

LANDSCAPE SERVICES AGREEMENT

This Landscape Services Agreement ("Agreement") is entered into by and between Cepra Landscape LLC ("Contractor") and Baytree Villas Homeowners Association, Inc. ("Owner") on this 15th day of April, 2019. In exchange for the mutual covenants set forth below and other good and valuable consideration, the receipt and sufficiency of which is acknowledged by the parties hereto, Owner and Contractor agree as follows:

1. **Scope of Work.** The scope of work to be performed by Contractor is set forth on attached Exhibit A. If work activity is not set forth in Exhibit A, it is not included in the basic scope of work.
2. **Compensation.** In exchange for Contractor performing the scope of work described in Exhibit A, Owner shall pay Contractor in accordance with the pricing terms set forth in attached Exhibit B. Contractor shall issue invoices monthly for amounts due in accordance with the pricing terms set forth in Exhibit B. Amounts invoiced are due upon receipt and shall be considered past due after 30 days from the date of invoice. Past due amounts shall accrue interest at the annual rate of 12%. If Owner disputes or questions any invoice or portion of any invoice, Owner shall provide Contractor with written notification of the basis of the dispute or question within thirty (30) days of receipt of the invoice or the invoice shall be deemed undisputed and fully payable by Owner. Work performed outside the scope of work described in attached Exhibit A shall be deemed extra work and shall be invoiced and paid in addition to the base compensation due under this Agreement. Owner agrees that if Owner fails to make payment for more than 60 days after the date of any work provided by Contractor arising out of or relating to this Agreement, then Contractor shall have the right to record a claim of lien against Owner's property to secure payment for labor, materials, equipment and supervision supplied by Contractor for the benefit of Owner's property. The approved and agreed amount of monthly compensation is based on the pricing provided in Exhibit B. Pricing will be fixed for five years in accordance to the following schedule:

2019 - 2020 Year #1 - \$227,652 or \$18,971/month

2020 - 2021 Year #2 - \$233,520 or \$19,460/month

2021 - 2022 Year #3 - \$233,520 or \$19,460/month

2022 - 2023 Year #4 - \$243,084 or \$20,257/month

2023 - 2024 Year #5 - \$243,084 or \$20,257/month

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1. **Scope of Work.** The scope of work to be performed by Contractor is set forth on attached Exhibit A. If work activity is not set forth in Exhibit A, it is not included in the basic scope of work.
2. **Compensation.** In exchange for Contractor performing the scope of work described in Exhibit A, Owner shall pay Contractor in accordance with the pricing terms set forth in attached Exhibit B. Contractor shall issue invoices monthly for amounts due in accordance with the pricing terms set forth in Exhibit B. Amounts invoiced are due upon receipt and shall be considered past due after 30 days from the date of invoice. Past due amounts shall accrue interest at the annual rate of 12%. If Owner disputes or questions any invoice or portion of any invoice, Owner shall provide Contractor with written notification of the basis of the dispute or question within thirty (30) days of receipt of the invoice or the invoice shall be deemed undisputed and fully payable by Owner. Work performed outside the scope of work described in attached Exhibit A shall be deemed extra work and shall be invoiced and paid in addition to the base compensation due under this Agreement. Owner agrees that if Owner fails to make payment for more than 60 days after the date of any work provided by Contractor arising out of or relating to this Agreement, then Contractor shall have the right to record a claim of lien against Owner's property to secure payment for labor, materials, equipment and supervision supplied by Contractor for the benefit of Owner's property. The approved and agreed amount of monthly compensation is based on the pricing provided in Exhibit B. Pricing will be fixed for five years in accordance to the following schedule:

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2022 – 2023 Year #4 - \$243,084 or \$20,257/month

2023 – 2024 Year #5 - \$243,084 or \$20,257/month

3. **Term.** This Agreement shall be in effect for a period of 60 months beginning on June 1, 2019. The Agreement will renew to month to month status upon the expiry of the initial term unless otherwise agreed in writing by Owner and Contractor.
4. **Standard of Care.** Contractor shall perform its scope of work in accordance with the written terms and specifications set forth in this Agreement and attached exhibits. All material shall conform to bid specifications unless expressly noted otherwise.
5. **Changes.** Owner may add to the scope of work set forth in Exhibit A. If Owner desires to add to the scope of work, Owner shall provide Contractor with written notification of the proposed additional scope of work and request pricing from Contractor. Contractor will perform additional work upon receipt of written approval from Owner in the form of a duly completed Change Order executed by Owner and setting forth the additional scope of work and agreed pricing for the extra work. In the event that changes in laws or regulations affect the manner or cost of Contractor performing the work, Contractor shall provide written notification of such change and its effect on Contractor to Owner and the parties agree to engage in good faith renegotiation of the terms of the Agreement to address the change.
6. **Insurance, Licenses and Permits.** Contractor agrees to maintain General Liability insurance coverage, Workers Compensation insurance coverage, and Commercial Automobile insurance coverage as required by law. Contractor also shall comply with all licensing and permit requirements established by any State, County or municipal agency relating to the scope of work.
7. **Liability.** Contractor and Owner hereby waive any claims against each other for consequential damages or indirect damages of any kind. Contractor shall not be liable to Owner for any claim for property damage or bodily injury unless and to the extent caused by the negligence of Contractor or its employees or subcontractors.
8. **Pest Control and Products.** All materials and chemicals used shall be approved for use by the Environmental Protection Agency. Contractor shall not be liable for failing to control any pest or its related property damage that cannot be controlled by legal and reasonable use of an approved pesticide product. If for any reason a dispute arises with regard to potential pest problems or available solutions to a pest problem, the Contractor will provide a qualified third party pest control specialist to discuss potential solutions and treatment options.
9. **Subcontractors.** Contractor reserves the right to hire qualified subcontractors to perform work under this Agreement. Any such subcontractor shall be required to carry General Liability insurance coverage, Workers Compensation insurance coverage, and Commercial Automobile insurance coverage in amounts required by law.

10. **Access to Jobsite.** Owner shall ensure Contractor has access to all parts of the jobsite where the Contractor is to perform work as required by this Agreement during normal business hours and other reasonable periods of time. Owner will be responsible to furnish all utilities necessary to perform the work.
11. **Notice of Defects.** Owner shall give Contractor at least 10 working days written notice to correct any problem or defect discovered in the performance of the work required under this Agreement. If Owner believes there is evidence of defective work by Contractor, Owner shall not be entitled to offset or deduct amounts otherwise due to Contractor because of such defective work unless Owner has first given the above required written notice to Contractor. Failure by Owner to deliver the 10 working day written notice shall be deemed a waiver and release of any claim by Owner relating to such asserted defective work by Contractor. In no event shall Contractor be liable to Owner for any amounts incurred or paid by Owner to correct defective work performed by Contractor unless Owner has first provided Contractor with the 10 working day notice and opportunity to cure.
12. **Termination-** This Agreement may be terminated by either party for any reason, with or without cause, provided that the terminating party provide to the other party 30 days advance written notice along with the reason for such termination. If there were any additional services in this Agreement that were rendered and not fully paid for or paid for and not fully completed, the Contractor will adjust the final invoice to ensure that each party is compensated or treated fairly with regard to services performed or not performed. These services relate to items in the service agreement that are amortized out over 12 months for the customer and not everyday maintenance services.
13. **Disputes.** In the event of any litigation arising out of or relating to this Agreement or any related extra work, the prevailing party shall be entitled to recover its attorney's fees and costs from the non-prevailing party at both the trial court and appellate court levels. The county and circuit courts in Lake County, Florida shall have sole and exclusive jurisdiction to decide any dispute between the parties, whether sounding in contract or tort and whether legal or equitable in nature, arising out of or relating to this Agreement. The parties hereby waive the right to trial by jury on all claims, counterclaims and defenses otherwise triable to a jury.
14. **Notices.** All required notices hereunder shall be sent via certified mail return receipt requested to Owner or Contractor as indicated below unless later changed in writing:

IF TO OWNER: Baytree Villas Homeowners Association, Inc., Attn: Deborah Christopher, c/o Sentry Management, 1928 Silk Ave, Tavares, FL 32778.

IF TO CONTRACTOR: Cepra Landscape LLC, Attn: Robert Maier, P.O. Box 865, Oakland, Florida 34760.

15. **Complete Agreement.** This Agreement and attached Exhibits represents the complete and integrated agreement of the parties with respect to the subject matter hereof. All prior verbal or written agreements, promises or representations relating to this Agreement and exhibits hereto are hereby merged into this Agreement and do not survive execution of this Agreement.
16. **Owner Maintenance.** Owner is obligated to maintain current all irrigation for the areas serviced by Contractor. In no event shall Contractor be liable to Owner for any loss of grass, flowers, trees, bushes or other plantings due to Owner's failure to provide proper amounts of water or due to vandalism or other third party destruction of the grass, flowers, trees, bushes or other plantings.
17. **Acts of God** – this Agreement does not cover any Acts of God that may affect the services or landscaping materials provided under this Agreement. Contractor is not responsible for damage or destruction to landscaping or for replacement of damaged landscaping due to Acts of God (e.g., flooding, tornado, tropical storms, hurricanes, lightning etc...).
18. **Extra Work** – Owner agrees that any additional work or additional services added by Change Order or separate agreement, whether verbal or written, will be subject to the terms and conditions of this Agreement. Refer to Exhibit C.

OWNER:

Baytree Villas Homeowners Association,
Inc.

By: Richard E. Danckaert

Print name: RICHARDE DANCKAERT

Its: BAYTREE HOA
PRESIDENT

4-17-19

CONTRACTOR:

Cepra Landscape LLC

By: Robert P Maier

Print name: Robert P Maier

Its: President

Exhibit A

Mowing Services and Schedule

1. Grass will be mowed once/week during summer months once every two weeks during winter months for a total of 42 mowings/year as per the schedule provided by CEPRA.
2. Summer months are roughly defined as mid-April to mid-October. Winter months are mid-October to mid-April.
3. All paved edges around all sidewalks (front and rear), driveways and patios when grass is mowed.
4. Soft or bed edging around trees and other objects will be performed every other mowing throughout the year.
5. Appropriate sized, stand behind mowers will be used to cut all grass.
6. All grass will be cut to an appropriate height to maintain healthy turf (St Augustine/Bahia turf). Mower blades will be kept sharp to cut grass cleanly and avoid tearing grass blades and all mower tires will be kept properly inflated. Excess clippings will be removed if there are large amounts
7. A string trimmer will be used to trim grass inaccessible to mowers
8. All debris will be blown from paved surfaces within 3 – 4 hours after grass has been cut by mower.

Trimming and Weed Control

1. All homes will be trimmed on the zone schedule as described in the attached photos or diagrams (provided by CEPRA; actual trimming rotation may be adjusted if necessary).
2. Generally in the summer months, homes will be trimmed once per month. Tasks to be completed are listed below and will be performed more frequently if necessary.
3. Shrubs will be trimmed below window height, 12 inches from wall and below sprinkler risers. (Discuss different requirements for various types of shrubs)
4. Flowering shrubs will be trimmed as appropriate before the buds appear and after the blooms are gone.
5. Herbicide spraying for weeds will be completed in ornamental beds or around obstacles such as trees.
6. Branches on all trees (up to a 2 – 3 inch caliper), including trees along canals and ponds, will be trimmed twice/year up to height of 10 feet to facilitate pedestrian and vehicle traffic.
7. Shrubs, tree branches, etc. close to the sidewalk will be trimmed severely so they will not interfere with pedestrians. Trimming will be completed around irrigation clocks allowing easy entry to the Irrigation clocks.
8. Leaf pickup from common areas will be scheduled twice per year to remove heavy accumulation of leaves. Heavy accumulations of leaves will be removed from homeowner's yards that cannot be safely mulched into the turf.
9. Washingtonia Palms will be trimmed twice per year. All other Palms will be trimmed once per year in June or July. Hanging fronds will be removed ongoing if they fall within the 10 ft limit.

Exhibit A

Irrigation Inspections and Repairs

1. Once per week, an irrigation technician will be onsite to perform an inspection on a specific portion of the system and perform minor irrigation repairs. Emergency repairs will be performed within 48 hrs. of reporting to Cepra.
2. Irrigation Inspection:
Contractor shall perform the following services as part of the monthly irrigation inspection.
 - Activate each irrigation zone of the system.
 - Visually check for any damages or necessary repairs.
 - Straighten or adjust irrigation heads as necessary.
 - Adjust the irrigation controller for specific watering requirements according to the season and site conditions.
 - Provide a written report of the findings.
3. During the first 30 days of this contract all irrigation systems will be inspected and evaluated for repairs and adjustments, thereafter the entire system will be inspected monthly. Necessary repairs that are found in the initial irrigation system audit will be noted and proposals will be submitted to the property manager and / or board for approval to proceed. These repairs will be billable, thereafter minor irrigation repairs will be included in contract.
4. Minor irrigation repairs are included in the contract. Minor irrigation repairs are defined as repairs that extend from outside of the valve to the irrigation head. This includes lateral line repairs (with the exception of lines entangled in roots on both homeowners and common areas) irrigation heads and nozzle replacement.
5. All other repairs such as upgrades, broken mainlines, and work needed on electrical irrigation components (pumps, clocks, etc.) will require property manager and / or board approval to proceed.

Technical Horticulture Services (Refer To Attached Chart)

1. The turf will be fertilized 4 times/year; two of those applications will include an insecticide.
2. The turf will be treated once/year (if needed) for chinch bugs or if there is an infestation of chinch bugs.
3. All palms will be fertilized to ensure they receive the proper amount of micromutrients.
4. All shrubs will be fertilized three times per year (nutrients and weed control).
5. A Pre-emergent (nutrients and weed control) will be applied to the turf and ornamental beds twice per year.
6. Seasonally, turf will be spot treated as necessary for controlling nettles.
7. The Azaleas will be sprayed yearly with a systemic insecticide for lace bug control. They will also be treated as needed for caterpillars.
8. All ornamentals will be regularly inspected and treated as needed for pests (aphids, scale, etc.)

Exhibit A

Woods on Waterfront Property

1. Trees up to a 2 – 3 inch caliper will be trimmed twice a year and to a height of 10 feet off the ground. Debris (tree branches) will be removed from the service area (natural or maintained area).
2. Ground cover in the wooded area will be sprayed with Round-up as required.

Services not performed for residents

1. Cepra Landscape will not pick-up residents yard waste. Residents will have to put yard waste in their trash containers for pick up or place waste in the front of their houses for the city to pick up.
2. Baytree Villas HOA does not replace owners grass, trees or bushes. That is the homeowner's responsibility.
3. The Baytree Villas HOA is not responsible for adding irrigation heads or lines to homeowners irrigation system. Cepra Landscape will inspect any homeowner's irrigation system and present recommendations and proposals for repairs and upgrades.
4. Homeowners are completely responsible for all trees on their lot except for the trimming of the 10 foot height requirement and for excessive leaf drop.

Incentive Monies

1. A \$5,000 per year incentive fund will be included in the contract that can be used towards irrigation repairs, upgrades or landscape enhancements. The \$5,000 will be incorporated into each contract year totaling \$25,000 over the contract term.
2. Baytree Villas HOA does not have to limit the use of the incentive monies to \$5,000 per year.
3. Baytree Villas HOA can use the \$25,000 at their discretion throughout the term of agreement.
4. If the contract is terminated by either party before the initial five year term has expired, any monies used above and beyond the \$5,000 per year allotment will be owed back to Cepra Landscape.

Planning and Communication

1. Cepra will develop a 90 plan startup plan, inspect irrigation systems, evaluate condition of homeowners property, perform soil samples and develop a list of recommended plantings for Baytree,
2. Each homeowner will receive a report on the condition of their property/landscaping with a plan to correct problems and recommendations to improve irrigation and planting.
3. Cepra will establish a contact system for Homeowners to contact Cepra to report landscape problems. Cepra will also inform the homeowner of the resolution of the reported problem via email, door hanger or some other method.

Exhibit A

4. Baytree and Cepra will establish a communication program for homeowners. It will include a monthly review with members of the landscape committee. It may also include resident landscaping seminars, lunch and learn presentations, report to the community at monthly Board Meetings, landscaping articles in the community newsletter and individual meetings with homeowners with specific problems.
5. Cepra will determine a list of separate services and costs available to Baytree homeowners and to the HOA to include hurricane cleanup, credit for missed services, extra mowing, and hourly labor rate.
6. Residents are encouraged to make service requests through the dedicated Baytree email or through the property manager.

Exhibit A



CEPRA Landscape Management Services
Baytree - Approximate Frequencies

	Jan.	Feb.	March	April	May	June	July	August	Sept.	Oct.	Nov.	Dec.	Annual
St. Augustine													
Mowing	2	2	3	5	4	4	5	4	5	4	2	2	42
Hardscape Edging	2	2	3	5	4	4	5	4	5	4	2	2	42
Landscape Bed Edging	1	1	1	2	2	2	3	2	3	2	1	1	21
Zoysia													
Mowing	1	1	2	4	4	4	5	4	5	4	2	2	38
Hardscape Edging	1	1	2	4	4	4	5	4	5	4	2	2	38
Landscape Bed Edging	1	1	1	2	2	2	2	2	2	2	1	1	19
Bahia- High Maintenance													
Mowing	2	2	3	5	4	4	5	4	5	4	2	2	42
Hardscape Edging	2	2	3	5	4	4	5	4	5	4	2	2	42
Landscape Bed Edging	1	1	1	2	2	2	3	2	3	2	1	1	21
Bahia - Low Maintenance													
Mowing Bahia Low visibility	1	1	1	2	4	4	5	4	5	2	1	1	31
Hardscape Edging	1	1	1	2	4	4	5	4	5	2	1	1	31
Landscape Bed Edging	1	0	1	1	1	2	2	2	2	2	1	0	15
Shrub Care													
Pruning	1	1	1	1	1	1	1	1	1	1	1	1	12
Bed Weed Control	1	1	2	2	2	2	2	2	2	2	1	1	20
Cutbacks													1
Tree Care													
Ornamental Pruning		x	x		x	x	x	x	x		x	x	8
Shade Tree Elevations	x				x								2
Palm Pruning			x					x					2
Specimen Palm Pruning			x					x					2
Flower Care													
Installation			x			x			x			x	4
Maintenance	4	4	4	5	4	4	5	4	5	4	4	5	52
Site Services													
Property Inspection	4	4	4	5	4	4	5	4	5	4	4	5	52
Irrigation Inspection	1	1	1	1	1	1	1	1	1	1	1	1	12

The Services and frequencies listed above are approximate and can change in quantity and timing based on actual climate conditions



Exhibit A

Horticulture Services
Turf Grass

St. Augustine Grass

Hort. Service	Product	Freq.	Jan	Feb	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Granular Turf Fert.	3 Month Blend with Pre-Emergent	2												
Granular Turf Fert.	4 Month Blend	1												
Liquid Turf Fert.	Minor Nutrients with Insect Control	1												
Winter Weeds	Herbicide	1												
Summer Weeds	Herbicide	1												
Disease Control	Fungicide	As Needed												

Zoysia Grass

Hort. Service	Product	Freq.	Jan	Feb	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Granular Turf Fert.	3 Month Blend with Pre-Emergent	2												
Granular Turf Fert.	4 Month Blend	1												
Liquid Turf Fert.	Minor Nutrients with Insect Control	As Needed												
Winter Weeds	Herbicide	1												
Summer Weeds	Herbicide	1												
Disease Control	Fungicide	As Needed												

Bahia Grass - Focal Areas Only

Hort. Service	Product	Freq.	Jan	Feb	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Granular Turf Fert.	4 month Blend with Insecticide	2												
Liquid Turf Fert.	Minor Nutrients	As Needed												
Winter Weeds	Herbicide	1												
Summer Weeds	Herbicide	1												
Disease Control	Fungicide	As Needed												

*** All Services above are based on final product Guarantee and any additional applications will be completed at no additional Cost***



Exhibit A

Horticulture Services
Ornamental

Shrubs & Trees

Hort. Service	Product	Freq.	Jan	Feb	March	April	May	June	July	Aug	Sept.	Oct.	Nov.	Dec.
Granular Fert	6 Month Blend with Minors	2												
Liquid Fert	Focal Plants with Insect/Fungicide	4												
Pest Control	Preventative Treatment	1												
Pest Control	IPM Treatments	As Needed												
Disease Control	Fungicide with Minors	As Needed												

Palms

Hort. Service	Product	Freq.	Jan	Feb	March	April	May	June	July	Aug	Sept.	Oct.	Nov.	Dec.
Granular Fert	6 Month Blend with Minors	2												
Liquid Fert	Canopy - Minors with Fung./Insect.	2												
Pest Control	IPM Treatments	As Needed												
Disease Control	IPM Treatments	As Needed												

Flowers

Hort. Service	Product	Freq.	Jan	Feb	March	April	May	June	July	Aug	Sept.	Oct.	Nov.	Dec.
Granular Fert	3 Month Blend with Minors	4												
Liquid Fert	Minors with Fungicide/Herbicide	8												
Pest Control	IPM Treatments	As Needed												
Disease Control	IPM Treatments	As Needed												

*** All Services above are based on final product Guarantee and any additional applications will be completed at no additional Cost***



Exhibit B

Baytree Villas HOA
2019 - 2020

Base Maintenance Services (Monthly Costs)

Area	Landscaping Management	Horticulture Services	Irrigation Management	Total
Baytree Villas HOA	\$15,460.00	Included	\$2,800.00	\$18,260.00
				\$0.00
				\$0.00
				\$0.00
				\$0.00
Base Monthly Costs	\$15,460.00	#VALUE!	\$2,800.00	\$18,260.00

Annual Base Maintenance Cost

\$219,120.00

Additional Services Included In Contract

Area	Mulch			Annuals			Palm Pruning			Misc. Services			
	Type	Freq.	Qty	Cost	Freq.	Qty	Cost	Freq.	Qty	Cost	Freq.	Qty	Cost
		4	150	Included	1	115	\$3,530.00				1		\$5,000.00
								2x Washingtonias					* Incentive
Total		0	0	\$0.00	0	115	\$3,530.00						\$5,000.00

Total Additional Services

\$8,530.00

Total Annual Cost

\$227,650.00

Total Monthly Cost

\$18,971.00



Exhibit B

Baytree Villas HOA
2020 - 2021

Base Maintenance Services (Monthly Costs)

Area	Landscaping Management	Horticulture Services	Irrigation Management	Total
Baytree Villas HOA	\$15,948.58	Included	\$2,800.00	\$18,748.58
				\$0.00
				\$0.00
				\$0.00
				\$0.00
Base Monthly Costs	\$15,948.58	#VALUE!	\$2,800.00	\$18,748.58

Annual Base Maintenance Cost **\$224,982.96**

Additional Services Included In Contract

Area	Mulch			Annuals			Palm Pruning			Misc. Services			
	Type	Freq.	Qty	Cost	Freq.	Qty	Cost	Freq.	Qty	Cost	Freq.	Qty	Cost
		4	150	Included	1	115	\$3,530.00				1		\$5,000.00
								2x Washingtonias					*Incentive
Total		0	0	\$0.00	0	115	\$3,530.00						\$5,000.00

Total Additional Services **\$8,530.00**
 Total Annual Cost **\$233,520.00**
 Total Monthly Cost **\$19,460.00**



Exhibit B

Baytree Villas HOA
2021 - 2022

Base Maintenance Services (Monthly Costs)

Area	Landscape Management	Horticulture Services	Irrigation Management	Total
Baytree Villas HOA	\$15,948.58	Included	\$2,800.00	\$18,748.58
				\$0.00
				\$0.00
				\$0.00
				\$0.00
Base Monthly Costs	\$15,948.58	#VALUE!	\$2,800.00	\$18,748.58

Annual Base Maintenance Cost

\$224,982.96

Additional Services Included In Contract

Area	Mulch			Annals			Palm Pruning			Misc. Services			
	Type	Freq.	Qty	Cost	Freq.	Qty	Cost	Freq.	Qty	Cost	Freq.	Qty	Cost
		4	150	Included	1	115	\$3,530.00				1		\$5,000.00
							2x Washingtonias						* Incentive
Total		0	0	\$0.00	0	115	\$3,530.00						\$5,000.00

Total Additional Services

\$8,530.00

Total Annual Cost

\$233,520.00

Total Monthly Cost

\$19,460.00



Exhibit B

Baytree Villas HOA
2022 - 2023

Base Maintenance Services (Monthly Costs)

Area	Landscape Management	Horticulture Services	Irrigation Management	Total
Baytree Villas HOA	\$16,746.00	Included	\$2,800.00	\$19,546.00
				\$0.00
				\$0.00
				\$0.00
				\$0.00
Base Monthly Costs	\$16,746.00	#VALUE!	\$2,800.00	\$19,546.00

Annual Base Maintenance Cost

\$234,552.00

Additional Services Included In Contract

Area	Mulch		Annuals		Palm Pruning		Misc. Services	
	Type	Freq. Qty	Cost	Freq. Qty	Cost	Freq. Qty	Cost	
		4	Included	1	\$3,530.00	1	\$5,000.00	
				150	Included	2x Washingtonias	* Incentive	
Total	0	0	\$0.00	115	\$3,530.00		\$5,000.00	

Total Additional Services \$8,530.00
Total Annual Cost \$243,082.00
Total Monthly Cost \$20,257.00



Exhibit B

Baytree Villas HOA
2023 - 2024

Base Maintenance Services (Monthly Costs)

Area	Landscape Management	Horticulture Services	Irrigation Management	Total
Baytree Villas HOA	\$16,746.00	Included	\$2,800.00	\$19,546.00
				\$0.00
				\$0.00
				\$0.00
				\$0.00
Base Monthly Costs	\$16,746.00	#VALUE!	\$2,800.00	\$19,546.00

Annual Base Maintenance Cost

\$234,552.00

Additional Services Included In Contract

Area	Mulch			Annals			Palm Pruning			Misc. Services			
	Type	Freq.	Qty	Cost	Freq.	Qty	Cost	Freq.	Qty	Cost	Freq.	Qty	Cost
		4		Included	1	115	\$3,530.00	1	115	\$3,530.00	1	1	\$5,000.00
								2x	Washingtonias				* Incentive
Total		0		\$0.00	0		\$0.00	115		\$3,530.00			\$5,000.00

Total Additional Services

\$8,530.00

Total Annual Cost

\$243,082.00

Total Monthly Cost

\$20,257.00

EXHIBIT C

**EXTRA SERVICES PRICING SUMMARY
Project: Baytree Villas Homeowners**

<u>Material</u>	<u>Description</u>	<u>Price</u>
Mulch	Price/yard installed for quantities <u>over</u> 100 cubic yards	<u>\$48.00</u>
	Price/yard installed for quantities <u>under</u> 100 cubic yards	<u>\$51.00</u>
	Price per 3 cubic foot bag of Mulch	<u>\$7.00</u>
	Price per bale of Pine Straw	<u>\$8.50</u>
Seasonal Color	<i>Annual flower installed prices (Pricing below is an average. Different flower type cost different dollar amounts. Pricing below can be used as a guide)</i>	
	Bed preparation and installation per 4.5" pot	<u>\$2.00</u>
	Bed preparation and installation per 1 gallon pot	<u>\$6.00</u>
Sod (St. Augustine)	<i>Turf reparation includes removal and disposal of old material and re-grading affected area prior to installation of new sod.</i>	
	Square foot price for quantities less than 1,000 square feet	<u>\$1.25</u>
	Square foot price for quantities between 1,000 and 3,000 square feet	<u>\$1.10</u>
	Square foot price for quantities between 3,000 and 10,000 square feet	<u>\$1.00</u>
	Square foot for price quantities greater than 10,000 square feet	<u>\$.95</u>
Irrigation	Irrigation Technician per hour	<u>\$45.00</u>
	Irrigation Laborer per hour	<u>\$40.00</u>
	Irrigation Specialist	<u>\$65.00</u>
General Labor	Foreman per hour	<u>\$40.00</u>
	Labor per hour	<u>\$35.00</u>
Arbor Care	Production day (8 hour) Truck, Chipper, 3 man crew	<u>\$2200.00</u>
Miscellaneous	Bush hogging per acre	<u>\$75.00</u>
Emergency Hurricane / Storm Cleanup <i>If specialized equipment is needed, price will be provided as requested: Equipment cost, except for chainsaws, if needed are not included in below pricing. Examples being loaders, lifts, lulls, cranes, ect. Whatever equipment is needed will be priced out at a daily, weekly rate. Whatever is needed to get the job done.</i>		
	General Ground Labor per hour	<u>\$60.00</u>
	Chainsaw Operator per hour	<u>\$85.00</u>
	Small Loader / Skid Steer Operator per hour	<u>\$85.00</u>

EXHIBIT C

The per unit cost for installation of various sizes and quantities of plant material is listed below (pricing subject to change depending on particular species as all plants do not cost the same. Pricing below can be used as a guide)

4 inch Groundcover:	< 50 plants	<u>\$2.70</u>
	50 - 100 plants	<u>\$2.60</u>
	100 - 250 plants	<u>\$2.45</u>
	> 250 plants	<u>\$2.40</u>
1-gallon Plant Material:	< 50 plants	<u>\$5.50</u>
	50 - 100 plants	<u>\$5.50</u>
	100 - 250 plants	<u>\$5.25</u>
	> 250 plants	<u>\$5.00</u>
3-gallon Plant Material:	< 50 plants	<u>\$12.75</u>
	50 - 100 plants	<u>\$12.00</u>
	100 - 250 plants	<u>\$11.50</u>
	> 250 plants	<u>\$11.25</u>
7-gallon Plant Material:	< 50 plants	<u>\$45.00</u>
	50 - 100 plants	<u>\$42.00</u>
	100 - 250 plants	<u>\$38.00</u>
	> 250 plants	<u>\$35.00</u>
15-gallon Plant Material:	< 25 plants	<u>\$100.00</u>
	25 - 50 plants	<u>\$95.00</u>
	50 - 100 plants	<u>\$90.00</u>
	> 100 plants	<u>\$85.00</u>