



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

[EXCEL LANDSCAPE 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

Excel Landscape Inc. Response

CONTACT INFORMATION

Company:

Excel Landscape Inc.

Email:

marty@excellandscape.com

Contact:

Marty Fox

Address:

1185 Magnolia Ave. Ste E400
Corona, CA 92879

Phone:

N/A

Website:

N/A

Submission Date:

Sep 3, 2024 2:57 PM (Pacific Time)

ADDENDA CONFIRMATION

Addendum #1

Confirmed Sep 3, 2024 7:25 PM by Marty Fox

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_Final.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.

694553

[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.

1000007099

[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.

RESUME_JASON.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

Joe Alfaro

President

710 Rimpau St., Corona CA 92879

joe@excellandscape.com

951-735-9650

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

REQUEST FOR PROPOSAL



2024

PARKS AND LANDSCAPE ENHANCEMENT PROJECT

Project No. 2024-RFP-132

Prepared by:

EXCEL LANDSCAPE

INDEX

1 COVER LETTER

2 EXPERIENCE & TECHNICAL COMPETENCE

3 STAFFING & KEY PERSONNEL

4 METHOD TO ACCOMPLISH WORK

5 BONDING & BANK LETTERS



710 Rimpau Ave. Suite 108 • Corona, CA 92879-5724
(951) 735-9650 Fax (951) 735-0469 • Lic # 694553

September 4, 2024

City of Palm Desert

73510 Fred Waring Dr.
Palm Desert, CA 92260-2578

Re: Request for Proposal for Parks and landscape enhancement project.

Dear Evaluation Committee,

I would like to thank you for the opportunity to submit our proposal for the above project. In the following pages please find all the information you requested.

Excel Landscape has been providing quality landscape maintenance for municipal customers for more than 40 years. We have a history of long term relationships with those customers, some for more than 20 years. We pride ourselves on those relationships.

We feel that our experience with the City in other projects and our local pool of resources will be a benefit to the city. We hope you will agree and allow us the opportunity to help with the park and landscape enhancement project.

Upon execution of the contract we will provide certificates of insurance for General Liability, Automotive and Workers Compensation, along with Performance, Labor and Material Bonds.

Respectfully,

Jose Alfaro

Jose Alfaro, President

EXPERIENCE & TECHNICAL COMPETENCE

QUALIFICATIONS

PERSONNEL

EQUIPMENT

EXPERIENCE

CURRENT OPERATIONS

SERVICES

REFERENCES

CURRENT PROJECTS

QUALIFICATIONS

Licensed **C-27** **C-61/D-49** Contractor **694553**

DIR Registration 1000007099

Licensed Pest Control Advisor

Licensed Pest Control Operator

Licensed Pest Control Applicator

CLIA Certified Water Auditor

CLCA "Expert" Certified Water Manager

Certified Recycled Water Supervisor

Certified Arborist **#496**

Insured With Best Rated "A"
First National Insurance Company of America

OSHA Compliant

State & Federal Labor Law Compliant

COMPANY PERSONNEL

Excel Landscape takes pride in our loyal staff and strives to provide a work environment that encourages long-term employment, which is why we continue to provide opportunities for the improvement and advancement of our employees.

This is reflected in the low turnover of our staff in an industry where just the opposite is typical. This is an advantage to our larger customers on projects that have permanent full time crews, as the employees become familiar with specific requirements. Staff are trained in the safety aspect of high traffic areas. Bi-weekly tailgate meetings are held featuring safety as the number one focus.

Following is a list of our key personnel.

OWNER/GENERAL MANGER

Jose Alfaro | **45 Years**
PCA, QAL & Auditor

PROJECT MANAGERS

Marty Fox | **37 Years**
Landscape Designer, QAC, Auditor & *

Hector Lopez | **24 Years**
QAC, Auditor & *

Jose Alfaro Jr. | **24 Years**
QAL, Water Manager, *
Rainmaster & Calsense Certified

Jason Alfaro | **16 Years**
QAL, Water Manager, Auditor & *

SUPERVISORS

Luis Silva | **13 Years**

Jorge Gasca* | **14 Years**

Gerardo Cardenas | **23 Years**

Oscar Farias | **26 Years**

Justino Murillo | **25 Years**

Vostok Bernal | **32 Years**

Arturo Serrato | **26 Years**

Jesus Quintero | **13 Years**

Genaro Villalpando* | **25 Years**

* Reclaimed Water Certified

FOREMEN

Jesus Camarillo | **26 Years**

Jesus Alferez | **15 Years**

Cesar Castro | **8 Years**

Jose Anguiano | **7 Years**

CERTIFIED ARBORIST

Jim Borer | **30 Years**
#496

IRRIGATION TECHNICIANS

Emiliano Ceballos* | **24 Years**

Jose Aguilera | **4 Years**

Rigoberto Chavez | **12 Years**

Refugio Cruz | **11 Years**

Ismael Morales | **13 Years**

Roberto Cruz | **24 Years**

Juan Aparicio | **7 Years**

Jose Anguiano | **9 Years**

Jose Garcia | **6 Years**

Victor Ortiz | **8 Years**

Carlos Fernandez | **12 Years**

224 Drivers, Operators and
Laborers

MECHANICS

Antonio Gaona | **13 Years**

Felipe Martinez | **3 Years**

Alfredo Hurtado | **2 Years**

Jorge Gonzalez | **6 Years**

Juan Vasquez | **9 Years**

Gaudencio Mejia | **7 Years**

Juan Franco | **6 Years**

Jamie Moreno | **7 Years**

Jesus Jimenez | **7 Years**

Benjamin Miranda | **5 Years**

Eliseo Gomez | **5 Years**

Rigoberto Herrera* | **6 Years**

Martimiano Santiago | **2 Years**

Filiberto Aguilera | **6 Years**

EQUIPMENT LIST COMPANY WIDE

Excel Landscape possesses a large variety of equipment. This includes back up equipment at each service yard. If a piece of equipment should fail we have a tow truck to pick up and deliver as soon as called upon. This ensures uninterrupted service to our customers. (4) full time mechanics work under the direction of the fleet manager to ensure maintenance and repairs are done regularly and in a timely manner.

Managers/Supervisors Trucks **20**

Irrigation Technicians Trucks **19**

Crew Trucks **86** Crew Trailers **62**

Riding and Walk Behind Mowers **72**

Blowers, Hedge Trimmers, Edgers & Weed Eaters **500+**

Dump Trucks **12**

Tractors & Skid Steers **14**

Tractor Specialty Attachments **21**

- Aerators
- Aeravator
- Augers
- Bush Hogs
- Forklifts
- Power Rakes
- Rotofilers
- Spreaders
- Sprayers
- Top Dressers
- TR3 Power Rake
- Turf Vacs
- Vrisimo Flailmower

Excel Landscape

Has been providing quality landscape services in Southern California for over 45 years, specializing in large scale municipal maintenance.



We currently maintain a variety of parkways, medians, slopes, open space, parks with ball fields, soccer fields and synthetic turf fields for (13) local agencies. This includes many acres of water wise and drought tolerant plant material.

Excel Landscape designs, installs and maintains a large variety of landscape projects.



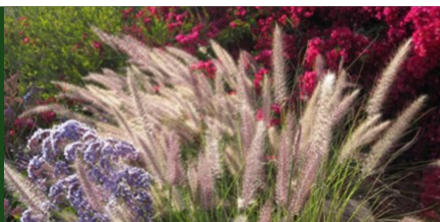
Excel has designed and installed a new dog park and a passive park for the City of Claremont.



Excel has completed a renovation of a 15 acre sports park with (2) soft ball fields, a walking track, passive turf areas and the conversion of (5) acres of turf to drought tolerant plant material, that we re-designed for the City of Murrieta.

Excel Landscape designed and installed Demonstration Gardens for (2) local water agencies.

Currently we maintain over 100 acres of drought tolerant landscape for the City of Indio.



Recently we completed a contract with the Inland empire Utilities Agency where we maintained an award winning water wise landscape at their Headquarters in Chino.

CURRENT OPERATIONS

Large Scale Mowing



Irrigation Service Trucks



Ball Field Prep



SERVICES

- Maintenance
- Irrigation Management & Conversions
- Fertilization & Chemical Application
- Pest & Disease Control
- Sports Turf Management
- Synthetic Turf Maintenance
- Ball Field Maintenance
- Blue Line Stream Maintenance
- Equestrian Park Maintenance

- Water Wise Landscape Management
- Design & Installation



New Fuel Efficient Manager & Supervisor Trucks

Synthetic Turf Care



Blue Line Stream



Low Water Use Irrigation





REFERENCES

**A COMPANY IS ONLY AS GOOD AS THE
RECOMMENDATIONS OF ITS CLIENTS**

REFERENCES

CITY OF MURRIETA

Mr. George Moring

1994-Present

951.461.6124

GMoring@murrietaca.gov

CITY OF CLAREMONT

Mr. Richard Hecker

1990-2012, 2017-Present

909.399.5431

rhecker@clclaremont.ca.us

CITY OF YUCAIPA

Mr. Steve Frenken

2013-Present

909.797.2489

Sfrenken@yucaipa.org

COUNTY OF RIVERSIDE

Mr. Mike Franklin

2001-Present

951.955.6652

MFraqnkin@RIVco.org

CITY OF CHINO HILLS

Mr. Sean O'Conner

1990-Present

909.364.2802

Soconnor@chinohills.org

CITY OF ENCINITAS

Ms. Annette Saul

1990-Present

760.633.2755

asaul@encinitasca.gov

CITY OF PALM DESERT

Mr. Randy Chavez

2012-Present

760.346.0611

rchavez@cityofpalmdesert.org

CITY OF INDIO

Mr. Mike Edgar

2008-Present

760.391.4199

Medgar@indio.org

CITY LAKE ELSINORE

Mr. Chris Erickson

1997-Present

951.674.5170

cerickson@lake-elsinore.org

CURRENT PROJECTS

75 Ongoing Maintenance Contracts



38% of work with Public Agencies

Projects similar to the City of Palm Desert

CITY OF MURRIETA

Mr. George Moring

One Town Square
Murrieta CA
951.461.6124

- 46 parks
- 4 sports parks
- Equestrian Center
- All City Facilities
- Totaling over 700 acres



CITY OF CLAREMONT

Mr. Richard Hecker

1616 Monte Vista
Claremont CA
909.309.5431

- 19 Parks
- 5 Ball Fields
- 9 Soccer Fields
- 2 Community Centers
- Down Town Village
- City Hall
- Cemetery
- Totaling Over 200 Acres



CITY OF ENCINETAS

Ms. Annette Saul

505 S. Vulcan Ave.
Encinitas, CA 92024
760.633.2747

- 20 Parks over 100 Acres
- Over 40 miles of Trails
- 10 miles of Streetscapes
- Over 40 Acres of Beaches

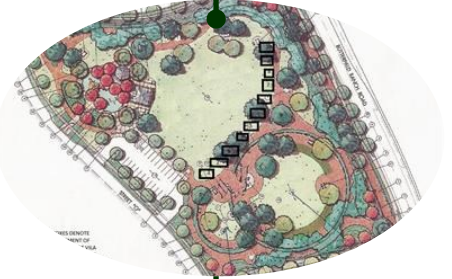


CITY OF CHINO HILLS

Mr. Sean O'Conner

1400 City Center Dr.
Chino Hills CA
909.364.2802

- (27) Neighborhood Parks
- (2) Dog Parks
- Slopes, Medians & Parkways
- Totalling Over 200 Acres



CITY OF INDIIO

Mr. Mike Edgar

100 Civic Center Mall
Indio CA
760.391.4199

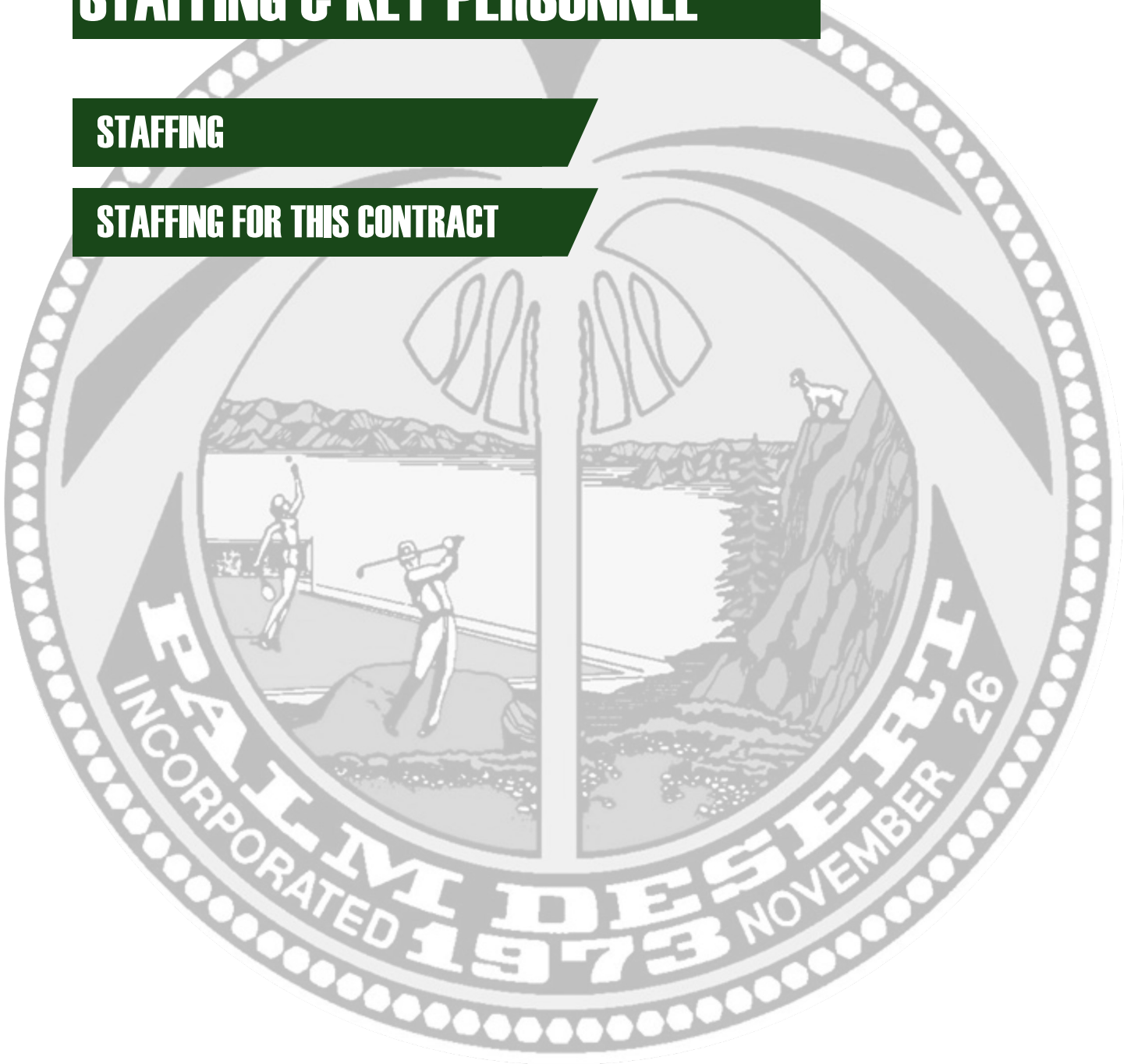
- 15 Parks
- 4 Sports Complexes
- 6 Ball Fields
- 10 Soccer Fields
- 18 Basins
- Parkways & Medians
Totalling Over 100
Acres



STAFFING & KEY PERSONNEL

STAFFING

STAFFING FOR THIS CONTRACT



STAFFING

Available as needed

GENERAL MANAGER

Jose Alfaro

45 Years Experience

909.208.9901

- CLCA Certified Water Manager
- Licensed PCA
- Licensed QAL
- Water Auditor

PROJECT/QUALITY CONTROL MANAGER

Jason Alfaro

16 Years Experience

909.208.9269

- Licensed C-27, C-61/D49
- Licensed QAL
- CLCA Certified Water Manager
- Certified Irrigation Auditor
- Q.W.E.L
- Reclaimed Water Certified

LANDSCAPE IMPROVEMENT CREW

Jose Padilla

26 Years Experience

+ (2) Laborer

- Landscape installation/renovation/conversion
- Irrigation conversions/retro fit
- Sports field renovations

CONSTRUCTION CREW

Miguel Ramos

20 Years Experience

+ (1) Laborer

- Hardscape installation/renovations
- Irrigation up-grades

STAFFING FOR THIS CONTRACT

Excel Landscape understands this is a performance based contract. We will add resources when and where necessary to comply with the contract requirements.

SUPERVISOR

Luis Silva

13 Years Experience

- Over see all daily and weekly tasks
- Assist with completion of all contractual obligations
- Meet with City inspectors as needed to go over concerns regarding maintenance

FOREMAN

Caesar Castro

4 Years Experience

- Over see all daily and weekly tasks
- Assist with completion of all contractual obligations
- Meet with City inspectors as needed to go over concerns regarding maintenance

IRRIGATION TECH

Jose Aguilera

4 Years Experience

- Inspect, adjust and repair irrigation

METHOD TO ACCOMPLISH WORK

PROJECT OVERVIEW

MANAGEMENT PLAN

EQUIPMENT FOR THIS CONTRACT

QUALITY CONTROL PLAN

EMERGENCY RESPONSE

SAFETY PLAN



PROJECT OVERVIEW

Excel Landscape has maintained landscaping at Civic Center and completed work on Tropical Hilary damage. We were recently awarded the maintenance of the (15) Housing Authority properties. Our extensive knowledge and understanding of the current landscape, irrigation, and budget constraints has given us the experience necessary to help with the Park and Landscape Enhancement Project for the City.

MANAGEMENT PLAN

Jason Alfaro, will be the Project Manager. He will coordinate with City Staff, and is in charge of all aspects of the contract. He oversees the area supervisor, on site foreman, irrigation tech, onsite and crewed staff. He will prepare proposals and coordinate all the work.

Luis Sliva will be the supervisor, he is responsible for all onsite and crewed staff, irrigation technician and specialty crews along with all scheduling. He will immediately respond to any City requests.

Caesar Castro, will be the Foreman. He will coordinate with City Staff, and is in charge of all on-site aspects of the contract. He oversees all the on-site and crewed staff.

Jose Aguilera, will be the irrigation technician. He will be in charge of all visual and operational irrigation testing. He will make as needed repairs.

A major advantage Excel Landscape has, is we are already working on a similar contract thus no time is necessary to gear up and prepare for this contract. Please see the following staffing & equipment we will continue and add to this contract.

EQUIPMENT FOR PARKS & LANDSCAPE ENHANCEMENT

Following is a variety of possible equipment we have available

Maintenance Truck



Irrigation Service Truck



TRACK DRIVEN CHIPPER

1

- Small portable compact chipper
- Used to turn chippings into mulch



DUMP TRUCK

1

- 1 ton dump truck, to pick up green-waste and litter generated from maintenance operations and renovation.

TURF RENOVATION, if applicable

Top Dresser



Vrisimo Flail



Aeravator



Turf Vac



SPORTS FIELD RENOVATIONS, if applicable

Sports Field Turf



Infield Renovations—if applicable

Annual process:

- Sod cut infield turf to re-establish clean edge
- Re-grade build up of brick dust at outfield edge
- Use the TR3 & Harley Power Rake to break through hard pan
- Eliminate hard and soft spots to achieve a consistent and even depth. The machine auto levels and leaves a consistent smooth surface. This will eliminate the need for costly new brick dust, saving City money for other projects.

Ball Field Renovation



QUALITY CONTROL PLAN

Quality People Produce
Quality Results

Excel Landscape
Hires & trains the right people.

COMMUNICATION

- Office staff is available Monday – Friday, 7:00 a.m. to 4:30 p.m.
- The same phone number is used during business and after hours to ensure clients are able to receive assistance 24 hours a day.
- Client needs are communicated through the chain of command to ensure quick and efficient responses.
- All crews carry cell phone communication for rapid response to requests.

TRAINING

Manager

- Is an experienced QAL, Irrigation Auditor and Irrigation Manager.
- Attends outside training sessions to ensure licenses and certifications are current.

Staff

- Are rigorously screened to find the best match for each of our job positions.
- Are trained according to appropriate skill and job level. This ensures that each member of the team can safely and competently complete their assigned tasks.
- Bi-Weekly “tailgate” meetings are provided by “in-house experts” in the areas of Chemical application, irrigation auditing, and irrigation management.
- Topics are scheduled a year in advance and cover areas such as OSHA safety standards, industry techniques, irrigation practices and new technology. Topics are adjusted as needs or regulations change.

NEW PROJECT MANAGEMENT

- Project areas are photographed to document a starting point. Recognize areas of need, record improvement as the project progresses, and provide visual aid for improvement plans and alternatives.
- Staff is trained on issues related to each specific project and the clients expectations are conveyed to crews.
- Each staff member responsible for the project is cross trained in all tasks so ill calls and vacations are covered. This ensures consistency of quality throughout the project.

CURRENT PROJECT MANAGEMENT

- The owner of **Excel Landscape** is involved in the day-to-day operations.
- Each project is managed by a project manager and a supervisor.
- Project sites are routinely inspected and a punch list is generated.
- The punch list is discussed with the appropriate staff, along with a location map and completion date expectation.
- The project manager and supervisor are responsible for ensuring the punch list is completed, quality is consistent, and work is done according to company and City required standards.
- All projects are reviewed by our water auditor to review utility use. This information is used to develop a water budget for all metered areas to ensure efficient use. Staff then read the meters and track the water use on a monthly basis. An improvement plan is developed and discussed with the client for any area that does not meet the calculated budget expectation.
- Excel employs their own mechanics to ensure vehicles and equipment are serviced, maintained, and function appropriately.

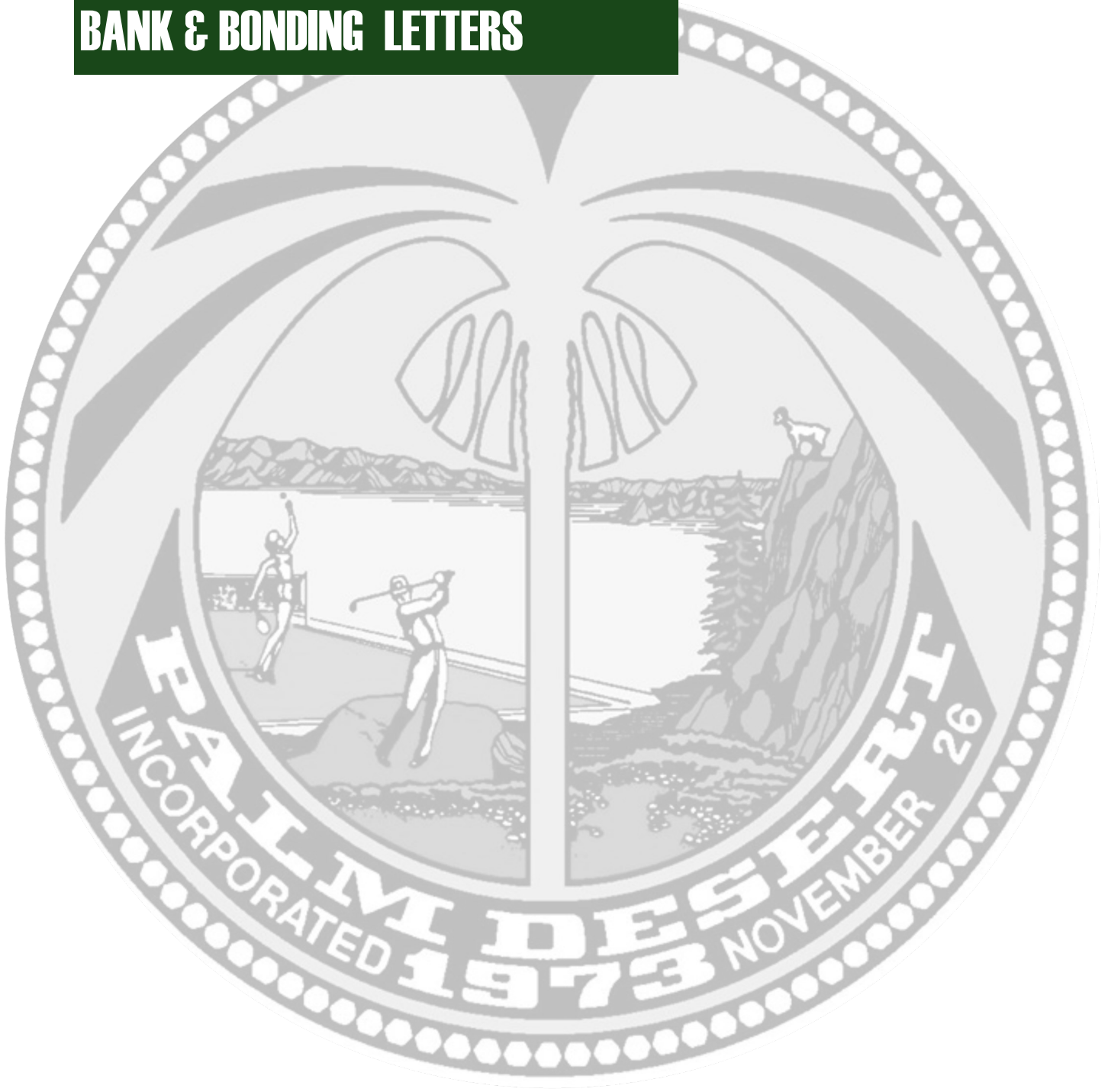
EMERGENCY RESPONSE

- Office staff is available Monday through Friday from 7:00 a.m. to 4:30 p.m.
- The same phone is answered 24 hours a day to handle emergency situations.
- Office staff maintains cellular contact with all personnel to provide quick and efficient communication.
- We maintain a service yard very close to the City to expedite response time.
- We have a Project Manager, (1) Supervisors, (1) Foreman and (1) Irrigation Technician all with separate vehicles that are in close proximity to the city that could respond immediately to any emergency or natural disaster during business hours.
- After hours (1) individual is on call to address any emergency 24 hours a day 7 days per week.

SAFETY PLAN

- Excel Landscape considers safety the number one issue.
- We have bi-weekly tailgate meetings in which safety is the focus. All employees are trained in-house by our own “experts in their field”. This includes PCA, QAL, QAC, Irrigation Auditors and Irrigation Managers.
- These meetings are scheduled and topics such as OSHA safety standards, Industry techniques, irrigation practices and new technology are discussed.
- Items are decided by our management team at one of their training meetings. Topics are chosen and scheduled for a year at a time, but may be adjusted as needs or regulations arise.
- All managers are required to attend outside training sessions to keep all licenses and certificates current.
- Each employee is trained with the information appropriate to their skill level. Employees are trained on each piece of equipment as to appropriate use, safety precautions and maintenance.
- We employ our own mechanics to assure proper maintenance intervals on all equipment from weed eaters to tractors to trucks and trailers. This level of detail is crucial to insure all equipment is running at peak level.
- Each truck has a yellow beacon on the roof that is in operation each time the truck is stopped.
- They also have signs and cones for use in high traffic areas. The cones are used each time the truck is parked. The signs are used while working in the median at the start of the median and cones placed along the curb at 60' intervals throughout the work area. Each service yard has a sign board for use when a lane closure is needed.

BANK & BONDING LETTERS





March 27, 2024

RE: Excel Landscape, Inc.

To Whom It May Concern:

The above referenced company has been a valued customer of Chase bank since 2013.

Both deposit and past credit accounts have been handled as agreed.

Deposit balance currently average in the low seven figure range.

Excel Landscape has conducted their account relationship in an excellent manner.

Should you have any questions, please do not hesitate to contact me at 951-894-4780

Sincerely,

Rachelle Torres

Private Client Banker

Assistant Vice President

Consumer Banking • 40655 California Oaks Rd, Murrieta, CA 92562

Telephone: 951 304 3474 • Facsimile: 855 655 4081

JPMorgan Chase Bank, N.A.



October 26th 2023

Re: Prequalification Letter

To Whom It May Concern:

It is with pleasure that we express our confidence in Excel Landscape, Inc.. We consider Excel Landscape, Inc. to be properly equipped, capably staffed, and well financed. It has been our privilege to write the surety needs of Excel Landscape, Inc. since 2022.

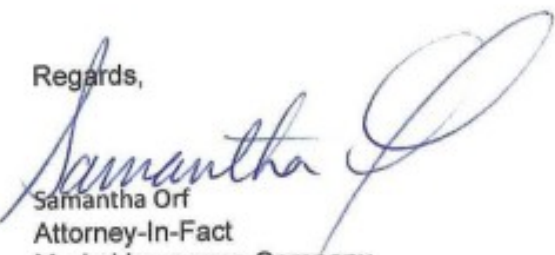
At this time, we have a day to day bond line in place of \$5,000,000.00 single job and \$10,000,000.00 aggregate. These are not maximum limits; we anticipate we could approve larger bonds if requested. Of course, final determination will depend on our approval of the actual contract documents as well as Excel Landscape, Inc. continuing to satisfy underwriting requirements. We consider them to be an excellent contractor and recommend them highly.

Markel Insurance Company is rated A (Excellent) by AM Best Company and we are on the US Department of Treasury's list of approved sureties for federal work (T-List).

Any arrangement for bonds required by contract is a matter between Markel Insurance Company and our contract client Excel Landscape, Inc., and we assume no liability to you or third parties, if for any reason we do not execute final bonds.

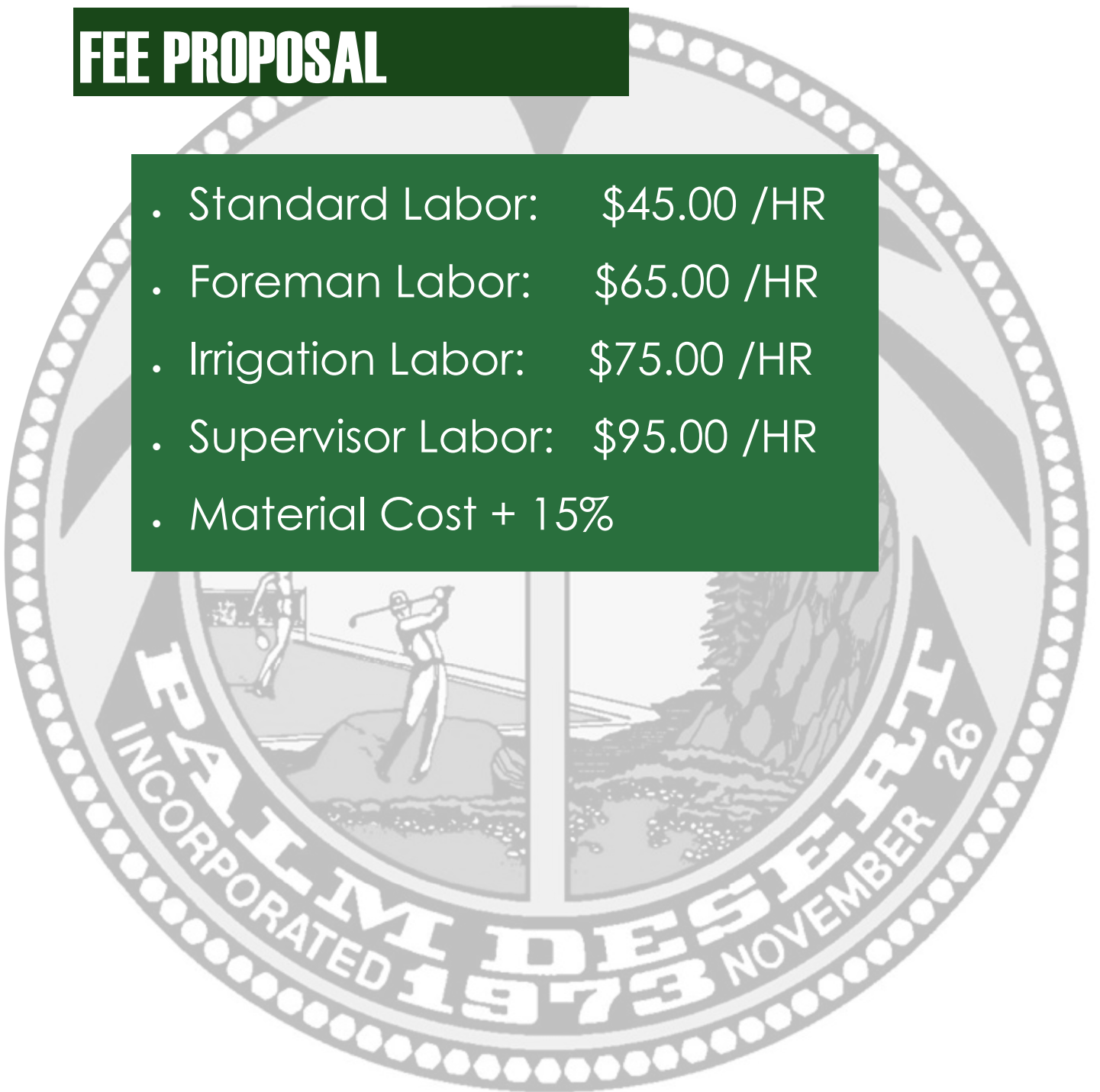
Thank you and please feel free to contact me if I may be of assistance to you.

Regards,


Samantha Orf
Attorney-In-Fact
Markel Insurance Company

FEE PROPOSAL

- Standard Labor: \$45.00 /HR
- Foreman Labor: \$65.00 /HR
- Irrigation Labor: \$75.00 /HR
- Supervisor Labor: \$95.00 /HR
- Material Cost + 15%



Jason Alfaro

24155 Adams Ave., Murrieta, CA, (909) 208-9269

OBJECTIVE:

To continue to grow Excel Landscape as a company that our customers can depend on to provide quality landscape service and build long-lasting relationships with all of our customers.

EDUCATION:

September 1995 - June 1998	Murrieta Valley High School
August 1998 - June 1999	Mount San Jacinto Collage
September 2008 - December 2009	UCR Extension Turf Management Certificate Program

EXPERIENCE:

May 2004 - Present	EXCEL LANDSCAPE, Corona, Ca. Project Manager
July 1999 - May 2004	The Image Zone, Murrieta, Ca. Graphic Designer / Printing press operator

PROFESSIONAL CERTIFICATES:

C27, C61/D49	California Contractors License
Q.A.L.	Qualified Applicator License
Q.W.E.L	Qualified Water Efficient Landscaper
C.W.M	CLCA Certified Water Manager
C.I.A.	IA Certified Water Auditor

REFERENCES:

Available upon request.