



One Source Corporation

510 Bay Isles Road, Suite 2
Longboat Key, Florida 34228
Phone: (941)923-2323
Website: onesourcemgmt.com

LANDSCAPE CONTRACT PROPOSAL



Provided:
~~February 8, 2022~~
April 1, 2022



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February 8, 2022

Ironwoods Villas Condominium Association, Inc.
Bob Di Caprio
657 Ironwood Circle
Venice, FL 34292

RE: LANDSCAPE PROPOSAL
Ironwoods Villas Condominium Association, Inc.

Dear Mr. DiCaprio

We thank you for the opportunity to present the following proposal. It would be a pleasure to serve your facility. The following proposal will encompass the transition of current organization to our professional management.

One Source services consist of policies that have been put in place from countless feedback from our clients. We fulfill the expectation of your community from the start. We have a robust base of services, but with us, the services can be custom tailored to your specific needs and adjusted at any time if desired.

Once Source provides a full spectrum of services and oversight. One Source specializes in Landscape installation, trimming and mowing. To provide the best services possible, we work with the best in irrigation and fertilization through an exclusively working relationship with TruGreen and Garcia's irrigation. Between the 3 specialists, you will receive a higher level of service than the traditional model.

One Source Corporation regular office and after-hours services are as follows:

Season - 8:00 a.m. to 3:00 pm (This is due to traffic on the island)
Off-Season - 9:00 am to 4:00 pm

Field Crews - Landscape and field crews are 8:00 am to 4:00 pm year-round.

After-hours -- During after-hours, the caller will be routed to our answering service where a live person will answer. The answering service will contact the OSC team with the message the caller left. Non-emergencies will be addressed the next business day. OSC will determine proper course of action for emergency calls and will contact the caller and Board member available.

Management Contact -- You will have a direct contact assigned to your account. This manager will communicate with you on all landscape issues and will coordinate among our team and yours. This person will oversee the management of your landscape areas, schedule projects, communicates with you on a regular basis and oversees the crews and sub-contractors. Issues with irrigation or fertilization are communicated through the manager to ensure the work is completed properly and to keep you informed on conditions of the landscape.



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SO WHY CHOOSE ONE SOURCE?

We Will Manage Your Landscape

One Source Landscape understands the importance of taking a proactive approach. We will analyze the needs of your landscape and have a dedicated plan, that is measurable, for a completely enhanced landscape your community will notice and enjoy. You will be assigned one account manager, Rudi Piedra, who will be 100% responsible and accountable for all of the landscape activities on your property, including irrigation and fertilization.

One Source will visit the property regularly and communicate with you our activities, suggested improvements to the property, and any other landscape issues that may arise.

One Source is a Full-Service Landscape Contractor

Your One Source teams will be there to service all of your landscape needs. Our team is continuously trained to identify issues and maintain any client's grounds in a class A manner.

In addition, unlike the traditional model that has 1 to 2 trained staff members to handle Fertilization and irrigation, for the entire company, we teamed with the best in the industry. Our experience has taught us that the old model is less desirable because expertise is usually limited to one person and we believe creates instability because if that the employee leaves chaos can occur quickly. Our exclusive relationship with TruGreen and Garcia irrigation allows us to utilize large teams of experts to ensure the best services to create the best site conditions. Together, we outperform any full in-house company while still providing the client with one person as a point of contact at comparable pricing.

Safety is #1 with One Source

Safe execution of the work is an essential to One Source. We provide our teams with routine safety training, equipment training, and operational safety training. Safety gear: hearing, eyes, feet and hands, hard hats, and special project needed safety equipment is provided to each member of our crew and compliance is ensured by the supervisors. We cut in a direction to minimize damage from flying debris while trimming and cutting.

One Source Resources

One Source understands that the community is limited to a budget. We are commitment to managing your community within budget at the level expected by your community. We have our own equipment and adequate manpower to perform any landscape project. With us, your partnership is serviced by teams of professionals dedicated to providing top quality services to our clients.

From everyone at One Source Corporation, we thank you for the opportunity to submit this proposal and appreciate your consideration. You can call me on my cell at any time if you would like to talk to me directly.

Respectfully,

Gabriel Hernandez, President

Cell: (941) 400-2661

Gabrielh@OneSourceMgmt.com



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YOUR CORPORATE TEAM EMERGENCY RESPONSE



Job Descriptions

- **President (Gabriel Hernandez)** – Oversees all operations within including labor, equipment, customer service, safety, and all administrative functions.
- **Vice President (Lissette Hernandez)** – Implements the day-to-day tasks of managing customer service, directing calls, billing, and emergencies.
- **Regional Manager (RM)** – As the primary customer contact, the RM develops and maintains schedules for maintenance work and ensures compliance to job specifications and quality control standards; proactively communicates to customer and One Source team members.
- **Crew Leader** – Schedules the workload for their crew and ensures the readiness of workers, tools, and materials; maintains safe-working conditions at all times, including job site and crew operation.
- **Agronomic Technician** – The agronomic technician is licensed and knowledgeable in the safe application of fertilizers, insecticides, herbicides, and fungicides. They are a part of the TruGreen Team and quality control is management by TruGreen and One Source.
- **Annual Color Specialist** – Designs and selects premium seasonal color; purchases plant materials and prepares beds for installation; monitors proper planting procedures and color over the life of the flowering plant.



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- **Irrigation Technicians** – We understand that you have a current contract for irrigation. If you decided to change, we can provide you a proposal for services. Our irrigation team will maintain the Irrigation Monitors inspections, irrigation checks, cleaning, repairs, and adjusting of your irrigation system; generates reports to identify repairs, consumption use requirements, and upgrades. They are a part of the Garcia's Team and quality control is management by Garcia and One Source.
- **Trained Gardener** – Responsible for daily compliance of job specifications and quality standards; knowledgeable in all materials, equipment, and safety programs; proactively deals with potential problems, ensures safe working conditions at job site and identifies potential liabilities on the property.

TURF MAINTENANCE PROGRAM

~~The advantage to our service model is that we show up weekly to keep a constant management of the property. Every competitor shows up every other week during November - February. Our contract guarantees 40 visits a year as all other companies. The difference is we show up weekly to ensure that the property looks its best year-round.~~

with every-other-week visits November-February. During that period, should One Source not complete shrub/plant trimming, we will return the following week to complete that section only at no additional charge.

LANDSCAPE MANAGEMENT

Mowing Services



We will maintain a weekly schedule for all turf areas in the growing season and a bi-weekly schedule in the slow growing months with a focus on trim and beds during slow season. The following schedule may change according to weather, turf conditions, and fertilization schedule:

- Summer - (typically March through October)
- Winter - (typically November through February)

Attention to Small Areas - Hand mowers or smaller units will be used in areas where large, heavy equipment may damage the turf or other association property.

Grass Clippings - Grass clippings will be dispersed at each mowing, to eliminate unsightly build-up of grass clippings that may appear after each mowing. Excessive clippings "wash-up", which may occur after heavy rains, will be promptly addressed by dispersal. Obviously long or heavy grass clippings that cannot be

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adequately dispersed must be removed. All removed clippings must be recycled in keeping with recommended horticultural procedures unless otherwise stipulated. All mowers are equipped with mulching units that mulch the grass prior to dispersal.

Sidewalks and Driveways - Sidewalks and driveways will be edged with every mowing. Borders of plant beds are to be maintained with a distinct edge that separates the bed from adjoining grass. No chemicals shall be used for edging of the beds.

OPTIONAL ONESOURCE SERVICES:

The following optional services can be provided at the pricing as noted below:

SERVICE	FREQUENCY PER YEAR	PRICE PER OCCURANCE	PRICE PER YEAR	CLIENT INITIALS
Mulch Cypress B	1 time per year	\$52.00 per yard installed		
Tall Palm Pruning	1 time per year	\$25.00 per palm		

One Source clients are first to receive our services in the event of an emergency. We have emergency plans that allows us to dispatch teams to control the emergency while not affecting monthly services. When a catastrophe or emergency situation occurs, your local Regional Manager, will personally draw on resources and pull equipment from our yard to ensure your property is quickly, properly and safely serviced.

SPECIFICATION OF SERVICES

Annual Base Management Price	\$29,200.00
Annual Irrigation (Monthly Inspection)	Separate Contract
Annual Fertilization By True Green (Contracted separate)	Separate Contract
Total Landscape Annual Cost (Maintenance)	\$29,200.00
Total Landscape Monthly Cost (Maintenance)	\$2,433.33

- 1st year Landscape Maintenance Services- \$29,200.00**
- 2nd year Landscape Maintenance Services- \$33,225.00**
- 3rd year Landscape Maintenance Services - \$37,700.00**

Project Time Allocation: 4 hours per week on the grounds

Base Management pricing includes:

- Mowing, Weed Eating, Edging – Minimum of 40 times per year.
- Blowing Debris that we generate to maintain clean walkways.
- Oversight of all team members that service the community landscape.
- Direct communication with the Board of Directors.
- Prepare and execute maintenance and enhancement plans.



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PROPOSED SERVICE FEE

We are committed to fulfilling your specific landscape needs while providing the services you expect at a price point that fits your budget. One Source Landscape Services will provide the following competitive pricing per specifications.

PROFESSIONAL UNIFORMS

Professionally uniformed crews represent the quality of the work we provide. Our crews maintain a professional appearance and wear One Source-branded shirts. Operators are required to wear safety equipment when around or operating equipment.

SCOPE OF WORK:

Contractor shall furnish all horticultural supervision, labor, material, equipment, and transportation required to maintain the landscape throughout the contract period, as specified herein.

LAWN CARE:

Mowing and Edging: Lawns shall be mowed more frequently during the active growing season and as needed during other seasons. During extended rainy or dry periods mowing will take place as conditions dictate. Mowing height will be based on what is horticultural correct for the turf variety taking into account the season. Clippings shall not be caught or mulched to remove from lawn area unless they are lying in swaths which may damage the lawn. Edges shall be trimmed to maintain a neat appearance.

Fertilization: Lawns shall be fertilized as scheduled or needed with a commercial fertilizer. The number of applications will be dependent on the condition and needs of the landscape areas. A routine schedule for regular services will be provided by TruGreen and managed by One Source.

Disease control: Disease control is maintained through proper fertilization, mowing and water management. In the event that disease problems occur Contractor will use treatments to stop or slow progression of disease. This program does not include the prevention of disease with weekly or monthly applications of disease control products although such protection is available at substantial additional cost.

Insect control: Contractor will provide control of turf damaging insects using Federal and State registered insect control products as needed to prevent or mitigate turf damage. These treatments include fire ant control, however, there will be an additional charge should there be an infestation in the community. Disease caused by infestation of nematodes (microscopic round worms that feed on roots) is not included. Currently, there is no effective nematode control product registered for use on landscapes. Contractor will recommend additional treatments and procedures to minimize damage should nematodes become a problem. These treatments will be provided at additional cost. Nematode control is available for some sports turf locations and will be quoted separately if required.

Weed control: Contractor will use proper fertilization, mowing and watering practices to promote the growth of weed resistant turf. Additionally, applications of pre and post emergence weed controls will be applied at times if warranted to control weeds without damaging desirable turf. Recent changes in Federal regulations have resulted in our loss of ability to selectively control some weeds including crabgrass when they are present in St Augustine. The only control of these weeds is to address the infested turf with non-selective products such as Roundup. These treatments require the resodding which will be quoted at additional charge.

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GROUND COVER AREA/SHRUB AREAS:

Edging: Edge ground cover as needed to keep within bounds and away from obstacles.

Pruning: Shrubs shall be pruned only as necessary to maintain the natural form of the plant, to maintain growth within space limitations, and to eliminate damage or diseased wood. This excludes pruning necessitated by storm damage, disease, neglected overgrowth or winterkill.

Weed Control: Keep beds reasonably free of broadleaf or grassy weeds, preferably with pre-emergent and/or selective post-emergent/contact herbicides.
 Pre-emerge: This type of control should be used only if a known weed problem warrants its use. Post-emerge: Control broadleaf weeds with selective herbicides. The chosen chemical will be recommended and legally approved for the specific weed problem.

Fertilization: Apply fertilizer as warranted. The number of applications will be dependent on the type of nitrogen used and the type of plant material.

Fungicide: Apply recommended, legally approved fungicides to control disease-causing damage to ornamentals if warranted.

Pesticide: Apply recommended, legally approved pesticides to control insects causing damage to ornamentals if warranted.

Control of imported pests: Certain locations in the United States have a record of accidental introduction of pests from other countries. These imported pests can be very damaging and difficult or impossible to control with available products. Where such pests become a problem Contractor will recommend the most cost-effective alternatives for pest mitigation. Such recommendations may include plant replacement or intensified treatment schedules that may require additional cost to the customer.

(If association selects our provider, One Source shall will repair any damages caused by mowers or crew/must notified within 48 hours

IRRIGATION SYSTEM:

Watering shall be scheduled with automatic controllers to supply quantities and frequencies consistent with seasonal requirements of the plant materials in the landscape. In some circumstances, water scheduling may be limited by local watering restrictions.

Where practical, watering shall be done at night or early morning if the system is automatic, unless notified otherwise by the owner. Any damages to the irrigation system caused by the Contractor while carrying out maintenance operations shall be repaired without charge. Where practical, repairs shall be made within one watering period.

Faulty equipment, vandalism or accidental damage caused by others shall be reported promptly to owner. Cost of labor and material to perform repair is an extra and shall be paid for by the owner upon authorization. Whenever possible, owner's representative shall be instructed on how to turn off system in case of emergency. Our office is to be advised at once or by next business day. If the Contractor is required to make emergency repairs or adjustments on other than regularly scheduled visits, a minimum charge of \$95.00 emergency calls will apply.



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TREE CARE:

Pruning: Height limitation for tree pruning covered in the specification is 12 feet. On trees over 12 feet in height only low-hanging branches that present a hazard to pedestrian or vehicular traffic will be raised. Trees under 12 feet are scheduled to be pruned in the winter months except for safety-related pruning, which will be done only if necessary.

Staking: Stakes are to be inspected and adjusted or removed as necessary. When trees attain a trunk caliper of 4" or substantial root development stability, removal will be discussed with client.

DEBRIS CLEANUP:

All landscape areas shall be inspected on days of service and excess debris removed. Gardening debris, generated from our work, shall be removed from paved areas on days of service. This excludes heavy leaf fall pickup from parking areas, sidewalks, pools, etc.

PALM PRUNING: Optional, quoted upon request

Dead or dying fronds should be removed annually. It is best to leave healthy fronds when possible and defer to specific pruning methods and finished cuts per palm type.

MULCHED AREA: Optional, quoted upon request

Mulched areas will be inspected on our days of service. Weeds and grasses shall be controlled with recommended, legally approved herbicides only if necessary. In those areas with excessive mulch build-up alternatives will be discussed with the client. Mulch beds will be replenished with a 2 inch depth of mulch annually. In those areas with excessive mulch build up, alternatives will be discussed with the client.

ANNUAL COLOR: Optional, quoted upon request

Contract grown flowers will be installed every three months. Specified varieties, size, spacing and frequency will be recommended per climate and location of plantings. A 90-day warranty on plant life is applied excluding vandalism, acts of God, or irrigation related issues not due to contractor negligence or response time.

ENFORCEMENT: In the event of any action at law or in equity by a party hereto for enforcement of its rights under the provisions of this Agreement or seeking damages by reason of any breach by the other party of its duties and obligations hereunder, the prevailing party shall be entitled to, in addition to any other relief provided by law, recovery of reasonable attorneys' fees and court costs incurred in connection therewith, in any proceeding, including at trial and any appeals therefrom.

INTEGRATION: This Agreement constitutes the entire agreement of the parties and supersedes all prior communications, understandings and agreements relating to the subject matter hereof, whether oral or written. No change, waiver or modification of this Agreement shall be valid unless in writing and signed by both parties.

SUCCESSORS and ASSIGN: The client and OSC respectively bind themselves, their partners, successors, assigns and legal representatives to the other party hereto and to partners, successors, assigns and legal representatives of such other party in respect to covenants, agreements and obligations contained in this Agreement. Neither party to this Agreement shall assign the Agreement as a whole without written consent of the other.



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GOVERNING LAW: This Agreement shall be governed by the laws of the State of Florida. Jurisdiction and venue for any action involving a dispute arising under this Agreement or any action interpreting or enforcing any provision of this Agreement, shall lie exclusively in a court of competent jurisdiction located in Sarasota County, Florida. The Association and OSC expressly waive any right to trial by jury.

DISPUTE RESOLUTION: All disputes arising under this Agreement shall be resolved through litigation. The prevailing party in any such action shall be entitled to collect from the other party its reasonable attorneys' fees, including paralegal fees and appellate attorneys' fees, and costs incurred in prosecuting or defending any such action. The prevailing party shall be deemed to be the party who recovers a net recovery, or has this Agreement interpreted or enforced in its favor or consistent with its position in the litigation.

Termination: Either party may terminate this agreement, with cause and 60 day notice.

SERVERABILITY: If any part or portion of this Agreement is, for any reason, held or declared to be inoperative or void, it is the intent of the parties that the remainder of this Agreement, after exclusion of such inoperative or invalid part, shall remain valid as if such excluded part had never been included. In the event of any conflict between any provision of this Agreement and any required and/or mandatory provision of the Florida Statutes, and any amendments or rules pertaining thereto, the required and/or mandatory provision of the Florida Statutes shall be deemed to prevail. OSC covenants and agrees that all of its officers and employees providing management services are and will continue to be licensed as required by Chapter 468, Florida Statutes, and any other applicable law.

NOTICES: All notices to the Association desired or required pursuant to any provision of this Agreement shall be delivered by U.S Certified Mail, Return Receipt Requested, or traceable Overnight Delivery Service and be addressed to the Association to the attention of its President at his/her current address or at such other address as the Association may direct in writing from time to time. All notices to OSC desired or required to be sent pursuant to any provision of this Agreement shall be delivered by Certified Mail, Return Receipt Requested, or traceable Overnight Delivery Service and be addressed to OSC to the attention of its President at 510 Bay Isles Road, Suite 2, Longboat Key, Florida 34228, or at such other address as OSC may direct in writing from time to time.

IN WITNESS WHEREOF, each of the parties hereto has executed this Agreement as of the day and year first written above.

ONE SOURCE CORPORATION

**IRONWOOD VILLAS
CONDOMINIUM ASSOCIATION, INC.**

Name: Gabriel Hernandez

Name: Robert DiCaprio

Signature: [Handwritten Signature]

Signature: [Handwritten Signature]

Title: President

Title: President

Date: 4/5/2022

Date: 4-5-2022