



LANDSCAPE MANAGEMENT PROPOSAL

# Tarpon Cove

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Annual Landscape & Irrigation Maintenance  
2026 – 2027

**PREPARED FOR**

Tarpon Cove Community Association  
702 Tarpon Cove Drive, Naples, FL 34110  
David Blouir — DB Community Resources

**SUBMITTED BY**

Vision Landscapes  
8789 Commerce Drive, Bonita Springs, Florida

**DATE**

April 2026

**CONTACT**

Scott Whorrall — 239.253.1061

TURNING YOUR VISION INTO REALITY

## SECTION 01

# Letter of Introduction

Mr. David Blouir, CAM

DB Community Resources

Tarpon Cove Community Association — Naples, FL 34110

Dear Mr. Blouir and Members of the Tarpon Cove Board of Directors,

Vision Landscapes is pleased to submit this proposal for the annual landscape and irrigation maintenance of the Tarpon Cove community. We have conducted a thorough assessment of the property using precision aerial measurement technology and developed a maintenance program tailored to the specific needs of your 121-acre gated community.

Tarpon Cove is a well-established neighborhood with mature landscaping, significant common areas, multiple water features, and a network of walking paths that residents clearly take pride in. Maintaining that standard requires a partner who understands the unique demands of a community this size — from the turf areas and ornamental beds to the irrigation system that keeps it all healthy.

**What we bring to Tarpon Cove:**

1. **A dedicated crew** — assigned to Tarpon Cove on a consistent weekly schedule — the same team, every week, learning the property and being accountable for its condition.
2. **A dedicated Client Service Manager** — with a direct phone number — not a 1-800 corporate line, not a rotating contact. Your single point of accountability.
3. **Proprietary irrigation monitoring technology** — our WetCheck App delivers board-ready reports on the health of your irrigation system — a service no other landscape company in this market provides.
4. **Industry-leading technology** — SiteRecon-measured property data and Aspire for precision scheduling and real-time work order tracking.
5. **Measurable performance standards** — walk-throughs with Board or Landscape Committee members along with Quality Control (“QC”) Reporting.

We sincerely appreciate the opportunity to present this proposal and welcome the chance to discuss it in person, walk the property together, and demonstrate why Vision is the right partner for Tarpon Cove.

Respectfully,



**Scott Whorrall**, President

## SECTION 02

## Why Vision Landscapes?

100+

DEDICATED EMPLOYEES

SW FL

LOCALLY OWNED &amp; OPERATED

2012

FOUNDED

### Who We Are

Vision Landscapes is a full-service commercial landscape maintenance company headquartered in Southwest Florida. We specialize in medium and large-scale HOA communities, combining the operational scale of a regional firm with the accountability and responsiveness of a local company.

We are a Southwest Florida one-owner company, not a national corporation or private equity owned. Our owner and leadership team live and work here, and they are always available. When you call Vision, you reach the people who manage your property — not a regional office two time zones away.

We are large enough to handle complex, large properties and projects yet small enough to provide superior client service. We bridge that gap between small companies with limited capabilities and large landscape providers driven purely by the bottom line.

### Our Approach

We don't compete on price. We compete on accountability. Our service model is built on four principles:

1. **Transparency and communication:** The number one pain point for most property managers and residents looking to change their service provider. Weekly reports, monthly photo-documented quality control reports, property manager and board walk-throughs, real-time work order visibility and old-fashioned verbal communication.
2. **Consistency:** Named crew leaders assigned to your property — the same team, every week. No crew rotation, no strangers.
3. **Technology:** Proprietary irrigation monitoring (WetCheck App), Aspire operations management, SiteRecon precision measurement.
4. **Continuous training and improvement:** Ongoing, consistent training for all employees along with continual process improvement throughout the Company.

### Our Full-Service Capabilities

- General Landscape Maintenance
- Pest Control
- Irrigation Management
- Lighting
- Arbor Care and Pruning
- Landscape Enhancements
- Design/Build Construction

## SECTION 02 (CONT.)

# Insurance & Licensing

Vision Landscapes of Florida, Inc. maintains comprehensive insurance coverage through Berkshire Hathaway. All policies remain in force throughout the term of any awarded contract. A Certificate of Insurance naming Tarpon Cove Community Association as additional insured will be provided upon contract execution.

## Commercial General Liability

COVERAGE	LIMIT
Each Occurrence	\$1,000,000
General Aggregate	\$2,000,000
Products / Completed Operations Aggregate	\$2,000,000
Personal & Advertising Injury	\$1,000,000
Damage to Rented Premises (each occurrence)	\$100,000
Medical Expense (any one person)	\$5,000

Carrier: Berkshire Hathaway Specialty Insurance Company | Policy: 47-GLO-339696-02 | Effective: 02/24/2026 – 02/24/2027

## Automobile Liability

COVERAGE	LIMIT
Combined Single Limit (each accident)	\$1,000,000

Carrier: Berkshire Hathaway Specialty Insurance Company | Policy: 47-CAO-339697-02 | Effective: 02/24/2026 – 02/24/2027

## Umbrella / Excess Liability

COVERAGE	LIMIT
Each Occurrence	\$3,000,000
Aggregate	\$3,000,000

Carrier: Berkshire Hathaway Specialty Insurance Company | Policy: 47-UMO-339713-02 | Effective: 02/24/2026 – 02/24/2027

## Workers' Compensation & Employers' Liability

COVERAGE	LIMIT
Workers' Compensation	Statutory
E.L. Each Accident	\$1,000,000
E.L. Disease — Each Employee	\$1,000,000
E.L. Disease — Policy Limit	\$1,000,000

Carrier: Berkshire Hathaway Homestate | Policy: VIWC613101 | Effective: 08/01/2025 – 08/01/2026

## Agent

Rancho Mesa Insurance Services, Inc. — 2355 Northside Drive, Suite 200, San Diego, CA 92108

## Licensing

LICENSE	NUMBER
Collier County Landscape	#LCC20120001441
Collier County Irrigation	#20120001874
FL Dept of Agriculture — Certified Pest Control Operator	#JE196112

## SECTION 03

## WetCheck App Irrigation Intelligence

*"If you trust a company with your irrigation system, shouldn't you get a report?"*

100%

ZONE COVERAGE PER INSPECTION

12

MONTHLY INSPECTIONS PER YEAR

0

OTHER COMPANIES OFFERING THIS

### The Problem

Irrigation systems are among the most expensive shared assets a community association manages. Yet the standard industry practice is opaque: a crew visits, turns on zones, makes repairs, and leaves. The board receives an invoice with no documentation of what was inspected, what was found, or what was fixed.

Small leaks go unnoticed, turning into major failures. Budgeting for repairs is guesswork without historical data. The board and Landscape Committee have no visibility into whether their irrigation investment is being protected.

### Our Solution: WetCheck App

WetCheck App is Vision's proprietary irrigation monitoring platform. Every month, our certified technicians systematically inspect every zone on every controller using a purpose-built mobile application. Every finding is logged with:

- Time-stamped photo documentation
- Parts replaced with quantities and costs
- GPS coordinates for every zone
- Coverage type classification (Spray, Rotor, Drip, Bubbler)
- Technician notes on each finding

### What You Receive

**Monthly Report (3 pages):** Executive dashboard with zone health metrics, issue trends, parts replaced breakdown, and controller-by-controller detail.

**Quarterly Report (4 pages):** System health score, controller performance analysis, recurring problem zones, and capital improvement recommendations.

#### PROVEN RESULTS — Q1 2026 CASE STUDY

The Quarry Community Association: 1,197 zones inspected monthly across 8 controllers. In Q1 2026, WetCheck monitoring achieved a **75% reduction in system issues** (57.1% issue rate in January down to 14% by March). Quarterly health score: 73.8%. Controller 3 identified as priority for capital improvement.

### What This Means for Tarpon Cove

Tarpon Cove's irrigation system serves the community's common areas and five neighborhoods. With WetCheck, every monthly inspection produces documented, board-ready evidence of what was inspected and what was found — giving your Landscape Committee full visibility into system health.

#### INCLUDED AT NO ADDITIONAL COST

WetCheck monitoring and reporting is included in our base maintenance contract. This is not an add-on or premium tier. Every Tarpon Cove irrigation inspection produces a documented, board-ready report as standard service.

## SECTION 04

## 30-60-90 Day New Client On-Boarding Program

At Vision Landscapes, we strive to provide both the highest level of quality and client service. In the first 90 days, we will conduct a monthly walk of the property and look at possible landscape improvements and ensure any prior requests have been completed from the previous walkthroughs. A written report with photographs will be generated from the walks, and a copy will be emailed to you. Additionally, we conduct quarterly internal scoring of each property using our "Quality Counts" (QC) Program and then use those to evaluate our Managers, our Teams and our Team Leaders. Between these two reporting methods, we ensure several sets of eyes are on each property monthly. Proactive solutions are delivered quickly for any emerging issues, and consistent communication is achieved.

*Director of Landscape Operations, Client Service Manager, Production Manager, Irrigation Manager, Pest Control Manager*

## PHASE 1

### Days 1-30

**Vision's operational team performs the 1st Quality Control ("QC") inspection of the property.**

- Plant health
- Turf health
- Tree health
- Identify/Address unsightly plants and make recommendations
- Schedule removal of dead/dying plants and develop a replacement plan for the client if desired
- Inspect all seasonal color beds, schedule control of insect-infested or diseased plants, apply fertilizer, schedule a meeting with the client to discuss color designs and goals for the future
- Take pictures of sites to document existing conditions and to demonstrate improvements moving forward
- Provide the Client with our Production and Job Sequencing plan and maps, Irrigation wet check schedule and planned fertilizations for the upcoming year

**Irrigation Audit:**

- Assessing primary concerns of the property and resolutions
- Checking irrigation heads, valves, controllers and settings
- Ensuring each controller has automatic rain sensors and if they are functioning
- Note irrigation issues such as broken heads, electrical issues, broken lateral lines or mainlines
- Suggested improvements/enhancements to the system

**Plant Health Care Team:**

- Obtain soil samples of turf from multiple areas for a baseline reading of PH and soil needs
- Based on soil test results, develop turf and ornamental fertilization program
- Address weeds in the turf and planting beds and establish a treatment plan for common areas based on existing stand of turfgrass
- Inspect planting beds, review mulching schedule and address bare areas in the planting beds
- Begin building the Integrated Pest Management (IPM) Program

**Arbor Inspections:**

- Conduct a tree inspection, note pruning requirements, insect, disease or fertility issues and make recommendations to address any safety issues
- Ensure there is building clearance and security lights are not being obstructed by tree limbs
- Provide client with recommendations on the timing of any tree prunings along with any recommended supplemental nutrient and/or insect programs

## PHASE 2

## Days 31–60

- Conduct our 2nd inspection with the Client to review the prior month's results and ensure all items have been addressed
- Provide a Quality Control ("QC") report and grade the property from an overall impression to determine the focus for the next 30 days
- Follow up with our seasonal color designs for the next scheduled color install
- Evaluate turf quality and plant health, related to fertility, insect and disease, and overall plant vigor. Make necessary changes to plant healthcare program of Integrated Pest Management (IPM) Strategy to maximize plant and turf vigor
- Evaluate irrigation systems operational performance; adjust system operations based on input from Client Service Manager

## PHASE 3

## Days 61–90

- Conduct our 3rd Quality Control ("QC") inspection with Client, review previous property inspection report to ensure all items have been addressed
- Monitor success of Plant Health Care Program and modify as needed to ensure plant and turf vigor
- Monitor the success of any irrigation improvements or changes that were made to the system
- Schedule future monthly inspection meetings with Client for ongoing quality control and continuous, open communication

SECTION 05

# Maintenance Approach & Schedule

Our maintenance program is designed to keep Tarpon Cove's grounds in excellent condition year-round. Below is a summary of our annual service plan.

425K SQ FT TURF MAINTAINED	297K SQ FT PLANTED SPACE	121 ACRES TOTAL PROPERTY
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## Mowing & Detailing

SERVICE	ANNUAL	NOTES
Mowing	42	Weekly during growing season
Hard Edging	42	All hard surfaces
Soft Edging	42	Bed edges along turf
Blowing / Cleanup	42	All debris, leaves, trimmings

## Pruning & Trimming

SERVICE	ANNUAL	NOTES
Ornamental Pruning	10	Full pruning cycles, 250K sf
Hedge Trimming	10	Formal hedges, 40K sf
Detail Visits	52	Weekly crew presence on site

## Weed Control

SERVICE	ANNUAL	NOTES
Shrub Bed Weeding	52	Weekly, manual + chemical

## Fertilization & Plant Health

SERVICE	ANNUAL	NOTES
Turf & Plant IPM	6	Integrated pest management
Turf Fertilization	3	Seasonal slow-release
Shrub & Palm Fert	3	Seasonal slow-release
Pre-emergent	1	Fall application

## Irrigation

SERVICE	ANNUAL	NOTES
System Inspection	12	Monthly, all zones and controllers
WetCheck Reports	12	Board-ready documentation

### ENHANCEMENT SERVICES AVAILABLE

Tree trimming (palms and hardwoods) and mulch application are available as separate enhancement proposals and can be scheduled at the Association's convenience. This allows the Board to budget these seasonal services independently from the base maintenance contract.



# 12-Month Landscape Services Schedule

Tarpon Cove Community Association — Monthly Service Occurrences (Aug 2026 – Jul 2027)

SERVICE	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	TOTAL
<b>GENERAL MAINTENANCE</b>													
Turf Mowing	4	4	4	3	3	3	3	3	4	4	4	3	42
Hard Edges	4	4	4	3	3	3	3	3	4	4	4	3	42
Soft Edges	4	4	4	3	3	3	3	3	4	4	4	3	42
Prune Cycle	1	1	1	1	1	1	1	1	1	1			10
Weed Control	4	5	4	4	5	4	4	4	5	4	4	5	52
<b>PLANT HEALTH CARE</b>													
Turf & Plant IPM	1	1		1		1		1		1			6
Turf Fertilizer							1			1			3*
Shrub/Palm Fert								1					3*
Fall Pre-emergent			1										1
<b>IRRIGATION</b>													
System Inspection	1	1	1	1	1	1	1	1	1	1	1	1	12

\*Fertilizer applications are distributed seasonally (Early Spring, Late Spring, Fall, Winter) to align with plant growth cycles and Florida GI-BMP guidelines. Total counts reflect full annual program.

## SECTION 06

## Pricing Summary

## SCOPE OF SERVICES

This proposal covers the full common-area landscape and irrigation maintenance for the Tarpon Cove community: all turf areas, ornamental beds, hedges, walking paths, pool areas, clubhouse grounds, lake banks, entry features, and the irrigation system.

## Contract Structure

ITEM	DETAIL
Contract Period	August 1, 2026 – August 1, 2027
Renewal	Annual renewal option
Billing	Fixed monthly payments, 12 invoices per year
Termination	30-day written notice by either party

## Annual Maintenance Fee

SERVICE CATEGORY	ANNUAL FEE
General Maintenance (52 visits)	\$66,398.22
Shrub Bed Weed Control (52 visits)	\$21,524.36
Shrub & Ornamental Pruning (10 rotations)	\$102,869.00
Monthly Irrigation Inspection (12 visits)	\$14,183.40
Plant Health Care – IPM & Fertilization (9 visits)	\$28,545.02
<b>TOTAL</b>	<b>AMOUNT</b>
<b>Annual Contract Value</b>	<b>\$233,520.00</b>
<b>Monthly Payment</b>	<b>\$19,460.00</b>



# Thank You

for the opportunity to serve Tarpon Cove



**Scott Whorrall** — President

239.253.1061

[scott@visionlandscapeservices.com](mailto:scott@visionlandscapeservices.com)

**Vision Landscapes**

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Bonita Springs, FL 34135

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