



## MEDIA KIT







## Media Kit

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# Fact Sheet

## Terracare Associates LLC

Terracare Associates is one of the leading landscape and public infrastructure maintenance contractors in the Western United States. The company provides landscape maintenance and public works services to wide variety of clients. We service both a variety of premier commercial properties and municipal agencies with experienced, highly trained, professional team leaders and neat, uniformed crews.

### History

- 1985 - The company began as a new division of Randall, Blake, Inc. (RBI) offering landscape maintenance with a single crew led by Todd Williams. The first landscape maintenance contract with Pulte Homes, Inc. is to maintain the landscape for Heartwood Townhomes in Lafayette, CO.
- 1996 - Randall, Blake, Inc acquires Contra Costa Landscape expanding the company's business in Northern California.
- 1998 – The Public Infrastructure Maintenance Group is formed to provide public works maintenance services for the newly constructed toll way – E-470 in Denver, CO.
- 2002 – The company becomes American Civil Constructors (ACC).
- 2008 – American Civil Constructors acquires Perry Lake Management to expand the business into lake management services.
- 2009 – The Landscape and Public Works Maintenance Divisions become independent of ACC under the new brand, Terracare Associates.
- 2011 – Terracare Associates acquires Cimarron Landscape to expand the business in the Sacramento, California Metropolitan market.
- 2013 – The company serves over 400 diverse clients, many with multiple properties, and has grown to over 400 employees.

### Services

**Landscape Maintenance Division:** Landscape Management • Irrigation Management • Snow Removal • Landscape Design • Annual Color Installations • Integrated Plant Health Management • Sustainable Renovation and Maintenance • Synthetic Turf Maintenance • Edible Gardens

**Public Infrastructure Maintenance Division:** Roadway Maintenance • Right-of-Way Mowing • Snow Removal • Native Mowing • Roadway and Parking Lot Maintenance • Municipal Code Enforcement • Urban Streetscape Management • Traffic Control • Emergency Response • Thermo-Plastic Installation • Sport Field Renovation • Waterway Rehabilitation

**President** Dean Murphy.

**Location** 9742 Titan Park Circle Littleton, CO 80125

**Website** [www.terracareassociates.com](http://www.terracareassociates.com)

**Phone** 720.587.2542

# Company Profile

## Our Responsibility

Terracare Associates believes that it is our responsibility to be stewards of our local environment while protecting the health, safety and welfare of our communities, clients and staff. Dedication to our clients and the industry has allowed Terracare Associates to lead the industry in improving outdoor environments for more than 25 years. Our commitment to excellence, competitive pricing and knowledgeable staff, places Terracare Associates at the top of the landscape management industry. Everything we do is grown out of our core values. These values ensure that our culture, the growth of our company and our message to the customer is focused on leadership, integrity, value and active participation in our environment.

### Background

Terracare Associates was born out of a vision that Todd Williams had to start a landscape maintenance division while working as a construction manager for Randall, Blake, Inc. He began with one simple idea; to provide long-term high quality landscape maintenance services to clients that RBI had built projects for in the past. As a result, what started out as a determined young man, some basic landscape maintenance equipment and a dream has developed into the company that exists today.

In 1985, Todd Williams began providing landscape maintenance services to commercial clients and growth came quickly. After the first year, well over one hundred clients were being served, setting the stage for rapid annual growth. In 1998, the company began its first venture into public works maintenance with the completion of Colorado's first toll road – E470. The strategy developed as a result of the toll way's need for adequate maintenance services at the conclusion of the construction in an unincorporated part of the Denver area. Then in 2008, the company became involved in the privatization of the public works services for the City of Centennial, CO which is the largest transition from public sector to private enterprise in the United States to date. Since then, the company has continued to grow its landscape maintenance and public infrastructure maintenance opportunities. In May of 2009, the company re-branded itself as Terracare Associates.

The last 25 years have seen significant growth and change at Terracare Associates. In 2010, the company bolstered its position as a leader in the industry by re-organizing its operations business and improving its focus on customer service and business development, a move that proved successful as the industry struggled in a post 9-11 environment. Since then, the company has implemented a safety training program, expanded the plant health maintenance team, grew its management team to include IT, human resources, sales, and marketing professionals and established a distinct company culture. Today the company has grown to over 400 employees.

### Key Points about Terracare Associates

Our goal of leading the outdoor industry in developing sustainable environments, is achieved through creating accountability at every level based on the principles of leadership, integrity, value and environment that drive our organization. Terracare Associates holds itself to a high level of accountability and professional conduct, not only to our clients, but also to one another. We generate respect from each team member through the sharing of knowledge and ongoing training programs. These ongoing efforts are translated directly into our dedication to customer service, prompt and courteous communication, and our high level of craftsmanship.

## **Core Values**

Our core values represent who we are as an organization and are at the heart of everything we do. We **L.I.V.E.** by these values every day.

### **Leadership**

- We hire qualified people for all positions and then empower them.
- We lead by example.
- We respectfully educate our clients.
- We have a knowledgeable, highly trained staff that pursues innovation.
- We encourage industry certifications and accreditations in the field of service.
- We leverage technology to become productive and efficient.
- We are flexible and adapt to most situations.

### **Integrity**

- We are honest and fair.
- We make decisions based on what is right, not just based on looking for the easy solution.
- We work hard, show up on time, and do what we say we are going to do.
- Treat all employees the same with fairness.
- One company – one look branding.

### **Value**

- We are passionate about training and education.
- We are focused on safety.
- We pay attention to detail daily.
- We do whatever it takes to get the job done.
- We are customer service oriented.

### **Environment**

- We are committed to our communities and industry through volunteerism.
- We believe in each other and our organization.
- We are passionate about sustainability

## Key People

### Dean Murphy

#### **President**

Mr. Murphy has over twenty-five years experience in the construction industry. His ability to quickly assess the needs of clients and staff as well as a deep knowledge of construction implementation and successful management techniques make him an invaluable component of the Terracare Associates team. Mr. Murphy has also served the community in various volunteer and chamber of commerce positions. He enjoys bow hunting, salt water fishing, and spending time with his family. Mr. Murphy is also known to be quite the gourmet chef.

#### **Education**

David Lipscomb University – Bachelor in Science, Management; Minor Marketing

### Bill Horn

#### **Vice President/HR Manager**

Mr. Horn has thirty-two years of experience in the Landscape Management Industry. Mr. Horn specializes in technical field expertise and customer service. Mr. Horn is also very involved in Resource Management and the implementation of Sustainable Landscape Management practices. Mr. Horn currently serves on the Board of Directors for the Professional Landcare Network. He has also authored multiple magazine and newspaper articles on Landscape Management best practices. Mr. Horn enjoys hiking, backpacking and cultivating his edible landscape at his own home.

#### **Education**

Solano College – Agriculture Business

### Brent Trujillo

#### **Vice President – Landscape Maintenance (Colorado)**

Mr. Trujillo has been with Terracare Associates for the past six years. Mr. Trujillo currently manages all of our Colorado maintenance operations. His ability to motivate his staff through creating a positive workplace while at the same time growing the business has made him an indispensable part of the Terracare Associates family. Through his successful development of the South West Metro division, Mr. Trujillo's responsibilities have been extended into the procurement and retaining landscape, irrigation and renovation management projects as well as the overall management of the Colorado maintenance team. Mr. Trujillo's attention to detail and focused management style has allowed for not only his success, but to the success of the overall company. Mr. Trujillo spends his free time enjoying camping, fishing, and gourmet cooking.

### Justin Stewart

#### **Vice President – Public Infrastructure Maintenance**

Mr. Stewart has been with Terracare Associates, formerly American Civil Constructors, ACC for the past thirteen years. Mr. Stewart currently manages our public infrastructure division and is responsible for securing and retaining public works and infrastructure projects as well as the overall management of a sixty person team. Mr. Stewart's attention to detail and focused management style has allowed the division to be a success. Mr. Stewart enjoys horseback riding, vacationing, playing in the mountains, and long walks on the beach.

#### **Education**

Temple University – Landscape Architecture and Horticulture



## Experienced Staff

The Terracare Associates team has the extensive experience, training, certifications and practical knowledge that can address a variety of issues related to public work and landscaping maintenance. Listed below are the certifications that the Terracare Associates team holds, as well as a list of topics that they are amply equipped to address.

- Qualified Supervisor – Colorado Department of Agriculture, Categories 107, 206, 207
- Certified Turfgrass Professional (Professional Landcare Network)
- Landscape Industry Certified Technician (Professional Landcare Network)
- Landscape Industry Certified Manager (Professional Landcare Network)
- Professional Landcare Network, STARS, Safety Program Member
- Water Management Technician (California Landscape Contractors Association)
- Certified Landscape Irrigation Auditor (Irrigation Association)
- Certified Irrigation Contractor (Irrigation Association)
- EPA WaterSense Partner
- CE-MAGIC Recertification and Technician Program
- Certified Pesticide Applicator
- Pesticide Control Advisor
- Certified Arborist
- Class A Golf Course Superintendant
- Trench Shoring Services Certification
- American Back flow Prevention Association Tester Certification
- Colorado Department of Transportation Erosion Control Supervisor
- Traffic Control Supervisor
- Licensed California Landscape Contractors (C-27)
- Aquatic Biologist
- Certified Professional in Erosion and Sediment Control

When it comes to all matters related to landscaping and public works maintenance, the Terracare Associates team is ready to assist. Our experts are a great source for practical information, industry trends, environmental issues, stories and related topics. Here are just a few of the topics they can address:

### Landscape Topics

- Sustainable Management Planning - We can help you create a Management Plan to provide a strategy for becoming more sustainable on a project and how being environmentally responsible can save landscape budget dollars.
- Plant Health Care – Our licensed Plant Health Care Managers use safe, high quality, slow release fertilizers to reduce runoff of nitrogen and to reduce frequencies of fertilizer application. Alternatively we can develop biofertility programs – which use living microorganisms to enhance the soil structure – which can reduce the need for pesticide use on the lawns and plant material.
- Water Conservation – Our highly-trained irrigation technicians can evaluate and recommend changes to your current irrigation system to maximize system efficiency and reduce landscape water use. For example, by installing a “smart controller”, converting spray heads to drip and changing out some sprinkler equipment you can save 30 percent of your water use on average.
- Turfgrass and Native Plant Renovation – We assist many of our clients in renovating their sites by designing and installing a more sustainable landscape with water conscious yet aesthetically beautiful plant materials.

- Edible Landscapes – By converting turfgrass or shrub bed areas to a useable, interactive edible landscape, you can transform your landscape into a habitat that engages the local wildlife and provides a focal point for sustainable discussions.
- Water Harvesting – Our irrigation technicians can evaluate current landscape water resources and develop plan to switch irrigation water source to an alternative resource including water harvested from rainwater, HVAC condensate, cooling tower discharge, and Greywater. These solutions include collection of these resources into cisterns, storage tanks, rain gardens and bio-swales.
- Permeable Hardscape – We offer solutions to install permeable paving materials to reduce stormwater runoff and all rain water to infiltrate into the ground and replenish ground water rather than running into the stormwater run-off system. Install permeable paving materials to reduce stormwater runoff and all rain water to infiltrate into the ground and replenish ground water rather than running into the stormwater run-off system.
- Energy Saving Landscape – We can help you create energy saving landscapes that place the proper variety of trees for shade and create wind breaks.

#### Public Infrastructure Topics

- Public Infrastructure Topics here - We can help you create a Management Plan to provide a strategy for Municipal Snow Removal – We can help you create a storm management plan that includes information on pre, during, and post storm management as well as cost and materials tracking solutions and blizzard event plans for municipalities of any size. Storm plans are necessary for any entity looking to manage costs and provide a high level of service to their citizens.
- Roadway Management – Our staff can assist with developing long-term cost saving roadway maintenance plans that provide both scheduled and non-scheduled maintenance. Solutions for all types of roadways and levels of maintenance including toll roads, bridges, and highways.
- Municipal Public Works Maintenance Management – Our public works experts can help you craft a “City Wide” maintenance plan that addresses all of the issues pertinent to your community. Areas that are addressed include roadway, right-of-way, snow removal, storm and disaster maintenance and even animal and vagrant clean-up. Let our experienced staff create a customized plan to keep your municipality maintenance running smooth and looking its best.
- Native Vegetation Management Plans – We can help you to create a customizable plan to keep your native vegetation and pests from over populating your community. Our certified herbicide applicators and native mowing experts can assist you in developing mowing and application strategies that will reduce your pest population as well as the habitat they thrive in.

## In The News

### Terracare Associates Press Coverage

#### Press Releases

[South Metro Denver Chamber of Commerce Finalist Press Release](#) – June 4, 2012 – South Metro Denver Chamber of Commerce Honors Terracare Associates as Finalist in Awards Competition

[Cosumnes Park and Recreation Press Release](#) – March 9, 2012 – Cosumnes Park and Recreation District Contracts with Terracare Associates to Provide Landscape Maintenance Services

[Excellence in Landscape Award Press Release](#) – February 24, 2012 – Terracare Associates Receives Excellence in Landscape Award

[CDOT HOT Lanes Press Release](#) – November 7, 2011 – Colorado Department of Transportation (CDOT) Contracts with Terracare Associates to Provide Roadway Maintenance Services for Interstate 25 HOT Lanes through Denver

[Cimarron Landscape Press Release](#) – September 1, 2011 - Terracare Associates acquires Cimarron Landscape of Sacramento

[Castle Pines Press Release](#) - July 18, 2011 - The City of Castle Pines Colorado Contracts with Terracare Associates to Provide Public Works Maintenance Services

[Bowles Crossing Press Release](#) - March 18, 2011 - Terracare Associates and ET Water Systems earns \$14,881.78 water use rebate for Bowles Crossing Shopping Center in Littleton, Colorado.

#### Newspaper Articles

[Columbine Memorial Holiday Gift](#) - Denver Post (November 21, 2010) – In lieu of doling out client gifts for the 2010 holiday season, Terracare Associates elected to spend their time and money on the year-long upkeep of the outdoor memorial that commemorates the tragic shootings at Columbine High School on April 20, 1999.

#### Magazine Articles

[What's Best for Our Clients... and Planet](#) – Contractor Success Guide, Green Industry Pro (Volume 12) – Bill Horn, Vice President at Terracare Associates, discusses serving commercial clients and how sustainability is coming into play.

[Strengthening Your Supply Chain Links](#) – PLANET Newsletter (July August 2012) – Bill Horn, Vice President at Terracare Associates, shares his thoughts on what makes a strong supply chain.

[Tips from the Top](#) – Lawn and Landscape Magazine (March 2012) – Dean Murphy, President at Terracare Associates, talks about how he's grown his company.

[Sustainable Power](#) – Landscape Management Magazine (December 2011) – Parry Webb, Director of Sales and Business Development comments on how Terracare Associates is putting more emphasis on being green.

[Sustainability Begins at Home](#) - PLANET Advantage Magazine (Summer 2011) – Terracare Associates Vice President Bill Horn replaced “non-meaningful” turfgrass on his front yard with edible/ornamental plants.

[Dare to be Different](#) - Turf Magazine (June 2011) – Terracare Associates stands out with new approaches to landscape management.

[Top Trends in Landscape Management](#) – Landscape Management Magazine (May 2011) – Terracare Associates Executive Vice President, Todd Williams talks about current trends in landscape management.

[Caring for Our Planet](#) – I10 Magazine (March 2011) – Terracare Associates Vice President Bill Horn describes the motivations that pushed him into the business of restoring land to its original condition.

[City of Lone Tree LED Replacement](#) - Colorado Public Works Journal (January 2011) – Terracare Associates is recognized for traffic signal efficiency project for the City of Lone Tree, Colorado.

[Roots Go Deep](#) – PLANET Advantage Magazine (Summer 2010) – Company profile of Terracare Associates

## Photos

These and other photos are available for approved use in high resolution digital format by contacting Terracare Associates.





# Support Materials

## Additional Information is Available

### Online

Extensive additional information is available through our web site at [www.terracareassociates.com](http://www.terracareassociates.com). Overview and service information is included, along with multiple photo galleries of our work. The most recent press releases and posted articles are also available.

### Electronic

We have a pdf archive of press releases, magazine and newspaper articles, and other print media available upon request. This Media Kit is available online, and as an e-mailable pdf file.

### Print

Brochures and other print collateral have been produced and are available upon request.

### Social Media

Terracare Associates takes an active role in our social media pages including LinkedIn, Facebook, Twitter, and YouTube. Please visit our social media pages for more information.

- LinkedIn – <http://www.linkedin.com/company/terracare-associates>
- Facebook – <http://www.facebook.com/pages/Terracare-Associates/204937846201508?sk=wall>
- Twitter – <http://twitter.com/#!/TerracareAssoc>
- YouTube Channel – <http://www.youtube.com/user/terracareassociates>

### Contact Us

If there are specific materials you would like to receive, please contact us directly, and we will do our best to accommodate your individual needs at 720.587.2520.

### MEDIA CONTACT:

Terracare Associates

Phone: 720-587-2520

[info@terracareassociates.com](mailto:info@terracareassociates.com)





Terracare Associates landscape industry certified and experienced staff offers complete management programs tailored specifically to the needs of each site and priorities of each client. We provide our customers with beautiful, healthy, and sustainable outdoor environments. We not only maintain landscapes, but work hard to improve them as well. Our success comes only when we are exceeding the expectations of our customers.

For more information on the services we provide, please contact your nearest branch.  
We look forward to the opportunity to serve you.

## Locations

### Colorado

*Denver*

*Colorado Springs*

*Ft. Collins*

*855-863-8503*

### California

*Sacramento Central Valley*

*877-373-1955*

*San Francisco Bay Area*

*855-863-8504*

## Associations

Professional Landcare Network (PLANET), Association of Landscape Contractors of Colorado, California Landscape Contractors Association, Green Industries of Colorado, GreenCO Foundation, Rocky Mountain Regional Turfgrass Association, Western Aquatic Plant Management Society