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Contact information:

Live Green Landscape Associates, LLC

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2.

Live Green's company mission statement is "Helping People to See What They Cannot See". We believe this mission statement covers so much of what we do every day; helping property owners see and realize the potential their property has for environment and ecosystem around them, helping our employees find and realize the potential they have to grow into stewards of the environment and leaders in the company and the community, helping the public see the beauty and benefit to neglected or under-utilized land in their own neighborhoods once this land has been improved by cleaning, planting and maintain the ground.

Live Green Landscape Associates, LLC was founded in 2008 by Michael Martin. We have grown to approximately 85 employees and 11 million dollars in revenue as of 2022.

Live Green's team consists of multiple Certified Professional Horticulturalists, Landscape Designers, Master Gardeners, LEED accredited professionals and many years of professional landscape experience. We work with some of the best and most environmentally conscious landowners, property managers, landscape architects and contractors in the area on multiple projects every year.

We serve the greater Baltimore and Washington D.C. metropolitan areas serving hundreds of residential, commercial, and institutional clients each year. These clients include private residential and commercial land owners, Morgan State University, Johns Hopkins University and Johns Hopkins medical system, University of Maryland, Under Armour, many county school

systems and governments including Baltimore County, Prince Georges County, Howard County and others with tree planting, reforestation, rain gardens, Micro Bio Retention systems, native meadow plantings and wetland plantings and many other projects. In an average year we install 100-200 planting projects with many of the plantings occurring in urban and industrial areas.

3.

Type of services and fee structure.

Live Green prices planting projects by the job. Costs are dictated by tree species, size, quantity, and site conditions of the planting area so we don't give a 'flat rate' per tree because of all the variables on each job. Estimates and budgets are available at no cost or commitment for potential clients and projects.

4.

Service area. Please see Table 2.

5.

Michael Martin, Owner. Michael holds a horticulture degree from Penn State University and has over 30 years of experience in the green industry working as a landscape contractor. Michael is a Certified Professional Horticulturalist, along with serving as the current President of the Building Congress and Exchange in Baltimore. Michael is also a past president of the Landscape Contractors Association of MD, DC and VA.

Aaron Raines, Manager. Aaron holds a degree in Landscape Architecture from Penn State University and has spent over 15 years working in the landscaping industry focusing on residential and environmental planting, grading and hardscape projects. Aaron is a Certified Professional Horticulturalist, LEED Green Associate, Maryland Master Gardener and is a past president of the Landscape Contractors Association of MD, DC and VA. Aaron has done extensive work with local environmental nonprofit groups including Gunpowder Valley Conservancy, Neighbor Space of Baltimore County, Howard County Conservancy, Parks and People Foundation, Bon Secours, Druid Heights Community Development Corp. and others. Aaron has also constructed educational and teaching gardens for Howard County Public Library.

Scott Pickett, Manager. Scott has over 30 years in the landscape industry working on large residential and commercial landscape planting projects. Scott has experience in large tree planting jobs requiring the use of a crane to lift and carry trees over obstacles to reach the planting location along with all other types of planting including wild flower meadow mixes, reforestation planting, and ornamental tree planting and maintenance. Scott currently sits on the board of directors of the Landscape Contractors Association of MD, DC and VA.

Many of our crew leaders and installers have worked for Live Green for well over 10 years, many of them having 20+ years of experience in the green industry. We focus on making Live Green a workplace where employees feel valued and appreciated and we pride ourselves on well trained, respectful and knowledgeable employees who provide high quality, high value work for our clients.

6.

Live Green has worked in many neighborhoods of Baltimore doing planting projects including areas around Johns Hopkins Hospital, Highlandtown, Hamden, Port Covington, Locust Point, Federal Hill, Riverside, Brooklyn Park, Carroll Park, and many other urban areas around the greater Baltimore area.

In October 2022 we completed a tree planting project where we donated our services to install 35 trees for the Parks and People Foundation, working in the Oliver neighborhood of Baltimore. The planting location was the Bond Street Park. The work included removal and haul away of trash that had been dumped in the planting areas, removal of old concrete and debris buried under ground and then planting the trees and amending the soil with compost and fertilizer before mulching.

In Fall 2022 we also completed a planting project in the Franklin Square neighborhood of Baltimore, encountering similar situations to the Bond Street project where lots of trash (both above ground and buried) had to be removed and disposed before planting could begin. In this situation we also had to install protective fencing to separate the alley from the planting area to prevent vehicles from being driven into and through the planting beds and destroying the plant material.

Live Green constructed the ‘Gateway Park’ project at the corner of W. North Ave and Druid Hill Ave. in Baltimore in 2020. This vacant lot was home to many illicit activities before the construction of the park. During and after construction many local residents came by to express their gratitude for the work being done to improve the appearance and function of this previously neglected street corner. The finished produce was a welcoming calming space with areas for seating and gathering, surrounded by native shrubs, perennials and a rain garden to help control runoff across the site.

Working in underserved neighborhoods is especially rewarding when the residents of these areas see the finished product and express gratitude because “someone is actually caring about our neighborhood”. That statement, which has been said many times by residents of areas where we plant trees, makes the team doing the planting feel very fulfilled and grateful to be able to use our skill set to help improve the natural environment in these areas.

7.

The largest failures I have experienced have come from lack or breakdown of communication between key parties. Planting projects have failed because of lack of maintenance on the trees after installation. We have installed planting projects where the funders did not provide funds for maintenance of trees after installation because the community was supposed to maintain, but the community members had no training or knowledge of how to properly maintain the plant material. The community then became frustrated because the trees died due to lack of maintenance because the maintenance need and expectation was never communicated to them before the project began.

8.

Live Green has many years of experience with planting trees of all sizes ranging from small 1 gallon or bare root specimens to large 10” caliper specimens requiring large specialty equipment to move and install. We understand the soil, nutrient and water needs of root systems, we understand the risks associated with fall digging certain species of trees and the critical timing of digging trees in the spring before the bud break. We own the necessary equipment for loading, transporting, unloading, and planting all types of plant material from sod to bulbs to perennials to small and large caliper trees.

9.

We evaluate the effectiveness of services provided through observation and monitoring of previously installed plant material to observe growth and performance. We ask each client to evaluate their customer experience with Live Green Landscape Associates using an independent third party review service with feedback provided to the Live Green team. We have MANY repeat clients who we continue to provide services for because of our high customer satisfaction levels.

We plan to evaluate the effectiveness of the work in the Urban Trees program through monitoring and evaluation of the plant material after installing (to evaluate the physical performance of the plant material) as well as requesting evaluation through program partners to evaluate our performance in customer service and project management.

10.

Live Green Landscape Associates LLC. is not a DBE, MBE or SBE registered firm. We maintain both a contractors business license and MHIC license through the State of Maryland and maintain all necessary insurance coverage for our line of work. We are bondable for any necessary project requirements and frequently perform landscape contracting work requiring performance bonds.

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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	NO		
2) Species selection	Identifying the most appropriate species for the site	YES	Flat Rate	Built into overall tree install cost
3) Tree purchasing	Obtaining trees from nurseries/growers	YES	Flat Rate	Built into overall tree install cost
4) Utilities and other restrictions	Identifying utilities, other infrastructure and/or ordinance restrictions to take into consideration when selecting a tree-planting site	YES	Flat Rate Per Address	Miss Utility cost + admin cost

5) Impervious removal	Creating tree planting pits/tree cells within sidewalks and other impervious areas; fully removing sidewalks or other impervious areas	YES	Hourly	Based on site visit/assessment
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	Hourly	Based on site visit/assessment
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	Flat Rate Per Job based on species, size and quantity of planting	Based on total quantity of trees to be planted
8) Maintenance	Watering, mulching, pruning, checking for disease or damage during the first two years after planting	YES	Flat Rate per service occurrence	Proposal provided along with proposal for install
9) Warranty – 1 year	Re-planting if a tree dies within 1 year	YES	Included in install cost	
10) Warranty – 2 years	Re-planting if a tree dies within 2 years	YES	Optional at time of contract signing	Second year warranty only available at time of initial contract acceptance
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	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	YES	
Prince George's County	YES	
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	