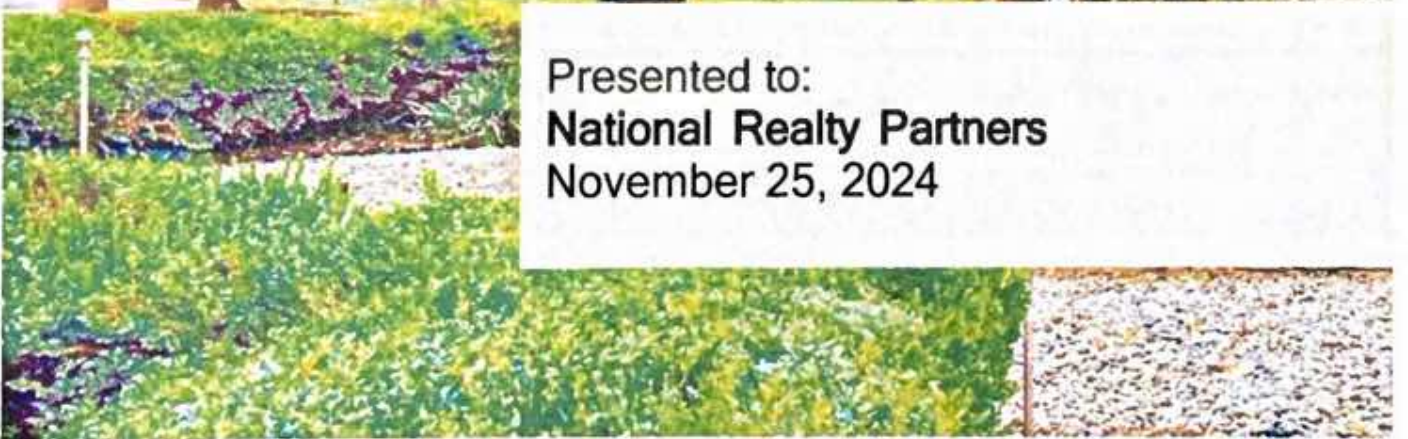




Landscaping Services Proposal

Presented to:
National Realty Partners
November 25, 2024



**Environmental
Enhancements**
COMPLETE LANDSCAPE SERVICES



Dear Crystal,

I am pleased to submit this 2025-2027 Grounds Maintenance proposal for your consideration.

How Our Company is Different

As a company, we take pride in delivering top-notch service that exceeds our clients' expectations. We look forward to providing that same level of service to you.

Willing to Consider Organics?

Please review and let me know if you have any questions. I appreciate you considering us as a provider to help take care of your properties.

Sincerely,

Fred Peratt
President

fredperatt@eelandscaping.com

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How Environmental Enhancements is The Situation

National Realty Partners is soliciting proposals for full-service grounds maintenance for Fairlington Arbors. Currently, the property is looking for a service provider that is proactive in communication at all levels and values a long term relationship with a company that does what it says it will do when it says it will do it. National Realty Partners feels strongly that adding/changing will enhance their property and significantly improve tenant safety, satisfaction, and retention. This proposal outlines our recommended solution for reaching those goals.

How Environmental Enhancements is different from other companies

1

Client First. The company goal is 100% client satisfaction. We understand that our job is to make it easier for our property managers to take care of their properties so they can focus on other things. When there is an issue or concern, the team jumps through hoops to resolve it.

2

Communications. Environmental Enhancements relies on technology to keep property managers apprised of scheduled work and work that's been completed. We have a technology-based infrastructure for tracking all account activity, responding to calls quickly, and communicating with our clients. We also value our clients' time, making sure they don't have to sit around, waiting for service to show up "sometime during the day."

3

Property Audits. We have a standard practice of visiting properties and grading our own work. The client receives the results of this audit, which provides an opportunity for improvements, recommendations, and identifying what's working well.

How Environmental Enhancements is different from other companies (continued)

4

Employee Value. Our focus is on training, certification, and developing competence (and confidence!) among the management team and crews.

Environmental Enhancement employees take ownership of each project they are working on, and can always count on being respected internally by the management team.

5

Relationship. Over time, we get to know our clients as friends and colleagues.

They rely on us to be honest and take a personal interest—and pride—in each of their properties.

6

Safety. Our safety SOPs are rigorous. In fact, we have been recognized with safety awards by the National Association of Landscaping Professionals. Crews are highly-trained in safety practices, which includes being courteous to tenants and vigilant about tenant/visitor safety.

7

Green Practices. While most of our clients prefer synthetic programs, we are committed to a sustainable landscaping approach by reducing our 'footprint' while working on a property (e.g., not idling motors, proper disposal of debris, minimizing chemical run-off etc.). We also offer organic options for clients who prefer to adopt a more natural approach, smart water systems for water conservation and natural plant health, and we are one of a small number of commercial landscaping companies that has invested in battery-driven technology for lawn care equipment.



How Environmental Enhancements is different from other companies (continued)

8

Client Experience. We invest significant resources on innovating ways to improve your experience with us. For example, we monitor your properties with up-to-date reporting so at any time you know what's been completed and what's not, we train our crews to be courteous on client properties, and our EE Storyboards give you a visual experience of recommended enhancements, to name a few.

9

Industry-wide Reputation. In an ongoing capacity, owner Fred Peratt has performed an advisory role for the National Association of Landscaping Professionals. He was recently recognized as an industry leader by the association due to his personal commitment to mentor colleagues and promote professionalism and integrity throughout the industry.



MONTHLY MAINTENANCE SCHEDULE		
MONTH	SERVICE COST	TOTAL COST
JANUARY 2025	\$7,500.00	\$7,500.00
FEBRUARY 2025	\$7,500.00	\$7,500.00
MARCH 2025	\$7,500.00	\$7,500.00
APRIL 2025	\$7,500.00	\$7,500.00
MAY 2025	\$7,500.00	\$7,500.00
JUNE 2025	\$7,500.00	\$7,500.00
JULY 2025	\$7,500.00	\$7,500.00
AUGUST 2025	\$7,500.00	\$7,500.00
SEPTEMBER 2025	\$7,500.00	\$7,500.00
OCTOBER 2025	\$7,500.00	\$7,500.00
NOVEMBER 2025	\$7,500.00	\$7,500.00
DECEMBER 2025	\$7,500.00	\$7,500.00
JANUARY 2026	\$7,500.00	\$7,500.00
FEBRUARY 2026	\$7,500.00	\$7,500.00
TOTAL	\$90,000.00	\$90,000.00

Deliverables and Fees

The following table outlines our proposed services and associated fees.

2025-2027 CONTRACT SUMMARY				
INCLUDED SERVICES	OCCURS	COST EACH	EXT COST	TOTAL COST
COMPLETE MOWING SERVICE	24	\$1,458.10	\$34,994.40	\$34,994.40
TRENCH EDGING/BED CLEAN UP	1	\$6,460.00	\$6,460.00	\$6,460.00
MULCHING TREES, SHRUBS & BEDS	1	\$12,480.00	\$12,480.00	\$12,480.00
PRUNE SHRUBS	2	\$3,060.00	\$6,120.00	\$6,120.00
PRUNE TREES	1	\$1,050.00	\$1,050.00	\$1,050.00
LEAF REMOVAL	2	\$3,740.00	\$7,480.00	\$7,480.00
WEEDING	1	\$2,312.00	\$2,312.00	\$2,312.00
PRE EMERGENT (TREES & BEDS)	1	\$734.85	\$734.85	\$734.85
TURF SPRING FERTILIZER & PRE-M (2ND ROUND)	1	\$2,908.13	\$2,908.13	\$2,908.13
TURF APPLICATION SPRING BROADLEAF	1	\$2,289.83	\$2,289.83	\$2,289.83
TURF APPLICATION SUMMER BROADLEAF/CRABGRASS/NUTSEDGE	1	\$3,068.33	\$3,068.33	\$3,068.33
TURF APPLICATION LATE FALL FERTILIZER	1	\$2,656.13	\$2,656.13	\$2,656.13
TURF AERATION	1	\$2,486.25	\$2,486.25	\$2,486.25
TURF OVERSEEDING	1	\$6,796.13	\$6,796.13	\$6,796.13
TOTAL:			\$91,836.05	\$91,836.05

OPTIONAL SERVICES	OCCURS	COST EACH	EXT COST	TOTAL COST
TURF LIME TREATMENT	1	\$3,443.41	\$3,443.41	\$3,443.41
PLANT FERTILIZATION	1	\$893.58	\$893.58	\$893.58
INSPECTION AND SHRUB APPLICATION	3	\$733.20	\$2,199.60	\$2,199.60
TOTAL:			\$6,536.59	\$6,536.59

BILLING SCHEDULE

NOTE: Optional services are not included.

MONTHLY BILLING SCHEDULE	SERVICE COST	TOTAL COST
MARCH 2025	\$7,653.00	\$7,653.00
APRIL 2025	\$7,653.00	\$7,653.00
MAY 2025	\$7,653.00	\$7,653.00
JUNE 2025	\$7,653.00	\$7,653.00
JULY 2025	\$7,653.00	\$7,653.00
AUGUST 2025	\$7,653.00	\$7,653.00
SEPTEMBER 2025	\$7,653.00	\$7,653.00
OCTOBER 2025	\$7,653.00	\$7,653.00
NOVEMBER 2025	\$7,653.00	\$7,653.00
DECEMBER 2025	\$7,653.00	\$7,653.00
JANUARY 2026	\$7,653.00	\$7,653.00
FEBRUARY 2026	\$7,653.05	\$7,653.05
TOTAL:	\$91,836.05	\$91,836.05

Willing to Consider Organics?

We are pleased to propose the above deliverables using our conventional landscaping programs. But if you would like to consider adopting an organic solution, we would be happy to provide you with a revised quote.

While the initial investment in an organic program may be slightly higher (approx. 15%), organic solutions ultimately cost less because organic landscaping is less expensive to maintain. If you are interested in switching to an organic solution, ask us to tell you how!

Organic vs. Synthetic Programs Why Go Green?

Benefit	Organic Program	Synthetic Program
Much Better Soil Quality	✓	
Water Savings	✓	
Decrease Need for Pesticides	✓	
Improve Plant Immune Systems	✓	
Prevent Toxic Run-off	✓	
Possible Tax Incentives	✓	
Fewer Annual Plant Replacements	✓	
Healthier for Humans and Animals	✓	
Tenants and Residents are Happier	✓	
Lower Maintenance Costs	✓	
Initial Investment is Slightly Lower (est. 15%)		✓



Why One Community Manager Made the Switch

As a brand-new property manager, Legum & Norman Associate Community Manager Kelli Lencioni was assigned two small communities in Arlington, VA—with one caveat. On both properties, there were landscaping issues; On average, these two clients were turning over their landscaping providers once a year.

"Kelli made a strong recommendation...that they make a switch, hopefully for the last time."

"When the communities were built, the developer installed exotic plants," says Kelli. "They made poor choices about what to put where." Kelli describes a landscape with overgrown grasses, trees that didn't belong, dead plants, and brown spots. "Maintenance service was inconsistent. We would get these providers coming in and making promises they couldn't deliver on."

Time for a New Solution

After having yet another frustrating experience with a landscape contractor, Kelli made a strong recommendation to the Board that they make a switch, hopefully for the last time. In her earlier years as an administrator for Legum & Norman, she had prior experience with Environmental Enhancements. She recalled how easy it was to talk to them, how they took responsibility when something went wrong, and how courteous they were. "Neighbors noticed how friendly the crew was, and that they would do things like turn off their equipment when a pedestrian walked by."



So of course, Environmental Enhancements was included as one of her five potential providers. The challenging part was convincing the Board to increase their budget to hire the right company this time. Environmental Enhancements' pricing came in somewhere near the middle. But according to Kelli, it didn't take long for the Board to appreciate how critical it was to protect their investment with high-quality landscaping, and how much effort it takes to find a new provider every year.

So Environmental Enhancements was in.

"It took about a year and a half for EE to get the properties looking as good as they do now," says Kelli. "But I could see a big difference within six months." As important as the improved landscaping, Kelli describes Environmental Enhancements as "making her job easier."

Staying On Top of Things

"I have found with other companies, it can take 2-4 days to get a response to my calls—especially if I'm calling about a problem," she says. "One of the best things about EE is that I can pick up the phone—and they answer. And if they don't, they'll get right back to you. Sometimes, we even communicate with texts." She also likes the self-audits that Environmental Enhancements conducts



At Environmental Enhancements, employees take pride in their work.

on her properties. On occasion, she has received a landscaping concern from a homeowner, and the EE team has already identified and fixed it before she even placed a service call.

"We as managers believe that when people are paying for a service, we want quick responses to feedback from homeowners, good and bad." Kelli is particularly happy with how Environmental Enhancements responds promptly to calls for service—and follows through. "Others promise this, but EE does it."

"It looks like someone cares now," she says about her clients' properties.

Working as Partners

Kelli describes her relationship with Environmental Enhancements as a "perfect match." While she always puts her clients first, it's gratifying to know that someone else does, too. "It looks like someone cares now," she says about her clients' properties. "We see beautiful green spaces, consistent edging, regular mowing, mulching done nicely, the right type of plantings, trash picked up, and grass that didn't get out of control, even with all the rain we had."

In other words, Kelli has found a contractor that shares her commitment to delivering the best possible service to her clients. "It looks like someone is taking pride in their work, rather than treating it like just another job," she says. "It's one thing to deliver a great product, but it's another to care."



Continual HOA maintenance
Enhancement planning
Environmental Enhancements
COMPLETE LANDSCAPE SERVICES

703.421.7400

info@eelandscaping.com

References

Our goal is 100% client satisfaction. We encourage you to reach out to some of our long-term clients to get a perspective on how we take care of our clients by delivering exceptional service.

Commercial Clients:

Mrs. Kristina Petersen
Assistant Vice President
Lincoln Property Company
Sterling, Virginia
(703) 709-2202

- Commercial Property Management
- Enhancement planting
- Design/build installation
- Seasonal color rotations
- Snow services
- Contract value \$60K

Mr. Keith Rigsby
Regional Site Services Manager
QTS Data Centers
Sterling, Virginia
(804) 952-8356

Mr. Aaron Cannice
Property Manager
Lincoln Property Company
Dulles, Virginia
(703) 709-3555

- Commercial Property Management
- Enhancement planting
- Design/build installation
- Seasonal color rotations
- Snow services
- Contract value \$150K

HOA Clients:

Mrs. Kathy Chaale
President
Devonshire HOA
Reston, Virginia
(703)906-2955

- Continual HOA maintenance
- Enhancement planting
- Design/build Installation
- Seasonal color rotations
- Snow services
- Contract value \$50K

Mr. Stephen Einafrock
President
Park Glen Condo Association
Arlington, Virginia
(202) 738-5981

- Continual HOA maintenance
- Enhancement planting
- Design/build installation
- Seasonal color rotations
- Contract value &70K

Mr. Mark Frei
Board Member
Ballston Row – Henderson
Arlington, Virginia
mwfrei@freisolutions.com

- Continual HOA maintenance
- Enhancement planting
- Design/build installation
- Snow Services
- Contract value \$40K

Terms & Conditions (continued)

November 25, 2024

2025 CONTRACT PROPOSAL
Contract No. - 12235

The Owner:
National Realty Partners
365 Herndon Parkway
Suite 106
Herndon, VA 20170

For the property: Fairlington Arbors

The Owner and the Contractor agree as set forth below:

Article 1

The Contractor shall perform all work required by the contract document for all exterior landscape maintenance in accordance with the attached Landscape Management Specifications and the Schedule of Services both dated.

Article 2

This Contract shall commence on March 01, 2025 and shall expire on February 28, 2027. This Contract may be renewed annually with an addendum to this contract extending the expiration date that must be signed by both parties. Should there be a change in pricing or service structure, a new Contract will be required.

Article 3

The contract sum is detailed below and shall be due and payable in monthly installments detailed below, due no later than the 10th day of each month.

Article 4

Either party may cancel this Contract with a thirty (30) day written notice. However, the party receiving the cancellation has five days upon notification to attempt a remedy to the cancellation. If a mutually satisfactory remedy cannot be reached, a comparison of the amounts actually paid to date will be made to the amount that is due according to the total percentage of the contract work that has occurred since the commencement date. If the commencement date is not on a calendar year then the total contract percentages will be adjusted based on the start and end dates. If the amount paid is less than the amount according to the percentage, the Owner pays the Contractor the difference. If the Owner has paid more than the amount due, the Contractor refunds the difference to the Owner.

Percentages of total contract costs are shown below.

January	1%	July	6%
February	7%	August	6%
March	30%	September	12%
April	10%	October	7%
May	8%	November	6%
June	6%	December	1%

Terms & Conditions (continued)

To initiate service within the terms and conditions of this agreement, a signed final page of this agreement is required. If EEI has provided service, in any other capacities or in previous landscape season, all monies due must be paid in full for any new work to start. This agreement can be terminated by our firm or the Owner with cause only and all services to be rendered must be completed for that which payment has been received and also any payments still owed must be paid along with late fees and finance charges within (30) days of notification. Services performed to date must be paid in accordance with their true value against amounts paid in accordance with the outlined payment installments. Therefore, if only 1 monthly installment has been paid and more services have been performed at time of termination, the true value of those services will be presented and payment will be required.

Article 5

5.1 Billing: All invoices are due within 30 days of the date of invoice. If the Owner's account is past due, the contractor may, without notice, suspend its obligation to perform services until the contractor receives all amounts past due and owing. During the period of such suspension, the Owner agrees and understands that the contractor will not be liable for any costs or damages, including but not limited to consequential damages to the Owner or any other party that may arise from or be related to such a suspension of services. The Owner agrees to pay all reasonable attorneys' fees and all other costs incurred by the Contractor to collect past due amounts. Past due invoices after 30 days may result in a 1.5% per month service charge.

5.2 Independent Contract: The Contractor shall perform the services as an independent Contractor and not as an employee of the Owner.

5.3 Insurance: The Contractor is to provide liability and property damage insurance during the term of this agreement. The Contractor will maintain the following types of insurance: worker's compensation, complete automotive coverage and general liability. The Contractor will provide the Owner evidence of insurance before commencing services. You will be emailed a copy after execution of this contract.

5.4 Property Damage: The Owner will report, in writing any property damage caused by the Contractor within 48 hours. The Contractor will repair property damage that has been properly reported in a timely manner. Notwithstanding anything herein to the contrary, the Contractor will have no obligation, and the Owner waives any damages for any property damage not timely and properly reported by the Owner.

5.5 Indemnification: The Owner shall indemnify, defend and hold harmless the Contractor, its owners, employees and subcontractors from and against any and all claims, damages, reasonable attorneys' fees, costs and expenses which the Contractor incurs as a result of a claim or claims brought by the Owner or any third party, arising out of any wrongdoing, negligence and/or breach of contract by the Owner alleged or otherwise, or any Act of God, including but not limited to extraordinary weather conditions, that is related, in any manner whatsoever, to the premises or the Owner's involvement with the premises or the services.

Terms & Conditions (continued)

5.6 Access to Premises: The Owner will provide the Contractor with access to the premises to perform the services.

5.7 Incidents on premises: For any and all, actual or alleged, incidents resulting in potential or apparent injury or damage, the Owner will notify the Contractor within 48 hours and assist in obtaining details and information required for the Contractor's preparation of a defense. The Owner agrees that if the Owner fails to do so promptly notify and assist, the Owner will indemnify, defend and hold harmless the Contractor for any and all damages or injuries to persons or property or claims, actions, obligations, liabilities, costs, expenses and fees arising from the incident.

5.8 Notices: For purposes of this agreement, all notices required to be in writing hereunder shall be deemed to have been duly given when delivered personally or by overnight courier with a receipt obtained therefore or when mailed by U.S. registered or certified mail, return receipt requested, postage prepaid, addressed, to the address of the party as set forth on the signature page hereof, or to such other address as either party may furnish to the other in writing with accordance with this section, except that notices of changes of address shall be effective upon receipt or email.

5.9 Authority: Any individual who signs this agreement on behalf of the Contractor or the Owner represents, promises and guarantees that he or she is fully authorized to execute this agreement on behalf of his or her employer or company. In the case of an agent of the Owner of the premises, such agent represents, promises and guarantees that such agent is fully authorized to execute this agreement on behalf of the Owner of the premises.

5.10 Severability: If any provision of this agreement shall be found to be invalid, inoperative or unenforceable in law or equity, such finding shall not affect the validity of any other provisions of this agreement, which shall be construed, reformed and enforced to affect the purposes of this agreement to the fullest extent permitted by law.

5.11 Other: This agreement: a) shall be governed by and construed under the laws of the state, without application of principles of conflicts of laws; b) shall constitute the entire agreement of the parties with respect to the subject matter hereof, superseding all prior oral and written communications, proposals, negotiations, representations, understandings, courses of dealing, agreements, contracts and the like between the parties in such respect; c) may be amended, modified or terminated, and any right under this agreement may be waived in whole or in part, only by a writing signed by both parties; d) contains headings only for convenience, which headings do not form part, and shall not be used in construction of agreement; and e) shall bind and inure to the benefit of the parties and their respective legal.

Terms & Conditions (continued)

5.11.1 Environmental Enhancements Incorporated (EEI) may be requested to perform work outside the scope of this Agreement. This work may include, but not be limited to, landscape work that will be billed separately and will be performed under the terms and conditions of the Agreement.

5.11.2 Irrigation systems will be monitored by the Property Director and making recommendations to adjust the rate of applications to meet changing conditions shall be his/her responsibility.

5.11.3 EEI will assume the responsibility for contacting the local utility location services. We cannot be held responsible for sub-surface lines that are not normally located and marked by the local utility location services. These would include and is not limited to invisible dog fences, cable TV, security lines, irrigation and lighting systems, gas barbecue lines, and pool equipment lines.

5.11.4 EEI is not responsible for the maintenance in any way of any plantings that are planted by tenant, and also have the right not to maintain areas where said plant material (or other obstructions) have been installed that prohibit proper maintenance by applicable equipment.

Article 6

6.1 Contractor agrees to furnish all labor, materials, equipment, and supervision and taxes as necessary to fulfill the terms of this agreement.

6.2 This agreement constitutes the entire agreement between the Owner and the Contractor except for modifications issued after the execution of this agreement which is agreed to by both parties.

Article 7

7.1 Complete Mowing service schedule is show below.

January	0	July	3
February	0	August	3
March	0	September	3
April	4	October	2
May	4	November	2
June	3	December	0

Signature Page

Upon agreement, please sign and return the entire document to darze@eelandscaping.com. We appreciate this opportunity to bid on your project, and we look forward to taking care of your properties.

By Juan D. Arze

Date November 25, 2024
ENVIRONMENTAL ENHANCEMENTS, INC.

By Robert H. Johnson

Date 12-2-24
NATIONAL REALTY PARTNERS

