

Landscaping is not just “mow and blow” anymore...

There are things to consider when soliciting for landscape contracts, whether it be for one property or a portfolio. The landscape at your facility presents one of the first impressions to your potential client/tenant. Here are some guidelines when bidding out your seasonal work:

- Before contracting for landscape (or any) work, ask for references, go look at the work, follow up and talk with the owners to ensure their satisfaction with the business relationship.
- Get the contract and guarantees/warranties in writing for review.
- Do they have the appropriate local business licenses – a state Nursery’s Dealer’s Certificate (required for anyone handling nursery stock)? A Pesticide Applicator’s License for pesticide spraying?
- Is their equipment well maintained? Are their vehicles clean? Are their workers neat in appearance?
- Be absolutely clear about the terms of payment and date of completion.
- Make certain the company office address and phone number are on the document/contract and know the name of the representative or designer who worked with you.
- Under certain circumstances the owner could be liable for accidents occurring on his/her property if the contractor is not insured. Make sure they are licensed, bonded and insured; make sure they include you and the ownership/management entity as additional insured...recommended coverages include:

INSURANCE	LEVEL III
General Liability (Per project Aggregate <u>required</u> for all Levels)	\$1MM/\$2MM
Auto Liability	\$1MM (when there is a sole proprietor w/o a fleet & utilizing non-commercial vehicles. State requirements are acceptable.
Workers Comp. Employers Liability	Statutory \$100,000/\$100,000/\$100,000
Professional Liability ****	\$1MM
Umbrella Coverage	\$1MM

You should also consider annual landscape “upgrades” - besides being the first visual impression of your property, and frankly, of your company, landscaping is an investment. It will certainly add to the value of your property and the cost should be able to be recovered at sale. So choose your contractor carefully, beautify your property, and enjoy the compliments!

PM WOW

You are what you think, so just think big, act big, work big, give big, forgive big, laugh big, love big and live big. ~ Andrew Carnegie