



BrightView 

Landmark Mews
Community
Association

October 6, 2016

Chris Muth, AM

October 6, 2016

Landmark Mews Community Association
P.O. Box 23713
Alexandria
VA. 22304

Dear Christine,

BrightView is pleased to submit a professional landscape proposal for Landmark Mews Community Association. We understand your high level of expectations when it comes to quality service, response and professionalism. We appreciate the opportunity to share our plan on how we will help you to continue to achieve a beautiful landscape year-round by fulfilling your landscape goals in a sustainable manner over time. We intend to provide you with the level of care you expect from your landscape partner.

The enclosed proposal was developed based on your feedback and will demonstrate how our experienced and skilled team will achieve your landscape goals and keep your property looking its best.

- **Reliable Partner Capable of Maintaining Your State-of-the-Art Community** – In a competitive housing marketplace it's critical to have a well-manicured property with eye-catching curb appeal. As a best-in-class organization, BrightView is focused on delivering solutions that will enhance and beautify your outdoor environments. Thus, increasing prospective resident traffic and retaining current residents.
- **Proactive and Consistent Communication** – Our managers are trained to operate proactively so you have a true partner in BrightView. Your account manager will be your single point of contact and has the operations and horticulture experience necessary to achieve your desired landscaping goals. In addition, we will have a dedicated operations manager to provide a higher level of customer service and consistency to the team. The client service team will work with you on a preferred communication plan and will practice consistent communication so you are aware of all activities throughout the community. Furthermore, our plan is to provide snapshots detailing the expected landscape tasks for completion and follow up emails detailing any recommendations. Also, we can provide a monthly schedule showing the tentative plan for the month ahead and action items with a status report so you continuously know where we are in task completion and follow up.

MAINTENANCE SERVICE VISIT

MOWING AND TRIMMING

- All contractually accessible area turf will be mowed to a height of (3" to 4") three to four inches.
- Mowing will take place every (7 to 10) seven to ten days or as conditions dictate. Mowing will begin in April each year and will continue to the end of October. All front yards will be push mowed with nothing larger than a 30" mower. Stevenson Ave. VDOT are is to be included in the regular maintenance consistent with all other areas of the property.
- Minor trash and debris will be removed from turf areas prior to mowing.
- Mulching blades will be utilized on mowers, when applicable, to help reduce green waste and return beneficial organic material to soil.
- Excess grass clippings will be removed, when present, from lawn areas, walks and curbs after each mowing.
- Grass around all common area trees, shrubs, buildings, fences, light poles, and any other obstructions will be trimmed with a line trimmer.
- Weeding of shrub and tree beds will be performed during turf mowing visits to control obvious weed growth.
- All mulched areas and shrub beds will be kept free and clear of excess clippings.
- Appropriate non-selective pre-emergent and post-emergent shall be applied to sidewalks and curbs to prevent growth of grass and weeds in these areas, as necessary.

EDGING

- All contractually accessible area sidewalks and curbs shall be edged twice per month mowing using a machine I incorporating a blade and/or string.
- All dirt and debris resulting from edging shall be blown or swept after operations.

NOTES

BrightView reserves the right to limit the use of mowing machinery and/or string line trimmers within (12") twelve inch width proximity of houses, siding, HVAC units, utility equipment, utility meters, fragile fixtures, sign poles, light poles, personal items, etc. that might be damaged during the use of said equipment. Precaution will be taken when operating around fixtures, especially sprinkler heads to prevent damage.

MAINTENANCE SERVICE VISIT

DETAIL

- Minor trash and debris will be removed from contractually accessible areas.
- Weeding of shrub and tree beds will be performed during visits to control obvious weed growth.
- Color beds will be maintained during each site visit, to include weeding and pinching of plants.

TURF CARE SERVICES

TURF HERBICIDE Application (Early Spring)

Apply in a single application; pre-emergent crabgrass control.

- Pre-emergent Crabgrass Control - Pre-emergent herbicide will be used to control annual grasses, such as crabgrass and goosegrass.
- Fertilizer- 0.5 lb of nitrogen per 1,000 sq.ft.

TURF HERBICIDE Application (Late Spring)

Apply in a spot spray application; pre-emergent crabgrass control.

- Pre-emergent Crabgrass Control - Pre-emergent herbicide will be used to control annual grasses, such as crabgrass and goosegrass.

NOTE: Additional turf applications occasionally are needed for extremely hard to control weeds such as nutsedge and wild violet. These conditions require special attention and cannot be prevented without costly investments in preventative programs. BrightView Landscape Maintenance provides control for these weeds as a curative program at an additional cost on an as needed basis with prior approval from Manager/Owner.

TURF HERBICIDE Application (Early Summer)

Apply in spot treatment applications; a broadleaf weed control (as needed).

- Broadleaf Weed Control- Broadleaf weeds will be controlled by using a post-emergent weed control.

Application (Early Fall)

Apply in spot treatment applications; a broadleaf weed control (as needed).

- Broadleaf Weed Control- Broadleaf weeds will be controlled by using a post-emergent weed control

TURF FERTILIZER

First Application (Early Spring with Turf Herbicide)

- Fertilizer - Will be a granular product that will deliver approximately .5 lbs. of nitrogen/1,000 sq.ft. and applied with turf herbicide.

Second Application (Early Fall)

- Fertilizer - Will be a granular product that will deliver approximately 1.1 lbs. of nitrogen/1,000 sq.ft. of controlled release fertilizer.

Third Application (Late Fall)

- Fertilizer- Will be a granular product that will deliver approximately 1.5 lbs. of nitrogen/1,000 sq.ft. of

controlled release fertilizer.

TURF SOIL pH ANALYSIS AND ADJUSTMENT

- A soil test will be performed once every contract year from an independent soil testing laboratory to determine the need for lime or sulphur. (The ideal pH for turf is 6.7.) If it is determined that lime is needed, it will be uniformly applied at a rate not to exceed 25 lbs per 1,000 sq.ft. to all turf areas covered, within this agreement, during a three to six month period. If additional lime is recommended by the laboratory, it will be proposed and billed under a separate agreement.

PRUNING SERVICES

SHRUB PRUNING

Pruning shall only be performed by skilled plantsmen, knowledgeable of the growth habit of the specified plants, and using hand

pruners, loppers, pole pruners, and shears. Tools shall be kept clean and sharp. Pruning shall be done for the purpose of enhancing the inherent growth characteristics of each plant species, removing limbs which interfere with pedestrians, and removing dead or diseased wood. Cuts shall be clean and flush, without tears or stubs. Pruning shall be done up to (3) three times each year including homeowner shrubs and all shrubs along the VDOT sound wall on Stevenson Ave. and on Stultz Rd.

- **Evergreen Shrubs:**
 - Pruning procedures shall vary depending on the plant species and whether the planting is a hedge or informal group. Generally, the following plant species shall be maintained as hedges: Evergreen Euonymus, Japanese Hollies (excepting Helleri's), and Yews (excepting Weeping English)
 - Informal mass plantings shall be maintained at varying heights and spread, and may receive minimal attention. The object will be to present a full, natural plant form, characteristic of the species. This includes the following plants: Laurels; Azaleas; Andromeda; Acuba; Inkberry; Blue Hollies; Chinese Hollies; Osmanthus; Mahonia; Weeping English Yew; Leatherleaf Viburnum; Photinia; and Nandina.
- **Deciduous Shrubs:**
 - Deciduous shrubs shall be pruned to control suckers and leggy growth; and

remove dead or diseased wood. They shall be allowed to develop their characteristic form, height, and spread within the confines of their allotted space. If there are no space restrictions, deciduous shrubs shall receive minimal attention.

- **Regenerative Pruning:**

- Regenerative shrub pruning (major thinning, removal of mature canes, and reduction in overall size) is available at additional cost and is not included within the scope of work.

TREE PRUNING

- **Conifer and Broadleaf Evergreen Trees:**

- A primary objective is to retain the lower branches to the ground for the purpose of shading and cooling the root system, creating a concealed leaf dropping zone and provide a mowing limit. A secondary objective is that of aesthetics; to enhance the appearance and to remove dead or diseased wood.

- **Deciduous Trees:**

- Trees shall be selectively pruned one time per year. Pruning shall consist of removal of small interior branches, crossed or rubbing branches, suckers, waterspouts, dead or diseased wood; partially exposing the branching structure, encouraging an open, airy appearance.

NOTE: Tree pruning excludes wooded buffer and naturalized areas including the proffer. Tree pruning to a height of (12') twelve feet from ground level are covered under these specifications. Homeowner trees are the responsibility of the homeowner to prune.

BED FERTILIZATION

- Fertilization of mulched ornamental shrubbery beds with a controlled release granular organic fertilizer to supply approximately 1.0 lb. N/1,000 sq.ft. applied (1) one time during the Spring.

BED PRE-EMERGENT

- Pre-emergent weed control in mulched ornamental shrubbery beds using a liquid or granular control product applied (1) one time during the Spring.

PLANT INSPECTIONS & CONTROL PRODUCT APPLICATION

- Ornamental trees and shrubs shall be managed for disease and pest control utilizing an Integrated Pest Management (IPM) program.
 - The IPM program shall consist of the inspection and monitoring of ornamental trees and shrubs on a bi-monthly basis during the growing season.
 - Inspections shall be performed by a qualified inspector, certified in the use of

control products, who shall determine the severity of any disease or pest infestation and apply appropriate biological or chemical controls only when and where necessary to keep the pest populations at acceptable levels..

- Consideration shall be given to the presence or absence of natural predators, the appropriate timing of the application(s) as well as the life cycle of the disease or pest
- Whenever possible, the use of benign horticultural oils, soaps and naturally occurring biological controls shall be used.
- All applications shall be made according to manufacturer's recommendations in accordance with federal and state requirements.
- Spraying shall be done at times when car and pedestrian activity is at a minimum and limited to a height of (20') twenty feet from ground level.
- Pest control program excludes wooded buffer zones and naturalized areas.
- Contractor shall perform Dormant Oil and Insecticide applications as needed

up to (3) three times.

SPRING CLEAN-UP

- A one-time Spring clean-up will be performed to cut back vegetation, grasses, etc, prior to mulch beds being redefined. This shall not take place in proffer zones.
- Clean-up excludes all wooded buffer zones, naturalized areas and mature pine trees.

SPRING MULCH CARVING SERVICES

- All contractually mulched areas shall be edged one time in the Spring creating a definite edge between turf and bed/tree ring. There shall be no encroachment of turf into mulched areas and no spill over of mulch into turf areas.
- Carving excludes all wooded buffer zones, naturalized areas and mature pine trees.

MULCH SERVICES

- Mulch shall be top grade, double-shredded hardwood bark, free of all major debris.
- Mulch shall be applied, as needed, to all previously mulched common area tree rings, shrub beds once each spring to maintain an average depth of (2") two inches of total organic material to include all common areas, front and side yards of homeowner property. Also to be included is the VDOT Stevenson Ave right-of-way but not the proffer zone.
- Mulching excludes all wooded buffer/proffer zones, naturalized areas and mature pine trees.
- Applied mulch will not encroach on tree and shrub collars.

MULCH, FALL

- A turning of mulch shall be done to all contractually mulched trees and beds prior to the fall.

LEAF MANAGEMENT SERVICE

- All fallen leaves shall be mulched from contractually maintained areas (4) four times per contract season; weather permitting, in November and in December, when possible to add organic matter to the soil. (excludes wooded buffer areas) This leaf removal shall be for the areas within the LMCA property wall, including alleyways. For all other contractually maintained property, specifically the area on Stevenson Ave. along the sound wall, the cul-de-sac at the end of Stevenson Ave. and the areas along Stultz Road and Landmark Mews Drive, all leaves shall be mulched two times per contract season, once in November and again in December. To maintain a neat and clean appearance, blowing, raking, mowing & mulching may be used to remove leaves. Large volumes of leaves shall necessitate the removal of leaf mulch from the LMCA property.
- Leaves shall be managed using all means available including blowing, raking, vacuuming, and mowing/mulching to maintain a neat appearance. Where applicable, natural areas will be utilized for recycling leaves to provide nutrients to the natural woodland floor.
- Large volumes of leaf drop may require the removal of excess from property.

AERATION

- All contractually accessible lawn turf shall be core aerated including common area and homeowner front and side yard one (1) time per year with a mechanical aerator to relieve compaction, permit penetration of moisture and nutrients, and to provide a proper oxygen-soil relationship.
- Aeration shall be performed during September and October.

RESEEDING

- Bare and thin areas will receive (1) one over seeding application at a rate of 4 to 5 lbs. of seed/1,000 sq.ft. This will strengthen weak areas and incorporate new varieties of grass seed into the existing turf. This seed shall consist of a certified blend of turf-type fescue unless otherwise requested by management.
- Contractor shall perform reseeding during the growing periods of the Fall.

SUMMER FLOWER DISPLAYS

- 1174 4" pot Summer Annual flowers will be planted in existing flower beds in the spring each year. Flowers will be fertilized, mulched, and watered once at time of installation. Following installation, watering is the responsibility of the client unless a separate watering contract is signed.

NOTES: Typical annuals included within price structure are Begonia, Dusty Miller, Blue Salvia, Vinca and Pansies. Specialty annuals will require a price adjustment. Removed flowers will be discarded off site.

FALL FLOWER DISPLAYS

- 1174 4" pot Pansies will be planted in existing flower beds in the fall each year. Flowers will be fertilized, mulched, and watered once at time of installation. Following installation, watering is the responsibility of the client unless a separate watering contract is signed.

NOTES: Typical annuals included within price structure are Begonia, Dusty Miller, Blue Salvia, Vinca and Pansies. Specialty annuals will require a price adjustment.

IRRIGATION SERVICES

Brightview, on behalf of LMCA, assumes responsibility for operation and maintenance of the VDOT-owned servicing the Stevenson Avenue landscape area, for which LMCA has assumed landscape/irrigation system operation and maintenance responsibility. This responsibility will be delegated to the Contractor under this contract. This includes responsibility for operating and maintaining the VDOT-owned irrigation system in strict accordance with VDOT- mandated requirements included herein.

Brightview shall comply fully with VDOT-mandated procedures set forth below:

IRRIGATION START-UP

- This visit is designed to prepare the irrigation system for the upcoming season. All water supplies are turned on and the piping system is checked for leaks. The automatic controller is tested to ensure proper operation of all zones. If applicable, the back-up battery is checked for proper operation and replaced if necessary. All wire connections are checked. Every head is checked for proper height and coverage. All nozzles are checked for proper spray and throw. All minor adjustments, including leveling, straightening, and adjusting of heads are performed in this visit. Any other repairs needed are made on a time and materials basis. A report can be submitted detailing the results of the inspection upon request. Any improvements needed and/or recommended will follow the inspection in the form of a proposal. All repairs under \$300.00 will be made at the time of service and billed separately.

IRRIGATION INSPECTION VISIT (1)

- Similar to the above Irrigation Start-up, all field zones are checked for proper operation. All minor adjustments are made. The controller is adjusted according to the weather and is also checked for proper operation. All repairs under \$300.00 will be made at the time of service and billed separately. Any other repairs needed are made on a time and materials basis.

IRRIGATION INSPECTION VISIT (2)

- Similar to the above Irrigation Inspection (1), all field zones are checked for proper operation. All minor adjustments are made. The controller is adjusted according to the weather and is also checked for proper operation. All repairs under \$300.00 will be made at the time of service and billed separately. Any other repairs needed are made on a time and materials basis.

IRRIGATION INSPECTION VISIT (3)

- Similar to the above Irrigation Inspection (2), all field zones are checked for proper operation. All minor adjustments are made. The controller is adjusted according to the weather and is also checked for proper operation. All repairs under \$300.00 will

be made at the time of service and billed separately. Any other repairs needed are made on a time and materials basis.

IRRIGATION WINTERIZATION

- This visit is designed to prepare the irrigation system for the Winter months. All water supply valves are turned off and tagged. An air compressor is connected to the main line and air is then released through each field zone to purge the water out of the lines. This process is carried out 2-3 times. A pressure regulator is used on the air compressor and special attention is made not to damage the system. All repairs under \$300.00 will be made at the time of service and billed separately.

Certification of Compliance with VDOT Irrigation System Requirements. Annually, on April 1st and also November 1st, Contractor must certify in writing that the “VDOT-irrigation system has been inspected, all repairs have been made, and all operations and maintenance have been in accordance with all VDOT requirements for this system as stated herein.”

One copy each should be sent to:

1. President, Landmark Mews Community Association, P.O, Box 23713, Alexandria, VA 22304-0536
2. Property Manager, LMCA, P.O. Box 23713, Alexandria, VA. 22304-0536
3. SCS, 4840 Westfields Blvd., Attn: Landmark Mews Community Association, Chantilly, VA. 20151

OPTIONAL SERVICES

Irrigation - Audit

 10/06/16
Brightview Services date

Landmark Mews date

Part II

References

Fairlington Green

Fairlington Green is one of seven separately governed condominiums in the Fairlington community. It is comprised of 169 residential townhouse and apartment units on 12.4 acres. The property includes a swimming pool, one tennis court, and a children's play area. Each of the units is privately owned, but the buildings and surrounding grounds are held in common. BrightView is proud to have serviced this community for the past 4 years!

Contact information:

Jeannie Clark
P: 202.296.3390
E: jclark@aoba-metro.org

Greenspring Village

This magnificent 58-acre community is located conveniently in the heart of Fairfax County, close to all the culture and history of Northern Virginia and Washington, D.C. BrightView landscapes is proud to have serviced this community for the past 12 years!

Contact information:

Scott Sullivan CPMM
Sr Facilities Mgr
Maintenance
Office: 703-923-3131
7400 Spring Village Drive
Springfield, VA 22150

Watergate at Landmark

Watergate at Landmark Condominium complex in Alexandria, Virginia, situated within 37 acres of densely wooded and exquisitely landscaped surroundings. Watergate at Landmark is a gated community conveniently located near the Pentagon, historic Old Town Alexandria, Washington DC, Reagan National Airport, and shopping districts to suit every taste. BrightView is proud to have serviced this community since 1989!

Contact information:

Thomas C. Curry CMCA, AMS PCAM
General Manager
211 Yoakum Parkway
Alexandria, Virginia 22304
(703) 370-7000

Part III

Competitive Pricing That Fits Your Budget

We are committed to fulfilling your specific landscape needs, while providing the service you expect at a price point that fits your budget.

BrightView will provide the following competitive pricing per specifications as noted in the provided RFP.

Base Management 2017

Base Management Yearly Fee Total \$75,930.00

Optional Year 2018

Base Management Yearly Fee Total \$78,967.00

Optional Year 2019

Base Management Yearly Fee Total \$80,546.00

Optional Year 2020

Base Management Yearly Fee Total \$82,157.00

Optional Year 2021

Base Management Yearly Fee Total \$83,800.00

V-DOT Mandated Irrigation System Audit \$2500.00/audit

| <i>Landmark Mews</i> | |
|--------------------------------|--------------------|
| <u>Service Description</u> | <u>Frequency/#</u> |
| Mow and Trim Turf | 24 |
| Start-up Irrigation | 1 |
| Winterize Irrigation | 1 |
| Maintain Irrigation | 3 |
| Start-up Irrigation-Stevenson | 1 |
| Winterize Irrigation-Stevenson | 1 |
| Maintain Irrigation-Stevenson | 5 |
| Fert/Pre-emerge/Broadleaf | 1 |
| Fert/Broadleaf Turf App. | 2 |
| Fertilize Dormant Turf | 2 |
| Aerate Turf | 1 |
| Overseed Turf | 1 |
| Edge Curbs and Walks | 12 |
| Weed Mulched Beds | 18 |
| Prune Shrubs | 3 |
| Pre-Emerge Beds | 1 |
| Fertilize Beds | 1 |
| Shrub Bed IPM/PHC | 2 |
| Edge Beds | 1 |
| Spot Prune Trees | 1 |
| Spring Clean-Up | 1 |
| Leaf Removal | 4 |
| Mulch Application | 1 |
| Reapplication of Mulch | 1 |
| Spray Roundup/Herbicide | 18 |
| Summer Annuals | 1314 |
| Fall Annuals | 1314 |

