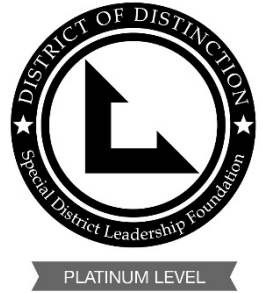




# TOWN OF DISCOVERY BAY

A COMMUNITY SERVICES DISTRICT



## SDLF Platinum-Level of Governance

President – Michael Callahan • Vice-President – Carolyn Graham • Director – Kevin Graves • Director – Bryon Gutow • Director – Ashley Porter

**NOTICE OF THE REGULAR MEETING  
OF THE PARKS AND RECREATION COMMITTEE  
OF THE TOWN OF DISCOVERY BAY  
Wednesday, November 6, 2024 4:30 P.M.**

**TO ATTEND IN PERSON:** The meeting will be held at the Community Center located at 1601 Discovery Bay Boulevard.

**REMOTE TELECONFERENCE LOCATION:**

1114 North Beville Avenue  
Indianapolis, IN 46201

In addition to physical attendance at the address indicated above, the Town of Discovery Bay Community Services District is offering the following teleconferencing options as an alternative means for the public to participate in this meeting.

**TO ATTEND BY ZOOM WEBINAR:** <https://us06web.zoom.us/j/83080753986>

**TO ATTEND BY PHONE:** +1 (669) 444 9171 or +1 (719) 359 4580 **WEBINAR ID:** 830 8075 3986

Download Agenda Packet and Materials at <http://www.todb.ca.gov/>

**Parks and Recreation Committee Members**

*Chair Bryon Gutow*

*Vice-Chair Michael Callahan*

**A. ROLL CALL**

1. Call business meeting to order 4:30 p.m.
2. Roll Call.

**B. PUBLIC COMMENTS (Individual Public Comments will be limited to a 3-minute time limit)**

During Public Comments, the public may address the Committee on any issue within the District's jurisdiction which is not on the Agenda. The public may comment on any item on the Agenda at the time the item is before the Committee for consideration. Any person wishing to speak will have 3 minutes to make their comment. There will be no dialog between the Committee and the commenter as the law strictly limits the ability of Committee members to discuss matters not on the agenda. We ask that you refrain from personal attacks during comment, and that you address all comments to the Committee only. Any clarifying questions from the Committee must go through the Chair. Comments from the public do not necessarily reflect the viewpoint of the Committee members.

**C. DRAFT MINUTES TO BE APPROVED**

1. Approve SPECIAL Parks and Recreation DRAFT Meeting minutes of June 5, 2024.

**D. UPDATES**

**E. DISCUSSION**

1. Discussion and Possible Feedback to Approve Irrigation Upgrades to Cornell Park.
2. Discussion and Possible Feedback to Approve Agreements with Monarch Landscape/Jensen Landscape Companies for Landscape Improvements on the South Point Islands and Cabrillo Point Islands.

**E. FUTURE DISCUSSION/AGENDA ITEMS**

**F. ADJOURNMENT**

1. Adjourn to the next Standing Parks and Recreation Committee meeting at the Community Center located at 1601 Discovery Bay Boulevard.

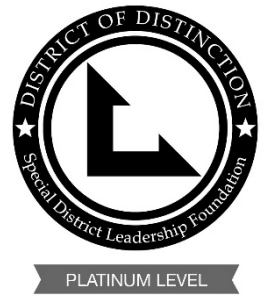
"This agenda shall be made available upon request in alternative formats to persons with a disability, as required by the American with Disabilities Act of 1990 (42 U.S.C. § 12132) and the Ralph M. Brown Act (California Government Code § 54954.2). Persons requesting a disability related modification or accommodation in order to participate in the meeting should contact the Town of Discovery Bay, at (925) 634-1131, during regular business hours, at least forty-eight hours prior to the time of the meeting."

"Materials related to an item on the Agenda submitted to the Town of Discovery Bay after distribution of the agenda packet are available for public inspection in the District Office located at 1800 Willow Lake Road during normal business hours."



# TOWN OF DISCOVERY BAY

A COMMUNITY SERVICES DISTRICT



## SDLF Platinum-Level of Governance

President – Michael Callahan • Vice-President – Carolyn Graham • Director – Kevin Graves • Director – Bryon Gutow • Director – Ashley Porter

**MINUTES OF THE SPECIAL MEETING  
OF THE PARKS AND RECREATION COMMITTEE  
OF THE TOWN OF DISCOVERY BAY  
Wednesday, June 5, 2024 3:30 P.M.**

**Parks and Recreation Committee Members**

*Chair Bryon Gutow  
Vice-Chair Michael Callahan*

**A. ROLL CALL**

1. Called business meeting to order 3:30 p.m.
2. Roll call was taken, and all members were present.

**B. PUBLIC COMMENTS (Individual Public Comments will be limited to a 3-minute time limit)**

None.

**C. DRAFT MINUTES TO BE APPROVED**

1. Approve Regular Parks and Recreation DRAFT Meeting minutes of May 1, 2024.

Vice- Chair Callahan made a motion to approve the Parks and Recreation DRAFT meeting minutes of May 1, 2024.

Chair Gutow seconded the motion.

Vote: Motion Carried – AYES: 2, NOES: 0, ABSTAINED:0, ABSENT: 0.

**D. UPDATES**

None.

**E. DISCUSSION**

1. Discussion and Possible Feedback Regarding the San Joaquin County Office of Education (SJCOE) – Contract Extension.

Presented by Parks and Landscape Manager Monica Gallo.

- Staff would like to extend the contract with the San Joaquin County Office of Education.
- Requesting an extension from twelve weeks to eighteen weeks to help through the summer months.
- Committee recommends bringing item to a future Board of Directors Meeting.

2. Discussion and Possible Feedback to Approve Agreement with AQUAWORX/MRC/GameTime to Replace Ravenswood Park Splash Pad in Zone 9.

Presented by Parks and Landscape Manager Monica Gallo.

- Zone 9 has money saved in reserves for various repairs and replacement projects.
- Original splash pad was constructed in 2011 and has required multiple repairs.
- The current splash pad was purchased through a Canadian company which has made repairs challenging.
- The replacement splash pad has local reps that would make maintenance and repairs much easier.
- Staff would like to start the project after the summer months so there is no down time.
- Committee recommends bringing it to the Board of Directors at a future meeting.

Public Comment:

- Speaker feels 90% payment upfront seems excessive. He mentioned a discussion on this subject on Nextdoor.

**E. FUTURE DISCUSSION/AGENDA ITEMS**

None.

**F. ADJOURNMENT**

1. Adjourned at 3:49p.m. to the next Standing Parks and Recreation Committee meeting at the Community Center located at 1601 Discovery Bay Boulevard.

DRAFT



# Town of Discovery Bay

*“A Community Services District”*

## STAFF REPORT

**Agenda Title:** Discussion and Possible Feedback to Approve Irrigation Upgrades to Cornell Park.

**Meeting Date:** November 6, 2024

**Prepared By:** Monica Gallo, Landscape Manager

**Submitted By:** Dina Breitstein, General Manager

---

### RECOMMENDED ACTION:

Provide feedback regarding upgrading the irrigation infrastructure at Cornell Park to a WeatherTRAK Smart Controller.

---

### EXECUTIVE SUMMARY:

Staff are constantly striving to make necessary upgrades and improvements to our aging infrastructure, which includes the irrigation infrastructure to our parks and streetscapes.

SiteOne Landscape Supply is a distributor for HydroPoint Smart Water Management which manufactures WeatherTRAK; a line of smart irrigation controllers, flow products and cloud-based central management which helps to eliminate water waste and delivers operational savings. In addition, the smart system can reduce water costs by 25% - 40% by eliminating water waste. Provides real-time 24/7 leak notification, can identify water waste and theft as well as track water budgets.

The Town is being extended a risk-free pilot of (1) controller at Cornell Park for a period of 90 days to evaluate the technology: value of \$4,683.83. If, at the end of the 90-day trial, staff are satisfied with the Pilot, the Town would move forward with upgrading all of Cornell Park to a smart irrigation system to include the following:

- Hardware needed to upgrade the existing irrigation controller to a current WeatherTRAK controller.
- Master valve, flow sensor, and additional WeatherTRAK irrigation controller to replace existing Rain Bird controller.
- Labor and materials needed to install controller, master valve, flow sensor, and flow link hardware.
- Upon approval of the entire project, HydroPoint will donate the WeatherTRAK Pilot controller to the Town of Discovery Bay: value \$4,683.83.
- Total investment cost is \$24,037.86 for a turnkey project.
  - Total investment cost includes full installation and programming, as controllers were before installation.
  - Each new WeatherTRAK irrigation controller will have a 10-year manufacturer’s warranty and data plan.
  - HydroPoint will ensure controllers stay connected for 10 years with no additional cost if 4G goes to 5G and then “7G”.

---

### FISCAL IMPACT:

Capital Reserves.

---

**PREVIOUS RELEVANT BOARD ACTIONS FOR THIS ITEM:**

None.

---

**ATTACHMENTS:**

1. HydroPoint Presentation.

## Who We are

---



Smart Onsite Water Management





Over the last twenty years, HydroPoint has saved  
**over 146.7 Billion\*** gallons of water.

**\*Enough water to fill the Grand Canyon 2.5 times.**







Last year, our customers saved 20 billion gallons of water, \$137 million in expenses, hundreds of thousands of staff hours, and 62 million kilowatt hours of energy.



An aerial photograph of a city, showing a mix of urban buildings, green spaces, and roads. A large, semi-transparent blue circle is overlaid on the right side of the image, containing white text. The text is arranged in a hierarchy, with the largest words being 'The Last Mile' and 'Water Network'.

**Our Focus**

**SINCE 2002**

**The  
Last Mile  
of the  
Water Network**

**WHERE WATER IS THE LEAST MANAGED,  
THE MOST WASTED, AND CAUSES  
THE MOST DAMAGE**

# Water bills only tell one part of your **TOTAL** cost of water

Water  
Bills



- Fines
- Property Damage
- Labor Costs
- Insurance Claims
- Business Interruption
- Failure to meet Sustainability Goals
- Brand Damage
- Inventory Loss
- Lawsuits



# Smart Water Management Powered By Realtime Onsite Sensing & Control

## HydroPoint Delivers Outcomes to Manage Risks



Measurable Water Savings



Financial Benefits with a Fast ROI



Improved Organizational Efficiency



Reduced Risk & Liabilities



Enhanced Property Value & Corporate Image



# HydroPoint 360° Smart Water Management

Realtime Indoor & Outdoor Water Visibility & Control

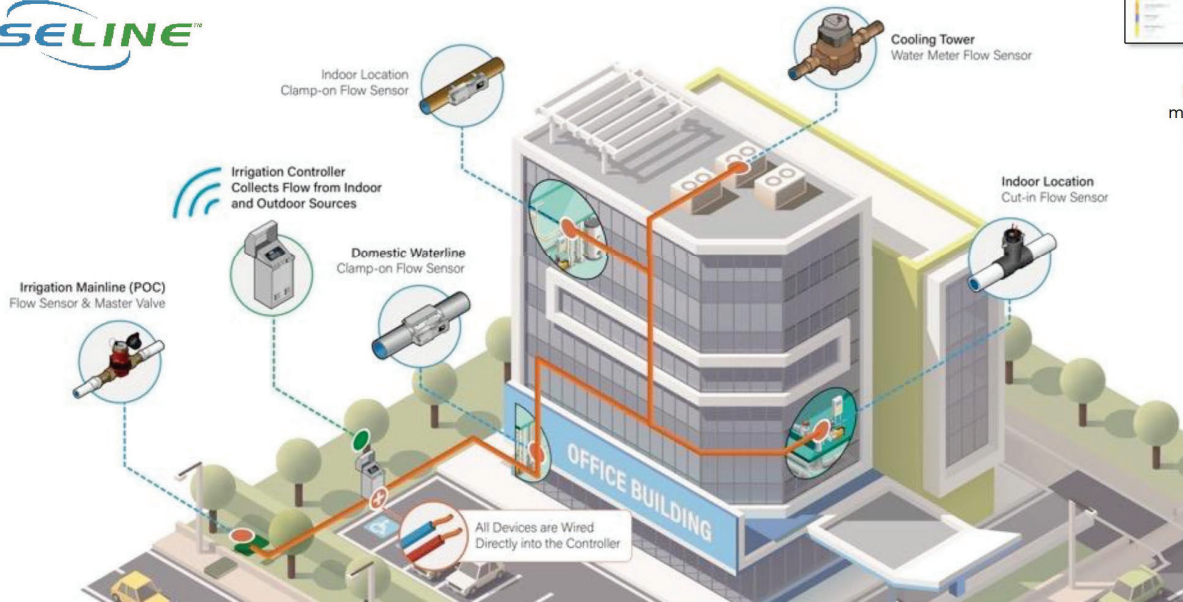
SMART IRRIGATION:

**WeatherTRAK®**

**BASELINE™**

WATER USAGE & LEAK DETECTION:

**WaterCompass®**



**Cloud Base Management**  
Portfolio wide centralized management - Water Budget Manager, Asset Manager, Compliance Manager

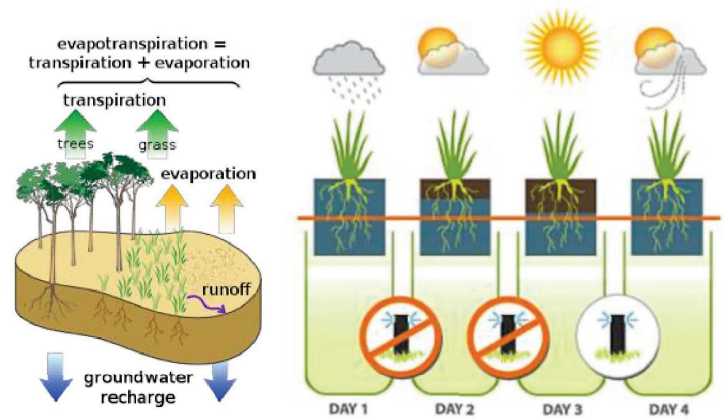


**Powerful Mobile App Tools**  
Remote Control, Asset Mapping, Site Surveys

# WeatherTRAK® Central

ET Everywhere - Weather data

- Evapotranspiration (ET) based
- Accurate to within 2% of what an on-site weather station would provide
- HydroPoint uses the Penman-Monteith equation which calculates weather based on solar radiation, temperature, wind and relative humidity
- Tracks soil moisture depletion for every zone
- Customized irrigation schedule for every zone, on every controller, every day

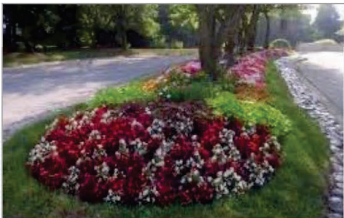


# Solution for Any Site or Budget

Family of Irrigation Controllers



WeatherTRAK<sup>®</sup> LC<sup>+</sup>



*Conventional*



WeatherTRAK<sup>®</sup> ET Pro3<sup>®</sup>



*Conventional & 2-Wire*



WeatherTRAK<sup>®</sup> OptiFlow<sup>®</sup> XR



*Conventional & 2-Wire*



## Adding Flow to Your Site

### Benefits:

- Leak detection
- Low-flow no-flow discovery
- Daily usage reporting
- Automatic alerts & shut-off

### Outcomes:

- Risk avoidance
- Protect water savings from smart control
- Reduce site damage
- Increase landscape health



# WeatherTRAK® Mobile

Smart Water Management On the Go

- Mobile access and real-time control for the field team and managers
- Site Map with Asset Management, GPS location & Point to point travel directions
- Instant data sharing between Mobile App and WeatherTRAK Central
- Spanish Language support



*“After we installed WeatherTRAK, it was as if we hired a couple of new employees to help out”*

– Irrigation Foreman, Davis School District



WeatherTRAK®

# WeatherTRAK® Central

Cloud-Based Central Control



## WeatherTRAK®

Home | Controller List | Manage | Program | Manual | Alerts | Reports | Water Budgeting | Preferences

Wednesday, October 06, 2011 | Hello, Jason LeRue | Sign Out | Help

---

### Manage a Controller

Go To Controller

---

#### Quick Links

- View All Controllers
- Set Rain Pause
- Manage Controller Schedule
- Program Controller
- View Rain/Time Irrigation Operating Status
- Run Manual Irrigation
- View Active Alerts
- Manage Alert Notifications

---

#### What's New

WeatherTRAK.net Central 7.0 Released - Smart irrigation, made simple from the internet.

Automated Site Monitoring

Online Troubleshooting & Diagnostics

Central Account and Site Management

---

#### Customer Services

**Open Hours:**

Mon: 7:00 am - 6:00 pm

Tue: 7:00 am - 6:00 pm

Wed: 7:00 am - 6:00 pm

Thu: 7:00 am - 6:00 pm

Fri: 7:00 am - 6:00 pm

### Account Summary

■ 523 Total Controllers | ■ 209 Active Alerts

#### Controller Status Summary

Status	Count
Manual Irrigation	0
Paused	500
Off	5
Shut-down	0
Offline	18

#### Alert Categories Summary (144 Controllers Affected)

Category	Count	Percentage
System	150	10%
Cycles	21	15%
Program	0	0%
Anomaly	0	0%

Total Major Alerts: 171  
Total Active Alerts: 209

---

### Major Alerts

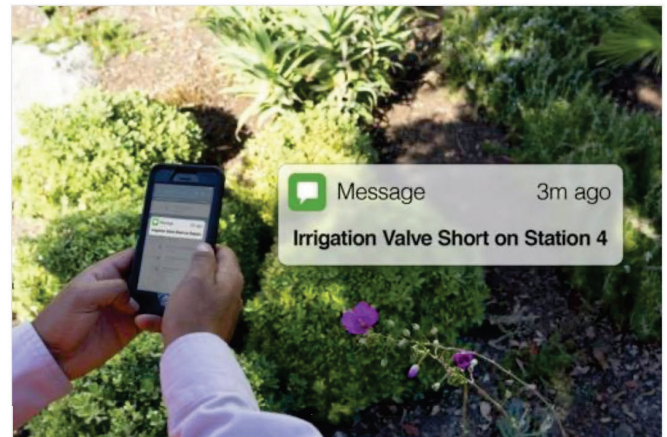
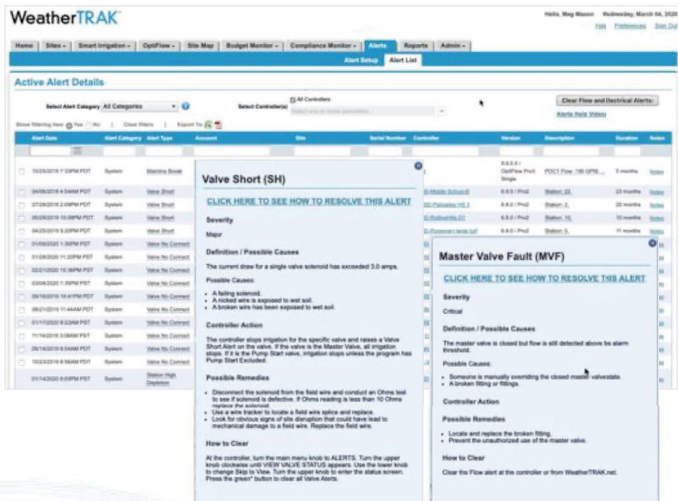
■ 171 Major Alerts

Show filtering item Yes No | Clear filters | Export To: [icon]

Issues	Alert Date (PST)	Account	Site	Controller	Serial Number	Duration
<a href="#">View Issue</a>	Tuesday, October 04, 2011	City of Santa Clara	Santa Clara	CSC-26147-WebBas	00004793	11 hours
<a href="#">View Issue</a>	Tuesday, October 04, 2011	City of Santa Clara	Santa Clara	CSC-708-Controller-32	07070986	24 hours
<a href="#">View Issue</a>	Monday, October 03, 2011	City of Santa Clara	Santa Clara	CSC-708-Controller-32	07090200	44 hours
<a href="#">View Issue</a>	Thursday, September 15, 2011	City of Santa Clara	Santa Clara	CSC-748-Controller-22	07090809	20 days
<a href="#">View Issue</a>	Friday, September 30, 2011	City of Santa Clara	Santa Clara	CSC-748-Controller-73	07090772	5 days

# WeatherTRAK® Central

## Alerts & Notifications



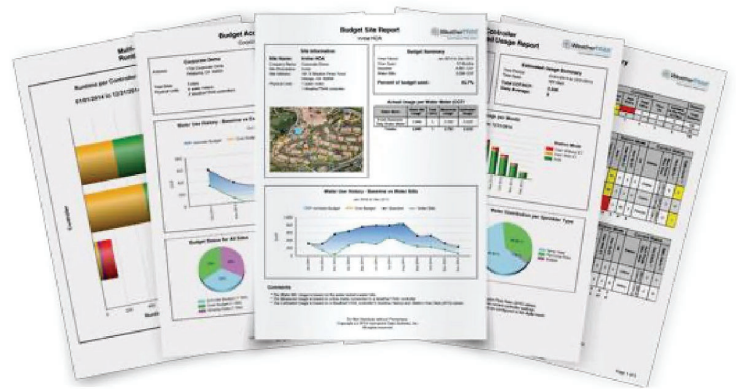
- Customizable alerts & notifications
- Take action immediately, before it becomes catastrophic

- Can integrate with existing BMS via WeatherTRAK API

# WeatherTRAK® Central

Cloud-based Central Management and Reporting

- Remote access and control
- Daily weather service – ET Everywhere™
- Single site and portfolio dashboard view
- Data integration with EMS/BMS via API



# WeatherTRAK® Central

Customized Alerts & Reports

Home | Controllers | Manage | Program | Manual | Alerts | Reports | Budget Manager | Sites | Preferences | More

Wednesday, January 22, 2014 Hello, Ed Ho

### Edit Report Subscription

Description \*

Schedule Details

Scheduled Report Time

Report Subscription Start Date \*

Send on the following days
  Sun
  Mon
  Tue
  Wed
  Thu
  Fri
  Sat

Send on day(s) of month  Example: 1, 3-5 (30 and 31 not allowed)

Email Settings

Use (,) to separate multiple e-mail addresses.

To \*

Cc

Bcc

Email Subject

Email Body

Comment

**Multi-Controller Setting Change Report**

The Multi-Controller Setting Change Report provides the ability to track section level programming changes made to multiple controllers. The report includes a graphical chart and easy to read summary table of all the changes made to the user selected set of controllers for the selected time period. This report can easily be exported to Excel. This report only supports time periods after Jan. 1, 2011.

Select Controller(s)  All Controllers

Select one or more

Select Time Period

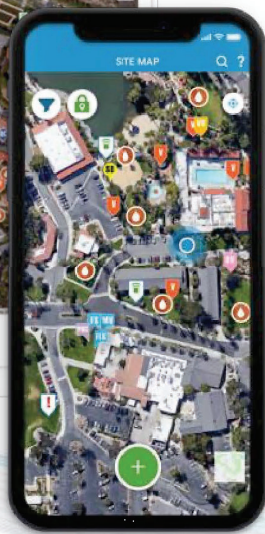
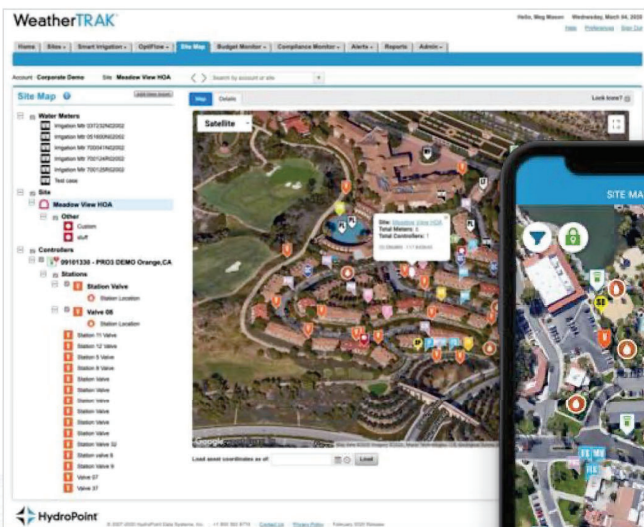
Select Date Range

Show

- Customizable reports
- Can be instantly created or automatically generated
- User subscribed

# WeatherTRAK® Central

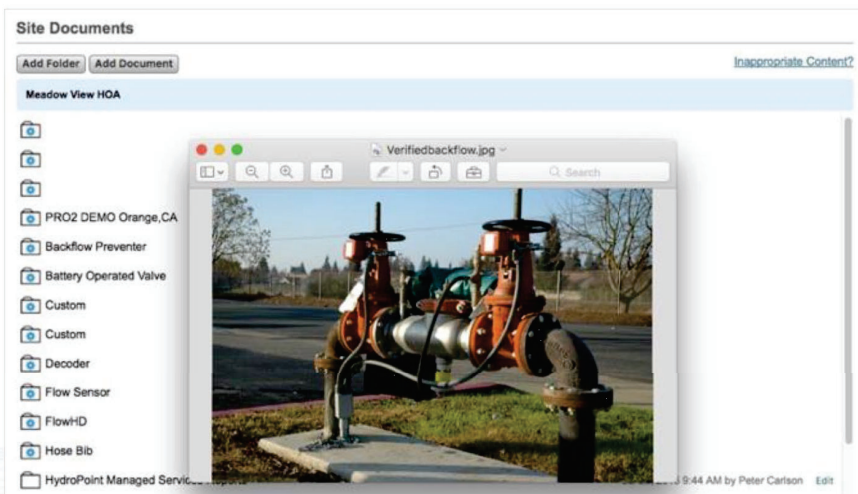
## Site Map - Asset Manager



- Track assets and locations
- Include notes & photos
- Creates an “as-built” of your site
- Integrates in real-time with Mobile App

# WeatherTRAK® Central

Document & Image Library



- Never lose irrigation documents again
- Save irrigation documents and photos in the cloud
- Share data between field and office in real-time



# Savings Analysis

## SITE MAP: Sample Property

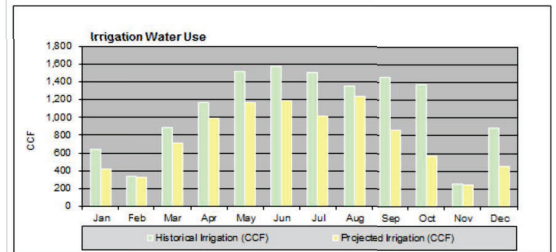


■ Estimated Landscape Area  
— Mapping Boundary

Source: Bing Maps 10.28.14

## USAGE & COSTS: Historical / Projected

eaves Carlisle	HISTORICAL CONSUMPTION												Totals
	2014	2014	2014	2014	2014	2014	2014	2014	2014	2013	2013	2013	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
02019600-03	09	83	173	231	278	308	273	345	338	223	76	133	2,590
02018300-08	30	20	105	150	152	169	148	112	202	200	2	67	1,405
02017800-09	72	32	97	149	253	208	168	158	215	232	30	102	1,716
02019450-03	30	14	44	58	81	81	76	85	62	87	2	31	651
02020800-07	165	100	220	209	339	294	314	241	276	214	17	242	2,691
02018700-07	152	36	101	116	108	123	119	100	135	197	8	184	1,379
02017200-09	83	41	103	148	203	227	208	207	131	120	104	96	1,673
02018200-06	30	11	38	42	67	102	196	105	103	98	17	23	812
<b>Historical Irrigation (CCF)</b>	<b>639</b>	<b>337</b>	<b>882</b>	<b>1,163</b>	<b>1,521</b>	<b>1,572</b>	<b>1,502</b>	<b>1,353</b>	<b>1,462</b>	<b>1,371</b>	<b>256</b>	<b>889</b>	<b>12,947</b>
HISTORICAL COSTS													
02019600-03	\$291	\$350	\$730	\$975	\$1,173	\$1,220	\$1,152	\$979	\$1,403	\$925	\$315	\$562	\$10,066
02018300-08	\$160	\$94	\$443	\$633	\$819	\$713	\$625	\$473	\$838	\$830	\$286	\$278	\$6,153
02017800-09	\$304	\$135	\$409	\$629	\$1,008	\$878	\$709	\$667	\$892	\$963	\$125	\$423	\$7,201
02019450-03	\$127	\$59	\$186	\$245	\$342	\$342	\$321	\$359	\$257	\$361	\$120	\$129	\$2,847
02020800-07	\$696	\$422	\$928	\$1,135	\$1,431	\$1,241	\$1,325	\$1,011	\$1,145	\$888	\$374	\$1,604	\$11,007
02018700-07	\$641	\$152	\$426	\$490	\$456	\$519	\$502	\$422	\$560	\$818	\$33	\$764	\$5,783
02017200-09	\$350	\$173	\$435	\$625	\$857	\$958	\$878	\$874	\$544	\$498	\$502	\$407	\$7,099
02018200-06	\$127	\$46	\$165	\$177	\$283	\$430	\$827	\$443	\$427	\$407	\$75	\$133	\$3,540
<b>Historical Irrigation Costs</b>	<b>\$2,691</b>	<b>\$1,422</b>	<b>\$3,722</b>	<b>\$4,908</b>	<b>\$6,419</b>	<b>\$6,300</b>	<b>\$6,338</b>	<b>\$5,233</b>	<b>\$6,067</b>	<b>\$5,690</b>	<b>\$1,869</b>	<b>\$3,689</b>	<b>\$54,295</b>
PROJECTED CONSUMPTION													
Projected Irrigation (CCF)	417	325	709	994	1,161	1,195	1,020	1,239	895	574	242	452	9,192
Projected Savings (CCF)	222	12	173	169	360	377	482	314	567	797	14	437	3,755
PROJECTED COSTS													
Projected Irrigation Costs	\$1,748	\$1,364	\$2,974	\$4,166	\$4,869	\$5,013	\$4,276	\$5,196	\$3,628	\$2,436	\$1,013	\$1,895	\$38,547
Projected Savings (\$)	\$942	\$49	\$726	\$711	\$1,509	\$1,080	\$2,023	\$1,140	\$2,503	\$3,343	\$90	\$1,833	\$15,747



# Next Steps

- Send in your water bills
- HydroPoint will create HA report
- Site selection
- Pilot

**ESTIMATED WATER SAVINGS**

Project Name:  
Sample Property

Estimated savings using WeatherTRAK ET irrigation controllers:

Estimated Irrigated Landscape Size	10.2 acres
Average Cost of Water	\$4.19/CCF
Turf/Shrub/Low Water Use Plant Ratio	5/45/50
Historical 12 months Water Usage (12,947 CCF)	\$54,295
Projected 12 months Water Usage (9,192 CCF)	\$38,547
WeatherTRAK Savings (3,755 CCF)	\$15,747
Environmental Impact, Gallons Saved 1 <sup>st</sup> Year	2,808,798
Savings 29%	

Estimation uses the following parameters:

- Historical ET data by zip code
- Size of landscaped area
- Water rate
- Percentage of turf/shrubs/low water use

	Annual	Ten Years
<b>SAVINGS: 34%</b>		
WeatherTRAK Savings	\$9,958	\$99,584
Environmental Impact, Gallons Saved	2,294,816	22,948,157

**Site Details**

Estimated Irrigation Landscape Size	4.3 Acres
Average Historical Cost of Water	\$0.00434/Gallon
Turf/Shrub/Low Water Use Plant Ratio	37/57/7
Historical 12 months Water Usage (6,714,796 Gallons)	\$29,139
Projected 12 months Water Usage (4,419,980 Gallons)	\$19,181
WeatherTRAK Savings (2,294,816 Gallons)	\$9,958

Disclaimer: Estimated savings based on the assumptions. Actual savings may differ from the estimated savings. Savings are calculated using an acreage estimate, turf/shrub/low water plant ratio, water rate and annual consumption. Acreage and turf/shrub/low water plant ratios are estimated using online mapping tools: Bing and Google Maps. Proj consumption is calculated from acreage and daily ET from the WeatherTRAK Climate Center aligned to historical consumption dates.

Smart Organizations Rely On HydroPoint for One Powerful Reason:

**We partner with you to understand your water management needs and challenges and the outcomes you require.**



# Town of Discovery Bay

*“A Community Services District”*

## STAFF REPORT

**Agenda Title:** Discussion and Possible Feedback to Approve Agreements with Monarch Landscape/Jensen Landscape Companies for Landscape Improvements on the South Point Islands and Cabrillo Point Islands.

**Meeting Date:** November 6, 2024

**Prepared By:** Monica Gallo, Landscape Manager

**Submitted By:** Dina Breitstein, General Manager

---

### RECOMMENDED ACTION:

Provide feedback regarding the approval of the agreements with Monarch Landscape/Jensen Landscape Companies for landscape improvements on the South Point Islands for an amount of \$45,502.96, plus 15% Contingency, with a Not to Exceed Amount of \$52,328.00 And the Cabrillo Point Islands for an amount of \$76,598.57, plus 15% Contingency, with a Not to Exceed Amount of \$88,088.00.

---

### EXECUTIVE SUMMARY:

Zone 8 consists of several landscape islands at the end of residential cul-de-sacs that are estimated to be 25-30 years old and have had no improvements since that time.

- South Point
- Cabrillo Point
- Laguna Court
- Discovery Point
- Willow Lake Court – small
- Willow Lake Island - large

Staff have a plan to work our way through these islands as budgeting allows us to re-landscape and install drip irrigation to these aging areas. Improving our landscaping can not only increase property values, but also demonstrate the pride we have in our Town.

South Point and Cabrillo Point each have two landscape islands at the end of the points. Included with this report are current pictures of the condition of the South Point Islands and Cabrillo Point Islands as well as pictures of our proposed landscape improvements.

Staff received proposals from Monarch Landscape/Jensen Landscape Companies in the amount of \$45,502.96 for the South Point Islands and \$76,598.57 for the Cabrillo Point Islands through its OMNIA cooperative agreement (District's OMNIA participant ID #1029102, Monarch Landscape /Jensen Landscape Companies participant ID #5480782). Cooperative agreements are allowed by District's Policy 011 Purchasing and Procurement.

---

**FISCAL IMPACT:**

To Be Determined.

---

**PREVIOUS RELEVANT BOARD ACTIONS FOR THIS ITEM:**

None.

---

**ATTACHMENTS:**

1. Current Pictures of South Point Islands.
2. Current Pictures of Cabrillo Point Islands.
3. Monarch Landscape/Jensen Landscape Companies Designs and Proposals.

**South Point Islands**



**Cabrillo Point Islands**







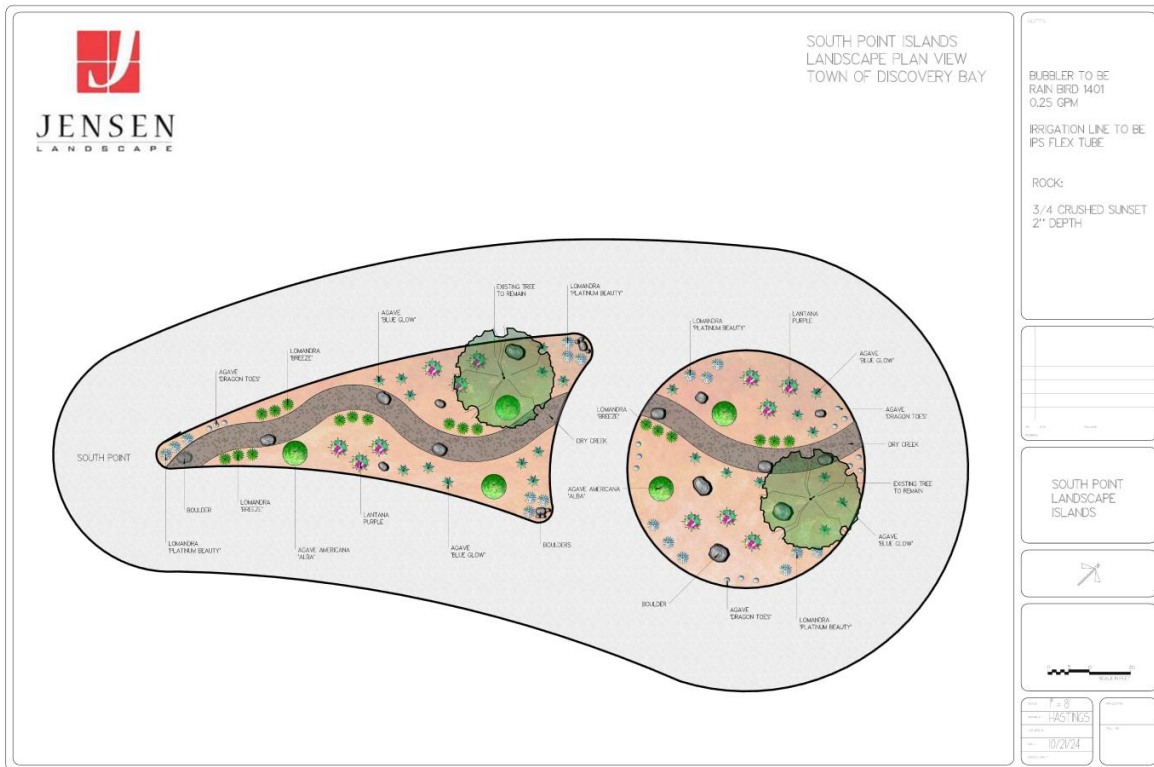
October 22, 2024

**Site: TOWN OF DISCOVERY BAY**  
**JLS Job #: South Point Island**  
**Re: Landscape and Irrigation Upgrades**

Dear Monica,

Thank you for allowing Jensen Landscape Services the opportunity to provide you with this proposal. We propose to provide all labor, material, and equipment necessary to complete the following scope of work with the noted qualifications and exclusions.

**Scope of work: Install new plantings, drip irrigation and install sunset rock**



- Clear and grub landscape and haul away debris
- Change 1 each irrigation valve to drip
- Install IPS Drip Irrigation System with Bubblers
- Install 18 each 3-gallon Lomandra ‘Platinum Beauty’
- Install 18 each 1-gallon Lomandra ‘Breeze’
- Install 15 each 2-gallon Agave ‘Dragon’s Toes’
- Install 21 each 5-gallon Agave ‘Blue Glow’
- Install 5 each 15-gallon Agave americana ‘Alba’
- Install 12 each 5-gallon Lantana trailing purple
- Install Dry Creek composed of three sizes of cobblestones
- Install 4.5 yards of 4” x 6” cobblestone

- Install 4.5 yards of 2” x 4” cobblestone
- Install 1.25 yards of 1” x 2” cobblestone
- Install water permeable landscape fabric
- Install 26 cubic yards of ‘Sunset’ ¾” rock
- Clean up job related debris and haul away

Cost .....\$45,502.96

Approval Signature

Date

**Plant Palette**



**Lomandra longifolia  
‘Breeze’  
Dwarf Mat Rush**



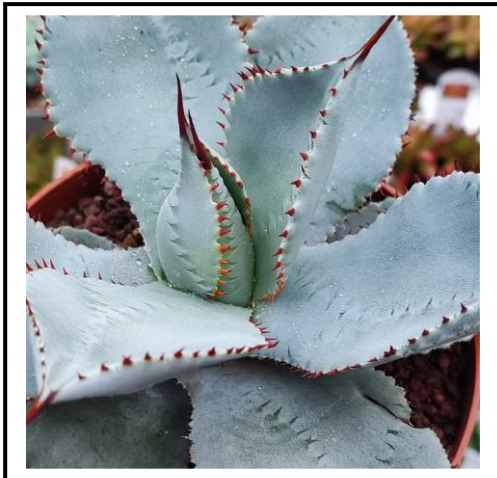
**Lomandra longifolia  
‘Platinum Beauty’  
Variegated Mat Rush**



**Lantana montevidensis  
'Sellowiana'  
Purple Trailing Lantana**



**Agave americana var. medio-  
picta 'Alba'  
White Striped Century Plant**



**Agave Pygmaea  
'Dragon Toes'  
Dwarf Agave**



**Agave x Blue Glow  
'Blue Glow'  
Dwarf Blue Agave**



**Sunset Rock**  
**¾ inch**  
**Crushed Sunset Rock**

Thank you again for the opportunity to present our budget to you. If you have any questions, please contact me at your earliest convenience.

**Qualifications:**

1. Assumes no underground utilities or other underground obstructions are in conflict with the work to be performed by Jensen Landscape Services or its subcontractors. If there are, or the client suspects that there may be, they are to be located by others prior to start of work.
2. Assumes all irrigation wires and valves are available and in good, operating condition and can accommodate the above enhancements. This includes new and modified irrigation.
3. Layout, supervision, and quality control measures are included in the program.
4. Photos do not represent actual sizes of installed plants nor year-round color.

**Exclusions:**

Jensen Landscape Services is not responsible for permits, fees, damage to underground utilities not located prior to start of work, backflow preventer unit, drainage system installation, viability of transplanted plants, repair of damaged hardscape beyond our control, and other unknown items not shown on client-submitted, as-built drawing.

Sincerely,  
Rhett Hastings  
Senior Project Manager  
Cell: (925) 315-0267  
Email: [Rhett.hastings@jensencorp.com](mailto:Rhett.hastings@jensencorp.com)



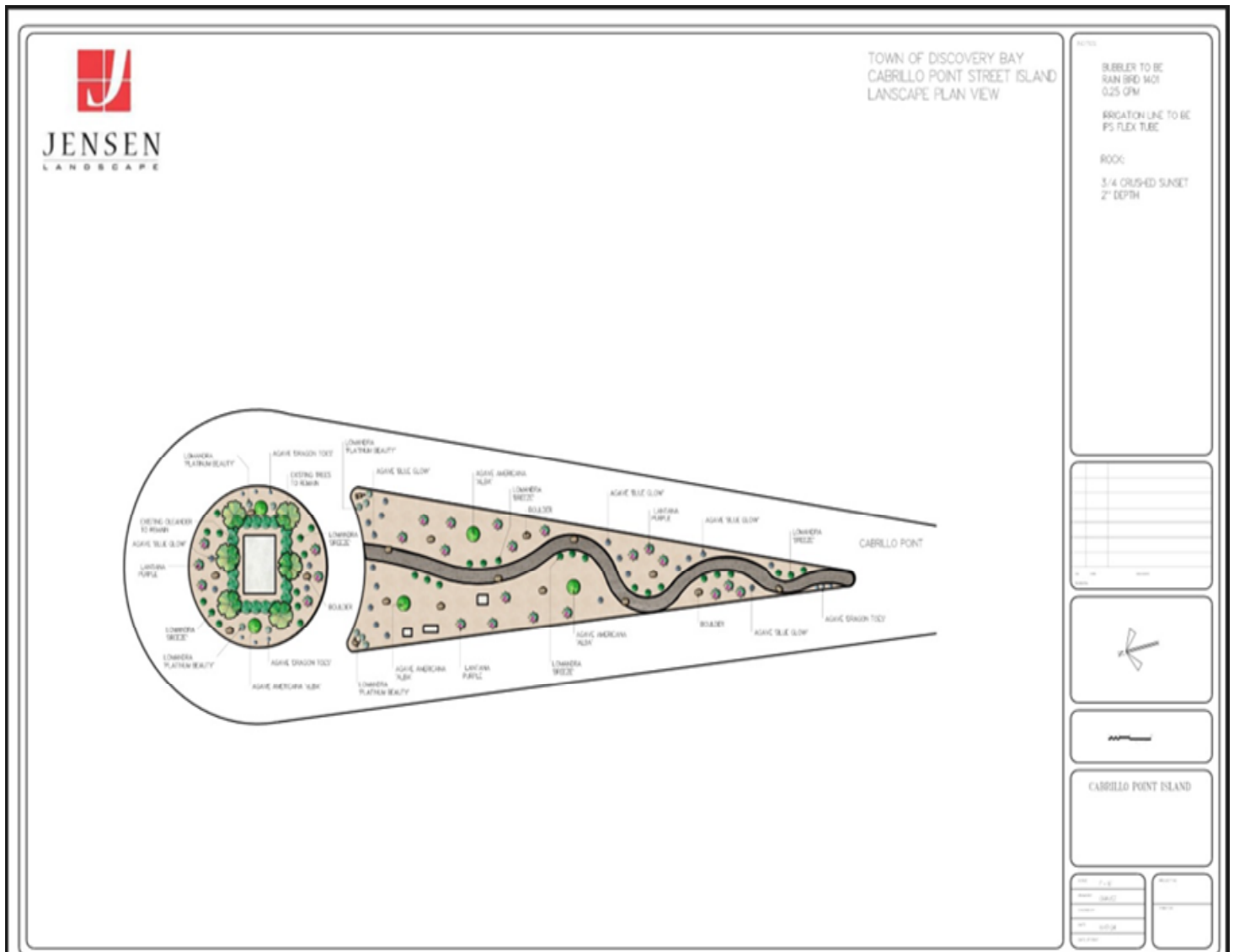
October 22, 2024

**Site: TOWN OF DISCOVERY BAY**  
**JLS Job #: Cabrillo Point**  
**Re: Landscape and Irrigation Upgrades**

Dear Monica,

Thank you for allowing Jensen Landscape Services the opportunity to provide you with this proposal. We propose to provide all labor, material, and equipment necessary to complete the following scope of work with the noted qualifications and exclusions.

**Scope of work: Install new plantings, drip irrigation and install sunset rock**



- Clear and grub landscape and haul away debris
- Hard prune existing white oleanders
- Change 3 each irrigation valves
- Curve dipping
- Install 4x8 cobblestone (dry creek)
- Install 2x4 cobblestone (dry creek)
- Install 1x2 cobblestone (dry Creek)
- Install 22 each 5 gallon Agave Blue
- Install 9 each 2 gallon Agave Dragon Toes
- Install 10 each 1-gallon Lomandra ‘Platinum Beauty’
- Install 5 each 15 gallon Agave Americana Alba
- Install 30 each 1-gallon Lomandra ‘Breeze’
- Install 24 each 5-gallon Lantana trailing purple
- Install water permeable landscape fabric
- Install 63 cubic yards of ‘Sunset’ ¾” rock
- Clean up job related debris and haul away

Cost .....\$76,598.57

Approval Signature

Date

**Plant Palette**



**Lomandra longifolia  
‘Breeze’  
Dwarf Mat Rush**



**Lomandra longifolia  
‘Platinum Beauty’  
Variegated Mat Rush**



**JENSEN**  
LANDSCAPE



# MONARCH

LANDSCAPE COMPANIES



**Agave americana var. medio-picta 'Alba'**  
**White Striped Century Plant**



**Lantana montevidensis 'Sellowiana'**  
**Purple Trailing Lantana**



**Agave x Blue Glow 'Blue Glow'**  
**Dwarf Blue Agave**



**Agave Pygmaea 'Dragon Toes'**  
**Dwarf Agave**



**JENSEN**  
LANDSCAPE



**MONARCH**  
LANDSCAPE COMPANIES



**Sunset Rock**  
**¾ inch**  
**Crushed Sunset Rock**





**Qualifications:**

1. Assumes no underground utilities or other underground obstructions are in conflict with the work to be performed by Jensen Landscape Services or its subcontractors. If there are, or the client suspects that there may be, they are to be located by others prior to start of work.
2. Assumes all irrigation wires and valves are available and in good, operating condition and can accommodate the above enhancements. This includes new and modified irrigation.
3. Layout, supervision, and quality control measures are included in the program.
4. Photos do not represent actual sizes of installed plants nor year-round color.

**Exclusions:**

Jensen Landscape Services is not responsible for permits, fees, damage to underground utilities not located prior to start of work, backflow preventer unit, drainage system installation, viability of transplanted plants, repair of damaged hardscape beyond our control, and other unknown items not shown on client-submitted, as-built drawing.

Sincerely,  
Rhett Hastings  
Senior Project Manager  
Cell: (925) 315-0267  
Email: [Rhett.hastings@jensencorp.com](mailto:Rhett.hastings@jensencorp.com)