

CHESAPEAKE BAY TRUST

5 MILLION TREES FOR MARYLAND

REQUEST FOR QUALIFICATIONS



SUBMITTED BY:

DESIGN WITH NATURE, LLC

17424 FALLS ROAD

UPPERCO, MARYLAND 21155

1. CONTACT INFORMATION

OFFICE CONTACTS

Design With Nature, LLC

17422 Falls Road

Upperco, MD 21155

www.designwithnaturellc.com

FEIN: #90-0663593

Office: 410-967-7819

Owner: Diane Knighton, diane@designwithnaturellc.com, 410-967-9470

Accounts Receivable: Jackie Wesley, office@designwithnaturellc.com, 410-967-7819

PROJECT MANAGEMENT

Sales: Carmen Chlada, carmen@designwithnaturellc.com, 443-846-4661

Site Manager: Greg Knighton, greg@designwithnaturellc.com, 410-487-3852

2. DWN'S MISSION + PROFILE

MISSION, EXPERTISE, + EXPERIENCE

MISSION + EXPERTISE + EXPERIENCE

Expertise. Creativity. Quality.

We strive to bring the best expertise, creativity, and quality to every project. We began this journey in 2011 and within that time have had an amazing array of challenges conquered, rave reviews from our prized customers and A LOT of plants planted. No project is too small, no challenge is too big when you work with Design With Nature.

NOTEWORTHY DIFFERENTIATORS

Since 2011 Design With Nature has had great opportunities to work on various projects and build a team of talented consulting arborists, professional horticulturists, landscape designers, and nurserymen.

In 2016 we became a subcontractor to Baltimore Gas & Electric. We have completed many projects ranging in scale & type – from a \$500 arborist report to \$100,000 large tree installation. While originally intimidated with working for such a large corporation, I have realized as a team of ten people with a specific skill set, we are able to uniquely fill a need to get the job completed.

We are proud to hire veterans. These team members are not only knowledgeable nurserymen; they have the attitude to focus on solving the problem instead of focusing on the problem.

In the past, Design With Nature was an employer partner with Urban Roots Apprenticeship (workforce development program through Center for Urban Families). We spent a day teaching about efforts to create wildlife corridors under powerlines and exploring career opportunities in the landscape industry. Following up the field day, Diane spoke to the group about Entrepreneurship, Landscape Design, and Advice from a Woman in the Field. Unfortunately, Urban Roots Apprenticeship is not currently active. However, we are still active in engaging with youth about an industry we love.

PROFESSIONAL AFFILIATIONS & COMMUNITY INVOLVEMENT

We encourage staff to have community involvement and support them along the way. Design With Nature team stays active in the community with these groups:

- Goldman Sachs 10k Small Business Alumni
- International Society of Arboriculture
- Maryland Horticulture Society
- Maryland Licensed Tree Expert
- Maryland Nursery, Landscape, and Greenhouse Association
- Rocky Mountain Elk Foundation

- Our team members are involved in our local community by participating in community tree plantings, donating to

NESAP food pantry, and many volunteer hours with our churches.

CERTIFICATIONS

- Professional Horticulturist
- ISA Certified Arborist
- Tree Risk Assessment Qualified
- Maryland Licensed Tree Expert
- Maryland DNR Qualified Professional
- MDA Pesticide License
- Maryland Home Improvement Contractor License
- MDOT 12-291 – SBE, WMBE
- Baltimore City WMBE designation

EXPERIENCE PROFILE

RECENT PROJECTS

Even though we are a small business, we have planted a lot of trees in and around Baltimore. We work in Baltimore City and the surrounding counties. We have been involved in public and private projects. A few of these projects include:

The following pages provide a description for the selected 3 projects. They demonstrate our diverse experience in landscape projects and project size. The projects are as follows:

- BGE – Center Street Substation Tree Planting*
- Chaney Residence
- Lillie May Carroll Jackson Charter School – Landscape + Tree Installation*
- Kondner Residence

*Site is in the area identified as an urban underserved area in Maryland

COMPANY PROFILE

- Geographic service area: Anne Arundel County, Baltimore City, Baltimore County, Carroll County, Cecil County, Frederick County, Harford County, Howard County
- Number of employees: Currently we are a team of 10 and we are hiring!
- Number of clients: approximately 300 customers
- How long the company has been in business: Since 2011
- Annual Gross Revenue: \$750,000-1,000,000

3. DWN'S SERVICES + FEE STRUCTURE

CBT'S TABLE 1 IN APPENDIX 1 FROM RPQ

SERVICE	SUMMARY	DOES CONTRACTOR PROVIDE THE SERVICE	FEE STRUCTURE FOR SERVICE	SERVICE PROVIDER COMMENTS
1) Tree Planting Site Identification	Identifying the best planting site available in a community or in a particular location (i.e. church or school grounds); identifying the type of planting: street lawn, tree pit, cluster planting that is possible at the site	Yes	Varies	Small areas may be part of our proposal with no additional fee; however, larger areas will have a Design Fee. Design Fee depends on the size and scope.
2) Species Selection	Identifying the most appropriate species for the site	Yes	Varies	Small areas may be part of our proposal with no additional fee; however, larger areas will have a Design Fee. Design Fee depends on the size and scope.
3) Tree purchasing	Obtaining trees from nurseries/growers	Yes	NA	This service is included with tree installation.
4) Utilities and other restrictions	Identifying utilities, other infrastructure and/or ordinance restrictions to take into consideration when selecting a tree-planting site	No	NA	
5) Impervious removal	Creating tree planting pits/tree cells within sidewalks and other	Yes	Varies	Cost depends on site specifics

SERVICE	SUMMARY	DOES CONTRACTOR PROVIDE THE SERVICE	FEE STRUCTURE FOR SERVICE	SERVICE PROVIDER COMMENTS
	impervious areas; fully removing sidewalks or other impervious area			
6) Site preparation	Cleaning up the site (i.e. trash or invasive plant removal); preparing the soil, applying soil conditioner/amendment, and ensuring that the right soil volume is available for root growth; installing root barriers	Yes	Varies	Cost depends on site specifics
7) Planting	Planting the tree(s); providing appropriate tree root preparation and care at time of planting; staking the tree(s); installing tree shelters or fencing for lawn mower or deer protection; installing tree grates for tree protection as needed; applying mulch	Yes	Varies	Cost depends on site + project specifics
8) Maintenance	Watering, mulching, pruning, checking for disease or damage during the first two years after planting	Yes	Varies	Cost depends on site + project specifics
9) Warranty – 1 year	Re-planting if a tree dies within 1 yr	Yes	Varies	Cost depends on site + project specifics
10) Warranty - 2 years	Re-planting if a tree dies within 2 yrs	Yes	Varies	Cost depends on site + project specifics

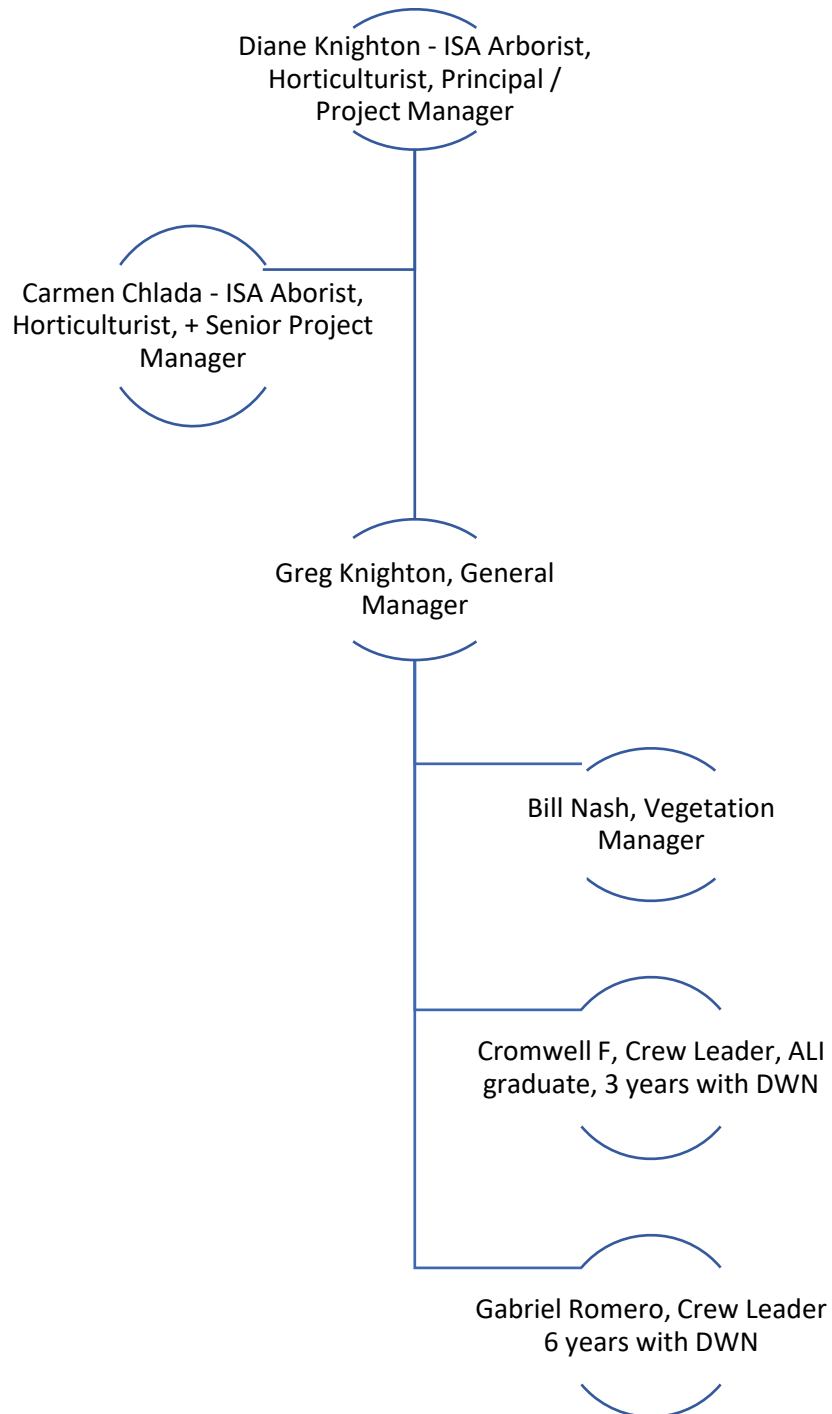
4. DWN'S SERVICE AREA

CBT'S TABLE 2 IN APPENDIX 1 FROM RPQ

JURISDICTION	SERVICE AREA (YES OR NO)	COMMENTS
Allegany County	No	
Anne Arundel County	Yes	
Baltimore City	Yes	
Baltimore County	Yes	
Calvert County	No	
Caroline County	No	
Carroll County	Yes	
Cecil County	Yes	
Charles County	No	
Dorchester County	No	
Frederick County	Yes	
Garrett County	No	
Harford County	Yes	
Howard County	Yes	
Kent County	No	
Montgomery County	No	
Prince George's County	No	
Queen Anne's County	No	
Somerset County	No	
St. Mary's County	No	
Talbot County	No	
Washington County	No	
Wicomico County	No	
Worcester County	No	

5. DWN'S KEY STAFF

OUR AWESOME TEAM



EDUCATION

B.S., Landscape Architecture, West
Virginia University, 2008
Graduated Sigma Lambda Alpha
Goldman Sachs 10K Small Businesses



PROFESSIONAL REGISTRATION

ISA Arborist, MA5552A
Tree Risk Assessment Qualified
MNLGA Certified Professional
Horticulturist
MDA Certified Pesticide License
MD LTE #001945
MD DNR Forest Conservation
Qualified Professional
MHIC #107783
MDA Pesticide Business License
#31767

PROFESSIONAL AFFILIATIONS

Maryland Nursery, Landscape, &
Greenhouse Associations
International Society of Arboriculture
Mid-Atlantic Chapter
MAC-ISA served as past board
member

DIANE KNIGHTON

Professional Horticulturist

Principal and founder of Design With Nature, LLC, Mrs. Knighton has taken her extensive knowledge of plant material to the design phases of development all the way to the construction and installation phase. A formal background in landscape architecture and a lifetime nursery involvement has given Diane a unique perspective of the landscape and nursery industry. She has been involved in a variety of projects including large tree inventories, arborist reports, forest stand delineations, residential landscape designs, and installations.

Diane is a licensed Arborist through the International Society of Arboriculture where she has continued to earn distinctions such as becoming Tree Risk Assessment Qualified. She is also a Certified Professional Horticulturist and holds state required licenses such as MHIC and MDA Pesticide Business license.

EDUCATION

Community College of Baltimore
County, Associates in Applied
Science, Sustainable Horticultural

Graduated Summa Cum Laude

PROFESSIONAL REGISTRATION

ISA Arborist, MA5552A
MNLGA Certified Professional
Horticulturist
MDA Certified Pesticide License
MD LTE

PROFESSIONAL AFFILIATIONS

Maryland Horticulture Society
ICPI professional

CARMEN CHLADA

Professional Horticulturist

Mrs. Chlada, Certified Arborist and Certified Professional Horticulturist brings over thirty years of applied experience to Design With Nature. She has been involved in many different aspects of the landscape industry including residential landscape designs, managing landscape installation, managing commercial and residential landscape maintenance, and supervising multiple landscape crews. She enjoys interacting with customers, designing and being on site with the guys but by far her favorite thing is giving people gardens and watching them come into existence.

Carmen puts a priority on continuing education to confirm she is current on the changing landscape topics. She holds a degree in Sustained Horticulture; is a Certified Arborist through the International Society of Arboriculture; is a Certified Horticulturist through the Maryland Nursery Landscape and Greenhouse Association; and is a Certified Commercial Pesticide Applicator through the Department of Agriculture State of Maryland.

EDUCATION

York Technical Institute 2005
Army National Guard

PROFESSIONAL AFFILIATIONS

ICPI Professional
Veteran of Foreign Wars

GREG KNIGHTON

General Manager

Greg Knighton joined Design With Nature in 2014. He implemented the hardscape division and oversees every installation. Greg is essential in the production and staging of materials and equipment to jobsites. His leadership in the field has been critical to the success of Design With Nature's projects.

Greg's construction background began during high school building decks, home additions, and renovations. His design experience began as a storm-water designer at a civil engineering – landscape architectural firm in Phoenix, MD after receiving a two-year associate degree from York Technical Institute in 2005. In the ten years Greg worked at the civil engineering – landscape architecture firm, he worked on site developments including colleges, institutions, and commercial projects.

Mr. Knighton joined the Army National Guard in November 2009. He felt a strong desire to serve his country and follow in his grandfather's footsteps. His time in the service gave him strong leadership attributes.

6. EXPERIENCE

DWN KNOW-HOW

BGE CENTER STREET SUBSTATION – URBAN PLANTING*

What once was a bare sidewalk on Huntingdon Ave is now lined with Crape Myrtles. The BGE Center Street Substation Landscape was a streetscape beautification project in front of Center Substation. DWN met with utility contractors and Miss Utilities' Damage Prevention prior to any site work. DWN was responsible to layout tree pit locations, remove and dispose impervious service, create tree pits, and plant 15 trees. Due to underground utility locations some of the tree pits required a soft dig by a vacuum truck. DWN continued to water through the first growing season to ensure success.

Completion Date

Spring 2020

Project Manager Contact

Stephen Burns, Vice President, Delta Utility Services, Inc.
Office: 410-771-0881 Ext. 106

*This site is in the area identified as an urban underserved area in Maryland.

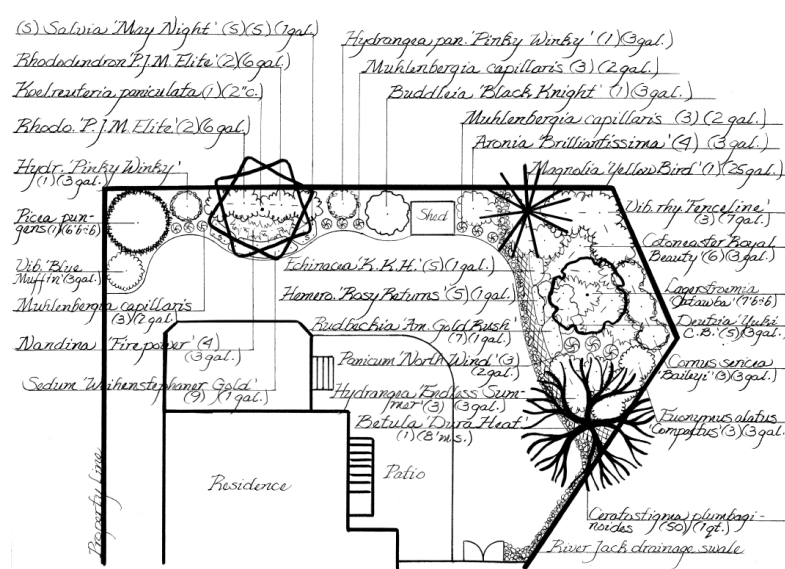


CHANEY RESIDENCE - RESIDENTIAL INSTALLATION

This project was a newly built home void of plants. We were able to take in the homeowners' wishes and design a functional and aesthetically pleasing landscape. The design included grading a shallow swale to move water around the house towards the street and installing a dry well. The backyard is now a living landscape – full of plants for all seasons to be enjoyed by the homeowner and birds alike!

Completion Date:
Spring 2022

Contact Info:
Upon request



Before



After



LILLIE MAY CARROLL JACKSON CHARTER SCHOOL – URBAN PLANTING*

Groundswell Design Group designed this project. The completed scope of work included excavating 6" of soil, excavating for rain gardens, creating soil mounds, installation of topsoil, fence, 37 large trees (range of 2.5-4" caliper), and sod installation. This was a fun project as we collaborated with Alex Smith, Division Street Landscaping and had a great team from design to implementation. We have volunteered our time to do a presentation with the students of the school (this is still being scheduled).

*This site is in the area identified as an urban underserved area in Maryland.

Completion Date:
October 2022

Contact:
Michael Cheney,
Groundswell Design
Group (Designer +
Owner's Rep)
(215) 490-7528



KONDNER RESIDENCE – TREE AND PATH INSTALLATION

This project is the client's design and vision! Her desire was to create a pathway through her property to be able to enjoy nature. The current woodland around her house was unwalkable, full of vines and invasive plant material with an old fence line with scruff. Step one: was to treat the invasive plants with a combination of herbicide and ambushing. The results after two treatments allowed us to create her pathway. This pathway we flagged and walked numerous times to make sure the curves were natural and smooth. After the fence line trees were removed, the chippings were used to create the mulched pathway. The pathway is lined with creek stone. The next phase is planting native understory shrubs and herbaceous layers.

Initial Date: Fall 2021 - ongoing

Contact Info:
Upon request

A natural stone pathway was placed in the open lawn area and native trees were planted along the pathway. Her vision is to incorporate a transition zone with a arbor and bench. We can't wait to help her bring her vision to life!



7. GROWTH OPPORTUNITIES

LESSONS LEARNED

We had the opportunity to remember the importance of communication working with subcontractors. This was a residential project that included the removal of approximately 40 dead ash trees in a low-lying floodplain area with neighboring cattle pastures. The tree care company was working in this area removing trees when a branch fell and broke the neighboring cattle fence. The arborist repaired the fence and cleaned up all the debris, however; they failed to communicate the issue to our project manager. The project manager was blindsided by the client with questions. If the arborist had let us know the situation, we could have been proactive in addressing the situation. We were reminded of the importance of communicating our standard of care and expectations to the entire team – DWN employees *and* our subcontractors.

8. KEY SPECIALTIES

WE ARE GREAT AT IT!

DWN excels at many things, but if I had to only pick three things.... It would be staging (large / difficult) jobs, grading sites, + planting trees! We have the right equipment (skid loader / mini skid / large augers) and experience to make it happen. The other key factor – is we care. From the top of our organization to skilled laborer – we care about our survivability rate & the success of the project.

9. METHOD OF EVALUATION

EFFECTIVENESS

Currently evaluating projects is done at different levels including Profit & Loss, reviewed at our Production Meeting, asking for feedback from others involved in the project, and yearly review looking at plant replacement percentages. While we haven't developed a Evaluation of Services spreadsheet, we are willing to do so and are open to best management practices.

10. DESIGNATIONS

PROUD TO HAVE THE FOLLOWING DESIGNATIONS

- Maryland Home Improvement Contractor License
- MDOT 12-291 – SBE, WMBE
- Baltimore City WMBE designation
- MD SBR Maryland - Small Business Reserve