



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

[VINTAGE LANDSCAPE] 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

Vintage Landscape Response

CONTACT INFORMATION

Company:

Vintage Landscape

Email:

brentf@thevintageco.com

Contact:

Brent Fries

Address:

78755 Darby Road
Bermuda Dunes, CA 92203

Phone:

(760) 289-9222

Website:

www.vintagelandscape.com

Submission Date:

Sep 1, 2024 7:50 PM (Pacific Time)

ADDENDA CONFIRMATION

Addendum #1

Confirmed Aug 30, 2024 7:26 PM by Brent Fries

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.

City_of_Palm_Desert_-_Parks_and_Landscape_Enhancement_Services.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.

City_of_PD_Enhancement_Contract_-_Labor_Costs.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.

647984

[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.

1000001926

[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").

N/A

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.

City_of_Palm_Desert_-_Team_Resume_and_Qualifications.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. Kyle Gritters
- B. CEO
- C. 78755 Darby Rd, Bermuda Dunes, CA 92203
- D. kyleg@thevintageco.com
- E. (805) 720-7269

- A. David Smith
- B. President
- C. 78755 Darby Rd, Bermuda Dunes, CA 92203
- D. davids@thevintageco.com
- E. (760) 772-3673

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



VINTAGE LANDSCAPE

City of Palm Desert

Parks and Landscape Enhancement Services

Company Profile & Qualifications
for Landscape Services



August 30th, 2024

Brad Chuck
City of Palm Desert

RE: Parks and Landscape Enhancement Services

Thank you for the opportunity to submit our proposal for landscape enhancement projects for City of Palm Desert. Vintage is incredibly appreciative to be part of this process. As shown during the tenure of our Landscape Maintenance Contract, Vintage has the knowledge, expertise and experience to maintain your landscape environment and would appreciate the opportunity to provide services to further enhance the beauty, functionality and value of the City of Palm Desert.

Vintage Associates is a local family-owned company currently operated by the second generation who is personally involved in every account. Vintage is unique in the landscape industry because of the complete range of services offered to our customers. Subsidiary branches of Vintage Associates include:

- Vintage Landscape with Tree Division and Water Management
- Vintage Nursery
- Vintage Outdoors (Landscape Design, Enhancements & Construction)

The company profile attached includes detailed information about Vintage Associates, key personnel, and service practices.

Sincerely,

Kyle Gritters
CEO
C.C. David Smith

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History of Vintage Associates

Vintage Associates is the Coachella Valley's only full-service landscape resource company. Vintage started business in the Coachella Valley as Steven Burt and Associates in 1992. The company's first maintenance contract began in 1992 with the addition of Silver Sands Racquet Club in Palm Desert, where we worked for over twenty years. Additionally, the partners purchased Vintage Nursery on Darby Road in Bermuda Dunes in 1992. With the addition of the nursery, the company could provide desert acclimated shrubs and trees to their customers and other contractors.

In 1994, Al Hollinger joined Steve Burt and in 1995 started TreeRite – Certified Arborists. Al emphasized following ISA standards with TreeRite.

In 2001, Vintage Associates created a construction division which has morphed into Vintage Outdoors, to help customers enhance their landscape through beautification projects, irrigation upgrades, and more.

In 2002, Steve Burt invited Greg Gritters to work with him to help him grow his company and lend his corporate experience. Greg came with almost 25 years of experience in energy development and operations as an engineer working for the Unocal oil company.

In 2009, in response to the serious water issues facing the Coachella Valley, Greg achieved certification by the Irrigation Association and became a registered EPA WaterSense Partner. The WaterRite division was created to help homeowner associations, commercial accounts and homeowners optimize their irrigation systems and reduce their water bills following the implementation of tiered water rates by the Coachella Valley Water District. In 2022 the company achieved Expert Water Management status through CLCA.

In 2015, Kyle Gritters relocated his family to the Coachella Valley to start the succession plan of his father Greg. With more design experience than operations, Kyle spent the first three years working in every field position of the company.

At the end of 2018 David Smith, the nephew of the founding partners of the company, joined Kyle as a partner to further strengthen the Nursery and Construction divisions of the company.



Experience and Technical Competence

Vintage Associates' experience in the Coachella Valley is unrivaled. Vintage team members comprise of certified landscape professionals in the horticultural field with over 100 years of combined experience, with dedication to our customers within the Coachella Valley. The experience held by Vintage Associates includes the following:

- 30 years of experience providing Landscape Maintenance to HOAs
- 20 years of experience providing Landscape Maintenance to Municipalities
- 30 years of experience providing Landscape Construction & Enhancement Services
- Expert Level Water Managers from CLCA in the Inland Empire
- Emphasis on natural pruning of shrubs and professional tree care to enhance the beauty and ensure the landscape looks like the architect designed
- History of maintaining long-term relationships with customers (over 20 years) and our employees (30 years)



Certified Personnel

- BS Ornamental Horticulturist – **1**
- AA Turfgrass Management – **2**
- Certified Arborists – **6**
- ISA Tree Risk Assessor – **2**
- State Licensed Qualified Pesticide Applicators – **11**
- Water Management – CLCA Expert Manager Status
- Certified Landscape Irrigation Auditors – **1**
- Certified Water Managers – **2**
- Certified Irrigation Technician – **1**
- Certified Equipment Operator – **4**
- Maxicom and Site control operators – **5**
- College of the Desert – Certificate of Achievement (Turfgrass, Pesticide Management, Arborist, Landscape & Irrigation) – **4**



References

Maintenance

Desert Horizons Country Club – 23 years

P.O. Box 12710 Palm Desert, CA 92210

Association General Manager: Victor Santos Cisneros

(760) 340-5501 ext. 103

Indian Wells Tennis Gardens – 23 years

78200 Miles Avenue Indian Wells, CA 92210

Director of Facilities – Dave Sahl

(760) 200-8461

PGA West Fairways – 21 years

The Management Trust

80265 Signature Way La Quinta, CA 92253

(760) 862-6334

Andalusia – 17 years

The Management Trust

81570 Carboneras La Quinta, CA 92253

Association Manager: Kari Martin

(760) 777-1009

City of Indian Wells – 16 years

44-950 Eldorado Dr. Indian Wells, CA 92210

Field Manager: Mihai Dan

(760) 777-7621

Santa Rosa Cove – 23 years

49-991 Eisenhower La Quinta, CA 92253

Association Manager: Dave Scott

(760) 777-7621



References

Construction and Enhancements

Sensei Porcupine Creek (Current)

Stephen Sampson | (530) 304-9788

- ❖ Installation of all Plant & Tree material, Irrigation, Palms and Boulders

Coachella Lakes (Current)

Jeff Coulter | (480) 703-0631

- ❖ Landscape Refresh and Irrigation Retrofit

Chaparral Country Club (Current)

Dave Capra |

- ❖ Berm Reduction and Irrigation Retrofit

The Garden Fellowship Church (Current)

Christian Sly | (760) 470-0472

- ❖ New Landscape Installation

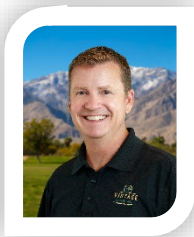




Vintage Corporate Organization



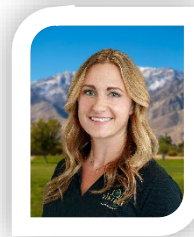
Greg Gritters
CFO



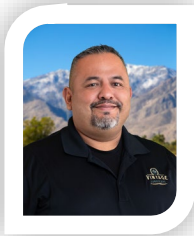
David Smith
President



Kyle Gritters
CEO



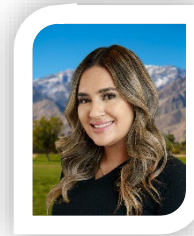
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Employee Investment



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Development



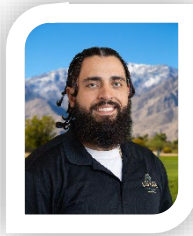
Joe Elkins
Finance & BS



Jasmine Meza
HR Manager



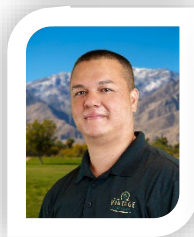
Rick Valdez
Outdoors Manager



Cesar Tejeda
Nursery Supervisor



Al Hollinger
Vintage Chief



Leo Meza
Branch Manager



Rafael Esquivel
Branch Manager



Bruce Brown
Branch Manager





Greg Gritters

CFO

- BS Chemical Engineering, USC
- MBA, Thunderbird School of Management
- QAL, Certified Water Manager
- 25 years International Asset and Project Management
- 22 years Experience in Landscape Industry



Kyle Gritters

CEO/PARTNER

- BA Applied Design
- 9 years Experience in the Landscape Industry, QAL



David Smith

PRESIDENT/PARTNER

- BS Business Administration
- 26 Years experience in the landscape industry
- ISA Certified Arborist, ISA Tree Risk Assessment Qualified





Alan Hollinger

Chief Horticulturalist

- BS Ornamental Horticulture, Cal Poly Pomona
- QAL, Certified Arborist, Instructor College of the Desert
- 36 years experience

Rafael Esquivel

Account Manager

- COD Certified Landscape & Irrigation
- QAL
- ISA Certified Arborist
- 31 years of experience

Bruce Brown

Account Manager

- AS in Turf Grass Management
- QAL
- ISA Certified Arborist
- 31 years of experience

Leo Meza

Account Manager

- AA Turfgrass Management
- QAL
- ISA Certified Arborist
- ISA Tree Risk Assessment Qualification
- IQ4 Expert
- 21 years of experience



TreeRite

Recognized Leaders in Arboriculture:

- Big Horn Country Club
- PGA West Fairways
- Indian Wells Tennis Gardens
- Sensei Porcupine Creek

Arborists on Staff:

Al Hollinger, ISA Certified Arborist

Leo Meza, ISA Certified Arborist, Tree Risk Assessor

David Smith, ISA Certified Arborist, Tree Risk Assessor

Bruce Brown, ISA Certified Arborist

Rob Downing, ISA Certified Arborist

Rafael Esquivel, ISA Certified Arborist

Equipment:

- 4 Boom trucks (2@70' and 1@60')
- 5 Vermeer chippers
- Stump Grinder





Vintage Outdoors

Rick Valdez

Construction Manager

- 30 years of Landscape Construction and Installation Services

Brent Fries

Enhancement Manager

- Landscape Design and Enhancement Services

Luis Manzo

Project Manager

Daniel Lara

Project Manager



Vintage Outdoors

30 Full-Time Employees

Services Provided:

- Landscape Irrigation Audits, Repairs and Installation
- Tree and Shrub Planting
- Turf Conversions
- Turf Preparation and Installation
- Landscape Improvements & Beautification
- Landscape Design & Renderings
- Artificial Turf Installation
- Concrete Mow Curb Installation
- Tree and Palm Removal, Relocation and Installation
- Large Construction Installation Projects

Operating Equipment:

- Sod Cutter
- Trencher
- Mini Excavator
- Compact Track Loader (Skid Steer)x2
- Kubota Utility Tractor



Vintage Landscape Equipment



Supervisor Truck



Irrigator Truck



Boom Truck



Chipper truck



Dump Truck



Greenwaste Truck

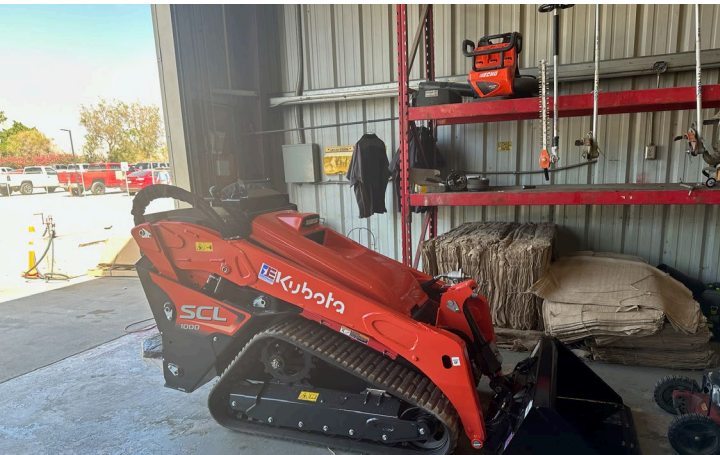
Vintage Landscape Equipment



Sod Cutter



Trencher



Kubota Mini Track Loader



CAT Skid Steer



Kubota Mini Excavator



Kubota Utility Tractor

Labor Costs for Extra Work

Supervisor	\$55.00/hr
Irrigator	\$45.00/hr
Foreman	\$45.00/hr
Laborer	\$35.00/hr
Equipment Operator	\$50.00/hr



Proposed Methods to Accomplish Work

When it comes to Project Management, our Landscape Professionals possess the knowledge and organization to meet the schedule of tasks and deadlines. Vintage Associates' main goal is to conduct our work in a, **safe, professional** and **efficient** manner.

Below are some aspects of how we manage our projects:


- Assess the Project with the team. Identify the right Supervisor / Project Manager
- Identification of Risks or Challenges
- Create Project Blueprint (Scope, Budget, Timeline, etc.)
- Job walks before and after Project
- Open and honest communication internally and with customer
- Documentation from Start to Finish
- Daily Check-ins with Supervisor performing the Project
- Encourage employees to be Innovative and voice New Ideas
- Use of Project Management applications to stay Organized and on Schedule



Example of Project Management Tool

 Civic Center Park Turf Conversion    Set status

 Overview  List  Board  Timeline  Dashboard  Calendar  Workflow  Messages  Files 

+ Add task 

Task name	Due date	Status	Equipment	Notes
▼ To do				
<input checked="" type="checkbox"/> Submit CVWD Turf Rebate Application with Plans	Sep 2 – 6	On track		
<input checked="" type="checkbox"/> Meet with City Inspector and Current Maintenance Contractor Before Starting V	Sep 30 – Oct 4	On track		
<input checked="" type="checkbox"/> Remove Turf	Oct 9 – 11	On track	Sod Cutter	
<input checked="" type="checkbox"/> Spray Turf	Oct 7 – 8	On track	50 gal Spray Tank	
<input checked="" type="checkbox"/> Retrofit Irrigation from Pop-up Sprinklers to Drip Emitters	Oct 14 – 18	On track		
<input checked="" type="checkbox"/> Install Boulders and Larger Cobble	Oct 21 – 22	At risk	5k Telehandler	5k in use at other Project. Might need to Rent. Follow up
<input checked="" type="checkbox"/> Install Trees with new stakes	Oct 23	On track		
<input checked="" type="checkbox"/> Install all Plant Material, Bleed Valve While Installing Plants	Oct 24 – 25	On track		
<input checked="" type="checkbox"/> Install Decomposed Granite, Compact and Roll	Oct 28 – 29	On track	5k Telehandler	
<input checked="" type="checkbox"/> Meet with City Inspector and Current Maintenance Contractor for Turnover	Nov 4			
<input checked="" type="checkbox"/> Meet with Rene with CVWD for Final Rebate Approval	Nov 6			

Add task...

▼ Project Contacts

<input checked="" type="checkbox"/> Brad Chuck (760) 423-3392				
<input checked="" type="checkbox"/> Manuel Langarcia (442) 400-9606				



Labor Costs for Extra Work

Supervisor	\$55.00/hr
Irrigator	\$45.00/hr
Foreman	\$45.00/hr
Laborer	\$35.00/hr
Equipment Operator	\$50.00/hr





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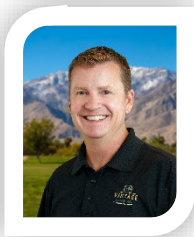
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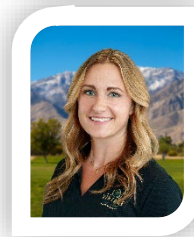
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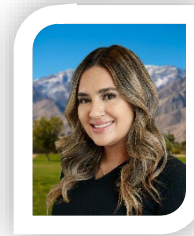
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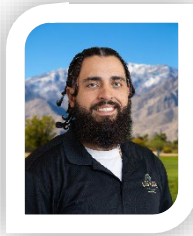
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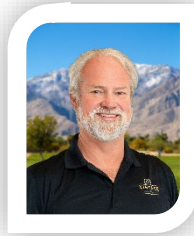
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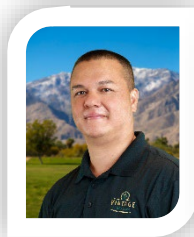
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