

August 13, 2021

City of Cocoa Finance Department
65 Stone Street
Cocoa, FL 32922
Attn: Purchasing & Contracts Division
Re: Letter of Transmittal; Solicitation Number RFP-21-26-COC

Contractor: Micnor Corp dba US Lawns of Brevard

Mailing Address: 374 Commerce Parkway Rockledge FL, 32955

Office Number: (321) 636-0655

Primary contact name: Brandon Silverstein **Email address:** Brandon@uslawnsobrevard.com

Cell Phone Number: (321) 863-7697

Number of years in business: 15 years

FL Licensing:

Landscape License 885037799, **Irrigation License** 08-IR-CT-00139, **Fertilization License** JB167039

Total number of Employees: 90 Employees; Average number of years employed: 4 Years

Equipment: 30 service vehicles, 30 mowers, Pole Cat Aerial Lift, DZ Trencher, 15 Chainsaws, 60 two cycle equipment, and Bobcat.

Key Staff Members:

Brandon Silverstein- Owner

Shane Kersten – Operations Manager

Lindsay Silverstein- Market Manager

Laurie Hazley- Accounting

Amanda Chaplin- Office Manager

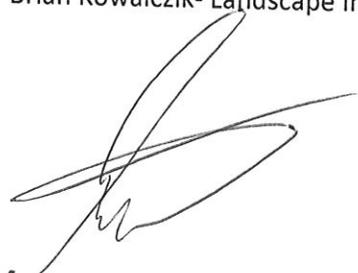
Josh Speer – Account Manger

Everardo Berdel - Account Manager

Mark Avery- Account Manager

Brian Kowalczyk- Landscape Installation

Chris Doughty- Irrigation Department Manager



Brandon Silverstein, Owner
US Lawns of Brevard

Background Info:

US Lawns specializes in landscape management. An Operation Manager meets with our team on site on a weekly basis to ensure we are not only providing, but exceeding the expectations of the community. While on site he is available to meet with the BOD or representative to answer any question or to give guidance.

Documented reports are given after every service to provide outstanding communication (please see information package). The dedicated Account Manager is required to meet with the BOD, monthly to listen and provide feedback to make sure that our customer and team are on the same page. The Crew Leader is trained in plant ID, turf and ornamental disease, arbor care, and irrigation management. This training provides another set of eyes on the property. The crew leader is able to create work orders while in the field. For example, if he notes a patch of Chinch bugs he can have the home office create a work order for Fertilization Tech to come treat trouble area.

Please review our qualification package that provides information; on our employees, uniform policies, drug free work place safety training, a list of our written communication, and other information about US Lawns.

Emergency Response:

US Lawns of Brevard has special provision for emergency situations. The primary contact has the ability to be reached 24 hours a day 365 days per year. If the contact is not accessible the client has a list of three other contacts that will be able to handle any situation that may arise. Due to the fact that our home base is only 16 miles away and approximately 25 minutes- we are able to mobilize crews within an hour. US Lawns only preforms work in Brevard County. In the case of emergency situation we can pull crews working on non-emergencies. US Lawns is also a franchise with over 25 locations in Florida. If a catastrophe was to hit Brevard County we have the ability to pull an additional 50 trucks and 100 people.

Past and Present Contracts of Comparable Size:

US Lawns of Brevard provides landscape maintenance to the following Customers.

1. United Launch Alliance- Lawn Maintenance 19 cuts per year of test facilities and launch pads. Total Acres of area maintained 253.
2. Patrick Family Housing- Landscape Management to include all housing of North, Central, Pelican Coast, SOH, and Green Spaces. Services included; lawn maintenance, irrigation maintenance and repairs 104 visits, fertilization, weed control, pest control and landscape upgrades as requested. Total acres 228.
3. Rockwell Collins- Landscape Maintenance of grounds. Services included; irrigation maintenance and repairs 12 visits, tree trimming once per year, mulch 1 application, and 6 fertilization applications. Total acres of lawn area 30.
4. DRS- Landscape Maintenance of grounds. Services; included irrigation maintenance and repairs 12 visits, tree trimming once per year, mulch 1 application and 6 fertilization applications. Total acre of lawn area 16 acres.
5. Melbourne International Airport- Landscape Maintenance of grounds. Services included irrigation Maintenance and repairs, tree trimming once per year, mulch 1 application, and 2 fertilization applications. Total acres of lawn area 57.
6. Sheltair - Landscape Maintenance office complex, hangars and runway area. Services included irrigation Maintenance and repairs, and 4 Fertilization applications. Total acre of lawn area 57 acres

What Makes Us Unique

Through involved local ownership, we stay on top of landscape details. Just as importantly, we also belong to a national organization of Landscape Management experts, which helps us ensure ongoing best-practices, products and equipment and provide continuing landscape education for our employees. This local-to-national approach translates to better service for our clients.

Professional Administrative Start-Up Process

- Inspection pictures
- Setting 30-day goals
- Establishing a record that serves as a baseline for ongoing project evaluation

Ongoing Landscape Management Process

- Providing a weekly written report on what has been done
- Detailing items of concern
- Recording customer feedback
- Conducting monthly onsite inspections with our client to score the property, according to goals set.

Comprehensive Landscape Management Services

- Initial and Ongoing Landscape Assessment Reviews
- Professional Landscape Design Services and Installations for Industrial and Commercial Properties

- Lawn and Ornamentals Care and Consultation
- Expert Turf Maintenance, Mowing, and Edging
- Fertilizer and Pre- and Post-Emergent Weed Control
- Insect and Disease Control
- Plant, Shrub and Groundcover Maintenance
- Irrigation: Installation of Sprinkler Systems,
- System Checks and Service
- Plantings for Seasonal Color and As Needed)
- Shaping and/or Removal of Palms and Other Large Trees
- Retention Pond Maintenance
- Arborist Service