiring the most intensive site works, the surface level Enhancements are built. The site is fine graded, plant material removed, plant material transplanted, and soils are supplemented to provide a rich plant media matrix and drainage goals.

Every project is planned, communicated, and verified under this approach. A Milestone Approach. A step-by-step methodology projects activities and provides a roadmap to measure each project. Once a project is closed out, our team continues the services with post-construction evaluations and maintenance and upkeep forecasts.

LABOR RESOURCES

We support the values of the City of Lawrenceville and foster the concepts of **Conservation**, **Environmental Health**, **Knowledge**, and **Teamwork** while delivering service excellence. Knowledge and Teamwork invigorate creativity and the growth of ideas to nurture current techniques, approaches and solutions. Knowledge and Teamwork displace complacency, and this foundation comes with a high level of integrity and accountability. Our process and delivery are transparent and comprehensive, and we value each person involved in turning an idea into reality because we believe that our employees, subcontractors and field technicians are our most valuable resources.

ECL's policy is to select employees on the basis of skill, training, ability, attitude, and character without discrimination with regard to age, sex, color, race, creed, national origin, religious persuasion, marital status, political belief, or disability that does not prohibit performance of essential job functions, and to develop competent people who understand and meet our objectives, and who accept with open minds the ideas, suggestions and constructive feedback from fellow employees. We seek, train, and reorient individuals who can accept the ideas, suggestions and constructive feedback from our management leaders.

Our team represents a motivated, skilled and empowered workforce composed of seasoned field veterans and underrepresented communities engaged in teaching, learning and together reaching the goal of a project 'well-done'. Our team is strategically positioned to be successful because of the leadership's continued pledge to community and teaching the arts of Invasive Species Removal and Reconstruction/Restoration.

ECL understands the various requirements that must be met to construct and manage the project. Our trained staff are to be stewards of the environment and, with our approach and extensive experience to

caring for large-scale areas, we are able to deploy best management practices to efficiently and effectively deliver a variety of Landscape and Maintenance. Combined, we offer:

- 31 Full-Time Managers, Accounting and Office Staff
- 16 Fully-Equipped Maintenance Crews
- 6 Installation Crews
- 4 Enhancement Crews
- 2 Dedicated Chemical Application Crews
- 2 -Horticultural/Floriculture Crews
- 65 Full Time Field Employees
- 20 Salaried Supervisors
- 12-acre Facility in Roswell/Fulton County
- 2 Satellite Locations (Smyrna and Hartsfield Jackson Airport)

KEY PERSONNEL

Ed Castro, President

Our Managing Partner is at the top of our organizational structure and is ultimately responsible for the success of the entirety of the contract service delivery. Mr. Castro brings a wealth of experience, both personally and professionally. Through his travel and exposure domestically and internationally, Mr. Castro asserts that today's environmental concerns and expectations differ greatly from the atmosphere of the 1990's. Mr. Castro believes, without doubt, that proper experience, proper communication, proper planning and implementation can result in clean, healthy and well-maintained grounds that are safe for all residents, visitors, and the community of Lawrenceville. With a historical resume of world class landscape maintenance, Mr. Castro will oversee processes and solutions and foster teamwork and communications between all project team members. This executive level management provides overall project health, direction, and qualitative control to deliver results that exceed the expectations of the City, the community, and special interest groups. Mr. Castro brings more than 30 years of professional experience.

EDUCATION

Bachelor of Landscape Architecture (BLA) – University of Georgia,

Athens, Ga Landscape Architecture – Royal Melbourne Institute of

Technology, Melbourne, Australia

American Society of Landscape Architects • Urban Agriculture Council • National Association of Landscape Professionals

EXPERIENCE

Ed Castro is President of one of Atlanta's largest Landscape Design/Build & Maintenance firms, Ed Castro Landscape. Ed continues to strive to be the recognized leader in commercial garden design, construction, and maintenance. ECL's growth is in part based on successful partnering with Atlanta metropolitan's leading companies and Non-Profit community. A sampling of his other projects including Atlanta Beltline; City of Atlanta; City of Roswell; City of Alpharetta, Gwinnett County, Park Pride; dozens of trails, parks, and sports fields; and Chastain Park Design Development Standards. Ed Castro has supported an array of leading community initiatives and over a dozen of the non-profit organizations in Atlanta committed to improving quality of life.

Jim Davis, Vice President - Operations

Jim Davis will orchestrate and direct Field Management and delivery of day-to-day operations. These services include assisting the Account and Field Managers in the execution of all Lawrenceville service sites, prioritizing all high-visibility areas within those sites. Jim will ensure quality and timely services and interface with City Representatives to meet their operational goals. Jim will work closely with management teams to assure compliance and thorough completion of coverage areas that ECL will be handling weekly.

EXPERIENCE

A long-time leader in the Atlanta green-industry and current ECL expert in floriculture design and horticulture management, Jim will be highly involved in the execution and delivery of all service plans withing the City of Alpharetta. His specialization in invasive species management including plant identification for invasive and non-invasive species offers critical knowledge base to resiliency in forestry management. His twenty-five year tenure at Post Properties as Vice-President lends qualified insight and a keen eye focused on superior landscape management. Highlights over the past 29 years include managing award winning in-house landscape division, negotiating and managing national service contracts, overseeing Landscape and Facilities, budgeting and execution of capital spending programs. Certifications: IREM / ARM Certified, Former Post Hope Foundation Board Member, Former Atlanta Colt Youth Foundation Board Member, Former Dunwoody Nature Center Board Member.

Aaron Vilchez, Operations Director—Landscape Maintenance

Complementing Mr. Castro's experience, Director of Operations, Aaron Vilchez, will work to ensure thorough and comprehensive responsiveness from planning to delivery and quality assurance. Mr. Vilchez will oversee each team designated for both administration and production, from field crew to the accounting department. Aaron will facilitate all day-to-day operations as outlined by the contract.

EDUCATION

Bachelor of Art and Psychology Oxford College, Emory University (in-progress)

EXPERIENCE

Aaron is in his 5th year with ECL. Prior to joining ECL, Aaron invested over a decade in environmental maintenance of Golf Courses for Chateau Elan, service provider for Nature Scapes and as the proprietor of Scape Artists, a small business focusing on high-endlandscape care. Since joining ECL in 2017, he has quickly risen in capacity and responsibilities starting off as Maintenance Supervisor then transitioning to Field Supervisor, and his current position as Director of Operations. Aaron oversees all field crews and optimizes route planning and scheduling, safety and operations training, and project accountability. His passion for plants makes his plant identification and trouble shooting skills invaluable to field quality assurance, as does his attention to detail and high standards of landscape performance. Certifications: Level 1A Certified Personnel December 2021 to December 2024 Erosion Certification from GSWCC.

Rob Koch, Account Manager

EDUCATION

Associates Degree Computer Science - University of North Carolina Charlotte Osbourne High School, Marietta, GA

EXPERIENCE

Rob is in his 3rd year with ECL. He is a maintenance expert with great communication skills and over 35 years' experience in Landscaping Maintenance Services, Rob has managed accounts for landscape maintenance on several high-end municipal contracts. Rob has extensive plant knowledge, is certified through the Georgia Green Industry Association (GGIA) and has trained several coworkers to help fulfill numerous contracts in the Atlanta area. Rob has managed multiple crews and assessed critical problem areas for resolution for awarded maintenance projects on time and within budget. Certifications: Georgia Pesticide License – Category 22 & 24, GGIA Certification, and Plant Level III – Post Properties Certification.

Joshua Steele, Account Manager

EDUCATION

Tecumseh High School, New Carlisle, OH

EXPERIENCE

Joshua is in his 4th year with ECL. He is a professional with over 22 years' experience in Landscaping Maintenance Services, Joshua has managed accounts for Gwinnett County, the City of Decatur, the City of Alpharetta, Fulton County, and the City of Atlanta. Joshua is currently managing multiple crews and a contract portfolio worth more than \$4,000,000 a year.

SUPERVISORS:

Esmerelda Curiel - 8 Years of Experience

Esmerelda is our first choice for Supervision on this project. She is currently a resident of Gwinnett County. For her entire tenure with ECL, she has been scheduled on the highest profile residential contracts in our portfolio. Esmerelda has recently worked on projects for the Atlanta Temple, Gwinnett County Fire & Police Services, and for CBRE Commercial properties in Lawrenceville.

Nelson Reyes, Supervisor – 15 Years of Experience

Nelson is a dedicated employee. He currently oversees crews servicing multiple Water treatment facilities, including RM Clayton, for the City of Atlanta.

Samuel Williams, Supervisor - 20 Years of Experience

Samuel supervises crews that maintain a large portfolio of Watershed and Municiple facilities in the Metro-Atlanta region. His dedication and professionalism are exceptional, and Samuel has been a leader for multiple, large contract properties.



Solicitation Name & No. Provision of Landscape and Maintenance Services on an Annual Contract; RP003-24

Contractor Affidavit under O.C.G.A. § 13-10-91(b)(l)

The undersigned contractor ("Contractor") executes this Affidavit to comply with O.C.G.A § 13-10-91 related to any contract to which Contractor is a party that is subject to O.C.G.A. § 13-10-91 and hereby verifies its compliance with O.C.G.A. § 13-10-91, attesting as follows:

- a) The Contractor has registered with, is authorized to use and uses the federal work authorization program commonly known as E-Verify, or any subsequent replacement program;
- b) The Contractor will continue to use the federal work authorization program throughout the contract period, including any renewal or extension thereof;
- c) The Contractor will notify the public employer in the event the Contractor ceases to utilize the federal work authorization program during the contract period, including renewals or extensions thereof;
- d) The Contractor understands that ceasing to utilize the federal work authorization program constitutes a material breach of Contract;
- e) The Contractor will contract for the performance of services in satisfaction of such contract only with subcontractors who present an affidavit to the Contractor with the information required by O.C.G.A. § 13-10-91(a), (b), and (c);
- f) The Contractor acknowledges and agrees that this Affidavit shall be incorporated into any contract(s) subject to the provisions of O.C.G.A. § 13-10-91 for the project listed below to which Contractor is a party after the date hereof without further action or consent by Contractor; and

party after the date hereof without further action	•
g) Contractor acknowledges its responsibility to submit	
identification cards required pursuant to O.C.G.A. § 13-10-9	I to the public employer within five business days of
receipt.	1 1
1903284	10/11/2022
Federal Work Authorization User Identification Number MARIANI ENTERPRISES, LLC.	Date of Authorization
DBA ED CASTRO LANDSCAPE	Name of Public Employer
Name of Contractor	Name of Public Employer
1125 OLD ELLIS ROAD	
Street Address	
POSWELL, GA 3007Le City/State/Zip Code	
City/State/Zip Code	
Executed on AUGUST, 14 20 23 in ROSWEU	city), GA (state).
Signature of Authorized Officer or Agent	
	11110 A CO. "
EDWARD CASTRO PRESIDENT Printed Name and Title of Authorized Officer or Agent	LILL KAME
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SUBSCRIBED AND SWORN BEFORE ME	DIS HOLAS
ON THIS THE 4 DAY OF AUGUST, 2023	(D) AJOZDA R V PLIBLIC STANDAY
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August 24, 2023

ADDENDUM #1 RP003-24

Provision of Landscape and Maintenance Services on an Annual Contract

Please see clarifications below:

CHANGE: Proposals must be returned in a sealed container marked on the outside with the Request for Proposal number and Company Name. Proposals will be received until 3:00 P.M. local time on **Monday, September 4, 2023** at the Lawrenceville City Hall – Finance Office, Main Level, Room M46A - 70 S. Clayton Street, Lawrenceville, Georgia 30046.

TO: Proposals must be returned in a sealed container marked on the outside with the Request for Proposal number and Company Name. Proposals will be received until 3:00 P.M. local time on **Thursday, September 7, 2023** at the Lawrenceville City Hall – Finance Office, Main Level, Room M46A - 70 S. Clayton Street, Lawrenceville, Georgia 30046.

- Q. Who is the current vendor for these properties?
- A. Russell Landscape
- Q. What is the annual contract amount for these properties?
- A. It varies based on additional services that are required year to year.
- Q. Can you provide historical pine straw and quantities for these properties?
- A. Unknown
- Q. Can you provide seasonal color quantities?
- A. It varies. The awarded contractor would need to determine.
- Q. Can the City provide addresses for these properties?

A. Specific addresses not assigned.

Q. When is the anticipated award date?

A. October

Q. When is the anticipated contract start date?

A. November

Q. Pine Straw, Mulch. Should this go in Section D or E of cost proposal?

A. Either depending on location (Just make sure it is covered in one or the other).

ACKNOWLEDGED 9/5/2023

EDWITED CASTRO, PRESIDENT

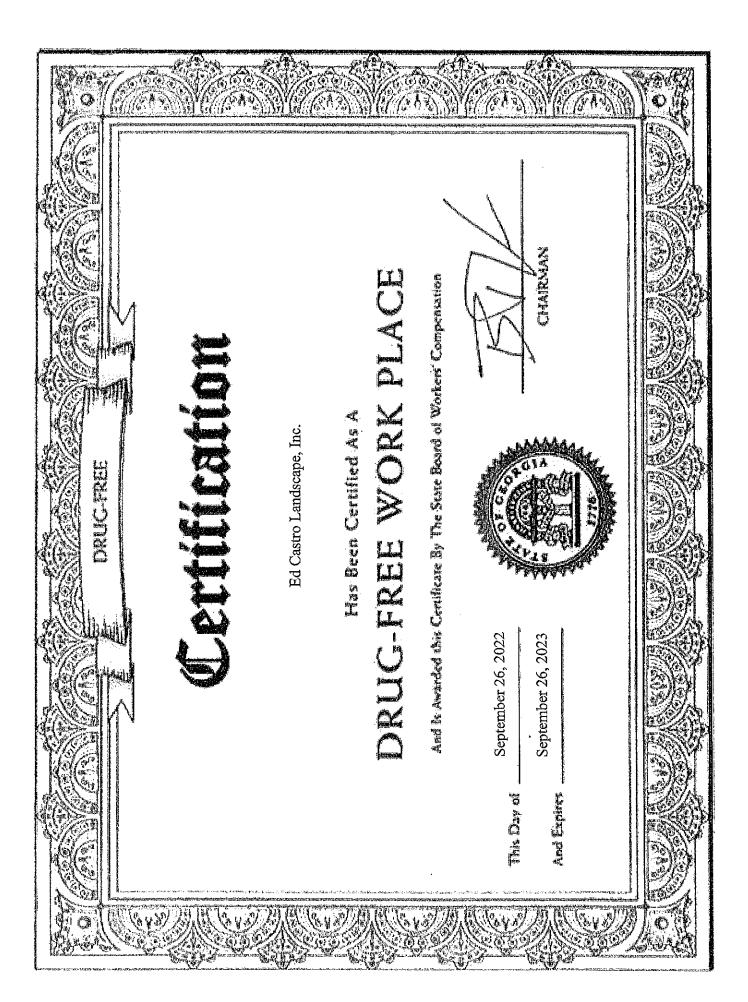


CERTIFICATE OF LIABILITY INSURANCE

DATE(MM/DD/YYYY) 04/24/2023

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). ALITHORIZED

REPRE	SENTATIVE OR PRODUCER, AND THE TANT: If the certificate holder in	E CEI	RTIFIC	ATE HOLDER,					
If SUB	BROGATION IS WAIVED, subject t	0	the	terms and conditions of	the po	licy, certain		•	
	rtificate does not confer rights to the o	certifi	cate h	older in lieu of such endors					
PRODUCER AON Risk Services Central, Inc. Chicago IL Office				CONTACT NAME:				- courte	
				PHONE (A/C, No., Ext): (866) 283-7122 (A/C, No.): (800) 363-0105					
200 Eas	t Randolph IL 60601 USA				E-MAIL ADDRES	S:	***************************************		
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Mariani Enterprises, LLC dba Ed Castro Landscape 1125 Old Ellis Rd Roswell GA 30076 USA					INSURER	s: Trave	elers Prope	erty Cas Co of America	a 25674
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INSR LTR	TYPE OF INSURANCE	ADDL	쌦	POLICY NUMBER		(MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
	COMMERCIAL GENERAL LIABILITY	 	1	GL0202815004		04/01/2023	04/01/2024	EACH OCCURRENCE	\$2,000,000
	CLAIMS-MADE X OCCUR							DAMAGE TO RENTED PREMISES (Ea occurrence)	\$500,000
								MED EXP (Any one person)	\$10,000
-								PERSONAL & ADV INJURY	\$2,000,000
GENI	L AGGREGATE LIMIT APPLIES PER:							GENERAL AGGREGATE	\$4,000,000
х	POLICY PRO- JECT LOG							PRODUCTS - COMP/OP AGG	\$4,000,000
	OTHER:	<u> </u>							
A AUTO	OMOBILE LIABILITY			BAP2028151-04		04/01/2023	04/01/2024	COMBINED SINGLE LIMIT (Ea accident)	\$5,000,000
x	ANY AUTO							BODILY INJURY (Per person)	
\Box	OWNED SCHEDULED AUTOS	l						BODILY INJURY (Per accident)	
	AUTOS ONLY HIRED AUTOS ONLY AUTOS ONLY							PROPERTY DAMAGE (Per accident)	
	ONLY								
ВХ	UMBRELLA LIAB X OCCUR			CUP2T53473723NF	***************************************	04/01/2023	04/01/2024	EACH OCCURRENCE	\$1,000,000
	EXCESS LIAB CLAIMS-MADE							AGGREGATE	\$1,000,000
	DED RETENTION								***************************************
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I	PROPERTOR / PARTIES /		ĺ					E.L. EACH ACCIDENT	\$1,000,000
EXEC	CUTIVE OFFICER/MEMBER ndatory in NH)	N/A						E.L. DISEASE-EA EMPLOYEE	\$1,000,000
If yes	s, describe under scription of operations below							E.L. DISEASE-POLICY LIMIT	\$1,000,000
	N or odebletone (Logarithm Committee of the Committee of						<u> </u>		
DESCRIPTION	N OF OPERATIONS / LOCATIONS / VEHICLES (ACC	JRD 101	, Additic	onai Remarks Schedule, may be altac	ned If more s	pace is required)			
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AUTHORIZED REPRESENTATIVE									
				ANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANGE WITH THE POLICY PROVISIONS. UTHORIZED REPRESENTATIVE					
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Office Phone:

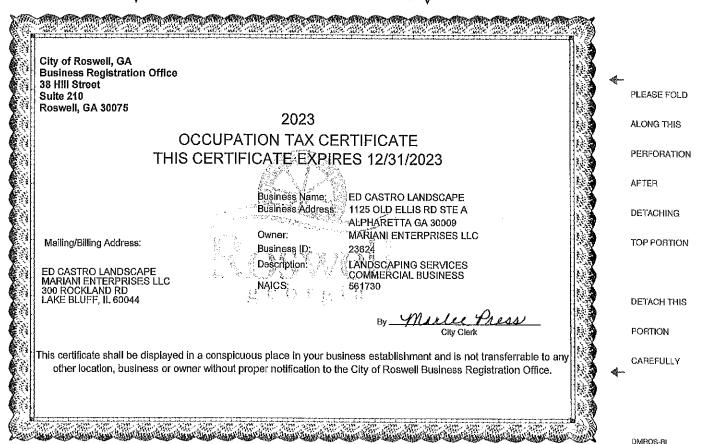
770/594-6235

ED CASTRO LANDSCAPE MARIANI ENTERPRISES LLC 300 ROCKLAND RD LAKE BLUFF, IL 60044

At the bottom of this form is your City of Roswell Occupation Tax Certificate. It is sized so that it will fit in a standard picture frame made for 5 x 7 pictures, should you wish to frame it. While framing it is purely your option, it must be displayed in some manner in a conspicuous place in your business establishment and is not transferable to any other location, business or owner without proper notification to the City of Roswell.

City of Roswell BUSINESS REGISTRATION OFFICE 38 Hill Street Suite 210 Roswell, GA 30075

PLEASE FOLD ALONG THIS PERFORATION & DETACH CAREFULLY





Georgia Department of Agriculture

Tyler Harper, Commissioner

19 Martin Luther King Jr. Drive, SW • Atlanta, Georgia 30334-4201 Agricultural Inputs • Pesticide Section • Phone: (404)656-4958 • Fax: (404) 657-8378

Mariani Enterprises, LLC 300 Rockland Rd. Lake Bluff, IL 60044

The enclosed Georgia Contractors License is valid through 12/31/2023.

We have updated our website. Visit www.kellysolutions.com/GA/Contractors to take a look at the new layout. There are a number of useful tools to help you manage your license, including being able to update your user information online. You can renew your license by making a secure payment by credit card, and you can find applicator recertification courses. If you have questions, check out the FAQs section. We hope you enjoy these new user-friendly features.

If you have questions or concerns regarding your Contractor License, please contact: Georgia Department of Agriculture - Pesticide Section, (404) 656-4958.

(Fold or cut on line to display)

Georgia Department of Agriculture

Tyler Harper, Commissioner
Pesticide Division
19 M.L.K. Jr. Drive, SW, Room 410
Atlanta, GA 30334
Tele: (404) 656-4958 Fax: (404) 657-8378
agr.georgia.gov/pesticides.aspx

PESTICIDE CONTRACTOR LICENSE

Expiration Date:

12/31/2023

Mariani Enterprises, 300 Rockland Rd. Lake Bluff IL 60044 License Number: 101857

Categories:

21; 24;

This License Must Be Posted At All Times In A Prominent Location.