

**LMS** lieberman management services



# The Dana Point Condominium Association



*2013 Perennial Entrance Bed Enhancements*

August 2, 2013





Ms. Lisette Ray  
Lieberman Management Services  
*The Dana Point Condominium Association*  
25 Northwest Point Boulevard, Suite 330.  
Elk Grove Village, IL 60007

Lisette,

I am following up with the proposals provided by Josh on 6/14 to address the entrance beds.

In our assessment the scope of the project offered will provide for the enhancement and the best solution to rectify the issue the property is currently experiencing with the entrance beds. We will also provide additional direction for the continued care of the perennials installed so the success is dramatically increased. In the past we have provided this additional support and replacements based on our mutual concern for the property looking its absolute best, but I am confident with continued support and communication the desired results will be obtained.

***We value our partnership and are looking forward to supporting you with this project.***

I have included the original plant list for the replacements. This is based on the original design, with the board members revisions and are for quantity purposes only. I am going to revisit it on an entrance by entrance basis to recommend the direction and plant material (perennial) that we take. We will provide options based on the original design, hardy material and plants that are both appropriate for the aesthetics and health of the property.

That said, what I have the authority to offer the board – both on the basis of our partnership and our desire to continue what has been a very positive relationship – is to perform these enhancements at no charge with the acceptance of a consecutive 3 year maintenance agreement as proposed.

It is my intention in offering this incentive to further demonstrate our commitment to Dana Point and have the opportunity to provide the services and management that meets their expectations.

Thank you again for your consideration.

A handwritten signature in black ink that reads "John Carman".

John Carman – Lieberman Portfolio Manager  
312.890.1923





# VALUE IN PARTNERSHIP

Brickman's partnership with Lieberman Management offers additional value and support to an already industry leading customer driven service.



## LIEBERMAN - BRICKMAN PARTNERSHIP

Brickman, as a preferred service provider for the Lieberman "In Good Company" program offers additional accountability, support and services to our shared customers.

The program is designed to offer LMS clients;

- Consistent High Quality Services
- Accountable Reporting
- Dedicated Management
- Proactive Communication
- Reliable Results
- Creative Professional Solutions
- Second Tier Support and Responsibility
- Pricing and Services Incentives applied directly to the Property

*Mutually focused on the common goal of serving our customer*

**HERE**

*Lieberman Property Manager*

*Lieberman Regional Manager*

**TO**

*Brickman Account Manager*

*Brickman Operations Manager*

**SERVE**

*Brickman LMS Portfolio Manager*

*Lieberman Regional Director*

**YOU**

*Brickman Irrigation Manager*

*Brickman Tree Care Department*

*Brickman Administration Dept.*

*Brickman Design Architects*

*Brickman Snow Services*

*Brickman Maintenance Staff*

# THE DANA POINT CONDOMINIUM ASSOCIATION

## Perennial Entrance Beds – Compost and Mulching

*Copied from original proposal on provided on 6/14/13*

### **Scope: – Entrance Beds Soil work and Amendments**

THIS PROPOSAL IS IN RESPONSE TO THE SPECIAL BOARD MEETING WITH BRICKMAN ON 6/11/13. THE PRICING BELOW REPRESENTS THE COST TO REMOVE THE STONES AND UPTO 3 INCHES OF SOIL FROM ROUGHLY 200 SQUARE FEET OF THE BEDS AT THE BUILDING ENTRANCES. IT ALSO REPRESENTS REPLACING THAT STONE AND SOIL WITH FRESH COMPOST/SOIL MIX THAT WILL PROMOTE PLANT GROWTH. IN ADDITION TO THE COMPOST, ROUGHLY 800 SQUARE FEET OF BED AT EACH BUILDING ENTRANCE WILL BE TOP DRESSED WITH MULCH. THE COSTS REPRESENT THE COMBINED COST OF COMPLETING THIS WORK AT ALL 6 ENTRANCES

JUNE ROCK/SOIL REMOVAL, SOIL/COMPOST REPLACEMENT, PINE FINE MULCH TO FILL BEDS

<b>TOTAL COST FOR WORK ABOVE</b>	<b>\$4,508.00</b>
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If this meets with your approval, please sign and return the duplicate copy of this proposal. If I can be of any further assistance, please feel free to contact me.

Sincerely,  
**Brickman**



John Carman  
Account Manager  
Ph. 312.890.1923

I have read the foregoing proposals, including terms of payment, and hereby accept the one initialed below.

AUTHORIZATION: \_\_\_\_\_

The Customer Contact hereby authorizes Brickman to complete the Scope of Services as described herein. The price is good for 30 days from the date of this Enhancement Authorization. A service charge shall be added to all balances not paid with 30 days of this Enhancement Authorization, which shall be equal to the lower of 1.5% per month (18% per year) and the highest rate permitted by law. In addition to the service charge, Client shall reimburse Brickman for all costs and expenses (including but not limited to attorneys' fees and court costs) which are reasonably incurred by Brickman in collecting overdue amounts.

# THE DANA POINT CONDOMINIUM ASSOCIATION

## Perennial Entrance Beds – Compost and Mulching

*Copied from original proposal on provided on 6/14/13*

### **Scope: – Entrance Beds Perennial Replacements**

THIS PROPOSAL IS IN RESPONSE TO THE SPECIAL BOARD MEETING WITH BRICKMAN ON 6/11/13. THE PRICING BELOW REPRESENTS THE COST TO REPLACE THE DEAD PERENNIALS IN THE AREA ALONG THE WALK AT EACH OF THE 6 ENTRANCES. THERE IS A LIST ON THE SECOND SHEET THAT GIVES THE KIND OF PERENNIAL TO BE CHOOSEN AND STATES WHETHER IT IS A FULL REPLACEMENT OR JUST FILLING IN THE BED WITH WHAT IS ALREADY THERE.

### PERENNIAL REPLACEMENTS

<b>TOTAL COST FOR WORK ABOVE</b>	<b>\$5,530.00</b>
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If this meets with your approval, please sign and return the duplicate copy of this proposal. If I can be of any further assistance, please feel free to contact me.

Sincerely,  
**Brickman**

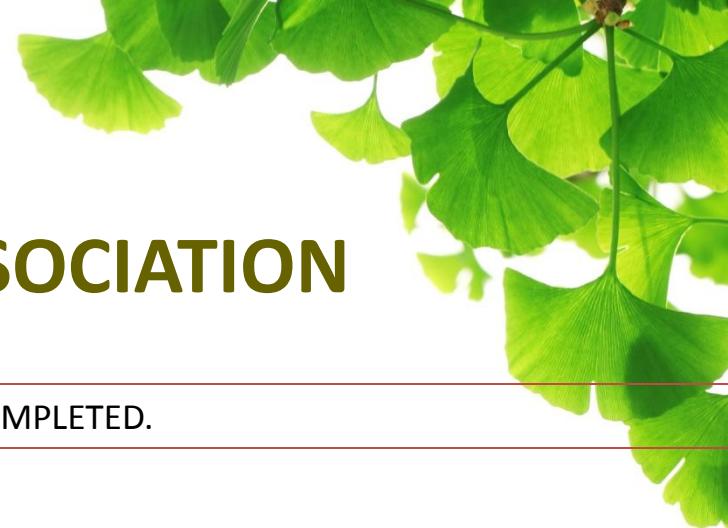


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# THE DANA POINT CONDOMINIUM ASSOCIATION

## REPLACEMENT PLANT LIST

BELOW IS A LIST OF THE PLANTINGS TO BE COMPLETED.

### PERENNIALS

#### 1405

Nepeta Racemosa Walkers Low - this is a full replacement for the coreopsis that has struggled.  
Monarda - this is currently in the bed and more will be added to replace those that have died.

#### 1505

Hosta - this is currently in the bed and more will be added to replace those that have died.  
Monarda - this is currently in the bed and more will be added to replace those that have died.  
Geranium "Tiny Monster" - this is a full replacement for the Prunella of 2012 and Coreopsis of 2011.

#### 1515

Aster "Dwarf Blue" - this is currently in the bed and more will be added to replace those that have died.  
Coreopsis – this is currently in the bed and more will be added to replace those that have died.

#### 1605

Day Lily - this is currently in the bed and more will be added to replace those that have died.  
Geranium "Tiny Monster" - this is a full replacement for the Prunella of 2012 and the Sedum of 2011.

#### 1615

Nepeta Racemosa Walkers Low - this is a full replacement for the Coreopsis.  
Carex Grasses - this is currently in the bed and more will be added to replace those that have died.

#### 1415

Blue Ice - this is currently in the bed and more will be added to replace those that have died.  
Sedum - this is currently in the bed and more will be added to replace those that have died.  
Hosta - this is currently in the bed and more will be added to replace those that have died.

As mentioned these are the direct replacements or supplements based on the original install, the several requested and revised additions/replacements and given the current installed material. A review and recommendation will be provided to address the required replacements, but the quantities required will remain static. Where a plant material is currently installed and performing in most areas a supplement may be recommended. Other areas where an existing plant has not established a replacement will be recommended. All plant material will be approved by the Property Manager and Board prior to installation. There is no expressed warranty on perennial plant material and consideration should be made for potential attrition of 10-15%.



# Thank you.

312.890.1923 | [John.Carman@BrickmanGroup.com](mailto:John.Carman@BrickmanGroup.com)

[www.BrickmanGroup.com](http://www.BrickmanGroup.com)



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