



Landscape Maintenance Services

**BUSINESS PROPOSAL – May 27, 2022**



BrightView Landscape Services, Inc.  
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T:(775) 303-6412 E: Travis.Wilson@brightview.com

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San Jose, CA 95112

## TRANSMITTAL LETTER

May 27, 2022

**Town of Los Gatos  
41 Miles Avenue  
Los Gatos, CA 95030**

### **RE: Town of Los Gatos Request for Proposal for Landscape Maintenance Services**

This proposal is in response to the Request for Proposal - **Landscape Maintenance Services**. As the current landscape provider for many local municipalities, our proven experience managing these sites make BrightView uniquely qualified to be selected as your landscape maintenance firm. We understand the expectation of a well thought out Landscape Management Program and will deliver a plan that affordably meets the City's requirements.

In submitting this proposal as herein described, the undersigned as a bidder, declares that he has thoroughly examined all of the contract documents herein contained in the RFP; and has carefully examined the locations of the proposed work, the plans, and specifications for Landscape Maintenance Services, and hereby proposes to furnish all materials and do all work necessary and/or required to complete the work in accordance with the plans, special provisions, and specifications for the lump sum prices or bid prices set forth in the schedule below and forming as part of this proposal.

**BrightView Landscape Services, Inc. guarantees that this proposal will be in effect for sixty (60) calendar days from date of submittal.**

#### **Individual to contact regarding the proposal:**

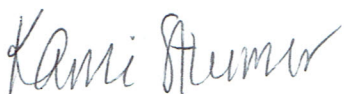
Travis Wilson  
Business Development Executive  
[travis.wilson@brightview.com](mailto:travis.wilson@brightview.com)  
C: 775-303-6412

#### **Individual authorized to represent BrightView with contract negotiations and execution:**

Karine Stuimer  
Group Vice President  
[karine.stuimer@brightview.com](mailto:karine.stuimer@brightview.com)  
Office: 408-453-5904

We look forward for the opportunity to work with Town of Los Gatos on this project.

Sincerely,



Karine Stuimer  
Group Vice President

## QUALIFICATIONS OF THE BIDDER

BrightView Landscape Services, Inc. Formerly ValleyCrest Companies and the Brickman Group were formed in 1949 by Burt Sperber in North Hollywood, CA. Starting with one nursery business, Burt expanded ValleyCrest into Landscape Nurseries, Development, Maintenance, Tree Care Services and Golf Course Maintenance. Today, BrightView is the largest full-service landscape company in the United States. In our Landscape Maintenance division, we employ over 20,000+ employees and have 121 branches in 32 states and Puerto Rico. We specialize in a large array of services.

BrightView's Maintenance Services segment delivers a full suite of recurring commercial landscaping services in both evergreen and seasonal markets, ranging from mowing, gardening, mulching and snow removal, to more horticulturally advanced services, such as water management, irrigation maintenance, tree care, golf course maintenance and specialty turf maintenance. Our maintenance division services customers including Fortune 500 corporate campuses and commercial properties, HOAs, public parks, leading international hotels and resorts, airport authorities, municipalities, hospitals and other healthcare facilities, educational institutions, restaurants and retail, and golf courses, among others.

We are the largest provider of commercial landscaping services in the United States, with revenues more than 10 times those of our next largest commercial landscaping competitor. We operate through a differentiated and integrated national service model which systematically delivers services at the local level by combining our network of over 200 branches with a qualified service partner network. Our branch delivery model underpins our position as a single-source end-to-end landscaping solution provider to our diverse customer base at the national, regional, and local levels, which we believe represents a significant competitive advantage.

BrightView has a highly trained staff that can develop a flexible and efficient plan to manage the Town of Los Gatos to successfully serve the citizens who use it. The key personnel we have assigned to this contract have over ten (10) years of training and experience. We will also place a full-time employee to the job as a dedicated Account Manager for the duration of the contract, who has over ten (20) years of experience in landscape maintenance supervision. In addition, our team includes an Irrigation Manager with over twenty-five (25) years of experience in irrigation installation and repairs and personnel with a California Qualified Applicator's License.

With over 75 years of landscape management, BrightView has experience with servicing high-end landscapes in the Bay area. With our multiple locations, we provide service to several government entities, including the City of San Jose, City of San Ramon, City of Hayward, City of Fremont, and City of Milpitas. Additionally, we provide services to multiple high-end properties for clients like Cisco, Apple, Google and Stanford Healthcare, which have locations in the Bay area. BrightView performs general landscape maintenance services for these clients, including turf management, water management, irrigation management, parkway maintenance sports field management, arbor care, plant health care, seasonal flower changes, and landscape upgrades including mulch applications.

Our management teams are the best in the industry and go through extensive training to ensure all contract guidelines are met for each customer, always delivering on our commitments. Our Bay area managers have all been with BrightView for over 15 years each, leading the maintenance and tree departments.

Our experienced, local teams ensure that your assets are more than simply maintained - they are enhanced to achieve maximum appeal and benefit. Whatever landscape challenges or opportunities you might have, BrightView's dedicated and friendly staff will partner with you to accomplish your goals.

BrightView Landscape Services, Inc. is a corporation, which is publicly traded under BrightView

Holdings, Inc. In July 2018, we completed the initial public offering of our common stock. Our common stock trades on the New York Stock Exchange under the symbol “BV”. Our principal executive offices are located at 980 Jolly Road, Blue Bell, PA 19422, [www.brightview.com](http://www.brightview.com).

BrightView Landscape Services, Inc. is registered with the California Secretary of State, entity no. 0597424, registration date: 4/30/1970.

Evidence of Insurance is provided in the supporting documents. Brightview will have no issue procuring insurance required by the contract.

BrightView will not be using subcontractors for this work. All required services provided in the Scope of Work will be completed in-house.

BrightView embraces environmental stewardship as a core component of our mission. This value is reflected in our people, our work and how we operate our business each day. Our essential purpose is to expand and enhance the presence of plants and trees in the world, and those endeavors inextricably link BrightView to the ongoing process of creating a more sustainable Planet. Environmentally responsible landscapes – ones that protect, support, and safeguard our natural resources – are the intrinsic result of our efforts to continually innovate and educate through the array of design, development, and maintenance services we offer.

## SUSTAINABILITY

At BrightView, finding solutions for some of our pressing environmental issues is vital to the future health of our company and our world. We view our role as one of support, rather than imposition on the natural and built environment. As an established leader in the landscape industry, we realize it is our duty and responsibility to apply unmatched expertise and resources to the process of finding real-world solutions that encourage water conservation, minimize green waste, protect natural habitats, and advocate other environmentally friendly horticultural best practices.

BrightView is holistically committed to making constant improvements in all areas of our operations and to collaboratively support the communities in which we operate by offering real contributions that improve the quality of life for all.

### **Oil and Green Waste Recycling**

We recycle all of our large equipment oil (e.g. mowers, trucks). Our green waste recycling Includes grass clippings, leaves, small branches, and other landscape generated debris is transported to a green waste facility where it is broken down into compost rather than taking up space at a conventional landfill.

### **Efficient Vehicles**

We are currently transitioning over to more fuel-efficient vehicles for our staff, including Toyota Prius, Chevy Bolts, Ford Fusion Hybrids, Ford Escape Hybrids and Ford Rangers

### **Stewardship**

Bring ideas and innovations that will help Napa County meet their goals for environmental stewardship. These may be related but not limited to water and energy conservation, improved indoor environmental health, and healthy material use

### **Electric Equipment**

On-site power equipment will be battery powered electric equipment.

### **Pioneers in Energy Efficient Equipment in Landscape**

BrightView is one of the nation's largest users of zero-emission landscaping equipment, including electric line trimmers, electric blowers, and a fleet of electric mowers. Based on each mower running an average of 300 hours per year, each team of BrightView's electric mowers eliminates



emissions equal to 1,500 cars averaging 12,000 miles per year. BrightView crews maintain landscapes at some sites such as, the University of Pennsylvania, using 100 percent electric mowers.

### **Bay Friendly Maintenance Practices**

Bay-Friendly Landscape Maintenance practices shall be employed to minimize waste, protect air, and water quality, conserve energy and water, and protect natural ecosystems. All work shall be performed in a professional manner, using quality equipment, Bay-Friendly methods, and materials. The Branch Manager, William Carey, is Bay Friendly Qualified, and will ensure all Bay Friendly guidelines will be followed.

BrightView has been present in the Bay area for over 47 years. We are a respected full-service, maintenance company, with an average 15-year employee tenure. BrightView has significant operational capacity with in-house resources to include: Water Conservation experts, Irrigation Technicians, Certified Bay-Friendly Landscape Professionals, Certified Arborist, Pest Control and Safety Professional staff.



# Project Team

## **Mike Ney, Vice President General Manager**

**KEY ROLE:** Responsible for the successful operation of the San Jose Market and to support and develop Branch Managers. Ensures quality and efficient landscape management for clients. Inspects client properties to monitor performance and overall job quality

Employed with BrightView Landscape Services since 1999

- Employed with BrightView for 19 years / 23 years in the industry
- Environmental Horticulture Science, Cal Poly San Luis Obispo, CA
- IA Certified Landscape Irrigation Water Auditor
- AWWA Cross Connection specialist
- QAL – California Department of Pesticide Regulation
- Licensing / Certification Program (Category B) 15 years

## **Eric Santos – Vice President Irrigation**

Eric Santos oversees Irrigation and Water Management Services for BrightView and leads BrightView Irrigation Advisory Network and BrightView Irrigation Training Program. Eric graduated from Cal Poly, San Luis Obispo, with a Bachelor of Science degree in Agricultural Engineering and has worked with BrightView Landscape Services (formerly ValleyCrest) since 1994.

- IA Certified Landscape Irrigation Auditor
- IA Certified Golf Irrigation Auditor
- IA Certified Irrigation Contractor
- IA Certified Irrigation Designer – Golf, Res, Comm. #002701
- IA Certified Landscape Water Manager
- IA Certified Irrigation Technician
- IA Certified Ag Irrigation Specialist
- US EPA WaterSense Partner
- AWWA - CA/NV Backflow Prevention Specialist #6881
- AWWA - CA/NV Cross Connection Specialist #903

## **Jay Jamison – Director of Operations**

Constantly works to provide you with industry-leading value for the cost by improving BrightView's daily operations and value-added services, as well as creating innovative cost-reduction solutions. recruits and develops managers and field personnel that have a proven track record of industry success. Builds and maintains relationships with customers to ensure we are exceeding your expectations.

- Jay has an AS degree in Agronomy/Pest Management.
- He has worked in the golf and landscape industry since 1988 in both maintenance and construction.
- Been with BrightView since 2005 holding positions of Operations Manager, Account Manager and Branch Manager and promoted to Director of Operations in 2017.

## **Ryan Bolich, Branch Manager**

20 years in the industry including working at some of the most prestigious golf facilities in the Bay Area including Stanford University and Los Altos Golf and Country Club.

- BA University of California, Santa Cruz 2003
- MA University of California, Santa Cruz 2005
- MA University of Western Ontario, London, Ontario Canada 2006
- Joined BrightView 5 years ago
- PGA Class "A" golf professional

### **Luis Valdovinos, Account Manager**

Luis joined Brightview in 2020 as a Production manager after spending 15 years in the landscape industry at various positions. He comes from a large landscaping family, as all his family members are involved in the professional landscaping business. In early 2021 Luis was promoted to Account Manager and has proven to be very successful in this role. Luis holds a bachelor's degree in Business Administration and Marketing from San Francisco State University.

### **Daniel Arroyo, Production Manager**

Daniel has been in the landscaping business for 25+ years. He has been with Brightview for over 20 years. Daniel brings a wealth of experience in all aspects of landscaping. In his career he has worked in maintenance running crews on site; worked as a Production Specialist, designing and creating new landscapes; and as an Irrigation lead running a team of irrigation technicians. In his current role Daniel is responsible for the quality of the landscaping on site as well as the training of the crews. He is our management team's eyes on the ground and will be inspecting the landscaping sites several times a week.



# Transition

## 90 DAY START-UP

The landscape maintenance team at BrightView is prepared to make a positive impact on the existing landscape of the Town of Los Gatos within the first ninety-days. Our start up program will result in identifying those landscape elements that may not meet acceptable standards in plant health, safety, and aesthetics, and outline a plan of landscape management.

## 90 Day Plan

BrightView is committed to improvement through a systematic development of priorities for safety, bike path conditions, shrub care, tree care, water basin, medians and sidewalks planters and aesthetics.

- Maintain and improve the appearance of the property in general
- Start-up and complete summer maintenance cycle and prepare for winter as sections are turned over to the Town of Los Gatos.
- Work with you to further develop a horticultural sound long-term goal and assist with the creation of budgets.

## START UP PROCESS

BrightView will prepare a landscape needs assessment (horticultural analysis of the existing landscape) using the objective of the landscape master plan. The first step includes photo documentation to illustrate existing conditions and assist with the determination of benchmarks for improvement. Improvement areas will be designated as those areas impacting site safety, shrubs, hedges, groundcover, and necessary weed abatement. Also included will be a safety inspection, a survey of the entire job site regarding possible hazards and safety concerns. A report on these concerns and recommendations for mitigation will follow. All dead or dying plant material will be removed following approval.

These initial efforts will result in a thorough knowledge and understanding of the sites' conditions, requirements, and needed areas of improvement. We feel an immediate, positive impact is possible on existing fertility, tree detail and weed control.

## WATER MANAGEMENT SERVICES AVAILABLE

Experienced team trained and certified in the operation of leading Central Irrigation Systems and ET adjusting controllers.

- Application and administration of water rebate programs offered by local water agencies.
- Installation of water conservation devices such as pressure regulators, rain shut off devices, ET adjusting controllers, and MPR sprinkler nozzles.
- Water Auditing and Budgeting.
- Irrigation Design and Installation
- Backflow and Cross Connection Testing.
- Reclaimed Water Installation, Retrofit and Management.

## SEASONAL ACTIVITIES

At BrightView, we utilize seasonal activities when lawn and plants are dormant. Seasonal Activities Include:

- Dead Heading Seed Head of Fescue and others
- Leaf Clean-Up
- Hard Pruning



### MAINTENANCE ROUTINE BY AREA

In our 90 day start-up we will submit a maintenance route for the locations that are serviced by frequency. This will include a path of travel, pruning and mowing route. This is a helpful schedule for all city managers to find us in any location during the workweek.

### ROUTING OUR TEAMS

Proper routing: reduces wasted time, inefficient service, lower use of fuel per truck and decreases accident rates.

The crew will be assigned a route that they will service per the requirements and agreed upon service frequencies. We will utilize a custom map that plots all the jobs for the city and is coded for frequency, included site notes, and can be used for scheduling.

### PREVENTATIVE MAINTENANCE

- After hours shop services to minimize equipment downtime
- Scheduled oil and lube/grease changes based on equipment use and conditions
- Daily cleaning of equipment and checks for loose nuts and bolts
- Daily sharpening of mower blades to provide clean cuts
- Daily inspection of safety switches
- Monthly renovation of equipment by shop manager
- Extra equipment available for use when others are in the shop
- Mobile fleet mechanic
- Every property is different and thus has a unique set of maintenance needs. We will evaluate the areas of work in detail to create a maintenance plan that will fit into our new direction like the one below.

### **TASK SPECIFIC ITEMS**

**Pruning:** Pruning will be performed at least three times per year at each site. Best horticultural practices will be followed when pruning. The Town of Los Gatos will be consulted if there are any questions on desired pruning in an area.

**Chemical Applications:** All field staff are trained annually on the safe and proper handling of pesticides. Though not every person is expected to spray, we want to ensure that the staff knows how to handle it in case of an emergency. The spray program will be overseen by a certified QAL and Edwin Cortez, Production Manager, is readily available to assist in creating unique spray programs, perform in-depth trainings or help diagnose plant health issues.

**Fertilizer:** Our team will be training with Edwin Cortez, Production Manager, to assist us in getting even coverage and proper application of our fertilizer.

**Leaves:** When leaf season hits it is all hands-on deck. We know how challenging leaf season can be and have the equipment and manpower to handle it in a timely manner. We have multiple leaf vacuums and large dump trucks for quick and efficient loading of the leaves. We have crews come ahead and prepare areas ahead of the leaf trucks so that we can fully use them when the leaf fall is intense. We have an extra truck on hand to rotate in while the first is on its way to the dump. At peak season we are taking multiple dumps per day to the green waste stations. We also have two tow behind blowers, which we use to help get the leaves out of the street or sidewalks; they are able to quickly move large amounts of leaves.

When possible, we mulch the leaves and return the clippings to bare planter beds to help build up a healthy layer of topsoil in the planter beds. Leaves are removed from the turf when there is a lot of buildup, when the leaf fall is not significant the mow crew mulches the leaves into the grass. This enlarges our ability to handle more sites per day.

**Weed, Disease and Pest Control Plan:** We will provide on a monthly basis our material data

safety sheets on all products used and provide a screen shot each month of our Contractor's State Pesticide Report.

Integrated Pest Management (IPM) is an environmentally sensitive approach to pest management that incorporates three phases of control: prevention, observation, and intervention. Through this approach, BrightView significantly reduces or eliminates the use of pesticides. We can manage pests below a tolerable population threshold without hindering the beneficial organisms that assist in maintaining the environment. Products are initially selected for their effectiveness and the Directors of Technical Services evaluate each product according to its performance (efficacy) and the plant's tolerance to the product. **Complete IPM program included in proposal.**

Products are also screened for their possible effects on the health of employees, clients, and the public. Healthy plants managed in the proper environment can tolerate more pests and disease. Pest control relies on good cultural practices, trapping, predators, biological controls, least toxic alternatives, as well as traditional pesticides when necessary. All these methods are used by BrightView to incorporate IPM into our projects.

**Irrigation System Maintenance and Repair Plan:** Primary goal will include an initial inspection of the irrigation system at all locations to identify any system failures and repair accordingly in addition to providing a report for the Town of Los Gatos for review. Reporting will be completed as outlined in the RFP scope of work.

A systematic approach will be utilized to maximize the use of controllers for seasonal irrigation including the frequency and duration to meet the water requirements of the plan serviced by the valve. Programming of the controllers will be done in accordance as directed by the City Account Manager. System checks will be performed weekly to identify maintenance repairs as specified in the RFP scope of work. Measures will be adhered to in the event drought conditions are mandated

## **TREE CARE**

- Tree Pruning:
- Maintain site lines and clearance
- Prune as necessary to maintain open walkways, intersections, security cameras and stations, utility access etc.
- Trip and fall hazards
- Regularly remove dead, broken and hanging branches.
- Future tree structure
- Prune young trees for central leader and spaced branching

### **Disease Control:**

- Reduce amount dead leaves and dieback on certain trees and shrubs
- Disease control program for sycamores, roses, oaks, and other woody plants

### **Insect Control:**

- Reduce sticky honeydew and sooty mold
- Treat aphids and similar sucking insects that feed on sugary plant sap. Sometimes this sticky sap drips onto walkways and patios. Dark mold often grows on the sap. Dirt sticks to dripping sap blowing onto windows.

### **Staking and Guying Plan**

- On a monthly basis, BrightView shall check and perform staking and guying of all trees if required
- Trees that are injured by stakes and/or girdled by ties will be replaced by BrightView.

**STAFFING PLAN:**

Quantity	Position
1	Project/Account Manager
1	Production Managers
2	Full time crew members with truck and trailer
1	Irrigation tech

- Production Manager support the Project/Account Managers to coordinate the crews, create quality control inspections (QI) and other field activities. Our Production Managers directly supervise the crews and quality of our services. They conduct regular spot checks of each crew and routine physical inspections of all job sites. They will also provide reports and updates as needed to the Town of Los Gatos Maintenance Managers.
- **Mowing:** The mowing is scheduled and geographically routed. Crews will provide turf care service by area, including mowing, leaf abatement, hazard checks, hardscape blowing, and all detailing. Porters will be working in the same geographical regions as the mowers.

Crew sizes will be dictated by areas and efficiencies. The mow crews are to police areas where they are pruning for trash and branches and are to communicate safety, irrigation or weed issues to Account Managers.

In the winter months when mowing services are reduced, the Account Manager will be sending written communication about any delays in mowing services due to rain, frost, or storms, as well as a written plan to get back in schedule.

- **Pruning:** We will be providing crews to complete the pruning at least three times per year. These crews will perform shrub pruning, ground cover edging, vine control where applicable, supplemental weed control, debris removal and trash pick-up. Priority will be given to safety clearance of corners, sidewalks, bike paths and other pedestrian or vehicle access/visibility issues.

**Time has been scheduled in the annual schedule for pruning crews to assist with leaf drop in the winter and weeds in the spring as needed.**

- **Irrigation manger:** We will have one irrigation manager who will work as the point of contact for the Town of Los Gatos irrigation. He will be responsible to organize tasks for the Irrigation Technicians; reporting and following up on work orders; updating Google Docs and overseeing quality control. He will also oversee the monitoring and adjustment of the stand-alone systems, as well as assist in performing repairs if needed.
- **Irrigation technicians:** Three irrigation technicians report to the irrigation manager. Our irrigation technicians are familiar with the contract and know the irrigation systems intimately. Their knowledge and work effort help set us apart from other contractors. One of the technicians will be devoted to the checking and basic repairs of the Town of Los Gatos controllers. He will conduct on-site irrigation system checks for maximum water efficiency and propose programming changes to the Town of Los Gatos for the centralized system. He will monitor and adjust stand-alone systems, as well as perform any repairs necessary. The other two technicians will work with the irrigation manager to repair contractual issues reported by the Town of Los Gatos. The irrigation technicians will also be point of contact with the field for any repairs or issues the field staff see in their areas. Any issues found by the technicians or field staff will be reported to the irrigation manger to be repaired or discussed as needed with the Town of Los Gatos. They will also be assisting with the

system checks on city controllers. Managers and field staff communicate with the irrigation team through phone

- calls, site walks and texts. Texts include photos of the issues as well as site locations and details of the issue.
- **Irrigation Repair Technicians:** Irrigation technician and crew focused on billable repairs that consist of a separate team so that your landscape does not fall behind.
- **Spray Technicians:** We have 3 experienced spray technicians who work independently, at the direction of the Production Manager, to perform chemical and non-chemical weed control efforts, and general hazard checks. The technicians are trained and will be supervised by a DPR Qualified Applicator. Prune crews, mow crews and porters will supplement post-emergent spraying while on site. Spray technicians will also perform all pre-emergents, turf post-emergents, and plant growth regulator applications. They can also apply chemical for aphid prevention, fruit reduction and other pest control activities if desired.
- **Enhancements Crews:** The Branch has an enhancement team for installation, and renovation projects or any large projects like weed abatement or large pruning projects that are outside of the scope of work. They are available as support to the Account Manager and Customer for consultation and design of renovation or water conservation projects. In addition, we have these enhancement crews separate from our maintenance crews to perform any billable work.
- **Staff:** BrightView currently has the management and field staff ready to devote to the contract, including experienced crew leaders, trained and efficient irrigation technicians and multiple spray technicians, we will hire on field staff as needed between being awarded the contract and the start of the contract so that we can be prepared to start the new contract off strong.
  - Each crew is supervised by an English-speaking Crew Leader and cross trained with another Crew Leader to provide consistent, quality service in the event of vacation or sick time. Generally, they will work in 2-man crews, but crews may work in tandem. This will allow for several staff to be familiar with all areas.
- Our Crew Leaders and Technicians are included in the planning and scheduling of the work, as well as given direct supervision and training from our Account Managers, Production Managers, Branch Manager and Regional Manager.
- Meetings will be conducted weekly with Crews, Technicians and Manager to review schedule and priorities. Adherence to the maintenance schedule will be strictly enforced through on-site physical checks and regular communication via telephone.
- All crews, technicians and managers are equipped with phones with email, camera, and text abilities to ensure timely and thorough communication from the field to both customer and internal parties.
- All BrightView employees are required to wear their assigned uniforms during their shift and maintain them in a clean, neat order. They vary by seasonal need, but will include long blue work pants, logoed work shirt or jacket, OSHA approved safety vest, work boots and other required safety equipment (PPE).
- Each vehicle is identified by fleet number. All drivers are screened and drivers that tow trailers are DOT certified and must meet stringent driving record requirements prior to employment.



- All waste materials will be transported and disposed of at a proper disposal facility. Chemicals and equipment will be applied or used in compliance with all local, state, and federal authorities and common-sense safety practices.

We have in-house mechanics which allow us to have quick turnaround on repairs and equipment set up so there is no down time in the field. The mechanics also assist the crews in preventative maintenance on their equipment and vehicles.

### **HOURS OF OPERATION:**

Branch hours of operation: 6:30 am to 4 pm

### **EMERGENCY AFTER HOURS CONTACT INFORMATION**

Emergencies are best managed through by contacting our Emergency Call Line at (650) 289-9324. A designated manager will be On-Call, ready to respond within 24 hours, 365 days a year, as needed.

- You will have 24/7 access to your Account Manager, by telephone and email. Our gardeners and irrigation specialists are also available around the clock.
  - Emergencies that occur outside of regular business hours will be dealt with according to the severity of the situation.
- For minor irrigation issues, we will do everything possible to turn off the water supply within two hours or less of being notified and fix the problem the next business day.
  - All safety hazards will be resolved at the time we are notified.
  - You can expect a response and proposed solutions to after-hours emergencies within two hours or less.



# Horticulture Calendar

TURF	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	OPTIONAL
Mow	●	●	●	●	●	●	●	●	●	●	●	●	
Blowing	●	●	●	●	●	●	●	●	●	●	●	●	
Edge	●	●	●	●	●	●	●	●	●	●	●	●	
Aeration			●										
Fertilizer			●					●					as needed
Pre-emergent Weed control		●											
Post-emergent Weed control	●		●	●	●	●	●	●	●	●	●	●	as needed
Disease Control	●	●	●	●	●	●	●	●	●	●	●	●	as needed
Insect Control	●	●	●	●	●	●	●	●	●	●	●	●	as needed
SHRUBS AND BEDS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	OPTIONAL
Weed control	●	●	●	●	●	●	●	●	●	●	●	●	
Pre-emergent weed control		●											
Post-emergent Weed control	●		●	●	●	●	●	●	●	●	●	●	
Spot Treatments	●	●	●	●	●	●	●	●	●	●	●	●	
Fertilization				●						●			as needed
Disease Control	●	●	●	●	●	●	●	●	●	●	●	●	as needed
Insect Control	●	●	●	●	●	●	●	●	●	●	●	●	as needed
Trail Maintenance	●	●	●	●	●	●	●	●	●	●	●	●	
TREES	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	OPTIONAL
Detail Tree Rings	●	●	●	●	●	●	●	●	●	●	●	●	
Pruning up to 15' hgt.	●			●				●			●		
Insect Control	●	●	●	●	●	●	●	●	●	●	●	●	
MISCELLANEOUS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	OPTIONAL
Debris/ Litter Removal	●	●	●	●	●	●	●	●	●	●	●	●	
Fall Clean-up									●	●	●		
Spring Clean-up		●	●	●									
Curb/Gutter Weed Control	●	●	●	●	●	●	●	●	●	●	●	●	
IRRIGATION	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	OPTIONAL
Inspection	●	●	●	●	●	●	●	●	●	●	●	●	
Controller Box Cleaning	●	●	●	●	●	●	●	●	●	●	●	●	

# BrightView Landscape Maintenance IPM Program

The BrightView fertilizer and pest control programs are IPM programs. Pests are *identified and monitored*. Monitoring insects, mites and diseases means someone working in the landscape must see damaged ornamental plants from the insects or disease, be familiar with that damage, and observe the damage over time. Is it getting worse? Is it spreading? **And**, does it matter to the clients and people who live, work or recreate in the landscape. Location is important as well. Shrubs covered with sticky honeydew from sucking insects near a building entrance is a concern, shrubs covered with sticky honey, but in a parking lot perimeter bed, may not be an issue. However, these plants must be monitored to ensure the sucking insects are not causing the shrubs to decline.

The major landscape pest is weeds. Weeds are prevented by many management practices. BrightView only uses pesticides such as herbicides, insecticides, miticides where pests are degrading the landscape or causing unacceptable plant damage. This is often called an *Action Threshold*, and will vary by type of property and standards set the property manager. There is also business incentive minimize pesticide use. BrightView contracts include most pest control and BrightView does not charge for most pesticide applications. Consequently, labor and materials cost of pesticide applications are an expense - with no off-setting revenue.

Fertilizer products are chosen for both landscape plant needs and environmental goals of the client. Most fertilizer use is for fine turf that is expected to have few weeds. Nitrogen fertilizer maintains the turf density to keep weeds from establishing in soil exposed to sunlight. Turf that must tolerate wear like event lawns and sports turf requires enough nitrogen fertilizer to maintain enough active growth to replace plants damaged by objects placed on the turf, foot traffic and sports use. As with pesticides, fertilizer is usually a labor and material cost with no off-setting revenue. Minimizing turf fertilizer applications reduces mowing time, fuel use and equipment wear. These are all expenses that are reduced – a benefit of reduced fertilizer. However, as discussed above if the turf grows too slowly and becomes thin, weeds will invade much more easily. Weeds are the best adapted plants on the landscape, and they will invade. Consequently, if we use too little fertilizer, we will incur an increased expense for labor and herbicides to control the weeds – a cost of reduced fertilizer.

Fertilizer needs vary with types of plants. Many established woody plants need very little fertilizer. Plants mulched with chipped branches or “Arbor mulch” often need little fertilizer. As much as possible, branches from pruning and all woody plant material is chipped and spread on site. Besides fertilizer value, the decaying mulch creates a spongy layer that holds water longer, and runoff is reduced.

Nitrogen stimulates more growth and flowering. Roses and many flowering perennials will have more visual impact when fertilized regularly through the year. Potassium fertilizer may be needed to support the nitrogen stimulated growth. Certain soils supply very little phosphate, and this need is indicated by regular soil testing.

# Weed Control

## Avoid Soil Movement of Landscapes

Major pollutants in urban areas with up-to-date Agency regulations are air pollution, largely from internal combustion engines and soil that is washed or blown off landscapes. Anytime soil is disturbed it can then be moved by air or water. A key part of minimizing pollution from soil is protecting unpaved soil surfaces with vegetation and mulch, and not disturbing the soil by digging. A significant amount of soil disturbance can result from digging up weeds to keep them from re-sprouting from roots and other underground parts.

## Weeds are Adapted to Commercial Landscapes

Most Western landscape soil, even though compacted and root aeration-deficit prone, is quite fertile and many landscapes receive some nitrogen fertility from air pollution and recycled water. Many weeds are adapted to these “disturbed” and fertile conditions and are consequently well adapted to the urban landscape. Short of extensive digging the only way to do this is with systemic herbicides. All “alternative” herbicides are contact materials and consequently are usually ineffective. Many hard to control weeds are:

- Adapted to fire - weeds are tolerant of losing their tops either by burning off using flaming or herbicidal soaps, or mechanically with hoes.
- Adapted to drought - many weeds quickly grow a large root system which makes them tolerant of losing their tops from flaming, hoeing or contact herbicides.
- Adapted to intense grazing by sheep and goats - which makes them tolerant of losing their tops from flaming, contact herbicides, or hoeing.
- Weeds from Europe have gone through intense selection from the ice ages that squeezed all life into small areas between the ice and the Mediterranean Sea.

Many weeds from continental four season climates do not have these adaptations

It is important to select competitive landscape plants that will shade the weeds. Shrubs are typically best for this.

## Herbicides required to control landscape adapted weeds

There are no organic/natural selective, systemic or preemergent herbicides. There are many claims and anecdotal information but no scientific or evidence based information to back the claims. There are many organic/natural non-selective contact herbicides.

None of the herbicides used by BrightView will leave the landscape when used properly and pose negligible risk to trained workers. Exposure to the public is negligible because these herbicides do not significantly volatilize and are very difficult to dislodge once the applied herbicide has dried. Ornamental landscapes are largely composed shrubs, trees and grasses. These plants exude a large amount of sugars and others organic compounds from their roots into the soil. This exudate supports a high level of biological activity that is part of the soil-plant-food web and rhizosphere. Herbicides and other chemicals are rapidly metabolized by the soil microbes. Glyphosate is the herbicide used the most commonly, and it binds tightly to soil and will not move unless the soil moves. The preemergent herbicides isoxaben, prodiamine, and dithiopyr, when needed, are used in high enough quantity to create a continuous barrier to weed seed germination near the soil surface. However, these herbicides are not very soluble and will not move, again, as long the soil does not move.

The selective, systemic broadleaf herbicides triclopyr, 2,4-D, dicamba, and MCPP are soluble and move into the soil where they are rapidly broken down by the very biologically active rhizosphere around turfgrass roots.



# Safety

Driver safety is included in BrightPath Training and is a regular topic of safety tailgates. BrightView trains drivers using the Smith System - 5 Rules of Safe Driving. We perform daily inspections on all vehicles. BrightView utilizes an electronic Driver Vehicle Inspection Report tool to ensure all vehicles are checked daily, Federal DOT requirements are met and to keep our equipment properly maintained and operational.

Our crew vehicles are equipped with all the standard safety devices outlined above. Each morning, prior to the workday, crew leaders inspect all trucks and trailers. BrightView also has extensive driver safety certification program, mandatory weekly field crew safety meetings and weekly management safety calls.

Our vehicles are equipped with the following:

- Fire Extinguisher (charged / mounted / inspected within last 12 months)
- OSHA 10-person first aid kit
- Safety triangle kit
- Spill kit
- 16 oz eye wash kit
- Cones (Pickup = 3, Truck & Trailer = 5, Dump Bed Truck = 5)
- Annual DOT or inspection sticker is current
- Driver and vehicle documents present

Prior to any work being performed our team members must perform the Take 2 Pre-Job Safety Briefing to raise awareness around workplace hazards and reduce employee exposure to hazardous conditions. This process has been implemented in an electronic version where team members can complete the eTake 2 Pre-Job Safety Briefing through the WorkSpaces phone app.

## Additional Information on Cones

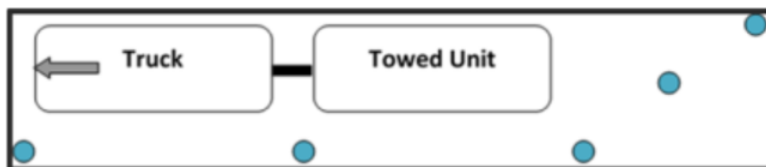
All Maintenance Truck and Trailer combos shall be inspected during dispatch/gate checks to ensure five (5) traffic cones are properly loaded and stored on the vehicles.

All Enhancement, Irrigation and Production Manager vehicles require three (3) traffic cones. Required: 28" minimum height, orange cone with two reflective stripes and black base.

## Positioning of Cones for Trucks and Towed Units:

- Position cones behind the towed unit, angles toward the curb or side of the road (D.O.T or state guidelines may need to be used).
- One cone positioned in front of the vehicle.
- One cone positioned alongside between truck and towed unit. High visibility safety vests are required for all workers near traffic.

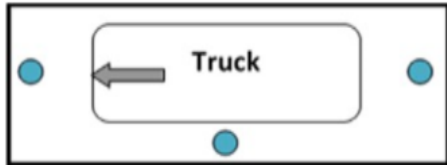
Example:



## Positioning of Cones for Vehicles without Towed Units:

- One cone positioned behind the vehicle
- One cone positioned in front of the vehicle
- One cone positioned alongside the vehicle

Example:



Lastly, our team members have the right to stop work authority and that if any work cannot be performed safely...STOP...and contact Branch Management or Branch Safety Leader. Please do not hesitate to contact me with any questions.

## Quality

The QSA System is BrightView's nationwide program that helps standardize the quality audit process. Implementing the QSA system will allow us to perform Landscape Quality Evaluations with efficiency and integrity while providing our customers and management a tool to monitor our performance. Our diversified training and communication methods allow us to manage client expectations proactively. One of the successful ways BrightView ensures quality performance is by utilizing a structured self-evaluation process. The QE system will set the standards for the Landscaping Industry.

Technology allows us to dispatch immediately if there is an issue and provide confirmation of completion through photos and prompt reporting. Photos, Quality Inspection Reports and Quality Site Assessments are also used daily to help identify issues and work order locations, as training tools using before and after shots, and to clarify expectations.

### Quality Site Assessment - QSA

- Standard Operating Procedure

<p>Quality Site Assessment (QSA)</p>	<p><b>Overview:</b></p> <ul style="list-style-type: none"> <li>• An <i>EXTERNAL</i>, CLIENT-facing tool</li> <li>• Easy to navigate application in ProntoForms</li> <li>• Available on iOS or Windows platforms</li> <li>• Used to drive regular client quality conversations <ul style="list-style-type: none"> <li>• Client Priorities, Site Quality, Enhancement Opportunities</li> </ul> </li> </ul> <p><b>Objective:</b></p> <ul style="list-style-type: none"> <li>• Enhance Client relationships</li> <li>• Creates connection opportunity with Client</li> <li>• Increase Ancillary sales</li> <li>• Improve Client retention</li> </ul> <p><b>Expectation and Execution:</b></p> <ul style="list-style-type: none"> <li>• <u>ACCOUNT MANAGER</u> (AM) responsible for conducting QSA</li> <li>• Conduct WITH Client and PM when possible</li> <li>• <b>High Priority Clients:</b>12 QSA's per year / for properties \$50k+ (<i>minimum requirement</i>)</li> <li>• <b>Priority Clients:</b>6 QSA's per year / for properties \$25 - \$50k (<i>minimum requirement</i>)</li> </ul>
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In addition to the QSA program, BrightView has an internal quality assurance program called QI. This program is used to drive regular crew and team development conversations. The objective is to increase site quality, enhance crew leader and crew development and standardize branch operational practices. Your Account Manager and Branch Manager are responsible for conducting QI's and these are used as a tool to coach and develop the crews.

QI Example:

Procedure: <b>Gate Check</b>	Procedure #
Form: <b>Job Aid</b>	Implementation/Revision Date:

JOB AID	<b>GATE CHECK TEAM ROLES &amp; RESPONSIBILITIES</b>
	<b>GATE CHECK LEADER:</b> Stands at driver window and is the only person that can direct driver to proceed
	<ul style="list-style-type: none"> <li>• Daily, confirm driver is an authorized BrightView driver</li> <li>• Minimum once per week, check that driver has a current driver's license and DOT medical card</li> <li>• Minimum once per week, verify vehicle annual DOT/State inspections are compliant</li> <li>• Ask driver and passengers "Is all of your equipment safe and operational?"</li> <li>• Insure all passengers are wearing seatbelts</li> <li>• Insure all passengers have proper and functional PPE for the day's tasks</li> <li>• Inspect overall cleanliness of truck cab, including floorboards and dashboard.</li> <li>• Have driver test the horn</li> <li>• Collect previous day's DVIR (if applicable)</li> <li>• Remind team members to report all injuries immediately</li> <li>• Daily, thank team members for working hard and taking care of our clients</li> <li>• Provide any other words of encouragement to the team members</li> <li>• Ask "What can I do for you?"</li> <li>• If necessary, direct driver to pull to the side or return to the shop area to correct any deficiencies</li> <li>• Direct the driver to proceed once given the "all clear" from the Gate Check Inspectors</li> </ul>
	<b>GATE CHECK INSPECTOR:</b> Starts at front of truck, opposite of Gate Check Leader, and walks from front to back, across the back and resumes walking toward the front to the Gate Check Leader.
	<ul style="list-style-type: none"> <li>• Are all lights working? (including all marker lights)</li> <li>• Is trailer properly secured to truck?               <ul style="list-style-type: none"> <li>◦ Chains properly crossed</li> <li>◦ Chains not dragging the ground</li> <li>◦ Pintle hitch bolts in good condition</li> </ul> </li> <li>• Is the breakaway cable for the trailer brakes properly connected?</li> <li>• Breakaway cable and light connections are not tied, twisted or frayed</li> <li>• Trailer break-away cable should be pulled during gate-check at minimum of one time per week to check proper trailer brake operations and to verify electric brake battery is functioning</li> <li>• Do all tires appear safe for the day's operations?               <ul style="list-style-type: none"> <li>◦ No visual damage</li> <li>◦ low air pressure</li> <li>◦ tread depth (minimum 4/32, spot check with a tread depth gage)</li> <li>◦ Lug nuts in place and free from corrosion</li> </ul> </li> <li>• Ensure items (tools, coolers, fuel cans, mowers, etc.) in truck beds and open trailers secured with tie downs?</li> <li>• Observe truck/trailer for recent damage</li> <li>• Ensure truck beds and open trailers clean of debris</li> <li>• Verify vehicles license plate are current and secured</li> <li>• Verify minimum number of cones available (3 for truck or 5 for truck/trailer combo)</li> <li>• Verify water cooler filled with fresh cool water. Minimum 2 gallons per team member.</li> <li>• Verify disposable cups are available</li> <li>• Report deficiencies to Gate Check Leader and Driver</li> <li>• Notifies Gate Check Leader when clear of vehicle by stating "all clear!"</li> </ul>

## Training

Our employees are constantly trained in their individual areas and are fully capable of providing the highest quality of services. Through our "BRIGHTPATH PROGRAM" we offer training for entry level individuals and a career path for growth to all levels of employees. All Project Managers and Supervisors are supported by a new BrightView App which provides them with the tools they will need, such as a complete trainer guides and skills matrix.

This program not only Increases team member satisfaction and retention, it also ensures the delivery of ready, trained, safe and enabled crews who provide consistent, quality service to our customers. With ongoing training and coaching they will acquire new skills and develop professionally and grow in their careers at BrightView.



As part of BrightView's commitment to safeguard the health of its employees, it provides a safe place to work and to supply its customers with the highest quality service, the company has a clear policy on the use of alcohol, drugs and other controlled substances by its employees. Because substance abuse, either while at work or away from work, can seriously endanger the safety of employees, company property, and render it impossible to supply top-quality service, the company has established its program to detect and remove users or abusers of alcohol, drugs, and other controlled substances.





## References

City of San Jose  
Miguel Hernandez  
404 Mabury Rd.  
San Jose, CA 95133  
(408) 590-0603  
Miguel.hernandez@sanjoseca.gov  
Annual Contract: \$333,962  
2/2019 to Present  
Landscape services of city streets, medians, right of ways and parks



City of Milpitas  
Joseph Aguilera  
1265 N. Milpitas Blvd.,  
Milpitas CA 95035  
(408) 586-2647  
jaguilera@ci.milpitas.ca.gov  
Annual Contract: \$1,601,699  
11/2017 to Present  
Landscape services of citywide parks



City of San Ramon  
Gary Savell  
5000 Crow Canyon Road, Public Services Dept.  
San Ramon, CA 94582  
(925) 973-2802  
gsavell@sanramon.ca.gov  
Annual Contract: \$753,948  
7/2017 to Present  
Landscape services of city streets, medians, right of ways and parks



# Certificate of Status



## Secretary of State Certificate of Status

I, SHIRLEY N. WEBER, PH.D., California Secretary of State, hereby certify:

<b>Entity Name:</b>	BRIGHTVIEW LANDSCAPE SERVICES, INC.
<b>Entity No.:</b>	0597424
<b>Registration Date:</b>	04/30/1970
<b>Entity Type:</b>	Stock Corporation - CA - General
<b>Formed In:</b>	CALIFORNIA
<b>Status:</b>	Active

The above referenced entity is active on the Secretary of State's records and is authorized to exercise all its powers, rights and privileges in California.

This certificate relates to the status of the entity on the Secretary of State's records as of the date of this certificate and does not reflect documents that are pending review or other events that may impact status.

No information is available from this office regarding the financial condition, status of licenses, if any, business activities or practices of the entity.



**IN WITNESS WHEREOF**, I execute this certificate and affix the Great Seal of the State of California this day of May 19, 2022.

A handwritten signature in black ink, appearing to read "Shirley N. Weber".

**SHIRLEY N. WEBER, PH.D.**  
Secretary of State

**Certificate No.:** 013556317

To verify the issuance of this Certificate, use the Certificate No. above with the Secretary of State Certification Verification Search available at [bizfileOnline.sos.ca.gov](http://bizfileOnline.sos.ca.gov).

# DIR Registration

4/21/22, 10:18 AM

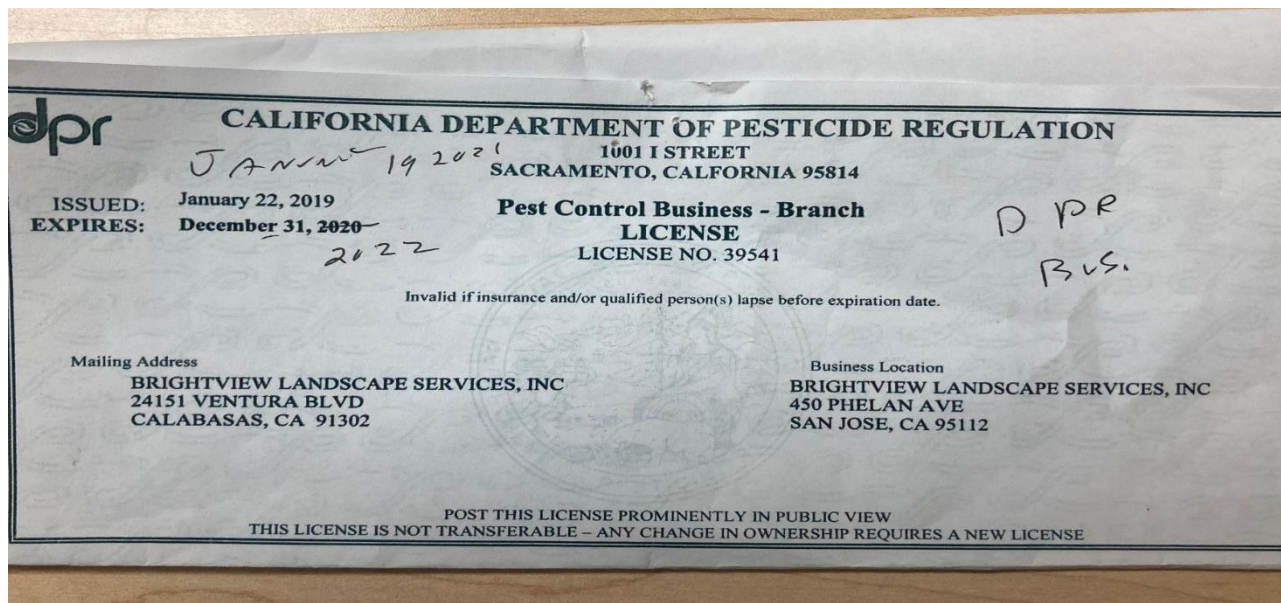
<https://cadir.secure.force.com/ContractorSearch/PrintRegDetails>

Contractor Information	Registration History	
<b>Legal Entity Name</b> BRIGHTVIEW LANDSCAPE SERVICES, INC.	<b>Effective Date</b>	<b>Expiration Date</b>
<b>Legal Entity Type</b> Corporation	6/17/2018	6/30/2019
<b>Status</b> Active	6/14/2017	6/30/2018
<b>Registration Number</b> 1000005364	6/8/2016	6/30/2017
<b>Registration effective date</b> 7/1/2021	6/22/2015	6/30/2016
<b>Registration expiration date</b> 6/30/2022	1/13/2015	6/30/2015
<b>Mailing Address</b> 27001 Agoura Rd Ste 350 CALABASAS 91301 CA United States of A...	7/1/2019	6/30/2020
<b>Physical Address</b> 27001 Agoura Rd Ste 350 CALABASAS 91301 CA United States of A...	7/1/2020	6/30/2021
<b>Email Address</b>	7/1/2021	6/30/2022
<b>Trade Name/DBA</b>		
<b>License Number(s)</b> CSLB:266211 CSLB:266211		

<https://cadir.secure.force.com/ContractorSearch/PrintRegDetails>

1/3

# Licenses





# Proof of Insurance



## CERTIFICATE OF LIABILITY INSURANCE

DATE(MM/DD/YYYY)  
09/28/2021

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 rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Aon Risk Services Northeast, Inc. New York NY Office One Liberty Plaza 165 Broadway, Suite 3201 New York NY 10006 USA		<b>CONTACT NAME:</b> <b>PHONE (A/C. No. Ext):</b> (866) 283-7122 <b>FAX (A/C. No.):</b> (800) 363-0105 <b>E-MAIL ADDRESS:</b>	
<b>INSURED</b> BrightView Landscape Services, Inc 980 Jolly Road Suite 300 Blue Bell PA 19422 USA		<b>INSURER(S) AFFORDING COVERAGE</b> <b>INSURER A:</b> ACE American Insurance Company <b>NAIC #</b> 22667 <b>INSURER B:</b> American Guarantee & Liability Ins Co      26247 <b>INSURER C:</b> <b>INSURER D:</b> <b>INSURER E:</b> <b>INSURER F:</b>	

Holder Identifier :

**COVERAGES**      **CERTIFICATE NUMBER:** 570084218989      **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.      **Limits shown are as requested**

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	<input checked="" type="checkbox"/> <b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Contractual Liability <input checked="" type="checkbox"/> XCU Hazard GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC OTHER:			XSLG72473826 SIR applies per policy terms & conditions	10/01/2021	10/01/2022	EACH OCCURRENCE	\$2,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence)	\$2,000,000
							MED EXP (Any one person)	\$10,000
							PERSONAL & ADV INJURY	\$2,000,000
							GENERAL AGGREGATE	\$5,000,000
							PRODUCTS - COMP/OP AGG	\$5,000,000
A	<b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY			ISA H25581593	10/01/2021	10/01/2022	COMBINED SINGLE LIMIT (Ea accident)	\$5,000,000
							BODILY INJURY (Per person)	
							BODILY INJURY (Per accident)	
							PROPERTY DAMAGE (Per accident)	
B	<input checked="" type="checkbox"/> <b>UMBRELLA LIAB</b> <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION			AUC5085968-17	10/01/2021	10/01/2022	EACH OCCURRENCE	\$3,000,000
							AGGREGATE	\$3,000,000
A	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR / PARTNER / EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	N/A	WLC67804041 WC - AOS SCFC67804089 WC - WI	10/01/2021	10/01/2022	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER	
							E.L. EACH ACCIDENT	\$2,000,000
							E.L. DISEASE-EA EMPLOYEE	\$2,000,000
							E.L. DISEASE-POLICY LIMIT	\$2,000,000

Certificate No : 570084218989

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

### CERTIFICATE HOLDER

### CANCELLATION

BrightView Landscape Services, Inc 980 Jolly Road Suite 300 Blue Bell PA 19422 USA	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. <b>AUTHORIZED REPRESENTATIVE</b> 
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ACORD 25 (2016/03)

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**ATTACHMENT D  
BID PRICE SHEET**

For all services described below, unless excluded by the Town in description of services below, the Town shall consider unit prices below to include all labor, equipment, fees of any kind, overhead, insurance, fuel, materials, surcharges, disposal fees, and any other costs associated with and necessary for the Bidder to perform such service. No qualifications, exemptions, or alterations of services described below will be allowed. Failure to comply will result in disqualification of bid.

**COST PROPOSAL**

**TABLE A - Base Bid Schedule Median and Facilities Maintenance**

Bid Item	Description	Quantity	Services per year	Unit Price per service	Total price	Total Hours
01	September thru February (1 – 16)	2 services per month	24 <small>*Actual services per year=12</small>	\$2,059	\$24,708	540
02	March thru August (1 – 16)	3 services per month	36 <small>*Actual services per year=18</small>	\$2,059	\$37,062	810
<b>TABLE A Base bid total:</b>					\$61,770	1,350

**TABLE B - ADD-ALT Median and Facilities Maintenance**

03	ADD/ALT (17 – 29)	Quarterly	4	\$1,181	\$4,724	104
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**TABLE C - Base Bid Schedule Mowing**

Bid Item	Location	# of services/year	Unit Price	Total Item Price	Total Hours
04	Oak Meadow Park	44	\$208	\$9,152	202
05	Live Oak Manor	44	\$184	\$8,096	177
06	Bachman Park	44	\$173	\$7,612	166
07	Plaza Park	44	\$43	\$1,892	42
08	Blossom Hill Park	44	\$297	\$13,068	286
09	Belgatos Park	44	\$41	\$1,804	40
10	Howes Play Lot	44	\$139	\$6,116	134
11	Pageant Grounds	44	\$28	\$1,232	26
12	Civic Center	44	\$102	\$4,488	98
13	Los Gatos Youth Rec	44	\$26	\$1,144	25
14	Oak Hill play Lot	44	\$105	\$4,620	102
15	La Rinconada Park	44	\$178	\$7,832	171
<b>Mowing Base Bid Total:</b>				\$67,056	1,469

**TABLE D - Base Bid Schedule Landscape and Lighting Districts**

Bid Item	Location	# of services/year	Unit Price	Total Item Price	Total Hours
16	Blackwell Dr.	26	\$67	\$1,742	39
17	Gemini Ct.	26	\$46	\$1,196	26
18	Kennedy Meadows	26	\$457	\$11,882	260
19	Santa Rosa Heights	26	\$457	\$11,882	260
20	Hillbrook	26	\$69	\$1,794	39
21	Vasona Heights	26	\$206	\$5,356	117
<b>Landscape &amp; Lighting District Base Bid Total:</b>				<b>\$33,852</b>	<b>741</b>

**Total Bid Pricing**

Bid Item	Description	Total Price	Total Hours
22	Table A - Medians & Facilities	\$61,770	1,350
23	Table B - ADD/ALT Locations	\$4,724	104
24	Table C - Mowing	\$67,056	1,469
25	Table D - Landscape & Lighting	\$33,852	741
<b>Grand Total:</b>		<b>\$167,402</b>	<b>3,664</b>

**Miscellaneous Turf Services as needed:**

Unless otherwise noted, rates shall include labor, equipment, and disposal

	Description	Unit	Unit Price	Total Price
1.	Turf aeration twice a year at all parks	Lump Sum	\$5,650	\$11,300
2.	Turf fertilization twice a year at all parks	Lump Sum	\$4,486	\$8,972
3.	Turf removal and replacement at Plaza Park	Sq. Ft.	\$3.45	\$51,750 based on 15,000 SqFt
4.	Repair ½" – 1" lateral PVC pipe	Each	\$300	\$300 each
5.	Replace 1¼" – 3" main line PVC pipe	Each	\$450	\$450 each
6.	Replace 1¼" – 2" inline valve	Each	\$550	\$550 each

**Labor Rates for Emergency and After Hours Work as Required:**

Labor rates must reflect prevailing wages.

Labor Category	Straight Time (\$/hour)	Overtime (\$/hour)
Foreman	\$55	\$82.50
Flagger	\$105	\$157.50
Laborer	\$48.60	\$73
Operator	\$115	\$175