

Landscape Management Proposal



Palermo HOA

PREPARED BY:

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John DiPierro
Palermo HOA



RE: PROPOSAL FOR LANDSCAPE MANAGEMENT SERVICES

Dear John,

On behalf of Bloomings Landscape and Turf Management Inc., we are honored and privileged for the opportunity to provide a landscape management proposal for your community.

We have built the following Landscape Management Plan specific to your community, founded on plant species, turf species, soil physiology, and irrigation capabilities.

We look forward to the opportunity to provide your community with outstanding customer service, outstanding horticultural expertise, and the latest technology the industry has to offer. We have worked very diligently in applying every tool available to help create innovative programs to keep budgets stable while providing all inclusive result oriented Landscape Management Programs to our clients.

We look forward to any opportunity the future may bring. Thank you for the opportunity.

Regards,

Jay Perez
Bloomings Landscape and Turf Management, Inc.



*Discipline is the bridge between
Goals and Accomplishment - Jim
Rohn*



About Us

Bloomings Landscape and Turf Management has been servicing Sarasota and Manatee Counties for nearly 20 years providing outstanding service, excellence and landscaping perfection to our client Communities.

Bloomings Landscape and Turf Management, Inc. was founded and incorporated by Robert Yarish in June 1999. Robert Yarish is a Turf grass Management graduate from North Carolina State University has worked for the PGA Tour at the onset of his career in the green industry. The Company employees several additional Turf and Horticultural degreed TEAM members with expertise ranging from knowledge of the industrys latest technology and chemistry in fertilization and pest control to a Certified Arborist.

The company currently employs approximately 125 TEAM members, 35 of which are seasonal H2B workers. Bloomings has used the Federal government sponsored program, H2B which allows for employees from participating countries to come the United States of America and work under a work visa for 9 months. These employees are heavily screened by both participating countries before the work visa is issued.

We believe in cross training our employees to optimize each employees ability to improve and provide opportunity to each employee. This business philosophy has provided our client communities low turnover rates and highly trained employees. We strive to provide a well-rounded landscape program, well trained staff, and a "whatever it takes" attitude from each of our employees to each of our client communities.

*Robert F. Yarish, President
Bloomings Landscape and Turf Management, Inc.*

Our Work

Bloomings Landscape and Turf Management has been privileged to work in the community for nearly 20 years serving Homeowner Associations, Condominium Associations, and CDD's. Our expertise ranges from total landscape designs, creating innovative landscape solutions, to annual landscape management plans. We've created a video that showcases how we work, we invite you to watch it.

We would be happy to provide references for your review.





Our Understanding

From our observation of the property , we recognize the importance of customer service and quality of Landscape Management. Further we understand you have many options that are eager and willing to provide services to your community. Our TEAM of professionals will work very hard to provide consistent, diligent, quality horticultural services in an attempt to meet each and every homeowners expectations.

We believe that through proper planning and management we can enhance the beauty of your landscape increasing property values and help to save you money on year over year costs of replacing plants. We believe we can save you money using common plants with similar growth patterns, avoiding over watering, managing the fertilization and pruning as well as incorporating pest control measures that are proven successes.

Our Proposal

Our team of expert Landscape Managers and Horticulturist will provide support and expertise to provide the following Landscape Management Program designed specifically for Palermo HOA.



St. Augustine Turf Grass Areas:

All St. Augustine Turf areas shall be mowed every week during the growing season (April 15- October 16) and bi-weekly or as needed during the dormant season (October 14 -April - 14) at a height of 3.5"-4". 38 events).

Hardscapes (streets, drives, walkways, paths, curbs, etc.) will be edged with each mowing event. The Contractor shall employ a TEAM member to begin blowing the hardscapes behind the edging service to provide the community with as little disruption as possible.

Tree rings and plant beds will be edged with every other mowing. This promotes stronger turf-to-landscape bed edges by reducing turf stress associated with constant mechanical edging.

Turf weeds are spot-treated 12 months per year. Rates and Chemistry are altered during the warmer months to allow weed control thresholds to remain consistently low. This program calls for six applications each year, included within the budget matrix.

Any vegetative growth in cracks of paved surfaces shall be treated with herbicide on a regular rotation to keep thresholds at acceptable levels. The Contractor acknowledges some homeowners may not want the use of roundup on their property and the Contractor shall provide alternate chemistry.

Note: Bloomings sharpens and changes mower blades daily and cleans equipment after every job. This provides a clean cut for healthier turf and reduces the chance of weeds spreading from property to property.

*****Bloomings Landscape and Turf Management warranty's loss of turf grass due to the negligence of the contractor, excluding acts of God, or conditions out of the Contractors control.***

PLANT BED MANAGEMENT



All ornamental beds will be maintained on the same schedule as mowing services.

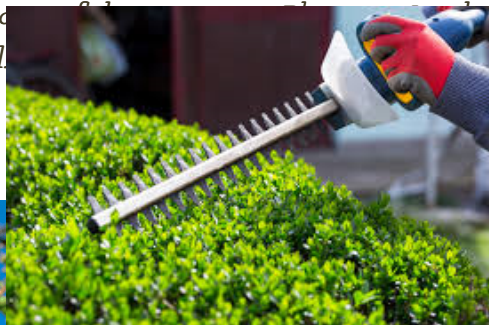
Ornamental Plants and shrubs will be pruned twelve (12) times per year and allow the natural habit of each species. The Contractor shall prune species specific to all homes per pruning visit and prune each species to allow its natural habit.

Weeds and dead foliage will be removed during each visit to the property.

Pre-emergent weed control will be applied twice (2) each year to maintain the integrity and aesthetics of the plant beds.

Flowering plants bud on the terminal axis and will be seasonally hand-pruned to allow the greatest opportunity for the species to bloom.

Coco brown bagged, treated mulch shall be installed at 120 cubic feet (60 2cu. bags) per home in the Fall. The value is \$26,025.00 and is included within the scope of work. Turf Management does not support mulch removal.



Fertilization And Pest Control Program



Bloomings Landscape and Turf Management Inc. uses custom blended fertilizers specific to each property we manage. We take soil and plant tissue samples and forward them to a lab for scientific analysis. The report generated by the lab details what deficiencies exist and fertilizer blends are mixed according to those needs.

Turf Grass

Fertilize five (5) times per year at a rate of 4 lbs. of Nitrogen per 1000 ft². Soil samples shall be pulled and submitted to the lab prior to each application. Cost per application is dependent upon the required blend.

Applications shall be made during October, November, February, March, and May. No fertilization is permitted during the months June – September per Sarasota/ Manatee County Ordinance.

Flowering Shrubs

Treat with sulfur application annually for better intake of nutrients and base minerals for better plant health.

Fertilize four (4) times per year with a custom blend. Applications shall be made during the months of October, December, March, and May. The rate shall be 1lb. of Nitrogen per 100 square foot.

Foliar Shrubs

Fertilize four (4) times per year with a custom blend. Application months of October, December, March, and May. The rate shall be 1lb. of N

Foliar Shrubs

Treat with fungicide and insecticide twice a year using IPM. Palms shall be fertilized four (4) times annually.



Pest Control Program

Turf will be treated annually for chinch bug control. The Contractor shall utilize the latest most effective chemistry available. Currently, Bloomings Landscape and Turf Management applies Arena. If additional applications are necessary, Bloomings shall make the applications at no additional costs.

Treatments for the control of other pests shall be performed as part of an Integrated Pest Control program. Mole cricket, nematodes, and spiders are excluded from this agreement and can be provided at an additional fee.



Tree and



All specimen trees will be pruned as necessary to allow their natural habit up to 8 feet of clear trunk in turf grass areas to prevent obstruction.

Pruning of trees will be limited to heights within reasonable reach from the ground for trimming of extraneous stray growth outside the canopy to promote the natural characteristics of the variety or to provide clearance from the buildings.

Sucker growth, considered to be all new shoots that appears at the base of tree trunks or non- major trunks to limbs below the foliage canopy, will be removed.

Trees should be allowed to form a natural canopy head. Pruning, shaping, topping, or internal pruning of trees to thin the canopy is not part of this Agreement.

Palms shall be maintained in a healthy condition. Dead fronds and pods are removed from the ground and the premises as soon as they are noticed. The annual fee for this service is \$40.00 per tree.



Irrigation Management



Upon commencement of this agreement the Contractor shall provide a detailed irrigation audit. The Contractor shall inspect each zone home by home and provide a written analysis of any recommendations per home with any required costs associated with those recommendations.

The irrigation system will be tested and inspected monthly, to ensure proper operation and proper coverage.

The Contractor shall clean irrigation filters each month to ensure the best water quality to the landscape.

Thirty-eight weekly visual inspections, with weekly repairs and or modifications made as needed. Any necessary repairs exceeding \$200.00 shall be reported to our Liaison and Property Management Company.

The Contractor shall mechanically trim around each donut head monthly May - September and every other month thereafter

***Clocks can be adjusted as necessary for changes in water usage and time changes at no additional charge to the community.*

Relocation of sprinkler heads or repairs made to the system will be billed on a time and materials basis and will be pre-authorized prior to the start of any work.

All irrigation repairs shall be billed labor and materials at \$65.00 per hour.

In addition to our Irrigation Department, Bloomings Landscape Maintenance Crews carry a limited supply of common irrigation parts, which occasionally allows us to make minor irrigation related repairs immediately.

Service Frequencies

Our suggested agronomic calendar is provided below. This chart provides a scope of work for your property and the frequency we will perform each service monthly.

Turf: Mow, Trim, Blow	38
Edging hardscapes	38
Edging soft scapes	19
Shrub & Bed Maintenance: Pruning, Trimming	12
Fertilization Turf	5
Fertilization Shrub	4
Insect Control Turf	1
Insect Control Shrub	2
Pre-emergent landscape beds	2
Post-emergent landscape beds	19
Queen Palm pruning	6
Cabbage Palm pruning	1
Irrigation Operational Inspection	12
Irrigation visual inspection	38
Mulch Installation	1

The aforementioned agronomic calendar is a number of service events. Upon acceptance of the proposal, our Horticulture representative shall provide a quarterly schedule of services.

General Terms and Conditions

Description of Work and Contractors Responsibilities

The Contractor shall perform all work in accordance with the specifications attached hereto as Exhibits A through E.

Acts of God

Work schedules may be interrupted by acts of God, to the point scheduled activities may be temporarily halted in which event the following conditions apply.

- 1. Temporary interruption outside the control of the Contractor and the Contractor's employees shall be re-scheduled within one week of the interruption.*
- 2. Catastrophic loss due to acts of God shall terminate the said agreement.*

Terms

This Agreement is effective upon the date signed by both parties and shall commence on the date determined on the signature page for a period of one year unless cancelled in accordance with the provisions of Default Clause. Client shall have the right to terminate this agreement with or without cause upon sixty (60) days with written notice, long as all invoices are paid in full and no additional money is owed to the Contractor. The intent to terminate shall be sent certified mail to 5824 Bee Ridge Road #165, Sarasota, Florida 34233.

The Contractor shall have the right to cancel the Agreement with sixty (60) days with written notice with or without cause.

Renewal

Client shall have the option to renew this agreement for up to two years with written notice from Client. The following terms shall apply to a request for renewal.

- 1. The Contractor shall reserve the option to increase the annual Agreement amount by that percentage equal to the CPI index, not to exceed 3% during the previous twelve months.*
- 2. The Contractor incurs an increase in costs reflected by local, state or Federal regulations directly affecting the cost of providing services within the scope of this Agreement, the contractor shall have the option to proportionate those increases given Client agreement to the costs.*

General Terms and Conditions

Provision for Default

In the event of default by Contractor, Client shall have the right to notify the Contractor of the deficiencies in writing. The Contractor has the right to correct the deficiencies within 7 days. If the deficiencies are not corrected within the 7-day period, Client may cancel this Agreement in its entirety.

Contract Price and Payments

Within thirty days of the execution of this Agreement, Client shall receive a written schedule of service events for the year of services.

Within thirty days of the execution of this Agreement the Contractor shall set Client up for ACH payment on the first of each month's monthly management fee for the current month's service. All additional enhancement or itemized invoices outside of the recurring monthly service fee shall have an invoice submitted as the scope of work is completed.

Insurance

The Contractor shall provide Client with an active certificate of Insurance for Workers' Compensation, General Liability, property damage, and Auto. Client shall be listed as additional Insured.

Supervision

The Contractor shall supervise and direct the work, using its best skill and attention to provide the highest level of horticultural expertise the industry has to offer. The Contractor shall designate a horticulturally trained and experienced Manager responsible for the direct communications and executions of the said scope of work identified within this Agreement.

All labor and material is included to provide the scope of work within the aforementioned Agreement.

Safety

The Contractor shall be responsible for compliance of all safety regulations of jurisdiction in the area of work and shall use traffic cones as may be required at both the front and rear of the vehicles when on public roadways. Employees shall be in uniform shirt and pants for identification purposes and all vehicles shall be identifiable with Bloomings lettering.

General Terms and Conditions

Pre-existing Conditions

The Contractor is not responsible for Acts of God or pre-existing conditions. The Contractor shall not be held responsible for underground utilities, pipes, wires or any other underground service lines not identified or clearly marked. The Contractor shall have any and all utilities marked prior to doing any excavation or digging.

Attorneys Fees

If Bloomings Landscape or Client fail to comply with the agreements, conditions, or covenants of this agreement and legal action is required to resolve any dispute, the prevailing party thereof shall be entitled to costs and attorneys fees.

Indemnity

Bloomings Landscape shall indemnify, defend and hold Client harmless from any and all claims, causes, action, judgements, liens, and suits of any nature, including claims for personal injury, damage to property and others, damage to any property and claims for payment of services rendered arising out of the Bloomings being on the property.

Budget

This proposed budget includes all labor and material to perform a high level of horticultural services described within our Proposal. We have priced the scope of work to provide the your community the level of service and product necessary to improve the health, vigor and aesthetics one neighbor at a time.

Bloomings Landscape and Turf Management, Inc. would be honored to continue to be your Landscape Management service provider. We look forward to further discussions and recommendations to improve the community's landscape with you.

2025 PALERMO DESCRIPTION	PRICE
Annual Management Program Fees	\$101,307
Mulch	\$26,025
TOTAL	\$127,332

This renewal contract shall commence upon signature and run from 1/1/25 - 12/31/25.

Thank you for the opportunity to provide your community a Landscape Management Proposal. We look forward to any opportunity in the near future. Please contact me at Jay@bloomingslandscape.com or 941-927-9765 with any questions or concerns.

 SIGNATURE
Jay Perez

 SIGNATURE
John DiPierro