



Abaris Realty, Inc.

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*Excellence
Since 1975*

April 4, 2022

Art Ditzel
SBC Outdoor Services
art.ditzel@sbclandscaping.com

**Re: Grounds Enhancement Proposal – Grading Approval
Tanyard Springs HOA**

Dear Art:

The Board of Directors at the above referenced community voted to accept your proposal to aerate and seed the community property. Enclosed is the signed proposal for your records. Please proceed to schedule the work as soon as possible. Thank you.

Sincerely,

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

Shireen Ambush, PCAM
Property Manager

CC: Board of Directors



Grounds Enhancement Proposal
Tanyard Springs
Grading

Submitted By:
SBC Outdoor Services
Art Ditzel
410-946-7298
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.

Sincerely,
Art Ditzel
Business Developer- SBC Outdoor Services



Your Property Team

Gary Fergusson – Maintenance Division Mangers

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 don't take our word for it. Ask them yourself!

Gunpowder Cove Condominiums

- 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 and random driving record checks
- Initial and random drug/alcohol screenings
- Fully uniformed crews with safety vests
- SBC logo clearly displayed on vehicles
- “How’s my driving?” stickers on vehicles
- Required use of cones to demark safety zone

CREW SAFETY

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

YOUR FULL-SERVICE LANDSCAPE EXPERT

Over the past 14+ 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
- Tree care



Scope of Work: Grading

- Grade damaged area.
- Install up to 6 cubic yards of topsoil
- Install Starter Fertilizer – 1 bag
- Install 80 Lbs. Turf-type Tall Fescue Grass seed.
- Install straw over the entire area.

Option Total: \$2,112.00

Initials SJA

Resume:

- SBC is a certified Small Business Enterprise
- MHIC Certified- Maryland Home Improvement Certification
- LEED Certified- Leadership in Energy and Environmental Design
- ICPI Certified- Interlocking Concrete Covers Certification
- PICP Specialist- Permeable Interlocking Concrete Pavement
- NCMA Certified- National Concrete Masonry Association

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:

Shireen Ambush

Date: 4/4/22

SBC Outdoor Services Signature:

Date: _____