Landscape Maintenance Proposal

Arroyo Mountain Estates

Arizona

July 25, 2019

NatureScape
LANDSCAPE MAINTENANCE

2818 E. Illini St., Phoenix * www.aznaturescape.com * 602.374.4857

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Hello!

I just wanted to take a moment to personally thank you for your interest in learning more about NatureScape and the services we offer and the opportunity to submit a proposal for your needs.

NatureScape has been partnering with master-planned communities and management companies for the past 10 years. We are committed to building relationships and providing excellent service in all facets of landscape maintenance and construction. In addition to our regular service crew, our Enhancement, Irrigation, and Tree Care divisions will be available to contribute to our ultimate goal of delivering and maintaining a sustainable landscape for your residents.

A large part of our success in achieving that goal is working closely with Community Managers, Builders, and Boards of Directors identifying challenges and offering solutions. Like any situation involving human interaction – communication is key! My team is always accessible and ready to help. All of the communities we service receive a detailed update each week noting where the crew is working and will be working at any given time. Special project updates, irrigation repairs, notes from our field superintendent, current ET rates and irrigation scheduling, relevant photos, as well as anything noteworthy that may be outside our scope of work will be included in the update so that you are always up to speed on what's happening on property and what may need immediate attention.

Communication, Proactive Planning, Water Conservation/Management, and Sustainable Landscape Practices are not only the keys to our success but for our clients and the communities we service as well.

Several members of our team hold certifications in the following areas and are always available to lend their expertise:

- International Society of Arboriculture (ISA)
- Arizona Certified Landscape Professional (ACLP)
- Certified Landscape Irrigation Auditor (CLIA)
- Sustainable Landscape Management (SLM)

I would very much like the opportunity to meet with you in person to walk you through our service package and discuss how NatureScape can help you put your community on a successful path to landscape sustainability, asset protection, and community pride.

Thank you for your time and consideration. Please feel free to contact me anytime or visit our website for more information.

Sincerely,

Chris Rhine
Vice President
Cell: 480.466.6443
Email: chris@aznaturescape.com

JD Gallagher
Branch Manager
Cell: 480.815.5677
Email:jd.gallagher@aznaturescape.com

July 25, 2019

Dear Arroyo Mountain Estates Management,

Thank you for the opportunity to provide you with a comprehensive proposal to maintain the landscaped common areas at your community.

You will find in the following pages:

- Our Scope of Work with brief descriptions of tasks and items included in the regular landscape maintenance service we will be providing.

- A Supplementary Items page listing itemized costs for various tasks and/or materials that are not included in the monthly service fee.

Please let us know if we can provide any additional information regarding our proposal, the services we offer, or general information about NatureScape.

We look forward to forming a partnership with your community and lending our expertise and knowledge to care for your outdoor environment through responsible and sustainable practices.

Sincerely,

Chris Rhine
Vice President - NatureScape

LANDSCAPE MAINTENANCE AGREEMENT

DATE: July 25, 2019

COMMUNITY: Arroyo Mountain Estates

MONTHLY SERVICE FEE: $6,500.00

BRIEF OVERVIEW

NatureScape shall provide all labor, materials, equipment, and supervision required to maintain the landscaped common areas in the community within the Scope of Work described in the following pages.

SCOPE OF WORK

I. TURF MAINTENANCE

A. All turf areas shall be mowed at least one time per week (weather permitting) at an appropriate height for the species of turf and time of the year.

B. Grass clippings shall be mulched or collected and removed from the site.

C. All turf areas adjacent to sidewalks shall be edged on a regular basis to keep edges maintained in an attractive manner.

D. All turf areas shall be fertilized up to 6 times per year based on plant requirements to attain a uniform, green appearance.

E. Two pre-emergent herbicide applications per year for broad-leaf weeds are included in this contract.

II. WINTER OVERSEEDING

A. If the community elects to overseed some or all of the turf areas with winter ryegrass; all labor, equipment, and dump fees for seed prep and installation is not included in the monthly fee.

B. Seed cost is not included in the monthly fee.

C. Seed shall go down at a rate of 12 lbs. per 1,000 SF.

III. TREE MAINTENANCE

A. Trees shall be limbed up to a height of 12' or under based on the tree's size, species, and location. This service will be conducted during the normal trimming rotation or "as needed" based on seasonal requirements.

B. Tree trimming above 12' is not included in this scope of work and will be proposed and billed separately.

C. All pruning shall be in accordance with the ANSI A300 pruning standard and be based on Sustainable Landscape Management (SLM) practices.

D. Tree stakes, if any, will be inspected on a regular basis and will be removed or repaired, as needed.

IV. SHRUB MAINTENANCE

A. All shrubs shall be pruned, as needed, to maintain a **natural** form.

B. Shrub pruning will be conducted based on SLM standards and ideology.

C. If shrubs need to be pruned back due to space limitations, they will be sheared (if appropriate for the species) or hand pruned back into a round shape only.

D. Renovation pruning will be conducted, if necessary, in the appropriate time of the year based on species type, weather conditions, and growing requirements.

E. Frost damage will be removed at the appropriate time of the year as not to cause further damage to the shrub or it's root system.

V. DECORATIVE GRAVEL / PLANTER BED MAINTENANCE

A. Planter bed maintenance shall be on a 4 week rotational schedule.

B. Decorative gravel planting areas shall be kept relatively free of weeds through manual or chemical control.

C. Two applications of Pre-Emergent herbicide is recommended to be put down on all common area gravel beds twice a year at appropriate times to prevent seasonal weeds from germinating. NOTE: Pre-Emergent herbicide requires ½" of water to activate the chemical barrier and be effective. Application of the required amount of water is not included in this scope of work. Chemical and labor for application is included.

D. Major erosion repair is not included in this scope of work and will be proposed and billed separately.

VI. IRRIGATION SYSTEM MAINTENANCE

A. At the commencement of service, the irrigation system will be evaluated and any necessary repairs and/or improvements will be brought to the attention of the Property Manager and HOA Board of Directors.

B. All repairs to the irrigation system shall be billed separately.

C. Faulty equipment, vandalism, or damage caused by Others shall be reported promptly to the Property Manager.

D. Any damage to the irrigation system caused by NatureScape while conducting maintenance operations shall be repaired promptly at no cost to the community.

E. NatureScape shall not be responsible for hand watering plant material nor be held liable for plant losses due to delays in authorization to repair part or all of a faulty irrigation system or its components.

VII. TRASH AND DEBRIS REMOVAL

A. All debris generated by our crew(s) will be removed from the site at the end of the service visit.

B. All trash receptacles shall be emptied once per week.

C. Any ramada areas shall be air swept clean once per week.

D. All common areas shall be patrolled for trash at least once per week.

E. Dog stations, if existing, shall be emptied once per week. Pick-up bags are to be supplied by the Property Manager.

VIII. SITE SPECIFIC NOTES

A. An irrigation system assessment will be conducted within 45 days of contract start date.

B. Landscape maintenance service will be conducted on a 4 week trimming cycle.

GENERAL TERMS AND CONDITIONS

Emergency Contact

NatureScape shall provide an emergency contact number to the Property Manager at the initiation of service. Emergency calls shall be responded to in a timely manner. All emergency call-outs shall be billed at the rate of $75.00 per hour.

Insurance

NatureScape shall provide General Liability Insurance, Worker's Compensation Insurance, and any other insurance required by law or Client.

License and Permits

NatureScape shall maintain a Landscape Contractor's License, if so required by State or local law and will comply with all other licensing and reporting requirements of the City, State, and Federal Governments.

Workforce

NatureScape shall designate a qualified representative with experience in the services being provided as the main point of contact. All crew personnel shall be appropriately uniformed at all times while onsite. All personnel shall be competent and qualified, U.S. citizens or legal residents and be authorized to work in the United States.

Notice

Any notice under the Contract shall be given to the parties at the address shown below or at such addresses as may be provided by the parties in the future:

Arroyo Mountain Estates
c/o Vision Community Management
16625 S Desert Foothills Pkwy
Phoenix, AZ 85048

All written notices to NatureScape shall be received at:

NatureScape, LLC
Attn: Chris Rhine
2818 E. Illini St.
Phoenix, AZ 85040

Cost of Service

NatureScape shall provide landscape maintenance services in the above referenced Scope of Work for a monthly fee of: **$6,500.00**

Term of Service Agreements

The term of this service agreement shall be for a period of one year and will automatically renew for an additional year unless otherwise terminated.

Contract start date: 7/24/2019 Contract end date: 6/30/2020

This Agreement may be terminated by either party with a 30 day advanced written notice. Written notice shall be sent via certified mail or hand delivered.

Invoicing

NatureScape shall submit monthly service invoices to the Managing Agent within the first week of the month this is being billed. Payment for service will be made within 30 days of the invoice date.

Any services rendered that are in addition to or beyond the Scope of Work required by this Agreement shall be billed separately.

Acceptance of the Landscape Maintenance Agreement

The Agreement is entered into by and between Arroyo Mountain Estates and NatureScape, LLC. This Agreement shall be governed by the laws of the State of Arizona.

The following parties have read and agree to the terms of this Contract:



Chris Rhine — Date
NatureScape, LLC

Owner's Authorized Representative — Date

Exhibit A – Supplementary Items

Arroyo

Pricing is effective starting January 1st, 2019

The following unit rates will apply for any supplementary work:

Foreman / Superintendent	$ 49.00 / hour
Irrigation Technician	$ 47.00 / hour
Spray Technician	$ 38.00 / hour
General Labor Rate	$ 29.00 / hour

NOTE: Emergency work on weekends, holidays, or after hours will be billed at a rate of $75.00 per hour. All plant material will come with a 2 yr warranty.

24" Box Tree	$ 265.00 (installed)
15 Gallon Tree or Shrub	$ 145.00 (installed)
5 Gallon Shrub	$ 29.00 (installed)
1 Gallon Shrub	$ 15.00 (installed)
Annual Flowers (standard)	$ 45.00 per flat (installed)
Granite Replacement	$80.00 / ton (for screened material)
Overseed Grass Seed	$0.04 / square foot

* based on current supplier pricing. Subject to change at time of seasonal bid.

Special Notes:

1. The prices listed above are for routine work, smaller quantities, and incidental work only. We are happy to provide separate proposals for specific projects that would encompass larger quantities and/or specific requirements.
2. The unit pricing above does not include:
    - Equipment Usage Fees
    - Delivery and Handling Fees
    - Mobilization Fees
3. Unit pricing for trees, shrubs, and flowers listed above does not include any irrigation components or labor necessary to appropriately irrigate the plant material. All irrigation retrofitting and installations will be billed separately.
4. The unit pricing for trees, shrubs, and flowers listed above is for standard varieties only. Premium and specialty varieties will be surcharged appropriately.
5. Pricing for winter grass overseed does include labor, waste removal fees, or other necessary prep work.
6. All plant material 15 gallon or less is warranted for 90 days from date of installation.
7. All trees 24" box or larger are warranted for 1 year from date of installation.

Reviewed and approved by:

_____ Date: _____