



DAN SULLIVAN

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BEVERLY OAKS
Homeowners Association

SERVICES AND PRICE BID

I. Turf Fertilization - Scheduled

- a) Scheduled: April 1 - April 15
Blend/Pounds: 20-0-10 / 380 lbs
Minimum 1.25 lbs Nitrogen/Sq Feet
Materials and Application Price: 194⁵⁰
- b) Scheduled: ~~May~~ ^{JUNE} 1 - ~~May~~ 31
Blend/Pounds: 16-3-4 / 380 lbs
ORGANIC BLEND
Minimum 1.25 lbs Nitrogen/Sq Feet
Materials and Application Price: 194⁵⁰
- c) Scheduled: July 1 - July 15
Blend/Pounds: 16-3-4 / 380 lbs
Minimum 1.25 lbs Nitrogen/Sq Feet
Materials and Application Price: 194⁵⁰
- d) Scheduled: ~~August~~ ^{SEPT} 15 - ~~August~~ ^{SEPT} 30
Blend/Pounds: 20-0-10 / 380 lbs
Minimum 1.25 lbs Nitrogen/Sq Feet
Materials and Application Price: 194⁵⁰

III. Turf Weed Control - Scheduled

- a) Scheduled: December 1 - December 15
Product/Gallons: GLIMIZONE / 16.5 gal
Materials and Application Price: 194⁵⁰
- b) Scheduled: Scheduled: February 1 - February 15
Product/Gallons: BARRICADE / 16.5 gal
Materials and Application Price: 194⁵⁰
* VIR. BUTTON WEED GETTING WORST! 105⁰⁰ TO CONTROL

III. Additional Services - Ordered as needed

- a) Broadcast Fire ant Control
Product: TALSTAR
Estimated effective time: MAY 1⁵³
Materials and Application Price: * 365⁰⁰
- b) Overseeding
Lesco Double Eagle Rye
Estimated Pound: 420 lbs
Materials and Application Price: 580⁰⁰
* NOT RECOMMENDED ON ST. AUGUSTINE
- b) Deep Root Fertilization
Product/Gallons: 450
Materials and Application Price: 365⁰⁰
TO DO IT RIGHT



BEVERLY OAKS
Homeowners Association

PROPERTY ANALYSIS / SPECIFICATIONS

What is the serviceable sq footage of turf?

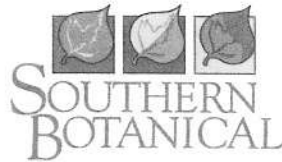
60,000 sq ft

What is your assessment of the soil condition? What additives does it need in addition to 5 lbs of nitrogen per 1000 sq ft per year, if anything?

LOTS OF NEW SOIL MICROBES PRODUCTS TO ENLIVEN
SOIL LIFE.
WE WILL USE AN ORGANIC BLEND OF FERTILIZER
ON LAWN #3 - GREAT RESULTS
CORE AERIFY ALWAYS BENEFICIAL - ESPECIALLY
TO ST. AUGUSTINE

What is your assessment of insects and disease on the trees - are there signs of active disease/infestation. What are your recommendations and estimates for each treatment?

SPIDER MITES ON BOYWOODS - COMMON
SCALE ON EUCALYPTUS - GETTING WORST
NO POWDERY MILDEW ON CR. MYRTLES
THIS YEAR
1 LARGE SLASH DISEASE / COULD BE PROBLEMATIC
OK RIGHT NOW



Mr. Joe Sandifer
Beverly Oaks HOA
2927 Winterberry Drive
Carrollton, TX 75007

Dear Joe:

Thank you for allowing us to present you with our proposal for the Agronomic Management Program for Beverly Oaks HOA. We understand your need for a partner who is accustomed to maintaining a community like yours, with an eye for aesthetics, customer service and budget-planning and would appreciate and opportunity to be involved in the over-all Garden Management for you property. We understand your reluctance to include all of the Garden Management under one umbrella due to less-than-satisfactory experiences in the past.

What you may have experienced can be the result of the use of sub-contractors by maintenance contractors, for some or all of the services provided. At Southern Botanical we know that no single aspect of your Garden Management program can "stand alone". We take as much pride in our Agronomic program as we do the Garden Management and/or the Irrigation, and none of these can be successful without the other.

We are a locally-owned enterprise which has grown to over \$15 million in annual revenue, with over 150 employees, primarily by word-of-mouth and client referrals. Our roots come from residential Landscape Construction and Garden Management, and have spread into Commercial Management and Interior Plant Services as a result of our customers' requests over the last 15 years.

A Partner you can rely on

Our Garden Management Team is:

- Attentive to you and your community's needs.
- Dedicated to helping you provide the highest quality product available, while maintaining your budgetary goals.
- A proactive communicator, practicing relentless follow up on all the details so you don't have to.
- A creative problem solver, focused on supporting you as we attain your customer's aesthetic and budgetary goals.
- A strategic partner willing to invest in the long-term success of the partnership.



Our approach

Our primary goal is to take care of the landscape and your community so that you can focus on your job, rather than ours. Were you to hire us for total Garden Management, we would implement a detailed start-up strategy which includes but is not limited to the following key points:

1. **Starting out** – We will begin by creating a prioritized action-plan and irrigation report for our first 90 days on site.
2. **Continuous improvement** – We will continue to provide you with proactive ideas on how to improve your landscape over time to increase your return on this critical investment.
3. **Proactive Communications** - Our communication plan encompasses many components. Some of the key ones include:
 - On-site property walks
 - Benchmark and Irrigation reports
 - In-field email and phone accessibility
 - 24-hour emergency availability

Customer “Mystique”

We believe in creating an “experience” for your customers, exceeding their expectations every single day:

1. We start by collecting important information from you regarding your priorities, service preferences and communication methods.
2. We then complete a review of your irrigation system, providing you with maps and a prioritized report.
3. We communicate with you each week, reporting on our progress and providing solutions for any challenges we might find.

In conclusion, we believe the best option for you and Beverly Oaks is to partner with Southern Botanical for your Garden Management services. Our team is highly experienced, skilled and motivated to exceed your expectations. Working with Southern Botanical will:

- **Deliver greater value** – your property will look significantly better all the time.
- **Save you time** – we will proactively monitor the property and bring challenges to your attention; not the other way around.
- **Provide greater insurance** – Southern Botanical has a track record of developing relationships with property managers and communities over time. This can only be done by providing quality service one property at a time.

We believe we understand the true keys to success in managing this type of relationship - proactive communication, focus on quality, value-added ideas and long-term commitment.

Respectfully,

Stacy Shepherd
Business Development
Southern Botanical



SERVICES AND PRICE BID

I. Turf Fertilization – Scheduled

- a) Scheduled: April 1 – April 15
Blend/Pounds: 21.0.0 7 lbs / 1000 sqft
Minimum 1.25 lbs Nitrogen/Sq Feet
Materials and Application Price: \$229.00
- b) Scheduled: May 1 – May 31
Blend/Pounds: 40.0.0 4 lbs / 1000 sqft
Minimum 1.25 lbs Nitrogen/Sq Feet
Materials and Application Price: \$303.00
- c) Scheduled: July 1 – July 15
Blend/Pounds: 24.0.8 3 lbs / 1000 sqft
Minimum 1.25 lbs Nitrogen/Sq Feet
Materials and Application Price: \$238.00
- d) Scheduled: August 15 – August 30
Blend/Pounds: 15.5.10 w/3% iron
5 lbs / 1000 sqft.
Minimum 1.25 lbs Nitrogen/Sq Feet
Materials and Application Price: \$246.00

III. Turf Weed Control - Scheduled

- a) Scheduled: December 1 – December 15
Product/Gallons: Fendi Aquacap
Materials and Application Price: \$287.00
- b) Scheduled: Scheduled: February 1 – February 15
Product/Gallons Fendi Aquacap
Materials and Application Price: \$287.00

III. Additional Services – Ordered as needed

- a) Broadcast Fire ant Control
Product: TopChoice
Estimated effective time: 1 year
Materials and Application Price: \$740.00
- b) Overseeding
Lesco Double Eagle Rye
Estimated Pound: 450
Materials and Application Price: \$635.00
- b) Deep Root Fertilization
Product/Gallons: 5 gallons / caliper
1 inch @ breast height
Essential plus, 18.3.6 /
50% SPH plus micronutrients
Micrel total micronutrients
Superbriave
Materials and Application Price: about \$96.00
per tree (12" diameter tree)

SOUTHERN BOTANICAL



PROPERTY ANALYSIS / SPECIFICATIONS

What is the serviceable sq footage of turf?

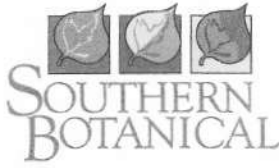
44,200 sqft

What is your assessment of the soil condition? What additives does it need in addition to 5 lbs of nitrogen per 1000 sq ft per year, if anything?

Present soil condition appears fine. We would recommend a soil sample 2x per year.

What is your assessment of insects and disease on the trees – are there signs of active disease/infestation. What are your recommendations and estimates for each treatment?

Trees appear to be fine.
Turf recommendations:
Grub worm preventative – arena – \$580.00
Two fungus preventatives – trinity – \$572.00
trinity – \$572.00



ANNUAL GARDEN MANAGEMENT TABLE

Property Name: Beverly Oaks HOA

Address: Irving, Texas 75061

BASE MAINTENANCE SERVICES:	TOTAL	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC
TURF CARE PROGRAM:													
Mow, Line Trim, Edge, Clean-Up	0	0	0	0	0	0	0	0	0	0	0	0	0
Litter Removal	0	0	0	0	0	0	0	0	0	0	0	0	0
Turf Fertilization & Spot Spray Weed Control	4	0	0	0	1	1	0	1	1	0	0	0	0
Turf Pre & Post Emergent Weed Control	2	0	1	0	0	0	0	0	0	0	0	0	1
Fungus Control	0	0	0	0	0	0	0	0	0	0	0	0	0
Grub & Chinch bug control	0	0	0	0	0	0	0	0	0	0	0	0	0
SHRUB / GROUND COVER / CARE PROGRAM:													
Bed Weed Control	0	0	0	0	0	0	0	0	0	0	0	0	0
Prune Hedges	0	0	0	0	0	0	0	0	0	0	0	0	0
Trim Ground Cover	0	0	0	0	0	0	0	0	0	0	0	0	0
Heavy Prune & Spring Clean	0	0	0	0	0	0	0	0	0	0	0	0	0
Shrub & Ground Cover Fertilization	2	0	0	0	0	0	0	0	0	0	0	0	0
Dormant Oil	0	0	0	0	0	0	0	0	0	0	0	0	0
Mulching	0	0	0	0	0	0	0	0	0	0	0	0	0
**Top Choice Fire Ant control	1	0	0	1	0	0	0	0	0	0	0	0	0
Azalea Fertilization	0	0	0	0	0	0	0	0	0	0	0	0	0
IRRIGATION PROGRAM:													
Irrigation inspection	0	0	0	0	0	0	0	0	0	0	0	0	0

** To be invoiced as service is provided, as needed

* months listed are estimated dates of completion and will vary based on climate conditions

IRRIGATION:

Irrigation inspections are not included in your contract, repairs are additional.

SBI is pre-approved to make repairs up to \$300.00. If the repair exceeds \$300.00, a proposal for the repair will be submitted.

initials

LAWN CARE OR CHEMICAL:

Insect / disease / nutgrass / dallisgrass infestation inspection is not included in your contract.

SBI is pre-approved to apply treatment up to \$200.00. If application exceeds \$200.00 a proposal will be submitted.

3015 \$1,590.00 BASE ANNUAL TOTAL + 96 per hour

\$ ~~132.50~~ MONTHLY TOTAL (+ tax)

Submitted By: *Shay Sughel*
(SBI Authorized Signature)

Date: 8/30/10

Approved By: _____
(Customer Authorized Signature)

Date: _____