

LANDSCAPE MAINTENANCE PROPOSAL FOR Countryside Villas



COVER PAGE

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The Santa Rita Way
“Professional Landscaping –
Delivered every time!”

Visit our website www.santaritalandscaping.com



September 23, 2023

Countryside Villas
4907 West Doria Drive
Tucson, AZ. 85742
Direct: 520-301-4483

RE: Landscape Maintenance Proposal

Dear Monica and the Countryside Villas Board,

Thank you for this opportunity to provide a landscape management proposal for Countryside Villas. We are excited about the opportunity to work with you and your Community.

Santa Rita Landscaping is an ideal choice as the landscape management partner for Countryside Villas. Deeply rooted in the Tucson Community, Santa Rita Landscaping was started in Tucson in 1985 and has provided creative, one-of-a-kind landscape solutions across the spectrum, from installation and design to regular landscape management services for the past 37 years. Our attention to the unique needs of communities like yours give you a landscape partner you can count on for continued expertise, advice and forward-thinking plans that increase the curb appeal and property values in your common area.

With your Community, we will create a landscape and service program that is second to none which we have provided summaries of on the following pages. We will work with you to create a 1-3 year landscape management plan addressing each area of service, prioritizing items and setting goals for completion, including descriptions of the work performed and seasonal tasks completed. Our experience has been that the most successful landscape partnerships are when we've been able to create a comprehensive plan with the Community for their landscaped areas.

If you have any questions or comments regarding this proposal, please give me a call at 520-419-5106. We hope that you will consider Santa Rita Landscaping for your landscape needs. Thank you for your time and interest.

Sincerely,

Mark Holliday
Business Developer
Santa Rita Landscaping, LLC.

INTRODUCTION



Why Choose Santa Rita?

We Know Landscape

Santa Rita is made up of experts in our field. From the CEO to our crews, our staff runs deep with landscape knowledge, expertise and experience. Not only do we bring the know-how and understanding to maintain your landscape and increase your curb appeal, we also bring forward thinking plans, market leading methods and a drive to execute your vision for your common spaces.

We are dedicated to serving our clients by listening to them and using our experiences to provide options to you as you refine your priorities for Community's landscaped spaces and amenities.

We Love Our Clients

Building relationships with our customers is what it's all about. All our systems and processes are built with you in mind. It's important to us to build a partnership with you that's meaningful and based on trust. That means when you hire Santa Rita, you get a company of professionals that's on your side and working for your success. Communicating with you timely, meeting onsite to discuss your landscape and meeting your deadlines and expectations.

We Are Accountable

For over 3 decades, we've built our reputation on being dependable and accountable. We are responsible to you to do what we say we are going to do – it's as simple as that. We are responsible to each other as teammates to come through for one another and show you that Santa Rita is a remarkable team and remarkable company.

When you choose to work with Santa Rita, you become an important part of our family and our commitment is that you get the best landscape service. Everyone at Santa Rita, from the CEO to crews wants our clients to be the happiest in the business.

We Bring Solutions

As a full service landscape partner, Santa Rita offers expertise across the landscape spectrum and can support you in your total landscape needs. Professional services include:

- ◆ Arbor Management
- ◆ Irrigation Service
- ◆ Landscape Enhancements
- ◆ Landscape Design
- ◆ Landscape Construction
- ◆ Landscape Maintenance



“THE SANTA RITA WAY”

Our Vision

“Arizona’s Landscape Solution”

Our Mission

“Remarkable Team • Extraordinary Results for our Customers”

Our Niche

“Professional Landscaping • Delivered Every Time”

Our Values

**Professional ... At All Times
Integrity ... Do The Right Thing
Constant Improvement... Always A Better Way
Urgency ... For Our Customers**

Our Employees

- Put Safety First
- Operate within “The Santa Rita Way”
 - Think & Act like an Owner
- Remarkable Interaction with Customers
- Accountable by Doing What We Say

Our Leaders

- Set and Maintain High Standards
- Coach Others to Improve and Exceed our Goals
 - Utilize Expertise to Find Optimal Solutions
- Have Foresight to Minimize Risk while Creating Opportunities
 - Recognize Positive Performance

**“THE SANTA RITA
WAY”**

The Santa Rita plan for Countryside Villas



**Our plan for your
landscape**

One of the biggest components of comprehensive landscape care is planning. In order to create those plans, Santa Rita will focus on gathering data and history pertaining to your landscape infrastructure and assets to serve as the basis for our short- and long-term management plans. As part of our initial work at Countryside Villas, we will provide the management team with asset reports:

- Within the first 90 days, an assessment of the irrigation system will be completed. More on our plans to manage the irrigation system is included in this proposal.
- Santa Rita Landscaping will also provide a tree assessment by an International Society of Arboriculture (ISA) Certified Arborist. This report will inform the management of the status of your tree inventory and make recommendations on where to use your pruning dollars to increase the health of your trees and decrease any liability related to past tree management.

Once we have gathered the data, our diverse team of landscape professionals will work on creating plans and practices that promote the curb appeal you are looking for in your landscaped areas. But planning is just part of the plan. The other part of the plan is creating a lasting relationship with you. Our experience has told us that there will be bumps in the road as we get used to working with each other. Our focus on building trusting relationships by being accountable and communicating with you are the foundation for our long term partnership.

We are excited by the opportunity of becoming your landscape partner and are committed to providing you with a one-of-a-kind landscape management experience.

The Santa Rita plan for Countryside Villas



Our plan for your
landscape

Plant Care

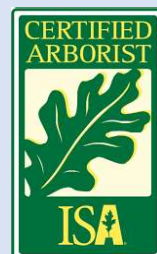
Care for your landscape material is key to making your Community shine. ***Our plan for your landscape starts with you*** – understanding what you want the plants to look like and how you want your landscape area to relate to the lifestyle of your residents. Once we understand your thoughts, however detailed, we will use our expertise to create plans that guide our routine maintenance and seasonal care practices to execute that vision.

After making adjustments to the routine care plan, we move onto the next part of our long-term planning: creating ideas and solutions for critical components to achieve that vision. These plans range in complexity from subtle pruning adjustments and plant additions to engaging with our inhouse landscape design team to create a refreshed look to your community's assets, entries and landscape amenities. The key to it all is a thoughtful, intentional plan that comes from your vision.

Arbor Management

Santa Rita's inhouse tree care team will provide your Community with detailed recommendations on the management of your arbor asset. Lead by an International Society of Arboriculture (ISA) Certified Arborist, we will assess your entire tree inventory and provide you with expert recommendations on tree care.

Next, we will work with you to understand your budget and create a priority pruning plan that fits the Community. In addition to pruning care, our Certified Arborist can also consult with you about the sustainability of your arbor asset – species and age diversity, liability and risk assessments, shade canopy maximization and more.



The Santa Rita plan for Countryside Villas



Irrigation Management

Management of your water irrigation water use is a high priority. Not only because the right amount of water is what makes your plants shine, but also because using your water appropriately saves you money and is more sustainable for the future of your landscaped areas. ***Our team will prioritize irrigation management by:***

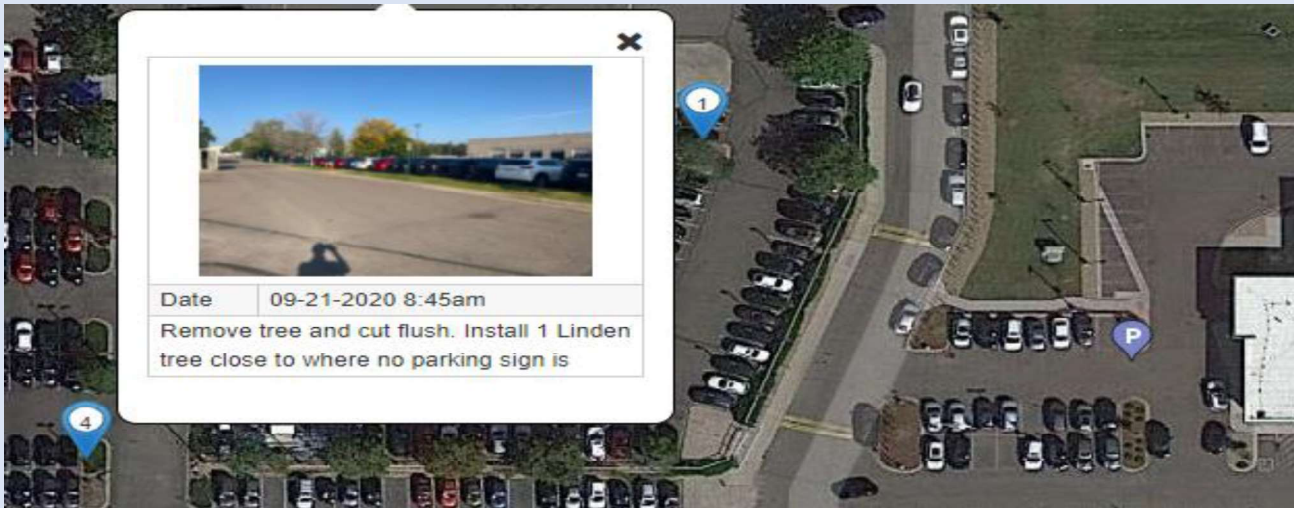
- Performing a full system irrigation assessment
- Reviewing your historical water usage
- Becoming the source of knowledge for your complete irrigation system operations
- Bringing a variety of solutions to you that will maximize your dollars and increase the management of your landscaped areas. We will explore the viability and return on invest for:
 - Weather stations
 - Smart/ET controllers
 - Master valves
 - Flow control sensors
 - Moisture sensors
 - Updating the in-ground components of your irrigation system

Weed Control

We know that weeds are a priority issue. Nothing impacts the appearance and curb appeal of your landscape faster than uncontrolled weeds. Santa Rita's weed management plan is two fold: treating before the weeds grow and addressing the weeds that do sprout. To do this, we use both pre emergent to limit the weeds that do grow and post emergent to efficiently address those weeds that do show up in your landscape. We pay special attention to the temperature and rainfall forecasts to make sure we are using the right approach at the right time. We also have the ability to flexibly re-route staff and equipment should something out of the ordinary happen.

Our plan for your
landscape

The Santa Rita plan for Countryside Villas



Our plan for your
landscape

Communication with you will be key to solidifying our relationship. Santa Rita Landscaping will deploy a location-based tracking and communication tool at your Community. This technology allows us to take a photo and provide notes based on the GIS location of the item. As the sample shows, exact location and instructions are available to everyone using the system, greatly increasing our ability to communicate and track items both internally with our team and with you as the customer leading to better clarity, communication, tracking of items and expectations all around. This technology also allows for easy tracking of dead plants and other priority aspects of your landscape so that we can provide you with specific plans and proposals to address seasonal needs.



STRATEGIC MANAGEMENT PLAN

Countryside Villas:

Staffing Approach:

- Area Manager: High level Communication and QC Management
- Production Manager: Weekly Q/C of our crews to ensure we exceed expectations
- Crew Leader: 5 plus years experience in Team and Landscape Management
- Laborers needed to assist with the overall management of your communities

Rotation Approach:

- Onsite weekly
 - Policing the entire site for trash and landscape priorities weekly
 - Reviewing the Community and treating weeds weekly (post weed control)
 - Sustainable trimming of shrubs on a 4 week cycle
 - Trimming of trees under 12ft on a 4 week cycle

Quality Control Approach:

- Inspect and Correct: (Weeds, trash/debris & tree suckers removal)
- Risk Management: Liability issues (i.e. broken tree limbs, broken glass, irrigation leaks, etc.)
- Client-Driven Request (Pet Peeves): weeds in side walk cracks, deadwood, stuck valves, etc.)
- Horticultural Approach (SLM Best Practice)
- Sustainable landscape management approach

Separate Chemical Applicator:

- Pre-emergent application will be applied two times a year and is included in this agreement
- Post-emergent application will be applied as needed and is included in this agreement

Irrigation Repairs:

- Minor irrigation repair up to 15 minutes: included in this agreement
 - Major irrigation repairs performed by irrigation tech – proposal to be provided
- Note: No service time loss on major irrigation repairs

Tree Care:

- 8' Clearance up to 12' remedial tree trimming (broken branches/safety issues/building clearance)
- Structural Tree Trimming: Certified Arborist: proposal to be provided

Improvement Projects:

- Account Manager – Identify and recommended - proposal to be provided

Professional Landscaping...Delivered Every Time!



SPECIFICATIONS

PLANT MATERIAL MANAGEMENT

1. Shrubs and ground cover shall be pruned to maintain natural shape for the plant type. Seasonal removal of previous growth shall be completed as required to maintain health of plant material. Hedging of plant material where necessary shall be maintained in such a way as to encourage the basic structure of the plant material as closely as practicable.
2. Plant material within all lines of sight, pedestrian and public safety access areas shall be maintained to provide adequate safety to the property and the public.
3. Maintenance of trees under 12ft in height.
4. Annual fertilization of trees and shrubs is included in this agreement.

IRRIGATION SYSTEM MANAGEMENT

1. Irrigation system must be functioning and operational upon start of service. Irrigation evaluation will be done in the first 30 days of service in order to identify issues that need to be brought up to speed in order to adequately maintain the property.
2. All automatic timers will be checked on a regular basis to ensure that an adequate amount of water is applied through the automatic system to keep proper plant health. Seasonal adjustments to the timing and schedule shall be considered a part of this scope of work.
3. All manual irrigation systems will be checked during operation. Each system will be flushed periodically to maintain proper coverage.
4. All labor required for ongoing system maintenance is included in this agreement. Repairs to the irrigation system will be invoiced separately. All work outside the scope of this agreement including but not limited to the regular system maintenance shall receive prior authorization by the Owner or its representative. Emergency repairs required to prevent further damage to the system will be completed where necessary to ensure proper operation of the overall system. Emergency repairs will be invoiced separately. The Owner and its representatives will be given timely notice of said repairs.
5. Damage to the system that can be traced to a specific individual(s) will be brought to the attention of the Owner and its representative. Any charges for repairs deemed necessary by the contractor, the Owner or its representative shall be considered outside the scope of this agreement and invoiced separately.
6. The owner is responsible for providing adequate access to all timers and associated irrigation control devices to allow for effective monitoring of the irrigation system. In the event that special access is needed (including keys, passcodes, etc....) Santa Rita Landscaping will not be liable for plant damage caused by the inability to regularly access timers, back-flows and other associated irrigation control devices. Santa Rita Landscaping accepts responsibility for any keys, passcodes, etc.... from the initial start date of this agreement and will be surrendered to owner at the end of the agreement term. Owner is responsible for providing an adequate quantity of keys, etc.... Santa Rita Landscaping will not be responsible for making additional copies of keys or other such items if required to perform the scope of work defined in this agreement.



WEED CONTROL

1. Weeds shall be removed in all landscaped areas.
2. Application of post-emergent herbicides is a necessary part of the integrated landscape management provided in this agreement. Regular application of post-emergent herbicides as required is included in this agreement.
3. Application of pre-emergent herbicide is a necessary component of an integrated landscape management program. **Pre-Emergent Application: Inert Application Area: (2) x per year included as required.**

GREEN WASTE

1. Green Waste (i.e. grass cuttings, vegetation, etc.) generated by the basic work scope shall be disposed of in an environmentally safe area off site and is included in the basic scope of work of this agreement.

PLANT REMOVAL AND REPLACEMENT

1. Plant replacements will be scheduled to coincide with the optimal growing periods for the plant type unless otherwise directed by the Owner or its representatives. The cost for these replacement plants to be invoiced separately at the agreed upon prices.
2. Plants installed by Santa Rita Landscaping that fail to thrive will be replaced at no further cost to the customer. Plant warranty is 12 months unless otherwise indicated at time of installation in writing.
3. Selective removal of crowded, overgrown or weak plant material will be included as part of this agreement unless otherwise agreed upon by the parties.

INERT AREAS

1. Decomposed granite covered areas shall receive periodic raking to maintain adequate distribution of rock.
2. All granite, graded and existing native soil areas shall be inspected weekly. Debris and weeds shall be removed as necessary.
3. Erosion due to weather, vandalism or rodent damage shall be brought to the attention of the Owner or its representative for possible repair. Minor areas shall be repaired as part of this agreement.
4. Trashcan and mutt mitt liners will be purchased in bulk by the Contractor and billed.

PARKING/PAVED LOTS

1. Areas immediately adjacent to landscaped areas that are paved shall have the debris removed that is generated by the basic scope of work described above including walks, parking areas, stairways and parking lot curbs/gutters.



In addition to the services included in your scope of work, Santa Rita Landscaping can also provide additional services to your Community:

- Irrigation systems repairs, evaluation, and mapping.
- Water auditing
- Backflow device testing by a certified technician.
- Erosion control and repair
- Cleanup up and repair of storm damage
- Treatment of major insect infestations or disease problems.
- Planting of seasonal flowers.
- Rototilling and mulching of ground cover beds.
- Repair, replacement, and renovation of landscape plants, hardscapes, and irrigation systems.
- Landscape design / build services.
- Specialty Turf Management
 - Installation of winter rye grass.
 - Dethatching, verticutting, and aeration of lawn areas.
- Comprehensive Arbor Management
 - Major pruning, thinning, height reduction, cabling, guying for trees and palms over 12 feet in height.
 - Fertilization and pesticide application Tree removal and stump grinding.
 - Remedial staking or guying of trees.
 - Treatment of trees to minimize the formation of fruit.
- Oleander Hedge over 8' in Height – Height Reduction Trimming.
- Hand-watering of non-irrigated plantings of landscape areas with an inoperable irrigation system.
- Horticultural consultation evaluation, and inventory services.
- Basin, wash and natural open areas are not included under this agreement.

SITE SPECIFIC DETAILS FOR THIS PROJECT:

**-Scope of Work as highlighted on map below.
With the exception of the green areas, those
areas within the wash drainage way are
maintained by Pima County.**

**-6 Week cycle map to be provided upon award
of Contract.**

