



Golf Course Maintenance Proposal  
presented to

The City of Gainesville  
RFP# RECI-22003-DM  
Ironwood Golf Grounds Maintenance

September 7, 2021



BrightView Golf Maintenance is pleased to submit this proposal for golf course maintenance services to the City of Gainesville for its Ironwood Golf Course.

BrightView Golf Maintenance is the industry's leader in golf course maintenance. For more than 40 years, we have been investing in refining the art, science, and business behind golf course maintenance to establish an operational model that is unparalleled in the industry today. Designed to be highly efficient in helping our partners manage their operating expenses, this model has proven to be an incredibly effective method for improving course conditions as well. This allows our partners to provide the best amenity to their communities and to be more competitive in their local golf marketplace.

We have read the RFP and five (5) Addendums. We fully understand the scope of services required and are certain that we can perform the work in an effective and efficient manner. With the support of our Operations and Agronomic Team led by Terry McGuire and Dr. Todd Bunnell and a new state of the art equipment pallet, we are committing to provide the necessary resources and expertise required to improve course conditions at Ironwood Golf Course. As outlined more deeply in the proposal our highest priority will be on the overall improvement of the health and playability of the putting greens.

As the current maintenance provider for seventeen municipalities, we understand the daily challenges associated with maintenance of a busy municipal golf course. As the maintenance partner of multiple golf courses at The Villages we understand the needs of course maintenance in a North-Central Florida and the keys to an effective season in this region.

The contact for the authorized representative for BrightView Golf Maintenance is:

BrightView Golf Maintenance, Inc.

27001 Agoura Road, Suite 350, Calabasas, CA 91301

Gregory A. Pieschala, President

(818) 737-3110 / [Greg.Pieschala@brightview.com](mailto:Greg.Pieschala@brightview.com)

Thank you for your consideration. We look forward to discussing our proposal with you.

Sincerely,

A handwritten signature in blue ink that reads "Greg A Pieschala".

Gregory A. Pieschala, President

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## B

### Address Each Minimum Qualifications

BrightView Golf Maintenance is the largest dedicated Golf Maintenance Company, maintaining 83 courses overall and 29 municipal courses nationally. BrightView Golf currently maintains 12 municipal courses in Florida which include; Palm Beach County, Daytona Beach, Martin County, Village of North Palm Beach and the Villages CDD.

Our support team includes Terry McGuire, Vice President/General Manager for Florida, Mike Harbin, Area Director for Florida and Dr. Todd Bunnell, our VP of Agronomy. Terry and Mike have a combined 56 years of golf maintenance experience. Dr. Bunnell developed the science-based agronomic program for Ironwood Golf Course and will visit the courses regularly and is available at all times for diagnosis and prescription when issues arise. He is an expert in Bermudagrass species and weed control.



More than three years proven experience in golf course grounds keeping and maintenance

COURSE NAME	ORIGINAL CONTRACT START DATE	CONTRACT END DATE	COURSE ADDRESS	CITY	STATE	ZIP	HOLES	TYPE
Amsterdam Municipal Golf Course	3/1/2021	2/28/2022	158 Upper Van Dyke Ave.	Amsterdam	NY	12010	18	Muni
Angeles National Golf Club	6/1/2003	8/31/2019	9401 Foothill Blvd.	Sunland	CA	91040	18	Daily Fee
Antelope Valley Country Club	11/1/2018	10/31/2023	39800 Country Club Drive	Palmdale	CA	93551	18	Private
Auburn Lake Trails	9/1/2019	8/31/2023	1400 American River Trails	Cool	CA	95614	9	HOA
Bell Gardens Golf Course	12/20/2004	6/3/2021	8000 Park Lane	Bell Gardens	CA	90201	18	Muni
Bethany Bay Golf Club	3/1/2016	2/28/2021	37270 Clubhouse Lane	Ocean View	DE	19970	9	HOA
Billmore Hotel Golf Course	9/8/2015	2/28/2023	1210 Anastasia Avenue	Coral Gables	FL	33134	18	Resort
Black Oak Golf Course	4/16/2018	4/30/2023	2455 Black Oak Rd.	Auburn	CA	95602	9	Daily Fee
Calabasas Country Club	8/9/2012	3/31/2018	4515 Park Entrada	Calabasas	CA	91302	18	Private
Canyon Lake Country Club	5/1/2008	1/31/2027	32001 Railroad Canyon Road	Canyon Lake	CA	92587	18	HOA
Canyon Nine Golf Course	2/1/2020	1/31/2023	7650 Town Square Way	Reno	NV	89523	9	HOA
Cascata Golf Course	1/1/2019	12/31/2023	1 Cascata Drive	Boulder City	NV	89005	18	Daily Fee
ChampionsGate	2/1/2013	7/31/2023	1400 Masters Blvd.	ChampionsGate	FL	33896	45	Resort
Creekside Golf Club	5/1/2000	12/31/2023	701 Lincoln Avenue	Modesto	CA	95351	18	Muni
Daytona Beach Golf Course	6/15/2014	6/15/2024	600 Wilder Blvd.	Daytona Beach	FL	32114	36	Muni
Diablo Creek Golf Course	1/9/2006	12/31/2025	4050 Port Chicago Blvd.	Concord	CA	94520	18	Muni
Diamond Oaks Golf Course	5/15/2000	12/31/2025	349 Diamond Oaks Blvd.	Roseville	CA	95747	18	Muni
Dryden Park Golf Course/Muni (Modesto)	5/1/2000	12/31/2023	920 S. Sunset Avenue	Modesto	CA	95351	27	Muni
Eagle Glen Country Club	12/1/2015	12/31/2024	1800 Eagle Glen Pkwy.	Corona	CA	92883	18	Daily Fee
Fairmount Golf Course	6/1/2014	12/21/2023	2681 Dexter Dr.	Riverside	CA	92622	9	Muni
Fairwinds Gof Course	5/9/2021	5/8/2026	4400 Fairwinds Drive	Fort Pierce	FL	34982	18	Muni
Four Seasons Golf Course	1/1/2011	12/31/2023	1560 Spring Meadow Drive	Lakewood	NJ	08701	9	HOA
Fox River Resort	5/16/2016	5/31/2021	2558 N. 3653rd Road	Sheridan	IL	60551	9	Resort
Glendora Country Club	10/3/2011	7/31/2024	2400 Country Club Drive	Glendora	CA	91741	18	Private
Green Hill Municipal Golf Course	3/20/2005	12/31/2022	1929 Skyline Drive	Worcester	MA	01605	18	Muni
Greensburg Country Club	4/6/2009	11/30/2023	309 Pleasant Valley Road	Jeannette	PA	15644	18	Private
Hickory Valley Golf Club	3/18/2019	3/31/2022	1921 Ludwig Road	Gilbertsville	PA	19525	36	Daily Fee
Highland Fairway Golf Course	11/1/2016	12/31/2021	3222 Highland Fairways Blvd.	Lakeland	FL	33810	18	Private
Hillendale Country Club	3/1/2021	2/29/2028	13700 Blenheim Road	Phoenix	MD	21131	18	Private
Industry Hills Golf Club	1/15/2008	1/31/2023	16200 Temple Avenue	City of Industry	CA	91744	36	Resort
John Prince Learning Center	7/1/2011	5/17/2026	4754 South Congress Avenue	Lake Worth	FL	33461	9	Muni
Lake Isle Country Club	3/14/2012	12/31/2022	660 White Plains Road	Eastchester	NY	10709	18	Muni
Lake of the Pines	7/1/2018	6/30/2023	11665 Lakeshore North	Auburn	CA	95602	18	HOA
Lake Worth Golf Course	10/10/2011	9/30/2021	One 7th Avenue North	Lake Worth	FL	33460	18	Muni
Lakes of Taylor Golf Course	5/15/2006	12/31/2022	25555 Northline Road	Taylor	MI	48180	18	Muni
Lions Head County Club	3/1/2016	2/28/2022	251 Lions Head Blvd. South	Brick	NJ	08723	9	HOA
Longshore Golf Club	1/1/2014	12/31/2021	260 South Compo Road	Westport	CT	06880	18	Muni
Madera Golf and Country Club	7/1/2021	6/30/2026	19297 Rd. 26	Madera	CA	93638	18	Private
Merced Golf & Country Club	9/1/2012	8/31/2025	6333 North Golf Rd	Merced	CA	95340	18	Private
Myakka Pines Golf Club	11/15/2017	11/30/2022	2550 S. River Rd.	Englewood	FL	34223	27	Private
North Palm Beach Country Club	6/24/2019	9/30/2025	951 U.S Highway One	North Palm Beach	FL	33408	18	Muni



Oak Harbor Golf Club	1/13/2016	4/30/2022	4755 South Harbor Drive	Vero Beach	FL	32967	9	Private
Okeeheltee Golf Course	10/20/2004	5/17/2026	7715 Forest Hill Blvd.	West Palm Beach	FL	33413	27	Muni
On Top of the World	1/1/2018	12/31/2022	2367 World Parkway Blvd.	Clearwater	FL	33763	18	HOA
Osprey Point Golf Course	3/22/2010	5/17/2026	12551 Glades Road	Boca Raton	FL	33498	27	Muni
Packanack Golf Club	4/3/2017	3/31/2022	7 Osborne Terrace	Wayne	NJ	07470	9	Private
Palm Beach National Golf Club	1/15/2015	1/31/2023	7500 St. Andrews	Lake Worth	FL	33467	18	Private
Park Ridge Golf Course	4/25/2006	5/17/2026	9011-A Lantana Road	Lake Worth	FL	33467	18	Muni
Quail Valley Golf Club	10/1/2008	12/31/2021	2880 La Quinta Drive	Missouri City	TX	77459	36	Muni
Resort at Squaw Creek	4/14/2014	12/29/2024	400 Squaw Creek Road	Olympic Valley	CA	96146	18	Resort
Rio Secco Golf Club	1/1/2019	12/31/2023	11411 South Eastern Ave	Henderson	NV	89052	18	Daily Fee
Riverview Golf & Country Club	2/4/2019	2/28/2024	4200 Bechelli Lane	Redding	CA	96002	18	Private
Sailfish sands Golf Course (Martin Co)	12/8/2014	12/31/2023	2000 S.E. St. Lucie Blvd.	Stuart	FL	34996	36	Muni
SeaCliff Country Club	6/1/2021	5/31/2026	6501 Palm Avenue	Huntington Beach	CA	92648	18	Private
Snowmass Club	4/1/2020	3/31/2026	239 Snowmass Club Circle	Snowmass village	CO	81615	18	Private
Spanish Hills Country Club	2/1/2021	1/31/2026	999 Crestview Avenue	Camarillo	CA	93010	18	Private
Taylor Meadows Golf Club	1/1/2007	12/31/2022	25360 Ecorse Road	Taylor	MI	48180	18	Muni
Terranea Golf Course	4/1/2020	3/1/2024	100 Terranea Way	Ranch Palos Verdes	CA	90275	9	Private
The Boca Raton	3/16/2021	3/15/2026	501 E. Raton Resort & Club	Boca Raton	CA	33432	18	Resort
The Club at Boca Pointe	9/17/2012	10/31/2018	7144 Boca Pointe Drive	Boca Raton	FL	33433	18	Private
The Golf Club at Cuscowilla	12/1/2017	11/30/2022	126 Cuscowilla Drive	Eatonton	GA	31024	18	Private
The Hamptons Golf & Country Club	9/1/2015	8/31/2023	1094 Highway 92 West	Auburndale	FL	33823	18	Daily Fee
The Plantation Golf Club	4/1/2021	3/1/2026	4720 Plantation Blvd.	Leesburg	FL	34748	36	HOA
The Villages Chatham	10/1/2008	9/30/2020	7725 SE 172nd Legacy Lane	The Villages	FL	32162	36	Muni
The Villages Kingfisher & Fairwinds	5/1/2013	9/30/2021	2346 Buttonwood Run	The Villages	FL	32162	45	Muni
West Orange Country Club	8/1/2020	7/1/2023	3300 West Orange Country Club Dr	Winter Garden	FL	34787	18	Daily Fee
William F Larkin Municipal Golf Course	3/1/2011	11/30/2020	1003 Wickapecko Dr.	Ocean	NJ	07712	9	Muni
Willow Crest Golf Crest	1/1/2020	12/31/2024	900 Blackhawk Road	Westmont	IL	60523	18	Resort
Woodcreek Golf Club	1/15/1995	12/31/2025	6050 Woodcreek Oaks Blvd	Roseville	CA	95747	18	Muni
Youghiogheny Country Club	8/1/2003	3/31/2022	1901 Greenock Buena Vista Road	McKeesport	PA	15135	18	Private

## Superintendent to oversee work at Ironwood: Randy Massey



## Randy Massey

### Superintendent, Class A

As Superintendent Randy is responsible for leading the maintenance team to ensure course standards and operations are maintained and managed consistently according to the BrightView culture. With over 30 years experience, Randy is a seasoned BrightView team member and is well versed with BrightView's operating and administrative systems.

#### Education

Electronic Technician Diploma  
Devry University

#### Professional Associations/Licenses

Class A GCSA Member

GCSAA member Central Florida Chapter

Restricted Use Pesticide License  
over 30 years

BMP training for Florida.

Toro and Rainbird irrigation training

#### Professional Experience:

- 2008 – Current – Superintendent with Brightview Golf at The Plantation of Leesburg and Clerbrook Golf Resort both in FL
- 1998 – 2008 – Superintendent with OneSource at The Villages, FL
- 1987 – 1998 – Asst. Superintendent and Superintendent at Zellwood Station, FL

#### Additional Professional Experience

- Hands-on type Superintendent
- Mechanic
- Irrigation Technician
- Spray Technician
- Managed numerous in-house projects
- Irrigation up grades
- Greens and Tee rebuilds
- Equipment package purchases

#### Other Fun Facts About Randy:

Married over 30 years  
Two children  
Two grandchildren  
Two playful dogs  
Certified open water SCUBA





## C

## Statement of Qualification

We bring deep expertise, substantial support resources and enormous scale to our partners. We are a specialty division of BrightView Holdings, America's largest landscaping company with over \$2 billion in revenue. BrightView is publicly traded on the New York Stock Exchange. We are the largest scale purchaser of materials, tools and equipment used in maintaining outdoor environments such as golf courses.

Our priority is to make our partners successful for their community. We are proud that we received feedback of "Highly Satisfied" with our partnership from over 90% of partners in 2020 and are happy to provide a full list of all our municipal and county partners as references. In fact, talking with one or more of our partners is the best way to learn about BrightView.

BrightView Golf understands that 'great conditions' with contained costs are the priority and expectations for the City of Gainesville. Great golf course conditions are at the core of BrightView Golf's skill set. It is our DNA. We employ 'prescription based agronomic planning' at all of the facilities we maintain to ensure science-based programs for turf care.

The BrightView Golf Maintenance proposal meets all RFP specifications. It includes all equipment, labor and resources necessary to maintain your course for five years.

In summary, you will find BrightView Golf Maintenance to be a trusted partner and a company that provides the highest quality of golf course maintenance for money spent. We look forward to extending our partnership with the City of Gainesville.

Thank you for the opportunity to submit our proposal for golf course maintenance. We would be honored to be selected as your partner for the future.

**D Pricing Proposal**

<b>BrightView Golf Course Maintenance Year 1 Pricing</b>	
<u>CONTRACT MAINTENANCE</u>	<u>Amount</u>
<b>Contract Maintenance Labor Costs</b> <i>Includes wages, benefit expense, employment taxes, workers compensation insurance, staff bonuses and contract /temporary labor</i>	\$ 315,588
<b>Material Costs</b> <i>Includes Irrigation/drainage, sand and topdressing, fertilize, pesticides and weed control, course supplies, seed, sod, mulch, janitorial supplies and subcontractor expenses</i>	\$ 129,948
<b>Equipment Maintenance and Operation</b> <i>Includes equipment repair and maintenance, fuel and oil, hand tools, power equipment, shop materials and supplies</i>	\$ 49,504
<b>Equipment Investment Costs</b> <i>Includes the cost of capital equipment, lease, insurance, property tax, etc.</i>	\$ 111,384
<b>General &amp; Administrative Costs</b> <i>Includes safety and training, uniforms and laundry, yard waste, administrative expenses, telephone and radio, delivery-courier, advertising &amp; promotion</i>	\$ 12,376
<b>Total Contract Maintenance Costs</b>	<b>618,800</b>

\$ 51,566

<b>BrightView Golf Course Maintenance Year 2 Pricing</b>	
<b><u>CONTRACT MAINTENANCE</u></b>	<b><u>Amount</u></b>
<b>Contract Maintenance Labor Costs</b> <i>Includes wages, benefit expense, employment taxes, workers compensation insurance, staff bonuses and contract /temporary labor</i>	\$ 315,588
<b>Material Costs</b> <i>Includes Irrigation/drainage, sand and topdressing, fertilize, pesticides and weed control, course supplies, seed, sod, mulch, janitorial supplies and subcontractor expenses</i>	\$ 129,948
<b>Equipment Maintenance and Operation</b> <i>Includes equipment repair and maintenance, fuel and oil, hand tools, power equipment, shop materials and supplies</i>	\$ 49,504
<b>Equipment Investment Costs</b> <i>Includes the cost of capital equipment, lease, insurance, property tax, etc.</i>	\$ 111,384
<b>General &amp; Administrative Costs</b> <i>Includes safety and training, uniforms and laundry, yard waste, administrative expenses, telephone and radio, delivery-courier, advertising &amp; promotion</i>	\$ 12,376
<b>Total Contract Maintenance Costs</b>	<hr/> <b>618,800</b> <hr/>

BrightView Golf Course Maintenance Year 3 Pricing	
<u>CONTRACT MAINTENANCE</u>	<u>Amount</u>
<b>Contract Maintenance Labor Costs</b> <i>Includes wages, benefit expense, employment taxes, workers compensation insurance, staff bonuses and contract /temporary labor</i>	\$ 324,635
<b>Material Costs</b> <i>Includes Irrigation/drainage, sand and topdressing, fertilize, pesticides and weed control, course supplies, seed, sod, mulch, janitorial supplies and subcontractor expenses</i>	\$ 133,673
<b>Equipment Maintenance and Operation</b> <i>Includes equipment repair and maintenance, fuel and oil, hand tools, power equipment, shop materials and supplies</i>	\$ 50,923
<b>Equipment Investment Costs</b> <i>Includes the cost of capital equipment, lease, insurance, property tax, etc.</i>	\$ 114,577
<b>General &amp; Administrative Costs</b> <i>Includes safety and training, uniforms and laundry, yard waste, administrative expenses, telephone and radio, delivery-courier, advertising &amp; promotion</i>	\$ 12,731
<b>Total Contract Maintenance Costs</b>	636,540





<b>BrightView Golf Course Maintenance Year 4 Pricing</b>	
<u>CONTRACT MAINTENANCE</u>	<u>Amount</u>
<b>Contract Maintenance Labor Costs</b> <i>Includes wages, benefit expense, employment taxes, workers compensation insurance, staff bonuses and contract /temporary labor</i>	\$ 334,374
<b>Material Costs</b> <i>Includes Irrigation/drainage, sand and topdressing, fertilize, pesticides and weed control, course supplies, seed, sod, mulch, janitorial supplies and subcontractor expenses</i>	\$ 137,684
<b>Equipment Maintenance and Operation</b> <i>Includes equipment repair and maintenance, fuel and oil, hand tools, power equipment, shop materials and supplies</i>	\$ 52,451
<b>Equipment Investment Costs</b> <i>Includes the cost of capital equipment, lease, insurance, property tax, etc.</i>	\$ 118,014
<b>General &amp; Administrative Costs</b> <i>Includes safety and training, uniforms and laundry, yard waste, administrative expenses, telephone and radio, delivery-courier, advertising &amp; promotion</i>	\$ 13,113
<b>Total Contract Maintenance Costs</b>	<b>655,636</b>

<b>BrightView Golf Course Maintenance Year 5 Pricing</b>	
<b><u>CONTRACT MAINTENANCE</u></b>	<b><u>Amount</u></b>
<b>Contract Maintenance Labor Costs</b> <i>Includes wages, benefit expense, employment taxes, workers compensation insurance, staff bonuses and contract /temporary labor</i>	\$ 344,406
<b>Material Costs</b> <i>Includes Irrigation/drainage, sand and topdressing, fertilize, pesticides and weed control, course supplies, seed, sod, mulch, janitorial supplies and subcontractor expenses</i>	\$ 141,814
<b>Equipment Maintenance and Operation</b> <i>Includes equipment repair and maintenance, fuel and oil, hand tools, power equipment, shop materials and supplies</i>	\$ 54,024
<b>Equipment Investment Costs</b> <i>Includes the cost of capital equipment, lease, insurance, property tax, etc.</i>	\$ 121,555
<b>General &amp; Administrative Costs</b> <i>Includes safety and training, uniforms and laundry, yard waste, administrative expenses, telephone and radio, delivery-courier, advertising &amp; promotion</i>	\$ 13,506
<b>Total Contract Maintenance Costs</b>	<hr/> <b>675,305</b> <hr/>



# E

## Drug-Free Work Place Form

### DRUG-FREE WORKPLACE FORM

The undersigned vendor in accordance with Florida Statute 287.087 hereby certifies that

BrightView Golf Maintenance, Inc. does:  
(Name of Business)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for the drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

Gregory A. Pieschala, President

*Gregory A. Pieschala*  
Bidder's Signature

Date 9/1/21



# F Bidder Verification Form

## BIDDER VERIFICATION FORM

### LOCAL PREFERENCE (Check one)

Local Preference requested:  YES  NO

A copy of the following documents must be included in your submission if you are requesting Local Preference:

- Business Tax Receipt
- Zoning Compliance Permit

### QUALIFIED SMALL BUSINESS AND/OR SERVICE DISABLED VETERAN BUSINESS STATUS (Check one)

Is your business qualified, in accordance with the City of Gainesville's Small Business Procurement Program, as a local Small Business?  YES  NO

Is your business qualified, in accordance with the City of Gainesville's Small Business Procurement Program, as a local Service-Disabled Veteran Business?  YES  NO

### REGISTERED TO DO BUSINESS IN THE STATE OF FLORIDA

Is Bidder registered with Florida Department of State's, Division of Corporations, to do business in the State of Florida?

YES  NO (refer to Part 1.16, last paragraph)

If the answer is "YES", provide a copy of SunBiz registration or SunBiz Document Number (# B1400000526 Please see attached)  
If the answer is "NO", please state reason why: \_\_\_\_\_

### DIVERSITY AND INCLUSION (Applies to solicitations above \$50,000)

Does your company have a policy on diversity and inclusion?  YES  NO

If yes, please attach a copy of the policy to your submittal.

*Note: Possessing a diversity and inclusion policy will have no effect on the City's consideration of your submittal, but is simply being requested for information gathering purposes.*

BrightView Golf Maintenance, Inc.  
Bidder's Name

Gregory A. Pieschala, President  
Printed Name/Title of Authorized Representative

Greg A. Pieschala \_\_\_\_\_  
Signature of Authorized Representative Date 9/1/21

*This page must be completed and uploaded to DemandStar.com with your Submittal.*



# *State of Florida*

## *Department of State*

I certify from the records of this office that BRIGHTVIEW GOLF MAINTENANCE, INC. is a California corporation authorized to transact business in the State of Florida, qualified on January 28, 2004.

The document number of this corporation is F04000000526.

I further certify that said corporation has paid all fees due this office through December 31, 2020, that its most recent annual report/uniform business report was filed on May 28, 2020, and that its status is active.

I further certify that said corporation has not filed a Certificate of Withdrawal.

*Given under my hand and the  
Great Seal of the State of Florida  
at Tallahassee, the Capital, this  
the Second day of February, 2021*




*Randy R. Lee*  
**Secretary of State**

Tracking Number: 8919840764CU

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>

	<b>Department:</b> Policy and Compliance	<b>Policy</b>	Equal Employment Opportunity Statement
		<b>BVPL – S1.02</b>	Revision 2.0
		<b>Implemented</b>	05/22/2017
<b>Page #</b>	1 of 1	<b>Updated</b>	06/30/2020
<b>Owner</b>	Policy and Compliance	<b>Approval</b>	Chief Legal Officer (CLO)

### Equal Employment Opportunity Statement

BrightView is committed to selecting, developing, and promoting Team Members based on individual ability and job performance. It has been, and shall continue to be, the policy of BrightView to provide equal employment opportunity to all people in all aspects of employment without discrimination because of race, color, creed, religion, sex (including pregnancy, childbirth, breastfeeding), national origin, citizenship status, ancestry, marital status, status as a parent, age, physical or mental disability or other serious medical condition, sexual orientation, gender identity or expression, protected gender information, status as a disabled veteran and/or veteran of the Vietnam era, hairstyle, hair texture, domestic violence victim status, reproductive decision making status, or any other characteristic protected by federal, state, or local law. This policy applies to all employment decisions and activities, including without limitation or reservation, recruitment, hiring, compensation, benefits, terms and conditions of employment, opportunities for promotion, training and development, transfer, termination, layoff, and other privileges of employment. An individual’s job qualifications and performance will be the sole basis for evaluating eligibility for employment, job assignment, pay rate, training, transfer, or promotion. It has been, and shall continue to be, BrightView’s policy to maintain a working environment free of sexual harassment and intimidation. It is further our policy to comply with the letter and spirit of applicable local, state and federal statutes concerning equal employment opportunity.

Finally, it is BrightView’s policy not to discharge or any in any other manner discriminate against any employee or applicant for employment because such employee or applicant has inquired about, discussed, or disclosed their own compensation or the compensation of another employee or applicant.

Any Team Member who feels he or she has experienced discrimination, harassment or retaliation of any type should discuss these concerns with his or her manager, supervisor, or a member of the Human Resources team. If a Team Member wishes to remain anonymous, he/she can report such information to the Concerns Line.



# G Reference Form

## REFERENCE FORM

Name of Bidder: BrightView Golf Maintenance, Inc.

Provide information for three references of similar scope performed within the past three years. You may include photos or other pertinent information.

#1 Year(s) services provided (i.e. 1/2015 to 12/2018): 2004 to Current

Company Name: Palm Beach County  
Address: 1200 Country Club Way  
City, State Zip: West Palm Beach, FL 33413  
Contact Name: Paul Connell  
Phone Number: (561) 635-8646 Fax Number: NA  
Email Address (if available): PConnell@pbcgov.org

#2 Year(s) services provided (i.e. 1/2015 to 12/2018): 5/2013 - Current

Company Name: The Villages Kingfisher & Fairwinds  
Address: 1020 Lake Sumter Landing  
City, State Zip: The Villages, FL 32162  
Contact Name: Mitch Leininger  
Phone Number: (407) 579-8826 Fax Number: NA  
Email Address (if available): Mitch.Leininger@districtgov.org

#3 Year(s) services provided (i.e. 1/2015 to 12/2018): 2014-Current

Company Name: City of Daytona Beach  
Address: 301 South Ridgewood Avenue  
City, State Zip: Daytona Beach, FL 32114  
Contact Name: Brain Jaquet  
Phone Number: (386) 795-2961 Fax Number: NA  
Email Address (if available): JaquetB@CODB.US

*This page must be completed and uploaded to DemandStar.com with your Submittal.*

**Form W-9**  
(Rev. October 2018)  
Department of the Treasury  
Internal Revenue Service

**Request for Taxpayer Identification Number and Certification**

Give Form to the requester. Do not send to the IRS.

Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.  
**BrightView Golf Maintenance, Inc.**

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.

Individual/sole proprietor or single-member LLC

C Corporation

S Corporation

Partnership

Trust/estate

Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ \_\_\_\_\_

Other (see instructions) ▶ \_\_\_\_\_

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) \_\_\_\_\_

Exemption from FATCA reporting code (if any) \_\_\_\_\_

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.  
**Corporate Address: 27001 Aqoura Rd., Ste. 350, Calabasas, CA 91301**

6 City, state, and ZIP code  
**Remittance Address: P.O. Box 31001-2463, Pasadena, CA 91110-2463**

7 List account number(s) here (optional)

Requester's name and address (optional)

**Part I Taxpayer Identification Number (TIN)**

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

**Social security number**

			-				
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or

**Employer identification number**

9	5	-	2	9	9	2	3	9
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**Part II Certification**

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

**Sign Here** Signature of U.S. person ▶ *Barbara Spring* Date ▶ 1/23/2020

**General Instructions**

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

**Purpose of Form**

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.



## *State of Florida Department of State*

I certify from the records of this office that BRIGHTVIEW GOLF MAINTENANCE, INC. is a California corporation authorized to transact business in the State of Florida, qualified on January 28, 2004.

The document number of this corporation is F04000000526.

I further certify that said corporation has paid all fees due this office through December 31, 2020, that its most recent annual report/uniform business report was filed on May 28, 2020, and that its status is active.

I further certify that said corporation has not filed a Certificate of Withdrawal.

*Given under my hand and the  
Great Seal of the State of Florida  
at Tallahassee, the Capital, this  
the Second day of February, 2021*



*Randy Be*  
**Secretary of State**

Tracking Number: 8919840764CU

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>



27001 Agoura Road, Suite 350 ♦ Calabasas, California 91301  
 Phone (818) 223-8500 ♦ Fax (818) 225-2336

To: FDACS  
 P.O. Box 6700  
 Tallahassee

Date: July 9, 2021

Attention: Agricultural Products Licensing

BVGM  
 Course #: Various

Course Name: Various, License #AD2350

We are sending you:

No. of Copies	Date	Description
1	7/1/21	Completed renewal Application for Agricultural Product Dealer License including Attachment 1 Location List
1	5/22/21	Agricultural Products Dealer Bond (Bond No. 09252698)
1	76/21	Check #348513 for \$3,000.00

Remarks:

Please let me know if you need anything further to complete the renewal for BrightView Golf Maintenance, Inc. Thank you very much!

Very truly yours,

**Barbara Jimenez**

Barbara Jimenez  
 Office Manager  
 (818)737-2735

[Barbara.Jimenez@brightview.com](mailto:Barbara.Jimenez@brightview.com)

cc:

FORM #233 (3-16)



Florida Department of Agriculture and Consumer Services  
Division of Consumer Services  
2005 Apalachee Pkwy  
Tallahassee, Florida 32399-6500

July 2, 2019

BRIGHTVIEW GOLF MAINTENANCE, INC.  
24151 VENTURA BLVD.  
CALABASAS, CA 91302

SUBJECT: BRIGHTVIEW GOLF MAINTENANCE, INC.

Your application and fee for registration as a dealer in agriculture products as required by section 604.15-604.30, Florida Statutes, have been received and processed.

Your registration certificate appears below. All advertising and contracts should contain the phrase: "BRIGHTVIEW GOLF MAINTENANCE, INC. is registered with the State of Florida as a Dealer in Agriculture Products. Registration No. AD2350."

Proof of current registration must also be presented before the local occupational license(s) may be issued or renewed. This registration certificate will expire on June 20, 2020.

If you have any questions, please do not hesitate to call the Division of Consumer Services at 800-435-7352 or 850-617-7150.

Cut Here



State of Florida  
Department of Agriculture and Consumer Services  
Division of Consumer Services  
2005 Apalachee Pkwy  
Tallahassee, Florida 32399-6500

Registration No.: **AD2350**  
Issue Date: July 1, 2019  
Expiration Date: June 20, 2020

POST CERTIFICATE  
CONSPICUOUSLY

### License as Dealer in Agriculture Products

Section 604.15-604.30, Florida Statutes

BRIGHTVIEW GOLF MAINTENANCE, INC.  
1200 COUNTRY CLUB WAY  
WEST PALM BEACH, FL 33413

*Nicole Fried*

NICOLE "NIKKI" FRIED  
COMMISSIONER OF AGRICULTURE



# J Exception to the RFP

**We do not have any exceptions to the RFP**



## Key Personnel Resumes

The following resumes are included for your review. These and the organizational charts presented were developed for your club to provide additional insight regarding how we will bring both on-site and off-site resources to bear for your project. The fact that BrightView has considerable corporate expertise available to Ironwood Golf Course offers more power for each dollar you spend.

- **Randy Massey**, Superintendent
- **Mike Harbin, CGCS**, Area Director, South
- **Terry McGuire**, Vice President , General Manager, South
- **B. Todd Bunnell, PhD**, Vice President, Agronomy
- **Greg Pieschala**, President



## Randy Massey

### Superintendent, Class A

As Superintendent Randy is responsible for leading the maintenance team to ensure course standards and operations are maintained and managed consistently according to the BrightView culture. With over 30 years experience, Randy is a seasoned BrightView team member and is well versed with BrightView's operating and administrative systems.

#### Education

Electronic Technician Diploma  
Devry University

#### Professional Associations/Licenses

Class A GCSA Member

GCSAA member Central Florida Chapter

Restricted Use Pesticide License over 30 years

BMP training for Florida.

Toro and Rainbird irrigation training

#### Professional Experience:

- 2008 – Current – Superintendent with Brightview Golf at The Plantation of Leesburg and Clerbrook Golf Reseort both in FL
- 1998 – 2008 – Superintendent with OneSource at The Villages, FL
- 1987 – 1998 – Asst. Superintendent and Superintendent at Zellwood Station, FL

#### Additional Professional Experience

- Hands-on type Superintendent
- Mechanic
- Irrigation Technician
- Spray Technician
- Managed numerous in-house projects
- Irrigation up grades
- Greens and Tee rebuilds
- Equipment package purchases

#### Other Fun Facts About Randy:

Married over 30 years  
Two children  
Two grandchildren  
Two playful dogs  
Certified open water SCUBA



## W. Mike Harbin, Jr, CGCS

### Area Director, Southeast

As Area director, Southeast, Mike is responsible for personnel development, quality control and customer relationships at BrightView's properties in the Southeast. He works closely with the on-site Golf Course Superintendents to ensure course standards and operations are maintained and managed consistently according to the BrightView culture and core values. Mike brings a great deal of experience in all facets of golf course maintenance and operations, which provides clients with proactive and forward thinking to constantly be improving their courses. Mike joined BrightView Golf Maintenance in 2009 as Area Director, Southeast.

#### Education

Certificate in Turfgrass Management  
University of Georgia, Athens

Industrial Engineering, AS  
Greenville Technical College,  
Greenville, SC

#### Professional Associations & Awards

Golf Course Superintendents Association of America

Carolinas Golf Course Superintendent Association

Tri-County Technical College, Anderson, SC,  
Assistant Instructor of Horticulture

#### Professional Experience

- 2003-2009 - Director of Course Construction and Agronomics Research at The Cliffs Communities in Greenville, SC
- 1999-2003 - Golf Course Superintendent at Cliffs at Keowee Vineyard, SC
- 1996-1999 - Cliffs Valley in Greenville, South Carolina, and Superintendent at Pickens Country Club, Pickens, SC
- 1993-1996 - Golf Course Superintendent at Pickens Country Club, Pickens, SC



## Terry McGuire

### Vice President & General Manager, Southeast

As Vice President & General Manager, Southeast, Terry is responsible for overseeing personnel development, quality control and customer relationships at BrightView's properties in the Southeast. He works closely with Clients to ensure course standards and operations are maintained and managed consistently according to their standards and expectations.

Having served most recently as Vice President & Director of National Operations for BrightView Golf Maintenance, Terry is responsible for training and instructing staff members in the BrightView Golf Maintenance Operations Standards.

#### Professional Experience

Terry joined BrightView Golf Maintenance in 1999 as the Western Region Director of Maintenance with duties including overall maintenance operations of all BrightView Golf Maintenance facilities on the West Coast.

#### Additional Professional Experience

- 1990- 1998 - Arnold Palmer Golf Management, Director of Golf Course Maintenance. Responsibilities included overseeing all properties in the Western United States.
- Also served as a consultant in the development, construction and re-design phases of municipal, private, daily fee and resort courses.

#### Education

Associate of Science  
Lake City Community  
College Golf Course  
Operations

Associate of Arts  
Jacksonville Community  
College

#### Professional Associations & Awards

Golf Course Superintendents  
Association of America

National Golf Course  
Owners Association

Top Agronomic Officers,  
NGCOA, Member

Audubon International,  
Member of the  
Environmental Advisory  
Council

Lake City Community  
College, Member of the  
Advisory Council



## B. Todd Bunnell, Ph.D.

### Vice President, Agronomy

Dr. Bunnell will be the lead agronomist supporting our team at your course. As such, he will be available as needed to support the Superintendent and will be directly involved in the diagnoses and treatment strategy for any emerging turf issues. He will visit the course quarterly to oversee implementation and the fine-tuning of our programs. He will also work with the Superintendent and our team to develop the annual agronomic program each year. Dr. Bunnell developed the agronomic program contained in our proposal.

#### Education

Phd, Plant Physiology,  
Turfgrass  
Clemson University, SC

MS, Horticulture, Turfgrass  
Clemson University, SC

BS, Plant and Soil Science,  
Turfgrass  
University of Kentucky

#### Professional Associations & Awards

Golf Course Superintendents  
Association, Member

United States Golf  
Association, Member

Wade Stackhouse Graduate  
Student Fellowship, Clemson  
University, 2002–03

Schilletter Fellowship,  
Outstanding Graduate  
Student Researcher, Clemson  
University, 2001

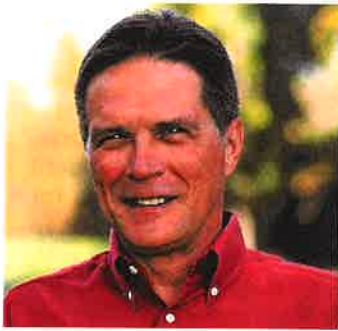
Golf Course Superintendents  
Association, Watson Fellow,  
2001

#### Professional Experience

As Vice President of Agronomy for BrightView Golf Maintenance, Dr. Bunnell works closely with Superintendents to develop sound and efficient agronomic programs. Specific agronomic programs are developed independently for each property based on science, diagnostic results and client expectations. He also works with fertilizer and chemical manufacturers to ensure the newest and most effective inputs are applied at our customers' properties. Prior to joining BrightView, Dr. Bunnell was employed by SePRO Corporation as the Manager of Turf and Ornamental Research/Golf Market Manager (2004–11). His responsibilities included research, development, and regulatory compliance of SePRO branded turf and ornamental products including plant growth regulators, insecticides, herbicides and fungicides. His tasks also included developmental efforts towards new chemistries and uses in the turf and ornamental market.

#### Additional Professional Experience

- Clemson University, Clemson, SC, Graduate Research Assistant, (M.S., Ph.D.) 1997–2003. Research projects included determining optimum light quantity for dwarf and fairway bermudagrasses, investigating soil atmosphere effects on bentgrass in the southern transition zone, conducting herbicide evaluation trials, construction and maintenance of USGA-specified bentgrass and bermudagrass greens. He also taught multiple undergraduate level courses/labs in horticulture, soil science, and turfgrass science.
- Clemson University, Walker Course, Clemson, SC, Graduate Assistant, 1999–2003. Duties included daily golf course preparation and operations and discussing various agronomic options available for optimum turfgrass growth and development with golf course superintendent and staff.
- 1996 PGA Championship at the Valhalla Golf Club, Louisville, KY, Undergraduate Internship. Duties included major tournament preparation: mowing greens and fairways, assisted in all aspects of golf course management such as spraying, fertilization, irrigation, sodding, ornamental bed installation and maintenance, tree care, and supervised management of entrance drive and delegated duties to crew workers.



## Greg Pieschala

### President

Greg provides the resources, support and company culture that allow BrightView's professionals to excel in serving our customers. To that end, he has assembled a team unmatched in the golf maintenance business, and has led the creation of industry-leading support tools, training and operations programs. He deeply believes in the wisdom of BrightView's founder, Burt Sperber, that "if we take care of our customers and our people, everything else will take care of itself."

#### Education

MBA with Distinction  
Harvard Graduate School of  
Business

BA, Economics  
Stanford University

#### Professional Associations & Awards

National Golf Course  
Owners Association

Golf Course Superintendents  
Association of America

Los Angeles Children's  
Chorus, Director and  
Treasurer

Huntington Library, Art  
Collection and Botanical  
Gardens, Overseer

#### Professional Experience

Greg Pieschala became President of BrightView Golf Maintenance in October 2003 with a mandate to expand the company on the basis of high customer satisfaction and quality. He originally joined BrightView Companies in January 2000 as Executive Vice President where he focused on expanding the corporation's national presence through acquisitions of strong regional companies. Prior to joining BrightView, Greg was a Principal in the Los Angeles office of McKinsey & Company.



## Ironwood Golf Course Maintenance Standards

The following agronomic plan, prepared by Dr. Todd Bunnell, PhD, Vice President of Agronomy, and Mike Harbin, CGCS, Area Director, South, is designed to produce and sustain the course quality you and your customers expect. In looking at the below Agronomic Plan, each area of the course, starting with the greens, illustrates the frequencies and specifications along with key recommendations for applications, method, and process of practices that BrightView believes are necessary for the long-term health, sustainability and continuous improvement of your courses.

## Ironwood Golf Club

### 1. PUTTING GREEN MAINTENANCE (Includes Practice Green)

Task	Frequency	Method & Specifications	BrightView Notes
Mowing / Rolling	• Mow 7x/week	<ul style="list-style-type: none"> <li>• Triplex greens mowers practicing alternating mowing patterns.</li> <li>• Height of cut = .156" to .250" based on season.</li> </ul>	<ul style="list-style-type: none"> <li>• Green consistency highest maintenance priority for BrightView.</li> </ul>
Vertical Mowing (Verticutting and Grooming)	• 12x/year	<ul style="list-style-type: none"> <li>• As needed during the growing season.</li> <li>• Grooming included in schedule.</li> <li>• Scheduled around other growing season programs (i.e., aeration).</li> </ul>	
Topdressing	<ul style="list-style-type: none"> <li>• 2x/year – Heavy</li> <li>• 12x/year – Light</li> </ul>	<ul style="list-style-type: none"> <li>• Heavy sand topdressing in conjunction with core aerifications.</li> <li>• Light sand topdressing during year to maintain consistent green speed and surface, while diluting organic matter/thatch (verticut, solid line aeration).</li> <li>• Sand topdressing will be brushed or watered into green surface as applicable.</li> <li>• Topdressing will be USGA specs and matched to existing greens soil via testing.</li> </ul>	<ul style="list-style-type: none"> <li>• BrightView scientifically matches sand topdressing material to existing greens soil to ensure long-term consistency and performance of soil structure and porosity.</li> <li>• Many maintenance contractors do not test the compatibility of topdressing sand to existing soil, which can result in layering and significant long-term soil-related problems.</li> </ul>
Set-up (Hole Locations)	• 7x/week	<ul style="list-style-type: none"> <li>• Hole location changed in accordance with USG recommendations.</li> <li>• Tee markers moved in concert with hole locations.</li> <li>• Cups, flags and poles uniform and approved by Club.</li> </ul>	<ul style="list-style-type: none"> <li>• Flag replacement 1x/year.</li> <li>• Pole replacement 1x/year.</li> <li>• Cup liners replacement 1x/year.</li> </ul>
Aeration	<ul style="list-style-type: none"> <li>• 2x/year – Core aerifications</li> <li>• 2x/year – Solid Tine</li> </ul>	<ul style="list-style-type: none"> <li>• Tine size sufficient to remove prescribed 20% of the total putting surface annually.</li> </ul>	<ul style="list-style-type: none"> <li>• We will perform annual soil physical profiles to track organic matter (thatch) accumulation. These results will guide percent annual displacement via core cultivation and verticutting.</li> <li>• Vice President of Agronomy works with Superintendent and Area Director to determine tine size and timing of activity.</li> </ul>
Fertilization	• Weekly	<ul style="list-style-type: none"> <li>• Fertilizer type and rates will be determined from the results of annual soil nutrient level testing and growing conditions at the time of treatment.</li> <li>• Dry and foliar programs included.</li> <li>• Micro-nutrient program.</li> <li>• 18.26 lbs N – 2.15 lbs P2O5 – 8.08 lbs K2O/1000 ft2 will be applied annually, under normal conditions.</li> </ul>	<ul style="list-style-type: none"> <li>• Our year-round program is based on plant and soil chemistry.</li> <li>• Rates are subject to change based on more current soil testing.</li> <li>• Nitrogen program designed to provide adequate growth, color and traffic tolerance without promotion of excessive growth and thatch development.</li> </ul>
Weed Control	• As needed	<ul style="list-style-type: none"> <li>• Greens will be maintained in weed-free condition.</li> <li>• Will be achieved through post-emergence and pre-emergence chemical applications.</li> </ul>	<ul style="list-style-type: none"> <li>• Applications of herbicides will be applied to eliminate goosegrass and crabgrass.</li> </ul>
Insect and Pest Control	• As needed	<ul style="list-style-type: none"> <li>• IPM (Integrated Pest Management) program will govern rates and timing of applications.</li> <li>• All applicable regulations shall be strictly adhered to and enforced.</li> <li>• All required regulatory reporting will be the responsibility of BrightView.</li> </ul>	<ul style="list-style-type: none"> <li>• We regularly monitor insect and disease thresholds throughout the season.</li> <li>• A preventative disease and insect program will be implemented.</li> </ul>
Plant Growth Regulator (PGR)	• 42x/year	<ul style="list-style-type: none"> <li>• A PGR will be applied year round.</li> </ul>	<ul style="list-style-type: none"> <li>• Benefits of PGRs include improved turf quality, improved stress tolerance and reduced water use.</li> <li>• We are expert in using PGR technology and will use PGRs to improve greens performance and playability.</li> </ul>
Wetting Agents	• Monthly	<ul style="list-style-type: none"> <li>• Wetting agents will be applied every monthly to improve the infiltration and uniformity of irrigation applications.</li> </ul>	<ul style="list-style-type: none"> <li>• Wetting agents will not only enhance the uniformity and infiltration of water, but they will also improve the efficiency of water use, resulting in lower water use.</li> </ul>
BrightView Annual Diagnostic Program	<ul style="list-style-type: none"> <li>• Comprehensive soil nutrient, plant tissue, water quality, and putting green physical analyses will be performed yearly to build a prescription-based agronomic plan.</li> </ul>	<ul style="list-style-type: none"> <li>• Soil nutrient samples 2x/year.</li> <li>• Plant tissue analysis 6x/year.</li> <li>• Water quality samples 2x/year.</li> <li>• Putting green physical analysis 1x/year.</li> <li>• Nematode assays as needed.</li> <li>• Disease/insect identification as needed.</li> </ul>	<ul style="list-style-type: none"> <li>• Results will be compiled by Superintendent and reviewed collectively with Area Director and Vice President of Agronomy to continue to build and fine-tune the agronomic plan.</li> </ul>

2. TEE MAINTENANCE			
Task	Frequency	Method & Specifications	BrightView Notes
Mowing	• 3x/week during the growing season	• Using triplex-type mowers. • Height of cut = 0.250"–.500"	
Set Up	• 1x/week – Divot repair • 7x/week – Tee markers placement	• Divots filled to promote tee recovery and maintain level surface. • Tee located to be consistent with hole placement	• Trash removed daily.
Cultural Practices	• 2x/year – Aerification • As needed – Solid tine / slicing	• Aerify in June and August • Vertical as indicated by course conditions.	• Cultural practices may be increased if soil conditions require to improve turf quality.
Fertilization	• 12x/year	• Fertilizer type and rates will be determined from the results of annual soil nutrient level testing and growing conditions at the time of treatment. • Granular program included 12.72 lbs N – 0 lbs P2O5 – 4.62 lbs K2O/1000 ft2 will be applied annually, under normal conditions. • Additional spot applications rendered to problem turf areas.	• Our year-round program is based on plant and soil chemistry. • Soil tests will be used to build fertilization program. • Rates are subject to change based on agronomic factors. • Nitrogen program designed to provide adequate growth, color and traffic tolerance.
Weed Control	• As needed	• Will be achieved through both pre-emergence and post-emergence chemical applications.	• Pre-emergence and post-emergence herbicide program is included targeting poa, crabgrass, goosegrass, nutsedge and several broadleaf weeds. • Multiple herbicide modes of action will be used for resistance management.
Insect and Pest Control	• As needed	• IPM (Integrated Pest Management) program will govern rates and timing of applications. • All applicable regulations shall be strictly adhered to and enforced. • All required regulatory reporting will be the responsibility of BrightView.	• We regularly monitor insect and disease thresholds throughout the season. • Preventative applications will be made to control grubs and other turf-feeding insects.
PGR	• 5x/year	• A PGR will be applied in spring and summer.	• Benefits of PGRs include improved turf quality, improved stress tolerance and reduced water use. • We are expert in using PGR technology and will use PGRs to improve turf quality and playability.
BrightView Annual Diagnostic Program	• Comprehensive soil nutrient, plant tissue, water quality, and putting green physical analyses will be performed yearly to build a prescription-based agronomic plan.	• Soil nutrient samples 2x/year. • Plant tissue analysis 8x/year. • Water quality samples 2x/year. • Nematode assays as needed. • Disease/insect identification as needed.	• Results will be compiled by Superintendent and reviewed collectively with Area Director and Vice President of Agronomy to continue to build and fine-tune the agronomic plan.

3. FAIRWAYS			
Task	Frequency	Method & Specifications	BrightView Notes
Mowing	• 3x/week during the growing season	• Consistent straight mowing pattern and defined edges. • Fairway width maintained to current size. • Height of cut = 0.500"–.750" based on season.	• Divots repaired as necessary to maintain consistency of fairway surface.
Cultural Practices	• 1x/year – Aerification	• Aerify in June	• Cultural practices may be increased, if soil conditions require, to improve turf quality.
Fertilization	• 4x/year	• Fertilizer type and rates will be determined from the results of annual soil nutrient level testing and growing conditions at the time of treatment. • Granular program included 6.72 lbs N – 0 lbs P2O5 – 2.62 lbs K2O/1000 ft2 will be applied annually, under normal conditions. • Additional spot applications rendered to problem turf areas.	• Our year-round program is based on plant and soil chemistry. • Soil tests will be used to build fertilization program. • Rates are subject to change based on agronomic factors. • Nitrogen program designed to provide adequate growth, color and traffic tolerance.
Weed Control	• Seasonal • As needed	• Will be achieved through both pre-emergence and post-emergence chemical applications.	• Pre-emergence and post-emergence herbicide program is included targeting the following weeds: poa, crabgrass, goosegrass, nutsedge, and several broadleaf weeds. • Multiple herbicide modes of action will be used for resistance management.
Insect and Pest Control	• As needed	• IPM (Integrated Pest Management) program will govern rates and timing of applications. • All applicable regulations shall be strictly adhered to and enforced. • All required regulatory reporting will be the responsibility of BrightView.	• We regularly monitor insect and disease thresholds throughout the season. • Preventative applications will be made to control grubs and other turf-feeding insects.
PGR	• 5x/year	• A PGR will be applied in spring and summer on both Bermudagrass.	• Benefits of PGRs include improved turf quality, improved stress tolerance and reduced water use. • We are expert in using PGR technology and will use PGRs to improve turf quality and playability. • Foliar Nitrogen and Iron will be applied in combination with PGR applications to supplement granular fertilizer program. This will greatly improve turf color and density.
BrightView Annual Diagnostic Program	• Comprehensive soil nutrient, plant tissue, water quality, and putting green physical analyses will be performed yearly to build a prescription-based agronomic plan.	• Soil nutrient samples 2x/year. • Water quality samples 2x/year. • Disease/insect identification as needed.	• Results will be compiled by Superintendent and reviewed collectively with Area Director and Vice President of Agronomy to continue to build and fine-tune the agronomic plan.

4. PRIMARY ROUGHS (Irrigated)			
Task	Frequency	Method & Specifications	BrightView Notes
Mowing	• 1x/week – May be reduced in periods of slow growth	• Using rough mower and trim mowers • Height of cut = 1.5”-2.5” depending on season	
Cultural Practices	• 1x/year – aeration	• Aerify in June	• Cultural practices may be increased, if soil conditions require, to improve turf quality
Fertilization	• 4x/year	• 6.72 lbs N – 0 lbs P2O5 - 2.62 lbs K2O/1000 ft2 will be applied annually, under normal conditions. • Additional spot applications rendered to problem turf areas.	• Our year-round program is based on plant and soil chemistry • Soil tests will be used to build fertilization program <b>Rates are subject to change based on agronomic factors.</b>
Weed Control	• As needed	• Will be maintained to control weeds in rough and tee surrounds • Will be achieved through both pre-emergence and post-emergence chemical applications.	• Pre-emergence and post-emergence herbicide program is included targeting the following weeds: poa, crabgrass, goosegrass, nutsedge and several broadleaf weeds • Multiple herbicide modes of actions will be used for resistance management

5. BUNKERS (BrightView will deliver clean, playable and weed-free sand bunkers. Sand depth will be monitored and adjusted once annually)			
Task	Frequency	Method & Specifications	BrightView Notes
Raking	• Bunker 5x/week	• Mechanical raking • Hand raking faces and edges as required.	• Maintain the design integrity of bunkers
Edging	• Monthly in growing season	• Mechanical edging to ensure hazard is well defined	
Sand Depth	• 1x/year – Inspected	• 4” base	• Sand redistributed as needed to improve bunker playability
Mowing	• 1x/week or as needed	• Using a Flymow or string trimmer	• Maintain a manicured appearance

6. IRRIGATION			
Task	Frequency	Method & Specifications	BrightView Notes
Irrigation performance and delivery will be monitored daily to ensure adequate water is being applied for healthy turfgrass growth and firm playing conditions. Rain gauges and soil TDR meters will be used extensively to identify wet and/or dry areas. Hand watering will be used when needed to deliver additional water to dry areas without the use of overhead irrigation.			
Scheduling	• Daily	• Use of automatic irrigation system	• Daily adjustments to ensure optimal effectiveness of irrigation across golf course
Repairs	• As needed	• Club approval prior to taking system down for longer than 48 hours	• Responsible for all operation repairs and maintenance for system up to \$6,000 • Capital improvement or replacement for system responsibility of Club and requires prior written authorization
Irrigation Audit	• Annually	• Check pressure, plugged nozzles, arc adjustment, rotation and proper central irrigation water management program.	• We partner with other clients to define best practices, establish benchmarks and educate the public about water-use efficiency

7. EQUIPMENT MAINTENANCE AND REPAIR			
BrightView utilizes the fleet maintenance system "My Turf." This program automatically alerts when maintenance is due, automates tasks and parts list for each preventive maintenance event and archives a full record of all parts and labor costs per equipment.			

8. MAINTENANCE RECORDS			
Task	Frequency	Method & Specifications	BrightView Notes
Weekly Reports	• Weekly		
Annual Agronomic Plan	• Yearly		

### Agronomic Observations and Plan Summary for Iron Wood Golf course

A custom prescriptive agronomic plan for Iron Wood Golf Course has been developed by BrightView Golf Maintenance based upon site visits, visual observation and RFP specifications. A summary of the agronomic plan and key findings from the observations will be highlighted below:

**PUTTING GREENS** – The putting greens are established TifDwarf bermudagrass. The primary agronomic programs including cultural programs, fertility, moisture management, and pest/weed control.

**Cultural Program** – Being established and mature TifDwarf bermudagrass putting greens at Iron Wood, a proper cultural program is important to the long-term health and performance of putting greens. Although, aerification programs are important practices, the light and frequent practices, such as light topdressing, light grooming/verticutting, and solid/needle tining, are equally as important, especially related to the daily playability and performance of putting greens. BVGM has the specified cultural practices included in the agronomic plan:

- Biweekly light sand topdressing
- Biweekly light verticutting/grooming during the growing season
- Core aerification (impacting 25% of the surface area per year)
- Additional solid tining or needle tining as needed for soil oxygenation

An intact soil core sample will be harvested if BVGM is selected as your maintenance partner to perform a complete physical analysis of the putting green root zone mix and organic matter percentage. To develop a more prescriptive program moving forward:

1. **Organic Matter (Thatch) Percentage** – Organic matter (thatch) percentage in a putting green is a primary limiting factor to fast, firm and healthy putting greens. Due to the water holding capacity of organic matter, excessive organic matter results in putting greens which are chronically soft, wet and unhealthy due to multiple factors. **Organic matter content above 5% in putting greens are considered excessive, leading to poor drainage, shallow rooting and reduced playability due to soft and wet putting green surfaces.** The cultural program outlined by BVGM will target a reduction in organic matter overtime. Annual intact core samples will be harvested to track the organic matter trends yearly.
2. **Rootzone Mix Analysis** – The sand fraction analysis check for consistency across the various depths of the root-zone. These sand fractions will be used to identify a comparable topdressing sand for both light and heavy topdressing events.

**Picture of root zone of putting green at Iron Wood GC, showing an excessive amount of organic matter (dark brown layer) in the upper rootzone.**





**Putting Green speed and playability –**

*Plant Growth Regulators-* A custom combination of plant growth regulators (PGR's) is a key part of the agronomic plan to improve the overall performance and playability of the putting greens at Iron Wood. BVGM is an expert with the use of plant growth regulators. The PGR program that has been developed for Iron Wood will improved green speeds, turf color, density, turf quality, stress tolerance, and help suppress encroachment of the "off type" Bermuda turf that is currently present in the greens.

1. Plant Growth Regulators – The PGR program that has been developed for Iro Wood is a combination of 2 different products that have proven to be more effective on slowing the growth of the "off type" Bermuda turf. This will slow the spread of the "off type" Bermuda turf by slowing the growth rate resulting in better greens playability.



***Picture of "off type" Bermuda turf***

**Moisture Management** – Proper management of moisture is two-fold: 1) proper delivery of the right amount of moisture based upon daily evapotranspiration and turf requirements and 2) proper management of the chemical components in water to ensure their management in the root zone.

*Water Management* – Related to water quality, proper distribution and allocation of water is critical to delivering healthy and consistently putting greens. Too much or too little water can negatively affect turf health and putting green performance. BVGM utilizes soil moisture meters (TDR meters) and hand-watering techniques to spot apply water where it is needed. Overhead irrigation should not be used to manage dry areas on putting greens as this will create excessive water in other areas, especially putting green surrounds. Rather, soil moisture monitoring and hand watering will be used to deliver appropriate quantities of water to specific locations on each putting green.





*Field Scout TDR 300 Moisture Meter*



*Dry areas on the course*

**Pest Control Program(s)** – A variety of weeds and pests are expected on TifDrawf bermudagrass putting greens in Central Florida, including but not limited to: weeds, diseases, insects and nematodes. BVGM has included Integrated Pest Management (IPM) strategies to control these pest via the proper timing and placement of preventative and curative control products. A few examples: 1) preventative fairy ring applications are based upon soil temperature models of when the disease becomes active; 2) first generation mole cricket applications are timed based upon the scouting and identification of egg-laying females and presence of newly hatched nymphs. This allows for a single application of a properly timed insecticide for maximum control.

**TEES AND FAIRWAYS** – The tees and fairways at Iron Wood are established hybrid bermudagrass. A complete and prescriptive agronomic plan has been constructed to present the tees and fairways with peak performance during late fall, winter and spring months.