

REAL EXAMPLES OF BIG SAVINGS

1. Mid – Sized Property Management Company (Greenbelt, Maryland)

I re – wrote their Landscape Maintenance Specifications and re – bid their entire portfolio (about 30 properties). **Savings: over \$150,000 / year** portfolio wide (and the properties looked better!).

2. High – Rise and Garden Apartment Community (Alexandria, Virginia)

I fine – tuned their specs. and re – bid out the Landscape Maintenance Contract. Previous contract: \$160,000; after re – bidding: \$110,000. **Savings: approx. \$50,000 / year** (and the property looked better!).

3. Retirement Apartment Community (Fredricksburg, Virginia)

I fine – tuned and tweaked their original Landscape installation specifications (without sacrificing the overall look and feel of the design). I got the installation price down from \$150,000 to \$105,000. **Savings: @ \$45,000.**

4. Luxury Condominium High – Rise Community (Chevy Chase, Maryland)

They asked me to solve their problem with ‘Fairy Rings’ (large dead circles / ‘rings’) in their front turf area. The only ‘standard’ recommendation that I found for the eradication of ‘Fairy Rings’ was to sterilize the soil with toxic fumigants and to re – seed / re – sod the affected area. This solution was not only extremely expensive (= tens of thousand of dollars) but also impractical because sterilizing the soil would have also resulted in killing many mature trees.

However, in my studying of this disease, it was noted in the literature that whenever one ‘Fairy – Ring’ grew into another Fairy – Ring, the Fungus (which is responsible for the effect) in each ring ‘cancelled out’ the other Fairy Ring and the turf remained green where the two dead ‘rings’ met. So, I thought, if the fungus in each ring cancels out the effect of the fungus in the other rings; why not just really mix everything up and see what happens? So, I had the contractor very heavily core – aerate the affected areas (pulling out many ‘soil – plugs’); spread them around the area, top – dress with a well – composted organic matter and heavily overseed. **Result: It worked perfectly:** The problem was solved for several thousand dollars and no toxic chemicals were used, and no trees to replace. **Savings: \$15,000 - \$20,000 (min.).**

5. Apartment Community (Fredericksburg, Virginia)

The property manager asked me to sift through a pile of very confusing turf renovation proposals that the contractor gave her (she didn’t have the time to study them). As it turned out; some of the proposals not only overlapped each other, but

overlapped what they were already supposed to be doing as part of their maintenance contract. **Savings: \$4,000**

6. **High – End Office Park (Greenbelt, Maryland)**

Many of this property's large Juniper beds were dying and were diagnosed with Kabatina disease. I spoke with the University of Maryland and they said that because there were no chemicals labeled to treat the Kabatina disease that it would be best just to remove them and replace with something else (which would have cost \$30,000 - \$40,000).

However, upon researching this disease further it was revealed that this disease generally only infects / enters the junipers via the wound / injuries caused by an insect called the 'Juniper Tip Midge'. So, instead of tearing out many very large Juniper beds and replanting something else, I had the contractor spray the Junipers to control the Juniper Tip Midge. **Result:** It worked, and the Juniper recovered. **Savings: \$29,000 - \$39,000**

7. **Large Residential Property (@ 970 Units) (Montgomery County, Maryland)**

The Property Management Company that had already paid to install high curbs and mounded soil beds in the mile – long median – strips that ran throughout their property were determined to install fencing to further ensure that cars wouldn't park or drive across their new median strips. I convinced them to hold off on the fencing to see if the mounded soil and high curbs were enough. **Result:** As it turns out, the fencing was not needed after all. **Savings: \$40,000 - \$50,000**

8. **Upscale Apartment Community (Annapolis, Maryland)**

The contractors here were being a little careless with their mowing equipment and were damaging the base of some of the building's aluminum siding. The community was ready to not only pay the contractor to install stone 'beds' at the base of the buildings to protect them from further damage, but they were also going to pay to repair the aluminum siding themselves (at a cost for both at around \$7 – 8,000). After the property got me involved; I pointed out the clause in the contractor's specifications that stipulated that they were to 'operate their equipment in such a way as to not cause property damage'. The contractor then agreed that the damage was, in fact, their fault. The contractor not only paid to have the siding replaced; but also installed mulch beds at the base of the affected buildings at no additional charge. **Savings: \$7 – 8,000**

9. **Many Instances:**

Cutting back (or 'limbing – up') overgrown shrubs instead of removing and replacing them. **Savings: Many tens of thousands of dollars.**

10. Many Instances:

Oversight of bidding operations re: installations, Tree Work, etc. **Savings: Many tens of thousands of dollars.**