



City of Palm Desert
PW - Operations & Maintenance
Randy Chavez, Deputy Director
73-510 Fred Waring Drive, Palm Desert, CA 92260

[MARIPOSA LANDSCAPES, INC.] RESPONSE DOCUMENT REPORT

RFP No. 2024-RFP-132

[Parks And Landscape Enhancement Project](#)

RESPONSE DEADLINE: September 4, 2024 at 5:00 pm

Report Generated: Tuesday, September 10, 2024

Mariposa Landscapes, Inc. Response

CONTACT INFORMATION

Company:

Mariposa Landscapes, Inc.

Email:

estimating@mariposa-ca.com

Contact:

Larry Rudd

Address:

6232 SANTOS DIAZ ST
Irwindale, CA 91702

Phone:

(626) 960-0196 Ext: 2730

Website:

www.mariposa-ca.com

Submission Date:

Sep 4, 2024 8:32 AM (Pacific Time)

ADDENDA CONFIRMATION

Addendum #1

Confirmed Aug 28, 2024 3:54 PM by Larry Rudd

QUESTIONNAIRE

1. Proposal (WITHOUT COST)*

Proposals shall be concise, well organized and demonstrate qualifications and applicable experience. Proposals shall be organized and include page numbers for all pages in the proposal. The proposal shall be uploaded here, in the following order and shall include:

A. Cover Letter

1. This letter should briefly introduce the firm, summarize the firm's general qualifications, include an executive summary of the specific approach which will be used to deliver the work scope; and identify the individual(s) name, address and phone number authorized to negotiate Agreement terms and compensation.

B. Experience and Technical Competence

1. **Background:** Provide history of the firm's consulting experience which specifically addresses the individual or firm's experience with similar Service as described in this RFP.
2. **References:** The proposal shall include a list of recently completed projects that are similar in scope and function to this RFP. Provide a description of the project, client name, and the name, title, and telephone number of the primary contact person.

C. Firm Staffing and Key Personnel

1. **Staffing:** Provide the number of staff to be assigned to perform the Services and the names/discipline/job title of each as well as your firm's capacity to provide additional personnel as needed.

2. **Key Personnel:** Identify key persons that will be principally responsible for working with the City. Indicate the role and responsibility of each individual.
3. **Team Organization:** Describe proposed team organization, including identification and responsibilities of key personnel.
4. **Subcontractors:** The Proposer shall identify functions that are likely to be subcontracted and identify the subcontractor that is anticipated to perform each function.

D. Proposed Method to Accomplish the Work

1. Describe the technical and management approach to providing the Services to the City. Proposer should take into account the scope of the Services, and general functions required. Include a draft first year schedule of tasks, milestones, and deliverables that will provide for timely provision of the Services. In reviewing the scope of Services and goals described herein, the Proposer may identify additional necessary tasks and is invited to bring these to the City's attention within the discussion of its proposed method to accomplish the work.

Proposal_(Without_Cost).pdf

2. Fee Proposal*

The fee proposal shall include hourly rates for all personnel for "Additional Work" (as such term is defined in the proposed Agreement attached herein). Please provide hourly rates for the following positions at a minimum: Irrigator, Foreman, Laborer, Supervisor.

Fee_Proposal.pdf

3. Non-Collusion Declaration*

The undersigned declares:

I am an authorized representative of my company, the party making the foregoing Bid, to certify the following.

The Bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation. The Bid is genuine and not collusive or sham. The Bidder has not directly or indirectly induced or solicited any other Bidder to put in a false or sham bid. The Bidder has not directly or indirectly colluded, conspired, connived, or agreed with any Bidder or anyone else to put in a sham bid, or to refrain from bidding. The Bidder has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the Bid Price of the Bidder or any other Bidder, or to fix any overhead, profit, or cost

element of the Bid Price, or of that of any other Bidder. All statements contained in the Bid are true. The Bidder has not, directly or indirectly, submitted his or her Bid Price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, to any corporation, partnership, company, association, organization, bid depository, or to any member or agent thereof to effectuate a collusive or sham bid, and has not paid, and will not pay, any person or entity for such purpose.

Any person executing this declaration on behalf of a Bidder that is a corporation, partnership, joint venture, limited liability company, limited liability partnership, or any other entity, hereby represents that he or she has full power to execute, and does execute, this declaration on behalf of the Bidder.

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct.

Confirmed

4. Enter your valid CA Contractors State License Board (CSLB) number*

Please enter your License Number here. This will be verified against the state database.

592268

[Click to Verify](#) *Value will be copied to clipboard*

5. Enter your California Department of Industrial Relations (DIR) Registration number*

Please enter your Public Works Contractor DIR Number. This will be verified against the state database.

1000005079

[Click to Verify](#) *Value will be copied to clipboard*

6. Type of Business*

S Corporation (if corporation, two signatures are required)

7. Litigation*

Provide litigation history for any claims filed by your firm or against your firm related to the provision of Services in the last five (5) years (or type "N/A").

**Mariposa Landscapes Inc.
Pending and Settled Litigation**

Name	Claim/Case No.	Date	Court	Status	Type
Flores v. City of Burbank	19STCV02043	January 22, 2019	Superior, Los Angeles	Dismissed	GL
Hansell V City of Rancho Cucamonga	CIVDS1725721	February 21, 2019	Superior, San Bernardino	Dismissed 05-21-20	GL
Aronson v. City of Palm Springs	PSC1902825	April 24, 2019	Superior, Riverside	Dismissed	GL
Garcia v. Hai	20STCV33096	August 28, 2020	Superior, Los Angeles	Dismissed	GL
M. Acosta v Mariposa Landscapes Inc.	56-2021-00549651	January 20, 2021	Superior, Ventura	Pending	Emp
J. Rivera v. Mariposa Landscapes Inc.	56-2021-00549647	January 20, 2021	Superior, Ventura	Pending	Emp
A. Moctezuma v. Mariposa Landscapes Inc.	56-2021-00549650	January 20, 2021	Superior, Ventura	Pending	Emp
J. Farias v. Mariposa Landscapes Inc.	21PSCV00402	May 17, 2021	Superior, Los Angeles	Pending	Emp
Mabus v. City of Newport Beach	30-2021-01221557	September 16, 2021	Superior, Orange	Dismissed	GL
Allen v. Mariposa Landscape	21STCV37080	October 7, 2021	Superior, Los Angeles	Pending	GL
Milliken v. City of Corona	CVR1220046	January 6, 2022	Superior, Riverside	Pending	GL
Okeke v. County of Los Angeles	22STCV10713	May 5, 2022	Superior, Los Angeles	Dismissed	GL
Farmers Ins v Mariposa Landscapes	CIVSB2212231	June 13, 2022	Superior, San Bernardino	Dismissed	GL
Calderon v. Mariposa Landscapes	22STCV19397	June 14, 2022	Superior, Los Angeles	Pending	Emp
Salmeron v. City of Corona	CVR12204878	November 04, 2022	Superior, Riverside	Pending	GL

8. Changes to Agreement*

The City standard professional services agreement contract is included as an attachment herein. The Proposer shall identify any objections to and/or request changes to the standard contract language in this section of the proposal (or type "N/A"). If you are identifying changes here **ALSO** upload a copy of the redlined Language/Agreement with your Proposal. Changes requested may effect theCity's decision to enter into an Agreement.

N/A

9. No Deviations from the RFP*

In submitting a proposal in response to this RFP, Proposer is certifying that it takes no exceptions to this RFP including, but not limited to, the Agreement. If any exceptions are taken, such exceptions must be clearly noted here, and may be reason for rejection of the proposal. As such, Proposer is directed to carefully review the proposed Agreement and, in particular, the insurance and indemnification provisions therein (or type "N/A").

Maximum response length: 5000 characters

N/A

10. Project Team Resumes*

Submit resumes of all key personnel/support staff that will produce work product for the Services. Describe their qualifications, education, and professional licensing.

Team_Resume.pdf

11. List the Signatory(s) Authorized to Sign and Bind an Agreement.*

(If two (2) signatures are required, include the following information for both signatories)

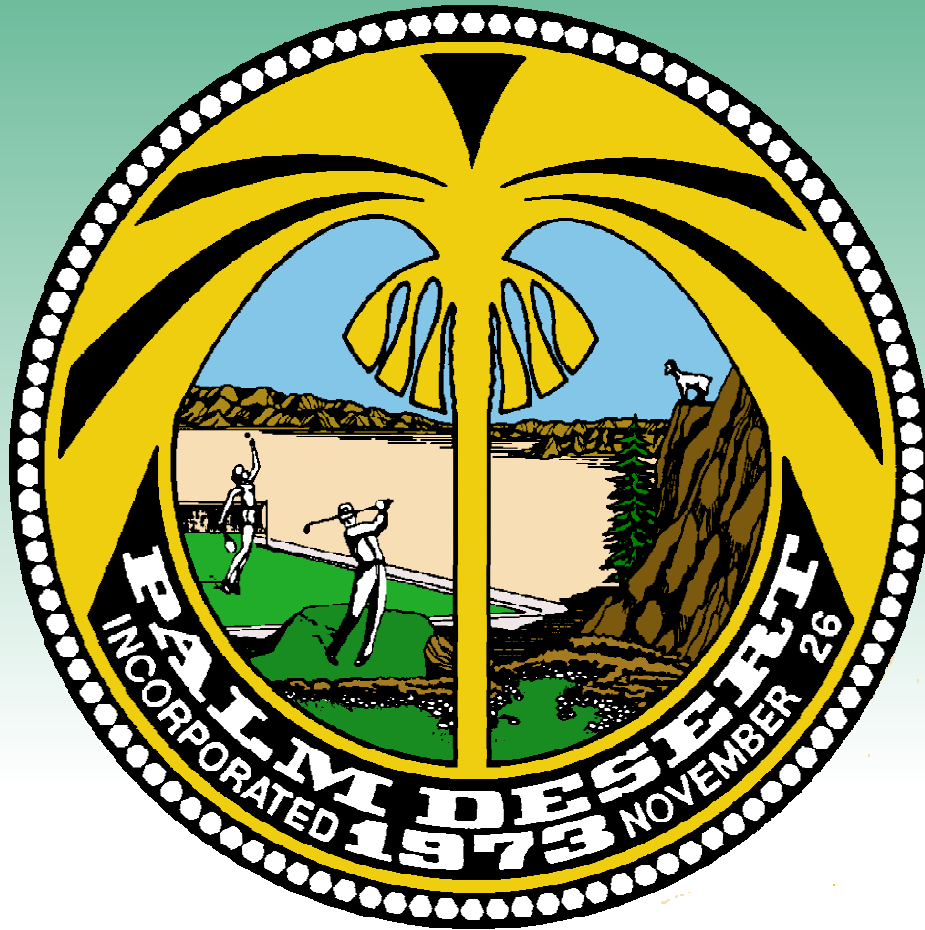
- A. Full Name
- B. Title
- C. Physical Business Address
- D. Email Address

- E. Phone Number
- A. Terry Noriega
- B. President
- C. 6232 Santos Diaz St., Irwindale, CA 91702
- D. terry@mariposa-ca.com
- E. (626) 960-0196
- A. Antonio Valenzuela
- B. Secretary
- C. 6232 Santos Diaz St., Irwindale, CA 91702
- D. antonio@mariposa-ca.com
- E. (626) 960-0196

12. Certification of Proposal: The undersigned hereby submits its proposal and, by doing so, agrees to furnish services in accordance with the Request for Proposal (RFP), and to be bound by the terms and conditions of the RFP.*

Confirmed

Landscape Maintenance Proposal



The City of Palm Desert

Parks and Landscape Enhancement Project 2024-RFP-132

Bid Due: September 4, 2024, at 5:00 pm



M A R L P O S A
L A N D S C A P E S I N C

M A R I P O S A L A N D S C A P E S I N C

September 3, 2024

Cover Letter

City of Palm Desert
73510 Fred Waring
Palm Desert, CA 92260
Attn: Melanie Perry , Senior Management Analyst
(760) 776-6450 mramirez@palmdesert.gov

RE: Request for Proposal, 2024-RFP-132 Parks and Landscape Enhancement Project

Mariposa Landscapes, Inc. has continuously been in business since 1977. Growing from a single truck in Rosemead, California to a fleet of trucks and equipment with 800 employees covering all Southern California and Arizona. With over 95 awards for project excellence, we take pride in the quality of our work and thrive on keeping our company as one of the most recommended in the industry. Our steady record of customer satisfaction has allowed us to maintain positive relationships with our clients.

We bring decades of knowledge and in-depth experience to every landscape entrusted to our care. Building long-lasting relationships with our clients is important to us. We understand and respect your goals and do everything in our power to assure the well-being of your properties.

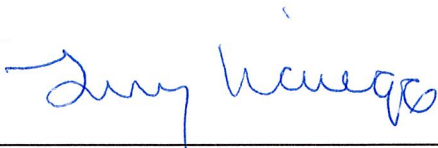
We value open, honest communication, ongoing staff training, and new methods and technologies that will help us do the best job possible. While we always appreciate the accolades we receive, seeing our customers enjoy a well-executed and thriving landscape is still the most rewarding part of our work.

We would be honored to work for you and beautify your properties to their ultimate potential.

Individual Authorized to negotiate Agreement Terms and Compensation:

Terry Noriega, President
6232 Santos Diaz Street, Irwindale CA 91702
(626) 960-0196

Sincerely,



Terry Noriega - President



TEL 800 • 794 • 9458 • FAX 626 • 960 • 8477 • www.mariposa-ca.com
6232 SANTOS DIAZ ST., IRWINDALE, CA 91702 • CA CONTRACTOR'S LIC # 592268 A, C-27, D-49, C-61, C-31

Our Core Values – Safety • Teamwork • Quality • Integrity

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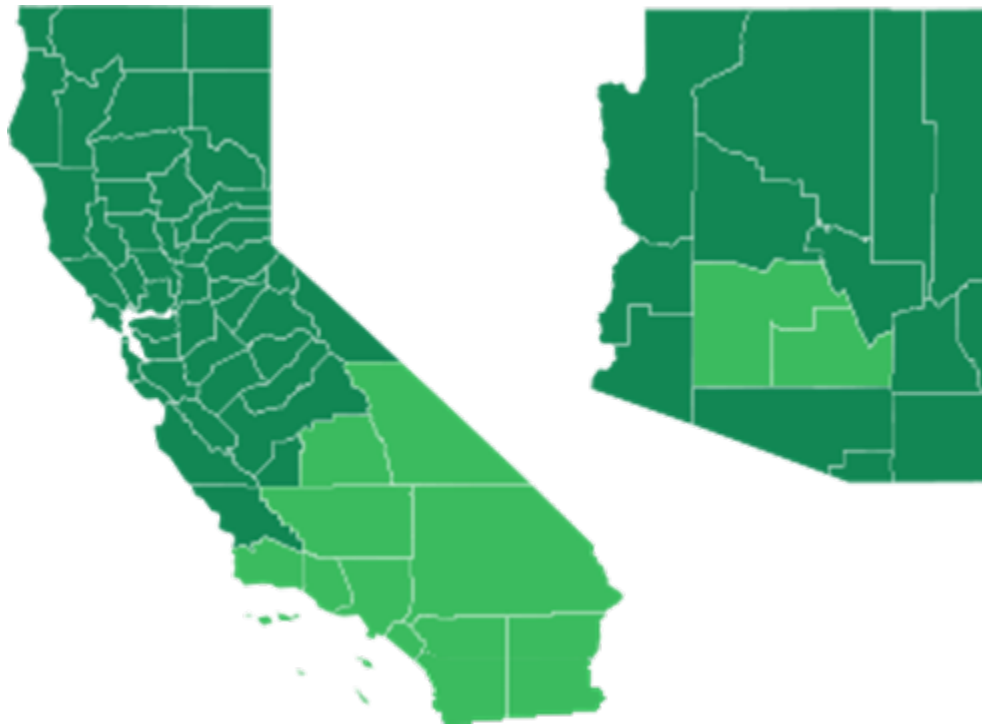
*“We blend Nature and Craftsmanship
to create ultimate outdoor settings and extremely
satisfied customers”*



Experience and Technical Competence

Background/Introduction

Mariposa is a landscape contractor working in both Southern California and Arizona. With our staff experience and dedicated professionals, we have developed a long history of excellence performing work on hundreds of landscape construction, maintenance and tree care projects. Our presence in the Coachella Valley area has allow us to be an expert in Desert Landscape maintenance. With an additional branch office established in the area, Mariposa is able to showcase our expertise with increase efficiency.



Current areas of operation.

Highlights

- Over 45 years in business
- Contractor's license in two states
- Over 800 employees
- Insured – \$1 million workers comp, \$2 million in aggregate general liability
- \$100 million in bonding capacity
- Over 95 awards for project excellence



Company Values



Safety This is the primary foundation of our company. We emphasize “safety first” on every worksite and in all our training programs. Our employees are taught to be aware of, and responsible for, safety at all times. We strive to prevent injuries and accidents, as well as provide a safe environment for staff and customers alike.

Teamwork We work together, seeking input from all team members to organize our efforts for the greater good. We always remain open to change, embracing new methods and techniques to achieve the highest levels of quality and efficiency. We are considerate of team members, provide support, and encourage their growth, resulting in the ultimate outcome for the team.

Quality We are committed to bringing the best possible quality for our customers and their properties and projects. We provide prompt service, expert workmanship, and superior products. We take pride in meeting or exceeding expectations. Our ultimate goal is to deliver excellent value for our clients’ investment.

Integrity We are honest and open in our communications, building deep trust and confidence in all of our relationships. We value the dedication and contribution of each person. The overall well-being of our employees, customers and vendors is important to us.



Proposer Identification

Legal Name: Mariposa Landscapes, Inc.
Street/Mailing Address: 6232 Santos Diaz St., Irwindale, CA 91702
Telephone Number: (626) 960-0196
Fax Number: (626) 960-8477
Email Address: estimating@mariposa-ca.com

President: Terry Noriega
California Corporation: C1469653
California Employer ID: 368-4753-1
Date Incorporated: October 2, 1989

Licenses & Certificates

<i>Contractors State License:</i>	592268	C27, A, C61/D49
<i>Qualified Applicators License:</i>	103864	ABCDEFH
<i>Pest Control Adviser License:</i>	74416	ABCDEG
<i>Pest Control Business License:</i>	30977	
<i>Irwindale Business License:</i>	000538	
<i>Supplier Clearinghouse MBE:</i>	94HS0050	
<i>City of Los Angeles MBE:</i>	561730	
<i>City of Los Angeles LBE:</i>	37858	
<i>LA County MBE:</i>	89126	
<i>LA Co. Agricultural Pest Control</i>	1000279	
<i>Certified Arborist:</i>	WE-1182A	

Minority Business Enterprise

MBE Certification, File No. CCA-7150 for the City of Los Angeles, The Women and Minority Business Enterprise Clearing house has audited and verified our eligibility as a MBE pursuant to the California Public Utilities Commission General Order 156.

Financial Resources

Mariposa has been capable of meeting all financial obligations for over 45 years. A strong balance sheet supports \$100 Million bonding capacity.

Green Waste Processing Capability

Mariposa Landscapes, Inc. has a recycling program for green waste and paper products. We implement this program at our local offices and at all job sites. Mariposa currently uses hybrid vehicles and electric equipment where required. Mariposa notifies all project managers of the green initiatives prior to the award of contract.



Our Services

Landscape Maintenance

- Private, Commercial, Public Works and Homeowner Associations
- Large Scale Mowing Operations
- Comprehensive Irrigation Planning & Management.
- Environmentally Friendly Integrated Pest Management.
- Year-round Fertilization Application.
- Baseball Field Prep and Athletic Turf Maintenance.
- Porter Services and Color Design.
- Parking Lot Sweeping



Tree Care

- On-site Diagnosis and Tree Work Recommendations
- Consultative Services with Certified Arborists.
- Development of Long-term Tree Care Programs.
- Large-scale Tree Trimming Removal.
- Diagnosis/Treatment of Tree Diseases and Pest Problems.
- Stump Grinding and Disposal of Trimmings.
- GIS Tree mapping and asset management
- Certified Workers & Comprehensive Insurance Coverage.



Landscape Construction

- Site Preparation, Demolition, Grading and Drainage.
- Irrigation Systems Installation, Repairs & Upgrades.
- Computerized Irrigation Central Control Systems.
- Irrigation Pump Installation.
- Native Plant Restoration and Habitat Rehabilitation.
- Park construction and Athletic Field installations.
- Tree, Shrub, & Ground-cover planting.



Hardscape Construction

- Concrete Poured-in-Place, Stamped and Seat Walls.
- Flagstone, Tile, Masonry and Block Walls.
- Drainage and Overhead Construction.
- Water Feature Pond Installation & Repair.
- Monuments and Signage.
- Low Voltage Lighting Design and Installation.



WATER CONSERVATION

Our performance backs our promises



CHADWICK APARTMENTS

“ Thank you for helping us get through the drought. Your staff worked hard to meet our water reduction goals while keeping our sites aesthetically pleasing.”

-CITY OF GLENDALE

Maintain an attractive landscape with less water. Our Certified technicians can evaluate your irrigation and provide practical recommendations.

We offer weather-driven irrigation controllers and drought-tolerant landscape conversions. Our computerized tracking system allow us to quickly diagnose and fix problems, saving you water and money.

DESIGN IMPLEMENTATION

Bringing your vision to life

We partner with you to achieve a common goal success.

From simple to complex projects, we coordinate our vast array of services to create the project you envision.

Award-winning craftsmanship, in depth knowledge and high standards of professionalism are applied to every level of work.



Office Locations

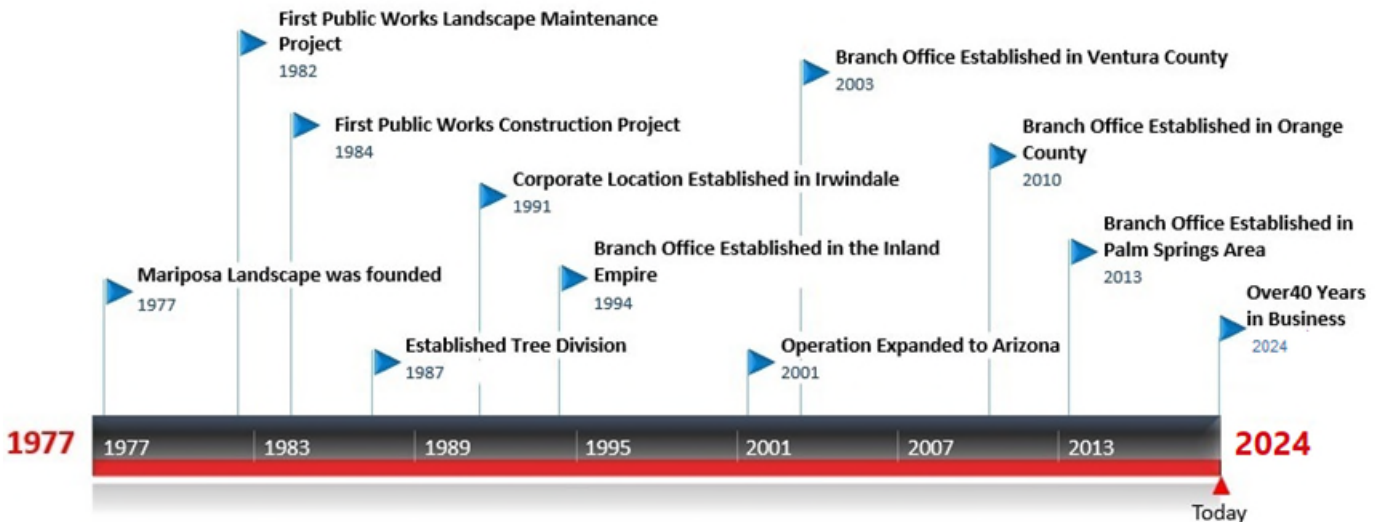
Corporate Headquarters

6232 Santos Diaz Street
 Irwindale, CA 91702
 Phone 626 960-0196
 Fax 626 960-8477

Our crew will be dispatched from a local branch office in Bermuda Dunes. The office location is about 6 miles away from the proposed sites.

<p>Los Angeles County 15529 Arrow Highway Irwindale, CA 91706 Phone 626 960-0397 Fax 626 960-3809</p>	<p>Orange County 1107 E. Walnut St Santa Ana, CA 92701 Phone 626 960-0196 Fax 626 960-8477</p>	<p>San Bernardino County 11093 Almond Avenue Fontana, CA 92335 Phone 909 429-2546 Fax 909 429-2749</p>
<p>Riverside County 13333 S. Central Ave Chino, CA 91710 Phone 626 960-0196 Fax 626 960-8477</p>	<p>L.A. – South Bay 1650 W 130th St Gardena, CA 90248 Phone 626 960-0196 Fax 626 960-8477</p>	<p>North L.A. & Ventura 4790 E. Los Angeles Ave. Somis, CA 93066 Phone (800) 794-9458 Fax 805-386-4140</p>
<p>Palm Springs 78355 Darby Rd Bermuda Dunes, CA 92203 Phone 626 960-0196 Fax 626 960-8477</p>	<p>San Diego County 1833 Oceanside Blvd. Oceanside, CA 92054 Phone 626 960-0196 Fax 626 960-8477</p>	<p>Arizona 7677 N. 67th Avenue Glendale, AZ 85301 Phone 623 463-2200 Fax 623 463-2223</p>

Mariposa Landscapes, Inc. – Over 40 years of Excellence!



Organization Memberships & Staff Certifications

We are dedicated to having the best-trained workforce in the industry. As members of the California Landscape Contractors Association, we participate in the training programs offered by this industry organization. The CLCA sponsors a rigorous “hands-on” test administered under actual field conditions. With only a 20% first time pass rate, only the best workers are able to obtain the designation of CLT or Certified Landscape Technician. Many of the managers and supervisors in our company have the CLT designation. No other contractor of our size and diversity in Southern California has achieved this many certifications.

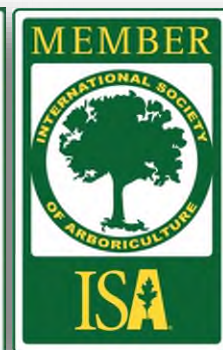
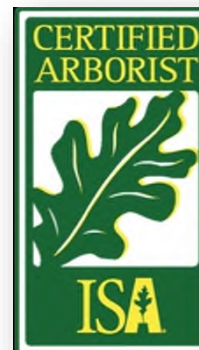
We are members of the following organizations:

- CACM (California Association of Community Managers)
- CAI Orange County (Community Association Institute)
- CAI Los Angeles (Community Associations Institute)
- CAI Greater Inland Empire (Community Association Institute)
- CAI Coachella Valley (Community Association Institute)
- ASA (American Subcontractors Association)
- BIA Southern California (Building Industry Association)
- BIA Orange County (Building Industry Association)
- BOMA IE (Building Owners and Managers Association)
- CLCA (California Landscape Contractors Association)
- ISA (International Society of Arboriculture)
- CAPCA (California Association of Pest Control Advisors)



Licensing and Certifications

- California Contractor License 592268 C27-Landscaping, Class A-Engineering
- Certified Arborists on staff
- Certified Tree Workers on staff
- Tree Work – Line Clearance Certified
- Tree Work – Line Clearance Certified Instructor
- Certified Playground Equipment Inspectors
- Certified Water Auditor
- Certified Backflow Inspectors
- Licensed Pest Control Company/Pest Control Advisor
- Certified Pest Control Applicators on staff



Corporate Tax I.D. Number: 95-4245898 California Corporate Tax I.D.: C1469653

California State Contractor’s License Number: 592268 A, C-27 DIR Number: 1000005079

Pest Control Advisor’s License: 74416 MBE Clearinghouse #: 20000326

Pest Control Business License: 30977 LA County LBE (LABAVN): 106243



References

Here at Mariposa Landscapes, Inc. we take pride in our work and thrive on keeping our company as one of the most recommended in the industry. Our steady record of customer satisfaction has allowed us to maintain positive relationships with our clients.

City of Banning	Term: 2022 - 2024
Landscape Maintenance Services for City Properties and Medians	
Scope includes turf management, shrub bed maint., tree care, pruning, fertilization, weed and pest control, irrigation repair and maintenance, mowing, and edging. Carl,	\$140,807 Per Yr.

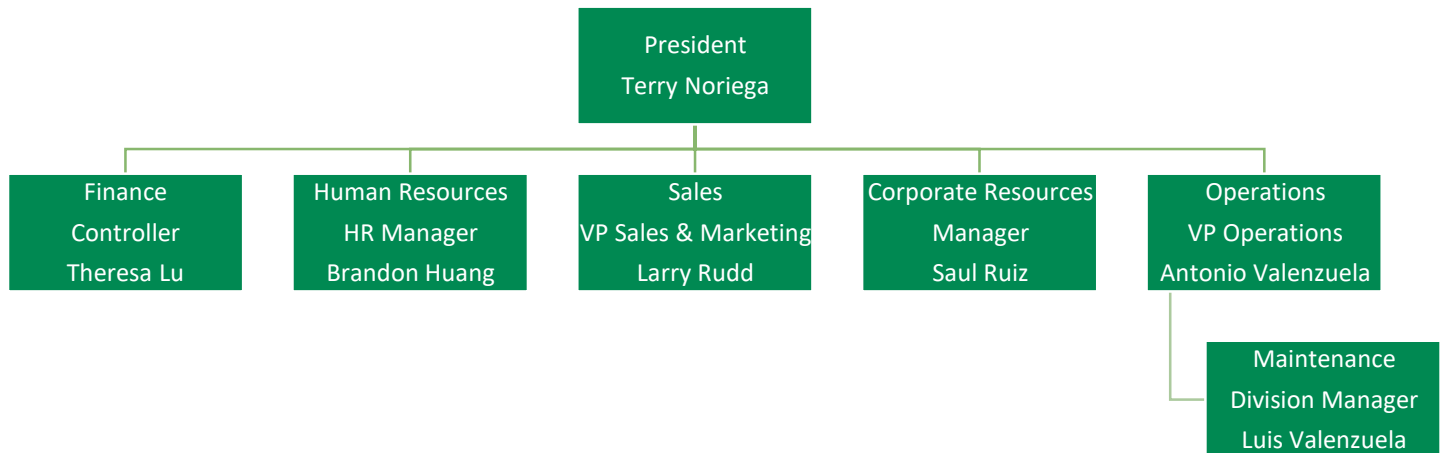
City of Desert Hot Springs	Term: 2019-Current
Landscape Maintenance and Operation for LMD and DD for Zone 1 & Zone 2	
Landscape Maintenance: Weed removal, chemical weed control, plant replacement, fertilization, hedge pruning/trimming, irrigation maintenance, irrigation repair, irrigation system testing, trash/debris pick-up, clearing walk ways. Nicholas Haecker, Public Works Director	\$188,136 Per Yr. (661) 902-9987 nhaecker@cityofdhs.org

Coachella Valley Water District	Term: 2019-Current
Landscaping Maintenance Services	
Landscape Maintenance: Plant litter and trash control, weed/pest control, plant maintenance, tree maintenance, hardscape and decomposed granite planter areas, and irrigation system maintenance. Mike Munoz, Landscape Supervisor	\$476,160 Per Yr. (760) 578-6471 mmunoz@cvwd.org



Firm Staffing and Key Personnel

Management Organizational Chart



Management Staff Experience

Terry Noriega – President

- 45+ years of experience in landscape installation and maintenance
- B.S. in Ornamental Horticulture: California State Polytechnic University, Pomona
- California Contractors Licenses: C-27, A, C61/D49 and C-31
- Pest Control Advisor in 6 Categories
- Qualified Pest Control Applicator in 7 Categories
- **Certified Landscape Technician** in Ornamental and Turf Maintenance
- ISA Certified Arborist WE-1182A
- Arizona Contractor's License: ROC178088 K-21
- Arizona Qualifying Party License: 8263
- Arizona Pest Control Business License: 8246



Antonio Valenzuela – VP Operations

- Over 30 years of experience in landscape maintenance and irrigation troubleshooting
- Pest Control Qualified Applicator in 3 Categories
- **Certified Landscape Technician** in Ornamental and Turf Maintenance
- Certified Landscape Professional
- Backflow Certification in Los Angeles County
- Landscape Water Auditor: Cal Poly SLO
- Past affiliation – Certified Playground Inspector



Larry Rudd – V.P. of Sales and Marketing

- 46 years in landscape installation and maintenance
- B.S. in Business Management, University of Phoenix
- **Certified Landscape Technician: All Categories**
- WaterSense Certified
- Arizona Certified Landscape Professional
- American Green Zone Alliance – Electric Equipment
- CPR Safety Trained
- Associate instructor Cal Poly Pomona, Cal State Fullerton



Alex Del Valle – Risk Control Manager

- Over 13 years of experience working in the safety industry
- Certified OSHA 30
- Certified AHA CPR and First Aid
- Certified Forklift Instructor



Roberto Del Valle – Safety Coordinator

- Over 16 years of experience working in the safety industry
- Certified OSHA 8, 10, 16, and 30
- Certified AHA CPR and First Aid Instructor
- Certified Forklift Instructor
- Certified Claims Adjuster



Dennis Jones – Tree Care Regional Division Manager

- Over 20 years of experience in Arbor Care
- BS Degree in Urban Forestry, Cal Poly San Luis Obispo
- International Society of Arboriculture Certified Arborist WE-5700A
- ISA Qualified Tree Risk Assessment
- TCIA Certified Tree Safety Professional 843
- Qualified Applicator License – 108771, Categories B, C & F
- Wildlife Protector Certification
- Notary Public



Luis Valenzuela – Landscape Maintenance Division Manager

- Over 25 years of experience in landscape and construction operations
- Qualified Applicator License, Category B
- **Certified Landscape Technician**, Irrigation
- ISA Certified Arborist WE-8713A
- Certification – Effective Business Leadership & Development – PDC/GCC



Andres Perez – Bermuda Dunes Area Manager

- Over 25 years of experience in the landscape industry
- Qualified Applicator License, Category B
- **Certified Landscape Technician**, Irrigation
- Certificate – Irrigation Design
- Certificate – Irrigation Troubleshooting
- CVAG Overseeding Certificate



Maintenance Division Organization & Experience



Key Personnel for Palm Desert

Andres Perez

Bermuda Dunes Area Manager

P. (760) 321-2107

C. (626) 392-3050

E. Andres@mariposa-ca.com

Andres will be the person in-charge responsible for project management, communication with account managers and primary contact with the City of Palm Desert.



Andres has been working for Mariposa Landscapes since 1996. He has over 25 years of work experience conducting and overseeing Public Works, Commercial and Residential landscape maintenance work. With a vast experience in all aspects of irrigation: maintaining, repairing and diagnosis in Palm Desert region.

Andres is responsible for all aspects of project management, emphasizing safety, high quality work, operational efficiency, and exemplary customer service. He also conducts walk-throughs to ensure that punch lists are completed and institutes improvements to enhance the quality of work.

Certifications:

- Over 25 years of experience in the landscape industry
- Qualified Applicator License: Category B
- Certified Landscape Technician: Irrigation
- Certificate – Irrigation Design
- Certificate – Irrigation Troubleshooting
- CVAG Overseeding Certificate



Team Organization

Here's our preliminary team setup for the Parks and Landscape Enhancement Project. Andres will be taking the lead on our management team, ensuring everything runs smoothly. He'll be supported by several specialized crews, each with expertise in different tasks and responsibilities assigned to various aspects of the project.

Number	Personnel/ Category	Tasks	Personnel
1	Area Manager	Management	Andres Perez
1	Account Manager	Field Management	TBD
1	Maintenance Crew	Assigned Project	TBD
1	Construction Crew	Assigned Project	TBD

Subcontractor

Mariposa Landscapes will not be utilizing any subcontractor.

Our company consist of numerous experts that qualify to provide specialties work without the introduction of subcontractor. With this, Mariposa is able to provide highest quality work for the City of Palm Desert.



Proposed Method to Accomplish the Work

We intend to execute this contract in accordance with the City of Palm Desert's requirements as outlined in the proposal documents. All projects listed in the scope of services are well within our professional capabilities.

Our standard work hours are Monday to Friday, from 6 am to 2:30 pm. However, we are flexible and will adjust our crew's schedule as approved by the City's representative. Our crew will begin their day from our nearest yard in Bermuda Dunes, located approximately 6 miles away.

Our account managers will meet with the city representative to inspect and discuss the assigned tasks for the projects. During these meetings, we will submit a brief report and schedule for the city representative to review and approve.

Each morning, our crew will commence the assigned tasks for the day. They will be particularly mindful of safety measures and noise levels, especially when working in residential neighborhoods. Mariposa will create a schedule aimed at providing services during periods of low foot traffic when necessary.

Our crew foreperson will be an English-speaking gardener, ensuring clear communication on-site for these assigned projects. All communications will be directed to our account managers and discussed with the city representative.

Project sites will be visited according to the schedule outlined in the provided RFP. All tasks will be completed as per the specified frequency and scheduled times.



Quality Control Program

We perform internal quality control on our work to free up our contract monitor or client representative (be it a Public Works Inspector or Property Manager) so that he or she will have a reduced work load. This creates a positive environment for everyone involved and enhances our client relationships. Our main philosophy behind quality control is summed up in one statement “Plan your work and work your plan.” Therefore, the work is to be planned and monitored in the following ways:

Monthly Work Schedules

The Mariposa Account Manager will submit Monthly Work Schedules describing maintenance operations of all areas contained within this contract and when the work, including trimming, pruning and applications of chemicals/fertilizers will be accomplished. Other work will include the removing and/or replacing of landscape materials within the scope of this Contract. The work may include landscape renovations of planted areas and/or turf areas. The Account Manager will develop the Monthly Work Plans and submit them to the client representative by the agreed date of the previous month prior to the regular monthly meeting. The Monthly Work Plan will correlate with the Annual Work Schedule in a more detailed form. After the plan is approved at the regular monthly meeting the Monthly Schedule Evaluation Form will be completed with the client representative to evaluate the performance of the current month. The Mariposa Supervisor is responsible for creating and submitting these reports.

Account Manager/Client Meeting Work Quality Evaluations

A critical aspect of the work is communication. Timely and accurate schedules address a lot of this; however, there is another important aspect that is sometimes overlooked: interpretations of quality. What is beautiful to some is not to others, this is why specifications are written. However, there is always some level of interpretation that can vary from person to person. The goal is to have the Mariposa Account Manager and the client representative both interpreting the expectations of the specifications in the same way. The way we accomplish this is through a graded evaluation of every aspect of the landscape on a site by the Mariposa Supervisor and the client representative. This evaluation is performed prior to the regular client representative meeting by the Mariposa Supervisor. When the regular meeting takes place, this same form is given to the client representative to evaluate the exact same items as the Mariposa Account Manager previously graded. Any differences in evaluation that the client representative has of the same work item or area that were graded by the Mariposa Supervisor are addressed immediately and clarified. The frequency of these evaluations and number of work items evaluated can vary based on the work scope. Please see the sample form provided.

Action Item Lists

Even with jobs that go perfectly there are always items that come up during walk-through inspections. These items may have nothing to do with work quality but may be requests for improvement, additional work or notations of concern, etc. One of the key aspects of an action item list is a target completion date. This is included for every item on our form. The Mariposa Account Manager is committed to completion of a requested activity at an agreed upon date. This is in writing; it’s quick and easy to fill out. The client representative will have confidence that we will keep our promises because they are documented. **Our goal is “Promises made are promises kept.”** Please see the sample form provided.



Work Quality Evaluation Form



Mariposa Landscapes, Inc.

SITE INSPECTION EVALUATION FORM

Inspection Date: <input style="width: 80%;" type="text"/>	Job: <input style="width: 95%;" type="text"/>
Mariposa Account Manager: <input style="width: 95%;" type="text"/>	Job Number: <input style="width: 95%;" type="text"/>
Client Representative: <input style="width: 95%;" type="text"/>	

Please give a rating of 1-10 on the following items (1 = unacceptable and 10 being perfect)

		ML	CR		ML	CR
1. TURF						
A Color of turf acceptable						
B Turf texture, no thin/bare areas						
C Free of trash/debris						
D Irrigation leaks visible						
E Over or under watering						
F Dry spots						
2. GROUND COVER/SHRUB AREAS						
A Free of trash/debris						
B Free of weeds						
C Mulch evenly distributed						
D Irrigation leaks visible						
E Groundcover trimming						
3. TREES/SHRUBS						
A Health/vigor						
B Trimmed per scheduled cycle						
C Pruned correctly for species						
D Walkway shrub clearance						
E Walkway tree clearance						
F Disease & insects controlled						
G Irrigation leaks visible						
H Over or under watering						
I Trees staked properly						
4. ANNUAL COLOR/POTS						
A Annual flowers healthy						
B Bed/Pots free of trash/debris						
C No missing annual color plants						
D Disease & insects controlled						
E Irrigation leaks visible						
F Over or under watering						
5. D.G. PATHS & OPEN AREAS						
A Free of trash/debris						
B Weeds managed/controlled						
C Erosion areas repaired						
6. HARDSCAPE AREAS						
A Free of trash/debris						
B Free of weeds in cracks						
C Standing water						
D Safety issues reported						
7. IRRIGATION						
A Controllers working						
B Controllers programmed properly						
C Schedules submitted/updated						
D Valves working properly						
E Valves leaking						
F Backflow(s) on						
G Backflow(s) Leaking						
H Meter readings (if in scope) up-to-date						
I Water usage analysis up-to-date						
8. L.V. LIGHTING (if applies)						
A System has power						
B Timer/photocell working						
C Bulbs working						
D Fixtures clean						
E Fixtures broken						
F Fixtures aimed properly						
9. WATER FEATURES (if applies)						
A Power/working properly						
B Leaks						
C Cleaned of debris at inlets						
10. OTHER (if applies)						
A Dog mess cleaned up						
B Dog stations replenished						
C Trash cans dumped & new liners						
D Play equipment clean						
E Ramadas/picnic tables/BBQs clean						
F Response time on call-outs						
G General safety issues reported						

Only enter ratings for items that are applicable to this project (blank = Not Applicable at this time)

OVERALL RATING: Per the above individual ratings, please provide an overall rating from 1 to 10 ML CR

Mariposa Account Manager Signature/Date (ML)

Client Representative Signature/Date (CL)



Action Items Form



Mariposa Landscapes, Inc.

ACCOUNT MANAGER INSPECTION ACTION ITEMS

Today's Date:

Job:
Job Number:

ACTION ITEMS

**Resolution
Date**

- 1. _____
- _____
- _____
- 2. _____
- _____
- _____
- 3. _____
- _____
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- 4. _____
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- 5. _____
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- 6. _____
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- 7. _____
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- 8. _____
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- 9. _____
- _____
- _____
- 10. _____
- _____
- _____

Mariposa Account Manager Signature/Date

Client Representative Signature/Date



Proposer's Green Initiative and Environmental Sensitivity

Mariposa Landscapes, Inc. uses every effort to implement "green" environment and energy conservation measures.

Our company has a recycling program for green waste and paper products. We implement this program at our local offices and at all job sites.

Mariposa currently uses hybrid vehicles and is researching and looking forward to obtaining hybrid equipment to be used on our contracts. We strive to be as environmentally conscientious as possible and are expanding our operations to achieve this goal.

We have been certified by the American Green Zone Alliance – Sustainable Land Care Certification (Electric Equipment). This puts us at the cutting edge of industry knowledge in selecting cost effective options related to the latest in commercial grade electric small equipment as well as mowers.

Mariposa works with all clients to assure optimum water usage where possible. With hundreds of ET "Smart" Controller installations over the years, we can assess a property for water savings, create a solution and correctly program these newer irrigation control devices for optimum savings.

In addition to these and other Green Initiatives, we are also committed to leading the industry in minimizing any potential negative impact on the environment.

The key points of its strategy to achieve this are:

- Minimize waste by evaluating operations and ensuring they are as efficient as possible.
- Minimize toxic emissions through the selection and use of its fleet and equipment.
- Actively promote recycling both internally and amongst its customers and suppliers.
- Meet or exceed all the environmental legislation that relates to the Company.
- Adhere to all local codes and ordinances regarding water conservation.



Integrated Pest Management

Integrated pest management (IPM) is an ecosystem-based strategy that focuses on long-term prevention of pests or their damage through a combination of techniques such as biological control, habitat manipulation, modification of cultural practices, and use of resistant varieties. Pesticides are used only after monitoring indicates they are needed according to established guidelines, and treatments are made with the goal of removing only the target organism. Pest control materials are selected and applied in a manner that minimizes risks to human health, beneficial and non-target organisms, and the environment.



Biological control

Biological control is the use of natural enemies—predators, parasites, pathogens, and competitors—to control pests and their damage. Though Mariposa does not introduce any beneficial organisms into the environment, we do identify and encourage their presence.

Cultural controls

Cultural controls are practices that reduce pest establishment, reproduction, dispersal, and survival. For example, changing irrigation practices can reduce pest problems, since too much water can increase root disease and weeds.

Mechanical and physical controls

Mechanical and physical controls kill a pest directly or make the environment unsuitable for it. Traps for rodents are examples of mechanical control. Physical controls include mulches for weed management, steam sterilization of the soil for disease management, or barriers such as screens to keep birds or insects out.

Chemical control

Chemical control is the use of pesticides. Mariposa Landscapes uses pesticides only when needed and in combination with other approaches for more effective, long-term control. Also, pesticides are selected and applied in a way that minimizes their possible harm to people and the environment. With IPM we use the most selective pesticide that will do the job and be the safest for other organisms and for air, soil, and water quality.



Job Startup and Transition Schedule



Contract Executed or an Official Notice to Proceed

On new contracts we typically purchase trucks and equipment, so we cannot initiate purchases until we have a signed commitment. Quicker startups that are 30 days or less may be an issue with supply chain delays. We prefer a 60 to 90 day start for our procurement. During this period, before the Job Start, we may have one or more meetings with the client to meet the management staff and go over a preliminary schedule of work. We also use this interim time to prepare more detailed maps of the areas with measurements so we can pre-order the materials we will need (fertilizer, IPM material for weed control and other consumables.)

Job Start

On day 1 our crews will have detailed maps of the areas along with task lists and the initial schedule. Our management is heavily involved in logistics during this time. We also go through the irrigation systems with our technicians to perform our initial evaluation. If we find anything that is broken, inoperative or neglected, we create a detailed list with repair pricing and a completion schedule for the customer.

30 Day Evaluation

At 30 days we have a special evaluation meeting with the customer. There are always aspects of every job that cannot be completely spelled out in the work scope and specifications like, custom timelines, work sequences and specific area needs. We go over the experience so far and identify what is working well and what needs adjustment. The customer gets an action plan for any adjustments with timeline commitments from us along with the initial irrigation system inspection.

60 Day Evaluation

At 60 days we anticipate operations to be going smoothly and meeting expectations. We perform a customer survey to assess the customer's perception of the experience related to the proposal process, transition to operations and the actual performance on the job. Our goal is to receive the highest score possible from our clients and provide complete customer satisfaction.

90 Day Evaluation

At 90 days the customer receives a survey with one question on it "Would you recommend Mariposa Landscapes to other customers right now?" Our goal is to receive an enthusiastic "Yes" to this question.



Fee Proposal

Please provide hourly rates for the following positions at a minimum: Irrigator, Foreman, Laborer, Supervisor.

Maintenance Rates:

Laborer: \$44.55

Irrigator: \$68.60

Foreman: \$61.06

Supervisor: 76.80

Construction Rates:

Laborer \$109.73

Tender \$43.71

Operator \$129.17

Cement Mason \$115.70

We are providing both Maintenance and Landscape rates because there is construction in the scope of work.



Key Personnel for Palm Desert

Andres Perez

Bermuda Dunes Area Manager

P. (760) 321-2107

C. (626) 392-3050

E. Andres@mariposa-ca.com

Andres will be the person in-charge responsible for project management, communication with account managers and primary contact with the City of Palm Desert.



Andres has been working for Mariposa Landscapes since 1996. He has over 25 years of work experience conducting and overseeing Public Works, Commercial and Residential landscape maintenance work. With a vast experience in all aspects of irrigation: maintaining, repairing and diagnosis in Palm Desert region.

Andres is responsible for all aspects of project management, emphasizing safety, high quality work, operational efficiency, and exemplary customer service. He also conducts walk-throughs to ensure that punch lists are completed and institutes improvements to enhance the quality of work.

Certifications:

- Over 25 years of experience in the landscape industry
- Qualified Applicator License: Category B
- Certified Landscape Technician: Irrigation
- Certificate – Irrigation Design
- Certificate – Irrigation Troubleshooting
- CVAG Overseeding Certificate

