



Landscape Proposal

August 3, 2018

PREPARED FOR

Commercial Property of Record

ATTENTION

Mr. Smith, Property Manager
Commercial Property Management Company
1234 Main St
Phoenix, AZ 85040



Pricing

Annual Costs

- \$4,500 Perennial rye grass seed (including labor). Rye seed and labor are not included in the monthly maintenance fee
- \$1,500 Irrigation repair costs
- \$1,000 Estimate typical annual monsoon damage costs (including materials and labor)
- \$7,000 Total**

Monthly Costs

- \$3,500** Includes the labor for the services described above.
Any reimbursed items will be additional charges and will be itemized and added to the bill. A bill will be sent monthly.

Terms

- Granite replacement cost is \$65 per ton, including material and labor to install
- Estimated number of man hours weekly on site: 24-32 hours
- Estimated number of crew members: 3-4
- Any emergency repairs—including storm cleanups with large portions of tree limbs falling over—cost an extra \$35.00 per man-hour. This includes any other major project that the association requests. No extra service charge will be applied for emergencies. The association will only be charged the hourly rate.
- Element Landscape Management will be happy to discuss changes to this bid where requested.
 - HOA of Record will be listed as additional insured.
 - If either party decides to terminate the contract, 30 day written notice is required after the first year.
 - This contract is valid for one year from date of the Association Representative's Signature.

[Name]
Commercial Property Representative

Date

Jared Gray
Element Owner

Date

Community Assessment

Element Maintenance and Landscape agrees to furnish all labor, equipment, and tools necessary to perform the following services for HOA of Record as described below.

Element Maintenance and Landscape will provide an English-speaking foreman at every service. A representative from Element Maintenance and Landscape will be available 24/7. See contact page for information.



Turf areas

1. All turf areas will be edged and mowed once a week.
2. Lawn fertilized with 21-7-14 W/IRON. Fertilizer will be applied 6 times a year. This service is included in Monthly Cost.
3. Turf weed killer will be applied as needed. This service is included in monthly cost.
4. Aeration is recommended once a year. This service is not included in Monthly Cost.
5. All grass areas will be scalped and over seeded with perennial rye seed (approx. 10lbs per 1,000 square feet) in October. Price of seed and additional labor will be an additional cost. Cost of labor and seed will be approximately .05 cents per square ft. Winter rye will be installed at the same time as the golf course.

Shrub/Planter Beds

1. All shrubs will be trimmed in an attractive manner. All shrubs will be trimmed to promote natural growth. Shrubs will be kept off sidewalks and pathways.
2. Shrub beds will be blown as needed and always after trimming to remove all debris.
3. Shrub beds and island planters will be sprayed for weeds on a weekly basis.
4. Planter beds will be inspected weekly to ensure that the granite is contained in designated bedding areas. Raking and cleaning of granite will be on a six week cycle. Raking where necessary in areas of high traffic or where incidental amounts of erosion have occurred.





Trees

1. Trees will be trimmed up to 10 feet in height as needed to keep sidewalks and streets clear. Tree suckers will be removed as needed to insure proper growth. Any trimming above 10 feet or tree removal will be submitted for approval prior to commencement of work. Annual crown thinning above 10 feet is not included in monthly fee.
2. Tree stakes will be installed or removed as needed for the health of the trees for an additional cost. Tree damage resulting from storm will be added to monthly bill.
3. Citrus trees will be trimmed to keep their current shape. Any fruit found on the ground will be removed on day of service.

Irrigation System

1. Irrigation system will be monitored and adjusted regularly. Irrigation controllers will be programmed according to seasonal needs and to accommodate the needs of homeowners.
2. The entire irrigation system will be inspected for proper operation during the normal work schedule. All drip system hardware will be inspected monthly for proper operation.
3. Any minor irrigation repairs, downstream of the automatic control valves, to be provided at no additional cost to the Association.
4. Any damages to the system caused by Element Maintenance and Landscape, while carrying out landscape maintenance operations, will be repaired without charge. Other repairs to the irrigation system must be approved in writing HOA of Record before work commences.
5. Vandalism or accidental damage caused by others will be reported promptly to the property manager.



Weeds

1. Dead Weeds will be removed weekly.
2. Post-emergent herbicide will be applied 2 times a year to eliminate any weed growth. This service is included in monthly fee.

Miscellaneous

1. All waste generated by landscape activity will be removed on a weekly basis. Entire property will be policed for trash and tree suckers weekly.
2. Any addition work that is not listed on this contract must be submitted and approved by HOA of Record.
3. All grass and weeds growing in cracks of sidewalks, curbs, and asphalt adjacent to landscaped areas will be manually or chemically controlled.
4. Cleanup of storm damage and storm related debris to be performed at an additional cost to the Association upon approval of the Association.



Plant Replacement

Plants or turf in a state of decline or that are dead will be brought to the attention of HOA of Record. Replacement plants shall be of size, condition and variety acceptable to the HOA of Record and must be approved by the Association prior to installation. The irrigation water emitter to the dead or missing plant shall be capped 3" above grade until the plant is replaced, or permanently if the plant is not replaced. A report of the location and estimated cost of replacement shall be provided to the Association at no extra cost to the Association.

Commercial Property Assets

Cross Streets: Baseline & Sossaman, Mesa, AZ

- 144 Number of residential lots
- 87,100 Decomposed granite (approximate square feet)
- 70,000 Turf (approximate square feet)
- 122 Total number of trees on the property
- 100 Additional citrus on property
- 940 Total number of shrubs and groundcover on the property
- 79 Total number of palm trees on property
- 0 Total number of Annual Flats used on this property
- 10 Identify number of controllers
- 10 Number of water meters
- 1½ in. Size of water meters

Why Element Landscape Management



A PROPERTY MANAGER'S BEST FRIEND

We understand the needs of Property Managers who oversee multiple Common Interest Developments like apartments, condominiums, small communities and large, master-planned communities. It's a challenging role with a lot of moving parts. That's why we have geared our workflow to minimize your stress and be transparent and pro-active in all that we do. We are attuned to your needs:

Pro-Active Approach

We are a professional landscape management company and are passionate about taking care of each community's landscape assets. That means that you can expect us to report issues along with proposed solutions to you rather than vice versa.

Responsiveness to Work Requests

If a landscape issue is reported by the Property Manager or a resident, we will address the issue promptly and resolve it within a reasonable amount of time. We place a high importance on consistent communication on the progress of any issue until it is resolved to your satisfaction. Your time is valuable and chasing an update on a work order status takes your attention away from other priorities. Leave the follow up and follow through to us.

Quality of Crew

Our crews set the standard for professionalism: We are on time. We have a robust understanding of each property and what to accomplish at each visit. We attend to the small details which add up to have a large, visible impact. And we are knowledgeable, experienced and dedicated to caring for your landscaping assets.

Unlocking Community Potential

We hear the complaints: Too many landscape services have a “mow and blow” mindset. That is, their proposals only include maintenance for what each property already has. At Element, we are dedicated to unlocking the potential of each property. What does that mean? We carefully evaluate your communities: What is working? What is not recommended and should be removed? What can be improved? We are landscape experts and will advise on what we can do to bring this ideal vision for each community to life.

OUR CLIENTS SAY IT BEST



Element has never hesitated to provide proposals or take on challenging contracts, regardless of the size of the contract or the location. I appreciate their immediate response time, and know that I can count on them for urgent or emergency issues.

TINA KARRIKER, CAAM
AAM, LLC

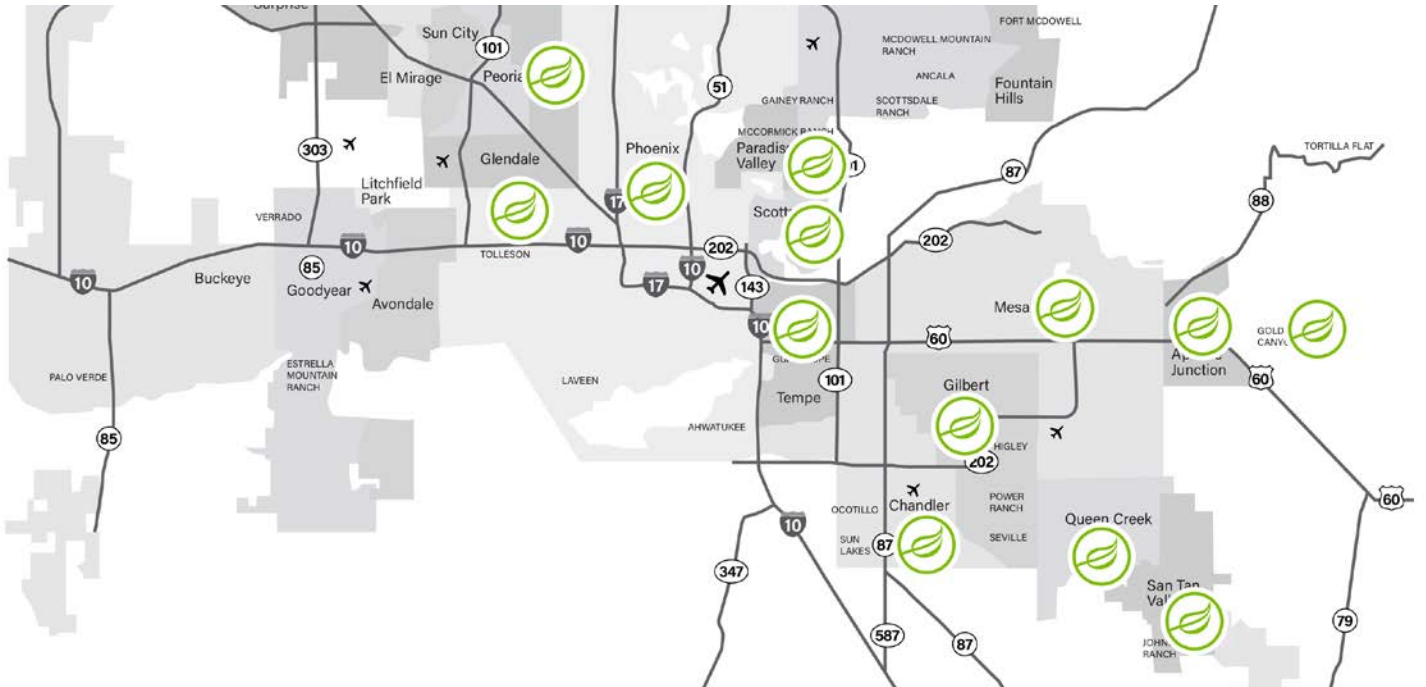
Whenever I requested a walk through or a board meeting attendance, Jared was there. He knows every property and every landscape project going on at each property. This "hands-on" approach from the owner of the company translates into similar attention-to-detail from the crews servicing the communities.

IRINA GLASS, COMMUNITY MANAGER
PCM



AREAS SERVED

Situated in the heart of Southeast Phoenix Valley. Element Landscape Management has locations in Gilbert, AZ and Queen Creek, AZ and serves communities throughout the entire Phoenix metro area including areas shown on the map below:



ABOUT THE OWNER



Compelled by a desire to work outside in the natural environment of his native Arizona, Jared began his landscaping career in 1999. The company began humbly with a hands-on, hardworking approach to every project.

These same values are evident in every Element project today; Jared is involved at every stage of each project. Nothing gives him more professional satisfaction than working with clients to understand their dreams and bring that vision to life.