

CAPISTRANO BAY DISTRICT
AGENDA REPORT
March 29, 2016

Old Business

ITEM 8c

Possible New Landscape Maintenance Service Contractor

While the monthly rate is important in maintaining cost control, the District has learned that the quality of the service can result in either a good lush healthy-looking environment or the dry, struggling appearance that is present at the community entrance today.

The District was provided a referral from Webb Management for a reliable and competitively priced landscape maintenance contractor to step in and replace Bemus Landscaping. The nature of the community entrance landscaping requires a more concierge-type of service and the current contractor has just not been able to deliver on this.

Management met onsite with Marty Dieckmeyer of *Western Landscape Maintenance Plus Inc* last week and was impressed not only with the discussion regarding their landscape maintenance philosophy and how they would proceed with correcting the existing problems but was very relieved to see their competitive pricing.

Over the past two years the District has solicited several proposals for the landscaping, many of which were in excess of \$2000 per month. The following list represents those contractors that were more reasonably priced:

- Bemus \$1102/mo (this will be their increase starting in July)

- Soto Company \$1750/mo (in 2014)
- Paradise Designs \$1050/mo (in 2014)
- Western \$1200/mo 3-23-16

As was expressed at the last meeting, Bemus is under-performing and should be replaced. Soto is a bit over-priced and leaves no room for extras and annual price increases. Paradise has not been vetted but the District now knows what it gets for the price and their low price will become a problem down the road, plus management is not too impressed with their very basic one-page proposal. Western has come to us with a strong referral from Webb Management and a monthly price that is completely reasonable.

The following seven pages are *Western's* proposal in brief, the full proposal is available at the District office. The Manager's recommendation is to deliver a 30-day notice to Bemus and hire Western Landscape Maintenance Plus Inc., with an effective date of May 1, 2016.