

III. Qualifications

- 1. Contact information.** Devin Landry, GreenLift LLC, 77 West Street, Site 110, Annapolis, MD, 21401, 667-225-2555, devin@greenlift.net, www.greenlift.net and 47-5132127.
- 2. Company's mission and profile.** GreenLift is a mission-driven environmental services company dedicated to restoring ecosystems while creating second-chance employment opportunities. We were formed in December 2023 as a for-profit social enterprise, emerging from a workforce training program launched by the Maryland Reentry Resource Center in 2022. GreenLift officially began operations in 2025, carrying forward the dual mission of environmental restoration and social impact through sustainable job creation. Our core services include stormwater maintenance, invasive species removal, tree planting, and environmental restoration projects. We also develop products from the invasive species we remove and are preparing to expand into biochar production. GreenLift combines environmental expertise with a strong workforce development model, employing and training individuals returning from incarceration to become skilled environmental stewards. GreenLift serves the Baltimore Metro Area and Anne Arundel County, Maryland, with planned expansion across Central Maryland and into urban centers like Baltimore City. **Number of Employees:** 7 staff members, including a project manager, crew leader, and environmental field crew; and the CEO. **Number of Clients:** To date, we have worked with nonprofits (Severn River Association, Scenic Rivers Land Trust, Alliance for the Chesapeake Bay), faith-based institutions, and government partners on conservation projects. Our client base continues to grow as we expand operations. **Annual Budget:** Approximately \$100,000 (projected 2025). In a given year, GreenLift completes 8–10 tree planting and conservation projects, of which approximately 2-3 are urban in nature. These projects include partnerships with churches, libraries, government properties, and easement areas, where returning citizens help restore landscapes, remove invasive species, and plant native trees and shrubs critical to Chesapeake Bay watershed health. Though GreenLift is newly launched, our foundation is strong. Since 2022, through our sister organization's Chesapeake Bay Restoration Workforce Initiative, we have trained multiple cohorts of returning citizens in Chesapeake Bay Landscape Professional (CBLP) standards. Many of these individuals now form the core of GreenLift's workforce. Together, we are demonstrating how environmental justice, economic opportunity, and human dignity intersect to restore both communities and ecosystems.
- 3. Type of services and fee structure.** Please fill out Table 1 in Appendix 1. For fee structure, estimate the program/service fees for each of the services you provide (*include per hour fees and/or total program costs, depending on the nature of your billing.*). This information will be used by Urban Tree Grant Program applicants and grantees to evaluate the costs and benefits of the services your company provides.
- 4. Service area.** Please fill out Table 2 in Appendix 1.
- 5. Key staff.** Please provide brief backgrounds of key staff. You may attach resumes of key staff as appropriate.

6. Experience.

Lake Waterford Park: The project involves planting about 580 trees in an underserved urban park. Services included, species selection, tree purchasing, tree planting site identification, planting, and maintenance. Client contact information: Susan Minnemeyer, 202-907-6271, susan@natureplussolutions.org



Mount Saint Joesph High School: Planting 150 trees in an urban riparian buffer zone. Trees were planted in an underserved area in Baltimore. Services included planting. Client contact information: Division Street Contracting, Alex Smith, (443) 991-2154, alex@dsocontracting.com



Wolf Farms Planting: Planting 5,300 trees to form a forested riparian buffer. Services included planting, species selection, tree purchasing, planting, and maintenance. Client contact information: Keystone Streams, Aaron McCrady, 443-510-4921, amccrady@keystonestreams.com



7. **Past failure.** On a past project, we have had crews that planted inefficiently which caused seedlings to be double planted, and other seedlings to be missed. To fix this issue, our crews have created a system to layout the seedlings, tubes, and stakes all at once. Crews now know to look for a seedling at the end of a stake, which has cut down on the number of lost seedlings.
8. **Key specialties.** We mostly handle large scale tree planting projects. The projects we have worked on have been to develop large scale riparian buffers. Several of these riparian buffers have been installed in urban settings such as Baltimore, Pasadena, and Annapolis. Our largest project has been 16 acres; however, most of our projects involve planting several acres.
9. **Method of evaluation.** After each planting, we hold a debrief to go over how each project goes, and to make any changes or improvements to our technique. We evaluate our effectiveness based on the time spent on each project. We calculate how long our crews should be spending on each tree to ensure efficiency and quality. To evaluate the quality of our services, we write reports on the wellbeing of each tree planting site. We keep track of any invasive species to be on the lookout for, any trees that need to be replaced, and what tree maintenance is needed for our sites.

10. DBE/MBE/SBE. This RFQ encourages the participation of Disadvantaged Business Enterprise, Minority Business Enterprise, and Small Business Enterprise (DBE/MBE/SBE) firms (members of a group as defined in the State Finance and Procurement Article of the Annotated Code of Maryland (the "Procurement Article"), Section 14-301(f)(i)(ii)). Indicate if you are a DBE/MBE/SBE registered firm.

We are a registered MBE firm. (See attached).

Appendix 1

Please complete Table 1 and Table 2 below as part of your submission information.

Table 1 - Services Provided

Complete the third and fourth columns of this table. You can add any additional comments in the fifth column. If you provide additional services you feel are relevant to the audience described in the RFQ, please use the “other” line(s) below and identify your service(s) in the Summary column. Contractors providing native trees to grantees are strongly encouraged to source stock that has been grown in the State of Maryland. Trees sourced out of state, moved to MD for a short period of time, and then re-sold may not likely survive. Therefore, in the Comments column in row 3 below, please indicate your source(s) of trees (either specific nurseries/growers or general source state/region).

| Service | Summary | Does contractor provide the service? (Yes or No) | Fee structure for service | Service-provider Comments |
|--------------------------------------|---|--|---------------------------|---------------------------|
| 1) Tree planting site identification | Identifying the best planting sites 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 | \$75/hour | |
| 2) Species selection | Identifying the most appropriate species for the site | Yes | \$75/hour | |
| 3) Tree purchasing | Obtaining trees from nurseries/growers | Yes | Price per tree | |
| 4) Utilities and other restrictions | Identifying utilities, other infrastructure and/or ordinance restrictions to take into consideration when selecting a tree-planting site | No | | |
| 5) Impervious removal | Creating tree planting pits/tree cells within sidewalks and other impervious areas; fully removing sidewalks or other impervious areas | No | | |
| 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 | Yes | Price per site specifics | |

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| | for root growth; Installing root barriers | | | |
| 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 | \$205/hour | |
| 8) Maintenance | Watering, mulching, pruning, checking for disease or damage during the first two years after planting | Yes | \$205/ hour | |
| 9) Warranty – 1 year | Re-planting if a tree dies within 1 year | Yes | \$85/per hour | |
| 10) Warranty – 2 years | Re-planting if a tree dies within 2 years | Yes | \$85/hour | |
| 11) Other | | | | |
| 12) Other | | | | |
| 13) Other | | | | |
| 14) Other | | | | |

Table 2 – Company’s Service Area

Please indicate the Maryland jurisdictions where the company provides services by writing “Yes” or “No” in the **Service column** below. Feel free to add any additional relevant information under the **Comments column**.

| Jurisdiction | Service Area (Yes or No) | Comments |
|---------------------|---------------------------------|-----------------|
| Allegany County | Yes | |
| Anne Arundel County | Yes | |
| Baltimore City | Yes | |
| Baltimore County | Yes | |
| Calvert County | Yes | |
| Caroline County | Yes | |

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| Carroll County | Yes | |
| Cecil County | Yes | |
| Charles County | Yes | |
| Dorchester County | Yes | |
| Frederick County | Yes | |
| Garrett County | Yes | |
| Harford County | Yes | |
| Howard County | Yes | |
| Kent County | Yes | |
| Montgomery County | Yes | |
| Prince George's County | Yes | |
| Queen Anne's County | Yes | |
| Somerset County | Yes | |
| St. Mary's County | Yes | |
| Talbot County | Yes | |
| Washington County | Yes | |
| Wicomico County | Yes | |
| Worcester County | Yes | |