

Landscape Contractor Resolution Worksheet

Date: September 17, 2025

Suggested Motion:

“I move to approve a Landscape Contract with _____ in the amount of \$ _____ with funds to come from GL 6537.000 Grounds & Landscaping Contracts”.

2nd:

Vote:

	In Favor	Opposed	Abstained	Absent
Scott Buchanan				
Dave Bush				
Caitlin Counihan				
Lucille Eddy				
Elaine Lawler				
Jeff Lisanick				
Scott Mulrooney				
Mike Rothenberg				
Jim Wicker				

To: Parkfairfax Condominium Unit Owners Association Board
From: Scott Knudsen, Landscape Committee Chair and
Robin Davis, Landscape Committee Liaison
Subject: Recommendation for new Landscape Contractor

Six companies were asked to submit a proposal, they included:

- Avanza Landscaping & Maintenance
- Blake Landscaping
- Environmental Enhancements
- Heritage Landscape Services
- Lancaster Landscapes
- Shenandoah Landscape Services Inc.

Five companies submitted proposals on time and were evaluated by the Committee. As was reported at the August Board Meeting, we selected four companies for in-person interviews. Based on the interviews and proposals, we assembled the comparison chart found behind this memo.

After evaluating all four proposals with the Landscape Committee, we recommend **Lancaster Landscapes** as the best overall candidate for Parkfairfax's Landscape Management Contract. Lancaster Landscapes delivers the best combination of quality, sustainability, cost stability, and proactive communication. They balance advanced practices with strong financial value, while offering:

- An inclusive pricing model
- A proven environmentally conscious approach
- Experienced leadership and staff
- Clear operational structure and transparent communication

Given Parkfairfax's priorities — curb appeal, ecological responsibility, predictable costs, and resident satisfaction — Lancaster Landscapes is the most strategically aligned partner for the next contract cycle.

Below is a summary of the key reasons behind this recommendation:

Highly Experienced & Stable Team

- Lancaster employs **longer-tenured staff** than most competitors, resulting in more consistent service quality.
- Already assigned a **dedicated account manager** (named in proposal) plus **three additional points of contact** to ensure strong, continuous communication with Parkfairfax.

- Lancaster has an **arborist, horticulturalist, and landscape designer** on staff, ensuring professional guidance for Parkfairfax's long-term canopy health and planting strategy.

Superior Service Quality & Holistic Leaf & Turf Management

- A **10 person-two-day mowing schedule** to minimize noise, disruption, and turf damage. As well as having the entire property completed at the same time.
- Uses **thoughtful, need-based mowing practices** — avoiding unnecessary cuts that stress the turf and supporting healthier, more resilient lawns.
- Offers **three seasonal leaf removals**, with an emphasis on **mulching leaves into lawns, tree rings, and woodlands**:
 - Reduces volume of debris hauled off-site.
 - Improves soil health by recycling nutrients naturally.
 - Aligns with sustainable best practices.

Sustainability/Environmentally Friendly Leadership

- CEO/President is a Master Gardener and is deeply committed to sustainable landscaping practices.
- Offers an **organic lawncare program** that aligns with Parkfairfax's environmental goals.
- Proactively integrates beneficial insects like **praying mantises and ladybugs** to reduce chemical pesticide use (optional practice).
- Actively **implements electric equipment** at scale in nearby communities like Fairlington North — indicating their ability to adopt cleaner, quieter technology for Parkfairfax.

Structured Communication & Oversight

- Proposes **quarterly walkthroughs, daily check-ins** with management, and an **annual improvement plan**.
- Includes **service calendars** as part of their proposal, offering transparency and predictability.
- Stresses **community engagement through communication**, either through help with messaging or community events (a ladybug release party was done at a property to help discuss environmentally friendly practices).

Inclusive Pricing & Cost Control

- **Most inclusive pricing** structure among all bidders, covering more services within the base cost.
- **Mulching every year** (all bidders) — at a lower cost than CLS — ensures consistent curb appeal and soil health.
- **Three shrub pruning** annually are bundled in, minimizing extra charges.
- Contract **locks in pricing for two years**, with a capped **inflation adjustment of 2%** — the most budget-friendly escalation clause of all vendors.
- Includes a **\$10,000 incentive credit** that Parkfairfax can allocate at its discretion.

Bidder Name	Lancaster Landscaping	Blake Landscaping	Heritage Landscaping	Shenandoah Landscaping
Crew	10 person crew over 2 days at height of season	4 person crew/5 days a week - 3-4 days mowing, rest on other projects	4 person crew/5 days a week	4 people/5 days a week, more as needed in spring and fall
Reporting structure	quarterly walk-throughs, annual improvement plan, weekly reports, daily check-ins	weekly reports, daily on high season, walk throughs to start	weekly reports and meetings	weekly reports
Account Manager	dedicated with three points of contact	half time	account manager on site once a week (oversees Arlington, Alexandria and Fairfax)	2/3 time spent here 1/3 at Fairlington Towne
Native /Organic Experience	lots including compost tea applications, use of Fiesta and crabgrass management as well as application of Eco-grass, rain gardens and cocograin mats (water issues)	limited mostly residential, but experience with natives and pollinator gardens as well as clover mixes	not-recommended but willing to work with us.	support eliminating chemicals through soil testing, pH adjustment and seeding
Mowing and Edging	included	included	included	included
	every 7-10 days as needed (April - October) with exception of dry periods			every 7-10 days as needed (April - October) with exception of dry periods
spring clean up	included	every 7-10 days as needed	26 visits, every 7-10 days as needed	included
Spring Mulch (Yearly)	included	Large (20) crew for mulching, edging and spring cleanup	included	included
		included		Turning of mulch - \$73,500 for off year
Turf Fertilizer	included	included	included	included
Weed Control	included	included	included	included - just sidewalks and curbs
				OPTIONAL Pre-emergent \$5880 per application Broadleaf \$8480/year
Aeration and Overseeding	included	included	included	OPTIONAL
				Aeration \$6175/ occurrence Seeding \$12096/occurrence
Leaf Removal	included	included	included	included
	3 removals (~Oct, Nov, Dec), added to wooded areas and tree rings (in backs of units)			3 removals (2x in Nov, 1 time in Dec.)
Shrub and Tree Pruning	included	2 leaf removals	2 leaf removals	OPTIONAL - 3 people full time May-July
	3 pruning for shrubs, 1 for trees	2 pruning, discussed speciality needed	3 pruning	Trees - \$5000/occurrence Shrubs - \$149,625/year
Irrigation	Startup, inspection and winterization	separate contract	3 inspections plus winterization	separate contract

Bidder Name	Lancaster Landscaping		Blake Landscaping		Heritage Landscaping		Shenandoah Landscaping
soil testing	included		not included in proposal		not included in proposal		included
Pest Control	optional for turf disease, otherwise included and can be insect introductions instead of chemicals		included		included		OPTIONAL (horticultural oil) \$2550/application
Escalation Clause	Fixed base for first 2 years, inflation clause capped at 2%			2.5% increase, automatic renewal		3% annual escalation clause	right to increase charges due to political or other issues.
Incentive				3 HOA signs bed overhall (\$3500 on year 1 and 2700 annually with rotations in summer and fall)			
	\$10,000 toward any landscape projects or enhancements			\$7500/year for turf renovation or rejuvenation credit			none
Total	\$ 381,000.00			\$ 461,376.00		\$ 377,256.00	\$ 492,545.04
Per Month	\$ 31,750.00			\$ 38,448.00		\$ 31,438.00	\$ 41,045.42
Notes	base pricing					base pricing	base pricing
	2026:\$381,000					2026:\$377,256	2026:\$492,545
	2027:\$381,000					2027:\$348,804	2027:\$507,321
	2028:\$392,424					2028:\$384,804	2028:\$522,540
	Additional options for					mention of summer and fall annuals at Admin offices	irrigation pricing
	Flower Rotations (annuals)			irrigation pricing - \$5361/year			2026:\$4725
	Rejuvenation shrub pruning						2027:\$4867
	Tree Day						2028:\$5013
	Landscape Enhancements						
	Additional Trash/Litter Removal						

**LANCASTER
LANDSCAPES**

**LANCASTER
Presents**

2026-2028

Lawn Maintenance

Bid Package

For

**PARKFAIRFAX
CONDOMINIUM UNIT
OWNERS
ASSOCIATION**



MISSION STATEMENT OF LANCASTER LANDSCAPES, INC.

Lancaster Landscapes is a full service landscape maintenance company dedicated to providing outstanding customer service at a competitive price. Since 1962, Washington area property owners have entrusted the care of their landscapes to the dedicated staff and employees of Lancaster Landscapes.

The goal of our company has always been to provide our clients with enthusiastic, well-trained, properly equipped, professional employees who take pride in their work. We strive to be flexible in our approach so each client will be assured that their individual expectations are met or exceeded.

Controlled and limited customer growth insures that Lancaster Landscapes will remain a mid-sized, locally owned company that focuses on customer retention through satisfaction. Our honest and straight forward approach has enabled us to build long term relationships with our clients for over 50 years.

Adrienne Zaleski
President/CEO

Carlos Rios
Vice President of Operations





Lancaster Landscapes – Parkfairfax Proposal

Proposal Summary

Lancaster Landscapes is pleased to present our comprehensive landscaping and maintenance proposal for Parkfairfax. Our services are tailored to the community's unique needs, focusing on turf health, mulching, leaf removal, and consistent curb appeal. We aim to be a true partner to the HOA, ensuring residents enjoy a beautiful and well-maintained environment year-round.

Why Choose Lancaster Landscapes?

- **Proven Expertise:** Decades of experience serving communities similar to Parkfairfax. Current clients with similar needs and design of Parkfairfax. Clients include North Fairlington, Fairlington Meadows, Cameron Station, Fairlington Commons
 - **Tailored Solutions:** Customized approach to address specific seasonal maintenance needs.
 - **Transparent Communication:** Service calendars, proactive updates, and easy access to your dedicated manager.
 - **Organic Lawncare Program:** Tailored to the communities needs and future goals
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Dedicated Account Manager – Frank Jones

Your account will be personally managed by **Frank Jones**, one of our most experienced account managers. Frank has successfully overseen numerous communities of comparable size and complexity. He will: - Be your **primary point of contact** for all services and communication. - Conduct **quality-control inspections** to ensure the highest standards. - Lead **quarterly walk-throughs** with the HOA board to review progress and upcoming needs.

Service Overview

- **Routine Mowing, Trimming & Edging:** Scheduled on a 7–10 day cycle, adjusted for seasonal conditions.

- **Mulching:** Seasonal mulch installation to maintain plant health and enhance aesthetics.
 - **Leaf Removal:** Thorough fall and winter cleanups to keep common areas neat and safe.
 - **Turf & Plant Health:** Fertilization, aeration and overseeding, weed control, and disease prevention treatments.
 - **Enhancements:** Optional seasonal color rotations, hardscapes, native and perennial installation, reduction of turf areas, eco seeding projects and conservation/rain gardens.
 - **Irrigation:** Spring startup, service visit and winterization
 - **Arboricultural:** Full service in house arborist division and professional consultations
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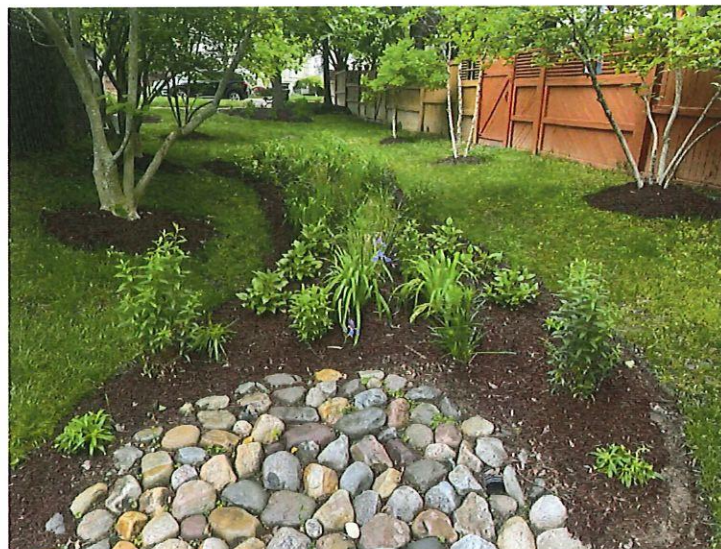
Value-Added Benefits

- **Quarterly Walk-Throughs**
 - **Annual Improvement Plan** – Recommendations for enhancements that fit your goals and budget.
 - **Flexible Service Options** – Customized service options to give the board control over service levels and costs.
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Our Commitment

By partnering with Lancaster Landscapes, Parkfairfax gains a reliable, proactive team committed to exceptional service and long-term results. With **our team**, you can trust that every detail will be handled with care, expertise, and accountability.

We look forward to the opportunity to serve Parkfairfax and create a lasting partnership!



Conservation Garden – Cameron Station

HISTORY – EXPERIENCE

- ESTABLISHED IN 1962
- LOCALLY OWNED AND OPERATED, ADRIENNE ZALESKI, PRESIDENT AND CEO
- HAVE SUCCESSFULLY EXECUTED LARGE CONTRACTS RANGING IN ANNUAL VALUE FROM \$250,000 TO OVER \$1,000,000
- HAVE BEEN THE RECIPIENT OF OVER 50 AWARDS FOR EXCELLENCE IN SERVICE
- 2 FULLY STAFFED LOCATIONS SERVING THE WASHINGTON METRO AREA

PERSONNEL

- EMPLOYS OVER 120 FULL-TIME AND PEAK PERIOD EMPLOYEES
- ON-STAFF HORTICULTURIST
- ON-STAFF ARBORIST
- ON-STAFF LICENSED, REGISTERED PESTICIDE APPLICATORS FOR MARYLAND AND VIRGINIA
- TWO FULL-TIME, EXPERIENCED SMALL ENGINE AND TRUCK MECHANICS
- AREA MANAGERS ARE EQUIPPED WITH SMART PHONES, LAPTOPS AS WELL AS EMAIL
- BI-LINGUAL FOREMEN ARE EQUIPPED WITH SMART PHONES, LAPTOPS AS WELL AS EMAIL

EQUIPMENT AND VEHICLES

- 20 PRODUCTION VEHICLES
- 3 DUMP TRUCKS
- 16 LANDSCAPE TRAILERS
- 6 FRONT END LOADERS
- 2 TREE CHIPPER TRUCKS
- 30 MOWING TRACTORS
- TRACT DRIVEN STUMP GRINDER
- OVER 1,000 PIECES OF SMALL EQUIPMENT; MOWER, EDGERS, BLOWERS, ETC.
- 3 SPRAY VEHICLES
- 2 700-GALLON WATERING TRUCKS
- 20 SNOW REMOVAL TRUCKS

HORTICULTURAL EMPLOYEE TRUCKS

- LANCASTER LANDSCAPES PROVIDES IN-HOUSE, STRUCTURED TRAINING SEMINARS
- EMPLOYEES ATTEND MANAGEMENT AND FIELD TRAINING CONFERENCES SPONSORED BY LOCAL UNIVERSITIES AND TRADE ASSOCIATIONS

SAFETY AND LOSS CONTROL PROGRAM

- LANCASTER LANDSCAPES HAS A COMPREHENSIVE SAFETY AND LOSS CONTROL PROGRAM
- THE PROGRAM'S OBJECTIVE IS TO PROVIDE AND MAINTAIN SAFE AND HEALTHFUL WORKING CONDITIONS AND TO FOLLOW OPERATING PRACTICES THAT WILL SAFEGUARD ALL EMPLOYEES AND AS AN END RESULT, PROMOTE A GREATER DEGREE OF CLIENT CONFIDENCE

SUMMARY

- LANCASTER LANDSCAPES HAS THE EXPERIENCE, EXPERTISE, PERSONNEL, EQUIPMENT AND COMMITMENT TO PROVIDE AWARD WINNING SERVICE AT A COMPETITIVE PRICE

TASK ORIENTED – QUALITY CONTROL

Experience has proven time and time again that the management and supervision of numerous crews on any property cannot be adequately performed without the implementation of a strict chain of command. Lancaster Landscapes believes in this concept and it is the guiding factor in decisions made from the President down to our newest laborer.

Each employee of Lancaster Landscapes is trained to perform a certain task and perform it well. This instills pride in the employee and enables them to become a vital part of the team. No task, no matter how simple it may seem, can be taken for granted or overlooked. Mowing entails the use of push, walk behind, and rider machines; there are lime trimmers, edgers, and blowers which also must be operated simultaneously to complement the mowing operation. Each employee one very crew is responsible for his or her assigned task. This allows for total accountability for every laborer, foreman, and manager.

Direction comes from the top down. Managers receive direction from the property staff or corporate staff. It is then relayed to foreman and then down to the specific laborers, who have been trained to perform up to company standards. Only when the specific task is 100% complete, will they be assigned another.

At first, this may seem frustrating or inefficient to a casual bystander or even many new hires. Why doesn't the man mowing the grass stop and prune the overgrown shrub? Why doesn't the operator of a lime trimmer take time to pull a weed? The reason is at Lancaster Landscapes, each task is assigned to a person that is trained for the job and is accountable for it. Accountability is what turns ordinary employees into professionals.

Although it may seem reasonable to assign every employee a pair of pruners and give them discretion to prune at will, the results would be disastrous. Can you imagine the chaos that would erupt from 8 or 9 people taking directions from residents or acting out on their own?

This is why Lancaster Landscapes assigns specific people and crews to perform specific tasks and to take direct orders from the chain of command. Although nearly all employees are fully capable and trained to perform numerous functions, they will be responsible only for one at a time.

We assign separate crews for mowing, pruning, weeding, fertilization, planting, tree pruning, and leaf removal. When problems are noticed by crew members, they report them to their supervisor, who will redirect the appropriate personnel to take corrective action.

By taking this approach, Lancaster Landscapes can assure quality control and reward employees who accept their specific responsibility

LANDCASTER **GROUPS** **MAINTENANCE** **CONTRACT AND** **SPECIFICATIONS**





**PARKFAIRFAX CONDOMINIUM UNIT OWNERS ASSOCIATION
2026-2028 LANDSCAPE MAINTENANCE SERVICES**

Contact:

Francisco Foschi, CMCA®, AMS®, PCAM®
General Manager – Parkfairfax Condominium
ffoschi@parkfairfax.org | P: 703-998-6315
3360 Gunston Rd, Alexandria, VA 22302
www.parkfairfax.org

LANDSCAPE MANAGEMENT CONTRACT

Lancaster Landscapes, Inc. hereby contracts **PARKFAIRFAX CONDOMINIUM UNIT OWNERS ASSOCIATION**, to perform landscape management services in accordance with the attached specifications and general conditions.

CONTRACT LANDSCAPE SERVICES

CONTRACT LANDSCAPE SERVICES FOR 2026	\$ <u>381,000.00</u>
CONTRACT LANDSCAPE SERVICES FOR 2027	\$ <u>381,000.00</u>
CONTRACT LANDSCAPE SERVICES FOR 2028	\$ <u>392,424.00</u>

PAYMENT SCHEDULE

Payments for contract landscape services are due and payable in equal monthly installments of:

\$ 31750.00 beginning January 1, 2026 through December 1, 2026
\$ 31750.00 beginning January 1, 2027 through December 1, 2027
\$ 32702.00 beginning January 1, 2028 through December 1, 2028

All parties signing below, understand and approve of all terms and statements as presented herein.

Date: 7.29.2025

By: Adrienne Zaleski

Adrienne Zaleski
President

Representative For:
LANCASTER LANDSCAPES, INC.

Date: _____

By: _____

Contracting Officer
Representative For:
PARKFAIRFAX CONDOMINIUM UOA

Please sign and date Signature Page, provide community address, keep one copy for your records and return a copy to Lancaster Landscapes, Inc. for our files

2026-2028

**SCOPE OF WORK AND PERFORMANCE SPECIFICATIONS
PARKFAIRFAX CONDOMINIUM UNIT OWNERS ASSOCIATION**

SCOPE OF WORK: SPECIFICATIONS:

Please note: Contractor will not maintain resident gardens marked by yellow stakes

- I. Spring Clean-Up: Spring clean-up services to include the removal of all trash, sticks, leaves and other landscape debris from around plant beds, turf, and paved areas.
- II. Mowing: Turf Areas will be maintained at a 3-3 ½ inch level throughout the growing season, thus mowing will take place approximately every seven to ten days throughout the season. Climatic conditions such as rainy or dry periods will dictate exact timing intervals. Debris removal prior to each cutting is included. Clippings will not be bagged after each mowing. To return nutrients to the soil, clippings will be evenly scattered and recycled onsite. During a period of relaxed mowing frequency, personnel will conduct at least one (1) service visit per ten (10) day period, in order to manage weeds, edge turf grass along hard surfaces and collect litter and debris.
- III. Trimming: Will be performed with each cutting. To include areas around walls, fences, trees, shrubs, poles and curbs.
- IV. Edging: Edging of all sidewalks and curbs to occur with every other mowing throughout the season. All areas will be swept clean and debris removed on the same day service is performed.
- V. Bed Maintenance: Removal of all weeds from bed areas and tree rings to be performed during the months March through December, both manually and with herbicides. Also includes spraying of weeds in cracks of curbs, sidewalks, and streets, to be performed as needed throughout the season.
- VI. Pruning of Shrubbery/Trimming of Ground Cover: Hand pruning or shearing of shrubs and the trimming of existing ground cover to maintain a neat appearance will be performed three (3) times throughout the season. Debris removal is included.
- VII. Pruning of Ornamental Trees: Trimming of ornamental trees will be performed one (1) time during the maintenance season to provide up to a 10' sidewalk clearance. Service to include the removal of low lying limbs and the balancing of limbs overhanging walks and paved areas. Trimming/pruning will be limited to those trees accessible to the ground crews, not to exceed 10' in height.

- VIII. Mulching: To be performed once in the spring to existing property beds and tree rings. Beds/Rings will be re-defined, edged, and treated with an application of pre-post-emergent herbicide. Mulch will be applied to maintain a depth of 2-3", using a dark shredded hardwood bark type mulch. Tot lot to be mulched with shredded hardwood mulch.
- IX. Leaf Removal: Removal of leaves from all turf and bed areas throughout the property. Services include raking, blowing, and vacuuming of leaves. Service to be provided times (3) times – once in October, once in November and once in December (weather permitting). Early leaf drop through October, will be addressed with the mowing service and organic leaf matter will be returned to turf grass areas. Contractor agrees to keep a portion of the leaves on the property in wooded areas
- X. Turf Care: The appropriate materials will be applied per Manufacturer's Specifications, by a Licensed, Certified Applicator.
SPRING: Application of an organic pre-emergent herbicide for control of grassy weeds, organic post-emergent herbicide (Fiesta) for broadleaf weeds, and the application of a slow release nitrogen fertilizer.
FALL: Application of a balanced fertilizer and a second application of an organic post-emergent herbicide (Fiesta) for broadleaf weed control.
- XI. Integrated Pest Management (Tree/Shrub Care): Pest/Disease Control and fertilization of ground cover, shrubbery, and small trees. Site inspections by certified applicator with insecticide applications and fertilization, performed as needed. Ladybugs and praying mantis to be released in June to assist in natural approach
- XII. Maintenance Reports/Check-Ins: Contractor agrees to report and/all services to be performed and will be available for any special instructions which the property manager may issue.
- XIII. Turf Enhancement:
A. AERATION: Aeration of common area turf which are bare and thin will be performed in the fall of the maintenance season. Aeration of accessible turf areas will be performed, using a mechanical core aerator, to extract 1 ½ to 2 inch plugs from the soil to allow oxygen and moisture better access to the turf root zone.
B. OVERSEEDING: Seed will be of a blended turf type, tall fescue, and will be applied at a rate of 3 to 5 pounds per 1,000 square feet on problem, to common area bare and thin areas.

XIV. Irrigation:

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.

Irrigation Inspection Visit (1) - August:

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. 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.

OPTIONAL SERVICES:

- I. Additional trash and litter removal (Optional) : Removal of trash, litter and miscellaneous debris from turf and landscape areas. Prices can also be given for parking lot and street clean up of sand from snow removal process.
- II. Landscape enhancement services: Walkthroughs, consultations, and proposals upon request at no charge. Services include plant replacements, drainage erosion, control, and wall and patio installation.

- III. Rejuvenational Shrub Pruning: Pruning back of selected shrubs, removing more than the last two seasons of growth. This is performed to reduce shrub size, shape and invigorate new growth. Service to be determined based on feedback from Management and Board.
- IV. Turf Insect Disease Control (Optional) : Upon request and for an additional charge, the CONTRACTOR may perform limited and local chemical application treatments as are necessary to eliminate or control surface feeding insects (including typical varieties of surface feeding insects and not necessarily including such pests as gypsy moths and Japanese beetles and associated grubs), as well as occurrences of fungus and/or disease. Service value to be determined upon evaluation of conditions.
- VI. Flower Rotations (Optional): Flower installations are for existing beds located throughout the property. The service includes labor, removal of existing annuals, hauling away of resulting debris, tilling of bed, adding soil amendments, fertilization and initial watering.

Plant varieties listed include but are not limited to those presented below:

Regular annuals 4 ½"

Ageratum, alyssum, begonia – wax, celosia, coleus, cosmos, dianthus, dusty miller, impatiens, lobelia, marigolds, pansy – spring, petunia, portulaca – sundial, salvia, snapdragon, viola, vinca.

Contract Annuals: Spring: 4 ½" *regular* annuals valued at \$4.75 each
Fall: 4 ½" *regular* annuals valued at \$4.75 each

LANDSCAPES

REFERENCES

LANDSCAPE



LANDSCAPE

Estate Condominiums at Quarry Springs In Potomac, Maryland

VENDOR INFORMATION

With your bid, please provide the following information:

Name of Vendor/Contractor: **LANCASTER LANDSCAPES, INC.**

Address of Vendor/Contractor: (Main office)
**5019 B BACKLICK ROAD
ANNANDALE, VA 22003**

Point of Contact: **Adrienne Zaleski and Carlos Rios**

Point of Contact E-mail and Telephone Number:

Adrienne Zaleski, President

azaleski@lancasterlandscapes.com

571.594.3643

Carlos Rios, VP of Operations

Crios@lancasterlandscapes.com

571.288.3290

REFERENCES

Please provide the contact information for three (3) references. These references should be entities comparable to **PARKFAIRFAX CONDOMINIUM UNIT OWNERS ASSOCIATION**

Fairlington Villages – North Fairlington

Mark Johnson, Operations Manager

3001 S Abingdon St, Arlington, VA 22206

Email: opsmgr@fairlingtonvillages.com

Phone: (703) 379-1440

Fairlington Meadows

Margaret Rhodes

Email: margaret.fmbg@gmail.com

Cameron Station Community Association

Steve Philbin, General Manager - CAMP

200 Cameron Station Blvd.

Alexandria, VA 22304

Phone: 703-567-4881

VENDOR QUESTIONNAIRE

General Information about vendor/contractor:

Federal ID or SSN #: 52-0749589

Years in Business: **56 years (founded in 1962)**

Provide your Dun & Bradstreet number: 04-951-498

EMPLOYEE INFORMATION

Number of Employees: Currently 96 employees.

Peak = 120+

Services

Does your company have an arborist on staff: Yes.

Cost for services? Or are they included? Upon Request

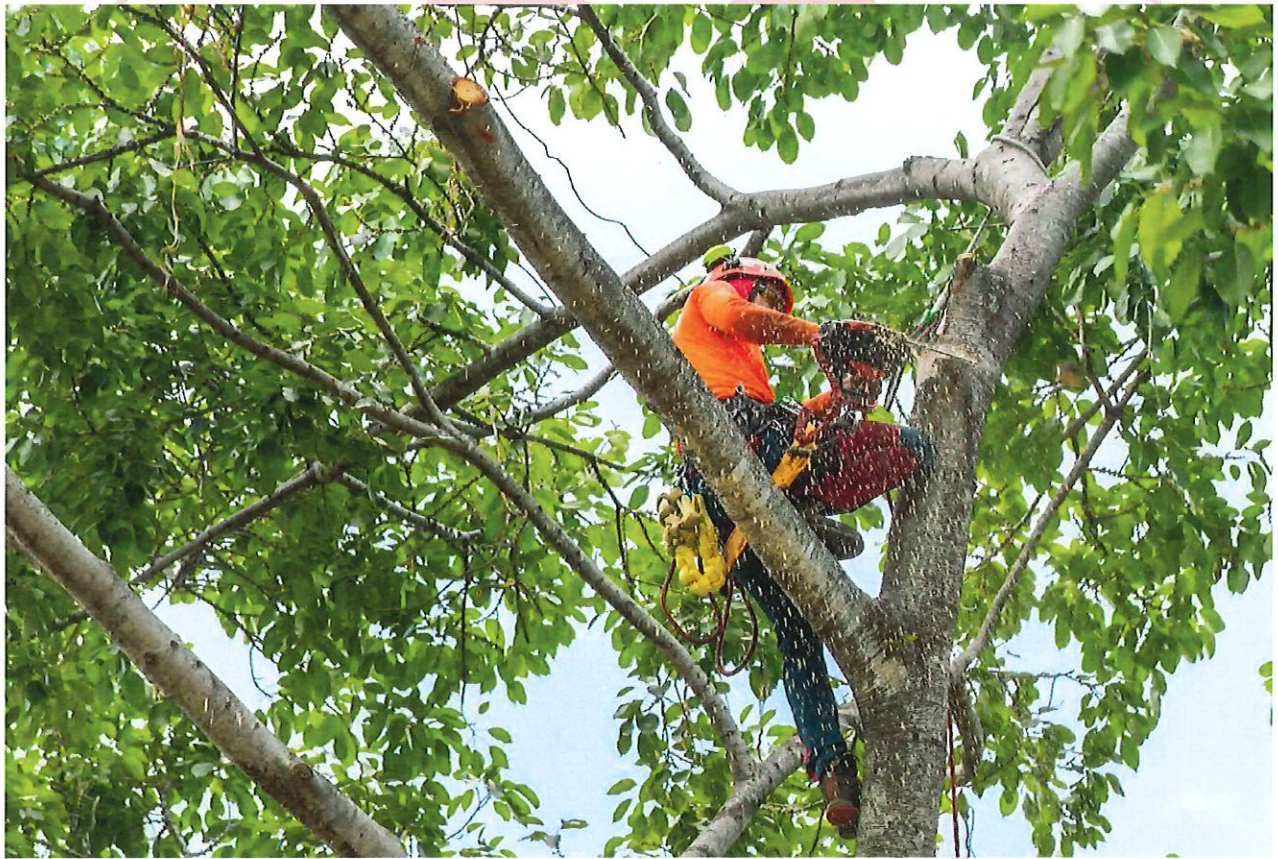
Do you do landscape design? Yes.

Cost for this service or is it included in the contract?

Extensive design plans are an additional cost.

Is your company familiar with Virginia Native Plants and their special requirements? Yes.

TREE DAY PROGRAM LANCASTER



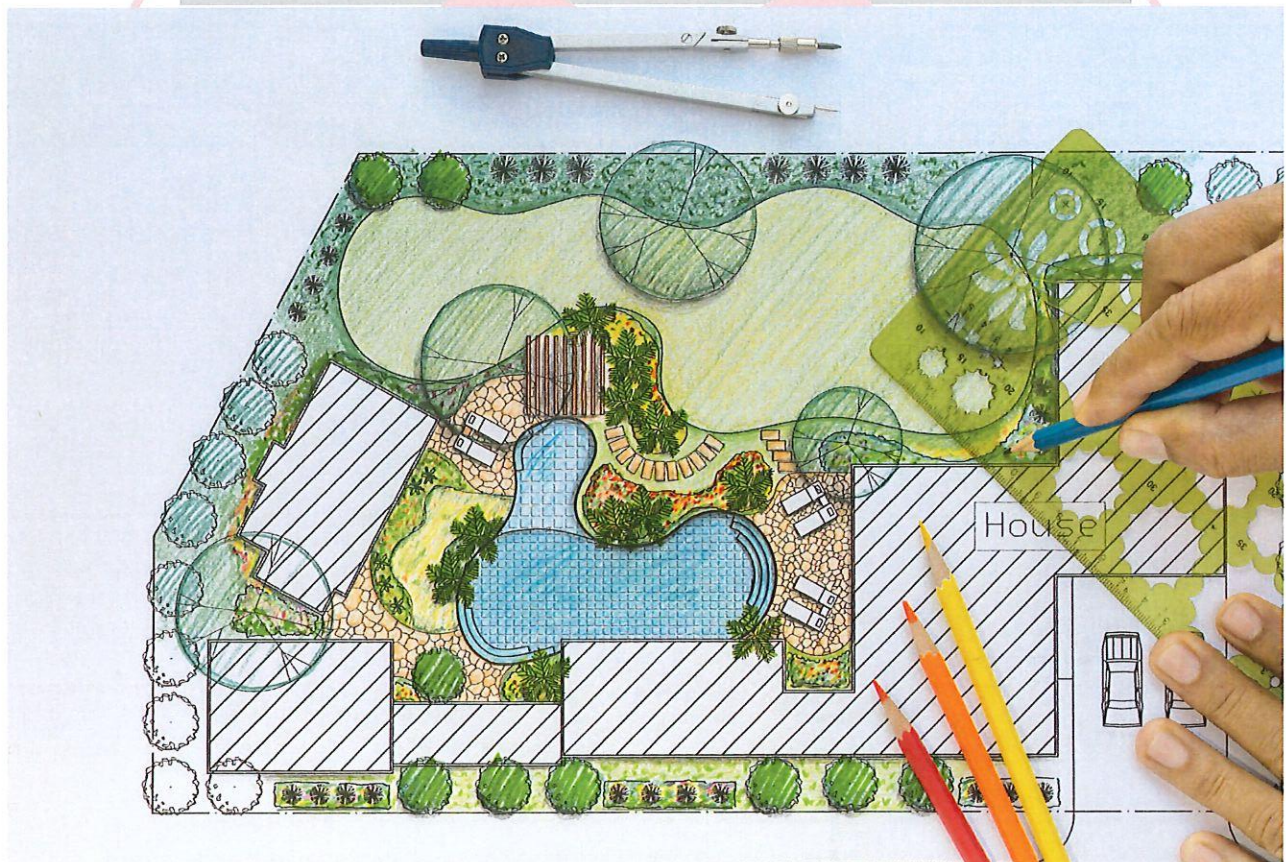
TREE DAY PROGRAM

Trees are one of a community's most valuable assets. The care and pruning of them is a critical part of the landscape maintenance program. Lancaster Landscapes can offer the services of our tree crew and arborists for customers that we contract with.

The most economical way for us to do the work, and for you to budget, is by the use of a "tree day." A tree day is simply the use of our climber, chipper truck, and grounds man for one day. They will come to the property and do as much work as they can do in one day. This work can be elevating trees above lights and signs, pruning trees away from buildings, pruning back trees from wood lines, or removing deadwood or broken branches. These days can be scheduled as needed. This service provides easy access to our crews and it is much cheaper than pricing individual trees one by one. Also, the property manager or board can direct us to work where and when they want.

By incorporating the use of "tree days" each year, trees will be pruned and maintained. For a typical community, we would recommend starting out with three tree days per year. This way you can see the amount of work completed and the results. More trees days can be added each year, if needed. The cost per tree day is \$2,900.00. They can be added to the contract or can be provided under a separate proposal.

LANDSCAPE DESIGN SAMPLES LANCASTER



NATIVE PLANT DESIGN PROTOTYPE – FENCE LINE ALONG WALKWAY 3 of 3

PLEASE NOTE that this digital rendering shows everything in bloom simultaneously. That, of course, is not the case, it's simply presented this way to show the characteristics of the plants in the plan.

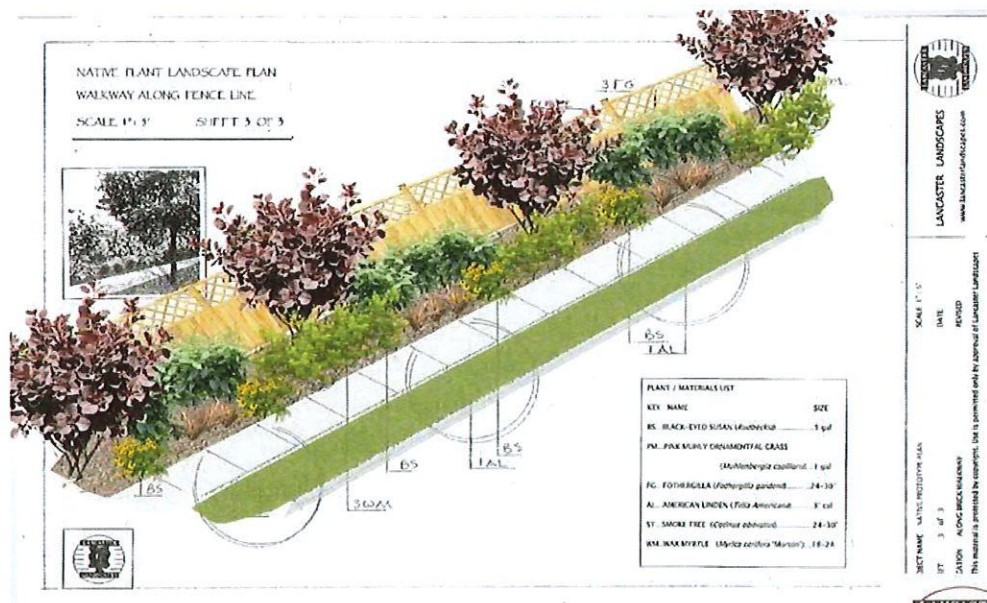


LANCASTER LANDSCAPES www.lancasterlandscapes.com



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NATIVE PLANT DESIGN PROTOTYPE – SHEET 3 of 3



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LANCASTER

**RECOMMENDED
TURF CARE
PROGRAM**

LANDSCAPES



Recommended Turf Management Program

Parkfairfax Condominium Unit Owners Association

Please note: This program is similar to the turf management program we use at North Fairlington (Fairlington Villages)

Fall 2026

- Comprehensive Soil Test August / September
- 1st Selective Application Fiesta weed control September
- Aeration and overseeding Late September/Early October
- Leaf Compost Tea first application Late September/Early October

Spring 2027

- Aeration and overseeding April
- Leaf Compost Tea second application (to replace fertilizer – 2nd tea application will eliminate the need for fertilizer)

Summer 2027

- Possible Fiesta application based on the condition of turf

Fall 2027

- Comprehensive soil test August /September

Fiesta- Fiesta weed control is a Chelated Iron based Natural Herbicide applied utilizing a spray application to control certain broadleaf weeds. A natural weed control product that is absorbed by selective broadleaf weeds quickly eliminating the weed and leaving your lawns lush and green. Fiesta is most effective on clover, dandelion and other soft tissue broadleaf weeds.

Leaf Compost Tea- Leaf Tea is derived from decomposed leaf debris, after being processed by adding water in an agitator to create a brine very high in organic nutrients. The micro and macro nutrients from the tea aid in the proliferation of beneficial microorganisms with the soil. This also aids in stabilizing the soils PH and improves water retention capacity in soils.

Application and Cost: Leaf Tea is applied in a liquid form using non-chlorinated water and can basically be applied anytime of the growing season. The areas should be core-aerated prior to the application to ensure absorption in the top 1" of the soil layers, areas should also be over seeded if service is performed in spring or fall.



July 30, 2025

Parkfairfax Condominium Unit Owners Association
3360 Gunston Road
Alexandria, Virginia

RE LANDSCAPE MAINTENANCE AND ASSOCIATED SERVICES FOR PCUOA

Dear Parkfairfax Condominium Unit Owners Association:

Thank you for the opportunity to submit a landscape maintenance proposal for the Parkfairfax Condominium Unit Owners Association (PCUOA)

Blake Landscapes, Inc. (Blake Landscapes) is a locally owned and operated landscaping service organization based in Loudoun County built from a strong set of values and a genuine dedication to providing the highest quality landscape management, landscape construction, and snow removal services in Northern Virginia.

Blake Landscapes corporate ownership will be primarily involved with the management of our services to PCUOA and will be accessible daily. We understand to fulfill the expectations of a community this size the account manager must work closely and communicate with the board and property management. We strive to deliver that level of care and detail throughout all communities maintained by Blake Landscapes. Our 22-year partnership with River Creek Owners Association is a testament to our abilities to manage larger communities.

In 2011, Blake Landscapes enrolled in the U.S. Department of Homeland Security E-Verify program for all its new employees. E-Verify is an electronic program through which employers verify the employment eligibility of their applicants. Our voluntary participation in the E-Verify program will provide you with the assurance that all employees working on behalf of Blake Landscapes at your site are legally authorized to work in the United States.

We would also welcome you and your Board of Directors to schedule a tour of our corporate headquarters and operations center, located in Leesburg, Virginia. Blake Landscapes has a storage yard located near Dulles Airport which can be utilized for this contract if necessary. Our proximity to your property and major highways will allow Blake Landscapes to rapidly respond to service requests.

I am confident that we can partner with the association to make a difference for the residents of PCUOA.

Thank you for your time and consideration.

Sincerely,

Andrew Fleischmann

CEO

Parkfairfax Condominium Association

Landscape Maintenance Proposal

July 30, 2025

Experience and Qualifications

Our company has been in business since 1951, starting in Fairfax City installing sod for ball fields and performing commercial landscaping. We moved to Loudoun County in the 1980's and transitioned to only commercial landscape installations. In the late 1990's we transitioned again to commercial landscape maintenance as a primary business and have been growing in that field ever since.

We specialize in landscape maintenance for HOAs, Commercial (2 Northrup Grumman headquarters, 13 Cox Communications sites), municipalities (Loudoun County, Town of Vienna, Town of Leesburg) and government facilities (Dulles Toll Road, NOAA facilities, NWS facilities, etc). Our area of service is Loudoun and Fairfax Counties, including Arlington, Alexandria, Falls Church, Springfield and Lorton. We have a branch location off of the Dulles Toll Road.

We have been performing landscape maintenance at large HOAs for many years in the Norther Virginia area. We currently service River Creek Owners Association that has over 1,000 homes. We have been working there for 22 years and are proud of working in this beautiful community. We invite you for a tour, if possible. We service other large HOA's and Condominium Associations where we maintain homeowner's landscaping. We maintain 394 units in the community of Ashbrook in Ashburn, Va. We understand the nuances of working at someone's residence every week and the professionalism it requires.

Approach and Methodology

We found that having a crew onsite most every day for large communities is the best model for success. We promote this idea at River Creek and it has worked for 10 years. The Management prefers this approach as there is most always someone available to take care of emergencies and any issues quickly. At Parkfairfax, we would use the same 4 man crew 5 days a week for mowing services, including weeding. The days between mowing would be used to install mulch, prune or do leaf removal. We would of course need a much larger presence for the mulching installation- we would start in March with a team of 20 and begin spring cleanup, edging and the mulch installation. Mulching would be completed by the time mowing season begins.

An Account Manager would spend half his time dedicated to Parkfairfax. He would manage the crews and work together with Management directly. We know communication is key to

succeeding in this industry and the contractor responsibilities that were listed in the RFP are exactly what is needed to communicate effectively. This is our standard of communication for all our properties.

Using our branch location from the Dulles Toll Road, we are only 30 minutes from Parkfairfax.

Cost Proposal

We developed the specifications for this job based on the RFP, but there were no specifics for services. We proposed what we believe the community wants, but these quantities and services can be adjusted. As you know the community is huge- there is a substantial amount of mulch and many hours needed to service the property. We would be happy to show how much mulch we estimated, hours estimated for mowing, pruning and leaf removal. This is a true measure of what you will be receiving from any company. We spent an entire week estimating this property with 2 senior estimators. We have a thorough understanding of the size and scope of this property which is reflected in our price.

References

See attached.

Documentation and Compliance

Provided upon request. We have a Class A contractors license, Pesticide Applicators License, and all relevant business licensure. We carry an \$8,000,000 umbrella policy.

INCENTIVES

We would like to include an incentive for Parkfairfax to work with Blake Landscapes. For the 3 HOA signs at Preston and Martha Custis, Valley Drive and Tennessee, and the Management Office sign we will design and install a classic, evergreen shrub foundation planting including annual flowers, at no charge to Parkfairfax for as long as we have the landscape maintenance contract. This will include enlarging the bed, installing the plants with a lifetime warranty and annual rotations of flowers. The value of this is estimated to be \$3,500 to install and \$2,700 annually for the flower rotations in the summer and fall.

Respectfully,



Brad Yurish, Owner, Certified Arborist MA-5449A, Certified Virginia Horticulturist #3504



Landscape Maintenance Project References

- 1. Project Reference:** **River Creek Homeowners Association**
Leesburg, Virginia

Years servicing property: 22

Current contract term: 1/1/2019 – 12/31/2026

Contact: **Amanda Bouman-Nash, CMCA**
HOA General Manager
River Creek Owners Association
43800 Olympic Blvd. | Leesburg, VA 20176
Office 703-669-4350

Number of homes: 1,000

Community acreage: 35 acres, 900 cubic yards of mulch
- 2. Project Reference:** **Metropolitan Washington Airports Authority**
Dulles Toll Road
Dulles, Virginia

Years servicing property: 12

Current contract term: 10/1/2022 – 9/30/2026

Contact: Arun Verma
Arun.verma@mwaa.com
PO Box 17045
Washington, DC 20001

Number of homes: N/A, 28 miles of roadway

Community acres: 45 acres



3. **Project Reference:** **Raspberry Falls HOA**
 Leesburg, Virginia
- Years servicing property:** 10
- Current contract term:** 01/01/2023 – 12/31/2025
- Contact:** Al Saunders, Director of HOA
 director@raspberryfalls.org
- Tim Hjort, Landscape Liaison and Secretary of HOA
 secretary@raspberryfalls.org
- Number of homes:** 201 homes
- Community acres:** 35 acres
4. **Northrup Grumman Headquarters**
- Project Reference:** **Northrup Grumman Headquarters**
 Tysons Corner, VA
 Falls Church, VA
- Years servicing property:** 6
- Current contract term:** 01/01/2023 – 12/31/2025
- Contact:** Stephen Yowell, Director of Maintenance
 Stephen.Yowell@ngc.com
 703-559-9562
- Number of homes:** NA, 3 6+ story buildings
- Community acres:** 15 acres

Parkfairfax Condominium Unit Owners Association Landscape Maintenance 2025

Date 7/30/2025

Customer Francisco Foschi | 3360 Gunston Road | Alexandria, VA 22302

Property Parkfairfax Condominium Unit Owners Association | 3360 Gunston Rd | Alexandria, VA 22302

Blake Landscapes Corporate Overview

Blake Landscapes is a locally owned and operated organization built from a strong set of values and a genuine dedication to providing the highest quality landscape management, landscape construction and snow removal services in the Northern Virginia area.

With more than six decades of landscape contracting experience, our professionals understand every aspect of customer-based landscape service. By combining the customer's ideas and perspectives with the highest landscape industry standards, we are able to provide an efficient, effective and financially responsible landscape contracting experience.

We believe that our success can only be measured in terms of high client satisfaction and progressive employee development. When these two areas are attended to, financial and personal success will follow. We strive to enhance the workplace environment through excellent service, work place professionalism, dedication to our safety culture, genuine interest and concern for our projects, customer satisfaction, employee wellbeing and growth.

Blake Landscapes is a good choice for those who value corporate responsibility and fair employment practices:

- Blake Landscapes is enrolled in the **Department of Homeland Security's "eVerify"** program to assure that all new hires are legally eligible to work in the United States.
- Hourly employees receive overtime pay for all hours worked over 40 per week and are paid for travel time to and from job sites.
- Employees are compensated above the industry standard for pay rates, benefits and performance-based incentives.
- Blake Landscapes Emphasizes continued employee education related to job site improvement, safety, landscape industry advancement and personal enhancements.
- Please feel free to ask us about our employment practices because it is an important part of your choice of a landscape service provider.

Blake Landscapes, Inc. offers a variety of services:

- Landscape maintenance
- Landscape design & installation
- Hardscape design & installation
- Tree removal
- Irrigation maintenance
- Irrigation repairs
- Storm water pond maintenance

Landscape Maintenance Specifications

Mowing and Edging

Common lawn areas will be mowed every 7-10 days weather permitting to a finished height of 3"-4" throughout the mowing season. The mowing operation includes trimming around all obstacles, raking of excessive grass clippings and removing debris from walks, curbs and parking areas. Grass clippings will be kept out of beds and tree pits. Mowing patterns will be established and changed on a regular basis to present the most aesthetically pleasing appearance. Edging of all sidewalks, curbs and other paved areas will be performed every other mowing during the growing season. Debris from edging operations will be removed and areas swept or blown clean.

Mowing and Edging Price: \$196,559.58

Spring Mulching

All mulch areas shall be edged one time in the spring creating a definite edge between turf and bed/tree ring to a depth of 1"-2". All tree rings will be concentric and all bed lines maintained as smooth and continuous lines. All beds and tree wells will be mulched with shredded hardwood mulch in the Spring. The mulch will be kept away from the base of the tree trunks and from the crown of the shrubs. Mulch from the previous season will be turned and up to two inches of new mulch will be added. The goal will be to maintain no more than three inches of organic material.

Spring Mulching Price: \$136,561.64

Turf Fertilizer Service

To help promote early green up, lawn areas will be fertilized in early Spring to provide the equivalent of one-half pound of nitrogen per 1,000 square feet.

Turf Fertilizer Service Price: \$6,500.00

Turf Weed Control

A pre-emergent herbicide will be applied in March/April to help control the growth of crabgrass and other annual weeds. A post-emergent herbicide will be applied in the Summer to help prevent the growth of broadleaf weeds.

Turf Weed Control Price: \$6,500.00

Aeration and Overseeding

Aeration will be performed in the Fall when appropriate. Aeration will be accomplished utilizing a tine type aerator. Aeration tines will penetrate the soil to a minimum depth of one-and-a-half inches. Thin areas will be over seeded using a Turf-Type Tall Fescue. Seed will be applied at a rate of four pounds per 1,000 square feet.

Aeration and Overseeding Price: \$18,223.00

Leaf Removal

Fallen leaves will be removed from the site two times in the Fall (October thru December). Leaves will be mulched into all turf areas where appropriate to benefit the soil structure.

Leaf Removal Price: \$56,159.90

Shrub and Tree Pruning

Shrubbery which requires shearing to maintain a formal appearance will be sheared two times between the months of May through October. Informal shrubbery will be pruned two times, approximately in June and in early September. Flowering shrubs will be pruned after blooming. Ground covers will be edged and pruned as needed to contain them within their borders. Standard pruning practices will be practiced and all resulting debris removed.

Shrub and Tree Pruning Price: \$40,871.92

Subtotal	\$461,376.04
Estimated Tax	\$0.00
Total	\$461,376.04

Payment Schedule

Schedule	Price	Sales Tax	Total Price
December	\$38,448.00	\$0.00	\$38,448.00
January	\$38,448.00	\$0.00	\$38,448.00
February	\$38,448.00	\$0.00	\$38,448.00
March	\$38,448.00	\$0.00	\$38,448.00
April	\$38,448.00	\$0.00	\$38,448.00
May	\$38,448.01	\$0.00	\$38,448.01
June	\$38,448.00	\$0.00	\$38,448.00
July	\$38,448.01	\$0.00	\$38,448.01
August	\$38,448.00	\$0.00	\$38,448.00
September	\$38,448.01	\$0.00	\$38,448.01
October	\$38,448.00	\$0.00	\$38,448.00
November	\$38,448.01	\$0.00	\$38,448.01
	\$461,376.04	\$0.00	\$461,376.04



Irrigation Maintenance

Date 9/10/2025

Customer Francisco Foschi | 3360 Gunston Road | Alexandria, VA 22302

Property Parkfairfax Condominium Unit Owners Association | 3360 Gunston Rd | Alexandria, VA 22302

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- Landscape design & installation
- Hardscape design & installation
- Tree removal

- Irrigation maintenance
- Irrigation repairs
- Storm water pond maintenance

Irrigation Maintenance Specifications

Irrigation Maintenance

Irrigation System Maintenance- Based on 11 systems, and 26 Total Zones

Spring Start Up: Turn on water supplies and inspect piping systems for leaks. Inspect all controllers for proper operation. Replace batteries if needed. Program the controller based on weather, types, and locations of plant material. Perform a complete system inspection. Provide a report to management with noted concerns and needed repairs.

Preventative Maintenance Inspections: Inspect all irrigation system equipment One (1) time during the summer and adjust all sprinkler heads and valves. Reprogram the irrigations controller seasonal conditions.

Winterization: Drain system with compressed air. Shut off all water supply valves. Set the controllers as recommended by the manufacturer.

Repairs: Any necessary repairs to the irrigation system shall be billed separately.

Irrigation Maintenance Price:	\$5,361.00
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Subtotal	\$5,361.00
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Estimated Tax	\$0.00
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Total	\$5,361.00
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Parkfairfax



PARKFAIRFAX

2026 GROUNDS MAINTENANCE AGREEMENT

07-30-2025

Prepared For

Francisco Foschi
General Manager
Francisco Foschi
ffoschi@parkfairfax.org

Prepared By

Jayson Hinojosa
Business Development Manager
jhinojosa@hls-llc.com
571-609-8535



ABOUT US

**YOUR COMMUNITY - OUR PRIORITY.
AT HLS WE UNDERSTAND THAT AN
UNWAVERING COMMITMENT TO
SERVICE IS THE KEY TO A
SUCCESSFUL PARTNERSHIP.**

Heritage Landscape Services (HLS) is an award-winning, full-service landscape management and installation firm specializing in commercial, homeowners' association, and retail projects throughout Northern Virginia, Washington DC & Maryland. We've developed an excellent reputation for providing a high level of customer service while focusing on the needs of your property without compromise. With a record of performing award winning work, we partner with our customers to show their properties to their best.



WHY HLS?

We're Rooted in Relationships

We prioritize client satisfaction through dedicated account managers and proactive communication. Our personalized services build lasting relationships, ensuring your landscape needs are met with precision.



Expertise & Comprehensive Services

Our team of certified professionals provides a full range of landscaping services—from design and installation to maintenance. Our experience and commitment to quality ensure outstanding results for every aspect of your landscape.



Proactive & Reliable Service

We use advanced technology to prevent issues before they arise, offering reliable, seamless service. Our flexible team is always ready to maintain the beauty of your landscape.

OUR TEAM

JAYSON HINOJOSA, BUSINESS DEVELOPMENT MANAGER

Jayson joined HLS in April 2024 as a Business Development Manager, bringing four years of landscape industry experience. With a background as an Area Sales Manager and Business Strategic Manager, he excels in sales, contract negotiation, bidding and lead generation. He holds certifications in Property & Casualty and Life & Health insurance. Outside of work, he enjoys Jiu-Jitsu, kickboxing, snowboarding and motorcycles while balancing family life with professional growth.

RON LEWIS, BRANCH MANAGER - PRINCE WILLIAM

With 40 years in the landscaping industry, Ron has been a key leader at HLS since 2018. He has held roles including Supervisor, Safety Trainer, Area Manager and Senior Account Manager, showcasing his expertise in training, production and team motivation. A Virginia State University graduate and certified Pesticide Applicator, he brings deep industry knowledge. Outside of work, Ron is a sports enthusiast and a man of strong faith and values.

ZACH HASTINGS, ACCOUNT MANAGER - PRINCE WILLIAM

With nine years in the landscaping industry, Zach has been a valued HLS team member for two years. Before joining HLS, he ran his own residential landscaping business, honing his expertise in both landscaping and finance. He holds a Bachelor's degree in Agricultural Business and Applied Economics from Virginia Tech. Outside of work, he enjoys lifting, running and investing, reflecting his commitment to personal and professional growth.

30-60-90 DAY TRANSITION PLAN

This plan will help to ensure the transition to Heritage Landscape Services will be seamless by clarifying expectations, developing a plan, agreeing on the next actions and defining success.

30 DAY PLAN

By **December 1st, 2025**, the BDM will set up a meeting with Property Manager and Account Manager for proper hand-off and to discuss details of scope, areas of focus/concern and identify opportunities and areas for action. Posses Key cards, gate keys, etc. and go over procedural items such as security clearance or sign in for crews.

By **December 1st, 2025**, the BDM will set up meeting with Account Manager & Production Manager to walk the property and cover all details of scope, areas of focus and concern, etc. discussed in previous meeting.

By **December 15th, 2025**, the BDM will contact the customer to see how the transition is going and if they can be of any further assistance.

60 DAY PLAN

By **February 1st, 2026**, or once services have started the Account Manager will contact the customer and review the agreed upon opportunities and areas for action that were discussed in week 1. This is to ensure everything is on schedule and meeting customers' expectations.

90 DAY PLAN

By **March 1st, 2026**, the BDM will follow up with customer to ensure all expectations have been met and are still moving in the right direction.



A HEARTLAND COMPANY

Heritage Landscape Services

8001 Industrial Park Court

Bristow, VA 20136

Fax: 703-996-1308

Phone: 703-996-1301

www.hls-llc.com

ParkFairfax Condominiums

2026 Landscape Maintenance Contract

3360 Gunston Rd

Alexandria, VA 22302

ParkFairfax Condominium Unit Owners Association

3360 Gunston Rd, Alexandria, VA 22302

Alexandria, VA 22302

Francisco Foschi

July 29, 2025

Presented by: Jayson Hinojosa

Heritage Landscape Services respectfully submits our proposal for 2026 Landscape Maintenance Contract

Service	Occurrences*	Price	Initials
Total Contract Amount		\$377,256.00	Initials
Maintenance Visit	26	Included	N/A
Shrub Pruning	2	Included	N/A
Tree Pruning	1	Included	N/A
Turf Round 1 (Fertilizer, Pre-emergent, Post-emergent)	1	Included	N/A
Turf Round 2 (Fertilizer, Pre-emergent, Post-emergent)	1	Included	N/A
Turf Round 3 (Spot treatment of broadleaf weeds)	1	Included	N/A
Turf Round 4 (Fertilizer, Post-emergent)	1	Included	N/A
Core Aeration/Over-seeding	1	Included	N/A
Irrigation System Start Up	1	Included	N/A
Irrigation Inspection(s)	3	Included	N/A
Irrigation System Winterization	1	Included	N/A
Summer Annuals	1	Included	N/A
Fall Annuals	1	Included	N/A
Horticultural Oil	1	Included	N/A
Integrated Pest Management (Plant Health Care)	1	Included	N/A
Spring Clean Up	1	Included	N/A
Spring Bed Redefining	1	Included	N/A
Spring Mulch Color Enhanced	1	Included	N/A
Leaf Management	2	Included	N/A
Optional Services		Price	Initials
Tot Lot Mulch	1	\$8,475.00	
Turf Round 5 (Fertilizer)	1	\$3,200.00	
Turf Lime Treatment (25 lbs / 1,000 sq ft)	1	\$3,510.00	
3 Year & 5 Year Contract Term	See multi-year options below.		
TOTAL SELECTED YEARLY SERVICES**	\$ _____.00		
*Number of occurrences and description of services dictated by Scope of Contract.			
**Unless otherwise specified the total amount for services will be amortized into 12 monthly payments per year.			
***Optional services will be billed upon completion as a separate billing unless included in yearly services total.			
****Any approved optional services will follow the price increase schedule for multi-year contracts in conjunction with included maintenance services.			

Payment Schedule			
Schedule	Price	Sales Tax	Total Price
January	\$31,438.00	\$0.00	\$31,438.00
February	\$31,438.00	\$0.00	\$31,438.00
March	\$31,438.00	\$0.00	\$31,438.00
April	\$31,438.00	\$0.00	\$31,438.00
May	\$31,438.00	\$0.00	\$31,438.00
June	\$31,438.00	\$0.00	\$31,438.00
July	\$31,438.00	\$0.00	\$31,438.00
August	\$31,438.00	\$0.00	\$31,438.00
September	\$31,438.00	\$0.00	\$31,438.00
October	\$31,438.00	\$0.00	\$31,438.00
November	\$31,438.00	\$0.00	\$31,438.00
December	\$31,438.00	\$0.00	\$31,438.00
Total Scheduled Payments	\$377,256.00	\$0.00	\$377,256.00

SCOPE OF CONTRACT

Maintenance Visit

- Maintenance visits will occur every 7-10 days (weather permitting) from April through Mid-November. During extended periods of rain or drought conditions, cutting will take place as weather conditions dictate.
- Turf will be cut to a height of 3"-3.5"
- All trimming along shrub beds, obstructions and foundations will be performed at time of mowing. Trash and litter will be policed and removed from landscaped areas before the mowing operation.
- All sidewalks, curbs, and gutters will be kept free of weeds by mechanical or chemical means. Parking lot surfaces and gravel areas are not included in this scope of work. Any weed control in these areas will be addressed under a separate agreement
- All landscaped planting beds will be kept free of weeds by hand weeding or chemical means.
- All sidewalks, curb lines and other applicable hard surfaces will be edged every other mowing visit to the site.
- All resulting dirt and debris will be blown from sidewalks and curb lines after operations.
- Minor trash and litter will be policed and removed from landscape areas before the mowing operation. The removal of significant trash accumulation is not included in this agreement and may cause a delay in service. Please notify your Account Manager of the days of trash removal services so that we can schedule our services around those dates.
- HLS is not responsible for wear and tear on fencing, lattice, deck posts or signposts
- HLS will use care around siding, AC units, windows, and vehicles. If an area is deemed unmaintainable HLS will not service these areas and contact management to resolve issues.

Shrub Pruning

- Evergreen Shrubs: This service is to prune off new growth only. Pruning will vary depending on type and variety of shrub/tree. Generally, informal mass plantings will be maintained at varying heights and spread, and may receive minimal pruning. Pruning practices that encourage the natural growth characteristics of the plants are desirable, and will prolong the life of existing shrubs. Formal evergreen shrub plantings will be maintained at existing form using hand pruning and/or shearing as necessary.
- Deciduous Shrubs: This service is to prune off new growth only. Pruning will vary depending on type and variety of shrub/tree. Deciduous shrubs will be pruned to allow the characteristic form, height and spread within the confines of their allotted space. Sucker growth, dead wood, and new growth will be removed by hand pruning and/or shearing as necessary.
- Specific Plant material requires seasonal timing of pruning. HLS will discuss with management on what plant material will be pruned per prune visit. (Spring blooming plant material will be pruned in late spring early summer only)
- Renovation Pruning: Renovation pruning is available at an additional cost and is not included in the scope of work defined above. Renovation pruning consists of removing mature canes, thinning, and reduction of height/width.

Tree Pruning

- Evergreen Trees: Lower branching will not be removed unless branches are dead or declining. All types of pine trees will not be pruned providing a natural cover and mulching. Any branching touching buildings or structures, or crossing over sidewalks or parking areas will be pruned back below 10' within the scope of the work defined herein.
- Deciduous Trees: Pruning shall consist of removal of crossing branching, dead/declining branches, or branches touching buildings or structures, or crossing over sidewalks or parking areas will be pruned back below 10' within the scope of the work defined herein. All sucker growth or water sprout growth below 10' will be pruned back.
- **Please note: Pruning specifications defined above does not included wood buffer or naturalized areas.

Turf Round 1 (Fertilizer, Pre-emergent, Post-emergent)

- Early spring (February-March) - All turf areas will receive fertilizer and pre-emergent crabgrass control, and broadleaf weed control.
- Application flags will be posted to areas that have been treated with chemical.

Turf Round 2 (Fertilizer, Pre-emergent, Post-emergent)

- Late spring (April - June) - All turf areas will receive a Balanced fertilizer/Broadleaf weed control and pre-emergent.

Turf Round 3 (Spot treatment of broadleaf weeds)

- Summer (June-July) – All turf will receive spot treatment of broadleaf weed control.

Turf Round 4 (Fertilizer, Post-emergent)

- Fall (October-November) – All turf areas will receive fertilizer high in nitrogen/Broadleaf winter weed control.

Core Aeration/Over-seeding

- Core Aeration: All accessible turf areas will be core aerated in the fall. *HLS is not responsible for damage to unmarked/unflagged irrigation heads. Pricing can be provided to mark irrigation heads.
- Over-seeding: Bare and thin areas will be over seeded with a turf-type tall fescue mix at 4 lbs. per 1,000 square feet.

Irrigation System Start Up

- Spring Start: Re-introduce water into mainline and inspect the entire system for mainline, lateral and valve leaks. Check all heads for proper operation and adjustments. Examine controller for defects, i.e.: dead batteries, bad contacts, etc. Controller to be programmed for spring operation. Service is performed in April.

Irrigation Inspection(s)

- Service Visits: Review all irrigation components for proper operation. Adjust all heads for proper throw and coverage. Clean and/or replace all nozzles not operating properly. Reprogram controller for seasonal conditions. Service visits do not include major repairs which are defined as follows: damaged heads, valves, riser extensions, rain sensors, pumps and underground breaks. These items will be charged on a time and materials basis.

Irrigation System Winterization

- Winterization: Purge the system by introducing compressed air in the main and lateral lines. Close down all supply valves. Set controller for temporary shutdown. Tag backflow preventer to prevent anyone from recharging system during the winter. Service is performed in November.

Summer Annuals

- Summer Annuals: (#400) Annuals will be installed with 6" pots and will be installed 12" on center. All annuals will be mulched with pine fines. These will be installed at your main office location off Gunston Rd
- Flowers will be watered one time upon installation. Further watering is necessary to ensure survival and a supplemental hand watering contract can be provided at additional cost.
- * The annuals included in this agreement are considered standard annuals (Prelude Begonias, Salvia, Marigolds and Vinca) If substitutions beyond what is listed are wanted it will come at an additional cost.

Fall Annuals

- Fall Pansies: (#400) Pansies will be installed with 6" pots and will be installed 12" on center. All pansies will be mulched with pine fines. These will be installed at your main office off Gunston Rd.
- Flowers will be watered one time upon installation. Further watering is necessary to ensure survival, and a supplemental hand watering contract can be provided at additional cost.
- * The annuals included in this agreement are considered standard annuals (Pansies or Violas). If substitutions beyond what is listed are wanted it will come at an additional cost.

Horticultural Oil

- Horticultural oils are lightweight oils that are typically mineral oil petroleum based products. They are used in both horticulture and agriculture, where they are applied as a dilute spray on plant surfaces to control against many soft bodied pests including aphids, adelgids, spider mites, select scale insects, greenhouse whiteflies, mealybugs, plant bugs and lace bugs. This application will be done in the early spring or during the optimum control periods, depending on the target pest. Horticultural oil can be applied between the temperatures of 40-85 degrees.

Integrated Pest Management (Plant Health Care)

- HLS practices Integrated Pest Management, field employees versed in the recognition, diagnosis and treatment of insects affecting landscape trees, shrubs and ornamentals shall make regular inspections of the plant material on site.
- The IPM program will use methods that use the minimum amount of applications necessary to achieve accepted levels of pest populations whose standards are set by VDACS,MDA and the EPA.
- Applications shall be done at times when car and pedestrian traffic is at a minimum, where possible.
- Applications will follow manufacturer's recommendations in accordance with federal and state guide lines under the

supervision of a certified pesticide applicator.

- Applications do not include wooded buffer areas or naturalized areas also excluded any areas within fifty feet of water either still or running. Difficult to control insect issues such as Rose Rosette, Boxwood Blight, Spotted Lantern Fly, Armored Scale, Ants, spiders, ticks, Mosquitoes, stink bugs, Japanese Beetles, seasonal cicada broods, centipedes / millipedes, voles, moles and stinging insects and spruce Bud worm are excluded from service as treatments are ineffective. These issues will be brought to management's attention along with any treatment options. Chronic and/or widespread infestation may require a treatment above and beyond the bounds this contract and will need to be done at additional cost. Insect presence on trees above fifteen feet (15') will be handled on a separate proposal basis.
- ** HLS When attempting to control biologicals which include flying, crawling or hopping pest because of their mobility the control may be limited to simply reducing the population to acceptable levels established by the state or federal agencies.

Spring Clean Up

- All previously mulched plant beds will have winter debris removed.
- Spring perennial cut backs.
- Clean up and mulching does not include wooded buffer areas or naturalized areas.

Spring Bed Redefining

- Existing bed edges will be cut to a 2" depth (depending on soil conditions).

Spring Mulch Color Enhanced

- An application of pre-emergent weed control in all beds will be made as deemed appropriate.
- Fertilization - Shrubbery will be fertilized with a granular, controlled release type fertilizer. Ornamental trees will be fertilized in the spring with a granular, controlled release type fertilizer.
- Double-shredded dyed hardwood mulch will be installed to maintain no more than 2 inches of mulch covering the beds.
- Mulching does not include wooded buffer areas or naturalized areas.

Leaf Management

- Leaf management will take place two times per year, weather permitting, once in November and once in December.
- Leaves shall be managed using all means available including: blowing, raking, removal, mowing/mulching to maintain a neat appearance. Where applicable, natural areas will be utilized for recycling leaves to provide cover for the natural woodland floor.
- This service does not include removal of existing leaves in wooded buffer or naturalized areas.

Optional Services

Tot Lot Mulch

- The existing tot lots of Wood Carpet Mulch will be raked level prior to new Wood Carpet Mulch being installed. Wood Carpet Mulch will be installed at an approximate depth to provide a soft surface for play. This does not include removal of any existing mulch. This includes the 9 tot lots you have on property.

Turf Round 5 (Fertilizer)

- Winter (December) – Fertilizer to promote root growth.

Turf Lime Treatment (25 lbs / 1,000 sq ft)

- As dictated by soil test, palletized lime will be applied at a specified pound per 1,000 square feet rate.

REFERENCE

STONE RIDGE ASSOCIATION

PROPERTY FACTS

Serviced the property for 20+ years

Won the 2016 Decade Award for Landscape Maintenance from NALP (National Association of Landscape Professionals)

CONTACT INFORMATION

24609 Nettle Mill Square

Stone Ridge, VA 20105

Ms. Kathy Beaulne

Community Manager

kathyb@stoneridgeinc.org

703-327-5179



Maintaining a clean, manicured appearance with numerous natural wooded areas, several miles of trails, and three Recreational Centers with pools. HLS also manages a complex irrigation system of 360 zones. Maintaining a high-end landscape, and client expectations with active, on-going construction on site.

Maintenance includes all aspects of landscape and irrigation management, snow management, plant and tree health, enhancements, and seasonal flower rotations.

REFERENCE

BROADLANDS HOA

PROPERTY FACTS

Serviced the property for 20+ years

Won the 2022 GOLD Award for
Landscape Maintenance from NALP
(National Association of Landscape
Professionals)

CONTACT INFORMATION

20197 Claiborne Parkway

Ashburn, VA 20148

Ms. Sarah Gerstein

Community Manager

sarah@broadlandshoa.com

703-729-9704



Broadlands HOA is nestled in a large, wooded section with wetlands, tree saves and natural areas.

Broadlands HOA also has the distinction of being a Certified Wildlife Habitat – and as stewards of the environment, HLS has accepted the task of performing the landscape maintenance with green materials and an environmentally friendly management practice.

REFERENCE

BRAMBLETON HOA

PROPERTY FACTS

Serviced the property for 20+ years

Brambleton has over 7,000 homes, many of which are maintained under the maintenance agreement with HLS.

CONTACT INFORMATION

42395 Ryan Road

Suite 210

Brambleton, VA 20148

Mr. Rick Stone

General Manager

rick.stone@brambleton.org

703-542-6263



With expansive parks, miles of trails and streetscapes, HLS manages all of Brambleton Association's landscape. Recreational centers and the dog park are only a part of the numerous amenities within Brambleton Association, all maintained within the high standards of the Association. As a developing community, Brambleton is also experiences active construction on a daily basis. HLS is tasked with maintaining the quality landscape while managing the construction impact on the landscape.

Maintenance includes all aspects of landscape and irrigation management, snow management, plant and tree health, enhancements, community/special events, and seasonal flower rotations.



Presents to

Parkfairfax Condominium UOA

2026 - 2028 Landscape Management Contract

2026-2028 Irrigation Contract

Gordon Ashley
President



Richard Pleasant
Head of Operations

Carlos Torres or Miguel Vazquez
Maintenance
Production Manager

Adam Ashley or Danielle Dinges
Designer/
Horticulturalist

Jessie Collier
Account Manager/
Primary Point of
Contact

Tim Hartman
Enhancement/
Irrigation Manager

Rolando Teran
Enhancement
Production Manager

Steve Braxton
Certified Chemical
Applicator

Evensnith Ventura
Jorge Lara
Irrigation Technicians

Crews to Include:
Maintenance
Mulching
Leaf Removal

Crews to Include:
Arborist
Enhancements



Shenandoah Landscape Services, Inc.
Sustainability Initiative

As stewards of the land, the philosophy of **Shenandoah Landscape Services, Inc.** is to strive to be the industry leader in preserving and protecting our earth's precious natural resources. This is accomplished by adopting the following **"Environmentally sound Best Practices"**.

Proper care and management of turf areas to minimize the need for irrigation and chemicals;

- Mowing at the proper height throughout the season to best protect the health of the turf.
- Proper use of fertilizers based on soil analysis for each site.
- Spot treating of weeds vs. blanket spraying to reduce the use of chemicals
- Ensure the safety of humans and pets by posting treated areas.
- All treatments to be applied by certified or registered technicians to insure proper utilization.
- Recommend fertilization in the fall to optimize root development thus reducing the dependency on irrigation.
- Mulch grass clippings and return them to the soil during the mowing process. This returns valuable nutrients and organic matter to the soil which will keep soil temperatures low, retard weed growth and reduce the need for fertilizer and herbicides.

Shenandoah Landscape Services Nursery and green waste Recycling facility;

- This facility and its products are inspected by the Virginia Department of Agriculture.
- This 50 acre facility is where we grow hundreds of varieties of trees, shrubs, perennials and annuals.
- Flowers and other small plants are grown in state of the art greenhouses that utilize solar energy to produce heat. Computerized temperature activated ventilation systems ensure optimal temperature ranges.
- Drip irrigation is used in many areas to minimize water consumption and runoff.



Proper design and planting practices to enhance the site and minimize the use of pesticides and irrigation;

- Utilize plant species native to the geographic area.
- Utilize plants that are best suited for the specific area by taking light exposure, soil conditions and drainage into account.
- Consider functionality as well as aesthetics when evaluating the site.
- Where possible recommend adding shade trees to the landscape to help reduce sun exposure thus reducing cooling expenses.
- We encourage the use of Rain Gardens where possible to capture and filter run off before it enters waterways.
- Utilize and revitalize existing plants where possible by pruning to rejuvenate or transplanting when practical.

Proper pruning and management of existing ornamental trees and shrubs;

- Always utilize an Integrated Pest Management approach.
- Use pesticides only as a last resort
- Maintain the health and beauty of the plant by practicing proper pruning specific to each plant variety.
- When a healthy plant becomes overgrown, prune to rejuvenate rather than remove it.

Recycle and utilize Green Waste;

- All green waste that is generated through our services shall be recycled.
- Byproducts from the recycling and composting process are utilized as soil amendments.

Equipment care and maintenance;

- Our certified mechanics insure that all of our trucks and equipment are maintained to manufacturer specifications, thus ensuring proper operation.
- Proper operation of equipment results in minimal emissions and maximum fuel efficiency.
- All used oil and other fluids are properly recycled.



REFERENCES

Mr. Austin Figueroa
Fairlington Towne Condominium, A UOA
North Dearing Street
Alexandria, VA 22302
(703) 520-8405
austin.figueroa@fsresidential.com

Ms. Cristi Aguirre
Hayfield View HOA
7516 Manigold Court
Alexandria, VA 22315
(703) 707-6404
caguirre@capitolcorp.com

Mr. James Ellington
Woodburn Village Condominium
3380 Woodburn Road
Annandale, VA 22003
(703) 698-1050
jellington@cmc-management.com



**Annual Landscape Management Contract
for
Parkfairfax Condominium UOA
January 1, 2026 - December 31, 2028**

I. TURF CARE

A. Mowing

Minor debris and litter will be removed from lawn areas prior to and/or during the mowing process. Mowing will take place every seven to ten (7-10) days beginning in early April and continuing until the end of October, except during extended rainy or dry periods. During those periods, mowing will take place as conditions dictate. Mowing height will range from 3.0 - 3.5 inches, depending on the time of year and conditions at that time. To eliminate tracking, no mowers with decks exceeding sixty inches (60") will be used.

In conjunction with mowing, trimming shall be performed around all buildings, light poles, play areas, and other obstacles within the mowed areas as needed. Excessive grass clippings will be removed from turf areas when and where necessary by bagging, raking and/or blowing. Grass clippings and other mowing debris will be blown from sidewalks and curb lines following mowing.

Amount: \$123,480.04

Project Management: \$104,000.00

B. Turf Fertilization

All applicable turf areas will be fertilized with an organic fertilizer three (3) times per year; once in late August/early September, mid/late October and late November/early December. Each fall application of fertilizer will be designed to deliver no more than nine-tenths (.9) pound of actual nitrogen per 1,000 square feet with a minimum of twenty percent (20%) slow release nitrogen.

Amount: \$12,285.00

C. Soil Test

Soil samples will be taken from various areas throughout the property in April, and analyzed by an independent laboratory to determine the soil PH and rate of application for lime if required. If lime is required, a separate quote will be submitted to management or an authorized representative for approval at an additional charge once the contract has been approved.

Amount: \$500.00

II. SIDEWALKS & CURBS

A. Edging

Using mechanical equipment specifically designed for the task, the CONTRACTOR will, during the growing season and in conjunction with alternate mowing and trimming services, edge the turf grass adjacent to all accessible sidewalks and curbs and remove the resulting dirt and debris immediately afterward. Edging will be performed so as to produce a clean, sharp line of turf grass with a cut not deeper than approximately one-and-one-half (1.5) inches.

Amount: \$16,800.00

B. Non-Selective Herbicide

An appropriate non-selective post-emergent herbicide will be applied as needed to sidewalks and curbs to minimize growth of grass and weeds in these areas.

Amount: \$7,280.00

III. SPRING CLEAN-UP

Leaves, litter and other minor miscellaneous winter debris will be collected and removed from plant beds and cut lawn areas once in late winter or early spring as part of the spring clean-up, to be performed during the mulching process. Appropriate perennials and grasses will be cut back as needed and removed from the property.

NOTE: A spring parking lot clean-up to remove sand and other winter debris is not included in this process.

Amount: \$5,040.00

IV. PLANT CARE

A. Spring Mulching

All previously-mulched ornamental tree and shrub beds will be edged, weeded and mulched with double-shredded hardwood bark mulch up to a maximum depth of 3" once in late winter or early spring.

Amount: \$140,000.00

B. Weeding

Mulched ornamental tree and shrub beds will be weeded as needed during the growing season.

Amount: \$20,160.00

V. LEAF REMOVAL

Leaves will be removed from all applicable plant beds, cut lawn areas and parking lots three (3) times during each year of the contract period; twice in November and once in December. Where appropriate, leaves will be returned to natural/wooded areas. All other leaves will be loaded on trucks and removed from the property.

Amount: \$63,000.00

VI. OPTIONAL SERVICES

A. Pre-Emergent Control

Upon request, Pre-emergent weed control will be applied to all applicable turf areas in late winter or early spring for the management of crabgrass and other annual weeds, utilizing DIMENSION, BARRICADE or comparable product.

All products will be applied in accordance with label recommendations. All chemical applications will be performed by trained technicians under the direction of a certified applicator.

Amount for Option A: \$5,880.00 Per Application

B. Broadleaf Weed Control

Upon request, Broadleaf weed control will be applied to all applicable turf areas in the spring and fall for the treatment of chickweed, broadleaf plantain and other broadleaf weeds.

All products will be applied in accordance with label recommendations. All chemical applications will be performed by trained technicians under the direction of a certified applicator.

Amount for Option B: \$8,480.00 Per Year

C. Aerating

Upon request, all applicable turf areas that are accessible will be core-aerated once in late summer or early fall. The machine will pull four to six (4-6) cores per square foot and the holes will be as deep as soil conditions and machinery will allow. The soil cores will be left on the turf surface to break down into the turf.

Amount for Option C: \$6,175.00 Per Occurrence

D. Broadcast Seeding

Upon request, a certified turf-type tall Fescue grass seed will be broadcast over all applicable turf areas that are accessible at a rate of four to five (4-5) pounds per 1,000 square feet once in late summer or early fall in conjunction with aerating.

Amount for Option D: \$12,096.00 Per Occurrence

E. Tree Pruning

Upon request, Ornamental trees shall be pruned to elevate once per year, during their dormant period, or as might be needed during the growing season to ensure that signs, lights, parking areas, drive lanes and walking paths are free of obstruction. Work shall be limited to that which can be accomplished from the ground, with the aid of pole saws and other hand pruning equipment or light power equipment, to a height of twelve (12) feet. This service excludes any wooded buffer and/or naturalized areas as a part of this contract.

Amount for Option E: \$5,000.00 Per Occurrence

F. Shrub Trimming

Upon request, Ornamental shrubs will be pruned three (3) times during the growing season at times dictated by the growth habits of the species. Shrubs are to be trimmed to even out new growth and maintain natural growth habit, remove non-variegated stems, stray shoots, and dead, damaged, or diseased wood at a time dependent on the species requirement. Mechanical pruning devices shall be used to trim hedges and conform to previous maintenance practices indicating shearing has been performed. Trimming does not include renovational pruning, which can be contracted under a separate agreement. Work shall include removal of tree and shrub branches interfering with walkways, and sucker growth, as necessary. All debris resulting from pruning operations will be removed from site. Groundcovers will be edged and trimmed as often as needed, to keep them within their prescribed bounds and of manageable size and shape.

NOTE: The CONTRACTOR will take care to recognize when shrubs do not need to be pruned or trimmed. During a given pruning service, some shrubs may be pruned or trimmed only very lightly and some may be left alone entirely until the next scheduled service. The intent is to avoid the excessive and unnecessary pruning that results in damage or the ruination of proper habit.

Amount for Option F: \$149,625.00 Per Year

G. Horticultural Oil

Upon request, Horticultural Oil will be applied in late winter or early spring for control of over-wintering insect and mite egg masses on any plants showing signs of previous infestations. This program only covers installed landscape materials with a maximum height of fifteen (15) feet unless otherwise specified.

Amount for Option G: \$2,550.00 Per Application

H. Fall Mulch - Turning

Upon request, all previously-mulched ornamental tree and shrub beds will be edged and weeded. The existing mulch will be turned and cultivated once in the spring.

Amount for Option H: \$73,500.00 Per Occurrence

NOTE: All optional pricing shown applies to the 2026 season. Pricing for all proceeding years will be assessed in accordance to the increases shown for the in-contract services.

Terms & Conditions

VII. LABOR & MATERIALS

A. Shenandoah Landscape Services, Inc. agrees to furnish all labor, machinery and materials required to complete the landscape management work described in this contract at Parkfairfax Condominium UOA.

B. Shenandoah Landscape Services, Inc. reserves the right to increase the charges listed herein to account for: Increase in labor rates due to immigration reform, federally mandated changes to H2B pay scale or other changes in federal, state or local laws. Any increase that results from this provision will be assessed in the form of a surcharge.

C. All machines will be of such type as to cause no hazards or danger reasonably foreseeable.

D. All materials will be EPA registered and approved as may be required. All applications of registered materials will be under the supervision of a certified pesticide applicator.

E. All personnel employed by Contractor will be screened before hiring. All personnel will be trained.

VIII. AREAS TO BE MANAGED

All accessible landscape areas associated with Parkfairfax Condominium UOA. **NOTE:** Landscape beds marked with yellow tent stakes are to be maintained by the resident and will not be serviced by Shenandoah Landscape Services, Inc.

IX. SUPERVISION

Contractor agrees to furnish the necessary qualified supervision to oversee all operations.

X. CONTRACTOR RESPONSIBILITY

In the performance of the work listed above, the contractor shall require all employees to comply with the instructions pertaining to conduct and building regulations issued by duly-appointed officials, such as the building inspectors, managers, guards, etc.

XI. PERIOD OF CONTRACT

This contract shall be in effect for the period stated: January 1, 2026 to December 31, 2028, unless terminated earlier as provided herein.

XII. INDEMNITY AND INSURANCE

The Contractor shall secure, pay the premiums for, and keep in force until the expiration of this Contract, and any other renewal thereof, insurance as provided below:

- Appropriate bodily injury liability insurance, with limits of not less than \$1,000,000 for each person and \$1,000,000 for each accident.
- Workmen's Compensation insurance as required by local and/or state jurisdiction.
- Property damage liability insurance with a limit of not less than \$1,000,000 for each accident.
- If automotive equipment is used in the operation, automobile bodily injury insurance with limits of not less than \$1,000,000 for each accident and property damage liability insurance, with limits of not less than \$1,000,000 for each accident.

The Owner shall secure, pay the premium for, and keep in force until the expiration of this Contract, and any renewal thereof, insurance provided below:

- Property and casualty liability insurance with a limit of not less than the insurable value of the property.
- General commercial insurance, with limits of not less than \$1,000,000 for each person, and \$1,000,000 per event.

XIII. PAYMENT TERMS

The charges for this three (3) year contract are as follows:

Year (2026):

The total charge for Year (2026) is \$492,545.04, payable in twelve (12) monthly installments of \$41,045.42, with billing beginning in January 2026, and continuing each month thereafter through December 2026.

Year (2027):

The total charge for Year (2027) is \$507,321.36, payable in twelve (12) monthly installments of \$42,276.78, with billing beginning in January 2027, and continuing each month thereafter through December 2027.

Year (2028):

The total charge for Year (2028) is \$522,540.96, payable in twelve (12) monthly installments of \$43,545.08, with billing beginning in January 2028, and continuing each month thereafter through December 2028.

Owner shall be billed at the beginning of each month with payment due within ten (10) days of the billing date. A service fee of five percent (5%) applies to any payment received after the thirtieth (30th) of the month. Any unpaid balance shall accrue interest at one and one-half percent (1.5%) per month after thirty (30) days. Owner agrees to pay all costs of collection, including, but not limited to, attorney's fees of twenty-five percent (25%) of any amount due under this contract, if placed in the hands of an attorney or collection agency for collection.

Any optional services that may be listed in this contract are priced according to the material and labor market as of the date of execution of this contract. The price of these optional services may require adjusting in future years.

XIV. REMEDIES OF OWNER

Contractor agrees to be liable to Owner for damages to the Owner's physical property caused by negligence of the Contractor's employees. Recovery of such actual and direct compensatory damages shall be Owner's sole and exclusive remedy for such negligence. Owner's sole and exclusive remedy for any other breach of this contract shall be to declare this contract terminated pursuant to the Termination Paragraph. Owner shall not assert and hereby waives any claim or cause of action it may now have or hereafter acquire against Contractor for lost profits, reputational harm, indirect damages, special damages, consequential damages, or punitive damages.

XV. CONSULTATION AND DESIGN SERVICES

A representative of the Contractor will be available to participate in two (2) walk-thrus with Management and/or other concerned parties during each year of this contract, or, will provide up to four (4) hours of consultation or design services by Contractor's representatives, or a combination of both that totals four (4) hours. The time for these services shall be based on actual time required for each visit. Hours over and above the basic four (4) hours will be billed at \$95.00 per hour rounded to the nearest hour. Should any additional consultation or design services result in an award to the Contractor for installation or enhancement work created by such services, there shall be no charge for the services provided, except if Contractor is awarded only a portion of the work developed by these services, then only a portion of services shall be at no charge. The design or consultation services that will be billable shall be pro-rated based on the actual installation or enhancement services awarded versus the total amount proposed.



**Annual Irrigation Management Contract
for
Parkfairfax Condominium UOA
April 1, 2026 - October 31, 2028**

I. IRRIGATION MANAGEMENT

A. System Start-Up

In the Spring: Turn on all irrigation system components and conduct a general inspection and test by May 1 and/or as conditions permit.

B. System Maintenance

Once a month, during the growing season, the system will be monitored for the following:

- Check and clean the main line water filter (if installed).
- Test each station to ensure that every sprinkler is working correctly.
- Adjust the sprinkler spray patterns so that the turf and ornamental bed areas are watered properly.
- Correct any blocked sprinkler nozzles.
- Check for leaks and dry spots in irrigated areas.
- Test drip irrigation zones (if installed).
- Test rain sensor (if installed).
- Test to make sure rotor sprayheads rise freely and rotate smoothly.
- Program the clock according to any seasonal needs.

C. System Winterization

In the Fall: The entire system will be turned off.

- Close down all supply valves.
- Set the controllers for temporary shutdown.
- Purge the system by introducing compressed air into the main and lateral lines.

D. Backflow Inspection - Optional

NOTE 1: Testing of the backflow prevention devices is an optional service that may be performed upon request at an additional charge of \$250.00.

NOTE 2: SLS, Inc. has the authority to perform and invoice for minor repairs, including required parts, not to exceed \$300.00 per visit if needed to get the irrigation system operational. If needed repairs are to exceed \$300.00, SLS, Inc. will inform the customer of the necessary repairs and associated costs.