



**Abaris Realty, Inc.**

7811 Montrose Road, Suite 110, Potomac, MD 20854

301-468-8919 • Fax: 301-468-0983

Web Site: [www.abarisrealty.com](http://www.abarisrealty.com)

**Serving the DMV Metro Area Since 1975**

September 17, 2021

Art Ditzel  
SBC Outdoor Services  
[art.ditzel@sbclandscaping.com](mailto:art.ditzel@sbclandscaping.com)

Re: 2022 Grounds Maintenance & Handyman Services Approval  
Tanyard Springs HOA

Dear Art:

The Board of Directors at the above referenced community voted to accept your proposal for the 2022 grounds maintenance and handyman services, as outlined. Attached is the signed contract for your records. We look forward to working with you for another year!

Sincerely,

A handwritten signature in black ink that reads 'Shireen Ambush'.

Shireen Ambush, PCAM  
Property Manager

CC: Board of Directors



***Grounds Maintenance Proposal***  
***Tanyard Springs***

**6920 Heritage Crossing Dr. Glen Burnie, MD 21060**

Submitted By:  
SBC Outdoor Services  
Art Ditzel  
410-946-7298  
[art.ditzel@sbclandscaping.com](mailto:art.ditzel@sbclandscaping.com)

## *Tanyard Springs,*

SBC Outdoor Services is pleased to submit a professional landscape proposal to you. We are confident our attention to detail will provide you with the Satisfaction your property deserves. With SBC Outdoor Services, you have a team that you can count on to deliver what you expect each day, with a price structure that represents value, quality, and service.

The enclosed proposal was developed based on our review of your property and will demonstrate how our experienced and skilled team will achieve the landscape goals of pristine and nothing else. Within the first 30 days on the job and throughout our service commitment, management and your guests will see a noticeable difference.

Our proposal centers on providing you with an overview of the property conditions based on inspections of our team. Our intent is to lay the groundwork for a partnership with you in developing a plan to improve:

### **HOW WE CAN MAKE AN IMPACT:**

**PRISTINE CURB APPEAL:** SBC Outdoor Services takes great pride in the quality of work we perform. We currently service multiple residential and commercial properties in the Maryland area who will argue that providing flawless landscaping is our goal. With SBC Outdoor Services you are getting a partner who shares your vision of creating memorable experiences.

### **PRO-ACTIVE COMMUNICATION IS THE FOUNDATION OF A GOOD RELATIONSHIP:**

In today's fast paced world SBC Outdoor Services realizes the importance of pro-active communication and response times. Gary and his team will save you and your staff time by proactively monitoring your property; so, you don't have to. We will bring any concerns or challenges to your attention as they arise, along with a viable solution. SBC Outdoor Services takes great pride in forming long term relationships with our clients.

For over 15 years, SBC Outdoor Services has consistently exceeded the expectations of its customers. As an experienced partner delivering both local expertise and national resources, we understand how a well-maintained landscape attracts people, adds to your property value and contributes to your success. When you partner with SBC, you will have a team of local professionals dedicated to the careful stewardship of your landscape and its enduring beauty and value.

Thank you for the opportunity to submit this proposal. I will follow up with you in the next few days to answer any questions you may have. Feel free to contact me at 410-946-7298 or by email at [art.ditzel@sbclandscaping@gmail.com](mailto:art.ditzel@sbclandscaping@gmail.com).

Sincerely,  
Art Ditzel  
Business Developer- SBC Outdoor Services



# YOUR PROPERTY TEAM

## **Gary Fergusson – Maintenance Division Manger**

With over 30 years of experience in the green industry, Gary has worked for many of the region's largest companies. His focus at SBC Outdoor Services is contract management and customer service with a large focus on communication.



## **Brad Crist – Owner/President**

Brad has over 18 years of experience in the landscape industry and holds a master's in business management and Horticulture. As owner of the company, Brad manages the direction of the company while working hand in hand with all upper management staff.



# RESULTS IN THE FIRST 30 DAYS

Our goal is to show a noticeable difference within the first 30 days on every job. Through our onsite inspections, property reviews and conversations with you and your team, together we will construct service, communication and action plans best suited for your property.

# CUSTOMERS SOLD ON SBC OUTDOOR SERVICES

In our effort to provide the best possible landscape service in town, our customers have become raving fans. But do not take our word for it. Ask them yourself!

## **Tanyard Springs**

- Maintain all landscape from spring to winter
- Lawn care and maintenance
- Bed maintenance
- Curb and Sidewalk weed control
- Project work including spring clean-up, mulching, fertilizer
- Snow removal

## **Tollgate Village Community**

- 198 home all-inclusive neighborhood
- Push mow all front yards
- Maintain all landscape from spring to winter
- Lawn care and maintenance
- Bed maintenance
- Curb and Sidewalk weed control
- Project work including spring clean-up, mulching, fertilizer
- Snow removal

## **Singerwoods, Laurel Woods, Laurel Forest**

- 3 communities' side by side, all cut in one day with over 500 units maintained
- Push mow all front yards
- Maintain all landscape from spring to winter
- Lawn care and maintenance
- Bed maintenance
- Curb and Sidewalk weed control
- Project work including spring clean-up, mulching, fertilizer
- Snow removal

## **Fallston Commons Community**

- 315 home all-inclusive neighborhood
- Push mow all front yards
- Maintain all landscape from spring to winter
- Lawn care and maintenance
- Bed maintenance
- Curb and Sidewalk weed control
- Project work including spring clean-up, mulching, fertilizer
- Snow removal

## COMMUNICATION CATERED TO YOUR STYLE

To ensure a successful partnership, effective communication is one of our top priorities. We have found the best way to keep our customers highly satisfied is to always make sure we understand your current needs and priorities. We believe strongly in being proactive in our communication and have designed several forms and checklists our customers find valuable for staying apprised of their landscape status and maintenance activity. Additionally, we are equipped to respond quickly to new and unexpected needs as they arise.

### PROACTIVE COMMUNICATION

- Walk your property with you to continually be aware of your priorities
- Supply staffing, mowing and project schedules weekly
- Report our daily maintenance activities as often as you prefer
- Provide digital photos to verify technical issues, damage and plant and tree health

## OUR EYE IS ALWAYS ON QUALITY AND CONTINUOUS IMPROVEMENT

Our team management will review your property periodically to ensure our crew is meeting quality standards and your expectations. This internal review process is an important element of our quality assurance and continuous improvement programs. The crew takes these reports very seriously as they impact their compensation.



# A SAFE COMMUNITY AND WORKPLACE IS OUR PRIORITY

The safety and wellbeing of our customers, your property visitors, the general public, and our employees is of paramount importance to our operation. Below are measures we employ to maintain a safe working environment on and off your property.

## **PRESERVING A SAFE ENVIRONMENT**

- Criminal background checks
- Initial driving record checks
- Initial and random drug tests
- Fully uniformed crews with safety vests
- SBC logo clearly displayed on vehicles
- "How's my driving?" stickers
- Required use of cones to demark safety zone

## **CREW SAFETY**

- Extensive driver safety certification
- New hire safety orientation
- Certification required to use equipment
- Reward system for safety compliance
- Mandatory field crew safety meetings
- Weekly management safety calls

## **YOUR FULL-SERVICE LANDSCAPE EXPERT**

Over the past 15+ years, SBC Outdoor Services has become a trusted name in our industry. We are relied upon to design, maintain and enhance unique places of lasting beauty across the country and around the world. Our track record has demonstrated our unparalleled knowledge and technical ability, outstanding customer service and retention, relentless execution and a true understanding of customers' needs.

A full-service landscape company, SBC Outdoor Services can mobilize quickly to respond to special requests that may fall outside of the scope of landscape maintenance. In addition to landscape maintenance, our expertise extends to:

- Landscape renovation & enhancement
- Snow Removal
- Seasonal color design & installation
- Trash Pick Up Service
- Hardscape & Construction services
- Tree care

# OUR MAINTENANCE SERVICES

We are committed to fulfilling your specific landscape needs while providing the service you expect at a price point that fits your budget. These services outline we offer.

<p><b>Lawn Maintenance</b></p> <ul style="list-style-type: none"> <li>• Mow and trim all lawns on a requested service frequency beginning in April and continuing through October</li> <li>• Blow all walks and paved surfaces clean of clippings and debris</li> <li>• Height to be determined by season</li> </ul>	<p><b>Vertical Edge Trimming</b></p> <ul style="list-style-type: none"> <li>• Vertical string edge all curbs, walks and mulch areas on a bi-weekly basis</li> <li>• All debris will be blown from the edge</li> <li>• Leaving a professional look to all hard surfaces</li> </ul>
<p><b>Mulching</b></p> <ul style="list-style-type: none"> <li>• Mechanically edge and mulch garden beds with 2 inches of hardwood mulch</li> <li>• Brown mulch will be used unless otherwise noted in the "specifications" section</li> <li>• Edging debris Removed from site</li> <li>• Pre-emergent will be applied to stop growth of weeds</li> </ul>	
<p><b>Common Area Mulch Bed Maintenance</b></p> <ul style="list-style-type: none"> <li>• All mulch beds will be weeded and sprayed on an "as needed" basis</li> </ul>	<p><b>Crack &amp; Weed Control</b></p> <ul style="list-style-type: none"> <li>• Call sidewalk cracks and curb lines will be sprayed to avoid unsightly weeds or grass</li> </ul>
<p><b>Spring Clean Up</b></p> <ul style="list-style-type: none"> <li>• Carefully walk the entire common area for sticks, leaves, trash and debris</li> <li>• Clean out &amp; blow out all curbs and gutters for a crisp appeal</li> </ul>	<p><b>Fall Clean Up</b></p> <ul style="list-style-type: none"> <li>• In October and through December cut up, or rake, vacuum and remove leaves throughout complex. All material to be disposed of off-site</li> </ul>
<p><b>Flower Rotation</b></p> <ul style="list-style-type: none"> <li>• Pull out and dispose of old flowers</li> <li>• Till and mend the flower areas</li> <li>• Replace flowers with a new rotation</li> <li>• Watering Option \$200.00 Per Service</li> </ul>	<p><b>Trimming</b></p> <ul style="list-style-type: none"> <li>• Cut back bushes, trees and grasses</li> <li>• Includes pruning of trees up to 6 feet off the ground</li> <li>• Summer services will be cutting new growth</li> <li>• Heavy trimming is suggested for fall months</li> </ul>
<p><b>Lawn Care Treatments</b></p> <ul style="list-style-type: none"> <li>• Round 1 – Spring: A balanced fertilizer with pre- emergent crabgrass control.</li> <li>• Round 2 – Late Spring: A 2<sup>nd</sup> round of balanced fertilizer with pre- emergent crabgrass control.</li> <li>• Round 3 – Summer: A balanced application for color, and a broadleaf weed prevention</li> <li>• Round 4 – Late Fall: Application of balanced fertilizer to develop roots and support grass through the winter months</li> <li>• Any Aeration, over seeding or lime application is a separate service and would be written out in the "specifications" section</li> </ul>	

**Licensed and Insured. MHIC # 107535**



Grounds Maintenance Contract  
Date 9/3/2021

Scope Of Work: Mow and maintain all turf and garden beds on the community common areas. No private residencies will be included. Included is the SWM pond on Mockingbird.

Service	Services Per Year	Price Per Service	Services Per Year
Lawn Maintenance	22	\$2,987.00	\$65,714.00
Vertical Edge Trimming	13	\$387.00	\$5,031.00
Mulch Bed Maintenance	6	\$332.00	\$1,992.00
Crack & Curb Weed Control	6	\$224.00	\$1,344.00
Spring Clean Up & Common Area Mulch	1	\$18,567.00	\$18,567.00
Flower Rotations	2	\$5,986.00	\$11,972.00
Trimming ( Shrub Pruning)	3	\$5,001.00	\$15,003.00
Lawn & Shrub Treatments	5	\$6,880.00	\$34,400.00
Fall Clean Up	1	\$4,893.00	\$4,893.00
Leaf Removal	2	\$4,767.00	\$9,534.00
Storm Water Manenegment Pond	6	\$205.00	\$1,230.00
Aeration and Overseeding	1	\$17,876.00	\$17,876.00
Lime	1	\$7,879.00	\$6,987.00
		Total:	\$194,543.00
		<b>12 Monthly Installments</b>	<b>\$16,211.92</b>



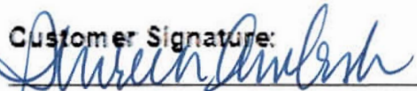
## General Conditions

1. **The Work.** Contractor shall furnish the "Work" in accordance with this Agreement and as specifically indicated on pages 1-2 of this Agreement. Grounds maintenance work is estimated to begin on or around January 2022 with snow being as needed. All items listed under "serves per year" on page 8 are listed as up to and not a representation of the exact number of services per year as seasonal and growth conditions vary year to year requiring different frequencies of service.
2. **Payment.** Customer shall pay Contractor \$194,543.00 (the "Contract Sum"). All Handyman invoices, billed separate, will be based on hours worked. The Contract Sum will be due to Contractor in 12 monthly installments. Contractor will submit a monthly invoice to the Customer for payment on or about the first day of the month and payment from the Customer shall be due no later than fifteen (15) days from the date of such invoice.
3. **Failure of Payment.** If the Customer fails to make a payment to the Contractor at the time required by the Agreement, then the Contractor may, upon five (5) days' written notice to the Customer, stop the Work until payment of the amount owing has been received. Customer agrees to pay all reasonable costs of collection including attorney's fees and court costs.
4. **Renewal.** This Agreement will automatically renew at the end of each term for a further term equal to the prior term unless either party gives the other written notice of termination at least 60 days prior to the end of the relevant term. SBC reserves the right to an annual price increase of no more than seven percent based on national and local labor rate increases, economic factors, and fuel prices.
5. **Cancellation.** Either party may terminate this Agreement if the other party substantially breaches any provision of this Agreement. Prior to such termination, the non-breaching party shall give the breaching party specific notice of the claim of breach, intent to cancel and a fifteen (15) day grace period for the breaching party to rectify the issue. If issue is not rectified, non-breaching party may terminate after sending a 30-day cancellation notice in writing.
6. **Indemnification.** To the fullest extent permitted by law, Customer shall defend, indemnify and hold harmless Contractor, its owners, agents, consultants, employees, and subcontractors, from all claims for bodily injury and property damage that may arise from Customer's premises including any acts or omissions by Customer or Customer's subcontractors whether employed directly or indirectly, which occur while Contractor is not physically on premises.
7. **Insurance.** Contractor shall maintain appropriate insurance coverage throughout the term of this Agreement. This shall include comprehensive general liability covering bodily injury and property damage, Worker's Compensation at statutory limits, and automobile liability covering all vehicles, equipment and their operators.
8. **Permits and Approvals.** Customer shall be responsible for determining whether any permits or approvals are necessary for Contractor to complete the Work. Customer shall pay for all permits or approvals that are necessary for Contractor to complete the Work.
9. **Waiver of Consequential Damages.** The Customer and Contractor waive claims against each other for consequential damages arising out of or relating to this Agreement. This mutual waiver includes damages incurred by the Customer for rental expenses, for loss of use, income, profit, financing, business and reputation, and for loss of management or employee productivity or of the services of such persons; and damages incurred by the Contractor for principal office expenses

including the compensation of personnel stationed there, for losses of financing, business and reputation, and for loss of profit except anticipated profit arising directly from the Work.

10. **Governing Law and Jury Trial Waiver.** This Agreement shall be governed by the laws of the State of Maryland, without regard to principles of conflict of laws. Any claim, action or suit arising from this Agreement shall be brought in either federal or State court in Maryland, and the parties to this Contract hereby consent to jurisdiction of such courts, regardless of the location of the Project. The parties hereby waive any right to a trial by jury of such claims, actions, or suits.

**We, the undersigned Customer, have read the proposal and agree to contract with SBC Outdoor Services for the grounds management services outlined in this Agreement.**

Customer Signature: 

Date: 9-16-21

SBC Outdoor Services Signature: \_\_\_\_\_

Date: \_\_\_\_\_