



GOTHIC LANDSCAPE

REQUEST FOR PROPOSAL:

Landscape Maintenance Services

Common Greens

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 – Common Greens

Dear Mr. Richardson and City of South San Francisco:

Thank you for the opportunity to submit our proposal for Landscape Maintenance Services – Common Greens for the City of South San Francisco. Gothic Landscape Maintenance Division is pleased to provide specialized landscape maintenance services for the City's Common Greens areas, including medians, islands, right-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: 160 Demeter Ave. East Palo Alto, CA 94303
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 its staffing plan specifically to meet and exceed the service requirements outlined in the City of South San Francisco's Landscape Maintenance Services – Common Greens RFP. Our proposed allocation of seven (7) dedicated personnel totaling 240 labor hours per week was determined through an analysis of the service areas, litter pickup frequencies, irrigation requirements, seasonal maintenance demands, and quality control expectations identified in Attachments A and B.

The proposed staffing includes one First Line Supervisor, four Landscape and Groundskeeping Workers, one Irrigation Technician, and one Pesticide Applicator. This staffing structure provides the resources necessary to maintain all Common Greens service areas in accordance with the required maintenance frequencies while ensuring a high standard of landscape appearance, safety, and functionality.

Our dedicated maintenance crews will perform routine mowing, edging, pruning, litter removal, weed management, irrigation inspections, and general landscape maintenance activities according to the City's prescribed service levels. In addition, the Irrigation Technician will provide ongoing system inspections, troubleshooting, controller adjustments, and water management services to promote efficient water use and landscape health throughout the contract term.

Service Requirement	Frequency	Gothic Method
Mowing	Per Attachment B	Weekly inspection and scheduled mowing
Edging	Per Attachment B	Mechanical edging each cycle
Weed Control	Per Attachment B	IPM-based treatment
Irrigation Inspection	Ongoing	Certified Irrigation Technician
Litter Removal	52x/year	Route schedule attached
Shrub Pruning	Seasonal	Horticulturist-directed

To further support service delivery, Gothic Landscape provides access to specialized support teams including Water Management, Arbor Care, Construction, Quality Control, Safety, and Seasonal Strike Teams. These resources are available to supplement routine operations during periods of increased workload, seasonal maintenance activities, emergency response situations, special projects, and landscape enhancement initiatives without negatively impacting the daily maintenance program.

Our management team conducts regular site inspections and quality assurance reviews to verify that all work is completed in accordance with contract requirements and Gothic Landscape's performance standards. Through proactive supervision, detailed scheduling, and the support of our specialized service divisions, Gothic Landscape is confident that the proposed labor allocation provides sufficient staffing and operational flexibility to consistently meet the City's maintenance expectations while delivering a safe, attractive, and sustainable landscape environment.

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	4	160
3. Irrigation Technician	1	16
4. Pesticide Applicator	1	16
Total full-time positions proposed:	7	232

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

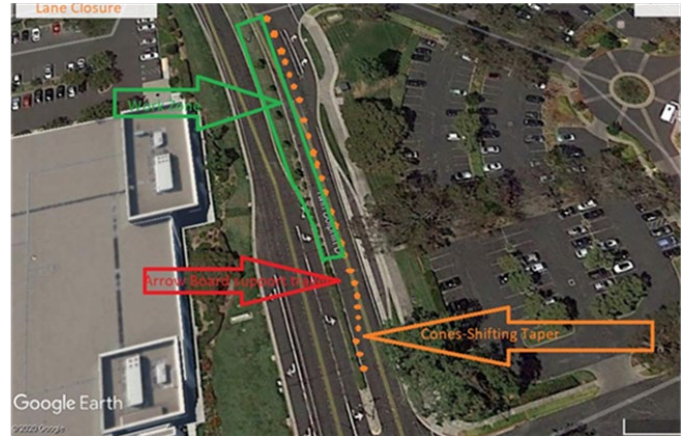
Safety Program

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

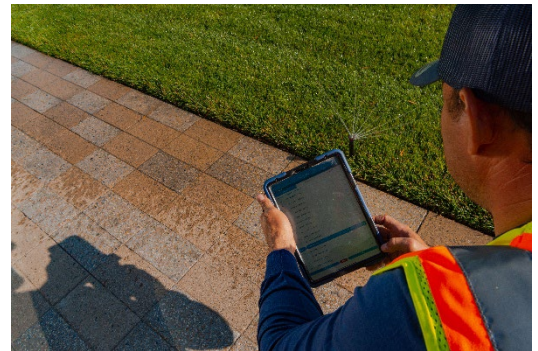
- ReScape Landscape Maintenance Professional
- ReScape Landscape Designer
- ReScape Qualified Professional (RQP) - Landscape Maintenance
- ReScape - Compost and Mulch Best Practices
- Certified Landscape Manager – Exterior
- ISA Certified Arborist
- ISA Tree Risk Assessment Qualified
- Accredited Green 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 Speciali

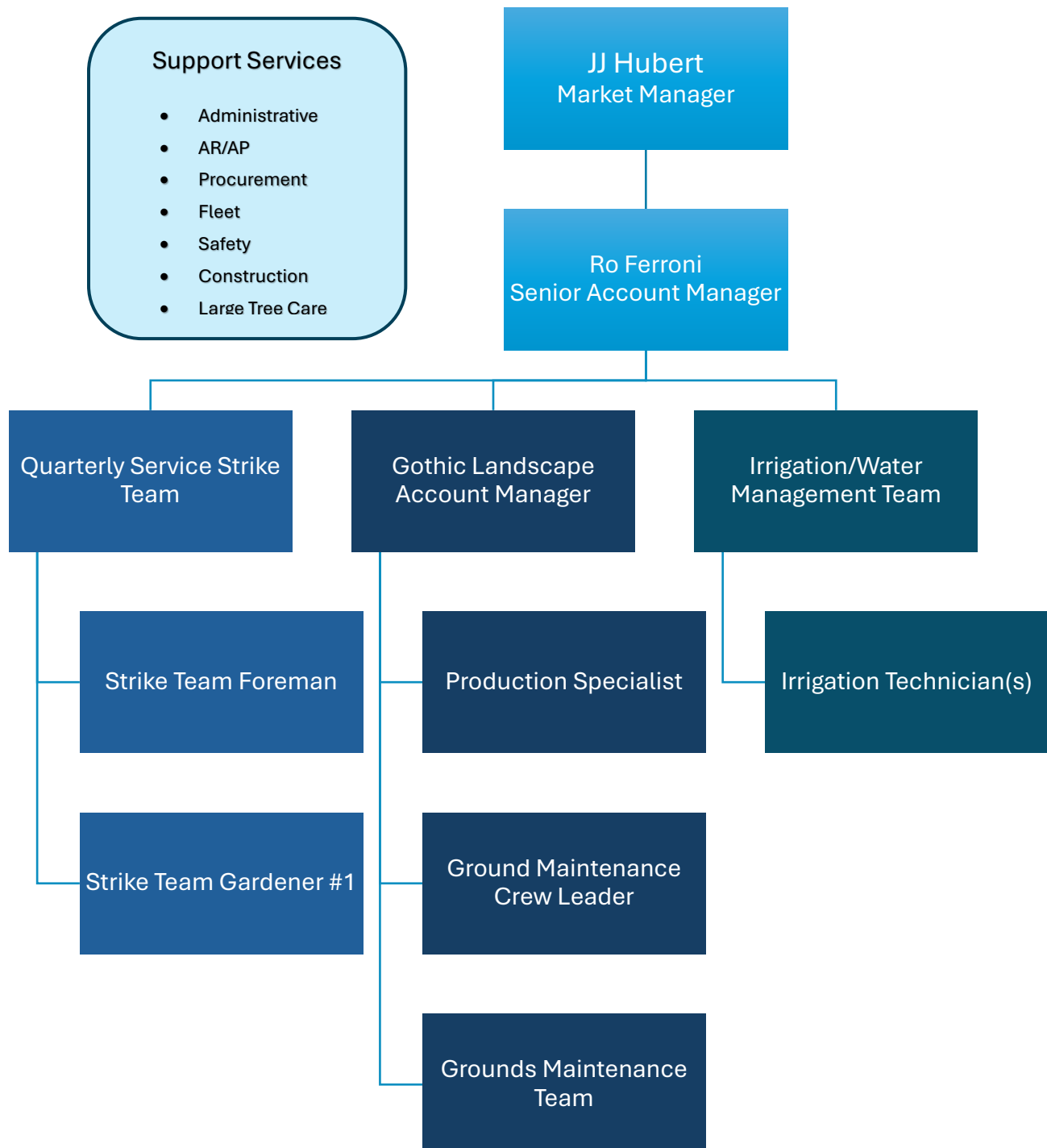


Common Greens

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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
Ro Ferroni Senior Account Manager	Ro is an experienced account manager with a background in horticulture and sustainable landscape practices, specializing in environmentally responsible maintenance and stormwater management. Ro is dedicated to delivering high-quality, eco-conscious solutions that enhance landscape performance and client satisfaction.	• AA in Ornamental Horticulture-De Anza College • Certified Bay-Friendly Landscape Maintenance Professional • Certified Urban Hydrology and Green Stormwater Infrastructure • 10+ years of industry experience
Antonio Sanchez Production specialist	Antonio is an accomplished landscape professional with three decades of experience managing and delivering high-quality landscape projects. His expertise spans master-planned communities, production operations, and sustainable landscape practices, with a strong focus on efficiency, quality, and client satisfaction.	• 30 years landscape experience • Master plan communities • Qwel landscape certification
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.