



GOTHIC LANDSCAPE

REQUEST FOR PROPOSAL:

Landscape Maintenance Services

Right-of-Way

The City of South San Francisco

Thursday, May 28, 2026

05/28/2026

Joshua Richardson, Parks Manager
South San Francisco Corporation Yard
550 North Canal Street
South San Francisco, CA 94080

RE: RFP for Landscape Maintenance Services – Right-of-Ways

Dear Mr. Richardson and City of South San Francisco:

Thank you for the opportunity to submit our proposal for Landscape Maintenance Services – Right-of-Ways for the City of South San Francisco. Gothic Landscape Maintenance Division is pleased to provide specialized landscape maintenance services for the City's Right-of-Ways areas, including medians, islands, rights-of-way, and HOA landscape areas identified within the RFP.

Gothic Landscape Maintenance Division provides comprehensive landscape maintenance services supported by experienced horticultural supervision, water management expertise, sustainable maintenance practices, and responsive client service.

In accordance with the RFP requirements, we acknowledge the following:

- Gothic Landscape Maintenance Division agrees to enter into the City of South San Francisco Landscaping Services Agreement included as Attachment C and will adhere to all scope of work requirements identified in the RFP documents.
- We have reviewed and understand all RFP documents, including Attachments A through D and all issued addenda.
- This proposal shall remain valid for ninety (90) calendar days from the date of proposal submission.
- Gothic Landscape Maintenance Division is properly licensed to perform the work described in this RFP.

Gothic Landscape Maintenance Division

160 Demeter Ave
East Palo Alto, CA 94303

Primary Contact:

Ryan Ferrara
Strategic Growth Manager
408.332.3545
ryan.ferrara@gothiclandscape.com

We appreciate your consideration and welcome the opportunity to partner with the City of South San Francisco on this project. If you have any questions or require additional information, please contact us at any time.

Sincerely,

Ryan Ferrara
Strategic Growth Manager
Gothic Landscape Maintenance Division

COMPANY OVERVIEW

Founded in 1984, Gothic Landscape has remained a proud, family-owned and operated company from day one. The name “Gothic” originates from Gothic Avenue in Los Angeles’ San Fernando Valley, where the Georgio family launched the business. Over the past 40+ years, Gothic has grown into the largest privately held landscape company in the nation, serving clients across California, Arizona, and Nevada with full-service capabilities. Today, our extended family includes more than 2,500 dedicated landscape professionals, united by a shared commitment to quality, safety, innovation, and environmental responsibility.

Name: Gothic Landscape
Address: 2520 Pulgas Ave. East Palo Alto Phone Number: 661-678-1400
Website: www.gothiclandscape.com CA Contractors License-C27-873902 Federal Tax ID- 56-239932

2500+

Employees

95%

Client Retention

18 yrs

Avg. Mgmt. Tenure

9.63/10

Client Satisfaction

A Team of Experts Committed to You



Horticultural Services



Water Management



Sustainable Programs



Arbor Care



Environmental Restoration



Construction & Install



Design & Life cycle Management

ATTACHMENT D

RECENT LANDSCAPE MAINTENANCE SERVICE CONTRACT WITHIN THE LAST THREE (3) YEARS

Company Name and Address	Contact Person and Phone Number	Type of Work and Square Footage	Contract Amount
Hudson Pacific	Michelle Mariona Senior Director, Operations MMariona@hudsonppi.com	Commercial Class A 5.2 million sq ft	\$834k+
Gateway of Pacific BioMed	Monique Adley Director, Operations Monique.Adley@biomedrealty.com	Commercial Class A 2.2 million sq ft	\$300K+
CSUMB Campus	Tammy Marquez Facilities Management tamarquez@csumb.edu	Campus Institutional/Various Locations 61.1 million sq ft	\$430k+

Labor Force Allocation and Service Delivery Plan

Gothic Landscape has developed a dedicated staffing and service delivery program specifically for the City of South San Francisco's Right-of-Way Landscape Maintenance Services contract. Our proposed workforce allocation is designed to meet or exceed all maintenance frequencies, quality standards, irrigation requirements, litter removal schedules, weed abatement requirements, and Integrated Pest Management (IPM) obligations identified in Attachment A and Attachment B.

To provide consistent service across all medians, islands, parkways, and right-of-way landscape areas, Gothic Landscape will assign a dedicated team consisting of:

This labor allocation provides sufficient staffing capacity to perform all routine landscape maintenance activities while maintaining flexibility to address seasonal growth patterns, irrigation needs, weed abatement activities, emergency response requirements, and quality control inspections.

Service Delivery Approach

The assigned maintenance crews will perform all landscape maintenance activities in accordance with the frequencies and standards established in Attachment B. Services include mowing, edging, litter removal, shrub and groundcover maintenance, irrigation inspections, weed control, hardscape weed management, debris removal, and right-of-way weed abatement.

Service Requirement	Frequency	Gothic Landscape Delivery Method
Turf Mowing	Weekly during active growing season and as needed thereafter	Scheduled route-based mowing program utilizing commercial mowing equipment
Turf Edging & Trimming	Concurrent with each mowing cycle	Mechanical edging and detailed trimming around hardscape, utilities, and landscape features
Litter & Debris Removal	Per Attachment A frequencies	Dedicated route inspections and cleanup of trash, debris, leaves, and landscape waste
Irrigation Inspection	Weekly	Certified Irrigation Technician inspections, sprinkler adjustments, repairs, and water management monitoring
Shrub & Groundcover Maintenance	As needed	Horticultural pruning, clearance maintenance, sight-line management, and debris removal
Weed Control	Ongoing	Mechanical and chemical control utilizing City-compliant IPM practices
Herbicide Applications	Minimum twice annually and as required	Performed by a Qualified Applicator Certificate (QAC) holder in accordance with City standards
Right-of-Way Weed Abatement	Minimum three times annually and as directed	Mechanical weed abatement utilizing approved equipment and traffic control procedures

Irrigation and Water Management

Gothic Landscape recognizes the City's emphasis on water conservation and irrigation stewardship. Our Certified Irrigation Technician will conduct weekly inspections of irrigation systems to identify broken heads, coverage deficiencies, leaks, and operational issues. Minor irrigation repairs, nozzle replacements, riser adjustments, and sprinkler head maintenance will be performed as part of routine maintenance services. Irrigation deficiencies, vandalism, or larger system failures will be documented and reported promptly to the Parks Manager in accordance with contract requirements.

Integrated Pest Management and Sustainability

Gothic Landscape will implement a comprehensive Integrated Pest Management (IPM) program that emphasizes cultural, mechanical, biological, and reduced-risk chemical controls. All pesticide and herbicide applications will be performed by properly licensed personnel. Monthly chemical use reports, SDS documentation, and application records will be provided in accordance with City requirements.

To support the City's sustainability goals, Gothic Landscape utilizes battery-powered landscape equipment where operationally feasible to reduce fuel consumption, noise, and emissions while maintaining productivity and service quality.

Quality Assurance and Contract Oversight

The First Line Supervisor will conduct regular field inspections to verify compliance with all service frequencies and performance standards. In addition, Gothic Landscape's management team will perform periodic quality assurance audits to ensure all work meets contract specifications and City expectations.

Detailed work schedules, inspection reports, irrigation records, and maintenance documentation will be maintained throughout the contract term to ensure accountability and responsiveness. Any deficiencies identified by City staff will be corrected immediately and within the contract-required response timeframe.

Supplemental Resources

In addition to the dedicated maintenance team, Gothic Landscape provides access to specialized support divisions including Water Management, Arbor Care, Safety, Quality Control, Fleet Services, Construction, and Seasonal Enhancement Teams. These resources can be deployed as needed to support seasonal workload demands, emergency response situations, large-scale weed abatement efforts, irrigation audits, and landscape enhancement projects without impacting routine maintenance operations.

Through dedicated staffing, proactive supervision, rigorous quality control, sustainable maintenance practices, and the support of specialized service divisions, Gothic Landscape is confident that our proposed labor allocation and service delivery plan will consistently meet or exceed the City of South San Francisco's Right-of-Way Landscape Maintenance Service requirements.

CONTRACT LABOR SUMMARY

Pursuant to the specifications, the following Labor Summary must be completed for the Contract Areas, showing the number of full-time positions provided by the Proposer to perform services for the areas. Additionally, the City will evaluate the proposals to ensure that a satisfactory number of positions have been provided for by the Proposer to achieve a high level of landscape maintenance in these areas. This Labor Summary and the selection criteria for award of contract will be used by the City to select the most responsible Proposer.

Designate the number of full time employees that have been included in the proposal for all Contract Areas. Designate the number of personnel employed on the job for 40 hours per week or the number of hours proposed per week for each category below:

Proposer's Proposed Manpower

	Number of Personnel	Hours Per Week
1. First Line Supervisor of Landscaping Workers	1	40
2. Landscape and Groundskeeping Workers	5	200
3. Irrigation Technician	1	24
4. Pesticide Applicator	1	16
Total full-time positions proposed:	8	280

IDENTIFICATION OF SUBCONTRACTORS

Not less than fifty percent (50%) of the contract work shall be done by the prime contractor.

Further, the Contractor shall not, without the consent of the City of South San Francisco, either:

- (a) Substitute any person or subcontractors in place of the subcontractors designated on his original proposal.
- (b) Permit any subcontract to be assigned or transferred or allow it to be performed by anyone other than the original subcontractor listed in the proposal.

Should the Consultant violate any of the provisions of this Identification of Subcontractors form, it shall be deemed a violation of this Agreement, and the City of South San Francisco may cancel the Agreement.

Portion of Work	Subcontractor Name & License Number	Location and Place of Business	% of Work
Pest Control (Supplemental)	Smith's Pest Management License # 8261	San Jose, CA	2%

ORGANIZATION & APPROACH

The Gothic Landscape team for the City of So. SF will be supported by Marlene Barneveld, Regional Manager and led by JJ Hubert, Market Manager. Marlene is a seasoned landscape professional with a degree in horticulture from the Massey University, New Zealand. She has 30+ years of experience in landscape management services with a strong emphasis on organic and sustainable environments. Marlene is a certified Bay-Friendly Landscape Maintenance Professional, Certified Bay-Friendly Landscape Designer, Certificated Sustainable Landscaping professional. She will be responsible for directing our on-site maintenance crews and support staff to adhere to the City's landscape maintenance needs and standards.

Marlene will provide project direction and support the landscape operations through her maintenance team & support service teams who consist of the following key service personnel:

Landscape Maintenance Team

- Branch Manager (Weekly)
- Production Team (Weekly)
- Account Manager/On-site Supervisor (Daily)
- Irrigation / Water Manager (Seasonal/On Demand)
- Safety Officer (2x month)

Support Staff

- Tree Care Crews-
- Arborist
- Construction Crews
- Water Management
- Quality Control
- Technical Advisor
- Design Specialist

Landscape Management AND NOT JUST “MAINTENANCE”

Our strategy is to provide an integrated and collaborative approach. Our Account Manager will communicate constantly with the production crews and infrastructure support teams to ensure both efficiency and quality control. It is always our goal to be proactive as opposed to reactive in bringing issues to your attention before you have to bring them to ours. Our overall Landscape Management program also includes the following:

- Daily updating of “problem” report
- Weekly property reports
- Monthly comprehensive written report for inclusion in Board of Director packets
- Attendance at required Board of Director meetings (when necessary)
- Attendance on all site walks with management, at your direction

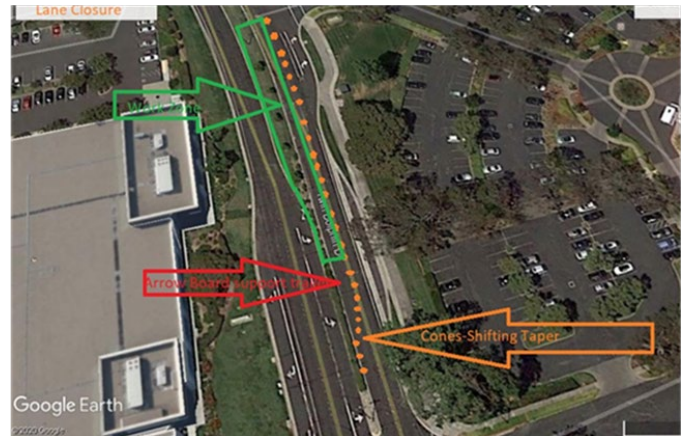
Safety Program

At Gothic Landscape, safety is not simply a program, it is a core value embedded in our culture and daily operations. Our commitment is to ensure every employee returns home safely each day while maintaining safe, attractive, and accessible public spaces for residents, visitors, and City staff.

Gothic Landscape maintains a comprehensive Injury and Illness Prevention Program (IIPP) and operates in full compliance with Cal/OSHA requirements and industry best practices. Safety performance is reinforced through active leadership involvement, continuous employee training, routine inspections, and proactive hazard mitigation.

Our safety program includes:

- Weekly crew safety meetings conducted in the field.
- Weekly companywide safety calls held every Monday to review safety performance, industry trends, and risk management initiatives.
- Tailgate safety training covering topics such as heat illness prevention, trip hazards, driver and cyclist awareness, water safety, bee and insect hazards, equipment operation, and seasonal risks.
- New employee safety orientation and job-specific training.
- Site-specific hazard assessments and safety checklists.
- Routine scorecard-based crew safety inspections.
- Ongoing review and improvement of safety procedures and field practices.



Public and Community Safety

The City of South San Francisco's landscape assets are located within active public environments that require constant attention to public safety. Gothic Landscape takes a proactive approach to identifying, correcting, and reporting potential hazards before they become liabilities.

Our field personnel routinely inspect for:

- Sidewalk and pathway trip hazards.
- Vegetation encroachment into pedestrian walkways.
- Sightline obstructions at intersections, roadways, and traffic control devices.
- Irrigation-related hazards and water accumulation.
- Unsafe site conditions caused by weather, vandalism, or unforeseen events.

Through ongoing training, routine inspections, employee engagement, and management oversight, we foster a culture where safety awareness becomes second nature. This commitment protects our employees, safeguards the public, preserves City assets, and supports the delivery of exceptional landscape maintenance services.

Sustainable Landscape Management

Gothic Landscape's sustainability approach aligns with the City of South San Francisco's commitment to environmental responsibility. We manage landscapes as living systems—balancing plant health, water use, and long-term resilience while supporting the overall function and quality of the property.

Operational Alignment

Our programs support core priorities:

- **Operational efficiency** — reduced inputs with consistent quality
- **Asset performance** — protecting plant material and infrastructure
- **Environmental responsibility** — lower emissions, reduced water use, improved ecological health

Sustainable Practices in Execution

Daily operations are driven by practical, site-based decisions:

- **Water-conscious management** through climate-responsive irrigation
- **Soil-first horticulture** to support plant health and longevity
- **Climate-appropriate plant management** to reduce stress and replacement
- **Bioswale stewardship** to maintain function and compliance
- **Low-impact operations** minimizing noise, emissions, and disruption

Accountability Through Performance

Gothic Landscape's sustainability practices are independently assessed through **EcoVadis**, a global standard that evaluates companies across environmental impact, labor and human rights, ethics, and responsible procurement.

Gothic was awarded a **Bronze Medal** based on how we operate as a business—measuring real performance, not stated intent.

To our knowledge, Gothic is **the only landscape maintenance firm in North America to achieve this level of independent sustainability recognition.**

This distinction reflects a level of accountability and operational alignment that goes beyond the landscape—directly supporting SSF's expectations for measurable, ESG-driven performance.



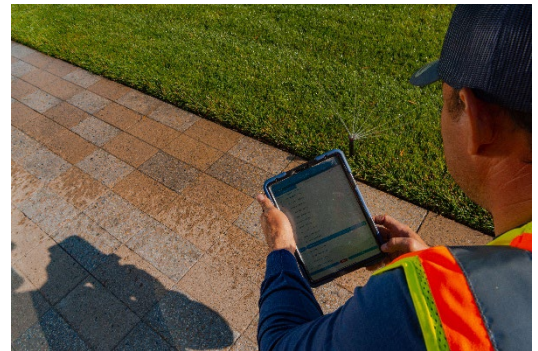
Industry Certifications

- ReScape Landscape Maintenance Professional
- ReScape Landscape Designer
- ReScape Qualified Professional (RQP) - Landscape Maintenance
- ReScape - Compost and Mulch Best Practices
- Certified Landscape Manager – Exterior
- ISA Certified Arborist
- ISA Tree Risk Assessment Qualified
- Accredited Green Roof Professional (GRP), Green Roofs for Healthy Cities
- ReScape Qualified Professional – Landscape Maintenance
- Qualified Water Efficient Landscaper (QWEL) Certification
- California Native Plant Certified Landscaper
- ReScape Green Stormwater Infrastructure Bioretention Maintenance
- Sustainable Horticulture Certification
- Sustainable Landscape Design
- LEED Certified
- Qualified Applicators License (QAL)
- Qualified Applicators Certification (QAC)



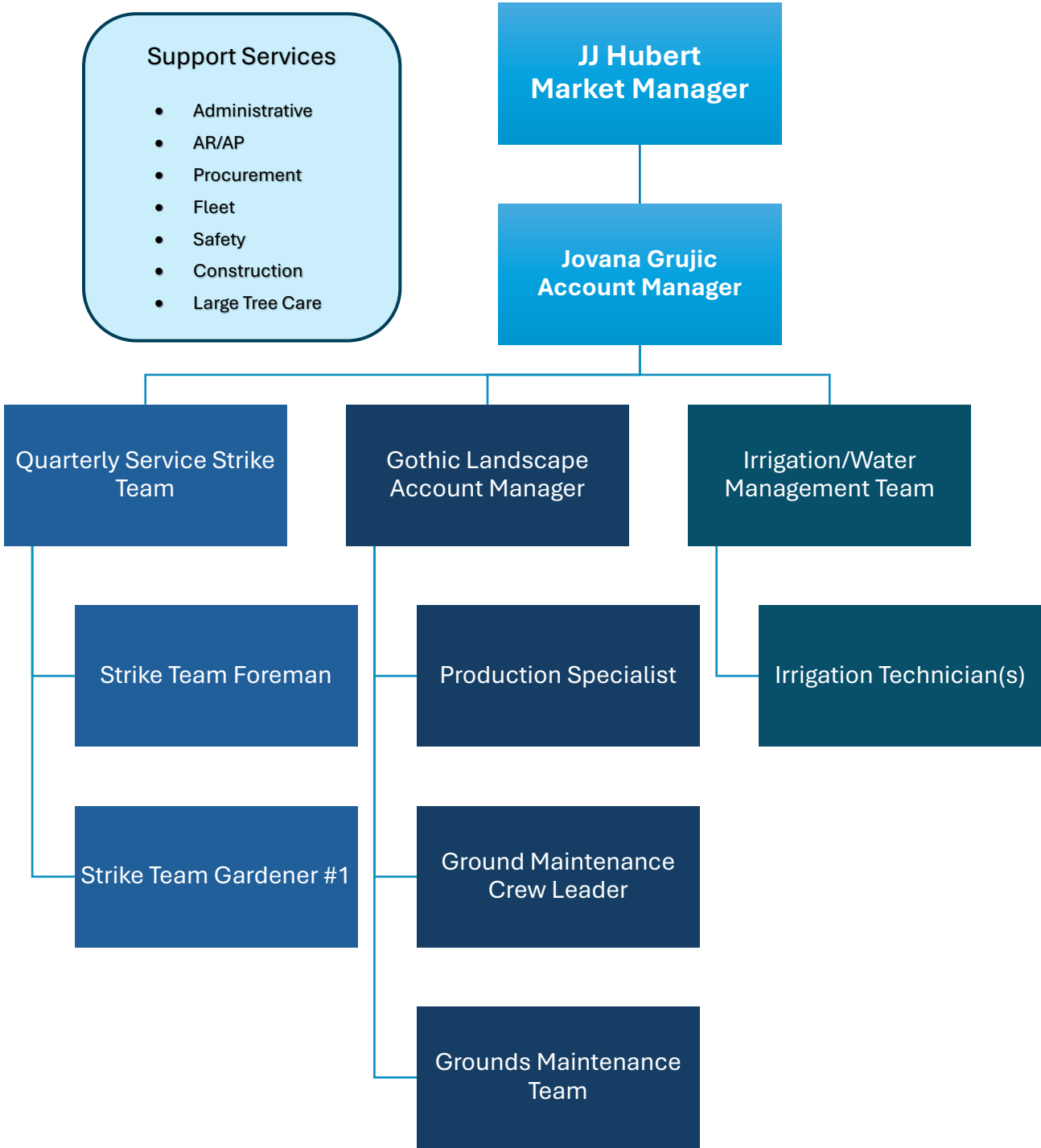
Water Management Certifications

- Certified Irrigation Contractor (CIC)
- Certified Irrigation Technician (CIT)
- Certified Irrigation Designer (CID)
- Certified Landscape Irrigation Auditor (CLIA)
- EPA WaterSense Partner
- Qualified Water Efficient Landscaper (QWEL) Certification
- Certified Backflow Assembly General Tester
- Certified Cross-Connection Control Specialist
- Certified Water Conservation Manager – Landscape
- Certified Agriculture Irrigation Specialists



Approach/Mindset

Approach	Outcomes
• Transparency/ collaboration • Flexibility/ Adaptability • Specialty Teams/ Cross Divisions	• Landscape Performance/ Sustainability • Landscape Resiliency & longevity • Asset Preservation & Risk Mitigation • Achieve a balanced program-E.A.E- Economic, Aesthetic & Ecological



Key Staff

Name & Title	Summary	Qualifications
Nada Duna Chief Operating Officer	Nada brings over 35 years of industry experience with a strong foundation in horticulture, pest control, and environmental sustainability. She leads with deep technical knowledge and a strategic focus on operational excellence.	• Master of Science, Pathology & Entomology • Bachelor of Science, Horticulture, American University of Beirut • Certificate in Ornamental Horticulture, Cal Poly SLO • Pest Control Advisor since 1989 • Member of USGBC & Joint Venture Silicon Valley Water Conservation • 35+ years of industry experience
Marlene Barneveld Regional Manager, NorCal	Marlene is a seasoned landscape professional with more than 30 years in the industry, specializing in sustainable landscaping and horticultural management across Northern California.	• Bachelor of Science, Horticulture, Massey University, New Zealand • ReScape Landscape Maintenance Professional • ReScape Landscape Designer • Certificate in Sustainable Landscaping, Sonoma State University • Qualified Applicator License, CA Dept. of Pesticide Regulation • 30+ years of industry experience
JJ Hubert Market Manager	JJ combines strong academic grounding in plant sciences with practical expertise in water management and landscape operations for large-scale commercial portfolios.	• Bachelor of Science, Agriculture & Environmental Plant Sciences, Cal Poly San Luis Obispo • Certified Reclaimed Water Site Supervisor • Member of IA & NALP • PLANET-Certified Landscape Manager – Exterior • Qualified Applicator License, CA Dept. of Pesticide Regulation • 15+ years of industry experience
Jovana Grujic Account Manager	Jovana combines technical expertise in plant health and pest management with a customer-focused approach to landscape management. Her strong educational background and industry experience help clients maintain healthy, sustainable, and high-performing landscapes.	• Master of Science, Phytomedicine, University of Belgrade • Bachelor of Science, Agricultural Engineering, University of Belgrade • Qualified Applicator License, California Department of Pesticide Regulation • Landscape Maintenance Pest Control (Category B), California Department of Pesticide Regulation • Agricultural Pest Control (Category D), California Department of Pesticide Regulation • 5+ years industry experience
Eleazar Cruz Production specialist	Eleazar is an experienced landscape professional with a strong background in field operations, equipment management, and California native horticulture. His hands-on expertise and commitment to safety help ensure the successful delivery of high-quality landscape services.	• 10 Years of Landscape experience • Certified CPR • Certified landscape equipment operator • Strong CA native horticulture background
Victor Cruz Water Manager, NorCal	Victor brings a strong blend of technical education and field experience, focusing on irrigation efficiency, water management, and construction technology.	• Bachelor of Science, Information Technology, University of Phoenix • Associate of Science, Construction Management & Technology, San Jose City College • Certified Irrigation Technician • Certified Irrigation Auditor • Certified Irrigation Contractor • Irrigation Association Member • WaterSense Partner, EPA • 25+ years of industry experience
Tony Fagnoli Regional Construction Manager	Tony is an accomplished construction manager and arborist with three decades of leadership in landscape construction, design, and sustainability practices.	• Bachelor of Science, Ornamental Horticulture, The Ohio State University • ReScape Certified Landscape Designer • WaterSense Certified – Qualified Water Efficient Landscaper • ISA Certified Arborist • 30+ years of industry experience
Ronny Avevalo Safety Directo	Ronny is a seasoned safety leader with more than 25 years of experience in occupational safety, risk management, and workers' compensation administration. His leadership focuses on regional safety oversight, claims management, regulatory compliance, and employee well-being.	• U.S. Navy Veteran • 25+ years of safety industry experience • Safety professional since 1998 • Joined Gothic Landscape in 2006 • Completed numerous OSHA certification programs • California Workers Compensation Claims Administrator Program • Currently pursuing California Workers Compensation Claims Professional designation • Oversees regional safety teams and company-wide safety initiatives

Contract Agreement

If Gothic Landscape is selected and award the landscape contract, we will execute agreement (attachment E) with no changes or addendums. We agree to comply with all terms, scopes and insurance and bonding requirements necessary to execute this agreement between Gothic Ground Management Inc. and the City of South San Francisco.