MANAGEMENT / OPERATION OF BLUE HILL GOLF COURSE PEARL RIVER, NEW YORK

• TOWN OF ORANGETOWN, NEW YORK •

JULY 28, 2015





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*Fee Proposal for Golf Course Maintenance

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July 28, 2015

Charlotte Madigan Town Clerk Town of Orangetown 26 Orangeburg Road Orangeburg, New York 10962

RE: Request for Proposal (RFP) for Management/Operation of Blue Hill Golf Course

Dear Ms. Madigan:

ValleyCrest Golf Maintenance is pleased to provide this proposal for services to The Town of Orangetown. ValleyCrest is proposing to provide Golf Course Maintenance Services according to the requirements described in this RFP and the follow-up information and data we received from the Town. Our Proposal Option and contact information:

Name and Mailing Address: ValleyCrest Golf Maintenance 24151 Ventura Boulevard Calabasas, CA 91302

Contact Person: Greg Pieschala, President 818-737-3110 phone 818-225-2336 fax gpieschala@valleycrest.com

Proposal Option: Golf Course Maintenance Operations

Thank you and the Town of Orangetown for this opportunity to participate in this solicitation. We look forward to the opportunity to meet and review our proposal with you and your team. Please do not hesitate to contact us with any questions.

Sincerely,

Gregory A. Pieschala President



2.1 MINIMUM QUALIFICATIONS



2.1 a.-d. CONTRACTED GOLF COURSES



ValleyCrest Golf Maintenance Current Contracts 2015

Golf Course Name	Type of Course	Address	City, State, Zip	Original Start Date	Contract Renewal Date	Entity	Contact	Title	Phone Number	Email Address	Service	Key Personnel - ValleyCrest
Alhambra Golf Course	Municipal Course	630 S. Almansor Street	Alhambra, CA 91801	10/27/2003	6/30/2020	GolfWisz	Jerry Wisz, PGA	Director of Golf	626-375-9044	alhambragolf@aol.com	Turn-key Maintenance	Kevin Neal
Anaheim Hills Golf Course		6501 Nohl Ranch Rd.					Michael Lautenbach				Turn-key	Kevin Neal
			Anaheim, CA 92087	12/1/2000		City of Anaheim		Director of Golf Operations	714-221-2729 310-600-7600	mlautenbach@anaheim.net	Maintenance Turn-key	
Angeles National Golf Course	Private Club	PO Box 576	Sunland, CA 91041-0576	6/1/2003	8/31/2019	Angeles National Golf Club	Andy Nakano	C00		andy@angelesnational.com	Maintenance Turn-key	Kevin Neal
Atlantic Beach Country Club	Private Club	1600 Selva Marina Drive	Atlantic Beach, FL 32233	5/30/2014	10/13/2016	Atlantic Beach Country Club	Mike Carlin	Executive VP, Wells Fargo Bank	904-742-1637	mike.carlin80@gmail.com	Maintenance Turn-key	Mike Harbin
Bell Gardens Golf Course	Municipal Course	7100 S. Garfield Ave.	Bell Gardens, CA 90201	12/20/2004	9/30/2018	Ctiy of Bell Gardens	Benny Gonzalez	General Manager	562-419-5997	Bgonzalez@bellgardens.org	Maintenance	Kevin Neal
Blue Heron Pines Golf Course	Private	29200 S. Jones Loop Road	Punta Gorda, FL 33950	7/1/15	6/30/19	Sun Communities	Valerie Dixson	Community Manager	866-208-5080	vdixon@suncommunities.com	Turn-key Maintenance	Lou Conzelmann
Calabasas Country Club	Private Club	4515 Park Entrada	Calabasas, CA 91302	8/16/2012	8/31/2017	Knight-Calabasas LLC	Gene Axelrod	Owner	818-444-5540	axeg@aol.com	Turn-key Maintenance	Kevin Neal
Canvon Lake Golf Course	Municipal Course	31512 Railroad Canyon Road	Canvon Lake, CA 92587	5/1/2008	4/30/2019	Canyon Lake Property Owners Assoc.	Ed Ancheta	Operations Superintendent	951-244-6841 x500	eancheta@canyonlakepoa.com	Turn-key Maintenance	Kevin Neal
ChampionsGate Golf Resort	Resort Course	1400 Masters Blvd	ChampionsGate, FL 33896	2/1/2013	6/30/2015	ChampionsGate Golf, LLC	Patrick Dill	Director of Golf	631-624-6340	Patrick.dill@omnihotels.com	Turn-key Maintenance	Mike Harbin
											Turn-key	
Clerbrook Golf & RV Resort	Private Club	200005 US Highway 27	Clermont, FL 34711	8/1/2010	12/31/2015	MHC Operating Limited Partners	Crystal Brewer	Park Manager	352-394-5513	clerbrook_mgr@equitylifestyle.com	Maintenance Turn-key	Mike Harbin
Colonial Terrace Golf Course	Municipal Course	1003 Wickapecko Dr.	Ocean, NJ 07712	5/1/2014	11/30/2016	The Township of Ocean	Dale Shankland	Head PGA Pro	732-775-3636	dshankland@oceantwp.org	Maintenance Turn-key	Vince Gilmartin
Countrywood Lakes and Meadows	Private Club	745 Arbor Estate Way	Plant City, FL 33565	8/1/2010	12/31/2015	MHC Operating Limited Partners	Kevin Murray	General Manager	813-752-1674	kevin_murray@equitylifestyle.com	Maintenance	Mike Harbin
Creekside Golf Course	Municipal Course	701 Lincoln Avenue	Modesto, CA 95351	7/1/1999	10/31/2015	City of Modesto	Bob Quintella	Golf Consultant	209-577-5417	bquintella@modestogov.com	Turn-key Maintenance	Kevin Neal
Dad Miller Golf Course	Municipal Course	430 N. Gilbert	Anaheim, CA 92807	12/1/2000	11/30/2015	City of Anaheim	Michael Lautenbach	Director of Golf Operations	714-221-2729	mlautenbach@anaheim.net	Turn-key Maintenance	Kevin Neal
Davtona Beach Golf Course	Municipal	600 Wilder Blvd.	Daytona Beach, FL 32114	6/15/2014		City of Daytona Beach	John Cameron	Director of Golf	386-671-3501	cameronJ@codb.us	Turn-key Maintenance	Mike Harbin
											Turn-key	
DeBell Golf Club	Municipal Course	1155 Walnut Avenue	Burbank, CA 91501	10/6/1985	6/30/2019	City of Burbank	Scott Scozzola	Golf Pro Shop Contractor	818-612-4685	scott@debellgolf.com	Maintenance Turn-key	Kevin Neal
Diablo Creek Golf Course	Municipal Course	1950 Parkside Dr.	Concord, CA 94519	1/9/2006	12/31/2015	City of Concord	Joan Carrico	Director of Parks & Recreation	925-671-3440	Joan.Carrico@cityofconcord.org	Maintenance Turn-key	Kevin Neal
Diamond Oaks Golf Course	Municipal Course	349 Diamond Oaks Rd	Roseville, CA 95678	5/15/2000	12/31/2015	City of Roseville	Rob Nakamura	Manager, Parks & Recreation	916-521-6774	rnakamura@roseville.ca.us	Maintenance Turn-key	Kevin Neal
Dryden Park Golf Course	Municipal Course	920 South Sunset Avenue	Modesto, CA 95351	1/1/1996	10/31/2015	City of Modesto	Bob Quintella	Golf Consultant	209-577-5417	bquintella@modestogov.com	Maintenance	Kevin Neal
Fairmount Golf Course	Municipal Course	2681 Dexter Dr.	Riverside, CA 92622	6/1/2014	12/31/2015	City of Riverside	Lee Withers	Park Supervisor	951-351-6084	lwithers@riversideca.gov	Turn-key Maintenance	Kevin Neal
Four Seasons Golf Course	Private Club	1560 Spring Meadow Drive	Lakewood, NJ 08701-7521	1/1/2011	12/31/2015	Four Seasons Comm. Assoc., Inc.	Don Guida	Golf Committee President	732-966-6584	phyllisqui@aol.com	Turn-key Maintenance	Vince Gilmartin
Glen Ivy Golf Club	Daily Fee	24777 Trilogy Parkway	Corona, CA 92883	12/1/2014	11/30/2017	CSC Golf Management	Mark Stevens, PGA	CEO	858-386-9776	mstevens@cscgolfmanagement.com	Turn-key Maintenance	Kevin Neal
											Turn-key	
Glendora Country Club	Private Club	500 S Amelia Av	Glendora, CA 91741	10/3/2011	7/31/2019	Glendora Country Club	Jack Stoughton	President	626-437-3061	jstou10@gmail.com	Maintenance Turn-key	Kevin Neal
Glenview Champions Country Club	Private	13019 County Road 101	The Villages, FL 32162	11/15/2014	9/30/2016	The Villages Operating Company	Ken Roshaven	Golf Pro	352-753-3345	Ken.roshaven@thevillages.com	Maintenance Turn-key	Mike Harbin
Green Hill Municipal GC	Municipal Course	455 Main St. , # 404 City Hall	Worcester, MA 01608-1895	3/20/2005	12/31/2015	City of Worcester	Matt Moison	General Manager	508-799-1359	moisonm@ci.worcester.ma.us	Maintenance Turn-key	Vince Gilmartin
Greensburg Country Club	Private Club	Route 130 Pleasant Valley Road	Greensburg, PA 15601	4/6/2009	11/30/2018	Greensburg Country Club	John Wohlin	Owner	724-837-1810	jwohlin@composidie.com	Maintenance Turn-key	Vince Gilmartin
Industry Hills Golf Course	Resort Course	16200 Temple Avenue	City of Industry, CA 91744	1/15/2008	1/31/2018	Majestic Industry Hills, LLC	Dave Youpa	Golf Pro	626-854-2350	dyoupa@pacificpalmsresort.com	Maintenance	Kevin Neal
John Prince Golf Learning Ctr	Municipal Learning Center	4754 S Congress Av	Lake Worth, FL 33461	7/1/2011	2/28/2015	Palm Beach County	Rich Smolen	Manager	561-966-7056	rsmolen@pbcgov.org	Turn-key Maintenance	Lou Conzelmann
Lake Isle Country Club	Municipal Course	660 White Plains Rd	Eastchester, NY 10709.5511	3/14/2012	12/31/2017	Town of Eastchester	George Papademetriou	General Manager	914-261-9776	gpapademetriou@eastchester.org	Turn-key Maintenance	Vince Gilmartin
Lake Worth Golf Course		1 7th Avenue North	Lake Worth, FL 33460-2700	10/10/2011	9/30/2017	City of Lake Worth	Chris Fletcher	Director of Golf	561-582-9713	cfletcher@lakeworth.org	Turn-key Maintenance	Lou Conzelmann
											Turn-key	
Lakes of Taylor Golf Course	Municipal Course	25505 Northline Road	Taylor, MI 48180-4117	5/15/2006	12/31/2017	City of Taylor	Jeff Dobek	Director of Parks & Recreation	734-287-4646 516-305-2231	jdobek@ci.taylor.mi.us	Maintenance Turn-key	Vince Gilmartin
Lawrence Golf Course	Municipal Course	101 Causeway	Lawrence, NY 11559 Grosse Pointe Woods, MI	4/16/2012	4/30/2018	Incorporated Village of Lawrence	Leo McMahon	General Manager		Imcmahon@villageoflawrence.org	Maintenance Turn-key	Vince Gilmartin
Lochmoor Club	Private Club	1018 Sunningdale Dr	48236	2/1/2013	1/31/2018	Lochmoor Club	Tom Hauff	General Manager	586-215-1509	thauff@lochmoorclub.com	Maintenance Turn-key	Vince Gilmartin
Longleaf Golf & Family Club	Private	10 N. Knoll Road	Southern Pines, NC 28387	6/1/2015	6/1/2020	U.S. Kids Golf Foundation	Chris Vonderkall	Vice President		cjvonderkall@uskidsgolf.com	Maintenance Turn-key	Mike Harbin
Longshore Golf Club	Municipal Course	260 Compo Road South	Westport, CT 06880	1/1/2014	12/31/2016	The Town of Westport	Fred Hunter	Golf Advisory Chairman	732-567-5271	rhh5123@gmail.com	Maintenance	Vince Gilmartin
Manhattan Beach Marriott	Resort Course	1400 Parkview Avenue	Manhattan Beach, CA 90266	12/1/2001	4/30/2017	Manhattan Beach Marriott	Mike Murphy	Director of Hotel Operations	310.546.7511	mike.murphy@marriott.com	Turn-key Maintenance	Kevin Neal
Martin County Golf & Country Club	Municipal	2000 S.E. St. Lucie Blvd.	Stuart. FL 34996	12/8/2014	11/30/2017	Martin County Board of County Comm.	Chandler Doolitty	General Manager	772-260-7980	fdoolity@martin.fl.us	Turn-key Maintenance	Lou Conzelmann
Merced Golf and Country Club	Private Club	6333 North Golf Rd					leff Kaufman	Board President	209-358-2311		Turn-key Maintenance	
			Merced, CA 95340	9/1/2012		Merced Golf & Country Club				kaufman255@gmail.com	Turn-key	Kevin Neal
Musgrove Golf Course	Private Club	916 Country Club Rd	Jasper, AL 35503-6006	6/1/2011	5/31/2017	Musgrove Country Club	Brian Alexander	Greens Committee Chair	205-275-0602	blalexander01@yahoo.com	Maintenance Turn-key	Mike Harbin
Nancy Lopez Legacy Country Club	Private	17196 SE 86th Belle Meade Circle	The Villages, FL 32159	11/15/2014	9/30/2016	The Villages Operating Company	Steve Hanson	Golf Pro	352-753-1862	steve.hanson@thevillages.com	Maintenance Turn-key	Mike Harbin
Okeeheelee Golf Course	Municipal Course	1200 Country Club Lane	West Palm Beach, FL 33413	10/20/2004	2/28/2015	Palm Beach County	Mac Hood	General Manager	561-964-4653 x1	0MHood@pbcgov.org	Maintenance	Lou Conzelmann



ValleyCrest Golf Maintenance Current Contracts 2015

Golf Course Name	Type of Course	Address	City, State, Zip	Original Start Date	Contract Renewal Date	Entity	Contact	Title	Phone Number	Email Address	Description of Service	Key Personnel - ValleyCrest
Omni Amelia Island Plantation	Resort Course	200 Sea Marsh Road	Fernandina Beach, FL 32034	6/1/2007	9/16/2016	Amelia Island Company	Mike Petty	Director of Agronomy	520-235-3792	mpetty@omnihotels.com	Turn-key Maintenance	Mike Harbin
Osprey Point Golf Course	Municipal Course	12551D Glades Road	Boca Raton, FL 33498	3/22/2010	2/28/2015	Palm Beach County	Bethany King	General Manager	561-966-7044	blking@pbcgov.org	Turn-key Maintenance	Lou Conzelmann
Palm Beach National Golf & CC	Private Club		Lake Worth, FL 33467	1/15/2015	1/31/2018	Palm Beach National Golf & CC	Mike Dahlstrom	General Manager	561-965-3381	mike@palmbeachnational.com	Turn-key Maintenance	Lou Conzelmann
Palo Alto Golf Course	Municipal Course	1875 Embarcadero Road	Palo Alto, CA 94303	11/1/2010	4/30/2018	City of Palo Alto	Daren Anderson	Division Manager	650-496-6950	Daren.Anderson@cityofpaloalto.org	Turn-key Maintenance	Kevin Neal
Park Ridge Golf Course	Municipal Course	2700 6th Ave. South	Lake Worth, FL 33461	4/25/2006	2/28/2015	Palm Beach County	Phil Henry	General Manager	561-629-8755	phenry@pbcgov.org	Turn-key Maintenance	Lou Conzelmann
Peninsula Golf & Country Club	Resort Course	32981 Peninsula Esplanade	Millsboro, DE 19966-7305	4/21/2011	12/31/2015	The Peninsula on the Indian River Bay	Tabitha Golt	On-Site Project Manager	302-945-8091	tabitha@peninsula-delaware.com	Turn-key Maintenance	Vince Gilmartin
Quail Valley Golf Course	Municipal Course	2880 La Quinta	Missouri City, TX 77459	10/1/2008	12/31/2015	City of Missouri	Tyson Stittleburg	General Manager	713-824-6559	tstittle@missouricitytx.gov	Turn-key Maintenance	Lou Conzelmann
Resort at Squaw Creek	Resort Course	400 Squaw Creek Road	Olympic Valley, CA96146	4/14/2014	3/31/2019	Resort at Squaw Creek	Eric Veraguth	Director of Golf and Ski	530-583-6300	everaguth@destinationhotels.com	Turn-key Maintenance	Kevin Neal
Riverside Club Golf Course	Private	2550 Pier Drive	Ruskin, FL 33570	7/1/15	6/30/19	Sun Communities	Frances Passaro	Community Manager	888-317-1102	fpassaro@suncommunities.com	Turn-key Maintenance	Mike Harbin
St Ives Country Club	Private Club	One St. Ives Country Club Driv	John's Creek, GA 30097	12/8/2008	8/31/2019	St lves Country Club	John Gerdts	General Manager	678-215-3638	Jgerdts@stivescountryclub.org	Turn-key Maintenance	Vince Gilmartin
Taylor Meadows Golf Club	Municipal Course	25505 Northline Road	Taylor, MI 48180-4117	1/1/2007	12/31/2017	City of Taylor	Jeff Dobek	Director of Parks & Recreation	734-287-4646	jdobek@ci.taylor.mi.us	Turn-key Maintenance	Vince Gilmartin
The Club at Boca Pointe	Private Club	7144 Boca Pointe Dr	Boca Raton, FL 33433	9/17/2012	9/30/2015	Boca Pointe Country Club	Helen Karpel	General Manager	561-864-8500	hkarpel@theclubatbocapointe.com	Turn-key Maintenance	Lou Conzelmann
The Villages Chatham	Private HOA	7725 SE 172nd Legacy Lane	The Villages, FL 32162	10/1/2008	9/30/2019	Village Center Comm. Dev. Dist.	Eric Van Gorder	Dir. of Executive Golf Maintenance	352-753-3396	Eric.VanGorder@districtgov.org	Turn-key Maintenance	Mike Harbin
The Villages Golf & Country Club	Private HOA	9201 The Villages Fairway Dr	San Jose, CA 95135	3/31/2018	3/31/2018	The Villages Golf & Country Club	Darren Shaw	General Manager	408-223-4634	dshaw@the-villages.com	Turn-key Maintenance	Kevin Neal
The Villages Kingfisher	Private HOA	2346 Buttonwood Run	The Villages, FL 32162	2/1/2013	6/30/2015	The Villages of Lake-Sumter, Inc.	David Williams	Golf Professional	352-751-7029	david.williams@thevillages.com	Turn-key Maintenance	Mike Harbin
The Villages Saddlebrook	Private HOA	2840 Saddlebrook Lane	The Villages, FL 32159	10/1/2011	9/30/2015	Village Center Comm. Dev. Dist.	Eric Van Gorder	Dir. of Executive Golf Maintenance	352-753-3396	Eric.VanGorder@districtgov.org	Turn-key Maintenance	Mike Harbin
Tiger Woods Learning Center	Golf Learning Center	430 N. Gilbert	Anaheim, CA 92801	8/31/2004	1/31/2016	Tiger Woods Foundation, Inc.	Michael Lautenbach	Director of Golf Operations	714-221-2729	mlautenbach@anaheim.net	Turn-key Maintenance	Kevin Neal
Victoria Club	Private Club	2521 Arroyo Drive	Riverside, CA 92506-1598	12/3/2012	7/31/2019	Victoria Club	John Brisco	Green Committee	951-961-7982	brisco.john@gmail.com	Turn-key Maintenance	Kevin Neal
Village Club of Sands Point	Municipal Course	1 Thayer Lane	Sands Point, NY 11050	12/1/2012	11/30/2017	Village of Sands Point	Mitch Uiberall	Greens Chairman	646-279-5533	andiuiberall@yahoo.com	Turn-key Maintenance	Vince Gilmartin
Wildcat Golf Club	Private Club	12000 Almeda Rd.	Houston, TX 77045	12/1/2000	4/30/2017	Wildcat Golf Club	Tim Loiodice	Owner/General Manager	713-413-3400	tloiodice@wildcatgolfclub.com	Turn-key Maintenance	Lou Conzelmann
Winchester Country Club	Private Club	3030 Legends Dr	Meadow Vista, CA 95722	6/18/2010	1/31/2017	Winchester REO LLC	David Bennett	General Manager	530-401-6488	dbennett@winchestercountryclub.com	Turn-key Maintenance	Kevin Neal
Woodcreek Golf Club	Municipal Course	311 Vernon St.	Roseville, CA 95678	1/15/1995	12/31/2015	City of Roseville	Rob Nakamura	Manager, Parks & Recreation	916-521-6774	rnakamura@roseville.ca.us	Turn-key Maintenance	Kevin Neal
Youghiogheny Country Club	Private Club	1901 Greenock Buena Vista Rd	McKeesport, PA 15135	8/1/2003	6/30/2016	Youghiogheny Country Club	John Goodrum	Owner	724-446-1630	yccsales@youghcc.com	Turn-key Maintenance	Vince Gilmartin



2.1 e. W-9 – VALLEYCREST GOLF COURSE MAINTENANCE

	ValleyCrest Golf Course Maintenance, Inc.													
Je 2.	2 Business name/disregarded entity name, if different from above													
Print or type Specific Instructions on page	3 Check appropriate box for federal tax classification; check only one of the following seven boxes: ☐ Individual/sole proprietor or ☐ C Corporation ✓ S Corporation Partnership ☐ single-member LLC ☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) Note. For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the the tax classification of the single-member owner.	E E	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3); Exempt payee code (if any) Exemption from FATCA reporting code (if any) (Applies to eccurits maintained outside the U.S.)											
P	Other (see instructions)			10.0	1.1.1			1.12.1.11	outside	the U.S.)				
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Sp	24151 Ventura Blvd.													
See	6 City, state, and ZIP code													
Ś	Calabasas, CA 91302			_						_				
	7 List account number(s) here (optional)						_							
Pa	t I Taxpayer Identification Number (TIN)	-								_				
backi residi entitie	your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid up withholding. For individuals, this is generally your social security number (SSN). However, for a ent alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other es, it is your employer identification number (EIN). If you do not have a number, see <i>How to get a</i>		cial s	securi	ty n -	umb	er							
	T/N on page 3. Or							er identification number						
	. If the account is in more than one name, see the instructions for line 1 and the chart on page 4	or En	picy		1	ICauc	I	T	-	-				
guide	lines on whose number to enter.	9	5	-	2	9	9 9	2	3	9				
Par	t II Certification							1	-					
Unde	r penalties of perium. I certify that:			-										

- Under penalties of perjury, I certify that:
- 1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- 2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- 3. I am a U.S. citizen or other U.S. person (defined below); and
- 4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the

Sign Here	Signature of U.S. person ►	Char A. P.M	Date ► 7	123	115-
		7.7	E	1000 5	And and the interest 1008 T

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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted. Future developments. Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at www.irs.gov/fw9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- · Form 1099-DIV (dividends, including those from stocks or mutual funds)
- · Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- · Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- · Form 1099-K (merchant card and third party network transactions)

Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-

- · Form 1099-C (canceled debt)
- . Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding? on page 2.

By signing the filled-out form, you:

1. Certify that the TIN you are giving is correct (or you are walting for a number to be issued).

2. Certify that you are not subject to backup withholding, or

 Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and

4. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See What is FATCA reporting? on page 2 for further information.

Cat. No. 10231X



2.2 BUSINESS ENTITY



2.2 b. FIRM'S QUALIFICATIONS

ValleyCrest Golf Course Maintenance, Inc., a California Corporation, was founded on February 17, 1976. We currently provide Golf Course Maintenance Services at 75.5 18-hole equivalent facilities located across the country in Alabama, California, Connecticut, Delaware, Florida, Georgia, Massachusetts, Michigan, New Jersey, New York, North Carolina, Pennsylvania and Texas. Our current employee roster numbers 613.

ValleyCrest Golf Maintenance is the industry's leader in golf course maintenance. For more than 30 years, we have been investing in refining the science, technology, and human expertise behind golf course maintenance to establish an operational model that is unlike any in the industry today. Designed to be highly efficient in helping our clients reduce their operating expenses, the model conversely has proven to be even more effective in maintaining and improving course conditions — allowing our clients to be competitive in their local golf marketplace.

ValleyCrest Golf Course Maintenance, Inc. is a subsidiary of ValleyCrest Companies, LLC. ValleyCrest Companies, located in Calabasas, California, was founded in 1949 and is a Limited Liability Corporation. Other affiliated companies are ValleyCrest Landscape Maintenance, Inc., ValleyCrest Landscape Development, Inc., Valley Crest Tree Company, ValleyCrest Tree Care Services, Inc. and U.S. Lawns. In addition, in June of 2014, ValleyCrest Companies merged with The Brickman Group, headquartered in Maryland, forming a \$2 billion landscape services firm with 22,000 employees across the United States.



2.2 c. BUSINESS ENTITY

ValleyCrest Golf Course Maintenance, Inc., a California Corporation, is a subsidiary of ValleyCrest Companies, LLC located in Calabasas, California. Our response to this Request for Proposal for the Golf Course Maintenance portion of the RFP is submitted as a single business entity. If selected the business entity to be bound by a contract will be ValleyCrest Golf Course Maintenance, Inc. All maintenance services proposed herein will be self-performed and no subcontractors will be used.



2.2 d. JOINT VENTURE DISCLOSURE

Not applicable. ValleyCrest Golf Course Maintenance, Inc. is not a Joint Venture or Partnership.



2.2 e. REFERENCES

Included in Section 2.1 a.-d.



2.2 f. KEY PERSONNEL

The following individuals represent some of the most tenured and innovative minds in the golf maintenance business. They will be actively involved with the management of your courses, working hands-on with the on-site Superintendent and your General Manager.

VINCE GILMARTIN, CGCS Area Director, Northeast

As the senior manager directly responsible for our performance on this contract, Vince will work with the leadership at Blue Hill Golf Course and the on-site team to see that the Town is informed and knowledgeable about the golf course maintenance plan and activities, that implementation runs smoothly and that the Town can participate in the development of future maintenance plans.

TERRY MCGUIRE Vice President, Operations

As Vice President of Operations for ValleyCrest Golf Maintenance, Terry is responsible for training and instructing all staff members in the ValleyCrest Golf Maintenance Operations Standards. He will be making periodic visits to Blue Hill Golf Course, focusing on quality control and customer service.

DR. TODD BUNNELL PHD Vice President, Agronomy

Dr. Bunnell will be the lead agronomist supporting our teams at Blue Hill Golf Course. As such, he will be available as needed to support the Superintendent and will be directly involved in the diagnoses and treatment strategy for any emerging turf issues. He will also work with the Superintendent and our team to develop the annual agronomic programs each year. Dr. Bunnell developed the agronomic programs contained in our proposal.

KEVIN NEAL Vice President, Area Director, West

Kevin supports the Superintendents at ValleyCrest-contracted golf courses in the West. Kevin's responsibilities include identifying, codifying and rolling out best practices and working with courses, particularly in new start-ups, to implement ValleyCrest Golf's practices and policies.

JOHN CROWDER Vice President, Business Development

John is responsible for managing ValleyCrest Golf Maintenance's overall growth and portfolio development, marketing programs, golf industry visibility and customer relations within the premier properties group.

TED HORTON, CGCS Senior Consulting Superintendent

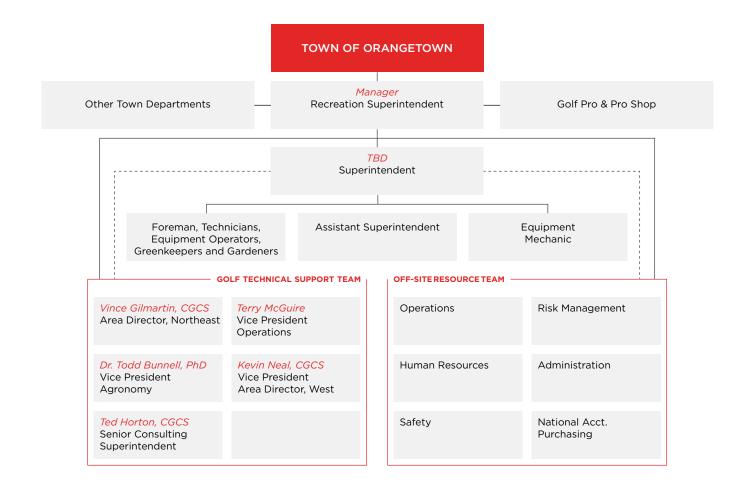
Ted's role is to serve as an advisor and mentor for the golf course superintendent. With nearly a half century of experience as a golf course superintendent in some of the most prestigious private clubs in the country, Ted is uniquely qualified to offer guidance and advice to the Town regarding course refinement, conditioning, capital planning, and strategic planning.

GREG PIESCHALA President

Greg provides the resources, support and company culture that allow ValleyCrest's professionals to excel in serving our customers. To that end, he has assembled a team unmatched in the golf maintenance business, and has led the creation of industry-leading support tools, training and operations programs.



CORPORATE ORGANIZATIONAL CHART





2.2g KEY PERSONNEL – RESUMES

VINCE GILMARTIN, CGCS

Area Director, Northeast

1852 Eagles Ridge Way Hidden Valley, PA 15502 (413) 297-5988 vgilmartin@valleycrest.com

Vince will work with the leadership for Blue Hill Golf Course and the on-site team to see that the club is informed and knowledgeable about the golf course maintenance plan and activities, that implementation runs smoothly and that leadership can participate in the development of future maintenance plans. Vince supports the Superintendent, providing all of the resources and assistance required to guarantee ValleyCrest delivers the agreed-upon course conditions to the course.

Professional Experience

In his role as Area Director, Northeast, Vince supports the Superintendents at ValleyCrest contracted golf courses in the Northeast.

Vince became Northeast Area Director in 2010. From 2005 to 2010 Vince served as ValleyCrest Regional Superintendent, Northeast, and Superintendent at Hidden Valley Resort in Hidden Valley, PA.

Additional Professional Experience

2004–05 VCGM Golf Course Superintendent, Westwood Golf Club, West Mifflin, PA

2002–04 VCGM Golf Course Superintendent, Ledges Golf Club, South Hadley, MA

2001-02 VCGM Grow-In/Golf Course Superintendent, Wildcat Golf Club, Houston, TX

1999-2000 Joined ValleyCrest Golf Course Maintenance as the Golf Course Superintendent at Glen Annie Golf Club in Santa Barbara. Vince was responsible for maintaining a high degree of environmental quality in water management and planning, wildlife and habitat management, outreach and education resulting in Glen Annie's accomplishment of Certified Audubon Cooperative Sanctuary in 2000.

2000 Grow-In Superintendent, Blackhawk Country Club, Danville, CA

1998-99 Assistant Superintendent, Strawberry Farms Golf Club, Irvine, CA

1995-97 Golf Course Superintendent, Franklin Delano Roosevelt Golf Club, Philadelphia, PA. Vince was responsible for the course achieving the "Most Significantly Improved Facility in the Northeast Region."



EDUCATION

Turfgrass Management Rutgers University

PROFESSIONAL ASSOCIATIONS AND AWARDS

Golf Course Superintendents Association of America

Greater Pittsburgh Golf Course Superintendents Association

Audubon International Environmental Steward 2007

Environmental Research Committee, *Member*

GCSAA Environmental Leaders in Golf Award Recipient 2006, 2002



TERRY MCGUIRE

Vice President, Operations

746 Flamevine Lane Vero Beach, Fl 32963 (818) 737-2705 tmcguire@valleycrest.com

Terry is responsible for the Blue Hill team's overall performance and quality control. He will be making periodic visits to the course, focusing on quality control and customer service.

Professional Experience

As Vice President of Operations for ValleyCrest Golf Maintenance, Terry is responsible for training and instructing all staff members in the ValleyCrest Golf Maintenance Operations Standards.

Terry joined ValleyCrest Golf Maintenance in 1999 as the Western Region Director of Maintenance with duties including overall maintenance operations of all ValleyCrest Golf Maintenance facilities on the West Coast.

Additional Professional Experience

Arnold Palmer Golf Management, Director of Golf Course Maintenance, 1990-98. Responsibilities included overseeing all properties in the Western United States. Also served as a consultant in the development, construction and redesign phases of municipal, private, daily fee and resort courses.



EDUCATION

AS, Golf Course Operations Lake City Community College, FL

AA, Jacksonville Community College, FL

PROFESSIONAL

ASSOCIATIONS AND AWARDS

Golf Course Superintendents Association of America

National Golf Course Owners Association Member of the Top Agronomic Officers

Audubon International

Member of the Environmental Advisory Council

Lake City Community College Member of the Advisory Council



B. TODD BUNNELL, PH.D.

Vice President, Agronomy

14381 Quail Pointe Drive Carmel, IN 46032 (818) 737-3156 tbunnell@valleycrest.com

Dr. Bunnell will be the lead agronomist supporting our team at Blue Hill Golf Course. As such, he will visit the course periodically to oversee implementation and fine-tuning of our programs. He will also work with the team to develop their annual agronomic programs and diagnose and treat any emerging turf issues. Dr. Bunnell developed the agronomic programs contained in our proposal.

Professional Experience

As Vice President of Agronomy for ValleyCrest Golf Maintenance, Dr. Bunnell works closely with Superintendents to develop sound and efficient agronomic programs. Specific agronomic programs are developed independently for each property based on science, diagnostic results and client expectations. He also works with fertilizer and chemical manufacturers to ensure the newest and most effective inputs are applied at our customers' properties.

Prior to joining ValleyCrest, Dr. Bunnell was employed by SePRO Corporation as the Manager of Turf and Ornamental Research/Golf Market Manager (2004-2011). His responsibilities included research, development, and regulatory compliance of SePRO branded turf and ornamental products including plant growth regulators, insecticides, herbicides, and fungicides. His tasks also included developmental efforts towards new chemistries and uses in the turf and ornamental market.

Additional Professional Experience

Clemson University, Clemson, SC, Graduate Research Assistant, (M.S., Ph.D.) 1997–2003. Research projects included determining optimum light quantity for dwarf and fairway bermudagrasses, investigating soil atmosphere effects on bentgrass in the southern transition zone, conducting herbicide evaluation trials, construction and maintenance of USGA specified bentgrass and bermudagrass greens. He also taught multiple undergraduate level courses/labs in horticulture, soil science, and turfgrass science.

Clemson University, Walker Course, Clemson, SC, Graduate Assistant, 1999-2003 Duties included daily golf course preparation and operations and discussing various agronomic options available for optimum turfgrass growth and development with golf course superintendent and staff.

1996 PGA Championship at the Valhalla Golf Club, Louisville, KY, Undergraduate Internship. Duties included major tournament preparation: mowing greens and fairways, assisted in all aspects of golf course management such as spraying, fertilization, irrigation, sodding, ornamental bed installation and maintenance, tree care, supervised management of entrance drive and delegated duties to crew workers.



EDUCATION

Ph.D, Plant Physiology, Turfgrass, Clemson University, SC

MS, Horticulture, Turfgrass, Clemson University, SC

BS, Plant and Soil Science, Turfgrass, University of Kentucky

PROFESSIONAL ASSOCIATIONS AND AWARDS

Golf Course Superintendents Association (member)

United States Golf Association (member)



KEVIN NEAL

Vice President, Area Director, West

24151 Ventura Blvd. Calabasas, CA 91302 (818) 737-3182 kneal@valleycrest.com

In his role as Vice President, Area Director, West, Kevin supports the Superintendents at ValleyCrest contracted golf courses in the West. Kevin's responsibilities include identifying, codifying and rolling out best practices and working with courses, particularly in new start-ups, to implement ValleyCrest Golf's practices and policies. As one of ValleyCrest's most experienced and creative team members, Kevin will ensure the labor force is organized efficiently and effectively, resulting in continuous improvement, high-quality work, a safe work environment and high morale amongst the teams.

Professional Experience

Kevin's responsibilities include identifying, codifying and rolling out best practices for ValleyCrest Golf Maintenance. He is also responsible for supporting each of our golf course maintenance teams, particularly in new start-ups to ensure our best practices and policies are implemented. Kevin is responsible for introducing and implementing our VC360 program at all of the courses we maintain.

Kevin initially joined ValleyCrest in 2005 as Resident Superintendent, overseeing other ValleyCrest Superintendents on properties in Southern California, as well as taking on the role of Superintendent at Anaheim Hills Golf Course.

Additional Professional Experience

SeaCliff Country Club, Huntington Beach, CA, Golf Course Superintendent, 1997-2005

Los Verdes Golf Course, Rancho Palos Verdes, CA, Golf Course Superintendent, 1994-97

Skylinks Golf Course, Long Beach, CA, Golf Course Superintendent, 1993–94 El Dorado Park Golf Course, Long Beach, CA, Golf Course Superintendent, 1992– 93

United States Army, 1982-88



EDUCATION

BS, Botany and Plant Science University of California, Riverside

PROFESSIONAL ASSOCIATIONS AND AWARDS

Golf Course Superintendents Association of America Member since 1989

Golf Course Superintendents Association of Southern California Past President 2005

Audubon Cooperative Sanctuary Program

State of California Pesticide License

Responsible Managing Employee, California State Contractors License



JOHN CROWDER

Vice President, Business Development

6300 Ridgeway Road Richmond, VA 23226 (818) 737-3113 jcrowder@valleycrest.com

John joined ValleyCrest Golf in September 2004, initially as a consultant charged with development of the Company's strategic growth and marketing plan. He worked under an exclusive arrangement with the Company for two years and became a full-time employee in October 2006. He is responsible for managing the Company's overall growth and portfolio development, marketing programs, golf industry visibility and customer relations within the premier properties group.

Professional Experience

In 1992 John formed BeechTree Golf Company and entered the golf industry where he worked as a project partner and advisor with a number of organizations and companies. Former partners and/or clients include Dan Maples Design, Softspikes, Dunlop/Slazenger Group Americas, the LPGA, Myrtle Beach Golf Holiday, the National Golf Course Owners Association, Pros, Inc. (now Octagon Golf, an IPG company) Holden Productions (golf television production), NBC Sports, Golf Magazine, Tournament Promotions, Inc., Wintergreen Resort, the Virginia Department of Tourism, U.S. Kids Golf and Harmony Products, Inc. For three years, he was a partner in Golf Magazine TV, a nationally syndicated television show on golf instruction, hosted by Roger Maltbie. Mr. Crowder's work has included projects in golf course development and finance, golf event development, numerous event sponsorships, business development programs, product launch campaigns, strategic sales assignments and golf television.

Additional Professional Experience

Mr. Crowder's professional background includes 5 years as a Senior Consultant with the Fails Management Institute of Raleigh, North Carolina, the world's leading construction industry financial consulting firm. Following that he spent 12 years with two regional investment banks, Johnston, Lemon and Co. and Wheat First Securities, specializing initially in private and public corporate finance and later in mergers and acquisitions. During that time he personally managed or oversaw successful financings and business combinations with collective values exceeding \$750 million.



EDUCATION

MBA Wake Forest University

BA Wake Forest University

PROFESSIONAL ASSOCIATIONS AND AWARDS

National Golf Course Owners Association

Golf Course Superintendents Association of America

Carolinas Golf Course Superintendent Association

Virginia Golf Course Superintendents Association

Virginia State Golf Association Foundation — Donor and a founding member of the Steering and Finance Committee



TED HORTON Senior Consulting Superintendent

30098 Red Barn Place Canyon Lake, CA 92587 (951) 246-2928 ted@tedhorton.onmicrosoft.com

Ted will be an active advisor to the Area Director and Superintendent for general maintenance and long-range strategic planning for the maintenance of the golf course. In addition, Ted will be an excellent mentor for the Superintendent.

Professional Experience

Ted joined ValleyCrest Golf Maintenance in 2002 as the Senior Consulting Superintendent. His duties include development and oversight of the Company's national agronomic standards, programs, policies and procedures. He has an active role in long-range planning projects with many customers and provides mentorship to ValleyCrest Superintendents.

Ted became the Golf Course Superintendent at Winged Foot Golf Club in New York at the age of 23. There he prepared the courses for three USGA Open championships and numerous local events. After 14 years at Winged Foot, Ted moved to Westchester Country Club where he hosted twelve PGA Tour events, initially as Golf Course Superintendent and ultimately as the Director of Sports and Grounds. Ted served for two years as Vice President of Agronomy for a multi-course firm that managed courses along the eastern seaboard. He later served as Vice President of Resource Management for the Pebble Beach Company for eight years where he supervised numerous projects designed to renovate and upgrade the properties. While at Pebble Beach, Ted hosted many events including the 1999 U.S. Amateur Championship, the 2000 U.S. Open Championship and seven AT&T Pebble Beach National Pro AM PGA Tour events.

Awards

Ted has received many awards and commendations in his distinguished career.

- Sherwood A. Moore Distinguished Service Award by the Metropolitan Golf Course Superintendents Association (1988)
 NGCOA 2010 Champion Award, which recognizes work that imp opportunities for fellow course of the service of
- GCSAA President's Award for Environmental Leadership (1999)
- Golf Digest Environmental Leaders in Golf Award for his commitment to both the game and the environment (2001)
- USGA Green Section Award for a lifetime of distinguished service to the field of golf course maintenance (2008)
- NGCOA 2010 Champion Award, which recognizes work that improves opportunities for fellow course owners, for his work with the California Alliance for Golf, who led a fight against taxation in California
- 2013 Inaugural "Ted Horton Distinguished Service Award" by the California Golf Course Owners Association. This prestigious award honors an individual for his or her service and contributions over time to the CGCOA.



EDUCATION

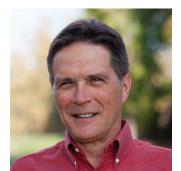
MBA, University of San Francisco, San Francisco, CA

BS, Business Economics University of San Francisco, CA

PROFESSIONAL ASSOCIATIONS AND AWARDS

American Society for Quality (ASQ) Certified Six Sigma Black Belt (CSSBB)





EDUCATION

MBA with Distinction Harvard Graduate School of Business

BA, Economics Stanford University

PROFESSIONAL ASSOCIATIONS AND AWARDS

National Golf Course Owners Association

Golf Course Superintendents Association of America

Director and Treasurer, Los Angeles Children's Chorus

Overseer, Huntington Library, Art Collection and Botanical Gardens

GREG PIESCHALA

President

24151 Ventura Blvd. Calabasas, CA 91302 (818) 737-3182 gpieschala@valleycrest.com

Greg provides the resources, support and company culture that allow ValleyCrest's professionals to excel in serving our customers. To that end, he has assembled a team unmatched in the golf maintenance business, and has led the creation of industry-leading support tools, training and operations programs. He deeply believes in the wisdom of ValleyCrest's founder, Burt Sperber, that "if we take care of our customers and our people, everything else will take care of itself."

Professional Experience

Greg Pieschala became President of ValleyCrest Golf Maintenance in October 2003 with a mandate to expand the company on the basis of high customer satisfaction and quality. He originally joined ValleyCrest Companies in January 2000 as Executive Vice President where he focused on expanding the corporation's national presence through acquisitions of strong regional companies. Prior to joining ValleyCrest, Greg was a Principal in the Los Angeles office of McKinsey & Company.



2.2 h. OFFICE LOCATION

ValleyCrest Golf Maintenance 24151 Ventura Boulevard Calabasas, California 91302

Contact Person:

Greg Pieschala, President 818-737-3110 phone 818-225-2336 fax gpieschala@valleycrest.com



2.2 i. OWNERSHIP DISCLOSURE

ValleyCrest Golf Course Maintenance, Inc. is a subsidiary of ValleyCrest Companies, LLC. ValleyCrest Companies, located in Calabasas, California, was founded in 1949 and is a Limited Liability Corporation. Other affiliated companies are ValleyCrest Landscape Maintenance, Inc., ValleyCrest Landscape Development, Inc., Valley Crest Tree Company, ValleyCrest Tree Care Services, Inc. and U.S. Lawns. In addition, in June of 2014, ValleyCrest Companies merged with The Brickman Group headquartered in Maryland, forming a \$2 billion landscape services firm with 22,000 employees across the United States.



2.2 j. ECONOMIC BENEFIT

ValleyCrest Golf Maintenance will bring to Orangetown numerous economic benefits that derive from our business methods, buying power and commitment to hiring locally, purchasing local materials and supplies where possible and investing in the asset that we will be maintaining. For example, we are proposing to build an equipment wash pad, equipment storage structure and materials storage building as part of the upgrades we envision for the maintenance facility. Those facilities would be constructed by local Orangetown contractors if at all possible.

Our hiring preferences favor local residents for both full-time and part-time positions.



2.2 k. FINANCIAL STATEMENT



CONSOLIDATED FINANCIAL STATEMENTS

ValleyCrest Holding Co. and Subsidiaries Years Ended April 30, 2012 and 2011 With Report of Independent Auditors

Consolidated Financial Statements

Years Ended April 30, 2012 and 2011

Contents

Report of Independent Auditors	1
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Consolidated Balance Sheets	2
Consolidated Statements of Operations	
Consolidated Statements of Stockholders' Equity and Comprehensive Income (Loss)	
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Ernst & Young LLP Suite 500 725 South Figueroa Street Los Angeles, CA 90017-5418 Tel: +1 213 977 3200 Fax: +1 213 977 3729 www.ey.com

Report of Independent Auditors

The Board of Directors and Stockholders ValleyCrest Holding Co.

We have audited the accompanying consolidated balance sheets of ValleyCrest Holding Co. and Subsidiaries, a Delaware corporation, as of April 30, 2012 and 2011, and the related consolidated statements of operations, stockholders' equity and comprehensive income (loss), and cash flows for the years then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. We were not engaged to perform an audit of the Company's internal control over financial reporting. Our audits included consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the consolidated financial position of ValleyCrest Holding Co. and Subsidiaries at April 30, 2012 and 2011, and the consolidated results of their operations and their cash flows for the years then ended in conformity with U.S. generally accepted accounting principles.

Ernst + Young LLP

July 23, 2012

Consolidated Balance Sheets

	April 30		
	2012	2011	
Assets			
Current assets:			
Cash	\$ 10,987,000	\$ 259,000	
Investments and escrowed retention	2,187,000	3,413,000	
Receivables:			
Trade receivables, less allowance for doubtful accounts			
of \$2,467,000 and \$4,738,000, respectively	107,667,000	107,413,000	
Notes receivable	611,000	514,000	
Other receivables	2,555,000	1,812,000	
Total receivables	110,833,000	109,739,000	
Costs and estimated earnings in excess of billings on	7 000 000	7 155 000	
uncompleted contracts	7,999,000	7,155,000	
Inventories	12,493,000	14,584,000	
Prepaid expenses	2,842,000	3,273,000	
Deferred tax assets, net	4,099,000	6,610,000	
Income taxes receivable	1,275,000	2,923,000	
Total current assets	152,715,000	147,956,000	
Property and equipment, at cost:			
Land	46,616,000	46,822,000	
Buildings and improvements	41,912,000	41,302,000	
Landscape equipment	114,554,000	111,818,000	
Office equipment and furniture	12,578,000	12,487,000	
Autos and equipment under capital leases	8,979,000	_	
	224,639,000	212,429,000	
Less accumulated depreciation and amortization	(131,807,000)	(122,170,000)	
Property and equipment, net	92,832,000	90,259,000	
Goodwill	369,311,000	368,930,000	
Intangible assets, net of accumulated amortization of	,,,	,- 20,000	
\$73,753,000 and \$61,922,000, respectively	123,750,000	133,744,000	
Notes receivable and other long-term assets	5,447,000	6,697,000	
Total assets	\$ 744,055,000	\$ 747,586,000	
	φ / 11,0 <i>55</i> ,000	φ <i>i</i> 11,200,000	

Consolidated Balance Sheets (continued)

	April 30		
	2012	2011	
Liabilities and stockholders' equity			
Current liabilities:			
Current maturities of long-term debt	\$ 4,194,000	\$ 4,194,000	
Accounts payable, including amounts retained from			
subcontractors of \$2,873,000 and \$3,299,000,			
respectively	31,204,000	24,163,000	
Accrued liabilities	53,425,000	45,898,000	
Capital lease obligations, short term	2,107,000	-	
Billings in excess of costs and estimated earnings on			
uncompleted contracts	14,620,000	16,342,000	
Other current liabilities	525,000	457,000	
Total current liabilities	106,075,000	91,054,000	
Long-term debt, excluding current maturities	258,470,000	272,834,000	
Deferred tax liabilities	77,225,000	71,678,000	
Capital lease obligations, long-term	5,690,000	_	
Other long-term liabilities	13,508,000	26,853,000	
Commitments and contingencies			
Stockholders' equity:			
Voting common stock, \$.01 par value; authorized			
1,990,000 shares; 870,188 and 870,000 issued	9,000	9,000	
and outstanding, respectively			
Convertible preferred stock, \$.01 par value; authorized			
2,180 shares; 2,143 issued and outstanding	_	_	
Accumulated other comprehensive loss	(5,397,000)	(8,815,000)	
Additional paid-in capital	285,996,000	285,488,000	
Retained earnings	2,479,000	8,485,000	
Total stockholders' equity	283,087,000	285,167,000	
Total liabilities and stockholders' equity	\$ 744,055,000	\$ 747,586,000	

See accompanying notes.

Consolidated Statements of Operations

	Year Ended April 30		
	2012	2011	
Revenues	\$ 847,503,000	\$ 825,895,000	
Cost of revenues	668,028,000	640,365,000	
Gross profit	179,475,000	185,530,000	
Selling, general and administrative expenses Operating profit	159,115,000 20,360,000	158,366,000 27,164,000	
Other income (expenses):			
Gain (loss) on sale of assets	372,000	(601,000)	
Interest income	158,000	211,000	
Interest expense	(27,310,000)	(22,819,000)	
Equity in loss of unconsolidated JV	(1,781,000)	(1,959,000)	
(Loss) income before income taxes	(8,201,000)	1,996,000	
Income tax benefit (expense)	4,537,000	(3,491,000)	
Net loss	\$ (3,664,000)	\$ (1,495,000)	

See accompanying notes.



*

ValleyCrest Holding Co. and Subsidiaries

CONSOLIDATED FINANCIAL STATEMENTS

ValleyCrest Holding Co. and Subsidiaries Years Ended April 30, 2014 and 2013 With Report of Independent Auditors

Consolidated Financial Statements

Years Ended April 30, 2014 and 2013

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Ernst & Young LLP Suite 500 725 South Figueroa Street Los Angeles, CA 90017-5418 Tel: +1 213 977 3200 Fax: +1 213 977 3729 ey.com

Report of Independent Auditors

The Board of Directors and Stockholders ValleyCrest Holding Co.

We have audited the accompanying consolidated financial statements of ValleyCrest Holding Co. and Subsidiaries, which comprise the consolidated balance sheets as of April 30, 2014 and 2013, and the related consolidated statements of operations, other comprehensive income (loss), stockholders' equity and cash flows for the years then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in conformity with U.S. generally accepted accounting principles; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free of material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the consolidated financial position of ValleyCrest Holding Co. and Subsidiaries at April 30, 2014 and 2013, and the consolidated results of their operations and their cash flows for the years then ended in conformity with U.S. generally accepted accounting principles.

Ernst + Young ILP

August 29, 2014

1406-1278363

Consolidated Balance Sheets

	April 30	
	2014	2013
Assets		
Current assets:		
Cash	\$ 32,899,000	\$ 4,850,000
Investments and escrowed retention	1,341,000	686,000
Receivables:		
Trade receivables, less allowance for doubtful accounts of \$2,325,000 and \$1,885,000 at April 30, 2014		
and 2013, respectively	155,316,000	129,119,000
Notes receivable	679,000	954,000
Other receivables	2,028,000	1,941,000
Total receivables	158,023,000	132,014,000
Costs and estimated earnings in excess of billings on		
uncompleted contracts	6,965,000	10,262,000
Inventories	21,914,000	15,688,000
Prepaid expenses	3,286,000	3,001,000
Deferred tax assets, net		2,689,000
Total current assets	224,428,000	169,190,000
Property and equipment, at cost:		
Land	46,239,000	46,267,000
Buildings and improvements	44,331,000	42,584,000
Landscape equipment	121,329,000	115,664,000
Office equipment and furniture	13,802,000	11,883,000
Autos and equipment under capital leases	9,819,000	9,093,000
	235,520,000	225,491,000
Less accumulated depreciation and amortization	(149,236,000)	(141,136,000)
Property and equipment, net	86,284,000	84,355,000
Goodwill	366,525,000	366,525,000
Intangible assets, net of accumulated amortization of \$94,708,000 and \$85,909,000 at April 30, 2014		
and 2013, respectively	111,038,000	113,787,000
Notes receivable and other long-term assets	7,591,000	17,261,000
Total assets	\$ 795,866,000	\$ 751,118,000

	А	pril 30
	2014	2013
Liabilities and stockholders' equity		
Current liabilities:		
Current maturities of long-term debt	\$ 3,950,00	0 \$ 4,194,000
Accounts payable, including amounts retained from subcontractors of \$2,116,000 and \$2,266,000		
at April 30, 2014 and 2013, respectively	52,594,00	
Accrued liabilities	68,083,00	
Capital lease obligations, short term	2,287,00	0 2,134,000
Billings in excess of costs and estimated earnings on		
uncompleted contracts	35,168,00	0 20,927,000
Deferred tax liabilities	7,222,00	0 –
Income taxes payable	4,958,00	0 122,000
Other current liabilities	11,00	0 456,000
Total current liabilities	174,273,00	0 116,450,000
Long-term debt, excluding current maturities	258,840,00	0 268,538,000
Deferred tax liabilities	63,053,00	69,843,000
Capital lease obligations, long-term	2,046,00	3,633,000
Other long-term liabilities	9,142,00	0 10,029,000
Commitments and contingencies		
Stockholders' equity:		
Voting common stock, \$.01 par value; authorized 1,990,000 shares; 870,284 and 869,949 shares issued		
and outstanding at April 30, 2014 and 2013, respectively	9,00	9,000
Convertible preferred stock, \$.01 par value; authorized		
2,180 shares; 2,143 shares issued and outstanding		
Accumulated other comprehensive income (loss)	501,00	
Additional paid-in capital	286,704,00	
Retained earnings (accumulated deficit)	1,298,00	
Total stockholders' equity	288,512,00	
Total liabilities and stockholders' equity	\$ 795,866,00	0 \$ 751,118,000

See accompanying notes.

Consolidated Statements of Operations

	Year Ended April 30		
	2014	2013	
Revenues	\$1,052,731,000 \$	903,951,000	
Cost of revenues	825,913,000	703,970,000	
Gross profit	226,818,000	199,981,000	
Selling, general, and administrative expenses	183,988,000	172,482,000	
Operating profit	42,830,000	27,499,000	
Other income (expense):			
Loss on sale of assets		(269,000)	
Interest income	216,000	164,000	
Interest expense and other	(29,231,000)	(31,050,000)	
Equity in (loss) profit of unconsolidated joint venture	(128,000)	128,000	
Income (loss) before income taxes	13,687,000	(3,528,000)	
Income tax expense (benefit)	7,392,000	(1,484,000)	
Net income (loss)	\$ 6,295,000 \$	(2,044,000)	

See accompanying notes.

Brickman Acquisition Holdings, Inc. and Subsidiaries Consolidated Financial Statements For the Year Ended December 31, 2014

Brickman Acquisition Holdings, Inc. and Subsidiaries Index

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Deloitte.

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors and Shareholder of Brickman Acquisition Holdings, Inc.:

We have audited the accompanying consolidated financial statements of Brickman Acquisition Holdings, Inc. and subsidiaries (the "Company"), which comprise the consolidated balance sheet as of December 31, 2014, and the related consolidated statements of operations, comprehensive loss, changes in shareholder's equity, and cash flows for the year then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence that we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects the financial position of Brickman Acquisition Holdings, Inc. and subsidiaries as of December 31, 2014, and the results of their operations and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Emphasis of Matter

As discussed in Note 3 to the consolidated financial statements, effective June 30, 2014, the Company acquired all of the outstanding stock of ValleyCrest Holding Company in a purchase business combination. As a result of the acquisition, ValleyCrest Holding Company became a consolidated subsidiary of Brickman Acquisition Holdings, Inc. as of that date. As further discussed in Note 3 to the consolidated financial statements certain amounts recorded related to the acquisition are provisional and subject to change once finalized. Our opinion is not modified with respect to this matter.

Deloitte & Touche LLP

May 3, 2015

Brickman Acquisition Holdings, Inc. and Subsidiaries Consolidated Balance Sheet December 31, 2014 (in thousands, except for share and per share amounts)

ASSETS

Current assets:	
Cash and cash equivalents	\$ 38,868
Restricted cash	319
Accounts receivable, net	249,064
Unbilled revenue	28,120
Deferred tax assets	10,138
Inventories	32,822
Taxes receivable	29,191
Other current assets	29,596
Total current assets	 418,118
Property and equipment, net	250,840
Deferred charges, net	59,088
Intangible assets, net	722,410
Goodwill	1,667,114
Restricted investments and other assets	14,312
Total assets	\$ 3,131,882

LIABILITIES AND SHAREHOLDER'S EQUITY

Current liabilities:		
Accounts payable	\$	71,099
Capital lease obligation - current portion		4,615
Long-term debt - current portion		15,900
Deferred revenue		53,001
Accrued interest		2,976
Self-insurance reserves - current portion		21,904
Accrued expenses and other current liabilities		102,169
Total current liabilities		271,664
Capital lease obligations		2,853
Long-term debt, net of discount		1,665,940
Deferred tax liabilities		272,251
Long-term portion of self- insurance reserves		46,619
Other liabilities		41,079
Total liabilities		2,300,406
Commitments and contingencies (Note 16)		-
Shareholder's equity:		
Class A voting common stock, \$.01 par value; 100 shares authorized,		
issued and outstanding		-
Paid-in capital		917,561
Accumulated deficit		(71,104)
Accumulated other comprehensive loss		(14,981)
Total shareholder's equity		831,476
Total liabilities and shareholder's equity	\$	3.131.882
rour nuonnees and shareholder's equity	ψ	5,151,002

The accompanying notes are an integral part of the consolidated financial statements.

Brickman Acquisition Holdings, Inc. and Subsidiaries Consolidated Statement of Operations For the Year Ended December 31, 2014 (in thousands)

Net service revenues	\$ 1,612,528
Cost of services provided	1,195,686
Gross profit	416,842
Selling, general and administrative expenses	265,666
Amortization expense	96,890
Transaction, merger and integration expenses	50,053
Income from operations	4,233
Other income	656
Interest expense	(71,933)
Loss before income taxes	(67,044)
Income tax benefit	(16,509)
Net loss	\$ (50,535)



2.2 I. FAILED TO COMPLETE CONTRACTS

ValleyCrest Golf Course Maintenance has never failed to complete a contract nor have we been terminated for breach of contract. We have terminated contracts for lack of payment by the customer.



2.2 m. JUDGMENT/CLAIMS/ARBITRATION

ValleyCrest Golf Course Maintenance, Inc. has filed lawsuits or requested arbitration against four (4) former clients who ValleyCrest Golf Course Maintenance terminated for non-payment. In all of these cases, we either settled or prevailed in the proceedings for an amount greater than the original amount owed at the time of termination. A client has never terminated our services for breach of contract.



2.2 n. CRIMINAL ACTIVITY

Neither the proposer (ValleyCrest Golf Course Maintenance, Inc.), nor its officers or principals, have ever been convicted of, nor are they presently the subject of any material criminal or administrative investigation.



2.3 PROPOSED OPERATION



2.3 b. STAFFING

To determine your staffing needs, we pull from years of observation and testing to determine the man-hours required to accomplish the work that needs to get done at the quality level the club expects. For Blue Hill Golf Course, we designed the following schedule.

	DAILY LABOR COUNT						
SEASON	MON	TUE	WED	THU	FRI	SAT	SUN
Summer	15	15	15	15	15	9	9
Spring/Fall	9	9	9	9	9	6	6
Winter	3	3	3	3	3	1	1

*Our plan accounts for 24 weeks in the summer schedule, 16 in the spring/fall and 12 weeks in the winter. We will have 11 full-time and 9 part-time employees in the summer season, 6 full-time and 6 part-time in the spring/fall and 3 full-time in the winter.

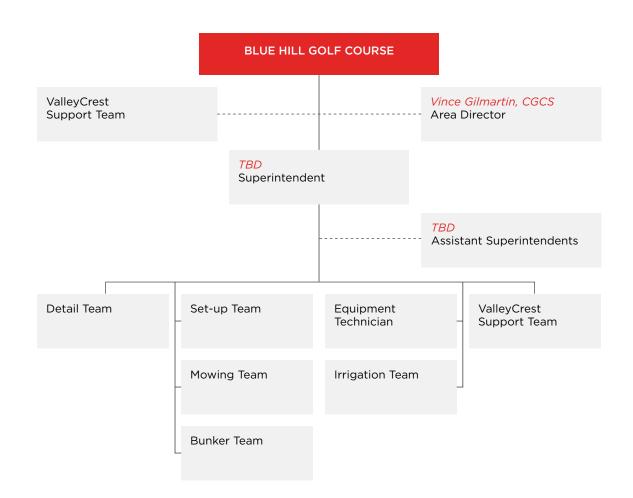
Daily labor needs are determined by the activities planned for each day. Activity scheduling is determined by play volume and may vary during weeks when we are preparing for a tournament or during a transition season. The above schedule represents a more typical week. Mondays, Wednesdays and Fridays require more staff because we are mowing fairways and mowing and rolling the greens. Wednesdays and Fridays have additional labor scheduled to perform irrigation maintenance and repairs. And, extra hands on Fridays and Mondays ensure the course is in good condition going into and coming out of weekend high-play traffic periods.

People working on the course will either be in a ValleyCrest uniform or a club uniform, at the choice of the club. The crew we employ to work at Blue Hill Golf Course will be dedicated to your course. Should we require additional staff elsewhere in the event of a crisis or other such rare occurrence, we would of course request your prior approval.



COURSE ORGANIZATIONAL CHART

The organizational chart below represents the team we recommend for Blue Hill Golf Course.





2.3 b. STAFFING (continued)

Description	Weeks Per Year	Hours Per Week	Months
Superintendent	52	40 hrs.	Jan - Dec
Assistant Superintendent	52	40 hrs.	Jan - Dec
Assistant Superintendent	52	40 hrs.	Jan - Dec
Equipment Mechanic	52	40 hrs.	Jan - Dec
Assistant Mechanic	40	40 hrs.	Mar – Nov
Agronomic Technician	40	40 hrs.	Mar – Nov
Irrigation Technician	40	40 hrs.	Mar – Nov
Equipment Operator	40	32-40 hrs.	Mar – Nov
Equipment Operator	40	32-40 hrs.	Mar – Nov
Equipment Operator	40	32-40 hrs.	Mar – Nov
Equipment Operator	40	32-40 hrs.	Mar – Nov
Greenkeeper	32	24 hrs.	Apr – Oct
Greenkeeper	32	24 hrs.	Apr – Oct
Greenkeeper	32	24 hrs.	Apr – Oct
Greenkeeper	32	24 hrs.	Apr – Oct
Greenkeeper	32	24 hrs.	Apr – Oct
Greenkeeper	32	24 hrs.	Apr – Oct
Greenkeeper	32	24 hrs.	Apr – Oct
Horticulturalist	32	24 hrs.	Apr – Oct



2.3 c. EXISTING STAFF

ValleyCrest Golf Maintenance recognizes the value of historical knowledge the existing team can offer, which often provides for a smoother transition. We always offer current employees the first opportunity at positions, provided they can pass a drug screen and provide the necessary documentation. Should we need to hire staff beyond the existing employees, we will source qualified personnel from the local areas.



2.3 d. TOWN'S RIGHT REGARDING CRIMINAL RECORDS

ValleyCrest Golf Maintenance recognizes the Town's right to set minimum requirements concerning criminal records of employees which may work with children.



2.3 e. SUBCONTRACTORS

As the full-service maintenance provider for the course, ValleyCrest does not intend to subcontract any routine golf course maintenance practices.



2.3 f. EXISTING SERVICES



2.3 g. CUSTOMER SERVICE STATEMENT

With respect to customer satisfaction, we consider it our responsibility to maintain open and consistent communications with our customers. At the end of the day, our primary goal is to ensure you are a highly satisfied customer, and we know that the quality of course conditions is the primary factor that drives satisfaction. To that point we have communications systems, regular course review and evaluation by our broader support and management team and formal customer feedback surveys to ensure that we stay informed of our customers' perceptions and course conditions at every golf course we maintain.

- <u>Daily</u> communication by the Superintendent with the General Manager and Golf Shop to discuss any needs changes for the course of play calendar that might affect or be affected by course maintenance.
- <u>Weekly</u> staff meetings, Bulletin Board updates, Superintendent written report and course ride with the General Manager and/or Golf Professional.
- <u>Monthly</u> Progress Report, course ride with VCGM Area Director and the General Manager or Key Club leaders, Meet with stakeholders to review the monthly Operations Calendar and discuss Tournaments and Special Event planning.
- <u>Quarterly</u> site visit and course ride with our PhD. Agronomist, Area Director and Superintendent to review course conditions, and develop opportunities for course improvement.
- <u>Annually</u> the Superintendent, Area Director and Agronomist will develop and fine tune the Annual Agronomic Plan, Long Range Strategy and Planning review with the course leadership, update Emergency Response Plan.
- <u>Customer Satisfaction Survey</u> performed by an outside agency that contacts the customer directly to review and rate performance over the preceding year.



2.3 g. CUSTOMER SERVICE STATEMENT (continued)

COMMUNICATION VEHICLE (Frequency)	VALLEYCREST PERSON(S) Responsible or included	CLUB STAKEHOLDERS To be included
DAILY COMMUNICATION		
Golf Course Maintenance Daily interaction to discuss any needs, changes for the course or play calendar. Changes are incorporated into daily operations.	Superintendent Asst. Superintendent	General Manager Golf Pro
WEEKLY COMMUNICATION (or more frequently as needed)		
 Staff Meeting Food & Beverage Coordination Clubhouse Grounds Accommodate events and other activities by holding regular discussions to ensure that we fulfill F&B needs and activities. 	Superintendent Asst. Superintendent	General Manager F&B Manager Golf Pro
 Superintendent Report Written report to include: Current operational efforts Tactical changes that have occurred or may be required due to changes in conditions or course activities Golf Course Facility Standards Checklist as required 	Superintendent	General Manager Golf Advisory Committee
 Bulletin Board Updates Update on course condition and progress and areas given special attention Cultural activities planned for the week Update on greens conditions and speed 	Superintendent	Posted in Pro Shop, Men's & Women's Locker Rooms
Course Ride Joint ride to review and discuss course conditions, needs and opportunities. Higher frequencies to the contract may be needed initially to ensure that everyone is "on the same page" — or during periods of particularly stressful weather conditions. Frequency set by Club. Typically weekly.	Superintendent	General Manager Golf Advisory Committee
MONTHLY COMMUNICATION		
 Progress Report Written report concerning: Progress toward plan goals Operation items completed in time period Identification of deviations from plan and their causes, plus status update of any issues Current and future activities 	Superintendent	General Manager
Golf Advisory Committee Update committee on maintenance activity, progress achieving plan, obstacles encountered and solutions provided to overcome obstacles, changes to plan and cause, feedback from committee.	Area Director Superintendent	General Manager Golf Advisory Committee
Course Ride with General Manager or Club key leader(s) Joint ride to review and discuss course conditions, needs and opportunities. Higher frequencies to the contract may be needed initially to ensure that everyone is "on the same page" – or during periods of particularly stressful weather conditions.	Area Director	General Manager Golf Advisory Committee



COMMUNICATION VEHICLE (Frequency)	VALLEYCREST PERSON(S) Responsible or included	CLUB STAKEHOLDERS To be included
MONTHLY COMMUNICATION (continued)		
Operations Calendar Joint meetings with all stakeholders to review annual calendar that accommodates needed agronomic practices, while maximizing play opportunities and member access to courses. Input from Club recorded and used in developing the following year's Annual Plan.		General Manager Pro Shop Other Managers Men's Club Women's Club
Tournament and Special Event Planning Ensure that the Club's many tournaments and member-guest events, practices, schedules, and any needed changes can easily be integrated into your calendar.	Superintendent Asst. Superintendent	General Manager Golf Pro Other Managers
Golf Advisory Committee Meeting (by invitation) Participate in discussions and updates related to the golf course.	Area Director Superintendent	Golf Advisory Committee
QUARTERLY COMMUNICATION		
Course Ride with Agronomist Joint ride to review and discuss course conditions, needs and opportunities. Higher frequencies to the contract may be needed initially to ensure that everyone is "on the same page" — or during periods of particularly stressful weather conditions.	Superintendent Area Director Agronomist (4x a year)	General Manager Golf Advisory Committee
ANNUAL COMMUNICATION		
Annual Plan (Coordinated with club planning cycle) Formal process to identify priorities and practices for the coming year (including agronomic plans), identification and prioritization of improvements that can be accomplished "in-house" with no additional expense to you, and any operational practices updates. This results in a written annual plan that is distributed to all parties.	Superintendent VP of Agronomy Area Director	Golf Advisory Committee General Manager Golf Pro Other club leaders
"Town Hall" Meetings (at Club's initiative) Meetings with various stakeholders to report on key projects and planned improvements to conditions, as well as solicit their feedback on course conditions or other maintenance issues.	Area Director Superintendent ValleyCrest Leadership	Club Members
Long-Range Strategy and Planning (As needed to supplement or update plans) Process to develop and discuss ideas for long-term improvements to course conditions and operational efficiency. These may include identifying priorities for capital investments and changes to maintenance practices and specifications.	Superintendent Consulting Superintendent VP of Agronomy Area Director	General Manager Golf Advisory Committee Other Managers Golf Pro
Emergency Response Planning (Initiated at the start of full operations and updated annually) An integrated, comprehensive plan for protecting your members and your course in case of emergency.	Superintendent Staff members	General Manager Other Managers



2.3 h. VALUE ADDED

As the maintenance provider for the course, we understand the need on occasion to provide support to the club for special events and will do so as long as we are still able to perform our required duties on the golf course without the use of overtime. Also, with acknowledgement and permission from the Town, our labor plan can be altered as necessary by exchanging normal maintenance task man-hours for event work man-hours. For example, with the Town's permission, if 8 man-hours of labor is needed for a special event project, we may skip a normal maintenance task such as bunker raking for an example and use those man-hours to perform the required special event task.



2.3 i. MARKETING PLAN



2.3 j HOURS OF OPERATION

As the maintenance provider for the course, it is our goal to minimize disruption to play while performing our required tasks. With acknowledgement and permission from the Town, our hours of operation can be altered as necessary to accommodate rounds played and maximize our efficiencies. For example, with the Town's permission, and maintaining a safe work environment, we are able to perform multiple tasks prior to sunrise and following sunset. We will also staff with part-time employees, allowing us to perform multiple tasks during open play windows.



2.3 k. EQUIPMENT

As the maintenance provider for the course, ValleyCrest would be utilizing and maintaining the current equipment pallet. In addition to the current pallet ValleyCrest will be providing \$150,000 in supplemental equipment. If necessary these proposed equipment additions can be modified to address unanticipated critical needs.

QTY	DESCRIPTION	MANUFACTURER	TASK	YEAR
1	Sidewinder 3500D	Toro	Rough Surround Mower	2015
1	721XR	Lastec	Rough Primary Mower	2015
2	3150 Q	Toro	Greens Mower	2015
1	686 Aerator	Toro	Fairway/Rough Aerifier	2015
1	648 Aerator	Toro	Greens/Tee Aerifier	2015
1	HDX	Toro	HD Utility Vehicle	2015
2	MDX	Toro	MD Utility Vehicle	2015



2.3 I. QUALITY ASSURANCE STATEMENT

We believe that it is our responsibility to communicate frequently and completely regarding our work at the golf course. We are held accountable to the owner for both delivering the agreed-upon condition of the golf course and the overall general satisfaction of the customers. We conduct regular customer surveys to measure our client's satisfaction. We are totally dedicated to your success and we won't settle for anything less than meeting and exceeding current quality standards, customer service, cleanliness and safety as related to golf course maintenance.



2.3 m. DESCRIPTION OF SERVICES

ValleyCrest Golf Maintenance understands the importance of providing the best possible golf course playing conditions possible for the people of Orangetown and for enhancing the Town's mission of providing top facilities to its patrons.

ValleyCrest Golf Maintenance will provide all services as described in Section 5.6 as it pertains to golf course maintenance to include fertilizers, chemicals, topdressing sand, bunker sand replenishment, mulch annual flowers, golf course supplies, flags, cups poles, bunker rakes, mowing equipment for fairways, roughs and greens, directional ropes and signs, seed and sod, fuel, maintenance equipment (along with Town-owned equipment.)

ValleyCrest Golf Maintenance will provide all supervisory and field personnel and related compensation, payroll taxes, withholdings and benefits. We will be responsible for all hiring, training, supervision, disciplining and discharging employees.

ValleyCrest Golf Maintenance will, to RFP required standards, maintain the provided equipment, irrigation systems, golf course maintenance activities as described in <u>Section 5.6 Scope of Work for</u> <u>Golf Course Maintenance</u> to include the entrance on Blue Hill Road. Please see our proposed <u>Staffing,</u> <u>Maintenance Plan and Operations Calendar</u> submissions for detailed maintenance program schedules and applications.



2.3 n. CAPITAL IMPROVEMENT/RENOVATION

ValleyCrest Golf Maintenance proposes to upgrade the current chemical storage building to comply with safety and environmental guidelines <u>as a part of our proposal price</u>. This work has a value of \$17,244.

Additional Capital Improvements that we recommend the Town consider for short term completion:

- Upgrade the current equipment wash-down area to comply with environmental guidelines an estimated cost to the Town of \$15,000.
- A storage building/pole barn for equipment storage so that all golf course maintenance equipment can be stored under roof. The cost of this work is estimated at \$61,000.



2.3 o. PRICE SCHEDULE



2.3 p. ADDITIONAL CONDITIONS PROPOSED

There are no additional conditions regarding the proposed operation of Blue Hill Golf Course.



9.0 MOBILIZATION AND IMPLEMENTATION PLAN



9.0 a. DETAILED TIMETABLE

At ValleyCrest Golf Maintenance, we recognize that the transition plan, or phase-in of services, at your property is critical to the success of the project. Our transition plan is based on our time-tested method for a seamless major project startup.

Immediately upon notification of award, a transition team will be formed to review the schedule and to determine responsibilities, start and completion dates, all deliverables, and all resources required. Our transition team is composed of individuals from areas of expertise throughout our organization, including:

- Operations and Planning
- Human Resources
- Training
- Purchasing
- Safety and Risk Management
- Corporate, District, and Local Management

This team is designed to support and assist the ValleyCrest Golf Maintenance on-site project management team and will remain in place until the planned level of service is achieved and the following objectives have been accomplished:

- Completion of staffing plan
- Orientation of on-site staff
- Supervisory training
- Associate training
- Specification conformance
- Client-ValleyCrest Golf Course Maintenance communication channels established
- Intra-ValleyCrest Golf Course Maintenance communication channels reinforced

This timeline implementation will commence at award notification which will ensure ValleyCrest is able to assume operational responsibilities January 1, 2016. From inception, the ValleyCrest implementation team will work with the Blue Hill staff for a seamless transition.



9.0 b. SUB-OPERATOR PLAN



10.0 OPERATIONS PLAN



10.0 a. MAINTENANCE PLAN



The following agronomic plan, prepared by Dr. Todd Bunnell, PhD, Vice President, Agronomy; and Vince Gilmartin, CGCS, Northeast Area Director, is designed to produce and sustain the course quality you and your customers expect. In looking at the below Agronomic Plan, each area of the course, starting with the greens, illustrates the frequencies and specifications along with key recommendations for applications, method and process of practices that ValleyCrest believes are necessary for the long-term health, sustainability and continuous improvement of your course.

MAINTENANCE STANDARDS: BLUE HILL GOLF COURSE

TASK	FREQUENCY	METHOD & SPECIFICATIONS	VALLEYCREST NOTES
Mowing	• Mow 6x/week	 Triplex greens mowers practicing alternating mowing patterns Height of cut = 1/8" to 5/32" based on season and type of turf 	 Green consistency highest maintenance priority for ValleyCrest.
Vertical Mowing (Verticutting and Grooming)	• 15x/year	 As needed during the growing season Grooming included in schedule Scheduled around other growing season programs (i.e., aerification) 	
Topdressing	 Min. 1x/year - Heavy 15x/year - Light 	 Heavy sand topdressing in conjunction with core aerifications Light sand topdressing during year to maintain consistent green speed and surface, while diluting organic matter/thatch (verticut, solid tine aerification) Sand topdressing will be brushed or watered into green surface as applicable. Topdressing will be USGA specs and matched to existing greens soil via testing. 	 ValleyCrest scientifically matches sand topdressing material to existing greens soil to ensure long-term consistency and performance of soil structure and porosity. Many maintenance contractors do not test the compatibility of topdressing sand to existing soil, which can result in layering and significant long- term soil- related problems.
Setup (Hole Locations)	• 6x/week	 Hole location changed daily in accordance with USGA recommendations Tee markers moved in concert with hole locations Cups, flags and poles uniform and approved by Club 	 Flag replacement 2x/year Pole replacement 2x/year Cup liners replacement 2x/year
Aeration	 Min. 1x/year - Core aerifications 5x/year - Solid tine 	 Tine size sufficient to remove prescribed 20% of the total putting surface annually 	 ValleyCrest will perform annual soil physical profiles to track organic matter (thatch) accumulation. These results will guide future agronomic practices. ValleyCrest VP of Agronomy involved with determination of tine size and timing of activity.

1. PUTTING GREEN MAINTENANCE (Includes Practice Greens)



1. PUTTING GREEN MAINTENANCE (continued)

TASK	FREQUENCY	METHOD & SPECIFICATIONS	VALLEYCREST NOTES
Fertilization	• Weekly	 Fertilizer type and rates will be determined from the results of annual soil nutrient level testing and growing conditions at the time of treatment. Dry and foliar programs included Micro-nutrient program 5.27 lbs N48 lbs P205 - 8.63 lbs. K2O/1000 ft2 will be applied annually, under normal conditions 	 Our year-round program is based on plant and soil chemistry. Rates are subject to change based on more current soil testing. Nitrogen program designed to provide adequate growth, color and traffic tolerance without promotion of excessive growth and thatch development.
Overseed	• Seasonal	 Greens will be be overseeded at a rate of 1 lb per 1000 ft2 of bentgrass 	
Weed Control	SeasonalAs needed	 Greens will be maintained in weed-free condition Will be achieved through post- and pre-emergence chemical applications 	 Applications of herbicides will be applied to eliminate goosegrass and crabgrass.
Insect and Disease Control	SeasonalAs needed	 IPM (Integrated Pest Management) program will govern rates and timing of applications. All applicable regulations shall be strictly adhered to and enforced. All required regulatory reporting will be the responsibility of ValleyCrest. 	 We regularly monitor insect and disease thresholds throughout the season. A robust preventative disease and insect program will be implemented.
Plant Growth Regulator (PGR)	• 32x/year	 A PGR will be applied during active growing season. 	 Benefits of PGRs include improved turf quality, improved stress tolerance and reduced water use. We are expert in using PGR technology and will use PGRs to improve greens performance and playability.
Wetting Agents	• Biweekly	 Wetting agents will be applied every 2 weeks to improve the infiltration and uniformity of irrigation applications. 	 Wetting agents will not only enhance the uniformity and infiltration of water, but they will also improve the efficiency of water use, resulting in lower water use.
ValleyCrest Annual Diagnostic Program	 Comprehensive soil nutrient, plant tissue, water quality and putting green physical analyses will be performed to build a prescription- based agronomic plan. 	 Soil nutrient samples 2x/year Plant tissue analysis 6x/year Water quality samples 2x/year Putting green physical analysis 1x/year Disease/insect identification as needed 	• Results will be compiled by Superintendent and reviewed collectively with Area Director and VP of Agronomy to continue to build and fine-tune the agronomic plan.



2. PUTTING GREEN COLLARS, APPROACHES AND TEE MAINTENANCE

TASK	FREQUENCY	METHOD & SPECIFICATIONS	VALLEYCREST NOTES
Mowing	 Min. 2x/week during the growing season 	 Using triplex-type mowers Height of cut = 0.5" to .75" 	
Setup	 Min. 6x/week - Divot repair Daily - Tee markers placement 	 Divots filled to promote tee recovery and maintain level surface Tee located to be consistent with hole placement 	 Ball washers serviced daily, towels weekly, water & soap weekly Trash removed daily
Cultural Practices	 Min. 1x/year - Core aerification As needed - Solid tine / slicing 	 Aerify in late summer/early fall Sand topdressing after core aerification Solid tine/slicing as required Verticut as indicated by course conditions 	 Cultural practices may be increased if soil conditions require to improve turf quality.
Fertilization	• 15x/year	 Fertilizer type and rates will be determined from the results of annual soil nutrient level testing and growing conditions at the time of treatment. Granular program included 3.86 lbs N32 lbs P205 - 2.04 lbs K2O/1000 ft2 will be applied annually, under normal conditions Additional spot applications rendered to problem turf areas 	 Our year-round program is based on plant and soil chemistry. Soil tests will be used to build fertilization program. Rates are subject to change based on agronomic factors. Nitrogen program designed to provide adequate growth, color and traffic tolerance.
Overseed	Annually	• Bentgrass @ 1#/1000 sq ft	• Use of a fertilizer will be implemented at the time of overseeding to improve the establishment of the bentgrass.
Weed Control	SeasonalAs needed	 Will be achieved through both pre- and post- emergence chemical applications 	 Robust pre- and post-emergence herbicide program is included targeting crabgrass, goosegrass, nutsedge and several broadleaf weeds Multiple herbicide modes of action will be used for resistance management.
Insect and Disease Control	SeasonalAs needed	 IPM (Integrated Pest Management) program will govern rates and timing of applications. All applicable regulations shall be strictly adhered to and enforced. All required regulatory reporting will be the responsibility of ValleyCrest. 	 We regularly monitor insect and disease thresholds throughout the season. Preventative applications will be made to control grubs and other turf-feeding insects.



2. PUTTING GREEN COLLARS, APPROACHES AND TEE MAINTENANCE (continued)

TASK	FREQUENCY	METHOD & SPECIFICATIONS	VALLEYCREST NOTES
Plant Growth Regulator (PGR)	• 16x/year	• A PGR will be applied during active growing season.	 Benefits of PGRs include improved turf quality, improved stress tolerance and reduced water use. We are expert in using PGR technology and will use PGRs to improve turf quality and playability.
ValleyCrest Annual Diagnostic Program	 Comprehensive soil nutrient, plant tissue and water quality analyses will be performed to build a prescription- based agronomic plan. 	 Soil nutrient samples 2x/year Plant tissue analysis 6x/year Water quality samples 3x/year Nematode assays as needed Disease/insect identification as needed 	 Results will be compiled by Superintendent and reviewed collectively with Area Director and VP of Agronomy to continue to build and fine-tune the agronomic plan.

3. FAIRWAYS

TASK	FREQUENCY	METHOD & SPECIFICATIONS	VALLEYCREST NOTES
Mowing	 2-3x/week during the growing season 	 Consistent straight mowing pattern and defined edges Fairway width maintained to current size Height of cut = .400" to .600" based on season 	 Divots repaired as necessary to maintain consistency of fairway surface
Cultural Practices	 Core aerification As needed - Verticut As needed - Solid tine/slicing 	 Aerify as indicated by course conditions Solid tine/slicing as required Verticut as indicated by course conditions 	 Cultural practices may be increased, if soil conditions require, to improve turf quality.
Fertilization	• 14x/year	 Fertilizer type and rates will be determined from the results of annual soil nutrient level testing and growing conditions at the time of treatment. Granular program included 3.22 lbs N00 lbs P205 - 2.35 lbs K2O/1000 ft2 will be applied annually, under normal conditions Additional spot applications rendered to problem turf areas 	factors. Nitrogen program designed to provide adequate



3. FAIRWAYS (continued)

TASK	FREQUENCY	METHOD & SPECIFICATIONS	VALLEYCREST NOTES
Weed Control	 Seasonal As needed 	 Will be maintained to a 85%-90% weed-free condition Will be achieved through both pre- and post- emergence chemical applications 	 Robust pre- and post-emergence herbicide program is included targeting the following weeds: crabgrass, goosegrass, nutsedge, and several broadleaf weeds. Multiple herbicide modes of action will be used for resistance management.
Insect and Disease Control	SeasonalAs needed	 IPM (Integrated Pest Management) program will govern rates and timing of applications. All applicable regulations shall be strictly adhered to and enforced. All required regulatory reporting will be the responsibility of ValleyCrest. 	 We regularly monitor insect and disease thresholds throughout the season. Preventative applications will be made to control grubs and other turf-feeding insects. Preventative applications will be made to control Mole Crickets.
Plant Growth Regulator (PGR)	• 11x/year	 A PGR will be applied during the growing season. 	 Benefits of PGRs include improved turf quality, improved stress tolerance and reduced water use. We are expert in using PGR technology and will use PGRs to improve turf quality and playability. Foliar Nitrogen and Iron will be applied in combination with PGR applications to supplement granular fertilizer program. This will greatly improve turf color and density.
ValleyCrest Annual Diagnostic Program	 Comprehensive soil nutrient, plant tissue and water quality analyses will be performed yearly to build a prescription-based agronomic plan. 	 Soil nutrient samples 2x/year Water quality samples 3x/year Disease/insect identification as needed 	 Results will be compiled by Superintendent and reviewed collectively with Area Director and VP of Agronomy to continue to build and fine-tune the agronomic plan.

4. PRIMARY ROUGHS

TASK	FREQUENCY	METHOD & SPECIFICATIONS	VALLEYCREST NOTES
Mowing	 1x/week - may be reduced in periods of slow growth 	 Using rotary-type rough mower and trim mowers where applicable Height of cut = 2" to 3" depending on season 	
Cultural Practices	AerificationSolid tine or slicing	 As indicated by course conditions Spot aerification (core, slicing or solid tine as required) to address compaction areas in rough 	 Cultural practices may be increased, if soil conditions require, to improve turf quality.



4. PRIMARY ROUGHS (continued)

TASK	FREQUENCY	METHOD & SPECIFICATIONS	VALLEYCREST NOTES
Fertilization	• 2x/year	 1.76 lbs N00 lbs P205 - 1.76 lbs K2O/1000 ft2 will be applied annually, under normal conditions Additional spot applications rendered to problem turf areas 	 Our year-round program is based on plant and soil chemistry. Soil tests will be used to build fertilization program. Rates are subject to change based on agronomic factors.
Weed Control	SeasonalAs needed	 Will be maintained to control weeds in rough and tee surrounds. Will be achieved through both pre- and post-emergence chemical applications. 	 Robust pre- and post-emergence herbicide program is included targeting the following weeds: crabgrass, goosegrass, nutsedge, and several broadleaf weeds. Multiple herbicide modes of actions will be used for resistance management.

5. BUNKERS

ValleyCrest will deliver clean, playable and weed-free sand bunkers. Sand depth will be monitored and adjusted once annually.

TASK	FREQUENCY	METHOD & SPECIFICATIONS	VALLEYCREST NOTES
Raking	Fairway bunker 6x/weekGreenside 6x/week	Mechanical rakingHand raking faces and edges as required	 Maintain the design integrity of bunkers
Edging	• 2x/year	Mechanical edging to ensure hazard is well defined	
Sand Depth	 1x/year - inspected 	• 4" base	 Sand redistributed as needed to improve bunker playability
Mowing	 1x/week or as needed 	Using a flymow or string trimmer	Maintain a manicured appearance



6. FERTILIZATION - INCLUDED IN #1-4 ABOVE

7. IRRIGATION

Irrigation performance and delivery will be monitored daily to ensure adequate water is being applied for healthy turfgrass growth and firm playing conditions. Rain gauges and soil TDR meters will be used extensively to identify wet and/or dry areas. Hand watering will be used when needed to deliver additional water to dry areas without the use of overhead irrigation.

TASK	FREQUENCY	METHOD & SPECIFICATIONS	VALLEYCREST NOTES
Scheduling	• Daily	Use of automatic irrigation system	 Daily adjustments to ensure optimal effectiveness of irrigation across golf course
Repairs	As needed	 Leaks repaired within 24 hours Club approval prior to taking system down for longer than 48 hours 	 Responsible for all operation repairs and maintenance for system Capital improvement or replacement for system is the responsibility of Club and requires prior written authorization.
Irrigation Audit	• Annually	 Check pressure, plugged nozzles, arc adjustment, rotation and proper central irrigation water management program. 	 We partner with other clients to define best practices, establish benchmarks and educate the public about water-use efficiency.

8. PEST MANAGEMENT - INCLUDED IN #1-4 ABOVE

9. EQUIPMENT MAINTENANCE AND REPAIR

VCGM utilizes the fleet maintenance system "My Turf." This program automatically alerts when maintenance is due, automates tasks and parts list for each preventive maintenance event and archives a full record of all parts and labor costs per equipment.



10. CART PATH AND TRAFFIC CONTROL

TASK	FREQUENCY	METHOD & SPECIFICATIONS	VALLEYCREST NOTES
Edging	As necessary	Maintain neat appearanceRemove clippings	 Cart paths blown after edging (or more frequently) to maintain clean appearance
Traffic Control	• Daily	Limit access to excessive travel areasUse of signs and ropes	
Repairs	As needed	 Fill potholes with appropriate materials on dirt or gravel paths 	

11. SERVICES - INCLUDED IN #1-2 ABOVE

12. MAINTENANCE RECORDS

TASK	FREQUENCY	METHOD & SPECIFICATIONS	VALLEYCREST NOTES
Weekly Reports	• Weekly		
Annual Agronomic Plan	• Annually		



10.0 b. MANAGING PLAY

Not applicable to Golf Course Maintenance Services.



10.0 c. MANAGEMENT OF GROUP PLAY

Not applicable to Golf Course Maintenance Services.



10.0 d. STAFFING

Description	Weeks Per Year	Hours Per Week	Months				
MANAGEMENT							
Superintendent	52	40 hrs.	Jan - Dec				
SUPERVISION							
Assistant Superintendent	52	40 hrs.	Jan – Dec				
Assistant Superintendent	52	40 hrs.	Jan – Dec				
SPECIALIZED							
Equipment Mechanic	52	40 hrs.	Jan – Dec				
Assistant Mechanic	40	40 hrs.	Mar – Nov				
Agronomic Technician	40	40 hrs.	Mar - Nov				
Irrigation Technician	40	40 hrs.	Mar – Nov				
Horticulturalist	32	24 hrs.	Apr – Oct				
OPERATORS							
Equipment Operator	40	32-40 hrs.	Mar – Nov				
Equipment Operator	40	32-40 hrs.	Mar - Nov				
Equipment Operator	40	32-40 hrs.	Mar – Nov				
Equipment Operator	40	32-40 hrs.	Mar – Nov				
LABORERS							
Greenkeeper	32	24 hrs.	Apr – Oct				
Greenkeeper	32	24 hrs.	Apr – Oct				
Greenkeeper	32	24 hrs.	Apr – Oct				
Greenkeeper	32	24 hrs.	Apr – Oct				
Greenkeeper	32	24 hrs.	Apr – Oct				
Greenkeeper	32	24 hrs.	Apr – Oct				
Greenkeeper	32	24 hrs.	Apr – Oct				



10.0 e. MAINTENANCE OF FACILITIES

ValleyCrest Golf Maintenance will provide routine maintenance to the golf course maintenance shop only, not to exceed \$6,000 per year.



10.0 f. EMERGENCY RESPONSE PLAN



EMERGENCY ACTION PLAN

Date _____

ValleyCrest Companies

(Division)

(Branch Location / Number)

BUILDING EVACUATION PROGRAM

PURPOSE:

To provide a controlled plan of action which is designed to facilitate a safe, orderly and timely evacuation of the building occupants during emergencies including but not limited to fires, earthquakes, hazardous material releases and bomb threats.

SCOPE:

This plan applies to all ValleyCrest Companies' employees, contractors, vendors and visitors on our property at the time of a required evacuation.

DEFINITIONS:

- A. Evacuation Coordinator Coordinate the controlled evacuation of the building. Your responsibilities are to ensure that employees and other personnel evacuate their area promptly upon notification via speaker systems, alarm bell system, or verbal notification by Branch Manager, Office Manager, Safety Officer or local authorities. Upon completion of the building evacuation, the Evacuation Coordinator is to obtain an accounting of employees, contractors, vendors and visitors and report the results to the Branch Manager or local authorities. If all personnel have not been evacuated, the Evacuation Coordinator will provide the Branch Manager or local authorities with a list of who is missing and where they were last seen.
- B. Evacuation Coordinator Assistant A person or persons selected to assist the Evacuation Coordinator. Your responsibilities are to ensure that the area assigned to you, all employees and visitors are evacuated from the building in an orderly, safe and timely manner to the designated assembly area and follow the instructions of the Evacuation Coordinator. Establishes head count procedures ("buddy system") so that each employee pairs up with another employee and are

responsible for knowing one another's whereabouts in the event of an evacuation.

- C. Assembly Area An outdoor area which has been designated for building occupants to meet and assemble during emergency evacuations.
- D. Evacuation Zones Subsections of a building/trailers module, and outdoor areas which have been assigned to Evacuation Coordinator Assistant during emergencies (Ref: Attachment 2-2C).

EMERGENCY ESCAPE ROUTES, EXITS AND ASSEMBLY AREAS:

- A. Building Occupants All occupants should become familiar with the emergency escape routes and exits in their building and other buildings which they are likely to visit.
- B. Emergency Escape Routes and Exits Have been identified and are posted in each building, satellite sites or trailer module.
- C. Outdoor Assembly Area An outdoor assembly area has been assigned to each building, satellite sites or trailer module. Employees should proceed to their assembly area during emergencies requiring building evacuation. These areas have been identified on Attachment 3.

EMERGENCY REPORTING:

- A. Building and trailers module offices All emergencies should be immediately reported to Branch Manager, Office Manager or Safety Officer. The person or persons reporting the emergency should state his or her name, the type of emergency and location, a call-back number and any other pertinent information deemed necessary. The above office personnel will then initiate action which may include building evacuation, alerting appropriate emergency response agencies, i.e., police department, fire department and possibly ambulance etc.
- B. Offsites Offsite managers/supervisors must use their discretion to determine whether an emergency situation exists. For situations requiring immediate assistance from local emergency response agencies, the offsite manager/supervisor or designated person should dial 911 directly. Once the emergency is under control, the offsite manager/supervisor should report the emergency incident to the Branch Manager, Office Manager or Safety Officer, as soon as possible.

EVACUATION ANNOUNCEMENTS:

The following methods may be used to announce building, trailer module or offsite evacuations.

A. Emergency P/A System (where applicable) - Each building and trailer module (except offsites) should have a P/A system. This P/A system should have a back up power source and is designed to operate during a power failure. This system is periodically tested by making employee announcements, such as paging an employee for a phone call or reporting to the office. Emergency evacuation announcements are made through the P/A system by the Branch Manager, Office Manager or Safety Officer.

- B. Verbal Evacuation Announcements These announcements can be made by the Branch Manager, Office Manager, Safety Officer or any local authorities.
- C. Offsites Without an emergency alarm or P/A system, each offsite manager/supervisor should ensure that every employee and all visitors are aware of their unique procedures for announcing evacuation, and the location to assemble.

CRITICAL BUILDING OPERATIONS:

Management from each branch location shall develop procedures for employees who are required to remain and operate critical operations before evacuating. Employees with this responsibility shall not be required to remain and operate critical building or facilities operations if it endangers their own safety.

Management shall provide the names and responsibilities of personnel who perform critical building or facilities operations to the Evacuation Coordinator.

EVACUATION PROCEDURES FOR EMPLOYEES AND VISITORS:

- A. When an announcement has been made to evacuate a building, trailer module or offsite, remain calm and immediately proceed to the nearest exit or emergency exit in a calm and orderly manner. Do NOT run or use any elevators if available at your location. If visitors are present, inform them of your procedure and escort them outside to the assembly area.
- B. Smoking is "prohibited" inside or around any building or facility during evacuations. Smoking is permitted only when approved by the Evacuation Coordinator.
- C. Once outside, immediately proceed to your pre-designated assembly area and follow the instruction of the Evacuation Coordinator.
- D. Remain in your assembly area and wait for further instructions from your Evacuation Coordinator. Do not wander off to talk to friends or co-workers as a head count will be taken by an Evacuation Coordinator Assistant. Be cooperative and provide assistance if requested to do so.
- E. When the "all clear signal" has been announced by the Evacuation Coordinator or Assistant, you may proceed back into the building or facility to resume work, if possible.
- F. Report all injuries to the Evacuation Coordinator or Assistant.

EVACUATION TEAM RESPONSIBILITIES:

- A. Evacuation Team Members are appointed by the Evacuation Coordinator and are responsible for:
 - 1. Organization of evacuation team.
 - 2. Implementation of their building, facility evacuation plan.
 - 3. Delegation of responsibilities to evacuate team members.
 - 4. Scheduling evacuation tailgate topics meetings as necessary.
 - 5. Interacting with branch office personnel to relay information during emergencies.

- 6. Disseminating copies of building, trailer module and offsite evacuation plans to facilities occupants.
- 7. Evaluating and reporting problems occurring during building evacuations to Evacuation Coordinator or Assistant.
- 8. Recommending changes which will improve the Building Evacuation Program.
- 9. Coordinating evacuation drills, when required to do so with Evacuation Coordinator.
- B. Evacuation Coordinators are responsible for:
 - 1. Establishing evacuation team members and team meetings.
 - 2. Familiarizing themselves with their Building Evacuation Plans.
 - 3. Assist the evacuation team members with implementation of Building Evacuation Plans.
 - 4. Directing building occupants to their emergency exits.
 - 5. Checking zones to ensure occupants are aware of the evacuation announcement.
 - 6. Preventing employees from using elevators during emergencies where elevators exist.
 - 7. Evaluate problems that occurred during a building evacuation and make necessary corrections where required.

EMERGENCY EQUIPMENT AND SUPPLIES:

Emergency equipment and first-aid supplies should be stored in a general location where, in the event of an emergency, this equipment would be immediately available. Attachment 4 provides a suggested list of available emergency equipment and first-aid supplies.

Offsites should identify where their emergency equipment and first-aid supplies are stored.

EMERGENCY RESCUE:

Following a major earthquake or any major emergency, state emergency response services, i.e. police, fire department etc., may be unable to provide immediate assistance to your facility. With the exception of offsite facilities, all rescue activity shall be coordinated through the Evacuation Coordinator on a voluntary basis.

First-aid and CPR may be offered by anyone holding a current certification. During emergencies requiring building evacuation, first-aid supplies will be dispensed from the general storage location of the supplies.

EVACUATION TEAM MEETINGS:

The Evacuation Coordinator shall schedule evacuation team meetings at least twice a year. The purpose of these meetings is to update and review emergency evacuation plans, procedures and team members' responsibilities. Evacuation team members are expected to attend these meetings. A copy of the minutes of the team meeting is required to be kept on file at the branch.

EVACUATION DRILLS:

Evacuation drills shall be scheduled once a year by the Evacuation Coordinator in cooperation with the Branch Manager and evacuation team members.

A review of the evacuation drill will be conducted by the Evacuation Coordinator and kept on file at the branch.

(ATTACHMENT l)

Evacuation Coordinator		Ext:	
Assistant Coordinator		Ext:	
Assembly Area Location:			
Zone	Coordinator/Team		Phone Ext:
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
11.			
12.			
13.			
14.			

EMERGENCY EQUIPMENT SUPPLY LIST

DESCRIPTION OF RECOMMENDED EQUIPMENT

1.	Large First Aid Kit	19.	Hard Hats
2.	Large Roll Duct Tape	20.	Assorted Straps and Pulleys
3.	Box Ear Plugs	21.	Box of 3M Dust Masks #8500
4.	Plastic Tarp	22.	Gasoline Powered Generator
5.	Portable Megaphone	23.	Brooms
6.	55 Gallon Drum of Water	24.	Yellow Polypropylene Flashlights
7.	Heavy Duty Jack	25.	Flashlight Batteries (usually type "D")
8.	Bolt Cutter	26.	Plastic Lawn Trash Bags
9.	Large Sledge Hammer	27.	Nylon Ropes ¹ /2" and ³ /4" wide, 100' long
10.	Axes	28.	Package of Plastic Drinking Cups
11.	Portable Lights	29.	One Gallon of Bleach
12.	Wrench Set	30.	Jumpsuit
13.	12" Crescent Wrenches		
14.	Pliers		
15.	Crow Bar 4'		
16.	Safety Goggles		
17.	Leather Utility Gloves		

18. Box Latex Gloves



10.0 g. OPERATIONS PLAN

Our promise to Blue Hill Golf Course is to provide you with the same quality, attention to detail and service you expect at a lower total cost. Our ability to fulfill that promise goes beyond savings from purchasing economies. We apply a completely new and unique approach to golf course maintenance — a break from tradition that utilizes the Lean management techniques that revolutionized the manufacturing industry. Our operating model, VC360, can reliably provide the quality conditions demanded by your members with the course aesthetics and style that you define, while substantially reducing overall golf maintenance costs. Using VC360 practices, we typically see an increase in efficiency of 15-20 percent or more when compared to traditional golf course maintenance operations and the same or better quality and consistency. We don't cut corners, we just work smarter. There are two simple, yet fundamental labor strategies that set our approach apart from traditional approaches.

- 1. Our teams work outside of play We stack our team in the morning to accomplish as much work as possible before golfers get to the hole; then find windows when they aren't playing, and work behind them. This allows our team to work more efficiently and safely while providing the least disruption possible to the players.
- 2. We hire and train specialists for key tasks A traditional crew member is a jack of all trades, but master of none. We have identified which tasks require specialists and which can be grouped. Our approach to hiring, training and utilizing specialists on our teams ensures consistent attention to every detail and optimum efficiency and quality in our work.

To develop the operations plan for Blue Hill, we began by identifying every activity and agronomic practice in every area of responsibility. We were careful to make sure the Town's specifications are addressed completely. In addition, we included any additional activities, inputs or practices we feel are necessary for the long-term health and sustainability of the golf course. It is a highly customized plan specifically designed for your club utilizing the VC360 operating practices described above. Everything is laid out in detail and placed in our master **Operations Calendar, summarized below**.



10.0 g. OPERATIONS PLAN (continued)

OPERATIONS CALENDAR - BLUE HILL GOLF COURSE

The chart below is a summary of a larger, more detailed version we use to ensure we have every activity and practice accounted for in our plan for your golf course. The scale has been reduced from Weekly to Monthly to make the chart more readable for you.

Frequency is monthly unless noted otherwise			SUM	MER			TRANS		WIN	TER		TRANS
ACTIVITIES	APR	MAY	JUN	JUL	AUG	SEP	ост	NOV	DEC		FEB	MAR
GREENS MAINTENANCE												
Mow (freq per week)	7	7	7	7	7	7	5	4				3
Vertical Mow/Top Dress	2	2	2	2	2	2	1	1				1
Topdressing (heavy)						1						
Aerification	1	1	1	1	1	1						
Overseeding						1						
Dry / Liquid Fertility Applications (weekly)	1	1	1	1	1	1	1					1
Control Products (weekly)	1	1	1	1	1	1	1					1
TEES (includes Range Tees)												
Mow (freq per week)	2	2	2	2	2	2	2	1				1
Aerification	-	~	_	_	_	1	-					
Top Dress						1						
Divot Repair (freq per week)	7	7	7	7	7	7	4					4
Verticutting		,	,	,	,	1	-					-
Dry / Liquid Fertility Applications	2	2	2	2	2	2	1	1				1
Control Products (as needed)	2	2	2	2	2	2	1	1				1
Overseeding	2	2	2	2	2	1	1	1				I
FAIRWAYS, COLLARS AND APPROACHES						1						
Mow (freq per week)	3	3	3	3	3	3	2	1				1
Aerification	5	5	5	5	5	1	2	1		_		I
Slicing (as needed)	1	1	1	1	1	1						
	1	1	1	1	1	1	1					1
Verticutting (as needed)	2	2	2	2	2	2	1					1
Dry / Liquid Fertility Applications Control Products (as needed)	2	2	2	2	2	2	1	1				1
ROUGHS	2	2	2	2	2	2	I	1				I
Mow (freq per week)	1	1	1	1	1	1	1	1				1
Aerification (as needed)	1	1				1	1	1		_		1
Dry Fertilization	1					1				_		
Control Products (spot application)	1	1				1				_		
SETUP						1						
Cups Changed (freq per week)	7	7	7	7	7	7	4	2				2
Tee Markers Moved (freq per week)	7	7	7	7	7	7	4	2				2
Ball Washer Service (freq per week)	7	7	7	7	7	7	4	2				2
Towel & BW Water Change (freq per week)	1	1	1	1	1	1	1	2				1
BUNKERS						1	I	_				1
Raking (freq per week)	6	6	6	6	6	6	4	2				2
Sand Depth Check (annually)	0	0	0	0	0	0	4	2				2
Edge & Bank Detail	1			1								1
CART PATHS	1			- 1								
Cleaning/Blowing (freq per week)	6	6	6	6	6	6	4	2				2
Edging (freq)	0	0	0	1	0	0	4	2		_		1
OTHER				- 1								1
	6	6	6	6	G	6	4	2				2
Clean Tee Signs & Perm Markers Pump Station Check (freq per week)	1	6	6	6	6	6	4	2				2
Soil Analysis	1					1	I					1
Soli Analysis Water Testing	1											
-	1	1	1	1	1	1						
Tree Well Detail		1						1	1	1	1	
Tree Trimming (up to 15' from the ground)						-	1	1	1			1
Irrigation Head Maint (freq per week)	1					1	I	1				1
Pump Station PM							4					1
Lake Bank Maintenance	4	4	4	4	4	4	4					4



11.0 ADDITIONAL INFORMATION



11.0 FEE PROPOSAL FOR GOLF COURSE MAINTENANCE

The following items are not included in this fee:

- Capital equipment except for equipment we are providing in addition to existing equipment at the club as listed in Section 2.3 k
- Parts and third-party maintenance and repair costs for the irrigation system, pump station and drainage in excess of \$10,000 per year
- Costs of water used for irrigation purposes in excess of \$15,000 per year
- Parts and third-party maintenance and repair costs for capital equipment provided by the Town in excess of \$40,000 per year
- Materials and labor for building maintenance in excess of \$6,000 per year
- Tree care above 15 feet from the ground
- Cart path repair
- Acts of God damage
- Vandalism

Our fee for the first and second years of our agreement is \$1,180,000 per year. For the third year and subsequent years, that fee would be increased by the year-over-year increase in the CPI-All Urban Consumers for Pearl River, New York / Rockland County.



12.0 PROPOSAL SIGNATURE FORM



24151 Ventura Boulevard Calabasas, California 91302 *tel:* 818.223.8500 *fax:* 818.225.2336

www.valleycrest.com

12.0 PROPOSAL SIGNATURE FORM

Mailing Address:	24151 Ventura Blvd. Calabasas, CA 91302
Firm Name:	ValleyCrest Golf Course Maintenance, Inc.
Email:	GPieschala@valleycrest.com

Telephone Number: (818)737-3110

The undersigned attests to his authority to submit this proposal and to bind the firm herein named to perform the services offered in a two party agreement. If the firm is selected by the Town the undersigned certifies that he will negotiate in good faith to establish limited contract rights to operate, manage and maintain specified Town Facilities and to provide the selected services as may be determined by the Town which are detailed in this RFP.

ARU Signature:

Date: July 20, 2015

Name and Title of Above Signer: Gregory A. Pieschala, President

Sworn to before me this day of 201

CALIFORNIA JURAT WITH AFFIANT STATEMENT

See Attached Document (Notary to cross out lines 1-6 below) See Statement Below (Lines 1-6 to be completed only by document signer[s], not Notary) Signature of Document Signer No. 1 Signature of Document Signer No. 2 (if any) A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document. State of California Subscribed and sworn to (or affirmed) before me County of LOS Ana on this Month Year Date by (1)(and (2) Name(s) of Signer(s) SHANTA TIRATSUYAN proved to me on the basis of satisfactory evidence Commission # 2051668 to be the person(s) who appeared before me. Notary Public - California Los Angeles County My Comm. Expires Jan 7, 2018 Signature Signature of Notary Public Seal Place Notary Seal Above **OPTIONAL**

Though this section is optional, completing this information can deter alteration of the document or fraudulent reattachment of this form to an unintended document. **Description of Attached Document** ment Date: Title or Type of Document: Number of Pages: Signer(s) Other Than Named Above:

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VALLEYCREST GOLF MAINTENANCE

24151 Ventura Blvd., Calabasas, CA 91302 www.valleycrest.com/golf Proposal No. 2074-15-001-R