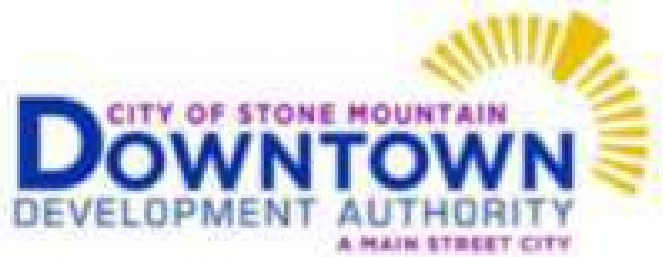


CITY OF STONE MOUNTAIN DOWNTOWN DEVELOPMENT AUTHORITY LANDSCAPE MAINTENANCE SERVICES



PENELOPE HILLIARD
DIRECTOR OF BUSINESS DEVELOPMENT
PENELOPE.HILLIARD@CRABAPPLE.COM

678-595-7446

03/22/2024

REVISED 06/07/2024

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Section 1

**Company Background
Service Expertise
Equipment
Financial Stability
Staffing**



since
1992

COMPANY PROFILE



BILL COLEMAN
OWNER

**CRABAPPLE
NORTH BRANCH**
1012 UNION CENTER DRIVE
ALPHARETTA, GA 30004
770-740-9739 OFFICE
678-297-0399 FAX

**CRABAPPLE
SOUTH BRANCH**
5933 MABLETON PKWY SW
MABLETON, GA 30126
770-740-9739 OFFICE
678-297-0399 FAX

**CRABAPPLE
SALES & MARKETING**
72 MARIETTA STREET
ALPHARETTA, GA 30004
770-740-9739 OFFICE
678-297-0399 FAX

Crabapple LandscapExperts was founded 30 years ago by Georgia native, Bill Coleman. Originally a garden center in the early 70's, Coleman bought Crabapple in 1992 and targeted commercial efforts toward Community Associations. Crabapple's excellence in Master Maintained Communities became the cornerstone for the Crabapple Brand. Over the last 15 years, Coleman fostered this growth and successfully expanded the commercial maintenance portfolio into sectors including Class-A Office parks, retail/mixed-use developments, Municipalities, Parks and Recreation, and Senior Living Communities.

Crabapple is among the top 10 largest landscape companies in Georgia, but what sets us apart is that we are locally owned and operated. Our owner and leadership team ride properties daily and work alongside our operations teams to ensure consistent weekly service excellence.

Enclosed you will find additional information regarding our company, Leadership Team and our Means and Methods.

Our team looks forward to our partnership with City of Stone Mountain Downtown Development Authority.

Sincerely,

Penelope Morgan Hilliard

Penelope M Hilliard
Director of Business Development

Crabapple LandscapExperts
1012 Union Center Drive
Alpharetta, Georgia 30004
770-740-9739 - Office
678-595-7446 - Cell
Penelope.Hilliard@crabapple.com





since
1992

TWO BRANCHES

CRABAPPLE NORTH BRANCH

1012 UNION CENTER DR
ALPHARETTA, GA 30004
770-740-9730 OFFICE
678-297-0399 FAX

CRABAPPLE SOUTH BRANCH

1850 DICKERSON DRIVE
MABLETON, GA 30126
770-740-9739 OFFICE
678-297-0399 FAX

Crabapple dates back to the early 1970's when we started as a plant nursery, tree farm and garden center in the Crabapple area which is how the company originally got its name. Crabapple has been servicing the Atlanta area under the current ownership since 1992. William Coleman purchased the company in 1992 and has steadily grown Crabapple to become the premier landscape management firm in town. Wise business decisions have allowed Crabapple to grow each year and we're now the 5th largest locally owned landscape company in town. Crabapple, however, does not feel that size or market share is what makes the company successful - our company culture is that of giving each customer the attention and personal touch that they require without having to be impeded by a corporate bureaucracy.

As a full service landscape company, Crabapple has focused solely on landscape maintenance and enhancement projects throughout the south. Crabapple became a predominant choice for landscape maintenance for homeowner associations, townhomes, and multi-family housing communities; all areas we are still strong in today. In addition to these markets, the company continues to work with a diversified customer base to include commercial, retail and industrial.

Our service region spans from Cartersville to Newnan and from Covington to Dallas. We cover the entire Metro-Atlanta area. As a full-service landscape management company our services include regular maintenance, lawn care, irrigation, design, installation, pine straw and hardwood mulch installation, seasonal color, and all other landscape functions.

Crabapple Turf Management, Inc has a full in-house accounting department consisting of five full-time employees. Monthly invoices for our 500 clients are sent out via email on the 28th on each month for the following month services. Clients may pay by Credit Card, ACH or check. Payments are posted within 24 hours of receipt. Follow up correspondence on open invoices or past due accounts occur each Wednesday and Friday.

COMPANY INFORMATION



since
1992

MAINTENANCE

For 30 years, Crabapple has specialized in all aspects of commercial landscape maintenance. Crabapple currently operates two branch offices, servicing the entire Metropolitan Area of Georgia.

LAWN CARE

- Lawn Care
- Design/
Enhancements
- Floriculture
- Irrigation

FLORICULTURE

Crabapple provides full service landscape management services that include:

- Landscape Management
- Landscape Maintenance
- Landscape Design
- Irrigation & Water Conservation
- Drainage and Erosion Control
- Plant Healthcare
- Turf Management
- Hardscape Installation
- Seasonal Color

DESIGN/BUILD

IRRIGATION

STORMWATER

On average, Crabapple has 235 full time employees depending on the season, 340 full time employees during the growing season. We utilize e-verify to ensure that all Crabapple employees may legally work in the United States. We also require that all applicants to pass a drug screen prior to employment. All team members are uniformed, all production vehicles are logoed, and appropriate safety equipment is used. Production members also go through significant training for the job skills they must possess to correctly produce your property.

Currently, Crabapple services an average of 500 properties and 60 million SF of turf each week.

CRABAPPLE SERVICES

MAINTENANCE

With over 30 years of dedicated experience, Crabapple has continually refined and perfected our best practices, safety standards, customer service, and company culture. This extensive timeframe has allowed us to gain a deep understanding of the unique needs associated with high-profile properties and public spaces. Our commitment to excellence is evident in every aspect of our operations.

LAWN CARE

As a locally owned and operated company we have a strong commitment to providing high-quality service to customers in the metro Atlanta area. Our focus on the local market allows us to leverage operational expertise and respond to customer needs in a timely manner. The fact that 95% of our work is completed in-house gives us a high level of control over processes and schedules, which contributes to greater efficiency and consistency in service delivery.

FLORICULTURE

Having a local focus can offer several advantages, including a deep understanding of the community and its specific needs, as well as the ability to build strong relationships with local customers. By keeping operations in-house, we have greater control over the quality of your work and can maintain a hands-on approach to managing projects.

DESIGN/BUILD

This approach leads to increased customer satisfaction and loyalty, as customers often appreciate the personalized and responsive service that comes with dealing with a locally focused business. It also allows us to adapt quickly to changes in the local market and stay attuned to the unique challenges and opportunities in the metro Atlanta area.

IRRIGATION

This localized approach offers several advantages for our customers:

Community Connection: Being rooted in the local community allows us to build strong connections with residents and businesses in metro Atlanta. This local presence can contribute to a sense of trust and reliability among customers.

STORMWATER

Operational Expertise: Our emphasis on operational expertise indicates a commitment to efficiency and excellence. By honing in on the specific needs and nuances of the metro Atlanta market, we can tailor your services to meet local demands effectively.

Timely Service: A focus on the local market enables us to respond quickly to customer needs. Timely service is often a key factor in customer satisfaction, and our ability to operate within the metro Atlanta area contributes to our agility in meeting deadlines.

Quality Control: Completing 95% of our work in-house provides a high level of control over the quality of services. This control translates into consistent and reliable service.

CRABAPPLE SERVICES

MAINTENANCE

LAWN CARE

FLORICULTURE

DESIGN/BUILD

IRRIGATION

STORMWATER

Sample Production Plan

1st Quarter Operations

January

- Begin winter cutbacks on Roses, Ornamental Grasses, perennials & groundcovers rotating by Sections
- Blowing of All Paved Areas and Debris Removal
- Final Leaf Removal
- Turf post and pre-emergent herbicides
- Continue Raising Limbs for Clearance of sidewalks, driveways as needed
- Seasonal Color Maintenance
- Post-emergence Weed Control as Needed in Beds

February

- Post-emergence Weed Control as Needed in Beds
- Continue with all Winter cutbacks (roses, crape, liriope, perennials, etc)
- Blowing of All Paved Areas and Debris Removal
- Continue Turf Lowering in sections (Bermuda and Zoysia ONLY)
- Turf post and pre-emergent herbicides
- Crape Myrtle Pruning in sections
- Seasonal Color Maintenance

March

- Post-emergence Weed Control as Needed in Beds
- Blowing of All Paved Areas and Debris Removal
- Complete Turf Lowering in sections (Bermuda and Zoysia ONLY)
- Turf post and pre-emergent herbicides
- Complete all Winter cutbacks (roses, liriope, perennials, etc)
- Complete crape myrtle pruning in sections as needed
- Prepare ALL edging (hard and soft lines) for Spring
- Service Call to turf areas for the control of weeds and poa (if necessary)
- Irrigation system start - up

CRABAPPLE SERVICES

MAINTENANCE

LAWN CARE

FLORICULTURE

DESIGN/BUILD

IRRIGATION

STORMWATER

Sample Production Plan

2nd Quarter Operations

April

- Blowing of All Paved Areas and Debris Removal
- Shrub fertilization (if not completed in March)
- Continue Raising Limbs for Clearance of sidewalks, driveways as needed
- Seasonal Color Installation
- Sectional turf mowing on property
- Sectional edging of hard lines and bed lines
- Post emergent herbicide to all turf areas, if necessary
- Irrigation system monitoring

May

- Blowing of All Paved Areas and Debris Removal
- Turf mowing, edging and weedeating
- Bed post emergent herbicides applied weekly
- Execute Pruning Plans
- Seasonal Color– maintenance begins
- Continue applications of post emergent herbicide (nutsedge) to all turf areas
- Irrigation system monitoring

June

- Blowing of All Paved Areas and Debris Removal
- Turf mowing, edging and weedeating
- Seasonal Color– maintenance continues
- Post emergent herbicide to turf, as necessary
- Execute Pruning Plans
- Irrigation system monitoring

CRABAPPLE SERVICES

MAINTENANCE

LAWN CARE

FLORICULTURE

DESIGN/BUILD

IRRIGATION

STORMWATER

Sample Production Plan

3rd Quarter Operations

July

- Blowing of All Paved Areas and Debris Removal
- Weekly mowing of all turf areas
- Sectional edging of hard lines and bed lines (alternates weekly)
- Post emergent herbicide to all turf areas, if necessary
- Post emergent weed control in bed areas
- Irrigation system monitoring
- Rotational pruning per the Pruning Zone Map
- Seasonal Color maintenance continues

August

- Blowing of All Paved Areas and Debris Removal
- Weekly mowing of all turf areas
- Sectional edging of hard lines and bed lines (alternates weekly)
- Post emergent herbicide to all turf areas, if necessary
- Post emergent weed control in bed areas
- Irrigation system monitoring
- Rotational pruning per the Pruning Zone Map
- Seasonal Color maintenance continues

September

- Blowing of All Paved Areas and Debris Removal
- Weekly mowing of all turf areas
- Sectional edging of hard lines and bed lines (alternates weekly)
- Post emergent herbicide to all turf areas, if necessary
- Post emergent weed control in bed areas
- Irrigation system monitoring
- Rotational pruning per the Pruning Zone Map
- Seasonal Color maintenance continues

CRABAPPLE SERVICES

MAINTENANCE

LAWN CARE

FLORICULTURE

DESIGN/BUILD

IRRIGATION

STORMWATER

Sample Production Plan

4th Quarter Operations

October

- Blowing of All Paved Areas and Debris Removal
- Begin Leaf Cleanup process
- Sectional edging of hard lines and bed lines (alternates weekly)
- Post emergent herbicide to all turf areas, if necessary
- Post emergent weed control in bed areas
- Irrigation system monitoring
- Complete the rotational pruning per the Pruning Zone Map
- Seasonal Color installs

November

- Blowing of All Paved Areas and Debris Removal
- Turf pre emergent and post emergent application
- Continue leaf removal process
- Begin cutting back perennials (after the first frost)
- Post emergent weed control in bed areas
- Begin shutdowns of Irrigation Systems
- Seasonal Color maintenance
- Irrigation system monitoring

December

- Blowing of All Paved Areas and Debris Removal
- Continue leaf removal process
- Continue cutting back perennials
- Post emergent weed control in bed areas
- Irrigation System Shutdown
- Seasonal Color maintenance continues

CRABAPPLE SERVICES

EQUIPMENT

- ✓ 3 Company Owned Operation Facilities
- ✓ 50 Maintenance Crew Trucks
- ✓ 697 Inventoried pieces of mechanical equipment (Made up of various sizes of mowers, blowers, weed eaters, edgers, leaf vacs, etc.)
- ✓ 4 Dump Trucks
- ✓ 6 Bobcats
- ✓ 6 Designated Lawn Care Trucks
- ✓ 6 Seasonal Color Crew Trucks
- ✓ 4 Irrigation Trucks
- ✓ 68 Company Vehicles for CRM/OM/Leadership
- ✓ Approx 6 Million of total vehicle assets

MAINTENANCE SCHEDULE

- ✓ 5 Full Time Mechanics on Staff
- ✓ Strict Preventative Maintenance Schedule
- ✓ Mower Blades Sharpened Regularly
- ✓ Tire Pressure Checked Daily
- ✓ Oil Levels Checked Daily

EQUIPMENT & MAINTENANCE

2:56 PM
03/14/24
Accrual Basis

Crabapple Turf Management
Balance Sheet
As of December 31, 2023

	<u>Dec 31, 23</u>
ASSETS	
Current Assets	
Checking/Savings	129,526.12
Accounts Receivable	
120 • Accounts Receivable	<u>2,047,459.61</u>
Total Accounts Receivable	2,047,459.61
Other Current Assets	<u>1,773,761.13</u>
Total Current Assets	3,950,746.86
Fixed Assets	
200 • North Branch, Alpharetta	459,593.41
201 • Leasehold Improvements	191,657.81
203 • Vehicles	5,958,485.15
204 • Equipment	690,195.11
205 • Furniture and Fixtures	95,461.52
206 • Office Equipment	148,340.81
207 • Field Equipment	837,027.03
209 • Machinery & Equipment	123,899.87
210 • Computers	159,606.35
231 • Accumulated Depreciation	<u>-2,910,787.44</u>
Total Fixed Assets	5,753,479.62
Other Assets	<u>1,120,960.76</u>
TOTAL ASSETS	<u>10,825,187.24</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
255 • Accounts Payable	<u>736,333.66</u>
Total Accounts Payable	736,333.66

Crabapple Turf Management
Balance Sheet
As of December 31, 2023

	Dec 31, 23
Credit Cards	
280 - Credit Accounts	121,606.09
Total Credit Cards	121,606.09
Other Current Liabilities	2,876,184.11
Total Current Liabilities	3,734,123.86
Total Liabilities	3,734,123.86
Equity	7,091,063.38
TOTAL LIABILITIES & EQUITY	10,825,187.24

2:50 PM
03/14/24
Accrual Basis

Crabapple Turf Management
Profit & Loss
January through December 2023

	Jan - Dec 23
Ordinary Income/Expense	
Income	
600 · Maintenance Division - Sales	15,639,272.86
601 · Enhancement Division (ENH)	13,172,669.55
Total Income	28,811,942.41
Cost of Goods Sold	13,662,400.64
Gross Profit	15,149,541.77
Expense	
619 · Indirect Expenses	9,140,086.48
700 · General and Administrative Exp	4,838,157.53
Total Expense	13,978,244.01
Net Ordinary Income	1,171,297.76
Other Income/Expense	
Other Income	
811 · Interest Income	369.88
Total Other Income	369.88
Other Expense	
740 · Depreciation	758,859.53
900 · Gain or Loss on Asset Disposal	-25,060.47
Total Other Expense	733,799.06
Net Other Income	-733,429.18
Net Income	437,868.58



BILL COLEMAN, CEO

Crabapple LandscapExperts was founded 31 years ago by Georgia native, Bill Coleman. Originating as a plant nursery and garden center in the early 70s, Coleman bought Crabapple in 1992 and targeted commercial efforts toward Community Associations. Crabapple's consistent excellence in Commercial HOA Landscape maintenance became the cornerstone for the Crabapple Brand. fostered this growth and successfully expanded commercial maintenance focus into business parks, mixed-use developments, Parks and Rec, hospital campuses, and industrial parks. Over this 31-year run, Coleman has retained top industry managers. Coleman's dedication to the well-being of his employees has resulted in a cohesive team committed to customer service excellence. Consistency and accountability have been the formula to Crabapple's success.



JAY PRANGE, CFO

In 2016, Jay became a member of the Crabapple Leadership Team. He holds degrees in Industrial Engineering and a Master's Degree in Science and Industrial Engineering with a focus on logistics from Georgia Technical Institute. Additionally, he earned an MBA in Finance from Georgia State University. As the Chief Financial Officer (CFO), Jay is responsible for overseeing Crabapple's financial systems, processes, and operational efficiency. He is in charge of planning, implementing, managing, and controlling all financial-related activities within the company. This includes accounting, finance, forecasting, strategic planning, job costing, legal matters, property management, and deal analysis and negotiations.



TIM BREWSTER, VP OPERATIONS

Tim has been with The Crabapple Team for 21 years and brings 32 years Landscape Industry expertise to Crabapple. Tim works alongside company leadership to oversee the day-to-day company operations. Tim's responsibilities extend from operations strategy to managing Crabapple's budgeting processes.



JOSH LAWSON, VP OF BUSINESS DEVELOPMENT

Josh was born and raised in Maryland, Josh moved to Atlanta 8 years ago and has a BA in Horticulture from Cecil College from North East Maryland. Josh has been in the green industry and has quickly navigated his way to top management with his superb technical and sales development understanding of the landscape industry. Josh is responsible for setting company sales targets and marketing goals. He develops production and sales goals, secures new contracts, and oversees the sales team.



BENJAMIN HARINGA, VP OF ENHANCEMENTS

Ben attended The Stockbridge School of Agriculture for Turfgrass Management and The University of Massachusetts for his Bachelor's in plant and soil science. Ben brings over 19 years of landscape construction experience to Crabapple. Ben was the Sr. Operations Manager for Landscape Creations of Rhode Island and has a deep understanding of the construction process. Ben has overseen approximately highly technical hardscape installation projects, exceeding \$45M in total project value over a year.



DAVID KONRAD, DIRECTOR OF OPERATIONS, NORTH

David brings over 25 years of combined operations and customer management expertise to The Crabapple Team. David is in the field daily with Operations Managers, CRMs, Business Development and Crew members. David's job versatility and experience in production, operations and management are a great asset to Crabapple's Leadership Team.



CARLOS GARCIA, DIRECTOR OF OPERATIONS, SOUTH

Carlos attended Chattahoochee Tech where he studied Horticulture Management, a program accredited by the National Association of Landscape Professionals (NALP). He works with Operations Managers and The CRM Team to oversee the day to day detailed operations of Crabapple's South Branch. He brings 14 years of experience in the Green Industry.



PENELOPE HILLIARD, DIRECTOR OF BUSINESS DEVELOPMENT

Penelope joined The Crabapple Team in 2020 and brings with her over 16-years of community association industry and customer service experience. As the Business Development Director, Penelope leads our business development team to strengthen existing and develop new relationships with the communities that we serve. With a background in Community Association Management, Penelope knows first-hand how hectic it can be for Managers and Board Members and her goal is to make their job easier.



BOND MORGAN, DIRECTOR OF CUSTOMER RELATIONS

Bond brings 30 years of Green Industry expertise to Crabapple. Bond received a BA in Management from GA State in 1986. In his role, Bond is the pivot for all landscape related issues: irrigation, maintenance, property walks, punch lists, scheduling and design/build proposals are generated by him to the necessary departments. Bond partners with Operations and is the single communicator for all landscape related items. Bond's strengths and experience is in the management of master-maintained community associations, retail/mixed use communities and Senior Living Communities. He has demonstrated a track record of superb leadership, teamwork, and customer service for his 18 years with Crabapple. Bond is well-known in the green Industry as one of Atlanta's top Account Managers.



STEVE THOMPSON, DIRECTOR OF FLEET MANAGEMENT

Steve, a resident of Roswell, Georgia, has been a part of Crabapple for 31 years. His extensive knowledge of horticulture and management skills in the industry has allowed him to establish and maintain a solid network of partnerships in the green industry.

At Crabapple, Steve oversees the fleet department of over 160 commercial vehicles. These vehicles are utilized for various purposes in maintenance, enhancements, irrigation, and flower departments across Crabapple's north, south, and west branches. In addition to managing the fleet department, Steve also supervises the maintenance of heavy machinery used in enhancements, including skid steers, excavators, forklifts, backhoes, and Crabapple's landscape maintenance machinery.

Steve's long tenure at Crabapple, with his excellent communication skills and dedication to his team, has been instrumental in his efficient management of operations and developing strong relationships with drivers and colleagues



BRANDI ETHRIDGE, FLORICULTURE MANAGER

Brandi earned a BSA in Horticulture from University of Georgia and brings 13 years Floriculture experience to Crabapple. Brandi is accountable for overseeing Crabapple's Floriculture Dept - South Branch -which serves over 200 properties. Brandi is accountable for organizing, designing, and managing spring and fall flower displays. Brandi began her career as a floriculture grounds person where she maintained high- profile private estates including The Arthur Blank residence (Owner of Home Depot) and The John Williams residence (Founder of Post Apartments). Brandi has also worked for a few of Atlanta's most well-known Nursery chains. Brandi's technical plant knowledge combined with her experience in design make Brandi a valued member of the Crabapple Team.



BRETT THOMAS, LAWN CARE MANAGER

Brett earned his Horticulture Degree from Iowa State University with an emphasis on Turfgrass Management and brings over 20-years Green Industry experience to Crabapple. In his landscaping career, 12 years was dedicated to golf course maintenance in which he oversaw the continued health of greens, fairways, tees, collars, approaches, intermediate rough, primary rough. Brett's lawncare acumen extends to managing Crabapple's 6 Lawncare Teams. Brett equips his crews with horticulture knowledge and provides them with regular training. Brett is dependable and professional and performing high-quality work remains Brett's top priority.



Bond Morgan
Director of Customer Relations
Years in Green Industry: 30 Years

Bond received a BA in Management from GA State in 1986. In his role, Bond is the pivot for all landscape related issues: irrigation, maintenance, property walks, punch lists, scheduling and design/build proposals are generated by him to the necessary departments. Bond partners with Operations and is the single communicator for all landscape related items. Bond's strengths and experience is in the management of master-maintained community associations, retail/mixed use communities and Senior Living Communities. He has demonstrated a track record of superb leadership, teamwork, and customer service for his 18 years with Crabapple. Bond is well-known in the green Industry as one of Atlanta's top Account Managers.

Availability: In his role as Senior CRM, Bond is in the field daily and on property once per week. CRMs know that property needs fluctuate, and CRMs are flexible and able to meet the customer should the need arise. All maintenance issues are recorded on-site through Site Audit Pro and submitted electronically to operations. Communication to operations and documentation are imperative for team accountability.

Length of Experience: Bond has been in the CRM role for 14 years. 4 years ago, Bond was given the honorary title of Senior CRM as it recognizes his excellence in leadership, customer service and client retention. In addition to excellence in his role, Bond is one of the reasons for Crabapple's awesome work culture and he takes the time for important team building activities all throughout the year. Crabapple's strong team culture is why our system of accountability to one another is a winning formula for a property's success.

CTP - Certified Turfgrass Professional, UGA



Beau Rasnick
Customer Relations Manager
Years in Green Industry: 25 Years

Beau grew up in the northeast Tennessee town of Kingsport. He is a graduate of The University of Tennessee with a Bachelors Degree in Ornamental Horticulture, Landscape Design and Turf Management. Beau has been working in the green industry for 25 years. In his role, Beau oversees and identifies property issues and proposes property improvement and enhancement solutions.

In his spare time, Beau loves to golf, snowboard, and travel and has been a competitive runner for most of his life and is a member of the Atlanta Track Club Masters team. When he's not out there running fast or playing in the snow, he can be found cheering on his Tennessee Volunteers! Rocky Top!

Availability: In his role as property CRM, Beau is in the field daily and on property once per week. CRMs know that property needs fluctuate, and CRMs are flexible and able to meet the customer should the need arise. All maintenance issues are recorded on-site through Site Audit Pro and submitted electronically to operations. communication to operations and documentation are imperative for team accountability.

Length of Experience: Beau has been in the green industry for 25 years. Beau's customer service and client retention are just a couple of his strengths. In addition to excellence in his role, Beau is one of the reasons for Crabapple's awesome work culture, as he takes the time for important team building activities all throughout the year. Crabapple's strong team culture is why our system of accountability to one another is a winning formula for a property's success.



Carlos Garcia
Director of Operations
Years in Green Industry: 14 Years

A native of Santa Ana California, Carlos brings 14 years of operations management experience to the Crabapple Team. Carlos has a deep understanding of the maintenance process and has played a key role in managing large complex landscape properties as well as fostering excellence in his team members. Carlos's hands-on experience in the field in both maintenance and irrigation make him an asset to the Crabapple Team.

Carlos attended Chattahoochee Tech where he studied Horticulture Management, a program accredited by the National Association of Landscape Professionals (NALP). He works with Operations Managers and The CRM Team to oversee the day-to-day detailed operations of Crabapple's South Branch.

In his spare time, Carlos enjoys spending time playing football with his son, helping his daughter with her soccer skills and helping his wife with her cake business!

Availability: As Director of Operations, Carlos oversees the Operations Managers who oversee the operation of the crew in the effective maintenance tasks on property. The OM spends his day overseeing the maintenance of his properties.

Length of Experience: Carlos has been in the Green Industry for 14 years. Like most Operations Managers, he has the knowledge of the green industry and how to produce a property efficiently. He has a great ability to lead his team to success. Carlo's combined positive attitude, team spirit, and respect for his team lead them to do well in their work, communicating and being accountable to themselves and him. Carlos is defined by his authenticity, and it shows in his friendships, leadership and success in his job.

METHODS AND MEANS

LABOR RESOURCES



On average, Crabapple has 235 full time employees depending on the season, 340 full time employees during the growing season. We utilize e-verify to ensure that all Crabapple employees may legally work in the United States. We also require that all applicants to pass a drug screen prior to employment. All team members are uniformed, all production vehicles are logoed, and appropriate safety equipment is used. Production members also go through significant training for the job skills they must possess to correctly produce your property.



Crabapple's Marketing team works in collaboration with our Recruiting and Leadership teams to design and implement strategic advertising, social media and marketing campaigns for recruiting purposes.

- **Recruiting Bulletin Board:**

Identify areas where our current employees live and heavily market in those communities. Craapple provides transportation to and from work for laborers with no transportation.

- **Crabapple Vida Facebook Page:**

We designed a dedicated Facebook Page where we feature our crews. Crew Videos on property, team building meetings. Crabapple Vida focuses on life, community, family, and local events.



Crabapple Vida

@CrabappleLandscape - Landscape Company

Edit Follow

LABOR RESOURCES

H-2B PROGRAM



Jay
Prange
CFO

The H-2B program is a government partnership with that provides temporary visas to landscape workers from outside the USA. This supplements Crabapple's existing crews from April to Late November and provides a supplemental increase of 40 - 75 workers for the heavy landscaping season. (Roughly 25% of our summer maintenance workers)

The H2B program is awarded by lottery and Crabapple is aggressive in its lobbying efforts and has been awarded this program for the last 4 years.

Crabapple's CFO Jay Prange - Spearheads Crabapple's H-2B initiative every year and heads to Washington to lobby for the much needed H2B workers and fair distribution of this supplemental labor force. H-2B Training - Crabapple Maintenance crews are managed by an Operations Manager. The Crabapple Operations Manager is responsible for training all non H2B & H2Bs. "Training and developing foreman and team members" is in the Operations Manager's job description. The H2B's training begins as soon as they arrive.

The Equipment Rodeo, as it's called, is how we train each employee on the equipment used in the maintenance department. The Rodeo is made up of several stations (one station per piece of equipment). A different Operation Manager is in charge of each station. The H2Bs are put into small groups. These groups rotate from station to station giving each person an opportunity to handle said piece of equipment while under the direct supervision of the Operations Manager. This hands on approach is a great introduction to all the equipment.

Once the H2Bs are assigned to a truck and go out into the field, the Operation Manager's & Foreman's (of each crew) sole responsibility is training. Proper use of the equipment & safety tactics are taught/enforced on a daily basis. We also hold weekly safety tailgates. Every Thursday morning before the crews leave the shop, each Operation Manager discusses a different safety topic with their team.

Section 2

References



Reference 1:

Project: City of Alpharetta, Parks and Recreation

Date Services Provided: January 2019 - Current

Contact/Title: Eric Milley, Parks Manager

Phone: 678-347-5322

Email: emilley@alpharetta.ga.us

Description:

Landscape Maintenance:

12 Parks

The Alpha Loop Trail System

The City of Alpharetta Town Center

100 City-Scape Pots, Urns, and Containers

Flower Maintenance:

Water, Prune, Flower Replacement, and Fertilization

On-Call Maintenance Services:

Lawn care

Irrigation Repairs

On-Call Construction Service:

Equestrian Horse Park Retaining Wall

Tree Installation of 30 Street Trees Downtown Alpharetta

Permeable Paver Repair and Installation – Main Street Park- Valet

Wall Installation – Main Street Park at the Hamilton Hotel

Innovation Academy: Irrigation Rejuvenation

REFERENCES

Reference 2:

Project: Ponce City Market

Date Services Provided: January 2022 - Current

Contact/Title: Lee Higgins, Operations Manager

Phone: 404-835-8190

Email: lee.higgins@jamestownLP.com

Description:

Daily On-Site Operations Team

Full Maintenance Services

Daily Maintenance of Perennial Gardens

Maintain Atlanta Beltline

On-Call Enhancement Services

On-Call Irrigation Services

**Reference 3:**

Project: The Works ATL

Date Services Provided: September 2023 - Current

Contact/Title: Melissa Clark, Property Manager

Phone: 678-974-8523

Email: mclark@seligenterprises.com

Description:

Daily On-Site Operations Team

Full Maintenance Service

On-Call Enhancement Services

On-Call Irrigation Services

**Reference 4:**

Project: Outlet Shoppes of Atlanta

Date Services Provided: April 2016 - Current

Contact/Title: Todd Rumptz, Property Manager

Phone: 231-798-9235

Email: trumptz@horizongroup.com

Description:

Full Maintenance Service

On-Call Enhancement Services

On-Call Irrigation Services



Section 3

SOW
Function Frequencies
Design Renderings
Cost

FUNCTION
DETAILS AND
TECHNIQUES

- **Mowing:** All mowing is performed with rotary type equipment. Height of cut is determined by grass type and season of the year.
- **Edging (curb):** Edging along curbs and other hard surfaces is performed with a steel blade edger.
- **Edging (bed):** Beds are edged with steel blade edgers, monofilament line trimmers and/or chemicals. Trench edging is an additional add-on service."
- **Blowing:** Blowers are used to clean hard and soft surfaces of particle debris. Any debris residue that will not be absorbed and remains visual will be picked up.
- **Weed Control (beds):** Post-Emerge applications of herbicides will be applied using a target spray technique to weeds less than four (4) inches in height. Larger weeds will be hand pulled.
- **Pruning (growing season):** This type of pruning is done with shears and/or hand pruners. It is intended to remove new growth only and to maintain the intended shape of the shrub(s) up to twelve (12) feet in height.
- **Pruning (dormant season):** This type of pruning is done to reshape or invigorate plant material including, but not limited to: crepe myrtles, ornamental grasses, roses, and perennials. This is not rejuvenation pruning of woody plant material.
- **Trashing and/or Leaf Removal:** Trash and leaves on lawn areas, in shrubs/ground covers and along curb lines will be picked up weekly. During leaf drop all surface areas will be cleaned. Disposal of debris and leaves will conform to the Customer's desire. No on-site disposal will be done without prior approval.
- **Mulching:** (Additional Expense): Scheduling is dependent on Customer preference and frequency. Single yearly mulching are made at twelve (12) month intervals and twice-yearly mulching is made at six (6) month intervals.

SCOPE OF SERVICES

TURF PROGRAM DETAILS

Healthy turf is the best way to prevent weed, disease, and insect problems. Crabapple reserves the right to combine turf applications based on weather and agronomic observations. However, it may become necessary to treat unexpected problems such as: turf disease, insect, and/or poor soil conditions. Should this occur, we will diagnose the problem and suggest corrective action and its cost. Customer approval must be received before any additional treatments are made.

Crabapple reserves the right to combine or alter turf applications based on weather and agronomic observations. Service calls will be provided as required throughout the year to ensure healthy weed free turf. Below is a general application schedule.

- Round 1** The first application of the year will consist of a pre-emergent and weed control. This round is designed to prevent weed problems. We will also apply a fertilizer formulated for root development to aid in the spring green-up.
- Round 2** In the late spring we will apply another fertilizer that will also help in the greenup process. Pre-emergent and weed control will be applied for the second time.
- Round 3** In the mid-summer we will apply a time release fertilizer to help maintain color. We will do spot weed control as needed. **It is still a good time for aeration.**
- Round 4** Your late summer application will consist of a time release fertilizer that will help the turf stay healthy during the intense summer heat. Weed control will be applied if needed.
- Round 5** For your early fall application we will apply a fertilizer designed to help build a strong root system and a pre-emergent and broadleaf weed control.
- Round 6** Fertilizer is applied to Fescue at this time. Warm season turf will receive spot weed control and additional Pre-emergent as needed.

SCOPE OF SERVICES

TURF PROGRAM DETAILS

- **Woody Plant Program:** Established plants are normally fertilized twice per year
- | Round | Application | Activity |
|-------|----------------------------------|------------------|
| 1 | Complete Fertilizer | Balanced Feeding |
| 2 | Insecticide, fungicide, miticide | Scale Insect |
| 3 | Complete Fertilizer | Balanced Feeding |
| 4 | Insecticide, fungicide, miticide | Scale Insect |
- **Fire Ants:** Each mound must be treated individually as it appears.
- **Irrigation:** Our landscape in Georgia need supplemental watering and this need will vary throughout the growing season. We will monitor these changing needs and adjust watering schedules accordingly. We will also monitor the system and make minor component adjustments during our weekly inspections.
Complete system checks, repairs, and up-grades are not included in this contract.
 System repairs or deficiencies will bereported to the Customer and corrective action will be at Customer's discretion. Sites with mechanical clocks have inherent problems, such as no battery backup; replacement with a digital system is highly recommended. Crabapple will not be held responsible for mechanical clock failure.
- **Fescue Overseeding:** All fescue lawns need to be overseeded in the fall every year. Timing and technique are critical to good germination of seed and successful new stands of grass.
 (See Terms for Cost)

SCOPE OF SERVICES

FUNCTION FREQUENCY CHART

The frequencies quoted in the chart below are based on averages. It is normal for frequencies to vary from year to year. We have found that when one function is decreased; another will increase. Thus, on a yearly basis, they will balance out.

****See Site Specific Notes For Any Additional Functions****

Service Functions	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Mowing	1	1	3	4	4	5	4	4	5	2	3	1	37
Edging (curb)	1	2	3	2	2	3	2	2	3	2	2	2	26
Edging (Bed)	1	1	2	2	2	2	2	2	2	1	2	1	20
Blowing	4	4	5	4	4	5	4	4	5	4	5	4	52
Weed Control Beds	1	1	2	4	5	4	5	5	4	3	1	1	36
Pruning				1	1	1	1	1	1				6
Pruning (Dormant Season)	1	1									1	1	4
Debris Removal	4	4	5	4	4	5	4	4	5	4	5	4	52
Mulching (Optional)	1						1						2
Turf/Application		1		1		1		1		1		1	6
Woody Plant Program			1		1								2
Fire Ant Control				4	5	4	4	4	4				25
Irrigation Monitor	4	4	5	4	4	5	4	4	5	4	5	4	52
Fall/Winter Leaf Cleanup										2	5	3	10

****See Site Specific Notes For Any Additional Functions****

SCOPE OF SERVICES



SCOPE OF SERVICES

MAP

SITE SPECIFIC PLAN: Mulch/Planters*/InGround Beds

* Includes Hand Watering of Planters, as needed.

Most flower beds are located in the middle of Main Street.

Flower Beds (total of six): 🌸

Outdoor Self Watering Planters (four big, six small): 🌿

Mulch Needed around trees: 🌳

150 perennials (mixed, and suggested by the contractor) : 🌼

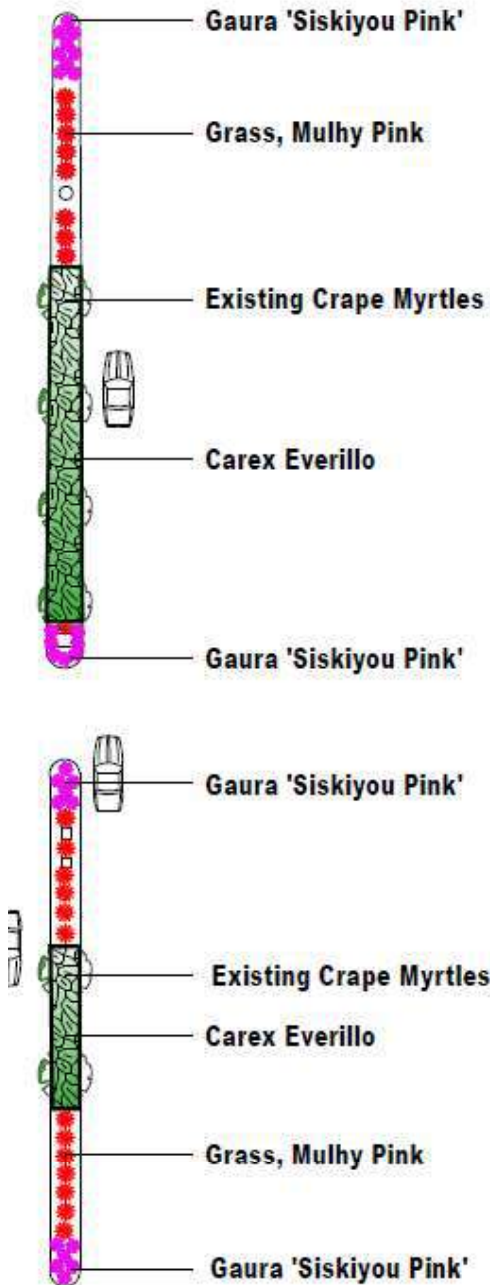
Proposers that are interested in participating in the RFP process, can schedule a tour with a city representative by sending an email to mdimov@stonemountaincity.org. All tours (in person visits) should be completed by March 20, 2024.



SCOPE OF SERVICES

MAP

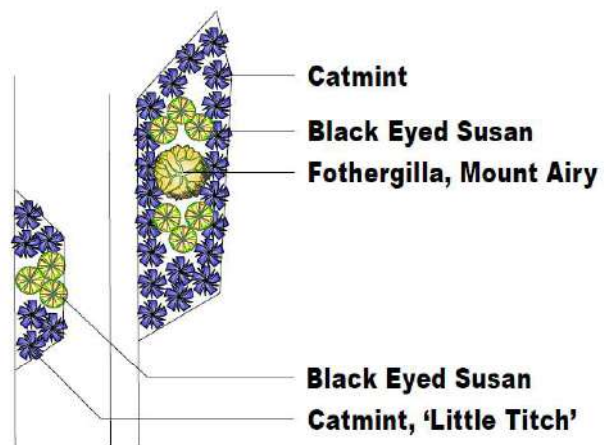
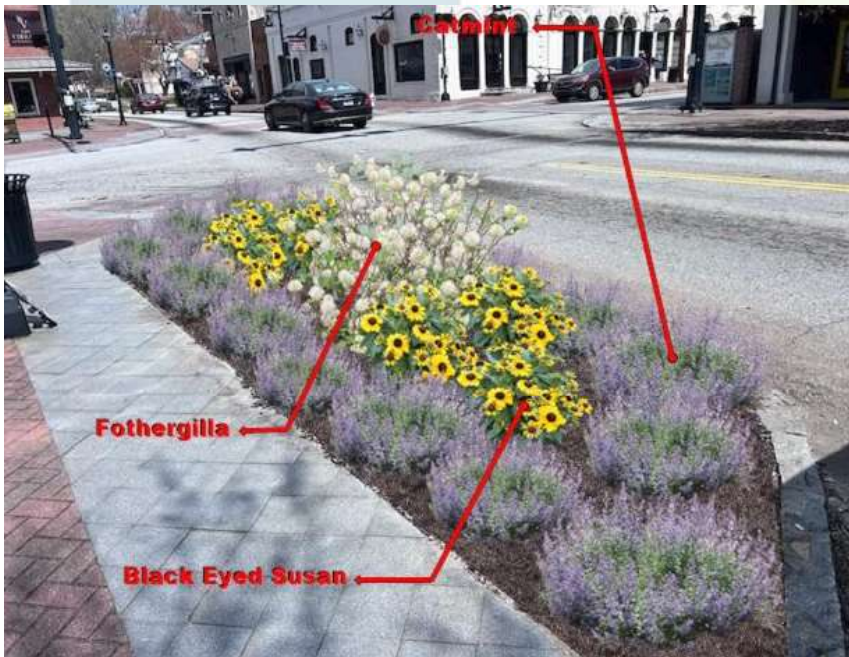
SITE SPECIFIC PLAN: Center Island/InGround Beds



SCOPE OF SERVICES

MAP

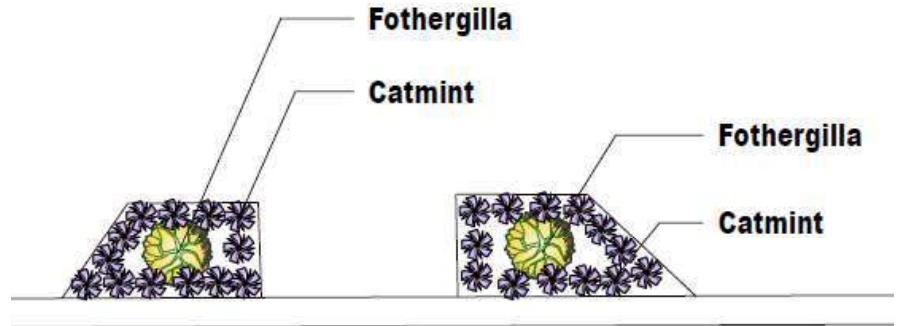
SITE SPECIFIC PLAN: InGround Bed 1 & 2



SCOPE OF SERVICE

MAP

SITE SPECIFIC PLAN:
InGround Bed 3 & 4



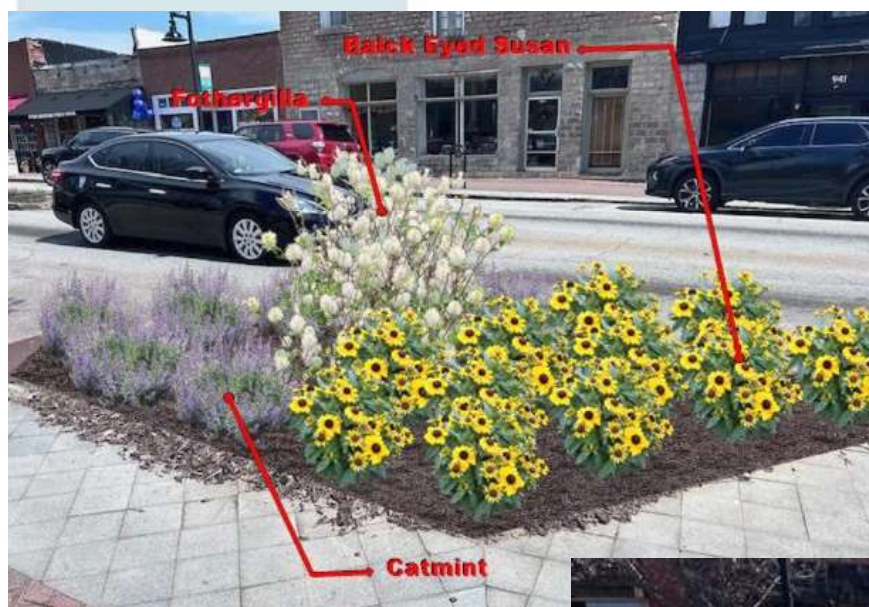
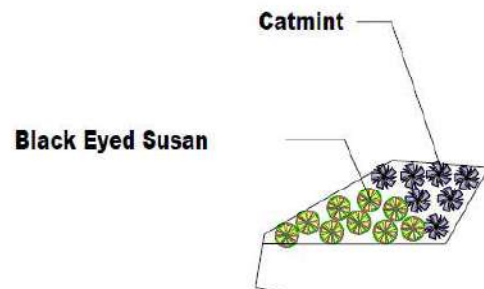
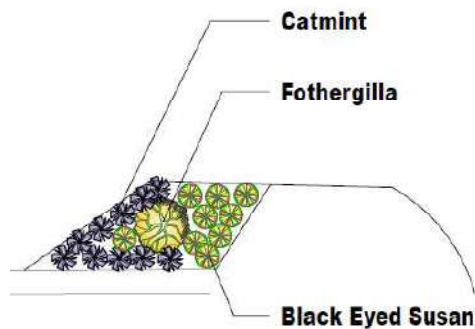
Sidewalk



SCOPE OF SERVICE

MAP

SITE SPECIFIC PLAN: InGround Bed 5 & 6



PRICING: Center Island/InGround Beds

Perennial Design/Install_3.13.24

Installation of planting beds shown on map and designs provided. Plant material chosen based on hardiness and drought tolerance.

****Note : Even though plant material is specified as drought tolerant, until plant material is established it will need regular watering for the first month after installation. Once established plant material will need less watering. ****

Streetscape plantings

Installation of plant material in specified beds as shown on plans and designs provided.

1. Grind 1 stump in Inground bed 5
2. Remove existing mulch or excess soil.
3. Install plants and mulch
4. Water in all plant material.

****Note: All plant material will thoroughly watered in once installed. Additional waterings are listed in the optional service. We ask that the client help with supplemental watering. ****

Subtotal	\$10,390.95
Estimated Tax	\$0.00
Total	\$10,390.95

Optional Services

3 additional watering of all plant material.

Watering to be scheduled once a week.

\$959.99

PRICING BID SHEET

* Pricing reflected is valid until June 30, 2024



**SITE SPECIFIC PLAN:
10 Planters SPRING
Seasonal Color**

(4 Lg Round/6 Sm Rectangular)



PRICING: 10 SPRING Seasonal Color Planters

Spring Color Installation

Plant material subject to change based on growers availability.

4 large round planters

6 small rectangular planters

Color Install - Pots

Items

Color - Mobilization

Hibiscus Yellow - #1 Install

Hibiscus Rose - #1 Install

Vinca Cora Red - Color - Install Kit

Vinca Cora White - Color - Install Kit

Angelonia Carita Purple - Color - Install Kit

Lysimachia Goldilocks/Creeping Jenny - Color - Install Kit

Vinca Cora Strawberry - Color - Install Kit

Flower Soil - 2 cubic foot bag

Subtotal	\$1,906.26
Estimated Tax	\$0.00
Total	\$1,906.26

PRICING BID SHEET

* Pricing reflected is valid until June 30, 2024



SITE SPECIFIC PLAN:
10 Planters FALL
Seasonal Color

(4 Lg Round/6 Sm Rectangular)



PRICING:

**10 FALL Seasonal Color
Planters**

Fall Color Installation--planters

Plant material subject to change based on growers availability.

4 large round pots

6 small rectangular pots

Color Install - Pots

Items

Color - Mobilization

Kale Peacock Red #1 - #1 Install

Acorus G Variegata - Color - Install Kit

Viola Penny Beaconsfield - Color - Install Kit

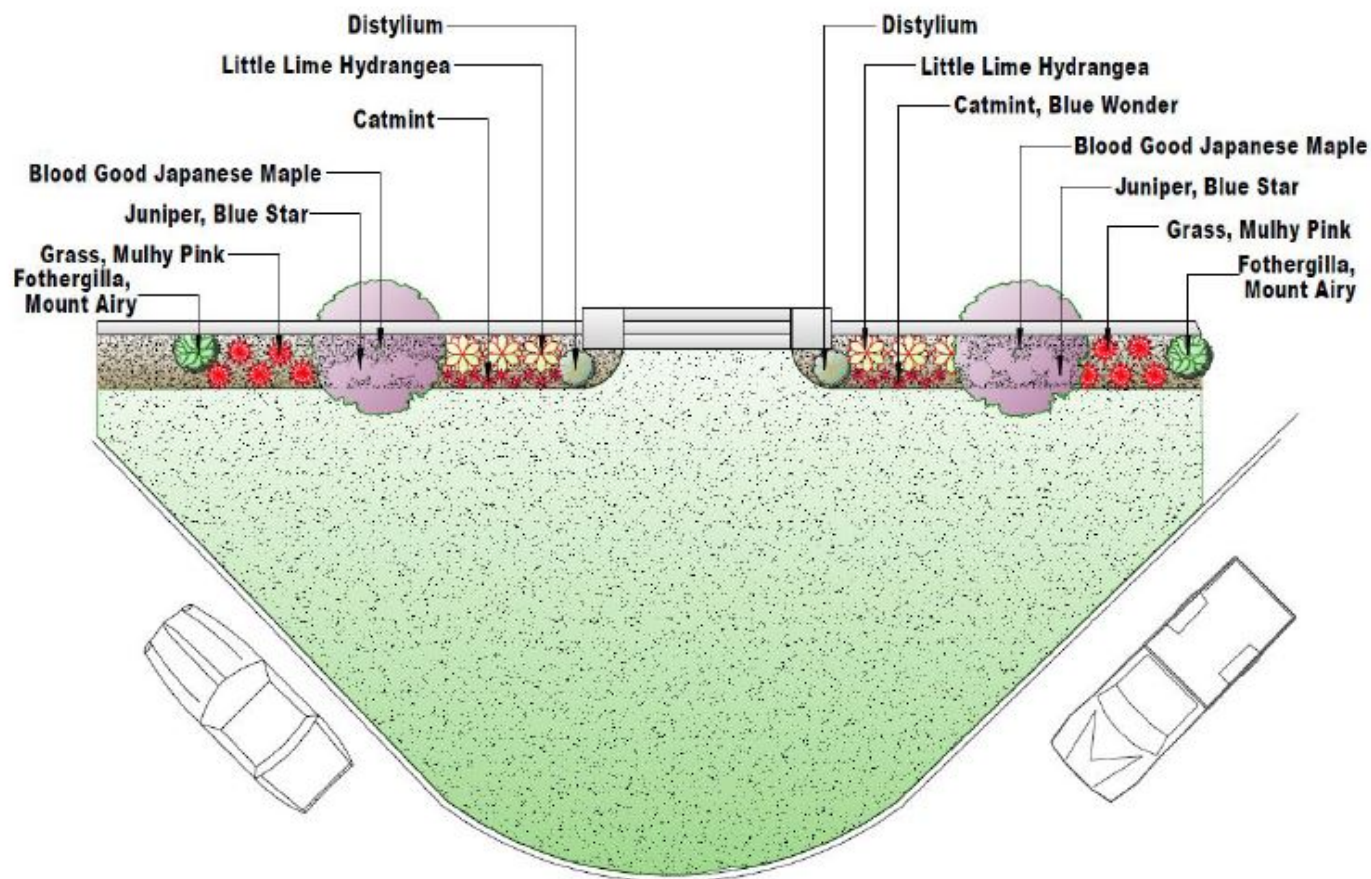
Viola Color Max Orange - Color - Install Kit

Subtotal	\$1,712.33
Estimated Tax	\$0.00
Total	\$1,712.33

PRICING BID SHEET

* Pricing reflected is valid until June 30, 2024

SITE SPECIFIC PLAN: Cemetery Entrance



Stone Mountain Cemetery Entrance
1025 Silver Hill Rd, Stone Mountain, GA 30087
Landscape Plan

Scale: 1" = 10'
@ 8.5' x 11' Paper

SCOPE OF SERVICES

MAP

Cemetery Entrance Lanscape

- Remove existing turf where planting beds will be installed.
- Prep bed for Planting
- Install plant material per plan provided.
- Install Brown Mulch

Items

EN - Mobilization
 Bed Creation and Prep
 Acer P Bloodgood
 Distylium 'Vintage Jade' - #7 Install
 Hydrangea Little Lime - #3 Install
 Nepeta x Faassenii 'Walkers Low' - #1 Install
 Juniperus C Blue Pacific - #3 Install
 Muhlenbergia capillaris - #3 Install
 Fothergilla M Mount Airy - #3 Install
 Hardwood Mulch - Cubic Yard Install

Landscape : \$5,326.64

Subtotal \$5,326.64

Estimated Tax \$0.00

Total **\$5,326.64**

Optional Services

- Temporary Irrigation - System: A budget to provide an above ground temporary irrigation system to adequately irrigate the enhancement installation. This assumes water is available from an on-site source and can be accessed by the Crabapple team without requiring hoses to cross walkways or roads and will be available throughout the agreed upon duration of the temporary irrigation. Any materials used to set up the temporary irrigation system will be owned by the client upon completion of the required temporary irrigation duration. The client is responsible for ensuring that residences leave the system in the originally set up configuration, Crabapple will not be held responsible for temporary systems turned off or reconfigured by homeowners.

Initial next to the Optional Services you would like to accept.

_____ **Temporary Irrigation**

\$467.28

PRICING BID SHEET

* Pricing reflected is valid until June 30, 2024

SITE

CITY OF STONE MOUNTAIN DOWNTOWN
DEVELOPMENT AUTHORITY

ANNUAL AMOUNT

BASE MAINTENANCE ONLY

\$ 22,896.00

MONTHLY AMOUNT

BASE MAINTENANCE ONLY

\$ 1,908.00

SERVICE PROPOSALS IN ADDITION TO AGREEMENT PRICE

INGROUND PERENNIAL BEDS (6) & CENTER MEDIAN

\$ 10,390.95

CEMETERY ENTRANCE INSTALLATION

\$ 5,326.64

CEMETERY ENTRANCE TEMPORARY IRRIGATION

\$ 467.28

2024 SPRING SEASONAL COLOR PLANTERS (10)

\$ 1,906.26

2024 FALL SEASONAL COLOR PLANTERS (10)

\$ 1,712.33

SEASONAL COLOR: ADDITIONAL 2 LARGE POTS
(THIS ASSUMES PLANTERS ARE PURCHASED BY THE
DDA AND ARE READY TO PLANT. NO SOIL /
AMENDMENTS/DRAINAGE STONE INCLUDED)

SPRING: \$ 134.82
FALL: \$ 163.00

HARDWOOD MULCH - 31 CY

(FOR AREAS NOTED IN RED ON PROVIDED MAP)

\$ 1,860.00

HARDWOOD MULCH - 3CY

(ADDITIONAL AREAS: FRONT/RIGHTSIDE BEDS AT VISITOR
CENTER)

\$ 180.00

PRICING BID SHEET

* Pricing reflected is valid until June 30, 2024.

Section 4

Awards & Community Involvement



since
1992

Commercial Maintenance • Floriculture • Stormwater • Design/Build • Drainage Solutions

Thank You for Voting For Us!



www.crabapple.com



1012 Union Center Drive | Alpharetta | Georgia | 30004
crabapple@crabapple.com | 770 • 740 • 9739

GALA GEORGIA
URBAN AG
COUNCIL
GEORGIA
LANDSCAPE
AWARDS

Winner!

Seasonal Color, Commercial





Alpharetta Public Safety Foundation's K9 5K

Crabapple sponsored, and participated in, Alpharetta Public Safety Foundation's K9 5K.

The K9 5K Fundraiser benefits the Alpharetta Public Safety (APS) Foundation programs, including:

Support of local law enforcement and first responders, and the families of those injured or killed in the line of duty

CPR training, car seat safety programs, and more in our community
Purchase of necessary equipment and training programs to maintain the highest levels of productivity and performance among our public safety employees

Training related to disaster relief & support in our community
The team from Crabapple enjoyed being a part of this fun and beneficial community event.



Most Creative Scarecrows in Woodstock and Alpharetta

The dedicated team at Crabapple recently showcased their creativity and community spirit by participating in the City of Woodstock and Alpharetta's annual scarecrow invasions. Not only did we enter both events, but the entries also triumphed in the most creative category, receiving well-deserved recognition. The City of Woodstock and Alpharetta's scarecrow invasions are highly anticipated events that bring joy and entertainment to numerous individuals in the markets served by Crabapple. These community events not only provide a platform for local businesses and residents to showcase their ingenuity but also foster a sense of togetherness and fun in the community.

Michelle Coleman and her marketing team spearheaded the efforts once again this year, exhibiting their outstanding skills in delivering unique and enjoyable designs. Their passion and dedication to bringing innovative ideas to life have been instrumental in the continued success of Crabapple's participation in these events. Moreover, community involvement is deeply ingrained in the values of Crabapple as a company. Through initiatives like the scarecrow invasions, Crabapple demonstrates its commitment to engaging with and giving back to the community.





MEALS BY GRACE

Feeding Hungry Children in North Georgia



Volunteer Days at Lionheart Gardens



 **The DrakeHouse**SM
Bridging Hope and Opportunity

The Drake House provides housing for women and children in need of shelter. A few of Crabapples finest stepped in to lend a helping hand to tidy up their entrance



 **furkids**
RESCUE • SHELTER • SANCTUARY



Alpharetta
Rotary Polar
Bear Plunge

On behalf of the Alpharetta Rotary, the Crabapple Team raised \$ 15,595 for Meals by Grace.



Alpharetta
Rotary Mayors
Corporate
Challenge



Raised over
\$155,000 in
2023 through
multiple
sponsors.

Section 5

Supplemental Documents

(Company Certifications/
Licenses, Insurance COI,
W9)

POST IN A
CONSPICUOUS
PLACE

CITY OF ALPHARETTA, GEORGIA
2 PARK PLAZA
678-297-6086

License
Number
12104

Occupational Tax Certificate Business Registration
THIS LICENSE EXPIRES 12/31/2024

Business Owner: CRABAPPLE TURF MANAGEMENT, INC
DBA: CRABAPPLE LANDSCAPE EXPERTS
Address: 72 MARIETTA STREET
City, State Zip: ALPHARETTA GA 30009

ID: 20089

Phone Number: 770-740-9739

Comments:

Classification: EMPLOYEE BASED

Date Issued: 03/11/2024

CRABAPPLE TURF MANAGEMENT, INC
1012 UNION CENTER DRIVE
ALPHARETTA, GA 30004

This License is NOT Transferable and subject to be REVOKED if abused.

ACORDTM**CERTIFICATE OF LIABILITY INSURANCE**

DATE (MM/DD/YYYY)

5/30/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must have **ADDITIONAL INSURED** provisions or be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer any rights to the certificate holder in lieu of such endorsement(s).

PRODUCER USI Insurance Services, LLC CL 1 Concourse Pkwy NE Suite 700 Atlanta, GA 30328	CONTACT NAME: Jonathan Napier PHONE (A/C, No, Ext): FAX (A/C, No): E-MAIL ADDRESS: jonathan.napier@usi.com														
INSURED Crabapple Turf Management, Inc 1012 Union Center Dr Ste A Alpharetta, GA 30004	<table border="1"> <thead> <tr> <th data-bbox="803 430 1437 451">INSURER(S) AFFORDING COVERAGE</th> <th data-bbox="1437 430 1576 451">NAIC #</th> </tr> </thead> <tbody> <tr> <td data-bbox="803 451 1437 472">INSURER A : Selective Insurance Company of SC</td> <td data-bbox="1437 451 1576 472">19259</td> </tr> <tr> <td data-bbox="803 472 1437 493">INSURER B : Transverse Insurance Company</td> <td data-bbox="1437 472 1576 493">21075</td> </tr> <tr> <td data-bbox="803 493 1437 514">INSURER C : Travelers Property Cas. Co. of America</td> <td data-bbox="1437 493 1576 514">25674</td> </tr> <tr> <td data-bbox="803 514 1437 535">INSURER D :</td> <td data-bbox="1437 514 1576 535"></td> </tr> <tr> <td data-bbox="803 535 1437 556">INSURER E :</td> <td data-bbox="1437 535 1576 556"></td> </tr> <tr> <td data-bbox="803 556 1437 577">INSURER F :</td> <td data-bbox="1437 556 1576 577"></td> </tr> </tbody> </table>	INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A : Selective Insurance Company of SC	19259	INSURER B : Transverse Insurance Company	21075	INSURER C : Travelers Property Cas. Co. of America	25674	INSURER D :		INSURER E :		INSURER F :	
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INSURER C : Travelers Property Cas. Co. of America	25674														
INSURER D :															
INSURER E :															
INSURER F :															

COVERAGES**CERTIFICATE NUMBER:****REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> PD Ded:500 GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			S258508500	07/01/2023	07/01/2024	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$500,000 MED EXP (Any one person) \$15,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$2,000,000 \$
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			S258508500	07/01/2023	07/01/2024	COMBINED SINGLE LIMIT (Ea accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$0			S258508500	07/01/2023	07/01/2024	EACH OCCURRENCE \$5,000,000 AGGREGATE \$5,000,000 \$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE/OFFICER/MEMBER EXCLUDED? <input checked="" type="checkbox"/> Y <input type="checkbox"/> N (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		N/A	WC00000005020	07/01/2023	07/01/2024	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000
C	Excess Liability Layer \$5M x \$5M			EX9W34199A	07/01/2023	07/01/2024	\$5,000,000


DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Commercial Landscaping Service

**** Workers Comp Information ****

Proprietors/Partners/Executive Officers/Members Excluded: William Coleman, Owner

CERTIFICATE HOLDER**CANCELLATION**

City of Stone Mountain, Georgia 875 Main Street Stone Mountain, GA 30083 & Downtown Development Authority of the City of Stone Mountain, Georgia 922 Main Street Stone Mountain, GA 30083	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 
--	--

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Request for Taxpayer Identification Number and Certification

Give Form to the
requester. Do not
send to the IRS.

► Go to www.irs.gov/FormW9 for instructions and the latest information.

Print or type.
See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. Crabapple Turf Management, Inc.	
2 Business name/disregarded entity name, if different from above Crabapple Landscapexperts	
3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes. <input type="checkbox"/> Individual/sole proprietor or single-member LLC <input checked="" type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ► Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner. <input type="checkbox"/> Other (see instructions) ►	
4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____ <small>(Applies to accounts maintained outside the U.S.)</small>	
5 Address (number, street, and apt. or suite no.) See instructions. 1012 Union Center Drive	Requester's name and address (optional)
6 City, state, and ZIP code Alpharetta, GA 30004	
7 List account number(s) here (optional)	

Part I Taxpayer Identification Number (TIN)

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

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.


Social security number								
			-					
or								
Employer identification number								
5	8		-	2	0	0	9	5 5 6

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person ► 	Date ► 1/1/2024
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.

PESTICIDES

E.I. du Pont Canada Company



1. CHEMICAL PRODUCT AND COMPANY IDENTIFICATION

Product Name: DuPont™ Dicamba L Herbicide

PCP#: 31536

E.I. du Pont Canada Company
PO Box 2200, Streetsville
Mississauga, Ontario, L5M 2H3

Product Information: 1-800-387-2122
Medical Emergency: 1-800-441-3637 (24 hours)

1. IDENTIFICATION

Product name:
Chemical name of active ingredient(s):
Distributor

Quali-Pro® Prodiamine 65 WDG
Prodiamine: 2,4-dinitro-N,N-dipropyl-6-(trifluoromethyl)-1,3-benzenediamine
FarmSaver.com, LLC
4515 Falls of Neuse Road, Suite 300
Raleigh, NC 27609
Phone: 1-800-979-8994
For fire, spill, and/or leak emergencies, contact CHEMTREC.
For medical emergencies and health and safety inquiries, contact ProSaf.
Phone: 1-800-424-9300
Outside US: 1-703-527-3887
Phone: 1-800-308-5391



2. COMPOSITION/INFORMATION ON INGREDIENTS

COMMON NAME	CAS NO.	%	OSHA PEL	ACI/TLV	OTHER	NTP/IARC/OSHA (Carcinogen)
Prodiamine	28091-21-2	65	Not established	Not established	-	Not applicable

SAFETY DATA SHEET



SPECTICLE® FLO

Version: 2.1 / USA

Revision Date: 10/02/2017
Print Date: 10/24/2018

SECTION 1: IDENTIFICATION OF THE SUBSTANCE/MIXTURE AND OF THE COMPANY/UNDERTAKING

Identifier:
EPA Registration No.: 432-1518
Relevant identified uses of the substance or mixture and uses advised against:
Use: Herbicide
Restrictions on use: See product label for restrictions.
Information on supplier:
Supplier: Bayer Environmental Science
3 T.W. Alexander Drive
Research Triangle Park, NC 27709
USA
Responsible Department: Email: SDSD@BAY.ICS-NA@bayer.com
Emergency telephone no.: 1-800-334-7577
Emergency Telephone Number (24hr 7 days): 1-800-334-7577
Product Information Telephone Number: 1-800-334-7577



Safety Data Sheet SIMAZINE 4L

SECTION 1. CHEMICAL PRODUCT AND COMPANY INFORMATION

Product Name: Simazine 4L
EPA Registration No.: 33270-27
Product Type: Herbicide
Active Ingredient: Simazine: (2-Chloro-4, 6-bis (ethylamino)-s-triazine)
Manufacturer/Registrant: United Suppliers, Inc.
30473 260th St
Eldora, IA 50527

FOR MEDICAL EMERGENCIES: Contact the National Pesticide Information Center 1-800-858-7378
FOR CHEMICAL EMERGENCY: Spill, leak, fire, exposure, or accident, call CHEMTREC 1-800-424-9300



PESTICIDE LICENSE



Georgia Department of Agriculture
Gary W. Black, Commissioner

111 Market Landon Pkwy Dr, Tallahassee, FL 32303-4201
Approved: Agents • Pesticide Sections • Pesticide 1-800-966-6666 • Fax: 904/437-8678

Distributor: TurfMgmt, Inc.
2013 Division Center Drive
Alpharetta, GA 30004

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

We have updated our website. Visit www.kentlandinc.com/CAContractors 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 applicable recordkeeping courses. If you have questions, check out the FAQ 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) 659-4668.

(Printed out at 10:10:10 AM)



CAT 24 CERTIFICATION HOLDERS

- Tim Brewster, VP Operations
- Barclay Miller, CRM
- Jose Aguilar, OM Enhancements
- Louis Nafjus, CRM
- Ben Haring, VP Enhancements

Crabapple Turf Management, Inc
1012 UNION CENTER DR
ALPHARETTA, GA 30004

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

We have updated our website. Visit www.kellysolutions.com/GA/LivePlant 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 information online anytime. You can make secure payments by credit card to renew your license, and you can refer people to this website to validate your credentials. 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 Live Plant License, please contact: Georgia Department of Agriculture, (404)-586-1140.

(Fold or cut on line to display)

Georgia Department of Agriculture
Plant Protection Section
1109 Experiment Street, Redding Build, Room 213
Griffin, GA 30223
Tele: (404)-586-1140 Fax: (770) 228-7219
agr.georgia.gov/plant-protection.aspx

LIVE PLANT LICENSE

Expiration Date:
12/31/2023

License Number:
40295

Category:
LANDSCAPER

Crabapple Turf Management, Inc
7707409739
1012 UNION CENTER DR
ALPHARETTA GA 30004



This License Is Not Transferable and Must Be Posted At All Times In A Prominent Business Location

DRUG-FREE

Certification

Crabapple Turf Management, Inc.

Has Been Certified As A

DRUG-FREE WORK PLACE

And Is Awarded this Certificate By The State Board of Workers' Compensation

This Day of

June 03, 2022

And Expires

June 03, 2023




CHAIRMAN