



**Proposal Submitted by:**

**VisualScape, Inc.**  
15980 NW 117 Ave  
Miami, FL 33018  
Contact: Ivan C. Vila  
305-362-2404  
ivila@visualscapeinc.com

**Proposal response to:**

**Turf Grass Maintenance – Fire, Parking, Utility  
SOLICITATION #12044-885**

**Proposal Submitted to:**

**City of Fort Lauderdale  
Procurement Services Division  
100 N. Andrews Avenue #619  
Ft. Lauderdale, FL 33301**

**Proposal Due – October 24, 2017 at 2:00 PM**

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**Turf Grass Maintenance – Fire, Parking, Utility  
SOLICITATION #12044-885**

**Executive Summary**





## Executive Summary

VisualScape is a team of seasoned green industry experts committed to create partnerships with its Landscape Maintenance clients, providing them with a stress-free experience while servicing their landscaping maintenance needs.

We use an innovative model to manage our customer relations (CRM) – unheard of in Florida’s landscape industry, but successfully used in other states. The Client Relations Model provides a single point of contact for client concerns, facilitating proactive communication to ensure efficient, valuable service delivery. Your CRM representative will make sure your needs are taken care of, bring to your attention preventive measures and efficient/effective solutions to keep your landscape healthy. His main responsibility is to free you from managing your landscaping needs while keeping your grounds looking great!

We have combined our extensive years of experience installing and maintaining landscapes with a customer-driven business model to guarantee not only that your grounds are going to look impeccable but that you will have one less thing to worry about.

VisualScape has been in business for 6 years servicing the South Florida area. The key members of our team have worked together for over 20 years and have over 30 years of experience in the industry. Our team has maintained government entities such as the City of Miami Beach, Expressway Authority in Orlando and Tampa, Boynton Beach, Clearwater and Town Westchase in Tampa, Town of Cutler Bay, City of Hialeah, Village of Pinecrest, and Miami International Airport.

Our employees’ extensive experience, along with VisualScape’s emphasis on landscape management customer satisfaction ensures that all of our customers receive optimum quality services. Our services include landscape maintenance, design/build landscape, installation, irrigation maintenance and installation, horticultural services, floriculture, and arbor care.

Ivan C. Vila and Juan Carlos Vila are currently managing VisualScape’s key accounts. Ivan C. Vila will be the point of contact for City of Fort Lauderdale Solicitation #12044-885.

Ivan C. Vila  
Direct Number 786-859-1331  
IVila@VisualScapeinc.com



**Turf Grass Maintenance – Fire, Parking, Utility  
SOLICITATION #12044-885**

**Experience and Qualifications**



### **Company Profile:**

VisualScape is a full service landscape team of seasoned green industry experts with over 30+ years of collective experience committed to creating partnerships with its Landscape Maintenance, installation, design, arbor care, tree trimming and irrigation clients.

VisualScape, Inc. has a proactive approach in providing a stress-free experience and a customer driven business model to guarantee that its client's grounds will look impeccable.

Founded in June 21, 2011 by Mr. Ivan C. Vila, President of VisualScape, a well-rounded business professional with over 16 years of green industry experience. With a proven track record implementing customer service initiative and quality control measure in two nationally acclaimed industry companies.

VisualScape uses an innovative model to manage its customer relations (CRM) – unheard of in Florida's landscape industry, but successfully used in other states. The Client Relations Model provides a single point of contact for client concerns, facilitating proactive communication to ensure efficient, and valuable service delivery.



### **Firms Capabilities:**



Landscape Maintenance



Landscape Design/Build



Landscape Install



Irrigation/ Installation/ Maintenance



Horticultural Services



Floriculture



Arbor Care





**Landscape Management:** Our knowledgeable team understands that in today's real estate market, enhancing property values is dependent upon how well they are maintained. VisualScape can help your property achieve design integrity and asset appreciation.

**Landscape Construction:** VisualScape has found that nothing creates more unforeseen project delays, costly overruns and unwarranted stress than a lack of communication, continuity between staff, services and subcontractors.

**Landscape Design:** Our expert in-house team of landscape professionals possesses the extensive knowledge, experience and resources necessary to fulfill all aspects of your next landscape project to your ultimate satisfaction.



#### **VisualScape Minority Certifications & Licenses:**



8 (a) SDB Certified, MBE, SBE, DBE



DUNS No: 04-3989890  
CAGE Code No: 6W7QO



SAM Expiration Date: 05/11/17



State Licenses: Commercial Landscape Maintenance,  
Tree Trimming, Irrigation Specialty,  
Agricultural Dealers License, FNGLA Certified Landscape  
Contractor



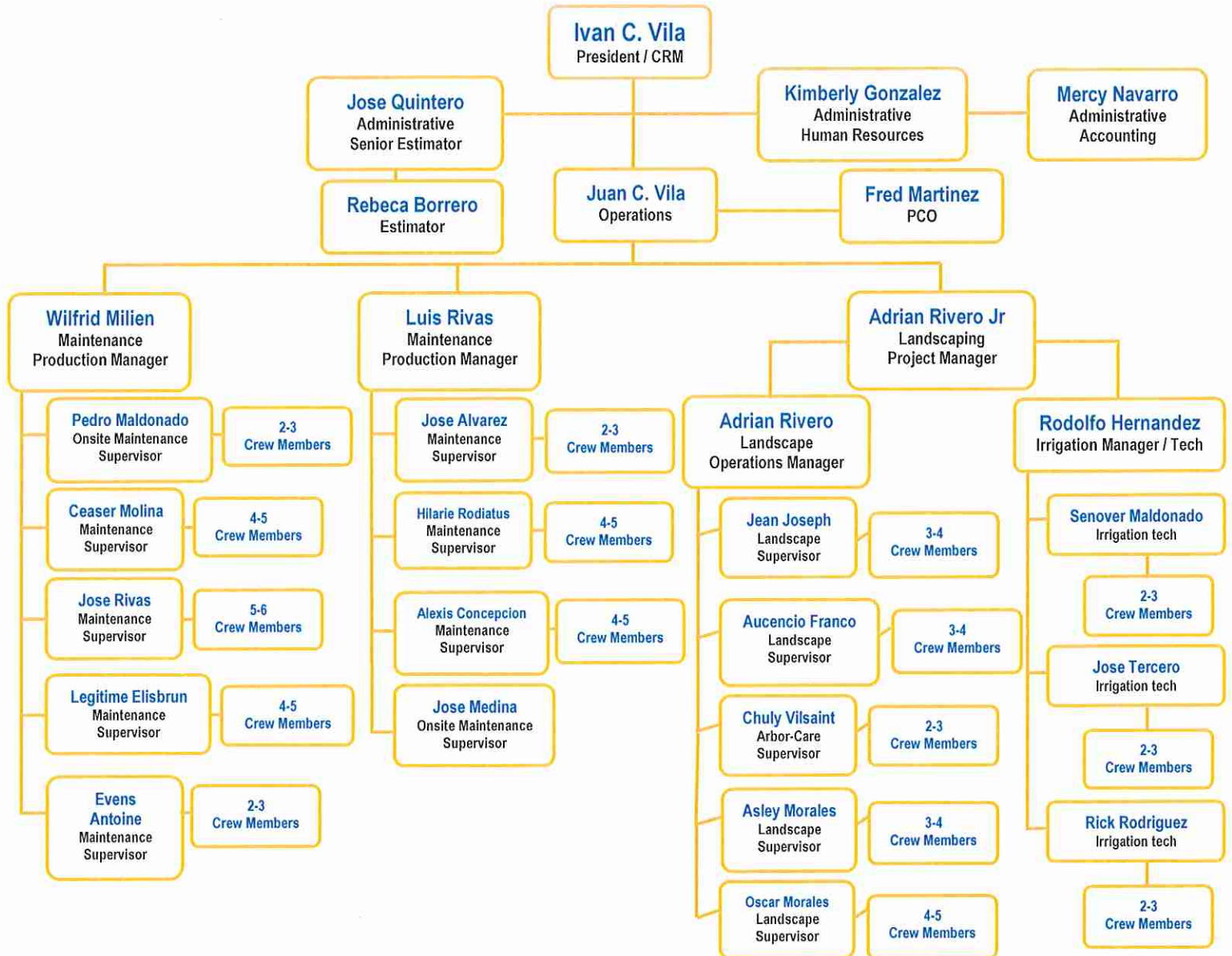
#### **Memberships:**





## QUALITY MANAGEMENT & ORGANIZATIONAL CHART

VisualScape Inc. has a qualified team with more than 30 years of industry experience to service their customer base in all their Landscape needs. This team is trained in identifying and correcting deficiencies in properties through quality control measures. Our company quality management conforms to the following organizational structure:





**Ivan C. Vila**

**CAREER SUMMARY:**

Well-rounded business professional with over 16 years of green industry experience. Proven track record implementing customer service initiative and quality control measure in two nationally acclaimed industry companies.

Key areas of expertise include:

- Strategic Planning
- Integrated Pest Management
- Customer Service
- Operations Management
- Agronomic Programs
- Site Safety/OSHA Compliance
- Bidding/Estimating/Proposals
- Landscape Installation projects
- Horticultural Knowledge
- Vendor & Customer relationships
- Budgeting & Cost Controls
- Quality Control
- Leadership
- Communications Skills
- Property maintenance experience
- Project planning & scheduling

**PROFESSIONAL EXPERIENCE:**

**VisualScape Inc.,**  
Miami, FL

Lawn maintenance Company established in June 2011. The main focus of the Company is to provide lawn maintenance services and installation to commercial properties throughout Florida. VisualScape has an emphasis on premier customer service and quality along with an experienced team that can provide full landscape services to its client base.

**Owner/President**

June 2011 – Present

- Oversight and enforce quality control measures
- Manage Agronomic programs
- Responsible for preparing and managing both operating and capital improvement budgets for all properties in portfolio.
- Inspect all new construction activities to ensure landscape quality is at the highest standard prior to turnover to property management/client.
- Responsible for revenue growth, profitability, safety performance, customer satisfaction, and employee development.
- Oversight of Customer Relations program
- Hire and Manage subcontractors



**Vila & Son Landscaping Corporation**

Tampa, FL

Large Commercial Landscape Company that operated in 8 locations statewide with a range of employees of 500-900 at peak.

**Customer Relations Manager / Operations Manager**

February 2011 – May 2011

- Established a new customer-relations management approach resulting in an increase in customer satisfaction, retention, and referrals.
- Managed all aspects of a 2.2 million dollar maintenance book of business including 7 maintenance routes, 47 employees, 35 customers, and 47 properties.
- Responsible for scheduling and managing labor for assigned accounts. Increased revenue earned per man hour by 20%.
- Created and lead weekly safety and training meetings for all branch employees.
- Built monthly budgets and achieved monthly profit goals.
- Responsible for achieving high customer survey results.
- Ensured all equipment was properly maintenance and service.
- Attended Home Owners Associations board meetings monthly.

**Apprentice CRM / Customer Relations Manager**

March 2010 – January 2011

- Trained with operations, upper management, and other CRMs, in order to learn the maintenance business.
- Learned many landscape maintenance procedures in both operations and customer relations essential to any landscape maintenance.
- Managed 950K of maintenance accounts including 45 properties (HOAs, industrial, office, apartment, and retail).
- Met with clients on a regular basis to build relationships, discuss maintenance issues, review and build budgets, sell enhancements, and create referral business.
- Secured a 100% retention rate on all accounts.
- Prospected for potential clients outside of current accounts to generate additional business; built and performed sales presentations.

**Vila & Son Landscaping Corporation**

Miami, FL

**Estimator/Senior Estimator**

February 2007 – January 2009

- Managed and cross-trained a team of four estimators.





- Lead weekly estimating meetings, reviewing current and future proposals, emphasizing the importance of building relationships and following up with customers.
- Established group estimating including production personnel to produce accurate estimates.
- Established a system which generated more last look opportunities.

### **Manager**

September 2005 – January 2007

- Lead the team that created the Vila & Son Landscape Depot facility.
- Sold a variety of landscape and hardscape materials to both retail and wholesale customers.
- Managed a team of six employees, consisting of a sales/designer, a driver, a crew leader, and three gardeners.
- Helped assemble marketing plans, including advertising, implementing promotions, and participating in several home and plant shows.

### **Vila & Son Landscaping Corporation**

Miami, FL

### **Several positions**

2001 – 2005

- Gardener; crew leader; field supervisor; estimator assistant; project manager assistant.

### **EDUCATION & TRAINING**

#### **Florida International University**

Miami, FL

*Bachelor of Business Administration Degree*

December 2009: Major: Management

**OSHA 30 Hours**

#### **Irrigation Contractor License:**

Lic No. SCC131151702

#### **ISA Certified Arborist:**

Lic No. FL-6787A

Active Member of the:

**Florida International University President's Council**







### **Account Manager Assigned to City of Fort Lauderdale:**



**Ivan C. Vila** has more than 14 years of experience in the green industry performing various positions such as estimating, account management, client relations, and operations for both landscape installation and maintenance. This experience allows him to manage the business from all perspectives – client, employees, financials, etc. He has implemented procedures to ensure that everyone adheres to clear quality control measures and horticultural best practices. He is responsible for fielding and handling customer request/needs and provides proactive communication and solutions in the areas of quality, safety, enhancements, budgeting, scheduling.

### **Ivan has the following active licenses:**

Irrigation Specialty Contractor

Dealer in agricultural and consumer services

Limited Commercial Landscape Maintenance

Fertilizer Applicator

Certified Arborist

### **Memberships:**

Florida Nursery Growers and Landscapers Association (FNGLA)

International Society of Arboricultural (ISA)

Tree Care Industry Association (TCIA)

Irrigation Association (IA)





**Juan C. Vila** has more than 30 years of experience in the green industry, most of them owning an award-winning, state-wide, \$70-million a year landscaping company with more than 700 employees. His main focus has always been the building of client relationships and promoting a culture of success through integrity and commitment in his enterprises. At the core of his business philosophy is giving back to the community – among the several commitments he has been involved in he has dedicated much of his efforts in support of the Fisher House MVA.

He is responsible for operations, oversees scheduling, and is in constant communication with the CRM (customer relations manager) at all times to ensure the customer is aware of what services are taking place on the property on any given day.



**Jose Quintero:** Jose has over 20 years of experience in the green industry. He has managed several different aspects of the business including accounting, estimating, project management, and customer service. He is responsible that all administrative items from estimating through billing run smoothly and that all customers receive optimum level of service from all members of the team.



**Wilfrid Milien:** Wilfrid has more than 20 years of experience in the green industry. His expertise is in managing high end commercial lawn maintenance properties, ensuring that all maintenance clients are satisfied and that his supervisors are performing at optimum levels of quality through horticultural best practices. Wilfred is responsible for directing his crews to perform based on the scope of work of each project. He also trains his supervisors on the technical aspects of the job along with the quality safety standards of the company.



**Adrian Rivero:** Adrian has more than 15 years of experience in the green industry. He holds the Florida Certified Landscape Technician (FCLT) certification from the Florida Landscape & Nursery Growers Association. He has managed Landscape installation projects from \$10k up to \$4 million in revenue, giving our clientele a quality product in an efficient, timely, and safe way. He is responsible for the design, scheduling, and completion of VisualScape beautification projects as well as arbor-care.



**Rodolfo Hernandez:** Rodolfo has more than 14 years of experience in the green industry. He holds the Florida Certified Landscape Technician (FCLT) certification from the Florida Landscape & Nursery Growers Association. Rodolfo has supervised large irrigation installation projects as well as maintenance projects of various sizes. He is responsible for scheduling, training, and quality assurance standards for irrigation installation and maintenance.







**Luis Rivas:** Luis has more than 10 years of experience in the green industry. His expertise is servicing high end commercial lawn maintenance clients, ensuring that all maintenance clients are satisfied and that his crew services at the upmost quality through horticultural best practices. Luis is a working supervisor responsible for directing his crew to perform based on the scope of work of each project.



**Senover Maldonado:** Senover has more than 15 years of experience in the green industry. His expertise is in servicing the irrigation systems of large commercial properties. He also has experience in the installation of large irrigation systems as well as trouble shooting issues. His responsibility is to inspect properties and ensure that all systems are operational performing as efficiently as possible.



**Chuly Vilsaint:** Chuly had over 17 years of experience in the green industry. His area of expertise is arbor-care. He has experience in maintaining and pruning trees for large municipal clients. His responsibility is to perform all arbor care work required including climbing ensuring that all work is completed using horticultural best practices.







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**Approach to Scope of Work**

### **Approach to Scope of Work**

VisualScape will provide 2 professional landscape crews which will be dedicated to performing services for the City of Fort Lauderdale. All work will be performed as specified in the "Scope of Work". The crew's composition is as follows:

1 – 4 Man full service crew responsible for completing all tasks during the 26 visits. The crew will consist of:

1 – English speaking, experienced, and professional Supervisor and 3 trained Crew Members

1 – Pick-up Truck

1 – Enclosed Trailer

1 – Riding Mowers

1 – Walk behind Mower

1 – Push Mower

2 – Edger

2 – Line Trimmers

2 – Blowers

1 – Street Blower

Miscellaneous Hand Tools

1 – 3 Man Detail Crew responsible for 9 trimming services. The crew will consist of:

1 – English speaking, experienced, and professional Supervisor and 3 trained Crew Members

1 – Pick-up Truck with dump bed

2 – Trimmers

1 – Power pruner

1 – Pole Saw

2 – Back Pack Blowers

1 – Back Pack Sprayer

Hand pruners, sheers and other miscellaneous hand tools.

1 – Working, highly trained, professional Production Manager will also be assigned to oversee the 2 crews.

As in any living landscape there are certain areas that require more time and detail both in mowing and detailing. VisualScape will adjust its schedule accordingly to accommodate.

Our VisualScape Team creates partnerships with all of our customers and we take pride and ownership of all the properties we work on. If additional services / requests are required at any time we VisualScape will accommodate. Please consider us as a part of your team.





## **Quality Assurance Plan**

VisualScape Inc. realized that in order to provide a quality service it must rely on its employees at all levels to be trained in their specific area of responsibility and to be able to complete their assigned tasks utilizing proven industry practices.

VisualScape provides ongoing training and education in order to provide the essential skills & knowledge to deliver the landscape and horticultural services required by our clients.

Our focus and attention to detail will ensure we are delivering the highest level of service possible at all times. You will therefore see quality inspections, comprehensive crew training, a detailed process to support this training, focused attention from a Client Relations Manager, and our encouragement of greater participation from you to ensure that the detail consistently meets your expectations.







## **QUALITY ASSURANCE PROCESSES**

**Site Evaluations:** Site evaluations are conducted monthly, at a minimum. It can be arranged more frequently if requested by the client. We ask that a client representative is available to accompany our Site Manager or Client Relations Manager during the site evaluation process. The site evaluation will focus on and identify the following:

- Review scope of work vs. performed work: identify any areas needing attention.
- Site Cleanliness: ensuring site is clean and free of landscape debris and litter.
- Risk Management: identifying & correcting any safety violations or hazards.
- Damages or repairs: identifying areas that may have been damaged due to our scope of work and repairing such damages.
- Crew training: conduct training with crew on identified areas during inspection needing reinforcement, such as pruning, debris pick-up, proper mower operation, and job site safety.

**CRM (Customer Relations Manager) Model:** The CRM model's main objective is to provide clear and proactive communication to our customers in order to enhance customer satisfaction. The CRM model takes what is known as the "Account Manager" role, and splits it in two: CRM (responsible for customer communication and development), and PM -production manager – (responsible for production).

Here is what this means to our customers:

- One point of contact for all your landscape needs
- Clear and pro-active communication
- Quick response time
- Minimize the time clients have to spend on managing the landscape
- Provide landscape budgets and solutions
- Monthly evaluations from both the CRM and PM provides accountability and improved quality





## **Employee Training**

### **Orientation:**

VisualScape's orientation is the introduction of employees to their jobs, co-workers and the organization by providing them with information regarding such items as quality service and safety standards, policies, procedures, company mission, goals, and culture.

It is absolutely necessary for the new employee to know that he/she will be entering a company where the health and safety of the employees are of primary importance, that complying with and ensuring compliance with safety measures and procedures is of extreme value, and that compliance with this duty can be rewarded, whereas noncompliance can result in disciplinary actions that can include dismissal.

During this orientation we make it clear that the booklet they receive, the Workplace Safety Program, contains all the regulations in condensed form that will help them behave in a manner that will prevent accidents and problems while working; therefore, it is reviewed carefully.

**Employee Performance Evaluations & Incentives:** Our Company conducts yearly employee evaluations. Performance is measured and rewarded based on key competencies including safety, quality, customer service, and job performance. Incentives such as merit bonuses and/or barbeques for top production crews are given every month.

**On the Job Training:** We encourage our employees to seek certifications and explore external resources for business related training and education. In many cases, the Company will pay for or reimburse the registration, tuition fee and or related expenses for approved seminars, workshops, and short courses conducted by recognized landscape and related trade associations.

In addition to that the Company provides internal training, for which we offer a wide variety of technical and non-technical courses in-house. We identify the needed courses through our site evaluations, customer feedback, performance evaluations and needs assessments. The training is conducted by our management team or resources such as vendors and suppliers that provide the latest trend and technology in the most commonly used industry equipment & products.

**Safety Tool Box Meetings:** Meetings held once a week at VisualScape yard. It is mandatory for all employees to attend. Topics are chosen from our library of 52 safety topics or the Workplace Safety Program.





**Quarterly Safety Committee Meetings:** A safety committee has been established to recommend improvements to our workplace safety program, and to identify corrective measures needed to eliminate or control recognized safety and health hazards.

The safety committee shall determine the schedule for evaluating the effectiveness of control measures used to protect employees from safety and health hazards in the workplace.

The safety committee will be responsible for assisting management in the following functions:

- Reviewing workplace safety rules
- Evaluating employee accident and illness prevention programs
- Providing and monitoring workplace safety education and training
- Review status of accidents occurred
- Safety supplies request & inventory

The safety program will be updated by evaluating employee accident injury records, establishing trends and patterns, and formulating corrective measures to prevent recurrence.

Safety committee members will participate in safety training and monitor workplace safety education and training to ensure that the safety program is being followed and pertinent information is being documented. Meetings are held quarterly.







## **Emergency Plan**

In the event of a catastrophic emergency, equipment including trucks, loaders, wood chippers, hand tools, trucks, trailers, and all necessary equipment to perform job operations are available at the client's request. Emergency routes will be provided by supervisors and managers.

VisualScape participates and fully understands the disaster response plan in the cities and all adjoining cities within our service area, and follows their guidelines.

Emergency grids will be set up for employees working during an emergency. VisualScape maintains an active pre disaster plan in addition to a post-disaster plan, which includes five means of communication. Communication plans among management includes: cell phone, mobile radio, PDA, email, and smart phones. No employee will be left working alone; team action will be implemented. All communication / IT equipment will be forwarded to mobile devices to keep open lines of communication with clients, employees, and vendors.

Crew members will report to an assigned supervisor, who will take visual head counts based on current employee rosters. All Managers are trained in basic first aid and safety procedures.

Emergencies can/will be reported by any employee who witnesses it. All crews have radios in which to communicate.

For catastrophic response events, "Typical Emergency Crew" consists of a four-man crew, dump truck, dump trailer, and all necessary saws and hand tools. Loader, skid steer, and wood chipper can also be provided as needed. Emergency crew is billed separately from contract revenues at a per our rate.

### **Local Emergency Call List:**

Ivan C. Vila (President / CRM) – 786-859-1331  
Juan C. Vila (Director of Operations) – 786-288-9393  
Adrian Rivero (Enhancement Manager) – 305-846-2631  
Rodolfo Hernandez (Production Manager) – 786-317-0489





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**References**



### **Past Performance:**

On the following contracts VisualScape has simultaneously provided services on task orders. Each task order value dollar range is reflected below:

#### **Miami-Dade Aviation Department:**

**Contract No:9743-1**

**Duration of completed services:** Contractual services started on January of 2014 and continued through August 2017

Dollar Value: Base yearly contract value is \$1,088,480.00 for the three Groups.

- Miami International Airport Section Group #1 – Total acres 95
- Opa Locka Executive Airport Group #4
- Tamiami Executive Airport Group #5

Services provided for these locations include: Turf mowing, daily trash pick-up, shrub and groundcover trimming, tree and palm pruning/trimming, fertilization of all plant material and sod areas, mulching, pest and disease inspection and treatment, and water truck services.

#### **Jackson Health Hospitals:** Jackson North, South & Various Facilities

**Contract No:RFQ-15-13733-RJ**

**Duration of completed services:** Ongoing

Dollar Value: Base yearly contract value is \$316,145.00

Services provided for these locations include: Turf mowing, daily trash pick-up, shrub and groundcover trimming, tree and palm pruning/trimming, fertilization of all plant material and sod areas, mulching, pest and disease inspection and treatment, and water truck services.

#### **Miami Dade Metro Rail Busway**

**Contract No:9743-0/23**

**Duration of completed services:** Ongoing

Dollar Value: Base yearly contract value is \$53,000

Services provided for these locations include: Turf mowing, daily trash pick-up, shrub and groundcover trimming, tree and palm pruning/trimming, fertilization of all plant material and sod areas, mulching, pest and disease inspection and treatment, and water truck services.





**Miami Dade Various Police Facilities**

**Contract No:9743-9**

**Duration of completed services:** Ongoing

Dollar Value: Base yearly contract value is \$50,365

Services provided for these locations include: Turf mowing, daily trash pick-up, shrub and groundcover trimming, tree and palm pruning/trimming, fertilization of all plant material and sod areas, mulching, pest and disease inspection and treatment, and water truck services.





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**Minority/Women (M/WBE) Participation**

# State of Florida

## Minority, Women & Florida Veteran Business Certification

VisualScape Inc.

Is certified under the provisions of  
287 and 295.187, Florida Statutes, for a period from:

04/14/2016 to 04/14/2018



Chad Poppell, Secretary  
Florida Department of Management Services



CAM #17-1447  
Exhibit 3  
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**Subcontractors**

**VisualScape will self-perform all specified scope of services for this project. No subcontractors**



**Turf Grass Maintenance – Fire, Parking, Utility  
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**Required Forms**

- A - Proposal Certification**
- B - Exhibit A – Pricing Sheet with Locations**
- C - Cost Proposal**
- D - Non-Collusion Statement**
- E - Local Business Preference (LBP)**
- F - Contract Payment Method**
- G - References**
- H - Sample Insurance Certificate**
- I - Business License**

- **Addendums**

**BID/PROPOSAL CERTIFICATION**

**Please Note:** If responding to this solicitation through BidSync, the electronic version of the bid response will prevail, unless a paper version is clearly marked **by the bidder** in some manner to indicate that it will supplant the electronic version. All fields below must be completed. If the field does not apply to you, please note N/A in that field.

If you are a foreign corporation, you may be required to obtain a certificate of authority from the department of state, in accordance with Florida Statute §607.1501 (visit <http://www.dos.state.fl.us/>).

Company: (Legal Registration) VisualScape Inc. EIN (Optional): 45-2599402

Address: 17801 NW 137 Avenue

City: Miami State: FL Zip: 33018

Telephone No. (305) 362-2404 FAX No. (305) 362-2403 Email: IVila@visualscapeinc.com

Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions): 15 days

Total Bid Discount (section 1.05 of General Conditions): none

Does your firm qualify for MBE or WBE status (section 1.09 of General Conditions): MBE X WBE       

**ADDENDUM ACKNOWLEDGEMENT** - Proposer acknowledges that the following addenda have been received and are included in the proposal:

Addendum No.	Date Issued	Addendum No.	Date Issued	Addendum No.	Date Issued
<u>1</u>	<u>9/1/2017</u>	<u>2</u>	<u>9/12/2017</u>	<u>3</u>	<u>10/4/2017</u>
<u>4</u>	<u>10/13/2017</u>	<u>5</u>	<u>10/13/2017</u>	<u>      </u>	<u>      </u>

**VARIANCES:** If you take exception or have variances to any term, condition, specification, scope of service, or requirement in this competitive solicitation you must specify such exception or variance in the space provided below or reference in the space provided below all variances contained on other pages within your response. Additional pages may be attached if necessary. No exceptions or variances will be deemed to be part of the response submitted unless such is listed and contained in the space provided below. The City does not, by virtue of submitting a variance, necessarily accept any variances. If no statement is contained in the below space, it is hereby implied that your response is in full compliance with this competitive solicitation. If you do not have variances, simply mark N/A. **If submitting your response electronically through BIDS SYNC you must also click the "Take Exception" button.**

None

The below signatory hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid/proposal. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a contract if approved by the City and such acceptance covers all terms, conditions, and specifications of this bid/proposal. The below signatory also hereby agrees, by virtue of submitting or attempting to submit a response, that in no event shall the City's liability for respondent's direct, indirect, incidental, consequential, special or exemplary damages, expenses, or lost profits arising out of this competitive solicitation process, including but not limited to public advertisement, bid conferences, site visits, evaluations, oral presentations, or award proceedings exceed the amount of Five Hundred Dollars (\$500.00). This limitation shall not apply to claims arising under any provision of indemnification or the City's protest ordinance contained in this competitive solicitation.

Submitted by:

Ivan Vila

Name (printed)

10/24/2017

Date:

revised 04/10/15

  
Signature

President

Title



Item Number	Description of Locations	Service Needed	# of Annual Services	U/M	Unit Price	Total
<b>ROWS and SWALES</b>						
1	ROW swale on Seabreeze, Castillo to Sebastian on east side (2 – triangle-shaped lots)	Mowing	26	Each	\$ 23.00	\$ 598.00
2	Hedge Service for above area	Hedge	9	Each	\$ 207.00	\$ 1,863.00
3	Galt Ocean Mile, Galt Ocean Dr. swale on west side, NE 41st Street to Oakland and A1A, and east side of A1A from Oakland up to Galt sign -- Grass only, no hedges	Mowing	26	Each	\$ 230.00	\$ 5,980.00
4	Building Services Center, 700 NW 19 <sup>th</sup> Ave.	Mowing	26	Each	\$ 253.00	\$ 6,578.00
5	Hedge Service for above area	Hedge	9	Each	\$ 460.00	\$ 4,140.00
6	Litter removal service at Building Services Bldg. – 26 services (litter removal from parking lot and areas inside and outside of perimeter fence must be performed on non-mow /trim weeks	Litter Removal	26	Each	\$ 138.00	\$ 3,588.00
7	SW 1st Ave. and SW 16th St. median and swale on east side of railroad track (At Antique Car Museum)	Mowing	26	Each	\$ 5.75	\$ 149.50
8	NE 3rd Avenue from NE 16th St up to NE 17th Court and NE 3rd Avenue - Intersection only on east side of road (along fence line)	Mowing	26	Each	\$ 69.00	\$ 1,794.00
9	Riomar St. from Birch Rd to N. Atlantic Blvd.	Hedge Service Only	9	Each	\$ 46.00	\$ 414.00
10	Bayview Dr. first two beds south of Commercial Blvd.	Hedge Service Only	9	Each	\$ 69.00	\$ 621.00
11	Bayview Dr. and Oakland Park Blvd. north of Oakland - first two beds	Hedge Service Only	9	Each	\$ 69.00	\$ 621.00
<b>UTILITY PLANTS</b>						
12	G.T. Lohmeyer, 1765 SE 18th St.	Mowing	26	Each	\$ 253.00	\$ 6,578.00
13	Trash Transfer Plant A, 2100 NW 6th Street (inside fenced lot)	Mowing	26	Each	\$ 138.00	\$ 3,588.00
14	Hedge Service for above area	Hedge	9	Each	\$ 23.00	\$ 207.00
15	Trash Transfer Plant A, 2100 NW 6th St. (all swale areas around perimeter fence)	Mowing	26	Each	\$ 92.00	\$ 2,392.00
16	Monday litter removal service – north, south and east swales outside fence (performed on non-mow /trim weeks – up to 26 services/year)	Litter Removal	26	Each	\$ 23.00	\$ 598.00
17	Fiveash Water Plant and Administration Buildings, 4321 NW 9th Ave (excluding Fiveash Bed) – no longer includes pipe yard.	Mowing	26	Each	\$ 322.00	\$ 8,372.00
18	Hedge Service for above area	Hedge	9	Each	\$ 230.00	\$ 2,070.00

CAM #17-1447

Exhibit 3

Page 30 of 46



Item Number	Description of Locations	Service Needed	# of Annual Services	U/M	Unit Price	Total
19	Fiveash Water Plant – Radio Tower Pen	Mowing	26	Each	\$ 5.75	\$ 149.50
20	Peele Dixie Water Plant 1500 S. SR 7	Mowing	26	Each	\$ 575.00	\$ 14,950.00
21	Hedge Service for above area	Hedge	9	Each	\$ 184.00	\$ 1,656.00
<b>FIRE STATIONS</b>						
22	FS No. 47, 1000 SW 27th Ave.	Mowing	26	Each	\$ 69.00	\$ 1,794.00
23	Hedge Service for above area	Hedge	9	Each	\$ 92.00	\$ 828.00
24	FS No. 3, 2801 SW 4th Ave.	Mowing	26	Each	\$ 115.00	\$ 2,990.00
25	Hedge Service for above area	Hedge	9	Each	\$ 138.00	\$ 1,242.00
26	FS No. 8, 1022 W. Las Olas Blvd.	Mowing	26	Each	\$ 69.00	\$ 1,794.00
27	Hedge Service for above area	Hedge	9	Each	\$ 69.00	\$ 621.00
28	FS No. 49, 1015 Seabreeze	Mowing	26	Each	\$ 69.00	\$ 1,794.00
29	Hedge Service for above area	Hedge	9	Each	\$ 115.00	\$ 1,035.00
30	FS No. 13, 2871 E. Sunrise Blvd.	Mowing	26	Each	\$ 23.00	\$ 598.00
31	Hedge Service for above area	Hedge	9	Each	\$ 23.00	\$ 207.00
32	FS No. 29, 2002 NE 16th St. and Fire Prevention Station, 2000 NE 16th St. – to include grass area on north side of station adjacent to home at 1601 NE 20th Avenue.	Mowing	26	Each	\$ 138.00	\$ 3,588.00
33	Hedge Service for above area	Hedge	9	Each	\$ 345.00	\$ 3,105.00
34	FS No. 54 (temporary), 3051 NE 33rd Ave. Including area behind fire station.	Mowing	26	Each	\$ 80.50	\$ 2,093.00
35	Hedge Service for above area	Hedge	9	Each	\$ 46.00	\$ 414.00
36	FS No. 35, 1841 E. Commercial Blvd.	Mowing	26	Each	\$ 57.50	\$ 1,495.00
37	Hedge Service for above area	Hedge	9	Each	\$ 207.00	\$ 1,863.00
38	FS No. 53, 5555 NW 23rd Ave., includes both sides of road on NW 61st St from NW 21st Ave to NW 23rd Ave (road that runs in front of Fire Station 53)	Mowing	26	Each	\$ 161.00	\$ 4,186.00

Item Number	Description of Locations	Service Needed	# of Annual Services	U/M	Unit Price	Total
39	Hedge Service for above area	Hedge	9	Each	\$ 230.00	\$ 2,070.00
40	FS No. 88, 6300 NW 21st Ave. entire five acre lot needs to be mowed – see BCPA.org for property line	Mowing	26	Each	\$ 115.00	\$ 2,990.00
41	FS No. 46 (OLD), 1121 NW 9th Ave. (VACANT LOT)	Mowing	26	Each	\$ 69.00	\$ 1,794.00
42	Hedge Service for above area	Hedge	9	Each	\$ 46.00	\$ 414.00
43	FS No. 46, 1515 NW 19th St	Mowing	26	Each	\$ 184.00	\$ 4,784.00
44	Hedge Service for above area	Hedge	9	Each	\$ 207.00	\$ 1,863.00
45	FS No. 2, 528 NW 2nd St.	Mowing	26	Each	\$ 115.00	\$ 2,990.00
46	Hedge Service for above area	Hedge	9	Each	\$ 69.00	\$ 621.00
<b>PARKING LOTS</b>						
47	1112 Sistrunk Blvd. (beside 1120 building)	Mowing	26	Each	\$ 46.00	\$ 1,196.00
48	Brickell parking lot at SW 1st Ave and Broward Blvd.	Hedge Service Only	9	Each	\$ 345.00	\$ 3,105.00
49	Parking medians on SW 13th St from SW 1st Ave to S. Andrews Ave.	Mowing	26	Each	\$ 27.60	\$ 717.60
50	Swale and Right-of-ways on SW 14th St from SW 1st Ave to S. Andrews Ave	Mowing	26	Each	\$ 23.00	\$ 598.00
51	SW 15th St. and S. Andrews, both sides of FEC tracks, SW 1st Ave. and Flagler	Mowing	26	Each	\$ 3.45	\$ 89.70
52	Hedge Service for above area (one median, east of tracks)	Hedge	9	Each	\$ 11.50	\$ 103.50
53	Riomar from birch to A1A	Hedge Service Only	9	Each	\$ 115.00	\$ 1,035.00
54	SW 18th St from S. Andrews Avenue to SW 1st Ave.	Mowing	26	Each	\$ 4.60	\$ 119.60
55	Parking Lots I block north of Las Olas Blvd that run from SE 8 Ave to just east of SE 9 Ave. Everything from alley to SE 2 Ct.	Mowing	26	Each	\$ 230.00	\$ 5,980.00
56	Hedge Service for above area	Hedge	9	Each	\$ 276.00	\$ 2,484.00
57	SE 13th Ave. and SE 2nd Ct. lot	Mowing	26	Each	\$ 34.50	\$ 897.00
58	Hedge Service for above area	Hedge	9	Each	\$ 57.50	\$ 517.50

CAM #17-1447

Exhibit 3

Page 32 of 46



**ADDENDUM 5**
**12044-885 - Exhibit A -  
Pricing Sheet with Locations - Revision 1**

Replace with pgs. 27-30  
of Bid Packet

Item Number	Description of Locations	Service Needed	# of Annual Services	U/M	Unit Price	Total
59	SE 15th Ave and SE 2nd Ct. lot. Grass swale on SE 15th Avenue should be trimmed during this service.	Hedge Service Only	9	Each	\$ 69.00	\$ 621.00
60	Las Olas Circle south of Las Olas Blvd. to include parking area, grassy lot to east of Las Olas Circle and grass along seawall	Mowing	26	Each	\$ 207.00	\$ 5,382.00
61	Hedge Service for above area	Hedge	9	Each	\$ 115.00	\$ 1,035.00
62	Las Olas Parking Lot and Marina north of Las Olas Blvd. on South Birch Rd to and including roundabout at Cortez. All turf from S Birch to Intracoastal. Includes parking area and Marina Buildings.	Mowing	26	Each	\$ 184.00	\$ 4,784.00
63	Hedge Service for above area	Hedge	9	Each	\$ 92.00	\$ 828.00
64	Oceanside parking lot, A1A and E. Las Olas	Mowing	26	Each	\$ 92.00	\$ 2,392.00
65	Hedge Service for above area	Hedge	9	Each	\$ 115.00	\$ 1,035.00
66	Beach Community Center, 3351 NE 33rd Ave.	Mowing	26	Each	\$ 115.00	\$ 2,990.00
67	Hedge Service for above area	Hedge	9	Each	\$ 230.00	\$ 2,070.00
68	NE 32nd St. from A1A to NE 32nd Ave	Mowing	26	Each	\$ 92.00	\$ 2,392.00
69	Hedge Service for above area	Hedge	9	Each	\$ 11.50	\$ 103.50
70	NE 33rd St from A1A to NE 32 Ave.	Mowing	26	Each	\$ 46.00	\$ 1,196.00
71	Hedge Service for above area	Hedge	9	Each	\$ 11.50	\$ 103.50
72	Commercial Blvd. from US1 to Intracoastal – planters inside of parking areas only	Hedge Service Only	9	Each	\$ 230.00	\$ 2,070.00
73	Oakland Park Boulevard Blvd. from US1 to Intracoastal – planters inside of parking areas only	Hedge Service Only	9	Each	\$ 230.00	\$ 2,070.00
74	Oakland Park Blvd at Bridgeside Square Parking Lot at NE 33rd Ave and NE 30th Court swale along the sidewalk area of NE 33rd Avenue	Hedge Service Only	9	Each	\$ 138.00	\$ 1,242.00
75	Egg and You – (service to include weed eating small grass swale in front of Egg and You)	Mowing	26	Each	\$ 115.00	\$ 2,990.00
76	Hedge Service for above area	Hedge	9	Each	\$ 115.00	\$ 1,035.00
<b>Total Project Cost</b>						<b>\$ 165,261.90</b>

**SECTION VI - COST PROPOSAL PAGE**

**Proposer Name:** VisualScape Inc.

Proposer agrees to supply the products and services at the prices bid below in accordance with the terms, conditions and specifications contained in this RFP.

Cost to the City: Contractor must quote firm, fixed, costs for all services/products identified in this request for proposal. These firm fixed costs for the project include any costs for travel and miscellaneous expenses. No other costs will be accepted.

**Notes:**

The attached Excel document (Exhibit A) provides a list of all locations for Rows and Swales, Utility Plants, Fire Stations, and Parking Lots. Use this document to calculate your total pricing. The total price should be added to the below Total Project Cost line item.

**Total Project Cost** \$ 165,261.90

**Submitted by:**

Ivan Vila  
Name (printed)

10/24/2017  
Date

  
Signature

President  
Title

**NON-COLLUSION STATEMENT:**

By signing this offer, the vendor/contractor certifies that this offer is made independently and *free* from collusion. Vendor shall disclose below any City of Fort Lauderdale, FL officer or employee, or any relative of any such officer or employee who is an officer or director of, or has a material interest in, the vendor's business, who is in a position to influence this procurement.

Any City of Fort Lauderdale, FL officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement.

For purposes hereof, a person has a material interest if they directly or indirectly own more than 5 percent of the total assets or capital stock of any business entity, or if they otherwise stand to personally gain if the contract is awarded to this vendor.

In accordance with City of Fort Lauderdale, FL Policy and Standards Manual, 6.10.8.3,

3.3. City employees may not contract with the City through any corporation or business entity in which they or their immediate family members hold a controlling financial interest (e.g. ownership of five (5) percent or more).

3.4. Immediate family members (spouse, parents and children) are also prohibited from contracting with the City subject to the same general rules.

Failure of a vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the City Procurement Code.

<u>NAME</u>	<u>RELATIONSHIPS</u>
None	N/A

In the event the vendor does not indicate any names, the City shall interpret this to mean that the vendor has indicated that no such relationships exist.



**LOCAL BUSINESS PREFERENCE CERTIFICATION STATEMENT**

The Business identified below certifies that it qualifies for the local BUSINESS preference classification as indicated herein, and further certifies and agrees that it will re-affirm its local preference classification annually no later than thirty (30) calendar days prior to the anniversary of the date of a contract awarded pursuant to this ITB. Violation of the foregoing provision may result in contract termination.

(1) \_\_\_\_\_ is a **Class A** Business as defined in City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the City of Fort Lauderdale current year Business Tax Receipt and a complete list of full-time employees and evidence of their addresses shall be provided within 10 calendar days of a formal request by the City.

Business Name

(2) \_\_\_\_\_ is a **Class B** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Business Tax Receipt or a complete list of full-time employees and evidence of their addresses shall be provided within 10 calendar days of a formal request by the City.

Business Name

(3) \_\_\_\_\_ is a **Class C** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Broward County Business Tax Receipt shall be provided within 10 calendar days of a formal request by the City.

Business Name

(4) \_\_\_\_\_ requests a **Conditional Class A** classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.

Business Name

(5) \_\_\_\_\_ requests a **Conditional Class B** classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.

Business Name

(6) \_\_\_\_\_ is considered a **Class D** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. and does not qualify for Local Preference consideration.

VisualScape Inc.

Business Name

BIDDER'S COMPANY: \_\_\_\_\_ VisualScape Inc.

AUTHORIZED COMPANY PERSON: \_\_\_\_\_ Ivan Vila \_\_\_\_\_ 10/24/2017  
NAME SIGNATURE DATE

**CONTRACT PAYMENT METHOD BY P-CARD**

THIS FORM MUST BY SUBMITTED WITH YOUR RESPONSE

The City of Fort Lauderdale has implemented a Procurement Card (P-Card) program which changes how payments are remitted to its vendors. The City has transitioned from traditional paper checks to payment by credit card via MasterCard or Visa. This allows you as a vendor of the City of Fort Lauderdale to receive your payment fast and safely. No more waiting for checks to be printed and mailed.

Payments will be made utilizing the City's P-Card (MasterCard or Visa). Accordingly, firms must presently have the ability to accept credit card payment or take whatever steps necessary to implement acceptance of a credit card before the commencement of a contract.

Please indicate which credit card payment you prefer:

☒ Master Card

☒ Visa Card

Company Name: VisualScape Inc.

Ivan Vila  
Name (printed)

  
Signature

10/24/2017  
Date:

President  
Title

**Supplier Response Form**

A minimum of three (3) references shall be provided:

**1. Company Name:** Village of Pinecrest

Address: 12645 Pinecrest Parkway, Pinecrest, FL 33156

Contact: Loren Matthews

Phone #: 305-234-2121

Email: matthews@pinecrest-fl.gov

Contract Dates: June 2016 - 20

Total cost of the project – Estimated: 290,583.00 Actual: 290,583.00

Description: Landscape Management

**2. Company Name:** City of Hialeah

Address: 900 East 56 Street, Bldg 4, Hialeah, FL 33014

Contact: Alexis Vazquez

Phone #: 305-687-2650

Email: AVAZQUEZ@hialeahfl.gov

Contract Dates: June 2012 - on

Total cost of the project – Estimated: 255,300.00 Actual: 255,300.00

Description: Landscape Management

**3. Company Name:** Town of Cutler Bay

Address: 10720 Caribbean Blvd, Suite 105, Cutler Bay, FL 33189

Contact: Alfredo Quintero

Phone #: 305-234-4262

Email: aquintero@cutlerbay-fl.gov

Contract Dates: June 2013

Total cost of the project – Estimated: 288,960.00 Actual: 288,960.00

Description: Landscape Management

**4. Company Name:**

Address:

Contact:

Phone #:

Email:

Contract Dates:

Total cost of the project – Estimated: Actual:

Description:

**5. Company Name:**

Address:

Contact:

Phone #:

Email:

Contract Dates:

Total cost of the project – Estimated: Actual:

Description: ivila@visualscapeinc.com

Please enter your password below and click Save to update your response.





# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

1/1/2018

1/3/2017

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Lockton Companies 3280 Peachtree Road NE, Suite #250 Atlanta GA 30305 (404) 460-3600	CONTACT NAME:	
	PHONE (A/C, No, Ext):	FAX (A/C, No):
INSURED 1422444 VisualScape, Inc. 15980 NW 117 Ave. Miami FL 33018	E-MAIL ADDRESS:	
	INSURER(S) AFFORDING COVERAGE	
	INSURER A : Hartford Fire Insurance Company	NAIC # 19682
	INSURER B : Bridgefield Employers Insurance Company	10701
	INSURER C : Hartford Casualty Insurance Company	29424
	INSURER D :	
INSURER E :		
INSURER F :		

**COVERAGES** **CERTIFICATE NUMBER:** 14440832 **REVISION NUMBER:** XXXXXXXX

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input checked="" type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:	N	N	20UEN0K3757	1/1/2017	1/1/2018	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY	N	N	20UEN0K3757	1/1/2017	1/1/2018	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ XXXXXXXX BODILY INJURY (Per accident) \$ XXXXXXXX PROPERTY DAMAGE (Per accident) \$ XXXXXXXX \$ XXXXXXXX
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 10,000	N	N	20HHU0K3758	1/1/2017	1/1/2018	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 \$ XXXXXXXX
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	N/A	830-55094	1/1/2017	1/1/2018	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)  
THIS CERTIFICATE SUPERSEDES ALL PREVIOUSLY ISSUED CERTIFICATES FOR THIS HOLDER, APPLICABLE TO THE CARRIERS LISTED AND THE POLICY TERM(S) REFERENCED.

**CERTIFICATE HOLDER**

14440832  
Visualscape Inc  
15980 NW 117 Ave  
Miami FL 33108

**CANCELLATION**

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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# BROWARD COUNTY LOCAL BUSINESS TAX RECEIPT

115 S. Andrews Ave., Rm. A-100, Ft. Lauderdale, FL 33301-1895 – 954-831-4000

**VALID OCTOBER 1, 2017 THROUGH SEPTEMBER 30, 2018**

**DBA:**  
**Business Name:** VISUALSCAPE INC

**Receipt #:** 324-246901  
**Business Type:** LAWN MAINTENANCE/LANDSCAPE  
(LAWN MAINTENANCE)

**Owner Name:** IVAN C VILA  
**Business Location:** 17801 NW 137 AVE  
MIAMI DADE COUNTY  
**Business Phone:** 786-331-8350

**Business Opened:** 02/16/2012  
**State/County/Cert/Reg:**  
**Exemption Code:**

**Rooms**                      **Seats**                      **Employees**                      **Machines**                      **Professionals**  
6

For Vending Business Only						
Number of Machines:				Vending Type:		
Tax Amount	Transfer Fee	NSF Fee	Penalty	Prior Years	Collection Cost	Total Paid
81.00	8.10	0.00	0.00	0.00	0.00	89.10

**THIS RECEIPT MUST BE POSTED CONSPICUOUSLY IN YOUR PLACE OF BUSINESS**

**THIS BECOMES A TAX RECEIPT**

**WHEN VALIDATED**

This tax is levied for the privilege of doing business within Broward County and is non-regulatory in nature. You must meet all County and/or Municipality planning and zoning requirements. This Business Tax Receipt must be transferred when the business is sold, business name has changed or you have moved the business location. This receipt does not indicate that the business is legal or that it is in compliance with State or local laws and regulations.

**Mailing Address:**

IVAN C VILA  
17801 NW 137 AVE  
MIAMI, FL 33018

**Receipt #** 02C-16-00005782  
**Paid** 08/07/2017 89.10

**2017 - 2018**

September 22, 2017

## BROWARD COUNTY TREE TRIMMER LICENSE

### STANDARDS FOR MAINTAINING YOUR BROWARD COUNTY TREE TRIMMER LICENSE

1. The following shall be available for inspection at every work site where tree trimming is being carried out:
  - A copy of the company's Broward County Tree Trimmer license
  - Proof of the company's current insurance coverage
  - At least one person should possess a current Tree Trimmer training card. Current training cards reflect that training was completed within
    - the past two (2) years
  - Picture identification issued by a government entity or agency
2. At least one trained person must be available at every work site where tree trimming is being carried out.
3. The company's Tree Trimmer license number shall be prominently displayed on both sides of vehicles used in tree trimming.
4. Tree trimmer license number must appear in ads offering tree trimming and/or removal services. Advertisements include business cards, telephone directory advertisements, quotes for tree services, flyers and vehicles advertising tree services.
5. License holders shall ensure that all employees engaged in tree trimming are adequately trained regarding safety procedures in accordance with applicable federal and state law including the federal Occupational Safety and Health Act of 1970 (OSHA).
6. Retraining is required before licenses can be renewed. Tree trimmer licenses are renewable every two years.
7. Each license holder shall notify the County, in writing, if there is a change in any of the standards required for licensure.

VISUALSCAPE INC.  
17801 NW 137 AVE  
MIAMI, FL 33018





006043

## Local Business Tax Receipt

Miami-Dade County, State of Florida

-THIS IS NOT A BILL - DO NOT PAY

7196149

**BUSINESS NAME/LOCATION**

VISUALSCAPE INC  
17801 NW 137 AVE  
MIAMI FL 33018

**RECEIPT NO.**

**RENEWAL**  
**7478421**



**EXPIRES**  
**SEPTEMBER 30, 2018**

Must be displayed at place of business  
Pursuant to County Code  
Chapter 8A - Art. 9 & 10

**OWNER**

VISUALSCAPE INC  
C/O IVAN C VILA PRES  
Worker(s) 10

**SEC. TYPE OF BUSINESS**

196 SPECIALTY BUILDING CONTRACTOR  
SCC131151702

**PAYMENT RECEIVED  
BY TAX COLLECTOR**

\$75.00 07/27/2017  
CREDITCARD-17-050641

This Local Business Tax Receipt only confirms payment of the Local Business Tax. The Receipt is not a license, permit, or a certification of the holder's qualifications, to do business. Holder must comply with any governmental or nongovernmental regulatory laws and requirements which apply to the business.

The RECEIPT NO. above must be displayed on all commercial vehicles - Miami-Dade Code Sec 8a-276.

For more information, visit [www.miamidade.gov/taxcollector](http://www.miamidade.gov/taxcollector)

004684

## Local Business Tax Receipt

Miami-Dade County, State of Florida

-THIS IS NOT A BILL - DO NOT PAY

6856166

**BUSINESS NAME/LOCATION**

VISUALSCAPE INC  
17801 NW 137 AVE  
MIAMI FL 33018

**RECEIPT NO.**

**RENEWAL**  
**7130750**



**EXPIRES**  
**SEPTEMBER 30, 2018**

Must be displayed at place of business  
Pursuant to County Code  
Chapter 8A - Art. 9 & 10

**OWNER**

VISUALSCAPE INC  
C/O IVAN C VILA, PRES  
Employee(s) 10

**SEC. TYPE OF BUSINESS**

213 SERVICE BUSINESS  
LC233818

**PAYMENT RECEIVED  
BY TAX COLLECTOR**

\$75.00 07/27/2017  
CREDITCARD-17-050641

This Local Business Tax Receipt only confirms payment of the Local Business Tax. The Receipt is not a license, permit, or a certification of the holder's qualifications, to do business. Holder must comply with any governmental or nongovernmental regulatory laws and requirements which apply to the business.

The RECEIPT NO. above must be displayed on all commercial vehicles - Miami-Dade Code Sec 8a-276.

For more information, visit [www.miamidade.gov/taxcollector](http://www.miamidade.gov/taxcollector)



STATE OF FLORIDA  
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

CONSTRUCTION INDUSTRY LICENSING BOARD  
2601 BLAIR STONE ROAD  
TALLAHASSEE FL 32399-0783

(850) 487-1395

VILA, IVAN C  
VISUALSCAPE, INC  
15980 NW 117TH AVE  
MIAMI FL 33018

Congratulations! With this license you become one of the nearly one million Floridians licensed by the Department of Business and Professional Regulation. Our professionals and businesses range from architects to yacht brokers, from boxers to barbeque restaurants, and they keep Florida's economy strong.

Every day we work to improve the way we do business in order to serve you better. For information about our services, please log onto [www.myfloridalicense.com](http://www.myfloridalicense.com). There you can find more information about our divisions and the regulations that impact you, subscribe to department newsletters and learn more about the Department's initiatives.

Our mission at the Department is: License Efficiently, Regulate Fairly. We constantly strive to serve you better so that you can serve your customers. Thank you for doing business in Florida, and congratulations on your new license!



STATE OF FLORIDA  
DEPARTMENT OF BUSINESS AND  
PROFESSIONAL REGULATION

SCC131151702 ISSUED: 07/10/2016

CERTIFIED SPECIALTY CONTRACTOR  
VILA, IVAN C  
VISUALSCAPE, INC  
IRRIGATION SPECIALTY CONTRACTOR

IS CERTIFIED under the provisions of Ch.489 F.S.  
Expiration date : AUG 31, 2018 L1607100001800

DETACH HERE

RICK SCOTT, GOVERNOR

KEN LAWSON, SECRETARY

STATE OF FLORIDA  
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION  
CONSTRUCTION INDUSTRY LICENSING BOARD

LICENSE NUMBER	
SCC131151702	

The IRRIGATION SPECIALTY CONTRACTOR  
Named below IS CERTIFIED  
Under the provisions of Chapter 489 FS.  
Expiration date: AUG 31, 2018

VILA, IVAN C  
VISUALSCAPE, INC  
15980 NW 117TH AVE  
MIAMI FL 33018



CAM #17-1447  
Exhibit 3  
Page 43 of 46

ISSUED: 07/10/2016

DISPLAY AS REQUIRED BY LAW

SEQ # L1607100001800





The Florida Nursery, Growers & Landscape Association  
*Confers on*

**Adrian Rivero**      **C39 00323**

*The Title of*  
**FNGLA Certified Landscape Contractor (FCLC)**

Expiration Date: March 31, 2019  
Certified Since: January 2006

  
Billy Butterfield, FNGLA President

  
Merry Mott, FNGLA Certification Director



# INTERNATIONAL SOCIETY OF ARBORICULTURE

## CERTIFIED ARBORIST™

### Ivan Carlos Vila

Having successfully completed the requirements set by the Arborist Certification  
Board of the International Society of Arboriculture,  
the above named is hereby recognized as an ISA Certified Arborist®



Jim Skiera, Executive Director  
International Society of Arboriculture

*Skip Skiera*

Certification Board, Chair  
International Society of Arboriculture

FL-6787A	Nov 07, 2015	Dec 31, 2018
Certification Number	Certified Since	Expiration Date



City of Fort Lauderdale • Procurement Services Division  
100 N. Andrews Avenue, 619 • Fort Lauderdale, Florida 33301  
954-828-5933 Fax 954-828-5576  
[purchase@fortlauderdale.gov](mailto:purchase@fortlauderdale.gov)

## ADDENDUM NO. 5

RFP/ ITB No. 12044-885  
TITLE: Turf Grass Maintenance - Fire, Parking, Utility

ISSUED: (10/13/2017)

This addendum is being issued to make the following change(s):

1. New Updated Exhibit A - Pricing Sheet Revision 1
  - a. Replaces Pages 27-30 of original bid packet
2. The opening date has been changed to (October 24, 2017).

All other terms, conditions, and specifications remain unchanged.

Laurie Platkin  
Procurement Specialist II

Company Name: VisualScape Inc.  
(please print)

Bidder's Signature: 

Date: 10/24/2017