

Midway City Public Works
Request to Award: 2024 Mowing Contract
Midway City Public Parks and Cemetery

The Public Works department is asking to award the 2024 Parks and Cemetery the Turf Management, Turf Fertilization, Herbicide Application, Core Aeration Services to BrightView Landscaping and Maintenance Services.

Qualified and Lowest Bid:

Bright View: (Total Bid All Services Included) **\$99,881.00**

Spectrum Landscaping: (Total Bid All Services included) \$148,347.00

(Bid Minus Power Raking) \$109,850.0

Midway City Corporation
Request for Bid and Qualifications

Midway City Annual Lawn Care Mowing and Fertilization Contract, Regarding Midway City
Public Parks and Cemetery Properties

Terms and Conditions

1. Nature of Lawn Care Services: Contract shall provide, at its sole risk and cost, all supervision, labor, materials, tools, equipment, transportation, hauling, dumping and/or any other items needed for total lawn maintenance for all locations described herein in an aesthetically pleasing and horticulturally healthy condition.
 - a. Mowing schedule: Mowing at all described locations shall occur each Thursday (with the specific exceptions described in this section), beginning no later than April 15th of each year, and ending no earlier than October 15th of each year. In the case of weather-related delays that prevent lawn care services on Thursdays, it is acceptable to complete those services within 48 hours of the normally scheduled time. If mowing can not be completed by the Saturday following normally scheduled time, grass clipping in the cemetery will have to be bagged and removed by the contractor.
 - b. Exceptions to the Thursday Mowing Schedule: the thursday prior to Memorial day, contractors may have some flowers and other ornaments and decorations to work around in the cemetery. Flowers and ornaments may not be disturbed.

The week before Labor Day, all lawn care services will need to be completed on Monday before the normally scheduled Thursday.

The City will notify the contractor by Wednesday of each week if there is to be a funeral on Thursday. Lawn care services cannot be performed during a funeral. All work must stop within 30 minutes of commencement of a funeral, all lawn care services in the cemetery must cease and the equipment must be removed from the cemetery. If work is not completed due to a Thursday funeral, the contractor agrees to return after the funeral is over on the same day or the next day to complete the work.

Mowing specifications: Mowing of all lawn areas shall be to the height of three-inches. String line trimming of all edges adjacent to shrubs beds, trees, buildings, and playground equipment, Ect. shall be done each week in conjunction with mowing. All trimming around headstones shall be performed prior to any mowing. Mowers and other equipment may not touch cemetery headstones/monuments/markers. Hard blade edging adjacent to sidewalks, walking trails, curbing every other week. Clean up of debris (including but not limited to lawn clippings, leaves Ect from mowing and trimming shall occur immediately after all mowing and trimming. Debris and trimming will be removed or blown off from all hard surfaces such as sidewalks, curbs, gutters Ect. All mowing shall be done by using mulching/recycling equipment.

- H. Hamlet Park: (800 East Main Street and Johnson Mill Road)
- I. Burgi Hill Park: Landscaped and turf areas of Burgi Hill Park. (200 East and 1050 North /Burgi Lane)
- J. Alpenhof Park: Turf Areas 265 North Alpenhof Circle
- K. River Road Round About/Clock Tower Turf (400 East River Road and Burgi Lane 1050 North)
- L. Ditch Bank: Trimming along.
- M. concrete bank. (200 West /SR222 from Main Street to 100 North).
- N. Michie Lane Park: Turf and Landscaping Areas around playground equipment. (300 East Michie Lane).
- O. Midway City Public Cemetery: 500 South 730 West
- P. More description is available by request at emailing Shane Owens at sowens@midwaycityut.org.

Rates: Payment will be made monthly no later than 30 days after receipt of contractor's invoice. All payments must be approved for payment by a City Council meeting, these meetings are held every 2nd and 4th Tuesday of each month, request for payment must be made 5 business days prior to the scheduled council meeting.

Term: the initial term of the contract shall be for one summer season. This contract shall remain in force from the date of execution by the parties until October 31st unless earlier terminated by the parties for cause as set forth herein. The contract may be renewed at the same price at the Cities sole option for two additional one-year terms.

Licenses and insurance: Contractor hereby certifies that it holds and will maintain in force a valid license as required by any applicable governmental or regulatory agency, including a Midway City Business License. Contractor agrees to indemnify and hold harmless the City, its employees, agents or representatives and any private property aggrieved thereby for any damages or penalties which may arise by virtue of contractor's failure to comply with any licensing or certification requirements. The city may at any time require proof of compliance with this section to be provided. The contractor further certifies that it holds and will maintain in force sufficient liability (at least \$1,000,000 and workers compensation insurance coverage. All policies should include transfer of risk provisions listing the City, its elected and appointed officials, its employees, volunteers, and agents as "additional Insureds" on certificates of insurance and or insurance policy endorsements.

Release: Contractor hereby agrees, for itself, its officers, employees and agents, that it shall, at its sole cost and expense, protect, indemnify, pay on behalf of, defend and hold harmless the City, its elected and appointed officials, its employees, volunteers and agents from all claims, demands, judgments, expenses and all other damages of every kind and nature, made, rendered, or incurred by or on behalf of any person or persons whomever, including the parties hereto and their employees, which may arise out of any act or failure to act, work or other activity relating in any way to this contract, by contractor, its agent, employees, subcontractors or suppliers in the performance and execution of this contract.

February , 2024

Dear Shane & City of Midway,

On behalf of the BrightView team I would like to personally thank you for the opportunity to submit our proposal to professionally manage the landscape mowing for parks and detention areas for City of Midway.

We are excited to have an opportunity to work with the City of Lehi. We have carefully reviewed your specifications and have invested significant time to ensure we have developed a thorough and comprehensive proposal. We have reviewed every aspect of your site(s), considering all resources we feel will be required to serve you, your residents, and your visitors. We believe we will exceed your expectations. There are a few key areas we have dedicated thought towards, they include:

- Details and planning to ensure success. BrightView creates a plan specific to your unique sites that reflects your expectations, resolves your challenges, and enhances your properties. We provide detailed plans and the transparency required to build a lasting partnership.
- Trusted communication is our partnership promise. Our successful partnerships include clear communication to your key people. We pride ourselves in regular service schedules, immediate responses, and follow-up communication. Our services are backed by monthly quality checks on your site, and our crews.

From Day 1 BrightView provides you with a beautiful, safe, accessible, and healthy landscape that will maximize your investment, support your brand, and provide a welcoming environment for everyone – residents, employees, and visitors to City of Lehi.

The City of Midway is an exceptional community, and it is understood that the quality of our landscape presentation and the thoroughness of our plan are an integral part of driving the best experience for your residents and visitors. We appreciate the opportunity to get to know you, the sites, and present you with our custom service solution.

Sincerely,

Scotty Neal

Luis Caballero – Vice President, General Managers

Our Framework



Our Vision

Our people create and maintain the best landscapes on Earth.

Relationships and results drive us.

We put our teams and our clients first and take pride in their success.

We're focused on providing unparalleled service that exceeds your expectations and results that help you succeed.



Our Mission

To create customer value through engaged local teams, providing industry-leading landscape services.



Strategic Imperatives

- Strong Leaders Not Accepting Mediocrity
- Ready, Trained, Safe & Enabled Crews
- Consistency in Quality, Service & Productivity
- Superior Financial Performance
- Intense Customer Focus



Leadership Behaviors

- Instills Trust
- Focuses on Client
- Values Differences
- Builds Effective Teams
- Drives Engagement
- Ensures Accountability



BrightView Financial Information

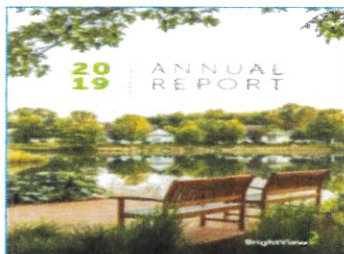


BrightView is a nationwide company that is publicly traded. A link to all our financial reports is <https://investor.brightview.com/financials-and-filings/annual-reports/default.aspx> Utah branch has a total of 100+ employees. Annual new maintenance contract sales for Utah are \$2 million+. We currently have 200 clients in UT.

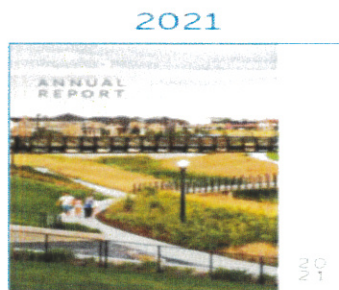
Annual Reports



ANNUAL REPORT
2019



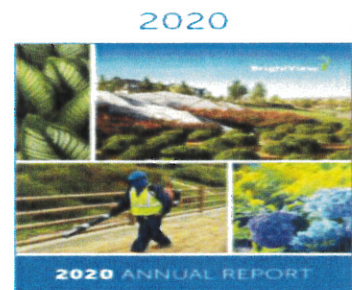
ANNUAL REPORT



ANNUAL REPORT
2018



ANNUAL REPORT



ANNUAL REPORT



Project Approach

The City of Midway is an amazing community, and your parks around the community creates not only the curb appeal that attracts new residents, but one that maintains residents' satisfaction and brings in visitors year-round. While it may not be the largest part of your operational budget, its ROI has far-reaching effects. When effectively and efficiently leveraged, landscapes can serve as a strategic asset with remarkable returns, such as increasing resident satisfaction, tourism, reduced liability and safety risks, and revenue growth.

Purpose & Objectives

The purpose of this project is to manage the maintenance of the landscape within your parks and detention areas within the City of Lehi. The objective is to ensure that your landscape is not only maintained, but remains healthy, enhances the environment, and quality of life for Lehi residents and visitors.

Detailed Approach

BrightView has taken great consideration on the approach of this project. Our plan is to assign our most qualified CST team, and crews. We plan to maintain the sites with 2-3 crews made up of 4 employees. Each crew has a crew leader and a designated staff member that has expertise in all areas of the project. We have routed the work to be performed Monday – Thursday (10-hour days) for all sites to be mowed, trimmed, and cleaned weekly. Your CST Team is made up of your Account Manager & Production Manager. We have allotted equipment that will increase efficiency & ensure all services are completed according to schedule.

Possible / Potential Issues

BrightView is always thinking two steps ahead and that includes considering any possible or potential issues when taking on projects such as this. One of those issues typically is the learning curve when taking on a new project. We are

prepared for the learning curve, and although not awarded yet we have a game plan in place, down to how many crews, how much equipment, and assigning the customer service team that will manage this project.

BrightView's Capacity & Availability

BrightView is one of the largest participants in the government H2B Visa program. We have already received notification that many of our branches have received their H2B labor. This program ensures our labor pool is fully staffed between our H2B program as well as our domestic employees that are with us year-round. BrightView also recently has started investing in the green card sponsor program. Our plan and goal is to not have to rely on the H2B program in 3-5 years. Our landscape maintenance, snow/ice removal, tree care experts, and storm preparation/recovery teams are backed by national resources and on call 24/7, just like you are. Depend on us, no matter the weather, to deliver safe and navigable walkways, parking areas and entrances reducing your liability and minimizing safety risks to residents, visitors and staff. We are prepared to take on this project and have already started planning and allocating equipment, so we are ready for an April 1 start date for landscape maintenance as well as snow removal.



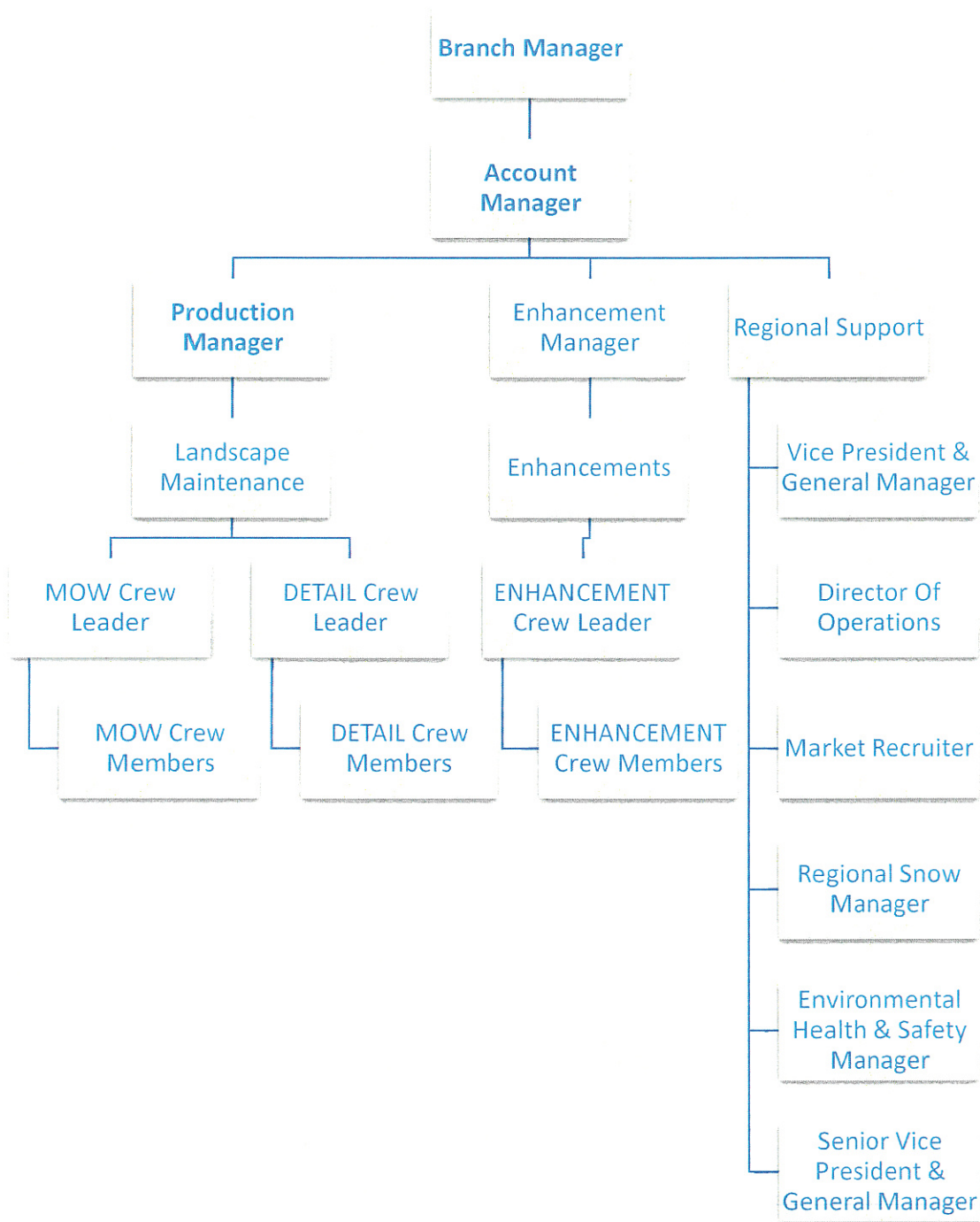
Landscape Plan Customized for City of Midway

The below Gantt chart is a sample created for City of Lehi Parks & Detention Mowing. Upon award of contract our goal is to become your partner and truly customize your scope to accommodate your accurate needs and ensure the overall health and appearance of your parks. Some of the below scope items can also be performed as extra work items

TURF	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	OPTIONAL
Mow (Weekly)				●	●	●	●	●	●	●	●		
Trim (Weekly)				●	●	●	●	●	●	●	●		
Backpack blowing (Weekly)				●	●	●	●	●	●	●	●		
Edge				●	●	●	●	●	●	●			
Aeration				●					●				
Fertilizer					●		●		●				
Pre-emergent Weed control				●									
Post-emergent Weed control					●			●					
Disease Control													●
Insect Control													●
SHRUBS AND BEDS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	OPTIONAL
Weed control (Weekly)				●	●	●	●	●	●	●	●		
Pre-emergent weed control													
Post-emergent Weed control					●			●					
Spot Treatments (As Needed)				●	●	●	●	●	●	●			
Fertilization				●									
Dormant Prune		●											
Disease Control													●
Insect Control													●
TREES	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	OPTIONAL
Tree Wrapping													●
Tree Wrap Removal													●
Round up Tree Rings					●				●				
Pruning up to 12' hgt.													●
Insect Control													●
MISCELLANEOUS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	OPTIONAL
Native Mowing				●									
Native Beauty Band Mowing				●									
Native Weed Control													●
Debris/ Litter Removal				●	●	●	●	●	●	●	●		
Pet Waste Removal				●	●	●	●	●	●	●	●		
Fall Clean-up											●		
Spring Clean-up													
Curb/Gutter Weed Control					●		●		●	●			
IRRIGATION	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	OPTIONAL
Check and Adjust (Weekly)				●	●	●		●		●			
Spring Start Up				●									
Winterization										●			
SEASONAL COLOR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	OPTIONAL
Change Out													●
Bed Preparation													●
Fertilization													●
SNOW MANAGEMENT	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	OPTIONAL
Snow Management Services	●	●	●									●	●



BrightView Organization Chart



An aerial photograph of a park or recreational area. The image shows several large, irregularly shaped green fields separated by paved walkways. In the upper left and right areas, there are blue and black tents or canopies. The overall scene is bright and clear, suggesting a sunny day. The text "Going Above & Beyond" is overlaid in white on the central part of the image.

Going Above & Beyond

City of Midway &
BrightView Services

Layered Communication & Quality Assurance

We consider communication a key priority for City of Lehi, and the key to our success in delivering you not only the highest quality service, but also building a strong and lasting partnership. By being able to utilize all the tools below we are confident in creating a proactive, transparent and sustainable communication model.

- Laura Maxey, Account Manager

BrightView Connect

A customizable dashboard that will greatly improve communication, visibility, work order process, response time and transparency of service tickets. This tool will also be able to show and track where issues are coming from (i.e. mowing services, versus weeding etc.) and allow BrightView and City of Lehi to create a plan to emphasize areas with positive results, as well as address items of concern in a quick fashion.

Quarterly Business Reviews

Being able to get all Leaders together to discuss the state of the partnership on a Quarterly basis is key. We would set up 3 QBRs bringing our senior leadership in the market to truly drive a strong partnership. This timeframe will be used to either collaborate on KPI's, discuss what's ahead, areas of improvement or areas that are going well.

Quality Site Assessments (QSA)

This tool is something we would utilize on a monthly basis meant to collaborate and do an audit of the exterior identifying everything from missed items with follow up action, to bringing non-landscaping issues to your attention.

Customer Satisfaction Surveys

This is something we do two times a year to really drive engagement and an understanding of where we truly sit in your eyes. With the results of the survey, we can have real conversations on where we sit, what's working well and where are areas of opportunity.

Regular Site Visits

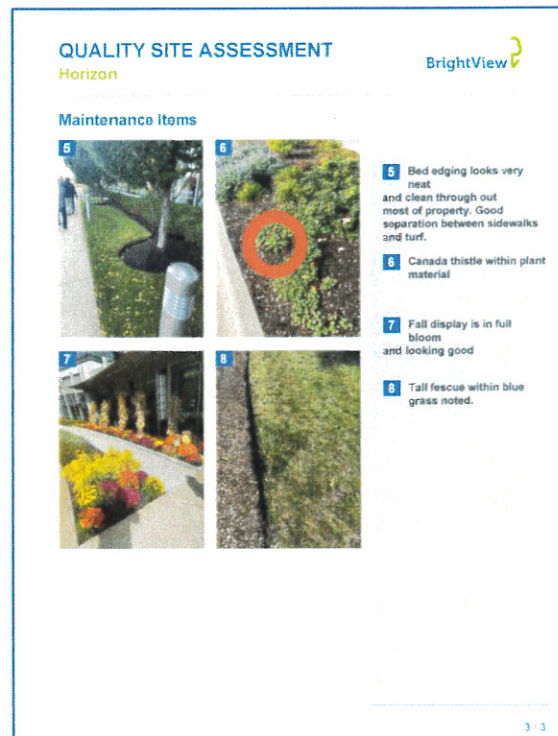
We understand that there are a lot of moving parts on a daily and weekly basis within the Lehi Community. Our plan is to be on sites daily, driving our plans and interacting with your management team. Our goal is to be an integral part of the sites and be very interactive, driving value with the end goal of improving your experience.



Ensuring Quality in Services

Our Quality Site Assessment (QSA) is a proprietary tool we have developed to help best capture quality assessment practices. This allows us to share our findings with you at each site easily, regularly, and promptly. Once the assessment is completed the report is automatically emailed to you for real-time communication and complete transparency. This report includes:

- '360 degree' site inspections, performed with designated site contact
- Observation images
- Notes on items already on our radar
- Recommendations that will give you a full view of your landscape
- Provides opportunity for site contact and Branch Account Manager to strategically discuss short- and long-term plan for the site
- Tags photos with notes
- Electronically tracks carry-over items
- Results downloaded and can be electronically sent to other stakeholders



Ready, Trained and Enabled Crews on Your Site

As a service company, it is our belief that our deliverable quality of service starts with a safer, more knowledgeable, more efficient and more service-oriented team. BrightView has put together an extensive training and education program for the teams that will be taking care of City and County of Broomfield. This training and education is organized around a basic curriculum which we have outlined with a brief overview of each program. In addition to this formal training and education, BrightView will also be providing hands-on field training, cross training and mentorship on an ongoing basis.

Hazardous Communication

This program was developed to meet or exceed the requirements contained within OSHA CFR 1910.1200—Hazard Communication and any applicable state “Right-to-Know” laws and intended for all team members who may encounter hazardous chemicals through the course of their daily work.

Standard Production Methods

This program is taught by our in-house training staff to teach our team members the best-known methods of executing the fundamental landscape operations.

Horticultural Training

Levels I, II, and III - These three programs are taught by our in-house horticulture staff. The classes start with basic horticultural training such as proper pruning techniques and plant identification and then expand to over integrated pest management and the diagnosis and treatment of unusual and complex problems which occur in the landscape. Each section is two full days of classroom training and one day of follow-up application.

Equipment Operation, Safety and Maintenance

This in-house program provides detailed training and

hands on instruction in the operation, safety and maintenance of all standard landscape equipment. Safety issues will be detailed in English and distributed in employee paychecks on a weekly basis. In addition, all supervisors will hold weekly tail-gate talks highlighting pertinent equipment operation, safety and maintenance issues.



Our Commitment to Safety



BrightView's Safety Responsibility

At BrightView, ensuring workplace safety is the responsibility of every leader and team member. We empower and expect everyone at BrightView to Take Pride in providing safe services and to Take Care of ourselves, each other and our clients.

Through this shared commitment, we live our safety promise every day to provide the highest quality services in the safest manner.

BrightView is committed to operating our business in a responsible manner. The opportunity to deliver world-class professional services and create inspiring and safe landscapes for our clients and customers is a privilege and responsibility that we work hard to protect and advance every day.

In delivering the highest quality service, our dedicated team members understand that nothing is more important than the safety of our people, customers, and the communities we serve. As one of our core values, safety helps to define BrightView and how we drive and deliver Confidence from Excellence.

We actively strive for continuous improvement of our safety performance in relentless pursuit of our vision of creating a workplace where No One Gets Hurt.

How we do this:

- Fostering a culture where all leaders and team members are empowered to address safety risks and prevent incidents and injuries.
- Integrating safety into our management decisions and operating practices.
- Training our people regularly on their responsibilities to create and maintain a safe and healthy work environment.
- Complying with Occupational Safety and Health Act (OSHA) regulations and company safety policies that are designed to protect our people from known workplace hazards.



A photograph of a worker in safety gear (hard hat, safety glasses, high-visibility vest, and pants) using a high-pressure spray wand. The worker is smiling and looking towards the camera. The background shows a large, multi-story building with a clock tower, surrounded by trees. The entire image has a blue tint. The text "Your Needs, Our Solutions" is overlaid in white, sans-serif font.

Your Needs, Our Solutions

City of Midway

Working Towards a Brighter, More Sustainable Future



Committed to Sustainable Practices

BrightView creates, preserves and maintains beautiful external environments. In addition to the landscapes BrightView designs, builds, maintains and enhances – and the millions of CO2-consuming plants and trees added to landscapes each year – BrightView is continually striving to minimize the impact of its work on the environment through innovative landscaping techniques, efficient equipment, and environmentally responsible practices.

CLEANER AIR BrightView to minimize greenhouse gas emissions in part using zero-emissions- and low-emission vehicles and equipment.

RECYCLING GREEN WASTE As part of standard practice, BrightView repurposes green debris as compost or organic mulch and highlights compost as sustainable alternatives to clients

EFFICIENT VEHICLES BrightView proudly manages a large fleet of vehicles, including hybrid vehicles, eco-boost and fully electric and continues to focus on sustainability and reducing carbon emissions in connection with its operations.

EMISSIONS MANAGEMENT BrightView is one of the nation's largest users of zero-emission commercial landscaping equipment including electric line trimmers, blowers, and mowers.

EQUIPMENT REPLACEMENT & RECYCLING We regularly replace and recycle all equipment and vehicles in order to stay current with emission laws and updates in equipment fuel efficiency.

WATER CONSERVATION BrightView is an industry-leading provider of water-efficient landscaping services and works with its clients to increase efficiencies in the responsible use of water, including reductions in wasted water usage and energy consumption.



References



City of Arvada
Christine Biddle
720-898-7720



City of Louisville
Nick Potopchuk
720-450-7741



Oracle Interlocken
Terry Buss
303-272-9133
Dastrop@ecommunity.com



Banning Lewis Ranch Metro
District
Josh Miller
719-284-7226



City of Colorado Springs
Eric Becker / Jarod Clayton
719-323-3871 /



Thank you again for the
opportunity to present our
landscape proposal.

Should you have any questions, please
don't hesitate to reach out.

Scotty Neal

Business Development 385-302-4183

Scotty.Neal@BrightView.com

BrightView 