

ORIGINAL



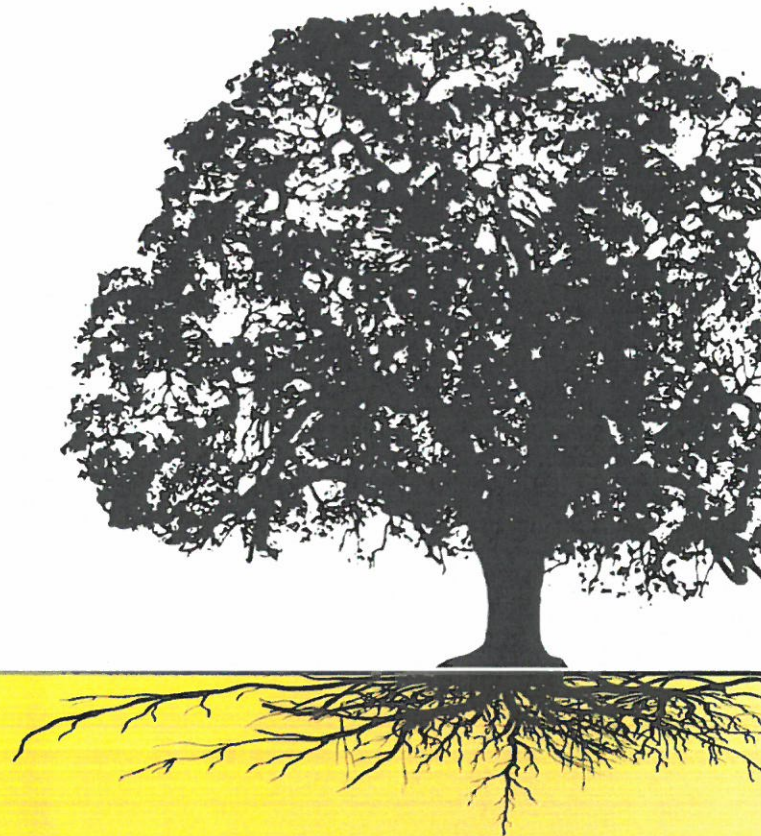
Setting the Gold Standard
by partnering with over 300 communities

City of Visalia

RFP #20-21-49 Annual Contract for Community Forest Maintenance

GROWING:
Greenspace
Communities
Environment

ROOTED IN:
Safety
Experience
Technology



West Coast Arborists, Inc.
WCAINC.COM • (800) 521-3714
LIC #366764 • DIR #1000000956



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Tree Care Professionals Serving Communities Who Care About Trees

www.WCAINC.com

August 27, 2021

City of Visalia
Attn: Purchasing Division
707 W. Acequia
Visalia, CA 93291

RE: RFP #20-21-49: Annual Contract for Community Forest Maintenance
Due: Tuesday, August 31, 2021 at 2:00PM

To whom it may concern;

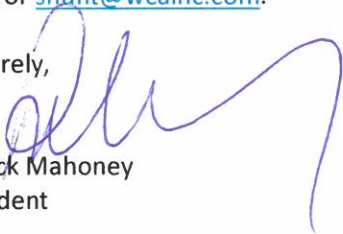
Thank you for allowing West Coast Arborists, Inc. (WCA) the opportunity to submit a proposal tree removal services for the City of Visalia. WCA is a family-owned and operated company employing over 1,000 full-time employees providing various tasks to achieve one goal: serving communities who care about trees. We have reviewed, understand, and agree to the terms and conditions described in this RFP. We also hereby acknowledge that we meet the minimum requirements and responded to each of these requirements to the best of our ability.

WCA's corporate values include listening to customers and employees to help improve services offered. By establishing clear goals and expectations for the organization, supporting its diverse teams, and exchanging frequent feedback from customers and employees, we are able to provide 'gold standard' tree care services. WCA's top management team has created a culture where employees become accountable for actions and results. Our Tree Care Industry Association (TCIA) company-wide accreditation is evidence of the commitment WCA has to our safety and training programs, customer satisfaction and our capacity to maintain industry standards.

WCA has a 49-year track record of working for more than 330 California and Arizona municipalities as well as other various agencies. Our company has been in business since 1972 and is licensed by the California State Contractors License Board under license #366764. We have held this license in good standing since 1978. The license specializes in Class C61 (Tree Service), Class C27 (Landscaping) and Class C31 (Traffic Control). We currently employ over 90 Certified Arborists and over 150 Certified Tree workers, as recognized by the International Society of Arboriculture. WCA is also registered with the Department of Industrial Relations (DIR) for Public Works projects, our registration number is 1000000956. All work will be performed in-house; no subcontractors will be used.

Our employees will operate from our Fresno office located at 5424 N. Barcus Street, Fresno, CA 93722. For questions related to this proposal and who has the authority to negotiate/present please contact Victor Gonzalez, V.P. Business Development, at (714) 991-1900 or at vgonzalez@wcainc.com. Steve Hunt, Area Manager, will be assigned to this project should WCA be awarded a contract. He can be reached at (559) 351-6060 or shunt@wcainc.com.

Sincerely,


Patrick Mahoney
President

West Coast Arborists, Inc.

2200 E. Via Burton Street • Anaheim, CA 92806 • 714.991.1900 • 800.521.3714 • Fax 714.956.3745

D. Proposed Fee Structure

Provide proposed fees and cost information and recommend a budget plan for all services to be provided in the following format:

SCHEDULE OF COMPENSATION

<u>DESCRIPTION</u>	<u>UNIT</u>	<u>UNIT PRICE</u>
Annual Tree Trimming on District/Zone basis	per tree	\$ 100.00
SERVICE REQUESTS – Work performed on an individual basis		
FULL TRIM		
0-6" dbh	per tree	\$ 50.00
7-16" dbh	per tree	\$ 100.00
17-24" dbh	per tree	\$ 200.00
25-36" dbh	per tree	\$ 500.00
37" dbh & over	per tree	\$ 700.00
TREE REMOVAL		
Tree and stump removal	per diameter inch	\$ 49.00
Tree removals over 36" dbh	per diameter inch	\$ 69.00
Stump only removal	per inch	\$ 19.00
PLANTING		
15-gallon tree	per tree	\$ 175.00
24-inch box tree	per tree	\$ 225.00
36-inch box tree	per tree	\$ 400.00
48-inch box tree	per tree	\$ 800.00
TREE WATER MONITORING	per tree	\$ 20.00
CREW RENTAL		
3-man crew with equipment	per hour	\$ 300.00
2-man crew with equipment	per hour	\$ 200.00
1-man crew with equipment	per hour	\$ 100.00
EMERGENCY RESPONSE		
1-man crew with equipment	per hour	\$ 145.00
TREE INVENTORY AND SOFTWARE PACKAGE	per tree site	\$ 5.00
GPS INVENTORY (40,000 trees)	Total	\$ 100,000.00
TREE INVENTORY UPDATES	per tree site	\$ 5.00
TREE MASTER PLAN	Lump Sum	\$ 35,000.00
ARBORIST TREE EVALUATION REPORT	per tree site	\$ 500.00
MEETING WITH PROJECT MANAGER	per hour	\$ -0- No Cost
PREPARING TRAFFIC CONTROL PLAN	per plan	\$ 600.00
EQUIPMENT RENTAL	per hour	\$ 100.00

ADDITIONAL SERVICES

DESCRIPTION	UNIT	UNIT PRICE
PALM TREE TIRMMING (Service Request)		
Coco palm, any size	per tree	\$ 50.00
Washingtonia palm, any size	per tree	\$ 100.00
Canary Island Date Palm, any size	per tree	\$ 200.00
ROOT PRUNING	linear foot	\$ 20.00
ROOT BARRIER INSTALLATION	linear foot	\$ 20.00

CONTRACTOR agrees to allow any other public agency (e.g., city, county district, public authority, public agency, municipality, and other political subdivision or public corporation) to have the option to participate in any award made as a result of this solicitation at the same prices. The City shall incur no financial responsibility in connection with any purchase by another public agency. The public agency shall accept sole responsibility for placing orders and making payments to the vendor.

The CITY, at its option and with CONTRACTOR concurrence, may renew this contract for additional five-year periods, in one-year increments, on the same terms and conditions as provided herein. This option may be exercised only if the CONTRACTOR demonstrates superior performance in the provision of tree maintenance services during the prior five-year contract term, assuming all of the annual renewal options were awarded.

- Proposers should review the requirements of this RFP and address all services that might reasonably be expected to support the project. Indicate how the City will be invoiced for services, i.e., unit or hourly costs.
- This information should be detailed and broken down by type of service and units of work or other applicable measure. Proposers should endeavor to provide a comprehensive fee schedule as the City will not include compensation in the contract for items not addressed.
- Include a total cost to provide services, based on the consultant's fee schedule and the scope of work as outlined in this RFP. This cost will be used as a basis for negotiations.
- The fee proposal submitted under separate, sealed cover, along with the proposed project approach, will be used as a basis for any contract negotiations. The actual scope of services and fees included in the contract may be negotiated and may vary to satisfy the City's actual needs.

E. Conflict of Interest

- Disclose any financial, business or other relationship with the City or any member of the City staff that may have an impact on the outcome of the project.
- List current clients who may have a financial interest in the outcome of the project.

V. CONSULTANT SELECTION PROCEDURE

Selection of the successful proposal shall be generally based on the information provided by the Vendors in response to the Request for Proposals and any subsequent interviews that may be conducted.

Consultant interviews will be held solely at the option and discretion of the City of Visalia. The process for selection shall occur in the following sequence:

- Review Proposals
- Establish a "short list" of three or more firms
- Interview "short-listed" firms (at the option and discretion of the City)
- Identify best qualified firm
- Award contract

NON-COLLUSION AFFIDAVIT

To Accompany Proposal

STATE OF CALIFORNIA)
) ss
CITY OF VISALIA)

Patrick Mahoney, being first duly sworn, deposes and says that he or she is President of WCA, Inc. the party making the foregoing Bid; that the Bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation; that the Bid is genuine and not collusive or sham; that the BIDDER has not directly or indirectly induced or solicited any other BIDDER to put in a false or sham Bid, and has not directly or indirectly colluded, conspired, connived, or agreed with any BIDDER or anyone else to put in a sham Bid, or that anyone shall refrain from Bidding; that the BIDDER has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the Bid price of the BIDDER or any other BIDDER, or to fix any overhead, profit, or cost element of the Bid price, or of that of any other BIDDER, or to secure any advantage against the public body awarding the contract of anyone interested in the proposed contract; that all statements contained in the Bid are true; and, further, that the BIDDER has not, directly or indirectly, submitted his or her Bid price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, or paid, and will not pay, any fee to any corporation, partnership, company, association, organization, bid depository, or to any member or agent thereof to effectuate a collusive or sham Bid.

Company: West Coast Arborists, Inc. (WCA, Inc.)
Business Address: 2200 E. Via Burton, Anaheim, CA 92806
Signature: _____
Name of Signing Official: Patrick Mahoney
Title of Signing Official: President
Date: 8/27/21

Company Seal:

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.

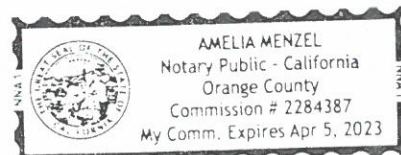
State of California
County of Orange

On this 27th day of August 2021 before me, Amelia Menzel, a Notary Public, personally appeared Patrick Mahoney, who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/~~she~~/they executed the same in his/~~her~~/their authorized capacity(ies), and that by his/~~her~~/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct

WITNESS my hand and official seal.

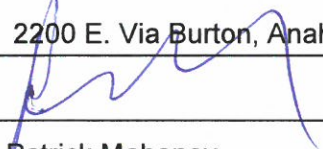
Signature Amelia Menzel (Seal)



WORKERS' COMPENSATION INSURANCE CERTIFICATE

STATE OF CALIFORNIA)
) ss
CITY OF VISALIA)

I am aware of the provisions of Section 3700 of the Labor Code which requires every employer to be insured against liability for workers' compensation or to undertake self-insurance in accordance with the provisions of that code, and I will comply with such provisions before commencing the performance of the work under this contract.

Company: West Coast Arborists, Inc.
Business Address: 2200 E. Via Burton, Anaheim, CA 92806
Signature: 
Name of Signing Official: Patrick Mahoney
Title of Signing Official: President
Date: 8/27/21

Company Seal:



EQUAL EMPLOYMENT OPPORTUNITY COMPLIANCE CERTIFICATE

Equal Opportunity Clause

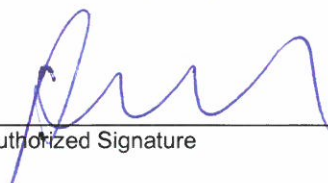
Unless exempted by rules, regulations or orders of the Secretary of Labor issued pursuant to Executive Orders 28925, 11114 or Section 204 of Executive Order 11246 of September 24, 1965, during the performance of each contract with the City of Visalia, the contractor agrees as follows:

1. The vendor will not discriminate against any employee or applicant for employment because of race, color, religion, gender, national origin or political affiliation. The contractor will take affirmative action to ensure that applicants are employed, and that employees are treated during employment, without regard to their race, color, religion, gender, national origin or political affiliation. Such action shall include, but not be limited to, the following: employment upgrading, demotion or transfer, recruitment or recruitment advertising, layoff or termination, rates of pay or other forms of compensation, and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the contracting officer setting forth the provisions of this nondiscrimination clause.
2. The vendor will, in all solicitations or advertisements for employees, placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to race, color, religion, gender, national origin or political affiliation.
3. The vendor will send to each labor union or representative of workers with which he has a collective bargaining agreement or other contract or understanding, a notice to be provided by the agency contracting officer, advising the labor union or the workers' representative of the contractors' commitments under Section 202 of Executive order 11246 of September 24, 1965, and shall post copies of the notice in conspicuous places available to employees and applicants for employment.
4. The vendor will comply with all provisions of Executive Order 11246 of September 24, 1965, and the rules, regulations and relevancy orders of the Secretary of Labor. Vendor will furnish all information and reports required by Executive Order 11246 of September 24, 1965, and by the rules, regulations and relevant orders of the Secretary of Labor, or pursuant thereto, and will permit access to his books, records and accounts by the contracting agency and the Secretary of Labor for purposes of investigation to ascertain compliance with such rules, regulations and orders.
5. In the event of the vendor's non-compliance with the non-discrimination clauses of this subcontract or with any of such rules, regulations or orders, this subcontract may be canceled, terminated or suspended, in whole, or in part and the vendor may be declared ineligible for further government contracts in accordance with the procedures authorized in accordance with Executive Order 11246 of September 24, 1965, and such other sanctions may be imposed and remedies invoked as provided in Executive Order 11246 of September 24, 1965, or by rule, regulation or order of the Secretary of Labor, or otherwise provided by law.
6. The vendor will include the provisions of Paragraphs (1) through (7) in every subcontract or purchase order unless exempted by rules, regulations or orders of the Secretary of Labor issued pursuant to Section 204 of Executive Order 11246 of September 24, 1965, so that such provisions will be binding upon each Subcontractor or vendor. The contractor will take such action with respect to any subcontract or purchase order as the contracting agency may direct as a means of enforcing such provisions including sanctions for non-compliance. Provided, however, that in the event the contractor becomes involved in, or is threatened with litigation with a subcontractor or vendor as a result of such direction by the contracting agency, the contractor may request the United States to enter into such litigation to protect the interest of the United States.

Certification on Non-Segregated Facilities

The contractor hereby certifies that it does not or will not maintain segregated facilities and not permit its employees to work at locations where facilities are segregated on the basis of race, color, religion, gender, national origin or political affiliation.

West Coast Arborists, Inc.
Name of Firm


Authorized Signature

8/27/21
Date

**BIDDER'S STATEMENT ON PREVIOUS CONTRACTS
SUBJECT TO EQUAL EMPLOYMENT OPPORTUNITY CLAUSE
(EXECUTIVE ORDER 11426)**

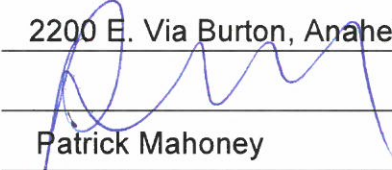
The BIDDER shall complete the following statement by checking the appropriate blanks:

The BIDDER has X has not participated in a previous contract subject to the Equal Employment Opportunity Clause prescribed by Executive Order 11246, as amended, of September 24, 1965.

The BIDDER has X has not submitted all compliance reports in connection with any such contract due under the applicable filing requirements; and that representations indicating submission of required compliance reports signed by proposed subBIDDERS will be awarded prior to award of subcontracts.

If the BIDDER has participated in previous contracts subject to the Equal Employment Opportunity Clause and has not submitted compliance reports due under applicable filing requirements, the BIDDER shall submit a compliance report on Standard Form 100, "Employee Information Report EEO-I" prior to award of the contract.

Note: Failure to complete the blanks may be grounds for rejecting the bid.

Company:	<u>West Coast Arborists, Inc.</u>
Business Address:	<u>2200 E. Via Burton, Anaheim, CA 92806</u>
Signature:	
Name of Signing Official:	<u>Patrick Mahoney</u>
Title of Signing Official:	<u>President</u>
Date:	<u>8/27/21</u>
Company Seal:	



CITY OF VISALIA
Ownership Disclosure for Contractors and Consultants
To Accompany Proposal

NAMES OF PRINCIPALS, PARTNERS, AND/OR TRUSTEES:

Firm Name: West Coast Arborists, Inc.
Firm Address: 2200 E. Via Burton, Anaheim, CA 92806

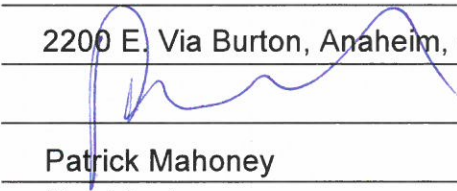
List the names of all principals, partners, and/or trustees. For corporations provide names of officers, directors and all stockholders owning more than 10% equity interest in corporation:

Patrick Mahoney, President
Richard Mahoney, Secretary
Rose Epperson, Treasurer

Submitted by: Name Patrick Mahoney, President
Date 8/27/21

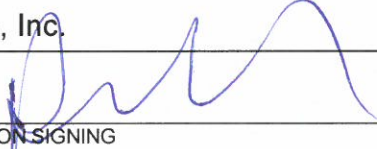
AMERICANS WITH DISABILITIES ACT COMPLIANCE CERTIFICATE

By submission of a bid, the BIDDER certifies it will comply with the Americans with Disabilities Act, 42 U.S.C., 12101 et. seq., and will maintain compliance throughout the life of this Contract. By commencing performance of the Contract work, the selected BIDDER certifies to the Americans with Disabilities Act compliance.

Company:	West Coast Arborists, Inc
Business Address:	2200 E. Via Burton, Anaheim, CA 92806
Signature:	
Name of Signing Official:	Patrick Mahoney
Title of Signing Official:	President
Date:	8/27/21
Company Seal:	

CERTIFICATION

I, the official named below, hereby swear that I am duly authorized legally to bind the contractor or grant recipient to the certification described below. I am fully aware that this certification, executed on the date below, is made under penalty of perjury under the laws of the State of California.

CONTRACTOR/BIDDER FIRM NAME West Coast Arborists, Inc.	FEDERAL ID NUMBER 95-3250682
BY (Authorized Signature) 	DATE EXECUTED 8/27/21
PRINTED NAME AND TITLE OF PERSON SIGNING Patrick Mahoney, President	TELEPHONE NUMBER (Include Area Code) (714) 991-1900
TITLE President	
CONTRACTOR/BIDDER FIRM'S MAILING ADDRESS 2200 E. Via Burton, Anaheim, CA 92806	

The contractor or grant recipient named above hereby certifies compliance with Government Code Section 8355 in matters relating to providing a drug-free workplace. The above-named contractor or grant recipient will:

1. Publish a statement notifying employees that unlawful manufacture, distribution, dispensation, possession, or use of a controlled substance is prohibited and specifying actions to be taken against employees for violations, as required by Government Code Section 8355(a).
2. Establish a Drug-Free Awareness Program as required by Government Code Section 8355(b), to inform employees about all of the following:
 - (a) The dangers of drug abuse in the workplace,
 - (b) The person's or organization's policy of maintaining a drug-free workplace,
 - (c) Any available counseling, rehabilitation and employee assistance programs, and
 - (d) Penalties that may be imposed upon employees for drug abuse violations.
3. Provide as required by Government Code Section 8355©, that every employee who works on the proposed contract or grant:
 - (a) Will receive a copy of the company's drug-free workplace policy statement, and
 - (b) Will agree to abide by the terms of the company's statement as a condition of employment on the contract or grant.
4. At the election of the contractor or grantee, from and after the "Date Executed" and until 8/27/24 (NOT TO EXCEED 36 MONTHS), the state will regard this certificate as valid for all contracts or grants entered into between the contractor or grantee and this state agency without requiring the contractor or grantee to provide a new and individual certificate for each contract or grant. If the contractor or grantee elects to fill in the blank date, then the terms and conditions of this certificate shall have the same force, meaning effect and enforceability as if a certificate were separately, specifically, and individually provided for each contract or grant between the contractor or grantee and this state agency.



**REQUEST FOR PROPOSALS RFP 20-21-49
Annual Contract for Community Forest Maintenance**

ADDENDUM NO. 1

Issued: August 13, 2021

Proposals Due: **Tuesday, August 31, 2021 @ 2:00 pm**

This Addendum is being issued to provide responses to questions that have been submitted regarding this project and to provide additional information regarding the requests for copies of the current contract and city maps. This addendum becomes part of the RFP 20-21-49 document and must be signed and submitted with proposal.

ITEM 1: QUESTIONS/RESPONSES

1. Is there a Master Plan in place; if not, would you like it to be incorporated?
Response: There is currently not a Master Plan in place and the City would like to keep it as a separate item.
2. How many trees are located in the City?
Response: Approximately 40,000
3. Will the City buy the trees for planting?
Response: The contractor should purchase and install the tree and the City will reimburse the contractor for the expense.
4. Is trimming of date palms included in this contract?
Response: Yes, trimming of date palms is included.
5. Does the contractor need to have a Certified Arborist on staff?
Response: The awarded contractor will identify at least two ISA Certified Arborists who will be responsible for providing project management for this project.
6. Is the C-27 contractor's license a requirement?
Response: Yes, all proposers for this contract must hold a current C-27 California State Contractor's License.
7. Will encroachment permits be needed?
Response: Yes, the awarded contractor should be able to obtain a blanket encroachment permit.
8. What contractor currently holds this contract?
Response: West Coast Arborists, Inc.
9. Is there a requirement for stump grinding depth?
All tree stumps must be removed to at least 18 inches below the lowest soil level adjacent to the stump, or until deep roots are no longer encountered.

ITEM 2: CURRENT CONTRACT

Per the Proposers' request for a copy of the current contract with West Coast Arborists, Inc., the documents are attached.


ITEM 3: MAP OF THE CITY PARKS

Per the Proposers' request for maps of the City Parks, the documents are attached..

END OF ADDENDUM NO. 1

/s/ Purchasing Division
(559) 713-4334

PROPOSER to sign and submit with PROPOSAL

Firm: West Coast Arborists, Inc. Date: 8/27/21
By: 
Proposer's Signature



COMPANY INFORMATION

President: Patrick Mahoney

Organization Type: Corporation

Established: 1972

Federal Tax ID: 95-3250682

DIR Registration: 1000000956

Members of Laborers' Union:
LiUNA!

CORPORATE OFFICE

2200 E. Via Burton St.

Anaheim, CA 92806

REGIONAL OFFICES

Fresno, CA

Indio, CA

Phoenix, AZ

Riverside, CA

Sacramento, CA

San Diego, CA

San Jose, CA

San Francisco, CA

Stockton, CA

Ventura, CA

CONTRACT ADMINISTRATION

Victor Gonzalez, Vice President

Corporate Office

Phone (714) 991-1900

Fax (714) 956-3745

Email: vgonzalez@wcainc.com

FIELD MANAGEMENT

Steve Hunt, Area Manager

5424 N. Barcus Street

Fresno, CA 93722

Phone (559) 275-2086

Fax (559) 275-7865

Email: shunt@wcainc.com

EMERGENCY RESPONSE 24/7

A. GENERAL INFORMATION

Company Introduction

WEST COAST ARBORISTS, INC. (WCA)

is a family-owned and operated union company employing over 1,000 full-time employees providing tree maintenance and management services. We are proudly serving over 300 municipalities and public agencies. We provide superior and safe tree care operations seven days a week, 24 hours a day throughout California and Arizona.

OUR VISION

As a corporate citizen, WCA's responsibility and accountability are to the communities where we do business. We hold ourselves to the highest standards of ethical conduct and environmental responsibility, communicating openly with our customers and the communities in which we work. It is our goal and vision to lead the industry in state-of-the-art urban tree care and management services.

100% CUSTOMER SATISFACTION

Customer satisfaction is our top priority. We guarantee your complete satisfaction with every facet of our services. Our dedication to customer service has earned WCA a reputation unrivaled in the industry for dependability, integrity, quality, and courtesy. We authorize our employees to do whatever is necessary to achieve the highest quality results. We know that high quality work saves our customer's valuable time and is far more cost effective if we do our work properly the first time. We are committed to courteous and prompt customer service to fully resolve any issue.



80+ ISA
Certified Arborists



45+ Years Experience
(Similar Size & Scope)



1000+ Qualified
Employees



Accredited by TCIA



Local Office & Nursery
(Anaheim & Placentia)



1500+ Pieces of
Equipment (Owned)

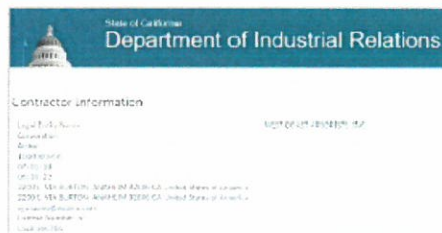
Corporate Capabilities

West Coast Arborists, Inc., is committed to successfully completing each project in accordance with the specifications, budget, schedule and with the highest quality of service. Our customers' satisfaction is a direct result of our means to carry out each project. Listed below are some of our corporate capabilities, which not only provide a sense of comfort and confidence to our customers, but also assure them of our continuous ability to carry out the duties of managing their urban forest.

- In business continuously and actively since 1972
- Contractor's License C61/D49, C27, C31, C21, A & B
- Over \$8,500,000 line of credit available
- Annual financial audits available upon request
- Bonded by ARCH, an A+ rated company
- 1,000+ employees
- 300+ contracts with public agencies
- 85+ Certified Arborists
- 155+ Certified Tree Workers
- Drug-free workplace
- 14,000 sq. ft. company-owned Headquarters (Anaheim)
- Department of Agriculture Nursery license
- Avg. 675,000 trees **pruned** annually over past 3 years
- Avg. 46,000 trees **removed** annually over past 3 years
- Avg. 18,500 trees **planted** annually over past 3 years
- Avg. 250,000 trees **inventoried** annually over past 3 years
- Fully insured with insurance up to \$10 million
- Federal Tax ID #95-3250682, current on all taxes and filings with state and federal government
- Sales volume over \$120 million annually
- Fleet of approximately 1,500 pieces of equipment
- No history of disqualification

Active Memberships:

Tree Care Industry Association (TCIA)
International Society of Arboriculture (ISA)
League of California Cities (LCC)
California Parks & Recreation Society (CPRS)
Association of California Cities |
–Orange County (ACCOC)
Maintenance Superintendents Association (MSA)
California Landscape Contractors Association (CLCA)
Street Tree Seminar (STS)
California Urban Forest Council (CaUFC)
American Public Works Association (APWA)



Executive Summary

West Coast Arborists, Inc.'s goal as a professional tree maintenance and management company is to educate our clientele and provide them with our expertise and knowledge to ensure their urban forest is healthy and thriving for years to come. This goal helps protect and maintain the integrity of our states tree canopy, to prevent and properly manage pests and disease as well as ensuring the 'right tree is planted in the right place,' to reduce liability and to protect our citizens, city property and the trees themselves. Proper maintenance and management go hand in hand and starts with a clear, concise understanding of the condition of an urban forest, the client's goals, and a plan for long term care.

our growth as an industry leader can be seen by our qualified employees, advancement in industry certifications, professional affiliations, and sustainable business practices. We take pride in providing communities with gold standard tree services. What started in 1972 as a local residential tree company with only four employees has grown into a statewide corporation with over 1,000 employees. WCA is still a family-owned and operated business with headquarters in Anaheim, California.

As a result of the recent budget issues, municipalities are being stretched to their financial limits. City and County administrators are faced with budget reductions leading to staff cutbacks, decreased levels of service, and antiquated equipment. The resulting trend of lower service levels needs to be turned around. We believe in an Interactive Partnership with the community, where municipalities can confidently rely on WCA to assist them with any of their tree care needs. Our staff, fleet and financial capabilities make us the best candidate. WCA has never been a

Our goals in urban tree care are to extend the life of all trees, safeguard public safety, and produce a reliable source of shade, beauty and the other non-commercial benefits that result from healthy trees in parks and City right-of-way. Obviously, this cannot be accomplished without the City's valued input or without community involvement.



Benefits of Contracting with West Coast Arborists Inc.

- Complete, current GPS tree inventory database capabilities
- Service history, per each county-owned tree maintained by WCA, Inc.
- Use of ArborAccess tree inventory software program at no additional cost
- Emergency response available within 24 hours, usually within 2 hours
- Daily notifications indicating where work is being performed within the county
- Timely, punctual work scheduling
- ISA Certified Arborists available to ensure proper tree care
- ISA Certified Arborist services available for as needed 3 hazard assessment and report writing
- Unlimited resources (equipment and personnel) to respond to various client projects
- Provide the client with the latest info on tree industry standards and recommendations
- In-house Plant Healthcare Division to diagnose and recommend treatment(s)
- Designated project team assigned to each Maintenance District
- In-house Grant division available to assist the client with grant funding opportunities
- Modern Fleet of equipment that is CARB compliant with the SCAQMD
- Excellent customer relations



Community

The community consists of everyone that cares about trees. They include residents, business owners, community groups, consumers, schools, and citizen arborists. We believe the community is the actual customer. We strive to provide the highest level of service in the safest manner possible in an effort to create a beautiful environment. In addition, as a valuable resource within the community we are able to offer extraordinary services to the public including, but not limited to, arboricultural education, participation in Arbor Day and other County events, and special community projects.

City Administration

City staff has the very important task of managing trees as an ecosystem, taking into consideration specific biological, social and economic conditions. They must ensure that the best methods of tree care are practiced in the community, that the lives of the trees are extended beyond average, and that the taxpayers receive the most from their investment in trees.

WCA, Inc. specializes in tree care for municipalities and public agencies. It does not provide residential service or sub-contract.





West Coast Arborists, Inc. (WCA)

We have the challenge of meeting the community's needs, not only in tree care, but also in other aspects. However, unlike most firms, we believe to be a valuable resource in that we have the qualifications and corporate capabilities to meet the community's needs and beyond. Our Certified personnel ensure the community that the work performed will be in accordance with to-day's standards. The collection of equipment allows us to dedicate specific pieces to the City. Our support staff aids the field team with information management, which provides communities with a complete, comprehensive urban tree care program.



Client References

West Coast Arborists understands the challenge that many cities face to reduce the cost of tree maintenance services, while increasing the level of performance. Utilizing our services as a valuable, cost-effective resource, cities are able to provide better services to their community. These contracts cover a range of services from providing emergency response to maintaining the Agency's entire urban forest.

COUNTY OF FRESNO

SINCE 2008



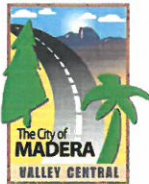
WCA provides the County of Fresno with tree maintenance and hazard tree reduction by pruning, removal, cabling and bracing. We also prune trees along recreation trails, playgrounds, camp and picnic sites, parking areas and Park facilities. Plant Health Care services such as tree spraying are used as-needed.

Contact: Gabriela Rodriguez-Noland
2200 Tulare Street, Fresno, CA 93721 ~ (559) 600-4240 ~
grodrigueznoland@fresnocountyca.gov

ANNUAL BUDGET: \$450,000

CITY OF MADERA

SINCE 2006



The City of Madera has been averaging a 3-5 year maintenance cycles for their lighting and landscape districts. The City has collaborated with the merchants in the downtown area to allow them to pay a fee to have more regular pruning performed in this high traffic areas. The City's urban forest consists of over 9,000 trees valued at over \$16 million dollars.

Contact: John Scarborough, Admin Analyst
1030 S. Gateway Drive, Madera, CA 93637 ~ (559) 661-5495 ~
jscarborough@cityofmadera.com

ANNUAL BUDGET: \$115,000

CITY OF CHOWCHILLA

SINCE 2007



WCA performs tree maintenance and management services for the City of Chowchilla on an as-needed basis.

Contact: Joe Roman, Parks & Facilities Director
130 S. 2nd Street, Chowchilla, CA 93610 ~ (559) 665-8615 x202 ~ jroman@citychowchill.org

ANNUAL BUDGET: \$50,000

CITY OF FRESNO

SINCE 1992



WCA has been working in and operating a satellite office in the City of Fresno for over 20 years. WCA maintains the City's 'frontage parkways' (sub-streets and median islands). Service request pruning, hazardous pruning and removals are also performed for the varying entities of the City including the Fire, Water, Airport and other departments. Fresno consists of over 35,000 city-owned trees.

Contact: Hilary Kimber, Park Supervisor I
2101 G Street, Fresno, CA 93706 ~ (559) 621-1345 ~ hilary.kimber@fresno.gov

ANNUAL BUDGET: \$800,000



COUNTY OF TULARE

SINCE 2010



WCA performs tree maintenance and removal as determined by the Tulare County Parks and Recreation Department on an annual as-needed basis. We also complete tree pruning projects at County facilities and parks as needed. Work records are maintained in ArborAccess and are available to the County.

Contact: Neil Pilegard, Parks Division Manager
5953 South Moony Blvd., Visalia, CA 93277 ~ (559) 624-7000 ~ Npilegar@co.tulare.ca.us

ANNUAL BUDGET: \$275,000

CITY OF VISALIA

SINCE 2008



WCA performs tree maintenance and management services for the City of Visalia. Throughout the years, we have continuously updated the City's tree inventory as work is completed. In addition to tree pruning and removals we also provide the City of Visalia with tree planting services and arborist services.

Contact: Joel Hooyer, Urban Forestry Supervisor
336 N. Ben Maddox Way, Visalia, CA 93292 ~ (559) 799-1652 ~ joel.hooyer@visalia.city

ANNUAL BUDGET: \$880,000

EXPERIENCE: CURRENT CALIFORNIA CITIES/COUNTIES UNDER CONTRACT WITH WCA

CITY OF AGOURA HILLS	CITY OF GARDEN GROVE	CITY OF MURRIETA	CITY OF SIERRA MADRE
CITY OF ALAMEDA	CITY OF GARDENA	CITY OF NEWARK	CITY OF SIGNAL HILL
CITY OF ALHAMBRA	CITY OF GILROY	CITY OF NORCO	CITY OF SOLANA BEACH
CITY OF ANAHEIM	CITY OF GLENDALE	CITY OF NORWALK	CITY OF SOUTH PASADENA
CITY OF ARTESIA	CITY OF GLENORA	CITY OF OAKLEY	CITY OF SOUTH SAN FRANCISCO
CITY OF AZUSA	CITY OF HUNTINGTON BEACH	CITY OF OCEANSIDE	CITY OF STOCKTON
CITY OF BALDWIN PARK	CITY OF IMPERIAL BEACH	CITY OF ONTARIO	CITY OF SUNNYVALE
CITY OF BELL	CITY OF INDIO	CITY OF ORANGE	CITY OF TEMECULA
CITY OF BELLFLOWER	CITY OF IRVINDALE	CITY OF OXNARD	CITY OF TEMPLE CITY
CITY OF BEVERLY HILLS	CITY OF LA CANADA	CITY OF PALO ALTO	CITY OF THOUSAND OAKS
CITY OF BREA	FLINTRIDGE	CITY OF PARAMOUNT	CITY OF TORRANCE
CITY OF BRENTWOOD	CITY OF LA HABRA	CITY OF PERRIS	CITY OF TRACY
CITY OF BUENA PARK	CITY OF LA MESA	CITY OF PLACENTIA	CITY OF TULARE
CITY OF BURBANK	CITY OF LA MIRADA	CITY OF PLEASANTON	CITY OF TUSTIN
CITY OF CAMARILLO	CITY OF LA PALMA	CITY OF POMONA	CITY OF UNION CITY
CITY OF CARLSBAD	CITY OF LA PUENTE	CITY OF PORTERVILLE	CITY OF UPLAND
CITY OF CARMEL-BY-THE-SEA	CITY OF LA VERNE	CITY OF POWAY	CITY OF VENTURA
CITY OF CARPINTERIA	CITY OF LAGUNA BEACH	CITY OF RANCHO PALOS VERDES	CITY OF VICTORVILLE
CITY OF CARSON	CITY OF LAGUNA HILLS	CITY OF REDLANDS	CITY OF VISALIA
CITY OF CERES	CITY OF LAGUNA NIGUEL	CITY OF RIALTO	CITY OF VISTA
CITY OF CHINO HILLS	CITY OF LAKE ELSINORE	CITY OF RIVERSIDE	CITY OF WALNUT
CITY OF CHOWCHILLA	CITY OF LAKEWOOD	CITY OF ROSEMEAD	CITY OF WEST COVINA
CITY OF CHULA VISTA	CITY OF LODI	CITY OF ROSEVILLE	CITY OF WEST HOLLYWOOD
CITY OF CITRUS HEIGHTS	CITY OF LOMITA	CITY OF SACRAMENTO	CITY OF WEST SACRAMENTO
CITY OF CLAREMONT	CITY OF LOMPOC	CITY OF SAN BERNARDINO	CITY OF WHITTIER
CITY OF COACHELLA	CITY OF LONG BEACH	CITY OF SAN DIEGO	CITY OF WOODLAND
CITY OF CONCORD	CITY OF LOS ALAMITOS	CITY OF SAN DIMAS	CITY OF YORBA LINDA
CITY OF CORONA	CITY OF LOS ALTOS	CITY OF SAN FERNANDO	COUNTY OF ALAMEDA
CITY OF CORONADO	CITY OF LOS ANGELES	CITY OF SAN GABRIEL	COUNTY OF COLUSA
CITY OF COSTA MESA	CITY OF MADERA	CITY OF SAN JACINTO	COUNTY OF CONTRA COSTA
CITY OF COVINA	CITY OF MANHATTAN BEACH	CITY OF SAN JOSE	COUNTY OF FRESNO
CITY OF CULVER CITY	CITY OF MAYWOOD	CITY OF SAN JUAN CAPISTRANO	COUNTY OF LOS ANGELES
CITY OF DANA POINT	CITY OF MENLO PARK	CITY OF SAN MARCOS	COUNTY OF MONTEREY
CITY OF DAVIS	CITY OF MILPITAS	CITY OF SAN RAMON	COUNTY OF ORANGE
CITY OF DEL MAR	CITY OF MISSION VIEJO	CITY OF SANTA ANA	COUNTY OF RIVERSIDE
CITY OF DIAMOND BAR	CITY OF MONROVIA	CITY OF SANTA BARBARA	COUNTY OF SAN BERNARDINO
CITY OF DUARTE	CITY OF MONTCLAIR	CITY OF SANTA CLARA	COUNTY OF SAN DIEGO
CITY OF EL CAJON	CITY OF MONTEBELLO	CITY OF SANTA FE SPRINGS	COUNTY OF SAN JOAQUIN
CITY OF EL CERRITO	CITY OF MONTEREY	CITY OF SANTA MARIA	COUNTY OF TULARE
CITY OF ENCINITAS	CITY OF MONTEREY PARK	CITY OF SANTA MONICA	COUNTY OF YOLO
CITY OF FILLMORE	CITY OF MOORPARK	CITY OF SANTA PAULA	TOWN OF ATHERTON
CITY OF FONTANA	CITY OF MORENO VALLEY	CITY OF SANTEE	TOWN OF LOS GATOS
CITY OF FRESNO	CITY OF MORGAN HILL		
CITY OF FULLERTON	CITY OF MOUNTAIN VIEW		

FIRM EXPERIENCE

Listed below are current contracts (in alphabetical order) valued over \$1,000,000 annually.

Customer	Since	Annual Contract Amount
City of Alameda	2010	\$1,043,000
City of Anaheim / Anaheim Utilities	2007	\$1,750,000
City of Beverly Hills	2000	\$2,236,000
City of Chino Hills	2000	\$1,036,000
City of Corona	2010	\$1,000,000
City of Fontana	1994	\$1,050,000
City of Fullerton	1998	\$1,300,000
City of Glendale/ Glendale Water & Power	2015	\$2,500,000
City of Huntington Beach	2008	\$1,300,000
City of Long Beach	2016	\$2,900,000
City of Lodi/Lodi Utilities	2006	\$1,500,000
City of Oxnard	2000	\$1,032,000
City of Palo Alto	2016	\$1,400,000
City of Sacramento	2015	\$1,290,000
City of San Diego	2015	\$2,000,000
City of Santa Ana	2015	\$1,400,000
City of Santa Clarita	2008	\$2,770,000
City of Santa Monica	2011	\$1,723,000
City of Tustin	2006	\$1,122,000
City of Ventura	1999	\$1,000,000
County of LA	2015	\$5,500,000
County of Orange	2013	\$2,800,000
Riverside Public Utilities	2016	\$2,000,000

EXPERIENCE (SIZE & SCOPE)

The references listed above are all current contracts displaying WCA's capabilities to provide the necessary manpower, experience, and equipment to manage prestigious Cities and Counties that require a heightened level of attention, expectation and need in comparison to other types of customers (i.e., HOA's, commercial and residential).



Scope of Services

Grid Tree Pruning

Grid tree pruning is based on pruning in pre-designed districts, or grids on a set cycle and in its entirety. This includes pruning all trees (small, medium, and large-sized.) Pruning will include structural pruning, crown raising, and slight crown cleaning in accordance with the standards set forth by the International Society of Arboriculture Pruning Standards (Best Management Practices) and shall have no more than 15% of the live foliage removed at a given time.

Special Request Tree Pruning

Special Request Tree Pruning includes tree maintenance services on designated tree(s) as ordered by the City's Arborist or designee. This category of pruning may include structural pruning, crown raising, crown cleaning and/or pruning to restore the crown. Whichever work type is ordered by the City, pruning will be performed in accordance with the standards set forth by the International Society of Arboriculture Pruning Standards and the Best Management Practice, Tree Pruning Guidelines. Trees that are identified for a Special Request Tree Prune shall have approximately 25% of the live foliage removed at a given time.

Pruning to reduce the tree's crown (or Crown Reduction Pruning) may be performed when conditions within the crown of a hardwood tree are such that the overall canopy mass and excessive wood weight needs to be reduced. This type of prune is performed when the City's primary objective is to maintain or improve tree health and structure and will be charged at the Crew Rental rate as agreed upon by the City and WCA.

Line Clearance

Trees that interfere or have the possibility of interfering with utility lines will be trimmed in a manner to achieve the required clearances as specified and in accordance with the California Public Utilities Commission. It is our goal to protect the current health and condition of the tree and to maintain its symmetry and direct growth away from the utility lines.

Small Tree Care (Optional)

Proper pruning and care during the early stages of the tree's life will save money in the future, and create a safer, more beautiful, healthy, easy-to-maintain tree. We believe that tree care that is performed early will affect its shape, strength, and life span. Our specialized small tree care team consists of certified personnel trained to perform the following under the hourly rate:

- Selective structural pruning
- Removal of dead, interfering, split and/or broken limbs
- Pre-conditioning the water retention basin built around the tree
- Staking or re-staking
- Adjusting tree ties
- Adjusting trunk protectors
- Weed abatement

Palm Trunk Skinning (Optional)

Palm tree skinning consists of the removal of dead frond bases (only), at the point they make contact with the trunk without damage to the live trunk tissue. This is performed under the hourly rate.

Root Pruning

We strongly recommend against any root pruning, however, should the City elect to proceed, we recommend that it be done no closer than 3 times the diameter of the trunk. Roots will be pruned to a depth of approximately 12 inches by cleanly slicing through the roots, so as not to tear or vibrate the root causing damage to the tree. The excavated area will be backfilled with native soil and debris will be hauled away. This is performed under the hourly rate.

Tree Removal Operations

With a minimum of 48 hours advanced notice, WCA will inform Underground Service Alert (USA) of the location of work for the purpose of identifying any and all utility lines. The removal process consists of lowering limbs delicately onto the ground to prevent any hardscape damage. Immediately following the removal, the stump will be ground down, if ordered to do so and with proper USA notification. Tree removal and stump removal are to be charged separately in accordance with the contract.



Tree Planting (Optional)

We can replace trees that have been removed and plant new trees in accordance with the City's specifications. We are prepared financially and logistically to acquire and purchase selected tree species for tree planting. At a minimum of 48 hours in advance we will inform Underground Service Alert (USA) of the location of work for the purpose of identifying any and all utility lines. A well-trained planting team will perform the soil preparation and installation of the tree.

Tree Watering (Optional)

Tree watering will be performed by a full-time, WCA team member on various routes, when requested by the Agency. This team will also be responsible for reporting special care needs to the small tree care team. This could include reporting weeds, soil that has settled, and/or staking and tying needs.

Emergency Response

We are prepared for emergency calls 24 hours a day, 7 days a week, including holidays. The toll-free number is 866-LIMB-DOWN (866-546-2369). This number will be provided to the Agency, Police Department and/or Fire Department. Our emergency response team will do what is necessary to render the hazardous tree or tree-related condition safe until the following workday.

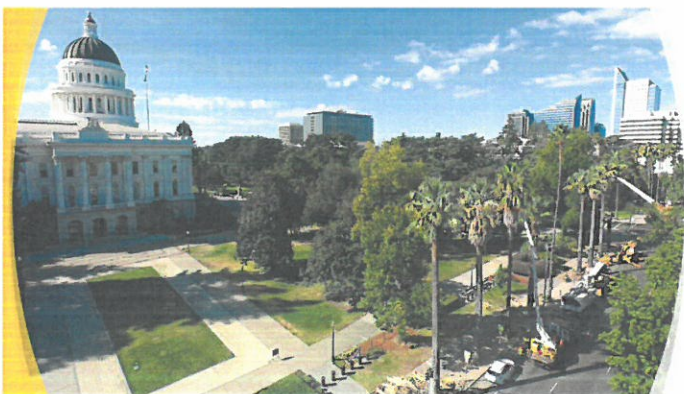
Crew Rental

Due to our vast amount of resources, including our specialty equipment and qualified personnel we are able to extend our commitment to our customers by providing various miscellaneous services outside of the most common tree maintenance services:

- Flag hanging
- Holiday light installation
- Changing ball park lights
- Misc. use of aerial towers and cranes (including equipment rental)
- Crown reduction
- Crown restoration

Arborist Reports

We have full-time Certified Arborists on staff that can prepare detailed arborist reports, tree evaluations and site inspections based on your specific needs. Reporting can be generated for one tree or an entire selection and is handled on a case-by-case basis.



WCA provides the technology, management, and civic experience that makes it the preferred tree management partner across the West.

Plant Health Care

Tim Crothers, Plant Health Care Manager

- ISA Board Certified Master Arborist WE-7655 BUM
- DPR Qualified Pest Control Applicator #145321
- QAL Category B & D

Our PHC program managed by Tim goes beyond standard chemical applications. We have developed an efficient Integrated Pest Management Program (IPM) that requires diagnosis before treatment. WCA is staffed with licensed applicators and advisors that are environmentally conscious as well as compliant with the California Department of Pesticide Regulation. This service allows us to provide you with:

- Proper diagnosis based on on-site inspection with laboratory testing when necessary
- Proactive and preventative recommendations that reduce the amount of potential pest and disease issues

- Follow-up evaluations to ensure that the recommended treatments result in a healthy and balanced urban forest



Shot Hole Borer

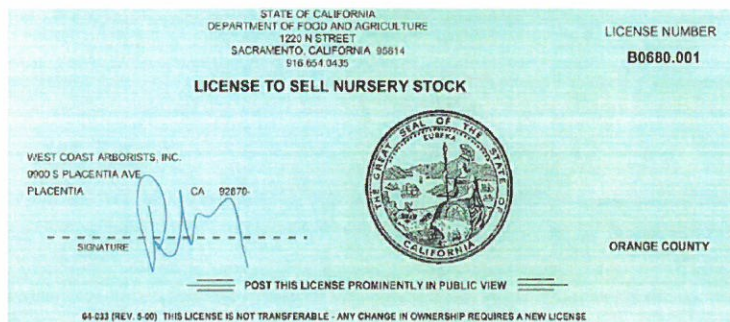
They Polyphagous Shot Hole Borer (PSHB) is a new pest in Southern California. This boring beetle drills into trees and brings with it a pathogenic fungus (*Fusarium euwallacea*), as well as other fungal species. When heavily infested, the resulting *Fusarium* causes the decline and death of trees. Over 120 different tree species are affected in Southern California and over 30 reproductive hosts are of high concern. As tree care professionals, we have a responsibility to understand and report when we see a tree we are working on infested with PSHB.

Ability To Acquire, Purchase & Stage Trees

Cities expect the highest quality of new trees, proven varieties and an organization with the knowledge and skills to provide them with the latest and most reliable information available related to tree planting. By meeting these expectations, we're able to contribute to the success of reforestation projects within communities. In order to complete successful tree planting programs, cities can rely on us to locate, acquire and purchase different tree species.

As part of our Corporate Capability, we are financially able to purchase large quantities of trees for planting projects. Being familiar with over 50 nurseries in California, allows us to obtain the best tree available from a broad and plentiful stock. The process by which we obtain trees is quite simple: First, we utilize our database of nurseries, and contact several of them requesting specific trees with their prices.

Upon locating the availability of trees, we then perform a tree pre-inspection at the nursery. When time is of the essence, nurseries will provide us with photos either by mail or by e-mail for our review. Once the trees are purchased, and depending on the size of the project, we have them delivered to our facility in Placentia, Brea, or if possible, at a staging area within the City of Agency. It is through this process that we have planted an average of 14,000 trees for all of our customers each year during the past three years.



Customer Service Department

As we work with, or near, the public, we are mindful that we will most likely be the first person the public contacts. We have a full-time Customer Service Department with each Customer Service Representative (CSR) trained in addressing concerned residents and bystanders.

Complaints & Damage Resolution

Should there be any property damage, we adhere to specific procedures to resolve the problem. The Foreman on the job site will notify the resident and the Inspector immediately.

If the resident is not at home, then we will leave a WCA card with instructions to call our Claims Coordinator in our corporate office. The ultimate goal at each work site is to leave the property in the same condition as before we entered it. We will notify the Agency Representative immediately upon damage of personal property including plans for corrective measures to take place within 48 hours.

All WCA vehicles are equipped with an Accident Kit should anything happen during the workday. Each kit has an Incident Report, an Accident Report, an Injury Report, a camera, First Aid instructions and protocol for contacting the corporate office. A computerized log of all incidents is maintained to include the date, time of occurrence, location, problem, and action to be taken pursuant thereto or reasoning for non-action.

Any activities found by the Agency to be unacceptable will be rectified immediately. All other complaints will be abated or resolved within twenty-four (24) hours of the occurrence. We have teams specifically assigned for handling damage to properties, both private and public. Through our communication system, we have the ability to dispatch either of these teams and have them respond immediately to the site for proper repair. We pride ourselves on professional workmanship to avoid these types of incidents, however, should one occur, we take all appropriate measures to resolve the matter in a timely and efficient manner.

Community and Environment

Wildlife Protection

We have a full-time Biologist, Lissette Rios, on staff whose responsibilities include writing reports, pre-work bird assessments, and training crews on current bird nesting laws as well as BMPs for tree maintenance. The protection of birds, especially during nesting season, is critical to providing responsible tree maintenance and her experience, training and skilled eye have proven to be a great asset to our team. Our safety and training department has committed to working with wildlife preservation associations and played a key role in the establishment of the Tree Care for Birds and Other Wildlife BMP that is used in the tree care industry.



Green Waste

WCA's commitment to be a socially responsible corporate partner to our customers and communities is exemplified in our Recycling Program. With the steadily increasing concern for the ecological health of our communities, WCA has embarked on a landfill diversion process where all material is taken to recycling facilities where it is used in the production of soil amendments. We are committed to taking all recyclable materials removed from the trees trimmed for the duration of this project to a recycling center for processing. Verification of amounts recycled will be obtained and reported by WCA via ArborAccess for the purpose of meeting the goals of the State for reducing landfill usage.

MULCH is made from coarse ground branches and leaves. It should be spread on the ground at a rate of six to twelve inches for best effect. Fresh mulch will deplete nitrogen from the surface of the soil which will reduce unwanted weeds. Once the mulch has decayed, it returns nitrogen which helps build the quality of soil for plants. A large amount of tree debris is processed by WCA and used in large scale mulching projects for establishing native plants in open space areas.

COMPOST is made from fine ground branches, leaves or other organic material. When mixed with oxygen and water, the organic material will decay or "compost." A finished compost is excellent for turning into the top layer of soil and will add nitrogen and increase the water holding capacity of soil. You can make compost at home in a pile in your yard or in a bin that you make or purchase. Large scale composting is done at regional recycling facilities.

FIREWOOD is traditionally the most common use of large branches and logs. Firewood is used to heat homes during winter months. WCA takes logs to our yard, and these are then chopped into usable firewood.

Arbor Day Advocates

WCA participates in over 100 Arbor Day and other community events annually by providing educational presentations, tree plantings and sponsorships. As a community partner, we understand the importance of teaching youth about the benefits of trees not only to better our environment but to ensure our urban forests are maintained for years to come.



Grant Services

Cities can improve the management of their urban forest through a grant project. Our grant team is experienced in partnering with various agencies to obtain funding for activities that help their urban forest thrive.

We've managed over **\$9,000,000** in grants to date. These grants, completed and new, will result in **14,100 more trees planted.**

Services include:

- Grant writing
- Application review
- Greenhouse gas calculations
- Partnership development
- Volunteer training
- Community events
- Project management
- Project reporting
- Development of education/outreach material
- Match tracking
- Media & outreach
- Canvassing logistics
- Volunteer training
- Urban Forestry community workshops

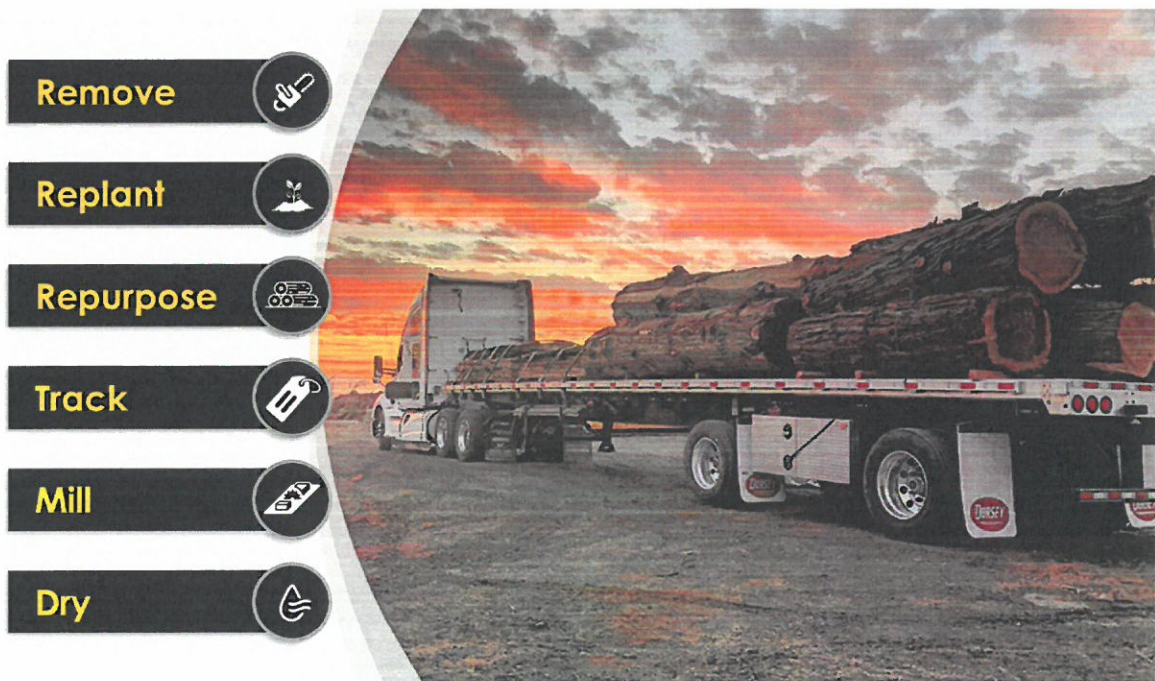




Street Tree Revival

STREET TREE REVIVAL, our wood recycling program has become an important component of our approach to urban forest management. 25 years ago, we started our urban wood recycling program in collaboration with the California Department of Forestry and Fire Protection (CDF). Since a number of trees require removal, it was important to create an environmentally sound and socially responsible alternative to importing lumber from other areas and to reduce the demand of trees from natural forests.

All trees have a life cycle, so we are making every effort to save the trees we can from ending up in landfills. When trees need to be removed from the Urban Forest, we preserve their natural beauty and also limit carbon emissions by salvaging trees lost during storms, disease, or normal senescence and recycling this wood into usable raw lumber.



Community Involvement

WCA participates in Arbor Day and other community events annually by providing educational presentations, tree plantings and sponsorships. As a community partner, we understand the importance of teaching youth about the benefits of trees not only to better our environment but to ensure our urban forests are maintained for years to come. WCA has a designated "Grants Team" to work with agencies to obtain grants for tree planting and growing the urban forest.



Partnering with the Arizona Sustainability Alliance to engage K-12 educators in urban forestry.

Community Campaigns

WCA has partnered with *Invest From the Ground Up* and the Western Chapter International Society of Arboriculture to plant trees across California under their newest initiative – Cool Parks. With a generous grant from CAL FIRE, the Cool Parks team is working alongside partner cities and nonprofits to bring 2500 trees to California's disadvantaged and low-income communities, organize a CA Tree Team workshop, and engage residents to learn and care about the trees in their city.

Prior to the "Cool Parks" campaign, WCA participated in the CIRCLE (California Initiative to Reduce Carbon and Limit Emissions) campaign since its launch in October of 2016. Each round of tree planting events has provided thousands of trees to communities across California. The trees planted have the potential to sequester millions of pounds of CO₂.

These events are valuable to California communities by generating thousands of volunteers, improving air quality, and educating the local community about proper tree planting techniques. Together, we can grow the urban forest for a more sustainable future.



B. PROPOSED PROJECT APPROACH

Implementation, Quality Control and Safety

Implementation Plan

To ensure the quality of work and the level of service expected, WCA abides by a well-defined quality control plan that incorporates the following:

- Certified personnel
- Safety
- Pruning specifications and guidelines
- Sound equipment
- Public relations
- Proper traffic control
- State-of-the-art communication systems

Special shifts including weekends and evenings can be arranged in accordance with the Agency's specifications.

Area Manager: Steve Hunt

ISA Certification #: WE-1044AT

The project Area Manager will be the central point of contact and will work cooperatively with Agency staff, local residents and business owners, etc. The Area Manager will provide overall field supervision and crew management.

Daily Management

Daily management will consist of, but not be limited to:

- Email notification complete with location, crew, equipment type, and work description
- Supervise crew personnel to insure proper pruning standards are followed in a safe manner
- Traffic control setup and maintenance of work zone
- Ensure work area is left free of debris at the end of shift
- Maintain record of work completed each day
- Maintain good public relations at all times
- Provide immediate notification to Agency Inspector upon damage of personal property including a plan for corrective measures to take place within 48 hours

Weekly Management

- Weekly management will consist of, but is not limited to:
- Weekly inspection of work completed
- Meet with the Agency to review work schedule and progress

- Insure standards of pruning are performed in accordance with Agency specifications
- Maintain open communication

Scheduling of Work

The Area Manager is responsible for scheduling work which shall conform to the Agency's schedule of performance. We recommend equal distribution of work throughout the course of the fiscal year. Notifications will be provided to residents prior to the start of pruning operations in said area. All work will be performed in a cooperative manner as to cause the least amount of interference or inconvenience.



Public Notification

Upon Agency staff approval, WCA will post a door hanger notice prior to commencement of grid pruning (within 24-48 hours). After tree plantings, door hangers will be provided to residents instructing them on the proper care for their newly planted tree. For more comprehensive outreach we can also submit a press release for special projects or routine maintenance. The Agency may modify the procedures and materials to which we notify residents.

Communication Systems

Our use of modern and reliable communication systems affect our daily job performance by increasing our efficiency. Management and Field Personnel utilize smart phones as both navigational and communication devices in the field. Smart phones have proven to be a convenient method to input data as related to tree inventories, daily work records, timesheets, photos, and billing information; eliminating the need to handwrite data and improving customer service by minimizing response time.

Permits and Licensing

WCA will procure a City Business License as necessary, and any "no-fee" permits prior to commencement of work. Permits (i.e., encroachment, traffic control, etc.) requiring fees will be charged back to the Agency.

Right-of-Way

All work will be performed in the public right-of-way. Employees will not utilize private property for eating, breaks or any other reason or use water or electricity from such property without prior written permission of owner.

Cooperation and Collateral Work

WCA will give right to operate within the project to the Agency workers and/or other contractors, utility companies, street sweepers, and others as needed in a cooperative effort to minimize interference in daily operations.



Workflow Timelines

GRID PRUNING FLOWCHART

(30-day Completion)



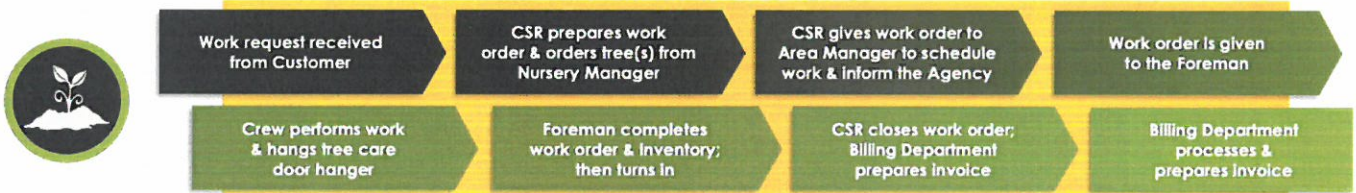
REMOVAL FLOWCHART

(15-day Completion)



PLANTING FLOWCHART

(15-day Completion)



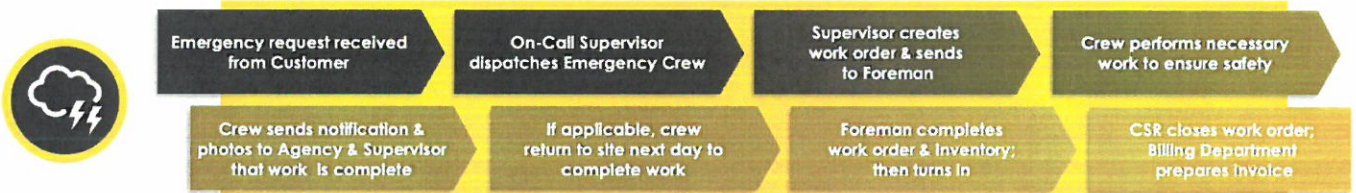
SERVICE REQUEST FLOWCHART

(15-day Completion)



EMERGENCY FLOWCHART

(1-hour Response / 24-hour Completion)



Emergency Contacts



In case of emergency **AFTER**
normal business hours:

866.546.2369

Leave a message, if you do not
receive a call back within 10 minutes,
call the following contacts in order:

Jorge Jiminez, Foreman
714.863.1559

Jose Luis Delreal, Supervisor
714.231.3342

Gonzalo Regalado, Area Manager
626.255.7618

Rob Thompson, Area Manager
714.240.1645

AFTER confirmation from on-call
Manager, you can email multiple
locations to:

LimbDown@WCAInc.com



Normal Business Hours
714.991-1900

Sample Planting Door Hanger

HELP ME GROW!

- WATER THE TREE**
once (1) per week during cool months
- WATER THE TREE**
twice (2) per week during warm months
- PLEASE DO NOT**
change or adjust the stakes
- PLEASE DO NOT**
adjust the water basin or mulch placed around the tree
- KEEP THE TREE FREE**
of weeds and other plants

WCA
Services Provided By:
West Coast Arborists, Inc. 2200 E. Via Burton St. Anaheim, CA 92606
800.521.3714

TREE CARE PROFESSIONALS
SERVING COMMUNITIES WHO CARE ABOUT TREES

Project Site Maintenance

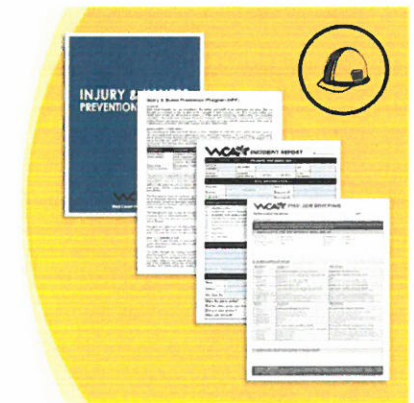
Work site will be left free of debris at the end of each workday. We will not discharge smoke, dust, or any other air containments in quantities that violate the regulations of any legally constituted authority.

Quality Control

Employee Training Program

West Coast Arborists, Inc. provides an extensive in-house training curriculum for all employees to broaden their knowledge of the arboriculture field of study. Included in this training are the ISA standards, both Treeworker and Arborist study programs, and a variety of Tree Care Industry Association home study programs. We also offer training courses to our staff in areas of customer service satisfaction, maintaining professional conduct, and Qualified Line Clearance Trimmer Training.

Our Training and Safety team members are tasked with completing field evaluations of crews and members are on-site to coach and train employees on safe practices. Employees receive performance evaluations at 90 days, 6 months, then annually (or as-needed) after their first year. All employees are provided copies of WCA's Injury & Illness Prevention Program.



Feedback

WCA regularly receives and tracks feedback from customers and residents as a means to acknowledge good performance and provide prompt resolution for any negative comments. Every month, a summary of the feedback is then reviewed by the management team.



Safety

Safety Program

Safety standards are top priority at West Coast Arborists, Inc. Our line of work demands that all work is performed in a manner that provides the maximum safety to the general public as well as our employees. Our crews are instructed to follow the safety standards of ANSI Z133.1 as well as Cal-OSHA requirements. We have one of the most extensive safety training programs in the industry. We provide our employees with state-of-the-art training tools and instructional sessions company wide. Our insurance carriers and Cal-OSHA have recognized us repeatedly for outstanding safety training efforts.

We have a full time Safety & Training Manager, Dane Jensen, that is professionally trained in the field of horticulture. As WCA's Training Manager, Dane is responsible for staying up to date on all tree-related industry standards as related to safety and the wellness of our employees and the public in which we serve. Training materials are regularly reviewed and updated to ensure WCA employees receive the proper education, instruction and hands on experience needed to perform their day-to-day activities safely and efficiently. Training topics include a full circle from proper pruning techniques, arboriculture, to customer service and everything in between.

- ISA Certified Utility & Municipal Arborist #WE-12014A
- ISA Kills Test Evaluator—TW Climber
- TCIA Certified Treecare Safety Professional #3303
- ISA Tree Risk Assessment Qualification #E4068
- American Heart Association BLS and First Aid Instructor



Our line of work demands that all work is performed in a manner that provides the maximum safety to the general public as well as our employees.



Industrial Safety Record

The Experience Modification Rating (EMR) is issued to Contractors by the California State Worker's Compensation Insurance Rating Bureau (WCIRB). Below are the ratings issued to West Coast Arborists for each of the calendar years 2018, 2019, and 2020.

Year 2018 – EMR: 85

Year 2019 – EMR: 98

Year 2020 – EMR 113

The EMR rating is a numeric representation of a business's claims history and safety record as compared to other business in the same industry, with the same state. Proof by insurance carrier can be provided upon request. WCA has experienced a higher-than-normal frequency-cy rate in the past several years due to the demand of tree trimmers and the lack of professionals in this field. Growth demand has caused an increase for hiring personnel that lack experience in the industry causing an up rise in first aid claims in turn increasing our frequency. WCA continues to improve our safety & health programs thus reducing our accidents and injuries.

Protection of Public and Private Property

WCA will provide all safety measures necessary to protect the public and worker within the work area. We will maintain good public relations at all times. The work will be conducted in a manner which will cause the least disturbance.

Public Convenience and Safety

WCA will comply with any and all local sound control and noise level rules, regulations, and ordinances which apply to any work performed in the contracted area. All work will cease by 5:00 pm or as directed by the Agency (excluding emergency services).

Traffic Control

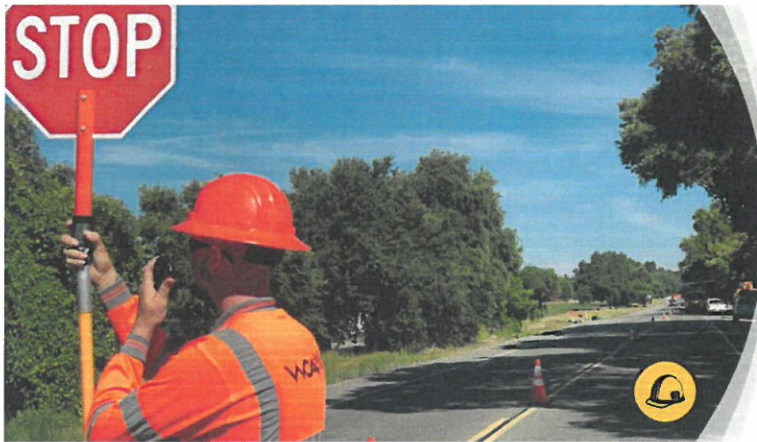
Traffic control procedures will be set-up in accordance with the Work Area Traffic Control Handbook (WATCH) and State of California Manual of Traffic Controls as well as the Agency Traffic and Safety Operating Rules. WCA will make adequate provisions to insure the normal flow of traffic over the public streets and park roads. Every effort will be made to keep commercial driveways and passageways open to the public during business hours. High visibility arrowboard(s) will be used when needed. Prior to use, the Agency will approve traffic safety



SAFER ROADS SAVE LIVES

equipment and devices. Pedestrian and vehicular traffic shall be allowed to pass through the work areas only under conditions of safety and with as little inconvenience and delay as possible. Unless the work area is totally barricaded or otherwise kept safe, at least one worker will serve to coordinate safe operations on the ground at all times when work operations are in progress.





*WCA is dedicated to
health and safety for
trees, employees, and
the community.*



Complete Equipment List

Equipment

Our modern fleet undergoes daily inspection prior to use to ensure efficiency and safety. All equipment is routinely serviced, painted, and detailed. All equipment used during the duration of this project will meet state and federal safety requirements and have all up-to-date certifications, as required.

CHP Biennial Inspection of Terminal Certification

We have successfully been awarded the CHP Biennial Inspection Award of Recognition. This inspection has assisted our company in instituting several safety programs, as well as our Preventative Maintenance Program utilized by our in-house fleet department. The inspection reviews our vehicle maintenance and repair records, our procedural methods and policies for vehicle maintenance and operations. This certification ensures that our vehicles operate safely.

Telematics (GPS)

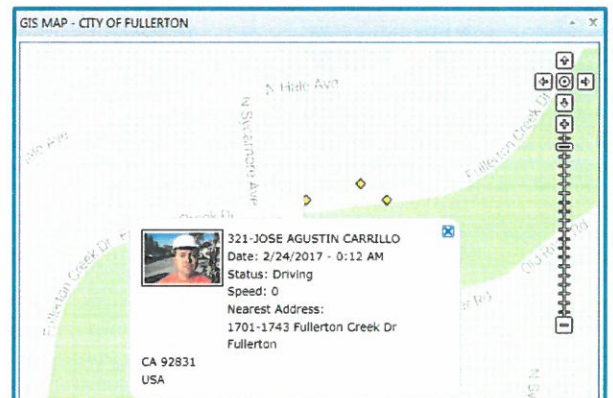
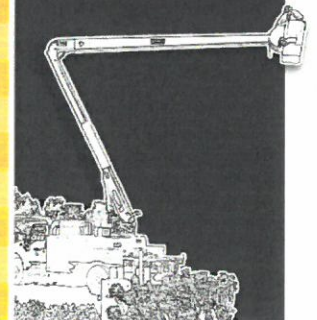
WCA has partnered with Geo-Tab to provide GPS units on all vehicles and equipment. This investment has given us and our customers the following benefits:

- Provide faster response times and more efficient routing allowing us to service more customers
- Lower operational costs by optimizing our fleet size, reducing labor, overtime, and insurance, and minimizing costly vehicle repairs
- Decrease fuel use by monitoring fleet fuel economy and saving on unnecessary fuel expenditures
- Reduce emissions by helping drivers improve their habits such as speed and idle time, and reducing total miles driven which will significantly reduce harmful greenhouse gas emissions
- Improve dispatching with landmarks and driving directions, GPS units helps us to better dispatch so that we can service more customers, faster
- Recover stolen vehicles reducing liability costs which can be passed on to customers

Equipment List Summary

Pick Up Trucks	338
Aerial Lift Devices	321
95ft Aerial Devices	18
Dump Trucks	192
Flat Beds	42
Field Service Trucks	19
Arrowboards	73
ATVs	4
Stump Grinders	59
Loaders	81
Rubber Track Loader	1
Root Pruners	2
Roll off Trucks	51
Saw Mill	3
Log Skidder	1
Back Hoes	1
Brush Chippers	184
Cranes	6
Toyota Prius	7
Toyota Yaris	8
Ford CMAX	4

Modern fleet consisting of
1500+
pieces of equipment.

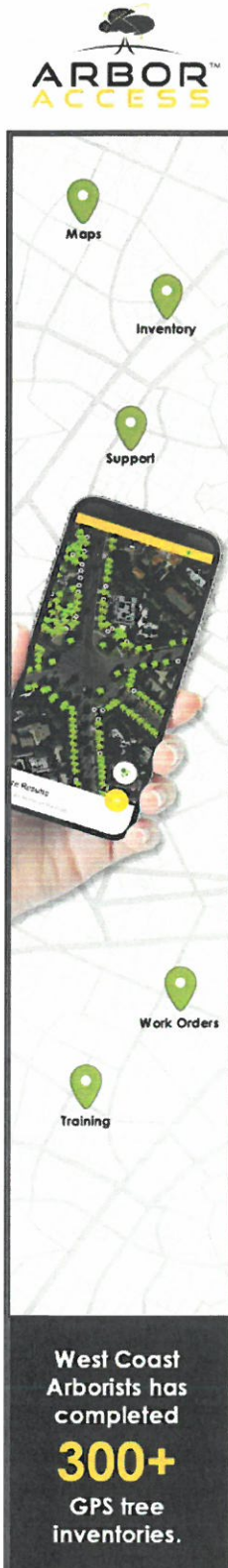


Type	Make/Model	License Plate #	VIN
Aerial Tower	1999 GMC	C6500 W/HI-RANGER 5FB-55	1GDJ7H1DXYJ508557
Aerial Tower	2019 FORD	F550 / TEREX LT 40	1FDUF5GY2KDA04857
Aerial Tower	1999 GMC	C6500 W/HI-RANGER 5FB-55	1GDJ6H1D8XJ507845
Aerial Tower	2000 GMC	C6500 W/HI-RANGER 5FB-55	1GDJ7H1D7YJ512582
Aerial Tower	2001 GMC	C6500 W/HI-RANGER 5FC-60	1GDJ7H1E71J504853
Aerial Tower	2017 FORD	F750W/TEREX XTPRO 60-70	1FDPF7AY6HDB07063
Aerial Tower	1999 GMC	C6500 W/HI-RANGER 5FB-55	1GDJ6H1DXXJ510763
Aerial Tower	2018 FORD	F750W/TEREX XTPRO 60-70	1FDPF7AY6JDF03354
Chipper	2012 VERMEER	BC1500 BRUSH CHIPPER	1VR2161VXD1005161
Chipper	2021 VERMEER	BC1500 BRUSH CHIPPER (GAS)	1VR2181V2M1012374
Chipper	2006 VERMEER	BC1800 BRUSH CHIPPER	1VRY131Z461001331
Chipper	2016 VERMEER	BC1500 BRUSH CHIPPER	1VR2181V1H1008404
Chipper	2012 VERMEER	BC1000-49	1VRY11198D1018815
Dump Truck	2013 FORD	F250	1FTBF2A64DEA50656
Dump Truck	2016 FORD	F650 CHIPPER TRUCK	1FDNF6AY6HDB05184
Dump Truck	2009 GMC	C7500 CHIPPER TRUCK	1GDJ7C1G19F408655
Dump Truck	2000 GMC	C6500 CHIPPER TRUCK	1GDJ7H1DXYJ508526
Dump Truck	2019 FORD	F650 CHIPPER TRUCK	1FDNF6AYXKDF11816
Dump Truck	2000 GMC	C6500 CHIPPER TRUCK	1GDJ7H1D1YJ508057
Dump Truck	2000 GMC	C6500 CHIPPER TRUCK	1GDJ7H1D7YJ508211
Dump Truck	1999 FORD	F550 STUMP TRUCK	1FDAF56S9XEE78936
Flatbed	1999 FORD	F450 FLATBED	1FDXF46S7XEC10519
Loader	2005 BOBCAT	S185 SKID STEER LOADER	525022994
Loader	2011 CATERPILLAR	908H WHEEL LOADER	CAT0908HKLMD01982
Pickup	2016 DODGE	RAM 5500 HI-RANGER LT40	3C7WRMAJ9GG227419
Pickup	2020 DODGE	RAM 1500	3C6JR6ET4LG210799
Pickup	2020 DODGE	RAM 1500	3C6JR6ET5LG210794
Pickup	2020 DODGE	RAM 2500 PICKUP	3C6MR4AJ1KG551193
Pickup	2018 DODGE	RAM 2500 PICKUP	3C6LR4AT7JG387752
Pickup	2017 DODGE	RAM 2500 PICKUP	3C6LR4AT6HG536565
Pickup	2015 DODGE	RAM 1500 PICKUP	3C6JR6DT1FG651716

Type	Make/Model	License Plate #	VIN
Pickup	2016 DODGE	RAM 1500 PICKUP	3C6JR6DT7GG280272
Roll-off	2013 FREIGHTLINER	108 SD ROLL OFF	1FVHG5BS5DHBZ9989
Stump Grinder	2011 VERMEER	SC802 STUMP GRINDER	1VR2151J9C1001091
Stump Grinder	2017 VERMEER	SC802 STUMP CUTTER	1VR2151JXH1003052
Trailer	2019 DIAMOND C TRAILER	19LPXL18X82 TRAILER	46UFU1826K1206342
Trailer	2003 CARSON	FRESNO BOBCAT TRAILER	4HXHD18263C064145
Water Trailer	2008 KISCO	WATER TRAILER	1K9AK12258B025034



Technology and Information



West Coast Arborists has completed
300+
GPS tree inventories.

ArborAccess

Our tree management program sets us apart from other companies. With nearly 2,000 active users, ArborAccess and our mobile app will help you easily manage your urban forest with ease and convenience. Tree site attributes include location (utilizing GPS coordinates), species type, and parkway size. Features allow you to view and edit work history records and create work orders directly from the field, all from our secure cloud.

The information contained in ArborAccess is live data that can also be linked directly to a GIS program, such as ArcView, for geo-coding purposes and can assist your Agency in meeting GASB34 requirements. ArborAccess provides an unlimited resource of information regarding your urban forest.

Software Training

Our IT Department is based out of our corporate office in Anaheim, CA with regional offices located throughout California and Arizona. Each office has the ability to provide software training to our customers. We are also available to provide training sessions on-site at the customer's discretion. On-site training is proven to be effective as it provides a guided hands-on experience.

We offer periodic tree maintenance and management workshops each year. These free workshops are provided to our customers regionally and educate over 250 people annually. They have proven to be a great round-table and networking opportunity for the different agencies in attendance. Presentations are provided by WCA management staff and complimented with guest speakers in the industry. Certified Arborists and Tree Workers who attend are eligible to receive continuing education credits (CEU's) from the International Society of Arboriculture.

The success of any urban forest program depends on the proper management of information. Unlimited telephone and/or email support is available to answer technical questions and aid staff in the use of the software system. Software training and support is included in the cost associated with the inventory data collection.

List Tracking System

The List Tracking Report in ArborAccess is a useful tool in the management of incoming work. This report allows both parties to track specific jobs as they are ordered by the Agency. Proper use of this system enables the Agency and WCA to track the completion of work that is ordered.

ArborAccess Features

- Ease of use**
- Create work orders**
- View tree site details**
- View work history**
- View invoices**
- Mobile app**
- Live data**
- GIS/GPS mapping**

Billing

WCA, Inc. operates a modern invoicing system that is updated on a daily basis. Progress billings will be submitted to the Customers on a bi-weekly basis, unless otherwise requested. Invoices will reflect an amount complete for the billing period, along with a year-to-date total for that job. Each billing will include a listing of completed work by address, tree species, work performed and appropriate data acceptable to the customer. This information will be supplied in hardcopy and immediately accessible on ArborAccess. Job balances reflecting the percent of completion for each job can be viewed on ArborAccess.

Sample Management Tools: Detailed Tree Site Characteristics

The advanced technology provides a valuable tool to urban forestry professionals by displaying specific tree site information along with a representative photograph of the species type and a recommended maintenance field. ArborAccess' built-in quality control features assist in data accuracy. As maintenance is performed, the work history is updated and accompanied with bi-weekly invoices. This process eliminates the need for dual-inputting and helps keep the tree inventory current and accurate.



Maintenance Records

Accurate maintenance records for each location oftentimes can assist the Agency with liability claims. Maintaining a detailed history of the work performed at each location demonstrates good faith in preserving its urban forest. It is imperative that work requests are pulled from the system prior to the work being performed, otherwise inventory accuracy is not guaranteed.



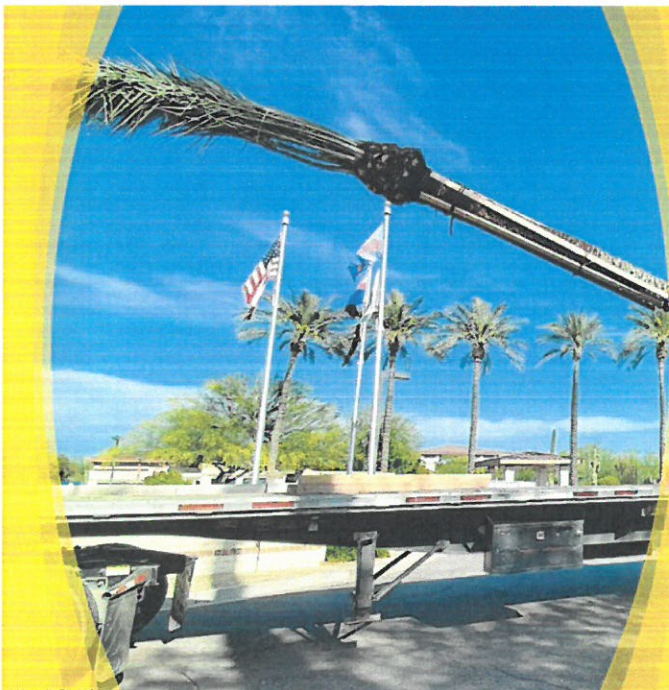
Sample: Species Frequency Report

The Species Frequency report can assist your Agency in identifying the tree population within the urban forest. This type of information is valuable in the event of an insect infestation, deadly disease, or even estimating future maintenance costs. In addition, an analysis can be performed to evaluate the history of the performance of a particular species within your Agency.

	Botanical	Common	Total
	Magnolia grandiflora	SOUTHERN MAGNOLIA	4,256
	Ulmus parvifolia	CHINESE ELM	3,857
	Lagerstroemia indica	GRAPE MYRTLE	2,638
	Jacaranda mimosifolia	JACARANDA	1,927
	Cinnamomum camphora	CAMPOR TREE	1,456
	Pinus canariensis	CANARY ISLAND PINE	1,401
	Schinus terebinthifolius	BRAZILIAN PEPPER	1,129
	Quercus ilex	HOLLY OAK	1,077
	Cupaniopsis anacardioides	CARROTWOOD	905
	Lophostemon confertus	BRISBANE BOX	836
	Other	OTHER	14,330
	Total Trees		33,812

Detailed Reporting Options

Inventory	Work History	District Frequency
View Invoices	Work Type by District	Species Frequency (sample above)
Job Balances	DBH Frequency	All Trees at an Address
Green Waste	Height Frequency	Estimated Tree Value



WCA helps agencies understand and manage their canopy by sharing inventories, insight, and data.

Letters of Reference



STEVEN ZUCKERMAN
Mayor

FRANK V. ZERUNYAN
Mayor Pro Tem

BRITT HUFF
Council Member

JUDY MITCHELL
Council Member

VELVETH SCHMITZ
Council Member

DOUGLAS R. PRICHARD
City Manager



CITY OF
ROLLING HILLS ESTATES

4045 PALOS VERDES DRIVE NORTH • ROLLING HILLS ESTATES, CA 90274
TELEPHONE 310.377.1577 FAX 310.377.4468
RollingHillsEstatesCA.gov

September 26, 2016

TO WHOM IT MAY CONCERN:

The City of Rolling Hills Estates has been fortunate to have a 14-year contractual services relationship with West Coast Arborists, who has provided a variety of tree maintenance services for the City. In addition to routine tree trimming, removal, replacement, and tree inventory services, the City has also periodically relied on West Coast Arborists for special crew rentals, emergency call-out responses, and Certified Arborist reports.

The City has always been impressed with West Coast Arborists' response time to tree issue inquiries from staff and the public to responding to emergency situations. City staff were always confident in following the advice of this firm's well-trained, courteous staff whenever recommendations were requested. The City was also secure in knowing that West Coast Arborists has a high regard for safety, as they hold regular staff safety trainings, utilize proper traffic safety measures when on our City streets, and follow proper methods when encountering electrical hazards within the City's street trees.

The City of Rolling Hills Estates would highly recommend that any public agency seeking an outstanding tree maintenance services provider to strongly consider West Coast Arborists' credentials. Should you need any additional information regarding the City's contractual relationship with West Coast Arborists, please contact me at andyc@ci.rolling-hills-estates.ca.us or (310) 377-1577 ext. 109.

Sincerely,

A handwritten signature in blue ink that reads "Andy Clark".

Andy Clark
Community Services Director.

Nicole Angene

From: Catrina Peguero <cpeguero@southpasadenaca.gov>
Sent: Tuesday, August 18, 2020 4:42 PM
To: Herminio Padilla; Nicole Angene
Cc: Garrett Crawford; Reyna Salazar-Martin
Subject: South Pasadena Crews

Good Afternoon Herminio,

Trimming Crew: has been very productive and I have received great feedback from residents.

Removal Crew: Great work on the tree removals especially the cleanups.

The traffic control setup today on Fremont Ave. was done very well. Considering the high traffic volume on Fremont Ave. There were no complaints and the traffic flow was not interrupted. Well Done!

Thank you,

Catrina Peguero
City of South Pasadena
Public Works Department
Service Facilities
825 Mission Street
South Pasadena, CA 91030

626-403-7373
cpeguero@southpasadenaca.gov

*****Effective Friday March 20th all City facilities are temporarily closed until further notice to prevent the spread of Coronavirus. We appreciate your patience at this time. For full details on the closures please visit our City website at SouthPasadenaCA.gov *****



7/12/2018

Richard Gosselin
City of Garden Grove
11222 Acacia Parkway
Garden Grove, CA
Email:richardg@ci.garden-grove.ca.us

RE: Compliment

I am retiring, my last day is July 27th. I sure appreciate your service throughout the years, its made my job much easier and less stressful. All your Customer service reps, Supervisors, Foremen and employees have always been respectful and easy to work with. WCA is a class act, I am sure your proud of. Special thanks to you (Randy Thompson), Ashley, Lisa, and Juan.

Thank you,
Mr. Richard Gosselin

Nicole Angene

From: Valerie Ferchaw <VFERCHAW@santa-clarita.com>
Sent: Tuesday, July 21, 2020 5:58 PM
To: Nicole Angene; Herminio Padilla; Gerardo Perez
Cc: Andy Trotter; Pat Mahoney; Victor Gonzalez
Subject: Thank you, WCA!

Herminio, Nicole, & Gerardo,

A big THANK YOU for the beautiful trimming of the City of La Canada 'street tree' (coast live oak) at the frontage of my residence today.

From start to finish, you all provided top-notch service. Albeit I know how **awesome** you are from our professional collaboration, experiencing it all first-hand, as a resident, provides a new vantage point. I was absolutely impressed by the customer service experience your team provided---Just as importantly, I knew that the beloved oak was in the best hands. Stellar!

With much appreciation,
Valerie

Valerie Ferchaw
Urban Forestry Administrator
City of Santa Clarita

Phone: (661) 294.2569
Email: vferchaw@santa-clarita.com
Web: <http://www.santa-clarita.com>



 Think before you print

C. STAFF QUALIFICATIONS

Introduction

West Coast Arborist's (WCA) is a company comprised of a management team and a safety committee. Staff members have diverse educational backgrounds including accounting, business administration, engineering, and forestry.



Staff members have diverse educational backgrounds including accounting, business administration, engineering, and forestry.

Work Force

WCA actively maintains ongoing processes to assure that only qualified and competent staff provides safe and quality tree maintenance services. These skilled employees can only be achieved through both training and work experience. We believe that essential experience should always be obtained through qualified supervision; this includes both basic and extended skills. WCA makes every attempt to ensure that this is undertaken before performing work, leading a crew, or career advancement. The work performed on this contract is routine, recurring, and usual. The work includes watering, trimming, pruning, planting, removal and replacement of trees and plants, and servicing of irrigation. The rates included in the Cost Proposal are based on the current prevailing wage determination for "Tree Maintenance (Laborer)."

Certification

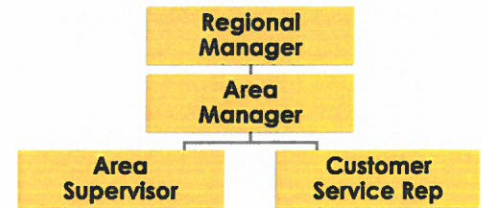
WCA encourages its employees to get certified through the International Society of Arboriculture, in an effort to raise the standard of professional tree care companies. This standard exemplifies our company's commitment to providing customers with competent, knowledgeable certified workers. WCA employs a large number of ISA Certified Arborists and ISA Certified Tree Workers.

Crew Evaluation

WCA employees are evaluated through an internal mechanism supervised by our Management Team. Each employee performs their duties according to a criteria-based job description that reflects safety, quality workmanship, productivity, appropriateness of care, problem solving and customer service. A performance appraisal is conducted for each employee upon completion of the probationary period and at least annually thereafter. Each worker is also required to complete a competency assessment and orientation upon hire and annually thereafter in selected areas to assure that ongoing requirements are met and opportunities for improvement are identified.

Meet the Team: Project Team

Organizational Structure



JASON PINEGAR

Regional Manager/V.P.

Mr. Pinegar has been with West Coast Arborists, Inc. since December 1993. He started with WCA as a climber and within 6 years was continuously promoted reaching the position of Area Manager. As an Area Manager, he excelled in both customer service, crew management and streamlined operations. In 2018, Jason Pinegar was promoted to Regional Manager for Northern California. As a Regional Manager, he is responsible for field operations and oversees Area Managers in Northern California.

- ISA Certified Arborist #WE-2039AU
- TCIA Certified Treecare Safety Professional #259
- ATSSA Certified Traffic Control Designer #00236727



STEVE HUNT

Area Manager

Steve has been with West Coast Arborists, Inc. since May of 1991. Before that time, he worked for a residential tree service company as a Leadworker/Foreman for five years. Over his career with WCA, he has earned the esteemed 'Top Gun' Award for outstanding performance. In April 1994, Steve made the move to Fresno, helping build the company's Central CA/ Fresno presence. Steve is responsible for evaluating and scheduling the necessary tree maintenance and management for his customers. He will be the Agency's main point of contact as he is responsible for providing customer service, estimating work, while managing field operations and crews throughout the Central CA/Fresno region.

- ISA Certified Arborist/ Tree Worker Climber Specialist #WE-1044AT
- TCIA Certified Treecare Safety Professional #564
- NCCCO Certified Crane Operator #050518883



FAUSTO GUZMAN

Project Supervisor

Fausto joined WCA in 1995 and has completed the in-house Qualified Arborist and Treeworker training. Additionally, he maintains his ISA Certified Arborist license by completing continued education units annually. As Site Supervisor, Fausto is a full-time employee who speaks fluent English. He is responsible for reviewing the day's activities, assisting the Area Manager in scheduling, and ensuring proper safety procedures are being followed. As Supervisor, he will communicate with contract administrators and other interested parties on a daily basis. Report and resolve malfunctions, damage, or industrial injury. He will also assist in employee training programs, maintain records, and file daily reports and receipts.



- ISA Certified Tree Worker Climber Specialist # WE-11083T
- TCIA Certified Treecare Safety Professional #3686

Meet the Team: Support Staff



STEPHEN DAVIS

Project Foreman

Stephen has 10 years of experience in the tree care industry starting as a groundman and working his way up to Supervisor. He oversees safety procedures and training in the Northern CA region which includes the development, implementation and review of the company's in-house training programs, crew safety audits, and the company's Injury & Illness Prevention Program. Stephen is also an ISA Skill Test Evaluator for Treeworker Climbers.

- ISA Certified Municipal Utility Arborist/Treeworker Climber #WE-10894AUTM
- TCIA Certified Treecare Safety Professional #2918
- NCCCO Crane Operator #1705140998
- TCIA EHAP & Chainsaw Specialist
- ISA Tree Risk Assessment Qualified



TIM CROTHERS

Plant Health Care Manager

WCA's PHC program is managed in-house; no subcontracting is used. Our staff is trained and licensed by the CA Dept. of Pesticide Regulation. Mr. Crothers has been with WCA since 2012 and oversees our in-house Qualified Applicators (QAL) and Pest Control Advisor (PCA). Our program goes beyond standard chemical applications as Tim has helped WCA develop an efficient Integrated Pest Management program as well. Inspection, diagnosis and treatments are available as needed.

- ISA Board Certified Master Arborist #WE-7655BUM
- CA Dept. Pesticide Regulation QAL #145321 B, D
- ISA Tree Risk Assessment
- Qualified & TLC Wildlife Aware



REBECCA HALCON

Customer Service Rep. (CSR)

Ms. Halcon joined WCA in 2017 as a Customer Service Clerk and was quickly promoted to a Customer Service Representative (CSR). As the CSR, Ms. Halcon is responsible for providing support to the Area Manager, Site Supervisor, and crew. She is to act as a liaison between the company and its clients as well as the general public. Ms. Halcon is responsible for responding to customer service in-quires and facilitating contracting functions, such as: mapping, underground service alert, data entry, field book preparation, list preparation, etc. Rebecca works directly with all of our customers in the Fresno region.



Executive Staff

From marketing, contract administration, field, and fleet management, to information technology, our Executive Staff is involved in the day-to-day operations supporting each Project Team and customer to ensure the highest quality of tree care is being achieved in the industry.



Patrick Mahoney
President



Richard Mahoney
Secretary



Rose Epperson
Treasurer



Andrew Trotter
V.P. Operations



Chris Crippen
V.P. — I.T.



Victor Gonzalez
V.P. — Business
Development



Debbie DePasquale
Vice President



Michael Palat
Vice President



Nick Alago
Vice President



Ernesto Macias
Vice President



Jason Pinegar
Vice President



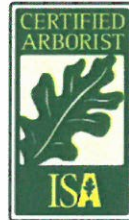
WCA has forged a successful partnership with the Laborer's International Union of North America.



9 offices with prestigious
Tree Care Industry Association
(TCIA) accreditation



150



87



5

ISA CERTIFIED

ISA Board Certified Master Arborists

Michael Palat	#WE-6541 BUM
Kelley Gilleran	#WE-7061 B
Tim Crothers	#WE-7655 BUM
Cris Falco	#WE-7490 B
Eugene Bordson	#WE-10777BT

1

Certified
Urban
Forester

112

WCA Certified
Utility Line
Clearance Workers

18

ISA Certified
Utility
Specialists

50

ISA Certified
Treecare
Safety
Professionals

10

ISA Municipal
Specialists

1

Nursery in
Placentia &
Dedicated
Manager

6

Information
Technology
Specialists

75

Fleet
Mechanics

11

NCCCO
Certified
Crane
Operators



2 ASCA Consulting Arborists

Tim Crothers	RCA #721
Cris Falco	RCA #557

CALIFORNIA DEPARTMENT OF PESTICIDE REGULATION



WCA has 70 staff members certified
through the Wildlife Aware and
Wildlife Training Institute.

1

Advisor

12

Applicators

70

Certified

Unique Capabilities



Plant Health Care

WCA has developed an exemplary Plant Health Care Program that goes beyond standard chemical applications. We maintain **in-house** CA Department of Pesticide licensed Advisors and Applicators.



Wildlife Protection

WCA's VP of Field Operations is a key contributor in identifying and developing the first ever Best Management Practices guidelines for *Tree Care for Birds and Other Wildlife*.

WCA's ISA Certified Arborists

ADAN BALTAZAR REYNAGA	WE-7786AT	HUGO ANGEL RINCON	WE-8710AT	J. ALONSO GARCIA-LOPEZ	WE-8499A	JOSE ALFREDO GONZALEZ	WE-6475AT
ANDREW JOSEPH PINEDA	WE-12738A	IGNACIO LOPEZ	WE-7329AU	JAIME ROGELIO HERNANDEZ	WE-5297AT	JOSE INEZ MANCILLA	WE-10983TA
ANDREW R. TROTTER	WE-0642AU	ISAAC GARZA, JR.	WE-8689A	JAMES PAUL SPECK II	WE-10858AT	JOSE LUIS ABALOS	WE-8734A
BENJAMIN EUGENE BORDSON	WE-10777A	ISAIAH BARAJAS MACIAS	WE-10979AT	JASON PINEGAR	WE-2039AU	JOSE LUIS DELREAL	WE-11231AT
BRIAN C. KIRKEGAARD	WE-10476AT	ISIDRO ESTRADA BARBOZA	WE-11685A	JASON ROSS DAVLIN	WE-7628A	JOSE ALFREDO GONZALEZ	WE-6475AT
BRIAN M. KOCH	WE-0341A	J. ALONSO GARCIA-LOPEZ	WE-8499A	JEFFERY B. WILLIAMS	WE-1100AT	JOSE INEZ MANCILLA	WE-10983TA
CALVIN F. HAUPT	WE-7634A	JAIME ROGELIO HERNANDEZ	WE-5297AT	JEREMY PAUL PIERCE	WE-12566A	JOSE LUIS ABALOS	WE-8734A
CURTIS PATRICK WORTH	WE-10972AUT	JAMES PAUL SPECK II	WE-10858AT	JOEL LOPEZ	WE-10871AT	JOSE LUIS DELREAL	WE-11231AT
DANE JENSEN	WE-12014A	JASON PINEGAR	WE-2039AU	JOHN LEE PINEDA	WE-10367AUT	JOSE M. CORTEZ TORRES	WE-8539AUT
DANIEL CHAVARRIA	WE-10292AT	JASON ROSS DAVLIN	WE-7628A	JORGE MAGANA	WE-3460A	JOSE M. MUNIZ GARCIA	
DANIEL MAHONEY	WE-10434A	JEFFERY B. WILLIAMS	WE-1100AT	JOSE ALFREDO GONZALEZ	WE-6475AT	JOSE M. CHAVARRIA MANZO	WE-11210AT
DEBORAH DEPASQUALE	WE-3812A	JEREMY PAUL PIERCE	WE-12566A	JOSE INEZ MANCILLA	WE-10983TA	JOSEPH BARTOLO	WE-0818AT
EDIBERTO SERNA SALAZAR	WE-11051AT	JOEL LOPEZ	WE-10871AT	JOSE LUIS ABALOS	WE-8734A	JOSEPH NICK ALAGO	WE-2034AU
EDUARDO VARGAS	WE-11058AT	JOHN LEE PINEDA	WE-10367AUT	JOSE LUIS DELREAL	WE-11231AT	JUAN ORTIZ	WE-4396AU
ERNESTO J. F. MACIAS	WE-11204UM	JORGE MAGANA	WE-3460A	J. ALONSO GARCIA-LOPEZ	WE-8499A	JUSTIN LEE MENZEL	WE-8514AT
FELIX HERNANDEZ	WE-2037AT	JOSE ALFREDO GONZALEZ	WE-6475AT	JAIME ROGELIO HERNANDEZ	WE-5297AT	KANAMI MARIE OTANI	WE-11175AT
FERNANDO MENDOZA	WE-10135AM	JOSE INEZ MANCILLA	WE-10983TA	JAMES PAUL SPECK II	WE-10858AT	KRIS BURBIDGE	WE-9566AUM
FRANCIS LEO MALABUYOC	WE-12279AT	JOSE LUIS ABALOS	WE-8734A	JASON PINEGAR	WE-2039AU	LEONARDO RAMOS	WE-11264AT
GENARO VICENTE CORONEL	WE-12740A	JOSE LUIS DELREAL	WE-11231AT	JASON ROSS DAVLIN	WE-7628A	LEONEL CORTEZ	WE-8625AT
GERARDO PEREZ	WE-9131AT	HUGO ANGEL RINCON	WE-8710AT	JEFFERY B. WILLIAMS	WE-1100AT	LORENZO PEREZ	WE-7443AT
GERARDO MARTINEZ GARCIA	WE-11358A	IGNACIO LOPEZ	WE-7329AU	JEREMY PAUL PIERCE	WE-12566A	MANUEL BRIANO	WE-8791AT
GONZALO REGALADO	WE-9952AT	ISAAC GARZA, JR.	WE-8689A	JOEL LOPEZ	WE-10871AT	MARCO A. PADILLA JIMENEZ	WE-8621AT
HECTOR MONTES	WE-8079AUT	ISAIAH BARAJAS MACIAS	WE-10979AT	JOHN LEE PINEDA	WE-10367AUT	MARIA MUNOZ-CAMPOS	WE-8267A
HERMINIO PADILLA	WE-7552AUTM	ISIDRO ESTRADA BARBOZA	WE-11685A	JORGE MAGANA	WE-3460A	MARIO A. GONZALEZ	WE-13119A
RICHARD R. MAHONEY	WE-1171A	PATRICK O. MAHONEY	WE-1172A	MICHAEL ANTHONY NUNES	WE-12943A	MATEO ARVIZU	WE-10151AT
ROBERT A. WRIGHTSON	WE-10411A	RANDY J. THOMPSON	WE-1043A	MICHAEL LOUIS YOUNG	WE-11687AT	MICHAEL ALAN DA SILVA II	WE-12483A
ROBERT D. THOMPSON	WE-0915AU	REBECCA A. MEJIA	WE-2355A	MITCHELL ANDREW OWENS	WE-12619AT	WALLACE BURCH	WE-0713AT
ROSE M. EPPERSON	WE-1045A	RENE ROSALES	WE-7941AT	NESTOR VALENCIA	WE-11359A	WILLIAM STEVE PONCE	WE-6461A
RYAN R. COLBERT	WE-13154A	SHAWN A. GUZIK	WE-3182AU	STEVE B. HUNT	WE-1044AT		
SAMUEL JIMENEZ	WE-11109AT	STEFAN B. KALLENBERG	WE-10730AT	TIMOTHY R. PATTERSON	WE-12037A		
SEAN PATRICK SULLIVAN	WE-10050AT	STEPHEN GLENN DAVIS, JR.	WE-10894ATM	VICTOR M. GONZALEZ	WE-7175AM		

WCA's ISA Certified Tree Worker/Climbers

ADAN RODRIGUEZ	WE-11281T	GERARDO A. ORDUNO	WE-11036T	JUAN C. TORRES-COVARRUBIAS	WE-12343T
ADOLFO S. RUIZ	WE-11294T	GERARDO MARTINEZ GARCIA	WE-10997T	JULIO C. GARCIA VAZQUEZ	WE-11175T
ALFREDO ANGEL LOPEZ	WE-11334T	GLENN O. WHITLOCK REEVE	WE-101778TM	KYLE JAMES VIGNEAU	WE-10962T
ANDRES ROMAN	WE-11285T	GONZALO REGALADO	WE-9952AT	LEONARDO RAMOS	WE-11264T
ANTHONY DOUGLAS FONG II	WE-12051T	HECTOR MONTES	WE-8079AUT	LEONEL CORTEZ	WE-8625AT
ANTONIO CASTELLANOS	WE-11203T	HERIBERTO CORONEL WENCESLAO	WE-11218T	LETUSA MUAU, JR.	WE-11021T
ANTONIO GARCIA CONTRERAS	WE-11173T	HERMINIO PADILLA	WE-7552AUTM	LORENZO PEREZ	WE-7443AT
ARIEL ALONSO	WE-10906T	HUGO ANGEL RINCON	WE-8710AT	LUIS A. MUNOZ RAMIREZ	WE-11023T
ARMANDO SOTO	WE-11131T	HUMBERTO CHAVARRIA	WE-11207T	LUIS P. PEREZ	WE-11245T
ARMANDO O. LOPEZ	WE-10953T	ISAIAH BARAJAS MACIAS	WE-10979AT	MANUEL BARRAGAN	WE-10925T
AURELIO PAZ-GUZMAN	WE-11084T	ISRAEL A. RAMIREZ	WE-11567T	MANUEL BRIANO	WE-8791AT
BRIAN YOUNG NORTON	WE-12678T	J. SOCORRO GARCIA	WE-11172T	MARCO A. PADILLA JIMENEZ	WE-8621AT
ADAN RODRIGUEZ	WE-11281T	JAIME ROGELIO HERNANDEZ	WE-5297AT	MARCOS RICHARD-MARTINEZ	WE-10989T
BRIAN YOUNG NORTON	WE-12678T	JAMES PAUL SPECK II	WE-10858AT	MARCOS ALEJANDRO GAMINO	WE-11482T
CANDELARIO PRIEGO	WE-12781T	JEFFERY B. WILLIAMS	WE-1100AT	MATEO ARVIZU	WE-10151AT
CARLOS IXTA	WE-11106T	JESUS A. MONTES	WE-11014T	MELCHOR LEMUS	WE-11237T
CARLOS LEYVA BARAJAS	WE-12620T	JESUS M. SARABIA PENIA	WE-11450T	MICHAEL ALAN DA SILVA II	WE-12207T
CARLOS RAMOS	WE-11263T	JOEL LOPEZ	WE-10871AT	MICHAEL LOUIS YOUNG	WE-11687AT
CELEDONIO R. MANZANO OLEA	WE-10984T	JOEL MARTINEZ	WE-10992T	MIGUEL AYALA	WE-10924T
CELESTINO PEREZ	WE-11243T	JOEL ORTIZ	WE-11039T	MIGUEL MACIAS	WE-10978T
CESAR WENCESLAO	WE-10968T	JOEL M. RIVERA	WE-11273T	MITCHELL ANDREW OWENS	WE-12619T
DANIEL RIVAS	WE-10850T	JOHN LEE PINEDA	WE-10367AUT	NELSON R. AGUIRRE	WE-10901T
DELFINO AGUILAR-MORALES	WE-10900T	JORGE ARREOLA-HERNANDEZ	WE-11321T	NICOLAS GODINA	WE-11907T
DEMETRIO LIRA	WE-11323T	JORGE DUENAS	WE-11144T	OSCAR GUTIERREZ	WE-12783T
DEMETRIO OSEGUERA	WE-11043T	JORGE JIMENEZ	WE-11110T	PEDRO CUEVAS	WE-11765T
EDIBERTO SERNA SALAZAR	WE-11051T	JOSAFAT MONTOYA	WE-11015T	PEDRO GARCIA	WE-11168T
EDUARDO AVILA	WE-10812T	JOSE AGUAYO	WE-10899T	PEDRO SANDOVAL	WE-11301T
EDUARDO E. DAVILA LOPEZ	WE-13260L	JOSE JIMENEZ	WE-11108T	PEDRO ADALBERTO HERNANDEZ ALTAMIRANO	WE-11095T
EDUARDO HERNANDEZ	WE-12917T	JOSE JIMENEZ HERNANDEZ	WE-11113T	RAMON ZUNIGA GOMEZ	WE-10977T
EDUARDO VARGAS	WE-11058AT	JOSE RODRIGUEZ	WE-11277T	RANULFO PERALTA CASTANEDA	WE-11202T
EDWIN ANTONIO FUENTES	WE-12777T	JOSE A. ALVAREZ	WE-10908T	RAUL MANZO HERNANDEZ	WE-10985T
ELIGIO IBARRA CARDOSO	WE-11197T	JOSE ABEL CANCINO	WE-11192T	RAUL TELLEZ TAPIA	WE-11138T
ERNESTO GONSALEZ	WE-11461T	JOSE AGUSTIN CARRILLO	WE-11200T	RENE ROSALES	WE-7941AT
FAUSTO GUZMAN	WE-11083T	JOSE ALEJANDRO VALENZUELA	WE-11674T	ROBERT EDWARD KNIGHT	WE-11564T
FELIX GARCIA	WE-11170T	JOSE ALFREDO GONZALEZ	WE-6475AT	ROMUALDO GAETA LUNA	WE-11165T
FELIX HERNANDEZ	WE-2037AT	JOSE DE JESUS PINEDO	WE-12277T		
FRANCIS LEO MALABUYOC	WE-12279T	JOSE INEZ MANCILLA	WE-10983T		
FRANCISCO LOPEZ	WE-10952T	JOSE M. MUNIZ GARCIA	WE-11686T		
FRANCISCO RAMIREZ	WE-11259T	JOSE M. CHAVARRIA MANZO	WE-11210AT		
FRANCISCO VILLANUEVA	WE-10965T	JOSE MANUEL PEREZ	WE-0818AT		
FRANCISCO F. WENCESLAO BARAJAS	WE-10969T	JOSE R. GRANADOS	WE-11186T		
FRANCISCO URENA JIMENEZ	WE-11075T	JUAN BECERRA	WE-10932T		
GABRIEL GAMINO	WE-11167T	JUAN MARQUEZ	WE-10987T		
GABRIEL MERCADO RUIZ	WE-11568T	JUAN ORTIZ	WE-8514AT		
GAMALIEL MANZANO CORONA	WE-12280T	JUAN TELLEZ TAPIA	WE-11137T		
GEORGE HERNANDEZ PEREZ	WE-12269T	JUAN AMADOR ARCE	WE-11480T		
GERARDO PEREZ	WE-9131AT	JUAN C. LOPEZ GARCIA	WE-12918T		
		JUAN C. PENIA-ARIAS	WE-11327T		

SPECIALIZED SAFETY TRAINING



Our ISA Certified Tree Workers go through specialized testing that proves they are competent to work in trees in a safe manner that protects themselves as well as the general public. We also qualify our employees to operate in a safe and efficient manner that meets and exceeds the industry standards, these programs are WCA Qualified Level 1 Tree Trimmer, WCA Qualified Level 2 Tree Trimmer, WCA Qualified Level 3 Tree Trimmer, WCA Qualified Big Boom Operator, WCA Qualified Loader Operator, WCA Qualified Roll-Off Driver. We also qualify all drivers that operate our vehicles by conducting 2 driving test and entering them into the California DMV pull program that monitors their driving record to ensure safe driving operators.

SAFETY TRAINING PROGRAMS

Jobsite Briefing

Conducted each work day.

Weekly Tailgate

Meetings held for each crew.

On the Job Training

New employees are assigned a "buddy" with experience to assist them.

Safety Crew Lunch

This program rewards employees company-wide quarterly.

Video Training

Programs included are Professional Tree Care, Electrical Hazards, Aerial Rescue, Chipper Safety, Chain Saw Safety and Pruning Technique. Video presentations in cooperation with Tree Care Industry Association (TCIA).

Safety Team

A 10 person committee that reviews and discusses safety procedures, problems and incentives.

Injury & Illness Prevention

Integral program to WCA's overall safety program.

Leadership Training

Continued training and study utilizing the Crew Leader Home Study Program, available through the Tree Care Industry Association (TCIA).

Certification Training

Continued study sessions are held in preparation for the International Society of Arboriculture Certification Programs.

The image shows two documents. The left document is a 'SAFETY IMPROVEMENT ACTION PLAN' form with fields for 'To:' (Name), 'From:' (Name), 'Subject:', 'Description of Problem:', 'Action Plan:', 'Responsible Person:', 'Due Date:', and 'Status:'. The right document is a 'SAFETY RULES AND SAFE WORK PRACTICES' review sheet, which is a checklist of safety rules and practices, including sections for 'GENERAL SAFETY RULES', 'PERSONAL SAFETY', and 'EQUIPMENT AND MAINTENANCE SAFETY'.

Sample Safety Improvement Action Plan form and Safety Rules and Safe Work Practices review sheet.