



Green Pastures Landscaping

January 6, 2006

Chestnut Springs Homeowners Association
Board of Directors
c/o Timmons Properties, Inc.

Board of Directors,

On behalf of Green Pastures Landscape Company, I would like to thank you for giving us the opportunity to provide landscape services for the Chestnut Springs community. Your business is truly appreciated, and I hope that we have made strides in earning your confidence in our ability to keep Chestnut Springs looking it's best.

Despite the challenges of transitioning from the developer to the homeowner-controlled board, the landscape scope of service seems to have settled in to better reflect the priorities of the community. I have spent some time evaluating the services of 2005 and have re-defined parts of the program for 2006.

As you will see, there is about an 8% increase in the annual cost of the 2006 program. I know an increase is never popular and I would like to further explain where it comes from. The increase results from two primary areas:

1. Increase fuel costs
2. Reconciling material quantities used in 2005 to accurately project 2006

Rising fuel costs have played a significant role in our slightly higher labor rates this year. Not only are fuel prices higher, but also the resulting cost increases with our suppliers and vendors. We continue to put our efforts in improving our efficiency to keep this increase at a minimum.

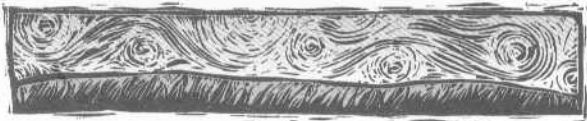
Some of the material quantities such as seed, mulch, and fertilizer have also been adjusted to reflect the amounts used in 2005. This resulted in some individual service prices fluctuating.

We are willing to guarantee the new annual program price for up to 36-months on an extended contract if you are interested. Our 30-day contract cancellation clause would still apply and there would be no additional commitment from the community. This will simply extend our mutual agreement to work together, under the current prices, until spring of 2009.

As you review the proposed program, please let me know of any changes that you would like to make or other questions that may arise.

We appreciate your business and are committed to keeping the standard high.

David Shore
General Manager
Green Pastures Landscape Co.



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Chestnut Springs Homeowner's Association

3/1/06 - 2/28/07 Lawn and Landscape Maintenance Proposal

SERVICE DESCRIPTION	SERVICE COST	NUMBER OF SERVICES ANNUALLY	ANNUAL COST
Entire Property			
(1a) <u>Complete Mowing Service</u> : Excludes Retention Areas A & B	\$1,900.00	32	\$60,800.00
(1b) <u>Cut Retention Areas A & B</u> - Alternate A & B each week	\$150.00	15	\$2,250.00
All turf except Areas A, B, & D			
(2a) <u>Turf Program-Spring</u> : Fertilization / Pre-emergent (Feb. / Apr)	\$2,950.00	2	\$5,900.00
Fertilizer - 3500 lbs. 19-3-6 fertilizer with pre-emergent	\$2,450.00		
Labor	\$500.00		
(2b) <u>Turf Program-Continuous</u> : Post Emergent Weed Control (Ma)	\$4,725.00	0	\$0.00
Professional grade selective herbicides - liquid application 5000 g	\$4,200.00		
Optional liquid fertilizer to reduce browning - liquid application	\$525.00		
Labor	\$0.00		
(2c) <u>Turf Program-Fall</u> : Aerate, Overseed, Starter Fertilizer (Oct.)	\$10,780.00	1	\$10,780.00
Premium Fescue Seed - 5800 lbs. 3-way seed blend	\$6,380.00		
Fertilizer - 3500 lbs. 18-24-12 starter fertilizer	\$1,400.00		
Labor	\$3,000.00		
(2d) <u>Turf Program-Late Fall</u> : Winter Fertilization (Dec.)	\$1,900.00	0	\$0.00
Fertilizer - 3500 lbs. 32-3-8 fertilizer	\$1,400.00		
Labor	\$500.00		
Entrance/Clubhouse/Common Area Bed along fence at Area A			
(3) <u>Landscape Maintenance</u> (see service details)	\$56.00	36	\$2,016.00
Annual Supply of post emergent herbicides for hard surface weed:	\$250.00		\$250.00
(4a) <u>Trees and Shrubbery</u> : Trimming / Pruning (up to 12' height)	\$1,200.00	(annual cost - as needed)	\$1,200.00
(4b) <u>Trees and Shrubbery</u> : Fertilization	\$120.00	2	\$240.00
12-4-8 Slow Release Fertilizer with Dimension Pre-emergent	\$120.00		
Labor	\$0.00		
(4c) <u>Trees and Shrubbery</u> : Insect / Disease Control	\$0.00	no charge - performed as needed for duration of contract	\$0.00
(5) <u>Mulching</u> (see service details)	\$2,358.00	2	\$4,716.00
Black Hardwood Mulch (33 cubic yards)	\$858.00		
Labor	\$1,500.00		
(6) <u>Annual Color Program</u> (see service details)	\$1,600.00	2	\$3,200.00
(7) <u>Leaf Removal</u> (see service details)	\$500.00	(September-December)	\$500.00
Annual Cost (Available for up to 36-month term)			\$89,602.00
Monthly Cost			\$7,466.83
Pricing for including additional areas			
Include Area D in (2a) Spring Turf Fertilization w/ Pre-emergent	\$350.00	2	\$700.00
Include Area D in (2b) Post Emergent Weed Control (Spraying) - Spring	\$650.00	1	\$650.00
Include Area D in (2c) Turf Aerating / Overseeding / Fertilizing	\$1,000.00	1	\$1,000.00
Include Area D in (2d) Turf Winter Fertilization	\$190.00	1	\$190.00
Include Irrigation Start-up and Winterization in program	\$375.00	2	\$750.00



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Landscape Maintenance Program

Service Details

(1a) Complete Lawn Service

Includes mowing all turf areas to a 3 - 3.5" length. Mowing patterns shall be altered from week to week, wherever possible, to reduce turf damage. Care shall be taken to cut no more than 1/3 of the grass blade on any single service, with possible exception during extended periods of rainfall. Line trimming shall be done to match mowing height and shall include vertical edging. All grass clippings not bagged shall be blown into turf to maintain a clean appearance. **Complete Lawn Service** shall be provided weekly or as necessary throughout the growing season.

(1b) Cut Retention Areas A & B

Includes cutting grass in the retention areas with mowers and line trimmers for the sole purpose of controlling growth.

Turf Program items 2a – 2d apply to all turf except areas A, B, and D

(2a) Turf Program - Spring: Fertilization / Pre-emergent Weed Control - Spring

Includes 2 applications of 19-3-6 slow release granular fertilizer at a rate of .75# Nitrogen per 1,000 square feet of turf, with a pre-emergent such as "Dimension" or "Pre-M" to help control germination of crabgrass. A third application of 5-10-31 without pre-emergent in late spring to keep turf balanced during the summer heat is recommended but not included in the current program. **Fertilization / Pre-emergent Weed Control** will be done in two rounds as indicated below:

- | | |
|----------|---------------------------|
| Round 1: | January - February |
| Round 2: | March – April |
| Round 3: | May – June (not included) |

(2b) Turf Program – Continuous: Post Emergent Weed Control – Liquid Application

Includes an application of selective herbicides to target weed problems in the turf. A mild mix of balanced fertilizer is generally added to the selective herbicide to help reduce any fading in the turf, resulting from the chemical application. **This service is priced, but not included in the current program.** This can be added to the contract or billed separately if requested by the board of directors.



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(2c) Turf Program – Fall: Aerating, Overseeding, and Fertilization

Includes thoroughly plug aerating all turf areas to break up thatch and compaction in soil, as well as allow air and nutrients to get to root zone. Turf is then overseeded at a rate of 4-6# per 1,000 square feet with a premium blended fescue seed. Our seed blend contains three premium fescue seed varieties for the purpose of prolonging the “green-peak” period throughout the season, as well as reducing vulnerability to a variety of turf diseases. A 5-10% perennial rye mix may also be added for additional thickness during the winter months. One application of high nitrogen and phosphate slow release fertilizer is also applied at this time, to help in germination of new seed, as well as feeding existing turf. **Aerating, Overseeding, and Fertilization** shall be done between September 15 and October 31 as dictated by weather and rainfall.

(2d) Turf Program – Late Fall: Winter Fertilization

Includes an application of 32-3-8 slow release fertilizer. This high nitrogen mix helps to boost color in existing turf for the winter months and also speeds up the maturation process of newly germinated grass from seeding. **This service is priced but not included in the current program.**

Services 3 – 7 apply to the Entrance / Clubhouse / and Common Area Bed along Fence at Area A

(3) Landscape Maintenance

Includes keeping landscape beds weeded and clean, spraying weeds and grass growing through curbs and sidewalks, removing trash and debris from landscape areas, additional blowing, and general upkeep of landscape areas. Perennial needs are also addressed in this service to include pinching, pruning, and cutting back as seasonally necessary. **Landscape Maintenance** services are usually performed every week through the growing season and monthly through the winter, unless otherwise specified in proposal.

(4a) Trees and Shrubbery: Trimming/Pruning

Includes professionally pruning all shrubbery and small trees (under 12’) to their recommended specifications, then cleaning beds and removing all trimmings and debris from property. **Trimming/Pruning** schedules will also vary depending on the individual plant needs as well as any contract specifications. Service agreement is set up to include pruning on an “as needed” basis for a set annual cost.

(4b) Trees and Shrubbery: Fertilization

Includes semi-annual application of 12-4-8 slow release granular plant fertilizer. **Fertilization** is usually done just before mulching to allow fertilizer to remain undisturbed while it breaks down. “Dimension” or other comparable pre-emergent weed control products will be added to fertilizer and applied to landscape beds. This does not eliminate all weeds in beds, but does help to reduce weed germination. All necessary hand weeding is covered in item (3): Landscape Bed Maintenance.



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(4c) Trees and Shrubbery: Insect and Disease Control

A typical program may include a preventative or targeted treatment of all shrubs, ground cover, small trees and ornamentals with dormant oil or other specified chemical. **Shrubbery Insect and Disease Control is being included at no additional cost for this program.** Any insect or plant disease found in the common area beds will be promptly treated.

(5) Mulching

Includes edging and cleaning all landscape beds; applying and hand packing high quality black hardwood mulch to all existing landscape beds and trees that have been mulched under the previous program. Tree mulching shall be done in a saucer fashion not allowing mulch to be packed against the tree bark, which can cause several critical problems for trees and roots. The only exception is in the case of pine straw mulch, which is not detrimental in contacting the base of trees. If aged excess mulch is to be removed from trees and/or beds, an agreement separate from the maintenance contract will be necessary to address the cost of removal.

(6) Annual Color Program

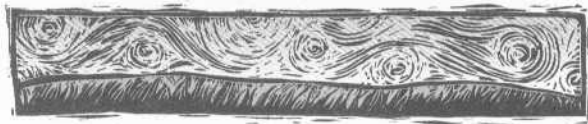
Includes removing prior seasonal flowers, tilling soil conditioner and fertilizer into soil, flower bed design, planting, fertilization, and maintenance of seasonal annuals. Initial watering will be done upon the completion of planting. Irrigation, however, will be the responsibility of management, unless Green Pastures maintains an existing irrigation system. **Seasonal Flower Planting** will be done according to any specification given by management or by a Green Pastures or BloomTown designer. Typical plant material is provided in 4.5 – 6.5” containers to give professional appearance and immediate visual appeal. All annuals will be mulched with a small pine bark nuggets or comparable mulch to allow for adequate water penetration and retention. Ongoing flower maintenance including clipping, pinching, fertilizing, and disease control is included in the service price.

(7) Leaf Removal

This is a continual service from September through December. **Leaf Removal** includes blowing out all landscape beds, turf, sidewalks, and parking lot areas. Leaves will be either mulched with mowers or loaded on trucks and hauled away from property.

(8a) Irrigation System: Start-up and Evaluation

Includes reconnecting backflow device (where applicable), turning on water supply, testing all zones, and re-programming irrigation controller. A system analysis listing any problems identified, is then submitted to management for authorization of repairs. Any maintenance and repair that becomes necessary during the operating season is billed separately.



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(8b) Irrigation System: Winterization

Includes blowing out main line and all zones and laterals with air compressor to prevent standing water from remaining in lines. Backflow prevention device is then removed (where applicable) and controller turned off.

(9) Snow Services

This service is not included in our annual maintenance contracts. This is a separate service that is performed as needed and according to a snow service agreement. **Snow Services** include plowing all designated areas, spreading de-icing chemical on all plowed areas, sidewalks and building access areas. Snow Service pricing is on a separate pricing breakdown and is available upon request.