



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

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**[MARIPOSA LANDSCAPES, INC.] RESPONSE DOCUMENT REPORT**

RFP No. 2024-RFP-146

Landscape Maintenance Area (LMA) No. 2

RESPONSE DEADLINE: January 6, 2025 at 5:00 pm

Report Generated: Monday, January 13, 2025

**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](http://www.mariposa-ca.com)

**Submission Date:**

Jan 6, 2025 9:39 AM (Pacific Time)

## ADDENDA CONFIRMATION

Addendum #1

*Confirmed Dec 16, 2024 1:30 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.

Palm\_Desert\_RFP\_LMA\_2\_-\_MLI.pdf

**2. 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

**3. 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*

**4. 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*

**5. Type of Business\***

S Corporation (if corporation, two signatures are required)

**6. 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

**7. 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

**8. 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").

N/A

**9. 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.

Project\_Team\_Resumes\_-\_MLI.pdf

**10. 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. estimating@mariposa-ca.com
- E. (626) 960-0196

- A. Antonio Valenzuela
- B. Secretary
- C. 6232 Santos Diaz St., Irwindale, CA 91702
- D. estimating@mariposa-ca.com
- E. (626) 960-0196

**11. 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

**PRICE TABLES**

**CONTRACTORS PROPOSAL PRICE BY LOCATION**

Line Item	Site Description	Quantity	Unit of Measure	Monthly Unit Price	Annual Total
1	El Dorado Drive: Medians from Country Club Drive to Hovley Lane East	12	Months	\$1,443.00	\$17,316.00

[MARIPOSA LANDSCAPES, INC.] RESPONSE DOCUMENT REPORT

RFP No. 2024-RFP-146

Landscape Maintenance Area (LMA) No. 2

Line Item	Site Description	Quantity	Unit of Measure	Monthly Unit Price	Annual Total
2	COUNTRY CLUB DRIVE MEDIANS AND PLANTER: • Medians between Washington Street and Monterey Avenue • Excluding section along north perimeter of the Villa Portofino development • “Pork chop” planter on northwest corner at Washington Street	12	Months	\$7,215.00	\$86,580.00
3	FRANK SINATRA DRIVE MEDIANS: Medians between Monterey Avenue and Eldorado Drive	12	Months	\$4,810.00	\$57,720.00
4	DINAH SHORE DRIVE MEDIANS between Monterey Avenue and Key Largo	12	Months	\$240.00	\$2,880.00
5	GERALD FORD DRIVE MEDIANS AND PLANTER: • Medians between Monterey Avenue and Frank Sinatra Drive • “Pork chop” planter on southwest corner at Cook Street	12	Months	\$4,810.00	\$57,720.00
6	WASHINGTON STREET OFF/ON RAMPS at Interstate 10	12	Months	\$3,126.00	\$37,512.00
7	UNIVERSITY PARK CENTER MEDIANS AND ROUNDABOUTS: • College Drive medians and roundabouts between Frank Sinatra Drive and Portola Avenue • Pacific Avenue medians between Gerald Ford Drive and College Drive • University Park Drive medians between Cook Street and College Drive • Technology Drive medians between College Drive and Gerald Ford Drive	12	Months	\$1,925.00	\$23,100.00
8	ACADEMY LANE EAST: • Planters on Shepherd Lane and Portola Avenue to extend of boundary	12	Months	\$240.00	\$2,880.00
9	WINDFLOWER COURT: • Planters on Shepherd Lane and Portola Avenue	12	Months	\$240.00	\$2,880.00
<b>TOTAL</b>					<b>\$288,588.00</b>

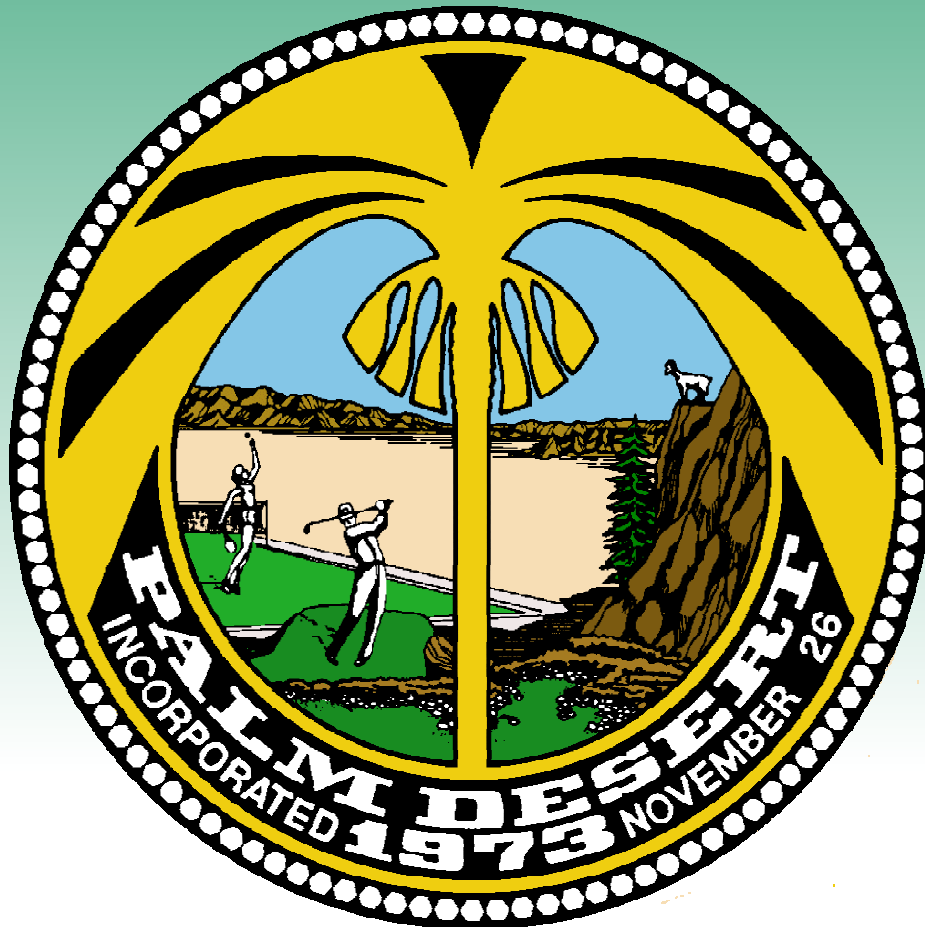
**RIGHTS OF WAY MAINTENANCE RATES**



From time to time, the Contractor may be called upon to assist with the maintenance of Rights of Way (ROW) in order to ensure public safety and maintain clear visibility. These requests will be made on an as-needed basis, with the scope of work determined by the specific requirements of each situation. Typical duties may include, but are not limited to, the removal of excessive blow sand, controlling the growth of weeds, trimming overgrown vegetation, clearing debris, and performing general maintenance to preserve the integrity and accessibility of the ROW. The Contractor will be expected to act promptly to address these concerns to ensure the area remains safe and navigable for the public.

Line Item	Description	Unit Cost	Unit Cost
1	Supervisor	Hourly Rate	\$80.00
2	Spray Tech	Hourly Rate	\$68.00
3	Foreman	Hourly Rate	\$65.00
4	Laborer	Hourly Rate	\$48.00
5	Traffic Control	Cost	\$1,320.00
6	Materials	Cost	\$500.00
7	Equipment Rentals	Cost	\$1,000.00
8	Dump Fees	Cost	\$1,000.00

# Landscape Maintenance Proposal



Landscape Maintenance Area (LMA) No. 2

Due Date: January 6, 2024 at 5:00pm



M A R I 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

December 30, 2024

## A. Cover Letter

City of Palm Desert  
73-510 Fred Waring Drive  
Palm Desert, CA 92260  
Attn: Melanie Slater  
(760) 776-6447

RE: Request for Proposal, Landscape Maintenance Area (LMA) No. 2

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 over 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.

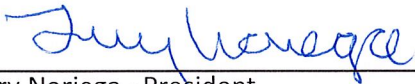
We value open, honest communication, ongoing staff training, and new methods and technologies that will help us do the best job possible. While we always appreciate the accolades we receive, seeing our customers enjoy a well-executed and thriving landscape is still the most rewarding part of our work.

Our motto is engrained in the culture of our company...

*We blend Nature and Craftsmanship to Create Ultimate Outdoor Settings  
and Extremely Satisfied Customers.*

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

Sincerely,



Terry Noriega - President

## Executive Summary

**Mariposa Landscapes, Inc.** offers the City of Palm Desert unique qualifications with a high level of experience to fulfill all requirements of this RFP. Our goal is to provide professional maintenance services with an emphasis on excellent results. Results are what we, as a contractor and the City of Palm Desert, will ultimately be judged by. We intend to provide clean, safe, and well-maintained areas that the City of Palm Desert and its residents can be proud of.

### Approach

All required services for the City of Palm Desert will be provided from our Bermuda yard, located approximately 6 miles from the City of Palm Desert's City Hall. Prior to the commencement of contract work, we will thoroughly inspect and document deficiencies. After this is completed for each location, we will provide a detailed list and include a proposal for restoring the area to its original condition if applicable.

During the meeting, the Account Manager communicates the work task quality requirements and reinforces heightened awareness for critical requirements. Topics for the meeting include:

- Project requirements per specifications.
- Record keeping documents and availability of necessary forms.
- Review methods, sequence of work tasks, and timeline.

### Preparatory Site Inspection

The Account Manager will perform a quality inspection of the work area and:

- Assess the required work to be done per specifications.
- Verify field measurements.
- Assure availability of required equipment and materials to complete the project.
- Identify potential problems and develop an action plan to resolve them.

### Scheduling

Mariposa Landscapes, Inc. will submit a detailed schedule that includes all routine activities. After submission and approval of this schedule, we will be ready to start work.

### Commitment to Excellence

Our commitment to excellence is reflected in our proactive approach to maintenance and our dedication to continuous improvement. We will regularly review our processes and outcomes to ensure we are meeting the highest standards of quality and efficiency. By maintaining open communication with the City of Palm Desert, we aim to build a strong partnership based on trust and mutual respect.

### Authorized individual to negotiate agreement terms and compensation:

Terry Noriega, President | 6232 Santos Diaz St. Irwindale, CA 91744 | (626) 960-0196



## Table of contents

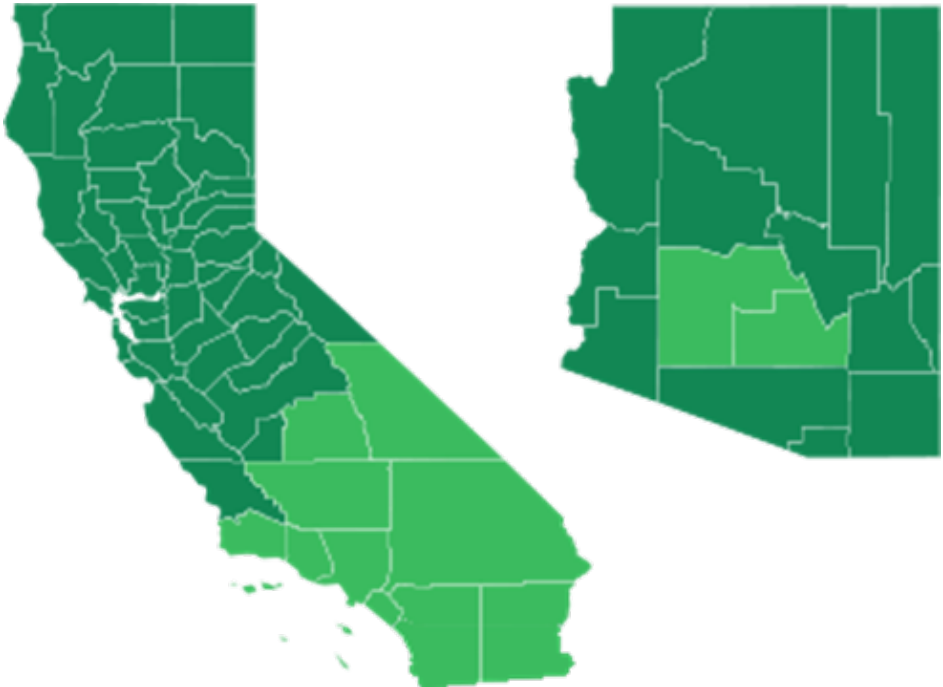
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# B. Experience and Technical Competence

## 1. Background

Mariposa is a landscape contractor working in both Southern California and Arizona. With our experienced and dedicated staff professionals, we have developed a long history of excellence performing work on hundreds of landscape construction, maintenance and tree care projects.



Current areas of operation.

## Highlights

- Over 45 years in business
- Contractor’s license in two states
- Over 800 employees
- Insured – \$1 million workers comp, \$10 million in aggregate general liability limit
- \$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  
Proposal Contact Email Address: [estimating@maiposa-ca.com](mailto:estimating@maiposa-ca.com)  
Proposal contact: Eduardo Salmeron  
President: Terry Noriega  
California Corporation: C1469653  
California Employer ID: 368-4753-1  
Date Incorporated: January 26<sup>th</sup>, 1981

## Licenses & Certificates

<i>Contractors State License:</i>	592268	C27, A, C61/D49, C31
<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.

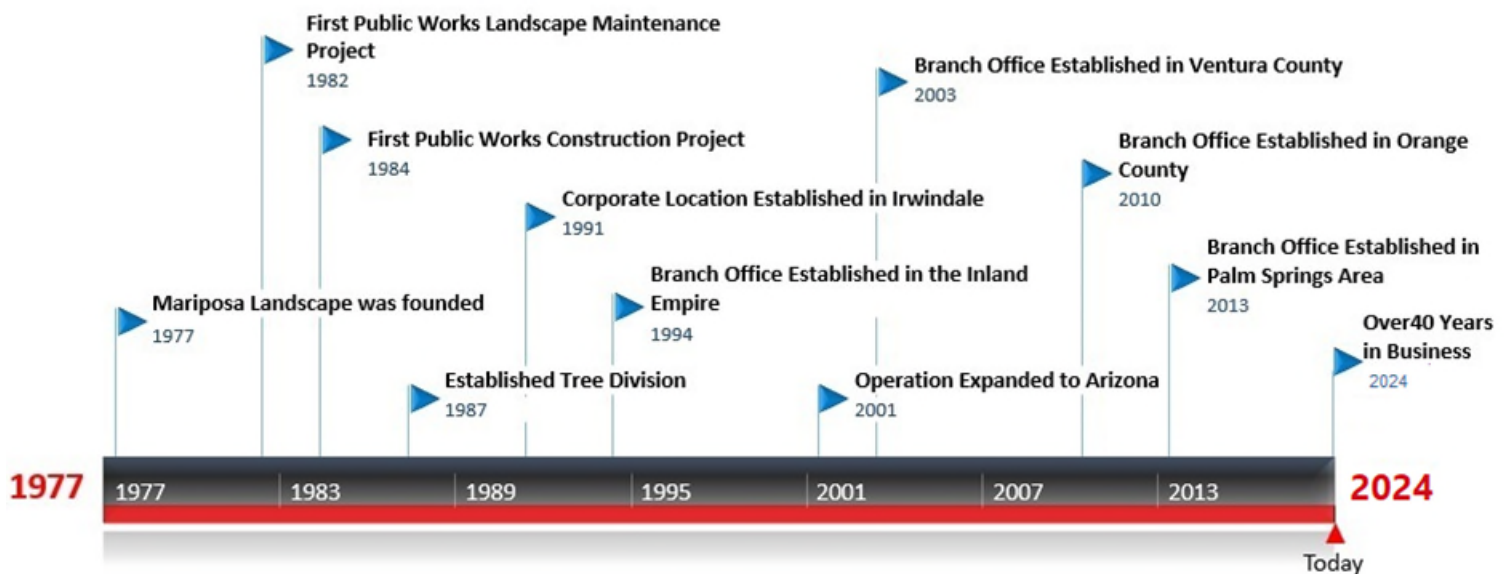


Our Core Values – Safety • Teamwork • Quality • Integrity

## Office Locations

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

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



## 2. 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. Below are some cities for which we provide landscape maintenance services.

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

<b>City of Desert Hot Springs</b>	Term: 2019-Current
<b>Landscape Maintenance and Operation for LMD and DD for Zone 1 &amp; Zone 2</b>	
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.	\$188,136 Per Yr.
Nicholas Haecker, Public Works Director (661) 902-9987 nhaecker@cityofdhs.org	

<b>City of Banning</b>	Term: 2022-2023
<b>Landscape Maintenance Parks</b>	
Landscape Maintenance - Turf management, shrub bed maintenance, tree care and pruning, fertilization, environmental weed and pest control program, irrigation and operations for various locations.	\$92,399 Per Yr.
Ralph Wright, Parks and Recreation Director (909) 219-0980 rwright@banningca.com	

<b>City of Moreno Valley</b>	Term: 2012-Current
<b>Landscaping Services</b>	
Landscape Maintenance of City Parks, Medians and Parkways- Irrigation, aeration, fertilization, mowing, edging, pruning, weed control, pest control and debris removal.	\$241,628 Per Yr.
Dan Monto, Landscape Supervisor (951) 413-3485 danielm@moval.org	



## C. Firm Staffing and Key Personnel

### 1. Staffing

#### *Anticipated Approach*

No. of Employees	Job Titles	Description of Work
		<b>Supervision</b>
1	Field Supervisor	They will oversee the operations of the crews, ensuring they work efficiently and safely. You'll keep in touch with account managers and customers to update them on job progress and quality.
		<b>Shrub and Ground Cover Pruning Crew</b>
1	Foreman	The foreman will be responsible for carrying out the daily litter pickup. This includes driving the whole entire site and removing all litter, dog droppings and dumped items. Also, it includes blowing down sidewalks. The foreman will be onsite daily Monday through Friday and will be responsible for making sure all tasks as completed per specifications. Also, it includes documenting and communicating work reports and hazardous conditions.
1	Laborers	The laborers assigned to this contract will be responsible for assisting with all routine tasks.
		<b>Raking / Shrub and Ground Cover Pruning</b>
1	Foreman	The foremen will be responsible for carrying out the pruning schedule and DG raking. This includes all pruning of shrubs and ground cover as well as documenting and communicating work reports and hazardous conditions. The foremen will be in direct contact with the Account Manager.
1	Laborer	The laborers assigned to this contract will be responsible for assisting all routine pruning tasks, including all pruning of shrubs and ground cover.
		<b>Irrigation</b>
1	Irrigation Technician	The irrigation technician will be responsible for all irrigation repairs and monitoring. They will report directly to Account Manager.

\*Crew contingent, may change upon contract signing; however, assigned employees will be of comparable experience. We are committed to delivering exceptional service and are prepared to provide additional personnel as needed to meet your city's requirements.



## 2. Key personnel

Mariposa Landscapes has the experience and capacity to provide additional personnel as needed. Our many successful years in providing similar maintenance services for the public entities, enables us to be the most responsive and qualified firm who will be committed to providing the best level of service in maintaining the public areas and facilities of the City of Palm Desert.

### Luis Valenzuela, Landscape Maintenance Division Manager

#### **Experience**

Luis has over 25 years' experience in the landscape industry. He has progressed steadily up the ranks in Mariposa to move from laborer to Manager over landscape maintenance Operations.

#### **Licenses & Certifications**

- Qualified Applicator License, Category B
- **Certified Landscape Technician**, Irrigation
- ISA Certified Arborist WE-8713A
- Certification – Effective Business Leadership & Development – PDC/GCC

#### **Ongoing Training**

- Constant on-going OSHA safety training



#### *Andres Perez – Account Manager*

- 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

#### *Obed Mendez – Field Supervisor*

- 18 years of experience in Landscape Maintenance
- Qualified Applicator License: category B

#### *TBD – Foreperson*

- Minimum of 5 years of experience in the landscape industry

#### *TBD – Laborer*

- Minimum of 1 year of experience in the landscape industry with knowledge in landscape irrigation troubleshooting and repair

#### *TBD – Irrigator*

- Minimum of 5 years of experience in the landscape industry



### 3. Team Organization

Names	Role and Responsibility
<b>Account Manger</b>	
Andres Perez	Andres is the go-to person for project management, acting as the main contact with the City and will be in close communication with the foreman and field supervisor. He handles all aspects of project management, prioritizing safety, high-quality work, operational efficiency, and outstanding customer service. Andres also conducts walk-throughs to ensure punch lists are completed and makes improvements to enhance the quality of work.
<b>Field Supervisor</b>	
Obed Mendez	He will oversee the operations of the crews, ensuring they work efficiently and safely. You'll keep in touch with account managers and customers to update them on job progress and quality.
<b>Foreperson</b>	
TBD	This person will be responsible for daily litter pickup, which includes driving the entire site to remove litter, dog droppings, and dumped items, as well as blowing down sidewalks. They will be onsite Monday through Friday, handling all tasks per specifications, and documenting and communicating work reports and hazardous conditions. Additionally, a foremen will manage the pruning schedule and DG raking, including pruning shrubs and ground cover. They will also document and communicate work reports and hazardous conditions, maintaining direct contact with the Account Manager & Field Supervisor.
<b>Laborer</b>	
TBD	The laborers assigned to this contract will be responsible for assisting with all routine tasks.
<b>Irrigation Technician</b>	
TBD	The irrigation technician will be responsible for all irrigation repairs and monitoring. They will report directly to Account Manager.

### 4. Subcontractors

**Mariposa Landscapes, Inc., hereby confirms that all required work will be conducted by Mariposa Landscapes, Inc.'s own work crews and no subcontractors will be used for this contract.**



## D. Proposed Method to Accomplish the Work

### 1. Describe the technical and management approach to providing the services to the city.

#### **Project Startup and Quality Control Coordination Meeting**

The Project Estimator and the Account Manager will review the project specifications and visit the project site(s) to develop a work plan for completing the project according to specifications. A meeting, including the Account Manager and key personnel responsible for the work, will be held to discuss and coordinate how the project will be executed.

#### **Documentation**

Before starting contract work, we will thoroughly inspect and document any deficiencies. Once this is completed for each location, we will provide a detailed list and, if applicable, a proposal for restoring the area to its original condition. During the meeting, the Account Manager will communicate the quality requirements for the tasks and emphasize the importance of critical requirements. Topics for the meeting will include:

- Project requirements per specifications
- Record-keeping documents and availability of necessary forms
- Review of methods, sequence of work tasks, and timeline

#### **Preparatory Site Inspection**

The Account Manager will perform a quality inspection of the work area to:

- Assess the required work per specifications
- Verify field measurements
- Ensure the availability of required equipment and materials
- Identify potential problems and develop an action plan to resolve them

#### **Scheduling**

Mariposa Landscapes, Inc. will submit a detailed schedule that includes all routine activities. After submission and approval of this schedule, we will be ready to start work.

#### **Labor**

Our proposal is designed to provide full-time employees to the project on a year-round basis. Our goal is to deliver professional results, so we will assign the appropriate and trained crew necessary to complete the specified activities in a professional and timely manner. The appropriate labor will be assigned for every aspect of the work to achieve the desired results.





**Work Plan**

All workers and crews assigned to the City of Palm Desert contracts will arrive at various locations within the city according to the tasks and schedule, which will be submitted at the start of the contract.

**General / Daily Maintenance Tasks**, such as trash and litter removal, can liner change-outs, visual inspections, and other routine tasks, will be performed by on-site workers.

**Specialty Areas / Tasks** and less frequent tasks will be handled by both on-site workers and other Mariposa crews assigned to this contract.

**Weed control** - will involve both manual methods and chemical applications. Manual weed control will be carried out by the designated crew, while chemical applications requiring certifications will be performed by qualified crew members (e.g., QAC, QAL).

**Landscape Maintenance Tasks**, including trimming and maintaining trees, shrubs, vines, and ground cover, will be performed by the crew designated to the contract. The on-site crew will handle all aspects of the maintenance requirements.

Please see next page for a sample schedule to achieve the scope of work.





## Project Team Resumes

Mariposa Landscapes has the experience and capacity to provide additional personnel as needed. Our many successful years in providing similar maintenance services for the public entities, enables us to be the most responsive and qualified firm who will be committed to providing the best level of service in maintaining the public areas and facilities of the City of Palm Desert.

### Luis Valenzuela, Landscape Maintenance Division Manager

#### **Experience**

Luis has over 25 years' experience in the landscape industry. He has progressed steadily up the ranks in Mariposa to move from laborer to Manager over landscape maintenance Operations.

#### **Licenses & Certifications**

- Qualified Applicator License, Category B
- **Certified Landscape Technician**, Irrigation
- ISA Certified Arborist WE-8713A
- Certification – Effective Business Leadership & Development – PDC/GCC

#### **Ongoing Training**

- Constant on-going OSHA safety training



### *Andres Perez – Account Manager*

- 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

### *Obed Mendez – Field Supervisor*

- 18 years of experience in Landscape Maintenance
- Qualified Applicator License: category B

### *TBD – Foreperson*

- Minimum of 5 years of experience in the landscape industry

### *TBD – Laborer*

- Minimum of 1 year of experience in the landscape industry with knowledge in landscape irrigation troubleshooting and repair

### *TBD – Irrigator*

- Minimum of 5 years of experience in the landscape industry



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

February 21, 2025

## Mariposa Landscapes, Inc. Extra Work Pricing Breakdown

Please see below for the Additional Pricing Schedule with notes in red:

### ADDITIONAL WORK PRICING SCHEDULE AMOUNTS **NOT** TO BE INCLUDED IN BASE BID

#### LABOR

Additional Laborer	<u>\$48</u> per hour
Additional Irrigator	<u>\$70</u> per hour
Additional Foreman	<u>\$65</u> per hour

At City's discretion, additional work may be paid for using the contractual hourly rate for labor listed above with a 15% mark up on materials or by using the unit pricing listed below.

#### PLANT MATERIAL REPLACEMENT

Unless otherwise described, replacement plant material will be whatever is normal and customary for the City of Palm Desert.

1-Gallon Shrub Installed	<u>\$ 17.5</u>
5-Gallon Shrub Installed	<u>\$ 45</u>
15-Gallon Tree Installed*	<u>\$ 150</u>
24"-Box Tree Installed*	<u>\$ 550</u>

**Note: Anything over 24" box size will be paid at the contractual hourly rate for labor, and materials at cost plus a 15% mark-up.**

\*These prices are based on the maintenance wages as determined by the DIR.

\*These prices are for standard plant materials excluding premium plant material.



# M A R I P O S A

## L A N D S C A P E S I N C

February 21, 2025

## Mariposa Landscapes, Inc. Rights of Way Maintenance Rates

Please see below for Rights of Way Maintenance Rates with notes in red:

### Rights of Way Maintenance Rates

From time to time, the Contractor may be called upon to assist with the maintenance of Rights of Way (ROW) in order to ensure public safety and maintain clear visibility. These requests will be made on an as-needed basis, with the scope of work determined by the specific requirements of each situation. Typical duties may include, but are not limited to, the removal of excessive blow sand, controlling the growth of weeds, trimming overgrown vegetation, clearing debris, and performing general maintenance to preserve the integrity and accessibility of the ROW. The Contractor will be expected to act promptly to address these concerns to ensure the area remains safe and navigable for the public.

Line Item	Description	Unit Cost	Unit Cost
1	Supervisor	Hourly Rate	\$80.00
2	Spray Tech	Hourly Rate	\$68.00
3	Foreman	Hourly Rate	\$65.00
4	Laborer	Hourly Rate	\$48.00
5	Traffic Control	Cost	\$1,320.00 *Contingent upon job , please see below
6	Materials	Cost	\$500.00 *Contingent upon job , please see below
7	Equipment Rentals	Cost	\$1,000.00 *Contingent upon job , please see below
8	Dump Fees	Cost	\$1,000.00 *Contingent upon job , please see below

### Regarding 5 - 8 above for the Rights of Way Maintenance:

The rates for Traffic Control, Materials, Equipment Rentals, and Dump Fees were submitted as placeholders due to the OpenGov submittal portal's requirement for numerical entries only. We remain committed to providing more accurate pricing for each additional work project assigned to us. For these projects, our pricing model will be based on actual costs plus a 15% markup.





# M A R I P O S A

L A N D S C A P E S I N C

City of Palm Desert  
Attention: Brad Chuck, Public Works Superintendent  
73510 Fred Waring Drive, Palm Desert, CA 92260  
Phone: (760) 776-6482  
E-mail: [bchuck@palmdesert.gov](mailto:bchuck@palmdesert.gov)

First and foremost, we would like to express our sincere gratitude to the City of Palm Desert for recommending us to the City Council for the LMA 1 and 2 contract. We remain committed to delivering the highest level of service to the City.

We understand that the City is seeking clarification regarding the price increases in the new contracts.

To maintain the schedule for litter control and weed management, we are adding one additional laborer to the team.

Furthermore, due to changes in the Scope of Work, we are including two irrigation technicians in the base bid—one for each LMA—to ensure all labor requirements for repairs and adjustments are met efficiently.

Sincerely,

Dave Widjaja, Chief Estimator