

To: Baycrest Board of Directors

From: Ad Hoc Committee on Landscape Service Companies (Peaches Searce, Creighton Phillips, Swann Fredrickson - also joined by Janet Lieb, chair of the ACSMC, at her request)

Subject: Report on our work and our recommendation to replace Moore's

Date: August 17, 2014

At the June 18th Board meeting, following a report on continuing issues with our current landscaper, the Board appointed and charged the Ad Hoc Committee with investigating possible replacements for our current landscaper including obtaining bids from well qualified companies with strong irrigation capabilities.

The committee held an initial meeting with Nancy Weidner and Aharon Weidner to discuss the qualifications we sought in a new contractor in various areas including: turf maintenance; pest and disease control; weed control; edging; pruning; fertilizing programs; reports; after hours service, debris and leaf removal, etc.

We also agreed on the need to engage a contractor with very substantial irrigation system experience including: the ability to conduct an initial audit of the entire system, all zones and equipment; the skill and knowledge to set up an irrigation schedule and set all 91 timer boxes consistent with local regulations, CDD restrictions which change from time to time and the capabilities of our current system; wet checks of all zones at least once a month; cleaning and maintenance of our filter; and all other repairs and maintenance necessary to keep the system running in an efficient manner.

We came up with a list of five potential contractors we felt had the necessary qualifications and experience:

Stahlman Landscaping (www.stahlmanlandscape.com)
Caple Landscape Management (www.caplelandscape.com)
Greenscapes (www.greenscapesfl.com)
Crawford Landscaping (www.discovercrawford.com)
WLM of Lee, LLC (www.wlm.cc)

Next we held an onsite meeting of an hour or more with representatives from each of the five companies. During these interviews, we toured the property and discussed our concerns and expectations while asking questions about how each company would handle our landscape and irrigation needs and challenges. It was notable that each of the five companies noted the poor condition of the turf in our community and the extensive weeds.

We subsequently received proposals from four of the five companies. WLM declined to bid saying they thought that Greenscapes or Crawford would be a better fit for our community.

The initial proposals varied somewhat in the scope of services, most often in the number of mowings per year included in the contract (i.e. 42, 46 or 48 mowings per year with additional mowings on request at a predetermined rate). The initial proposals (attached to the Board package) were:

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| Stahlman | \$ 118,800 per year |
| Caple | \$ 122,700 per year |
| Crawford | \$ 80,988 per year (46 mowings; additional at hourly rate per man per cut) |
| Greenscapes | \$ 59,304 per year (42 mowings; additional for \$600/each) |

Baycrest's current annual budget for landscaping is \$85,000 and we budget an additional \$5,500 for irrigation repairs and another \$5,000 for miscellaneous landscape expense. Our contract with Moore's is for \$90,337 (plus \$1,900 for certain trimming), however we receive an early payment discount resulting in an annual Moore's contract expense of about \$85,000.

The committee met at Gulf Breeze to discuss the proposals and decided to focus on the Crawford and Greenscapes proposals for financial reasons.

We asked both Crawford and Greenscapes to come back for follow up interviews which subsequently took place at the Gulf Breeze offices. At that time we asked detailed questions about the proposals to be certain we understood any scope of services that were not "apples-to-apples". Examples would be dedicated separate mowing and pruning crews vs. single crew doing both; doing monthly pruning of the entire community in a single week vs. pruning part of the community each week.

We made at least five or six calls to references for each company and discussed those comments. Aharon Weidner took three committee members on a tour of communities similar to Baycrest which were maintained by either Crawford or Greenscapes. They all looked better than Baycrest (especially the turf) and we tried to guess which company was responsible for each community. We only guessed right about 50% of the time and concluded that either company could do a great job for us.

The committee members were very impressed with both the Crawford and Greenscapes organizations. However we could not identify any additional scope or superiority of work to justify the additional cost of Crawford over Greenscapes and therefore recommend that the Board engage Greenscapes to replace Moore's as soon as possible.

The committee also believes that our aging irrigation system is likely to need substantial repair and upgrading in future years and if we hire Greenscapes, the annual savings in our landscape budget will give us some flexibility in funding those needs if the Board so desires.

We look forward to answering any questions you may have at the August Board meeting.

Respectfully submitted,

Creighton Phillips, Peaches Scarce, Swann Fredrickson and Janet Lieb