



**LANDSCAPE, TURF & IRRIGATION
MAINTENANCE SERVICES
PROPOSAL**

For:

City of North Port

RFP #2017-02

Due Date: November 1, 2016 – 2:00PM

Buccaneer Landscape Management:

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TAB 1 – Transmittal Letter:

November 1, 2016

City of North Port
Purchasing Division
4970 City Hall Blvd., Suite 337
North Port, FL 34286

Subject: RFP # 2017-02 Landscape and Turf Maintenance Services

Buccaneer Landscape Management sincerely appreciates the opportunity to present this proposal for Landscape and Turf maintenance services to the City of North Port.

It is our desire to propose our services per the RFP requirements, be the successful vendor and enter into a long and mutually beneficial partnership with the City of North Port for the aforementioned services. We appreciated the opportunity to serve the City with the Sumter Blvd landscape contract and are committed to continuing our partnership by providing the best possible service through the award of this consolidated contract.

Please find enclosed our submittal which includes the completed RFP Bid Forms, all required information and other miscellaneous information needed to qualify our company. We are confident that our proposal pricing and service program affords Buccaneer Landscape Management every opportunity for success in providing you the highest level of service possible.

Buccaneer Landscape Management, a Florida Corporation, is a premier full-service provider of commercial grounds maintenance and landscape construction services in the State of Florida. As an industry leader providing high quality grounds maintenance services, we have the good fortune of providing our services for some very prestigious customers in a variety of markets. It would be our pleasure to continue serving you.

We truly hope this information affords Buccaneer your favorable consideration. Please feel free to review the enclosed proposal package and contact us should you have any questions, require additional information or would like to schedule a meeting to review and negotiate our submittal in more detail.

The entire Buccaneer Landscape Management team thanks you for this opportunity.

Sincerely,



Chris Witherington - President
Buccaneer Landscape Management

TAB 2 - Approach to Project / Schedule / Resources

Narrative - Landscape Maintenance Operational Plan for RFP#2017-02

Buccaneer Landscape Management understands the proposed scope of work and the importance of providing North Port's city roadways with the highest quality of landscape/grounds maintenance services. Through the implementation of our operational plan in conjunction with the RFP service requirements and all other operational suggestions we offer, the City's service areas will recognize the following as found within the provided bid documents: (Client's bid document information supersedes any suggestions as stated below)

Understanding of the Client Provided Scope of Work

We understand the scope of work for RFP#2017-02 for (7) separate locations per the attached RFP and maps to be as the following summary:

- Turf and perennial peanut mowing, edging, string-trimming, blowing.
- Shrub, bed area, tree and palm pruning, weeding, pruning and detail services.
- Fertilization and pest control for all turf, shrubs and trees/palms.
- Irrigation Management (wet checks and repair) – NA
- Litter removal
- Mulching
- Tree staking
- Roadside/sidewalk clearance for visibility
- Rodent removal
- Trash receptacle liner change-out.
- Clearing catch basins
- Water truck capability
- Plant, turf and tree replacement capability.
- Irrigation Repair.

With all project start-ups, our initial focus will be on a complete project wide inspection and analysis of all turf, plant material and irrigation systems. Digital photo and video documentation of the entire service area will be completed within the first month of service. Property wide soil analysis will take place, if applicable, to establish an appropriate agronomic program for all turf types and shrubs. An irrigation system initial evaluation will be performed with concerns noted and repairs additionally proposed. This will be accomplished prior to new plantings, turf repair, or chemical applications requiring water.

Upon project award and prior to commencement, equipment and staffing considerations will be completed, reviewed with the City rep and approved. Based on production rates applied to measurements and quantities with applied difficulty factors per our site evaluation, the resulting manpower estimates will dictate crew personnel and crew leadership staffing establishing the necessary number of detail, mow and support service crews. Based on property mapping accordingly, the appropriate number of crews per function will ensure service completion within any required service schedules. Mapping and service schedules will be reviewed and approved by the City prior to project

commencement. Please see attached ***Proposed Manpower Summary in Tab-2 Personnel and Task Schedule*** below in this section.

Project/Account Manager and company leadership, upon award and prior to job start, will confirm and review with City project mapping and agree upon the necessary number of crews per function as well as the number of crew personnel per crew needed to complete the required services within service schedules if dictated. The Project/Account Manager will facilitate crew duties and ensure successful completion.

Within the first 30 days, initial key property deficiencies will be identified and addressed which may include turf or bed weed control issues, fertility and pest control deficiencies, property policing, detail tree/shrub pruning issues, turf issues etc. Additionally, within the first 30 days, initial key property enhancements will be identified and suggested which may include a complete mulching, tree/palm pruning, replacement of dead or dying plant material or a fresh rotation of your annual bedding plants if applicable.

A successful start-up would afford Buccaneer the opportunity to establish and maintain certain horticultural maintenance conditions that will produce the best possible results moving forward. Turf and plant material Insect and Disease Control is a priority when hot conditions exist and would remain a focus at all times. In addition, a focus will continue to be the agronomic conditions for turf and shrubs as well as bed weed eradication.

Once base services are being completed at peak efficiency, miscellaneous extra services can now be given attention and scheduled accordingly per client's approval and direction. Seasonally specific tasks or issues will be addressed and/ or scheduled accordingly.

Freeze Protection Action Plan: In the event of a forecasted frost/freeze warning, the project manager will be at constant alert monitoring weather conditions and will have personnel and freeze protection fabric available on-site and ready to install when conditions dictate. This service is above and beyond the contractual scope of work and can be provided at the aforementioned proposed costs. ***Please see attached Freeze Protection Plan.***

Watering: In the event of drought conditions and the irrigation system is non-existent, insufficient or not operational, the Project/Account Manager, per client's approval, will have personnel available to help alleviate turf and plant stress conditions via hand watering and/or water truck. This service can be made a part of this agreement or can be above and beyond the contractual scope of work and can be provided separately at proposed rates. Buccaneer owns and operates a fleet of water trucks and can provide watering via water trucks when extreme conditions exist.

Innovative Service Approach:

Since this project is high production and requires a solid proven base services approach, Buccaneer plans to provide our traditional and successful maintenance operational program much like the one the City currently receives from Buccaneer. Enhancements and adjustments will be made to man-power, technical needs and project management based on the modified and enhanced scope of work stated in this RFP vs. the scope we are currently working under with services at Sumpter Blvd. Additional items of note will be:

- Providing a full-time Account Manager to this project.
- Buccaneer previously worked for the City of North Port several years ago and has experience on Sumter and has roadway experience.

Anticipated Service Problems:

- Constant weed issues due to unusually wet conditions. **Resolution:** In addition to the monthly weed control efforts during our regularly scheduled detail service, we will provide continuous inspection and re-treatment of problem areas between services as needed.
- Turf areas unable to mow due to wet conditions. **Resolution:** In addition to mowing during regularly scheduled mowing service, if wet conditions continue for an extended period and those areas become unsightly, we will provide additional labor as needed to string-trim problem areas as needed and agreed upon after discussion with City.
- Providing service during high-volume traffic times. **Resolution:** We will determine when and where the worst traffic conditions exist and will route/schedule base and extra services with that in mind making conditions as safe as possible for vehicles, pedestrians and Buccaneer employees while reducing City's liability and PR exposure.

Project Assessment – Deficiency Report

If afforded the opportunity, ***Buccaneer Landscape Management*** will address the following service items and deficiencies in conjunction with or in addition to the RFP service requirements. They are as follows:

- **Weed issues.** We will focus on weeds per the aforementioned plan.
- **Palm pruning.** Palms do not appear to be pruned on a regular basis. Palms will be maintained.
- **Tree Rings.** Many palms and trees do not have tree rings. Turf grows up to base and string-trimmer is scarring and damaging material. Tree rings will be established for all palms and trees and will be maintained with mulch per the RFP scope.
- **Bus Stop plant beds.** No clear maintenance program is being provided.
- **Dead / Declining plant material.** Plant material will be evaluated and report provided to City. Dead material will be pulled. Declining material will be offered solutions remedy or suggestions for more appropriate material.
- **Perennial Peanut.** We propose to introduce a regularly scheduled mowing program for the perennial peanut in an effort to provide a more uniform and pleasing appearance. We suggest 4 mowings per year and monthly edging. Plant specific weed control products will be applied as well.

Buccaneer Landscape Management

Operational Philosophy and Service Approach

Buccaneer Landscape Management is committed to developing a mutually beneficial, long-term relationship with the City of North Port in executing an agreement for landscape maintenance services. Client provided specifications supersede all enclosed information. BLMC has established the following objectives for servicing your community:

- 1) *Maintain the grounds at the highest quality level consistent with the client's expectations.*
- 2) *Provide a highly responsive staff led by a qualified, experienced Account Manager.*
- 3) *Support the on-site staff with the proper resources to maximize efficiencies.*
- 4) *Through proper maintenance and cultural practices, continually improve the aesthetics of the project landscape.*
- 5) *Maintain the project as an environmental enhancement, continually assessing the impact of cultural practices on the surrounding environment.*
- 6) *Provide professional guidance and recommendations for landscape improvements and in effecting future cost savings.*

With these objectives in mind, we hope to offer the opportunity to utilize the vast resources of **Buccaneer Landscape Management** for the successful maintenance of your project.

Grounds Management Programs

Suggested Schedule of Operations: (Subject to change)

Services will begin each week with mowing functions completing all locations in succession. Mowing, edging and string-trim functions will commence with blowing to follow close behind. No section will be left un-blown for extended periods prior to moving on to other sections. After mow functions are completed for all sections, detail services will begin following the same service mapping/schedule as stated below.

We anticipate project service routing as follows:

Begin: at the northern most end of Toledo Blade Blvd and moving south to Hillsborough.

To: east end of US 41 (County Line) west to Talon Bay Dr. Bus stops will be serviced as we move west.

To: Talon Bay Dr (North to South)

To: Biscayne Dr. (South to North)

To: North Port Blvd

To: Sumter Blvd (south to north) including Price during this section.

We will then move over to Toledo Blade Blvd following that same route and focusing on detail services while checking mowing results as we go and correcting deficiencies.

Mowing functions for all sections will commence on Monday each week and should be completed by end of Thursday of that same week (4-days). Detail services will commence immediately following with ¼ of all locations being completed by end of each week. Detail services will constitute 4-weeks (1-month) for one full cycle along with on-going inspection and service for weed control and any/all other services requiring continuous attention.

Available Resources:

Buccaneer Landscape Management commits to having the resources available to accomplish all requirements stated within RFP #2017-02. These resources are detailed throughout our RFP response and include: Financial capabilities, leadership resources, certified internal technical resources and capabilities, man-power capabilities, plant, turf, irrigation material and equipment sources through trade references and all other necessary resources for this project.

[illegible]

Proposed Manpower Summary for RFP#2017-02

The following is a (1) year total manpower summary for grounds maintenance operations to include all (7) locations as stated within this RFP:

Based on our property surveys, our average manpower estimates, as stated and broken down within this summary, shall be sufficient to satisfy all requirements as set forth. This staffing estimate is based on a **(1)** year total man-hour "*average*", which includes all working site supervision. In addition to the proposed base services crew personnel, our proposal price includes additional support services man-hours for our chemical program, arborcare services, mulch installation, irrigation maintenance program and annual flower installation as needed. An included service as part of this proposal but not part of the manpower estimates is the additionally provided management and operational support from Account Manager and/or Operations Leadership/Ownership. The related growing or non-growing seasons, and subsequent services and frequencies to be provided, will dictate the exact number of personnel needed at any given time. We anticipate an approximate seasonal staff breakdown as follows:

- ☐ **Growing Season** - (April – October) approx. **(6-8)** crew personnel per service visit, **(10 hrs)** per day, **(4 days)** per week and **36** weeks per year as per the provided specifications.
- ☐ **Non-Growing Season** - (November - March) approx. **(6-8)** crew personnel per service visit, **(10 hrs)** per day, **(4 days)** per week and **36** weeks per year as per the provided specifications.

Suggested Crew Staffing

(1) Account Manager

(8) Mow & Detail Crew (crossover personnel usage as needed for completion of mow and detail services.

(1) Irrigation Tech – NA Per specifications.

(1) Spray Tech – as needed for all fertilization and pest control services per specifications.

NOTE: Please see "Suggested Schedule of Operations" in Tab-3.

The aforementioned manpower estimate is for base mow and detail services only and excludes any additional labor hours needed for repair/replacement per the RFP that are unknown at the time of bidding.

Weather conditions throughout the year may dictate adjustments to the exact start and finish to the "growing season" which will in turn affect the number of required days/weeks of service and required staffing at those times. Regardless of the aforementioned estimated personnel requirements, the necessary number of site-visits and personnel will be provided for the satisfactory completion of the proposed services.

EQUIPMENT AND VEHICLES - Companywide

All vehicles and equipment are available for services at all client locations.

Vehicles

- 3 – 2015 Isuzu Landscape Dumps
- 4 – 2015 Ford F-250 Pickup Truck
- 1 – 2015 Chevrolet Silverado
- 2 – 2014 Isuzu Landscape Dumps
- 4 – 2013 Ford F-250 Pickup Truck
- 1 – 2008 Ford F-450 Flatbed Truck
- 1 – 2002 Ford F-450 Dump Truck
- 1 – 2004 Ford F-450 Lawn Spray Truck
- 1 – 2006 F-450 Forestry Bucket Truck
- 1 – 2007 Ford F-750 2000 Gallon Water Truck
- 2 – 2006 Isuzu NPR Dump Trucks
- 2 – 2008 Isuzu NPR Custom Landscape Trucks
- 1 – 2005 Isuzu NPR Vanscaper
- 2 – 2005 Chevrolet W4500 Landscape Truck – DOT Compliant
- 1 – 2003 Chevrolet Silverado 2500HD
- 1 – 2016 GMC Sierra 2500HD
- 2 – 2007 Chevrolet Express Vans
- 1 – 2006 Ford F-150 Pickup
- 1 – 1989 International 13 ton crane truck
- 5 – Gatortail 6X16 Enclosed Trailers
- 4 – Gatortail 6X16 Landscape Trailers
- 3 – 2015 Express Trailer 6 X 20 Enclosed trailer
- 1 – 2009 Energy Absorption Crash Attenuator

Mowers - All mowers are 2015 or newer.

- 16 – 61" Gravely Grandstands – 2015 machines
- 7 – 52" Gravely Grandstands - 2015 machines
- 8 – 72" Gravely Rider – 2014 machines
- 5 – 60" Gravely Riders – 2012 machines
- 4 – 60" Gravely Riders
- 10 – 52" Gravely Standers
- 2 – 36" Gravely standers – 2015 machines
- 3 – 21" Toro walk behinds – trim mowers

Hand Tools – all 2015 or newer

- 60+ - Stihl Trimmers
- 60+ - Stihl Stick Edgers
- 60+ - Stihl Backpack blowers
- 24 - Stihl hedge trimmers
- 8 - Stihl Power Pruners
- Misc. tools

Landscape Equipment

- 1 – 2009 PJ 7X30 Gooseneck Trailer
- 1 – 2007 Anderson 7X20 Dump Trailer
- 1 – 2006 Anderson 7X16 Tow behind equipment trailer
- 1 - 2008 New Holland LS185 with all attachments
- 1 - 2008 JCB 408 with all attachments
- 7 – Stihl Augers
- 1 – 2012 Ryan Sod Cutter
- 1 – 2013 Ryan Sod Cutter

Spray Equipment

- 2 – 2013 Gravely Trekers – w/ 50 Gallon Sprayers
- 1 – 2015 John Deere Gator – w/ 50 Gallon Sprayers
- 1 – 2010 Perma-green Riding Spreader
- 1 – 2015 LT Rich - Z-Sprayer

TAB 3 – Experience in Similar Projects, References, and Lead Staff

CITY OF NORTH PORT
REQUEST FOR PROPOSAL NO. 2017-02
LANDSCAPE AND TURF MAINTENANCE SERVICES

REFERENCES/CLIENT LISTING

(The firm shall provide a minimum of five (5) business related references for which they are currently providing, or have provided within the last three (3) years, services similar to the scope of services required by this RFP.). Attach additional sheets if necessary.

1. Business/Customer Name: Siesta Key Improvement District - Sarasota County

Name of Contact Person/Title: Michael Shay - Manager

Telephone# 941-321-0274 Fax _____ E-mail mtshay@verizon.net

Address Ocean Blvd Siesta Key FL

Duration of Contract or business relationship 2014 - current

Type of Services Provided Landscape maint, tree trimming, fert., trash

2. Business/Customer Name: Riverwood CDD + HOA

Name of Contact Person/Title: Connie Bittle - Property Manager

Telephone# 941-764-6663 Fax _____ E-mail riverwoodmanager@comcast.net

Address 4250 Riverwood Dr Port Charlotte FL 33953

Duration of Contract or business relationship 2015 - current

Type of Services Provided Landscape maint, tree trimming, fert, irrigation

3. Business/Customer Name: CVS Pharmacy

Name of Contact Person/Title: Al Perez - BFM


Telephone# 407-506-5103 Fax _____ E-mail alberto.perez2@cvshealth.com

Address throughout Florida

Duration of Contract or business relationship 2007 - current

Type of Services Provided Landscape maint, tree trimming, irrigation

COMPANY NAME:: Buccaneer Landscape Management

SIGNATURE: 

THIS PAGE MUST BE SUBMITTED WITH PROPOSAL

CITY OF NORTH PORT
REQUEST FOR PROPOSAL NO. 2017-02
LANDSCAPE AND TURF MAINTENANCE SERVICES

4. Business/Customer Name: City of Largo

Name of Contact Person/Title: Dave Hinrichs - Parks Foreman

Telephone# 727-501-6482 Fax _____ E-mail dhinrich@co.pinellas.fl.us

Address Throughout City

Duration of Contract or business relationship 2006-2016

Type of Services Provided ROW, Roadways, City Parks landscape maint.

5. Business/Customer Name: Carroll Organization

Name of Contact Person/Title: Jimmy Chestnut

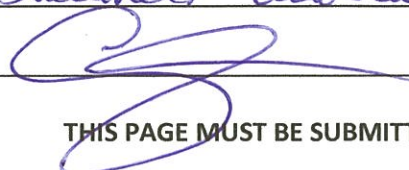
Telephone# 813-345-2555 Fax _____ E-mail jimmy.chestnut@carrollmg.com

Address Orlando / Tampa / Sarasota

Duration of Contract or business relationship 2014-current

Type of Services Provided Maintain 10+ Apartment communities

COMPANY NAME:: Buccaneer Landscape Mangement

SIGNATURE: 

THIS PAGE MUST BE SUBMITTED WITH PROPOSAL

TAB 3 – Experience in Similar Projects, References and Lead Staff:

CORPORATE INFORMATION

Buccaneer Landscape Management Corp. – Main Office

P.O. Box 2453

Pinellas Park, FL 33780

Office: 1- 888 (local 727) -798-6484

Fax: 727-499-9564

www.buccaneerlandscape.com

OFFICE LOCATIONS

Buccaneer has grown into a major player throughout Florida with a reputation for quality landscape services. BLMC currently has four offices in Florida and in the process of opening offices in Pasco County.

1. **Pinellas Park – (Main office / Company owned facility)** – services Tampa Bay area
 - 1.5 acres with onsite nursery
 - 60+ fulltime employees / 3 Part time employees / Plus seasonal staff.
2. **Kissimmee** – Services Lakeland to Orlando
 - Warehouse with 1-acre storage area
 - 15+ fulltime employees and seasonal staff
3. **Bradenton** – services Bradenton and Sarasota
 - Warehouse with storage facility
 - 10 fulltime employees and seasonal staff
4. **Port Charlotte** – services Port Charlotte to Sarasota - **To Service this account**
 - Storage facility
 - 25+ fulltime employees and seasonal staff
 - Currently looking for new office in the area for expansion

State of Incorporation: Florida

Date of Incorporation / Years in Business: March 2006- (7+ years)

FEIN: 20-4558149

D&B: 79-823-9070

Insurance

- General Liability \$2,000,000 each occurrence
 - Excess \$2,000,000
 - Auto \$1,000,000
 - Workers Compensation \$1,000,000
- (Please find attached sample Certificate of Insurance as proof of coverage)

Bonding

Single limit \$500,000

Aggregate \$1,500,000

LICENSES & CERTIFICATIONS - **Buccaneer Landscape Management** currently holds all required and necessary licenses and certifications as it pertains to this scope of work. If, in the event, it is determined that we do not currently hold any additional required licenses or certifications, we commit that we will obtain them as needed ASAP.

Currently Hold...

- FNGLA Certified Landscape Contractor
- Certified Irrigation Contractor
 - Hunter 2 Wire Certification
- Certified Lawn and Ornamental Pest Control Operator
- Agricultural Products Dealer
- FDOT Maintenance of Traffic (Advanced and Intermediate)
- FDOT ROW Certified Spray Certification
- All Applicable city and county occupational licenses.
- BMP (Best Management Practices) Certifications

PERSONNEL - COMPANYWIDE STAFFING

Employing a large compliment of full-time employees as well as part-time and seasonal staffing, Buccaneer continues to grow on a regular basis through our reputation, our business development efforts and our commitment to our customers.

BLMC has the staffing, experience and financial strength to service any project regardless of size or service level. BLMC has a solid track record working with private entities and municipalities alike. We are committed to our customers and will do what is right for the customer and the environment. We attribute our growth and success to this mindset and will continue to do the right thing as we grow. We continue



to add quality personnel that will help us not only with our immediate success but who will grow with us as we move toward the future. Our personnel training programs ensure that those staff members who wish to better themselves and advance in their landscape careers have the opportunity to do so with Buccaneer.

Landscape Maintenance Division – (60+) w/ 350 + years total experience

- 2 BMP Instructors
- 38 BMP Certified

Landscape Construction Division – (12+) w/ 100+ years total experience

- 1 BS in Engineering & Minor in Environmental Sciences
- 1 FNGLA Certified Contractor
- 1 Advanced MOT Certification
- 1 Intermediate MOT Certification

Irrigation Division – (6) w/ 75 years total experience

- 1 License Holder
- 6 Hunter 2 wire Certified

Pest Control Division – (4) w/ 68 years total experience

- 2 CPO L/O License Holders
- 1 ROW License Holder
- 1 GHP License Holder
- 12 ID Card Holders

Arbor Care Division – (3) w/ 30 years total experience

- 1 ISA Certified Arborist

Key Personnel and Manpower for City of North Port

- President – Chris Witherington – Advanced MOT Certified - 10 years' experience – 6 years BLMC
- Operations Manager – Tracy Witherington – 6 years' experience - 6 years BLMC
- Director of Business Development – Brad Bachman – 15 years' experience 1 year BLMC
- Account Manager Sarasota – Brian Niehaus – 18 years' experience – 1 year BLMC – for this account
- Account Manager Pinellas – Josue Marced – 12 years' experience – 2 year BLMC
- ISA Certified Arborist – Dale Wallace – 35 years – 6 years BLMC
- Certified Operator in Charge – Pest Control – Dale Wallace – 35 years – 6 years BLMC
- BMP Instructor – Dale Wallace – 35 years – 6 years BLMC
- FNGLA Certified Landscape Contractor – Dale Wallace – 35 years – 6 years BLMC
- Construction Supervisor – Miguel Hernandez – 12 years' experience – 8 years BLMC

Field Operations – All field personnel are BMP Certified

- Maintenance Operations – Laurencio Herrera – 8 years' experience – 2 years BLMC
- Fertilization Technician – Edward Polski – 18 years' experience – 7 years BLMC
- Maintenance Staff - Mowing
 - 1 – Foreman – Adan Agauzul
 - 5 – Equipment operators (Mowing, trimming, edging, blowing, weeding)
 - A pool of more than 75+ crew personnel available as needed.

More information can be supplied upon request. This information is provided on date of submittal and is subject to change.

SUB-CONTRACTING: Buccaneer Landscape Management does not sub-contract any landscape services. All services are provided in-house by trained crew personnel

Phone Numbers:

Main – 727-209-0393

After Hours – 727-798-6484

Cell Numbers – provided upon award

Christopher T. Witherington

President – Buccaneer Landscape Management

witherington@buccaneerlandscape.com

Experience

Buccaneer Landscape Management Pinellas Park, FL 33780 (03/06-current)

President of Buccaneer Landscape Management. Started Buccaneer as an investment and retirement plan. Within 6 months of business it grew to 3 maintenance crews. After 10 years Buccaneer now has 4 offices and over 75 employees. Chris manages all operations (maintenance and construction) and handles any issues that arise. Manage 75+ employees and over 600 properties. Have grown buccaneer from a lawn maintenance company to a full rounded landscape service contractor offering all landscape services to customers.

Certifications/Licenses

Advance Maintenance of Traffic Certification

Florida Licensed Pest Control Operator – Lawn & Ornamental

Hunter 2 Wire System Certified

OSHA 40 HAZWOPPER

Six Sigma Black Belt Certification from Chromalloy Gas Turbine/Air Academy Associates

Fundamentals and Advanced Concepts of Geometric Dimensioning and Tolerancing (ANSI Y 1 4.5 -1994)

Certified Faro-Arm Operator

Commonwealth of Massachusetts Second Class Fireman (Stationary License)

American Red Cross First Aid / CPR Certified

PADI Advanced Open Water Diver

*Can operate and drive almost all heavy equipment and large trucks.

Education

St. Petersburg College (8/00 – 8/01) Core business classes to obtain MBA.

Massachusetts Maritime Academy, Buzzards Bay, MA (8/94 - 12/98) B.S. in Engineering with a Minor in Marine Safety and Environmental Protection.

BRIAN NIEHAUS

Core Qualifications

- Strategic account development
- Strong interpersonal skills
- Team building expertise
- Relationship selling
- Customer-oriented
- Strong communicator
- Skilled multi-tasker
- Strong deal closer
- Upselling and consultative selling
- Exceptional customer service skills
- Cold calling
- Sharp problem solver
- Energetic work attitude
- Adaptive team player
- Strong organizational skills
- Client relations specialist
- Team management
- Meticulous attention to detail
- Focused on customer satisfaction
- Training and development
- Scheduling
- Workforce Management

Professional Experience

Buccaneer Landscape Management - Pinellas Park, Florida

Manages a portfolio of 30+ accounts, which generated \$800,000+ in revenue per year. Increased profits by developing, initiating, and managing lean management production systems. Delivers exceptional account service to strengthen customer loyalty. Wrote, proofed and edited sales proposals and correspondence. Determined the cost and pricing of proposals and bids. Gathered all relevant materials for bid processes and coordinated bidding and contract approval. Addressed customer questions and concerns regarding products & services. Serves as mentor to junior team members.

ValleyCrest Companies - Tampa, Florida

Manages a portfolio of 60+ accounts, which generated \$600,000+ in revenue per year. Increased profits by developing, initiating, and managing lean management production systems. Delivers exceptional account service to strengthen customer loyalty. Wrote, proofed and edited sales proposals and correspondence. Determined the cost and pricing of proposals and bids. Gathered all relevant materials for bid processes and coordinated bidding and contract approval. Addressed customer questions and concerns regarding products & services. Serves as mentor to junior team members.

Niehaus Lawn and Landscape - Cincinnati, Ohio

Formulated a comprehensive business plan complete with clear and actionable sales goals and targets. Established and maintained more than 60+ business accounts. Analyzed client requirements, and drove strategy development. Completed customer invoices. Served as mentor to junior team members. Executed and integrated an advertising campaign across multiple media channels.

Education

Associates Degree, Business Management/Landscape Horticulture

1998

Cincinnati State - Cincinnati, Ohio Course work in Business Management and Landscape Horticulture. Played two years of college golf while attending Cincinnati State.

Affiliations

Currently approved technician for the State of Florida Department of Agriculture and Consumer Services. Best Management Practices (BMP) approved by State of Florida Department of Environmental Protection. Presently a member of the PGA of America and donate time to The First Tee organization. Past member of The Golf Course Superintendent's Association of America.

Dale Wallace

609 Pennsylvania Avenue Crystal Beach, FL 34681

Summary

Highly skilled and educated Florida landscaping expert. Strong knowledge of chemicals, pest, arborcare, landscape materials and BMP practices. Available to assist employees and customers to make sure we are a success as a team.

Highlights

- Certified Pest Control Operator – FDACS – JB167633
- Right Of Way Spray License
- ISA – Certified Arborist – SO-1215A
- FNGLA Certified Landscape Contractor – CC4 0164
- BMP Certified Instructor

Experience

Certified Operator in Charge / Arbor Care Manager

April 2009 to current

Buccaneer Landscape Management – Largo, FL

- Review and monitor Pest control division services. Services include daily review of chemical uses.
- Responsible for purchasing all chemicals needed for daily and monthly needs.
- Review customer properties and make adjustments and recommendations for treatments.
- Oversee tree trimming crew to ensure of proper tree trimming techniques and safe operation.
- Provided excellent customer service ensuring repeat business.
- Offer administrative support as needed to management team

Owner – President

February 2004 to January 2012

Plant Connection – Crystal Beach, FL

- Managed and operated full service lawn and landscape company serving the greater Palm Harbor area.
- Completed continuing education to grow and learn about Florida Landscaping.

Jack Sideleau

1732 Pennsylvania Ave.

Palm Harbor, Florida 34683

Buccaneer Landscape Management Largo, FL (Jan 2012- Present) - Irrigation Manager

Monitor and oversee irrigation department for repairs and installation of new systems. Oversee the department monitoring quality and proper service of all irrigations systems for Buccaneer. Excellent customer service skills with an extensive background of all irrigation systems with an understanding of Florida landscapes.

Deluxe Landscape & Irrigation Palm Harbor, FL (1991 – Present) Owner / Operator

Owner and operator of premier landscape and irrigation company serving Pinellas County for over 20 years.

Deluxe Landscaping, Norwalk Ct. (1978 - 1990) Owner / Operator

Owner of highly successful landscaping company in Ct. for over 10 years. Sold the business to relocate.

- **Irrigation License Holder** – Hillsborough, Orange, Pasco, Pinellas, Polk, and Sarasota Counties
- **Hunter 2 wire certified**
- **Expert in Pumps and Wells**
- **Installation of large commercial systems and small residential.**



CITY OF TAMPA

Bob Buckhorn, Mayor

Parks and Recreation Department

Greg Bayor, Director

April 20, 2016

RE: Letter of Recommendation for Buccaneer Landscape Management

To Whom It May Concern:

As a Landscape Architect for the City of Tampa Parks and Recreation Department, I have had the pleasure of working with Mr. Chris Witherington on a couple of projects over the last few years. Chris and his staff at Buccaneer Landscaping brought knowledge and thoroughness to their installation work, and I am pleased to recommend their services to the Florida Department of Transportation. They have proven themselves to be hard-working, flexible and creative in working with our irrigation staff and our associated landscape and irrigation plans in dealing with field adjustment related to the needs of our sites.

Chris and his staff were swift to respond by verbal and written communication when unexpected conditions were encountered as the work progressed. The City was unaware that the Tampa-Hillsborough Expressway Authority (THEA) was building the Selmon Greenway through downtown during the course of work that Buccaneer was engaged in for us. Chris was quick to inform us when his team was approached by THEA personnel, and quick to assist with the immediate changes needed to resolve the situation to the satisfaction of THEA and the City.

If you have any questions on work that Buccaneer Landscape Management has completed for the City of Tampa Parks and Recreation Department, please contact me at 813-274-5138.

Sincerely,

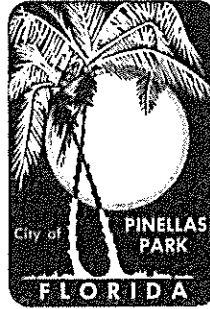
Karen Cashon, RLA
Landscape Architect II
City of Tampa Parks and Recreation Department

3402 W. Columbus Drive • Tampa, Florida 33607 • (813) 274-8615 • Fax: (813) 274-7429

TampaGov
www.tampagov.net

City of
PINELLAS PARK

5141 78TH AVE. • P.O. BOX 1100
PINELLAS PARK FL 33780-1100



FLORIDA

PHONE • (727) 541-0700
FAX • (727) 544-7448
SUNCOM • 969-1011

January 25, 2012

To Whom It May Concern:

Buccaneer Landscape Management, 6315 53rd Street, Pinellas Park, Florida 33781, is currently providing services to the City of Pinellas Park, including but not limited to landscape maintenance on FDOT right of ways and in other areas of the City. The current contract is in excess of 100 acres per cycle. All work has been completed in a reasonable amount of time and in accordance with the contract. Should you require additional information please contact me.

Sincerely,

*Randal A. Roberts
Director Streets & Drainage
City of Pinellas Park
Office (727) 541-0772*



PRINTED ON RECYCLED PAPER

POST OFFICE BOX 296,
LARGO, FLORIDA
33779-0296

CITY of LARGO



LARGO, FLORIDA EST. 1905

Recreation, Parks and Arts Department

Administration (727) 587-6720

To whom it may concern,

Buccaneer Landscape Management has provided or is currently providing services to the City of Largo in the following aspects: Mowing on FDOT roadways, Management of Traffic while installation of landscape on FDOT medians, watering of medians following FDOT guidelines, maintenance of landscape and grounds in parks and other properties owned by the City of Largo.

Jim McCue
Parks and Community Support Foreman
City of Largo
727-587-6740 X5218

TAB 4 – Cost Proposal Form

CITY OF NORTH PORT
REQUEST FOR PROPOSAL NO. 2017-02
LANDSCAPE AND TURF MAINTENANCE SERVICES

SCHEDULE "A" COST PROPOSAL

Code	Location	Quantity	Unit of measure	Unit Price	Extended Total Price
L-1	Sumter Blvd.	12	Month	\$ 16,621.25	\$ 199,455.00
L-2	Toledo Blade Blvd.	12	Month	\$ 17,274.50	\$ 207,294.00
L-3	U.S. 41 Medians	12	Month	\$ 1,684.50	\$ 20,214.00
L-4	U.S. 41 Bus Stops	12	Month	\$ 501.75	\$ 6,021.00
L-5	North Port Blvd.	12	Month	\$ 1,118.85	\$ 13,426.20
L-6	Biscayne Drive	12	Month	\$ 1,054.50	\$ 12,654.00
L-7	Talon Bay Drive	12	Month	\$ 732.25	\$ 8,787.00
L-8	Price Boulevard	12	Month	\$ 1,003.25	\$ 12,039.00
			Total Contract Amount (Add Lines 1 through 8)		\$ 479,890.20

The following will be utilized in resolving arithmetic discrepancies found on the face of this schedule as submitted by proposers:

- Obviously misplaced decimal points will be corrected.
- In case of discrepancy between unit price and extended price, the unit price will govern. Apparent errors in extension will be corrected.
- Apparent errors in addition of lump sum and extended prices will be corrected.

For the purpose of evaluation, the City will proceed on the assumption that the proposer intends his/her prices be evaluated on the basis of the unit prices, extensions, and totals arrived at by resolution of arithmetic discrepancies as provided above and the cost will be so reflected in evaluation process.

COMPANY NAME: Buccaneer Landscape Management

AUTHORIZED SIGNATOR/TITLE FOR FIRM:  Chris Withington-Pres

THIS PAGE MUST BE SUBMITTED WITH PROPOSAL

TAB 5 – Required Forms

CITY OF NORTH PORT
REQUEST FOR PROPOSAL NO. 2017-02
LANDSCAPE AND TURF MAINTENANCE SERVICES

PROPOSAL SUBMITTAL SIGNATURE FORM

The undersigned attests to his/her authority to submit this proposal and to bind the firm herein named to perform as per Agreement, if the firm is awarded the Agreement by the City.

The undersigned further certifies that he/she has read the Request for Proposal, Terms and Conditions, Insurance Requirements and any other documentation relating to this request and this proposal is submitted with full knowledge and understanding of the requirements and time constraints noted herein.

As addenda are considered binding as if contained in the original specifications, it is critical that the firm acknowledge receipt of same. The submittal may be considered void if receipt of an addendum is not acknowledged.

Addendum No. 1 Dated 10/20 Addendum No. _____ Dated _____
Addendum No. 2 Dated 10/26 Addendum No. _____ Dated _____
Addendum No. 3 Dated 10/27 Addendum No. _____ Dated _____

Company Name Buccaneer Landscape Management
727-209-0393 witherington@buccaneerlandscape.com 727-499-9564
Telephone # _____ E-Mail _____ Fax # _____
4195 62nd Ave N.
Main Office Address _____
Pinellas Park FL 33781
City _____ State _____ Zip Code _____

Address of Office Servicing City of North Port, if different than above: ☐ SAME AS ABOVE

7001 Gasparilla Road
Office Address _____
Port Charlotte FL 33981
City _____ State _____ Zip Code _____
727-209-0393 witherington@buccaneerlandscape.com 727-499-9564
Telephone # _____ E-mail _____ Fax # _____
Chris Witherington - President
Name & Title of Firm Representative _____
[Signature] 10/31/16
Signature _____ Date _____

Do you accept Visa? ☐ YES ☒ NO

- OFFICE SERVICING CITY OF NORTH PORT (CITY HALL): ☒ LESS THAN 100 MILES ☐ MORE THAN 100 MILES
- LENGTH OF TIME AT THIS LOCATION: ☐ MORE THAN 3 YEARS ☒ 1 TO 3 YEARS
☐ BETWEEN 6 MONTHS TO 1 YEAR ☐ LESS THAN 6 MONTHS

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CITY OF NORTH PORT
REQUEST FOR PROPOSAL NO. 2017-02
LANDSCAPE AND TURF MAINTENANCE SERVICES

STATEMENT OF ORGANIZATION
(Information Sheet for Transactions and Conveyances Corporation Identification)

The following information will be provided to the City of North Port for incorporation in legal documents. It is, therefore, vital all information is accurate and complete. Please be certain all spelling, and capitalization is exactly as registered with the state or federal government.

Name of Respondent: Buccaneer Landscape Management

DBA (if any): _____

Type of Entity (Sole Proprietor, Corporation, LLC, LLP, Partnership, etc): Corp.

Business Address: Physical - 4195 62nd Ave N Pinellas Park FL 33781

Mailin - PO Box 2453 Pinellas Park FL 33780

Phone: 727-209-0393 Fax: 727-499-9564

E-Mail: witherington@buccaneerlandscape.com

Print Name and Title of person authorized to bind: Chris Witherington Pres.

Federal Identification Number: 20-4558149

Signature: 

Respondent shall submit proof that it is authorized to do business in the State of Florida unless registration is not required by law.

Is this a Florida Corporation: ☒ Yes or ☐ No (Please Check One)

If not a Florida Corporation,
In what state was it created: _____
Name as spelled in that State: _____

What kind of corporation is it: ☒ "For Profit" or ☐ "Not for Profit"

Is it in good standing: ☒ Yes or ☐ No

Authorized to transact business
in Florida: ☒ Yes or ☐ No

State of Florida Department of State Certificate of Authority Document No.: 206000042141

Does it use a registered fictitious name: ☐ Yes or ☒ No

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CITY OF NORTH PORT
REQUEST FOR PROPOSAL NO. 2017-02
LANDSCAPE AND TURF MAINTENANCE SERVICES

Names of Officers:

President: Chris Witherington Secretary: —

Vice President: — Treasurer: —

Director: — Director: —

Other: — Other: —

Name of Corporation (As used in Florida):

Buccaneer Landscape Management
(Spelled exactly as it is registered with the state or federal government)

Corporate Address:

Post Office Box: PO Box 2453
City, State Zip: Pineellas Park FL 33780
Street Address: 4195 62nd Ave N
City, State, Zip: Pineellas Park FL 33781

STATE OF Florida
COUNTY OF Pineellas

Sworn to and subscribed before me this 31st day of October, 2016, by Chris Witherington who ☐ is personally known to me or ☒ has produced his/her driver's license as identification.



[Signature]
Notary Public - State of Florida
Print Name: Sharon Mucci
Commission No: FF 096304

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CITY OF NORTH PORT
REQUEST FOR PROPOSAL NO. 2017-02
LANDSCAPE AND TURF MAINTENANCE SERVICES

DRUG FREE WORKPLACE FORM

The undersigned Contractor in accordance with Florida Statute 287.087 hereby certifies that
Biscayne Landscape Management does:
(Company Name)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug free workplace through implementation of this section.


Check one:



As the person authorized to sign this statement, I certify that this firm complies fully with above requirements.



As the person authorized to sign this statement, this firm **does not** comply fully with the above requirements.



Offeror's Signature

10/31/16

Date

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CITY OF NORTH PORT
REQUEST FOR PROPOSAL NO. 2017-02
LANDSCAPE AND TURF MAINTENANCE SERVICES

PUBLIC ENTITY CRIME INFORMATION

As provided by F.S. §287.133, a person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a bid on a contract to provide any goods or services to a public entity, may not submit a bid on a contract with a public entity for the construction or repair of a public building or public work, may not submit bids on leases of real property to a public entity, may not be awarded or perform work as a Contractor, Supplier, Subcontractor, or Consultant under a contract with any public entity, and may not transact business with any public entity in excess of the threshold amount provided in Section 287, for CATEGORY TWO for a period of 36 months from the date of being placed on the convicted vendor list.

I, Chris Witherington, being an authorized representative of the Respondent, Buccaneer Landscape Mgmt., located at PO Box 2453
City: Pinellas Park State: FL Zip Code: 33780, have read and understand the contents above. I further certify that Respondent is not disqualified from replying to this solicitation because of F.S. §287.133.

Signature: [Signature] Date: 10/31/16

Telephone #: 727-209-0393 Fax #: 727-499-9564

Federal ID #: 20-4558149

STATE OF Florida
COUNTY OF Pinellas

Sworn to and subscribed before me this 31st day of October, 2016, by Chris Witherington
who ☐ is personally known to me or ☒ has produced his/her driver's license as identification.



[Signature]
Notary Public - State of Florida

Print Name: Sharon Mucci

Commission No: FF096304

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CITY OF NORTH PORT
REQUEST FOR PROPOSAL NO. 2017-02
LANDSCAPE AND TURF MAINTENANCE SERVICES

NON-COLLUSIVE AFFIDAVIT

State of Florida }
County of Pinellas } SS.

Before me, the undersigned authority, personally appeared:

Chris Witherington who, being first duly sworn, deposes and says that:

1. He/She is the President (Owner, Partner, Officer, Representative or Agent) of Buccaneer Landscape Management, the Respondent that has submitted the attached reply;
2. He/She is fully informed respecting the preparation and contents of the attached reply and of all pertinent circumstances respecting such reply;
3. Such reply is genuine and is not a collusive or sham reply;
4. Neither the said Respondent nor any of its officers, partners, owners, agents, representatives, employees or parties in interest, including this affiant, have in any way colluded, conspired, connived or agreed, directly or indirectly, with any other respondent, firm, or person to submit a collusive or sham reply in connection with the work for which the attached reply has been submitted; or have in any manner, directly or indirectly sought by agreement or collusion, or communication or conference with any respondent, firm, or person to fix the price or prices in the attached reply or of any other respondent, or to fix any overhead, profit, or cost elements of the reply price or the reply price of any other respondent, or to secure through any collusion, conspiracy, connivance, or unlawful agreement any advantage against (Recipient), or any person interested in the reply work.

Signed, sealed and delivered this 31 day of October, 20016.

By: [Signature]

Chris Witherington
(Printed Name)
President
(Title)

STATE OF Florida
COUNTY OF Pinellas

Sworn to and subscribed before me this 31st day of October, 2016, by Chris Witherington who ☐ is personally known to me or ☒ has produced his/her driver's license as identification.



[Signature]
Notary Public - State of Florida

Print Name: Sharon Mucci
Commission No: FF 096304

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CITY OF NORTH PORT
REQUEST FOR PROPOSAL NO. 2017-02
LANDSCAPE AND TURF MAINTENANCE SERVICES

LOBBYING CERTIFICATION

"The undersigned hereby certifies, to the best of his or her knowledge and belief, that":

STATE OF Florida

COUNTY OF Pinellas

This 31 day of October of 2016

Chris Witherington, being first duly sworn, deposes and says that he or she is the authorized representative of Buccaneer Landscape Management (Name of the contractor, firm or individual), and that the vendor and any of its agents agree to have no contact or communication with, or discuss any matter related in any way to any active City of North Port solicitation, with any City of North Port elected officials, officers, their appointees or their agents or any other staff or outside individuals working with the city in respect to this request other than the designated Procurement Official Contact and to abide by the restrictions outlined in the General Terms and Conditions of the Solicitation. Technical questions directed to the project manager, is prohibited. These persons shall not be lobbied, either individually or collectively, regarding any questions for bid, proposal, qualification and/or any other solicitations released by the city. To do so is grounds for immediate disqualification from the selection process. The selection process is not considered final until such a time as the Commission has made a final and conclusive determination.

(a) No City appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence either directly or indirectly an officer or employee of the City, City Commission in connection with the awarding of any City Contract.

(b) If any funds other than City appropriated funds have been paid or will be paid to any person for influencing or attempting to influence a member of City Commission or an officer or employee of the City in connection with this contract, the undersigned shall complete and submit Standard Form-L "Disclosure Form to Report Lobbying", in accordance with its instructions.

Signed, sealed and delivered this 31 day of October, 2016.

By: _____

Chris Witherington
(Printed Name)

President
(Title)

STATE OF Florida

COUNTY OF Pinellas

Sworn to and subscribed before me this 31st day of October, 2016, by Chris Witherington who ☐ is personally known to me or ☒ has produced his/her driver's license as identification.



Notary Public - State of Florida

Print Name: Sharon Mucci

Commission No: FF 096304

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CITY OF NORTH PORT
REQUEST FOR PROPOSAL NO. 2017-02
LANDSCAPE AND TURF MAINTENANCE SERVICES

CONFLICT OF INTEREST FORM

F.S. §112.313 places limitations on public officers (including advisory board members) and employees' ability to contract with the City either directly or indirectly. Therefore, please indicate if the following applies:

PART I.

- ☐ I am an employee, public officer or advisory board member of the City
_____ (List Position Or Board)
- ☐ I am the spouse or child of an employee, public officer or advisory board member of the City
Name: _____
- ☐ An employee, public officer or advisory board member of the City, or their spouse or child, is an officer, partner, director, or proprietor of Respondent or has a material interest in Respondent. "Material interest" means direct or indirect ownership of more than 5 percent of the total assets or capital stock of any business entity. For the purposes of [§112.313], indirect ownership does not include ownership by a spouse or minor child.
Name: _____
- ☐ Respondent employs or contracts with an employee, public officer or advisory board member of the City
Name: _____
- ☒ None Of The Above

PART II:

Are you going to request an advisory board member waiver?

- ☐ I will request an advisory board member waiver under §112.313(12)
- ☐ I will NOT request an advisory board member waiver under §112.313(12)
- ☒ N/A

The City shall review any relationships which may be prohibited under the Florida Ethics Code and will disqualify any vendors whose conflicts are not waived or exempt.

COMPANY: Buccaneer Landscape Management

SIGNATURE: [Signature]

THIS PAGE MUST BE COMPLETED AND SUBMITTED WITH PROPOSAL