



**GS-06-F-0037-M
FOR SIN 371-001, 371-002, 811-002**

Dated: January 20, 2010

ABOUT OUR COMPANY

Byrd Enterprises incorporated in North Carolina. Our company began in 1977 on Pope Air Force Base. We have held continuous contracts for the past 30 years in various locations around the country. Here is a brief summary of the achievements we have made:

During the late 1970's and entirely through the 1980's, we held the Military Family Housing Maintenance Contract on Pope Air Force Base as the prime contractor.

From 1989 through 1993 we were the prime contractor on the Protective Coatings Maintenance Contract on Pope Air Force Base.

From 1992 through 1993 we held the Base-Wide Pavement Contract on Pope Air Force Base.

From 1994 through 1996 we successfully completed Contract Actions (small construction projects) totaling over \$1,000,000.00.

From 1996 through 2001 we held the Grounds Maintenance Service Contract at Pope Air Force Base as the prime contractor.

In 1998 through 2001 we were awarded the Grounds Maintenance Contract at Malmstrom Air Force Base. During this period they won two Installation Excellence Awards bringing in approximately \$250,000.00 for quality of life projects.

In 2002 we were awarded a landscaping contract in Chicago, Illinois covering approximately two city blocks in the Downtown area. We are currently starting our fourth option year and have additional areas of maintenance and landscape design in that region.

In 2003 we were awarded the Total Grounds Maintenance Contract at Dayton National Cemetery in Dayton, Ohio. We are currently starting our third option year.

In 2005 we were awarded a unique tree job at a Historical Battlefield in Richmond, Virginia.

In 2005 we were also awarded the Tree Trimming and Removal Contract at Dover Air Force Base in Delaware.

In March of 2006 we received the GSA Small Business of the Year Award nationwide.

In 2006 we were awarded multiple year Grounds Maintenance Contracts in Indiana, Kentucky and Tennessee.

In 2006 we were awarded the Total Maintenance Contract for Raleigh National Cemetery, NC to include Janitorial and Internments.

In 2006 we were awarded the Total Grounds Maintenance Contract for McChord Air Force Base, Washington State.

In 2007 we were awarded the Total Grounds Maintenance Contract for Altus Air Force Base, Oklahoma.

In 2008 we were awarded a total Grounds Maintenance Contract for Langley Air Force Base, Virginia.

In 2008 we were awarded a total Grounds Maintenance Contract for Offutt Air Force Base, Nebraska.

In 2008 we were awarded a new 5 year landscaping and maintenance project in Chicago, Illinois.

In 2009 we were awarded a new 5 year total Grounds Maintenance Contract at McChord Air Force Base, Washington State.

Today our sights are set on offering our customers our GSA contract prices in the Beautification Service Center. We will be able to provide the best quality service at an affordable price nationwide to government establishments with a published price list.

We take pride in providing the best value at a fair and reasonable price and have maintained an excellent past performance rating!

HOW TO ORDER SERVICES

First: Upon request, we will do a free site visit, by mail, e-mail, or via our web site, www.byrdenterprises.net. Please include your Statement of Work (SOW), Request for Quote (RFQ), or Request for Proposal (RFP).

Second: Give us 10 business days to review your requirement and conduct a free site visit.

Third: Receive your assessment report with the category assessed.

Fourth: Evaluate your price and place the delivery order.

Fifth: Send us a copy of your delivery order.

ORDERING INFORMATION FOR ACTIVITIES

Special Item Number(s) 371-001 Grounds Maintenance, 371-002 Tree Planting/Trimming/Removal, and 811-002 Complete Facilities Maintenance

Contractor Information: Byrd Enterprises Unlimited, Inc.
18 6th Street No. Suite 201
Great Falls, Mt. 59401

Telephone: (406) 771-9233
Fax: (406) 771-9016
Administrator: Polly Byrd

Web Site: <http://www.byrdenterprises.net>
E-mail: beu@byrdenterprises.net
EIN #: 56-1188097
CCR: 0D8C0
Business Size: Small

1. TABLE OF AWARDED SPECIAL ITEM NUMBERS (SIN's):
(Government price based on a unit of one)-See Attachment 1 "List Price"
2. Maximum Order*: \$750,000.00
- 3.

*If the "best value" selection places your order over the Maximum Order, identified in this catalog/price list, you have an opportunity to obtain a better schedule contract price. Before placing your order, contact the aforementioned contractor for a better price. The contractor may (1) offer a new price for this requirement (2) offer the lowest price available under this contract or (3) decline the order. A delivery order that exceeds the maximum order may be placed under the Schedule contract in accordance with FAR 8.404.

4. Minimum Order: \$50,000.00
5. Geographic Coverage: Domestic Delivery Only (48 contiguous states)
6. Point(s) of Production: N/A
7. Basic Discount from list prices: 5% on 4th and 5th year of continued service
8. Price Discounts: N/A
9. Prompt Payment Terms: 1%10 days, Net 30 (For GSA Customers)
10. Government Purchase Cards Accepted: Yes (Micro Purchase Threshold)
11. Foreign Items: N/A
12. Time of Delivery After Receipt of Order (ARO):
Normal: 30 Days ARO
Emergency: Within 20 day ARO for in stock at time of order.
13. FOB Point: N/A
14. Ordering Address:
Byrd Enterprises Unlimited, Inc.
18 6th Street N., Suite 201
Great Falls, MT 59401
15. Payment Address: Same as Above
16. Warranty provision: 30 days (re-performance if not satisfied)
17. Export Packing Charges: N/A
18. Terms and Conditions of GCCC Acceptance: No purchases above the micro-purchase level
19. Terms and Conditions of Rental, Maintenance, and Repair: N/A
20. Terms and Conditions of Installation: Standard Commercial Warranty of all installed parts and items
21. Terms and Conditions of Repair Parts Indicating Date of Parts Price-lists and any Discounts from List Prices (If Available): N/A
- 21(a) Terms and Conditions for any other Services: 30 days
22. List of Service and Distribution Points: N/A
23. List of Participating Dealers: N/A
24. Preventive Maintenance: N/A

25. Environmental Attributes, e.g., Recycled Content, Energy Efficiency, and /or Reduced Pollutants: Follow all EPA, OSHA and Regulatory programs.
26. DUNS Number: 097601108
26. Central Contractor Registration (CCR): 0D8C0

OFFER

Byrd Enterprises is proud to offer convenient pricing and service options to our government customers. You must utilize one of the packages or a combination of itemized services to establish a minimum order of \$50,000.00 per year. We listed areas we thought were most widely used by military bases, yet tried to remain flexible for other government agencies. You will find our prices attached and our main packages listed at the beginning. These packages are what we encourage our customers to order initially, and many additional services are included in each package.

Our offer is based on a comparison of our work history and cost associated with previous contracts {Malmstrom AFB (F46204-98-D-0808) and Pope AFB (F3601-01-D0001)} along with smaller projects accomplished therein. We used these two projects, being that they were similar in acreages and tasks under the Statements of Work (SOW). We used a cost estimate basis for equipment, labor, material, overhead, and profit to arrive at a price based on the wage rate for Pope Air Force Base. From that standard we decreased our labor rate at increments of each wage category using the median wage rate. We included the dollars for wage benefits since we pay in accordance with the Service Contract Act. We will educate our customers on using our pricing guide and how to find the proper rate and price for their area. We believe this would be the most honest and equitable way to address changes to the wage/benefit later.

Discount, Concessions, Terms and Conditions Offered to GSA

We anticipate a contract with the interested parties to last 3 or more years. Taking that into consideration, we will discount our prices 5% on the 4th and 5th year. We guarantee our work and follow commercial standard practices in accordance with the Professional Grounds Maintenance Society Guide (PGMS), and National Arborist Association. If customers are not satisfied with our performance, the job is redone at no additional cost to the government. We have, at times, performed additional services for free. Our reputation is our key and we believe that our word is our bond.

Prompt Payment Discount Terms: 1% 10 Days, Net 30 (for GSA Customers)

Levels: Each site is topographically different and to give a fixed price site-unseen is a risk to both parties. Therefore, we have established a rating level system to help offset risk and price. We have placed 5 levels of effort on the price list, with 1 being the least amount of effort required to complete the project, and 5 the greatest. We determine the levels of effort required for each project by sending a team for a site visit. They complete a site visit survey form and address several grounds maintenance concerns. They use their expertise and judgment to evaluate the project and rate it. The team then compares and discusses the survey forms to come up with an overall rating. There are two factors that can affect the rating. First is the amount of detailed areas that would influence equipment and labor force. Second are the Statement of Work (SOW) and the current condition of the site. If a large effort is required to get the area to the desired standard, then this would influence the level. The customer can accept the level of effort rating or negotiate a lower level. The level must be mutually agreed upon before start of work.

From our experience in grounds maintenance and government contracts we have established five packages that could be used independently or together. A customer must order at least one package to be able to order other listed services. Each package is based on a yearly price by acreage. Our five packages are Residential, Industrial, Airport, High Visibility, and National Cemeteries.

0001 Package (Residential) This package offers the best value to agencies and meets all Professional Grounds Maintenance Society standards (PGMS). We will maintain grass height at 2 to 4 inches (including seed heads), and remove all grass clippings. Trim to a uniform standard, around poles, trees, walkways, parking lots, curbs, fence lines, buildings and fire hydrants. Edging of sidewalks, driveways, and curbs, will be maintained within .5 inches and to a depth of 2 inches, IAW PGMS standards. Crack grass removal from walkways, driveways and parking lots is an added benefit. Fertilize and herbicide as needed IAW PGMS standards and a soil test completed and result provided once a year. Policing grounds on a daily basis to keep area looking clean and green is included in this package. Trees will be pruned for safety issues that are lower than 8' over sidewalks and 12' over driveways. In addition to tree maintenance all suckers will be cut back. Culvert and ditchlines that have vegetation growth will not exceed the height of the surrounding areas. Flower and shrub beds will be maintained to ensure they are weed and debris free. Also included in flower and shrub bed maintenance, bedding will be replenished as needed to ensure aesthetic appearance. Shrubs located within the improved grounds map will be pruned as required. Any playgrounds or recreational areas located under the improved grounds will be maintained to an adequate depth by replenishing, sand, gravel, pine bark or wood chips in the area and will be weed free. Trash cans and debris will be picked up on a regular schedule.

0002 Package (Industrial) this package offers a grass height being maintained between 7" – 14" inches, including seed heads. Trimming around poles, trees, walkways, curbs, fencelines, buildings and fire hydrants as needed to match the surrounding terrain. Culvert and ditchlines that have vegetation growth will not

exceed the height of the surrounding areas. This package only includes policing of man-made debris.

0003 Package (Airport) This package offers basic airfield mowing/trimming between taxiways and runways. The height will be maintained at the Industrial level and will be IAW airfield management and aviation regulations. Coordination with airfield operations and supervisor on-hand to direct crews as needed. All airfield policies and procedures will be adhered to.

0004 Package (High Visibility) this package is the most intense grounds maintenance package we offer. This package encompasses all the areas of package 0001 Residential plus additional service. The suggested use of this package would be for those areas that experience high traffic of dignitaries or distinguished visitors. Exterior museums, headquarter buildings, courthouses, and main entrances to installations are some of the suggested areas. The “High Visibility” package offers all those amenities of the “Residential” package with additional cuttings ensuring grass height remains consistent, plus power raking, aerating and verti-cutting. We irrigate on a regular schedule to ensure the optimal appearance of a highly maintained area either by an automatic irrigation system or manual watering as needed. Extra care is given to shrub beds and planters by ensuring plants/flowers maintain a healthy and natural appearance. A dedicated, professional gardener will provide guidance on how to best utilize areas and will present landscaping ideas and plans. We will dedicate quality personnel for these areas for daily maintenance.

0005 Package (National Cemeteries) this is a very special package that we offer for complete grounds maintenance (mowing, trimming, edging, etc.) of National Cemeteries. Due to the nature, honor, and respectability of these national shrines, special regards are taken in the hiring of personnel by our company to ensure highest levels of reverence are maintained. Emphasis is placed on being mobile, versatile, and readily available to cooperate with cemetery personnel so as not to interfere with the daily operations (funeral ceremonies, memorial services, parades, grieving individuals, etc.) Special care and efforts are required in moving and replacing floral and commemorative items. Many areas are considered High Visibility area, and will be treated and maintained with utmost importance.

Ordered Services/Individual Priced

0005AA Sports Field Maintenance: The field will be maintained at a height that is standard for that particular sports field. Football, soccer, and ball fields will be chalk lined. Ball field infields will be dragged and hand-raked as required. If no automatic system is installed, manual irrigation will be provided. This is priced out per event and a schedule should be provided to us with the Statement of Work. An accurate schedule should be provided 5 days prior to event.

0005AB MSA/WSA (High Security Areas): This price includes the coordination, processing of paperwork, personnel, and equipment to enter and exit these secure areas. We ensure only the most reliable personnel work in these areas and maintain the area to standards set by your local policies. We place this area as our top priority

over all other grounds maintenance work and partner with the user in scheduling services.

0005AC Plant Tree up to 4" Diameter: This includes digging, deep watering, and placing guide cables to ensure straight planting. This includes a deciduous tree that is common to that environment and planted in the proper time frame to ensure survivability. The job is guaranteed for 1 growing season after planting. **If requesting a special or ornamental import this line item cannot be used.**

0005AD Plant Tree 4" to 8" This includes digging, deep watering, and placing guide cables to ensure straight planting. This includes a deciduous tree that is common to that environment and planted in the proper season to ensure survivability. The job is guaranteed for 1 growing season after planting. **If requesting a special or ornamental import this line item cannot be used.**

0005AE Remove Tree < 6" Diameter: This includes removal, disposal, and stump grinding to 6" from surface IAW National Arborist Association (NAA), topsoil and seed planted.

0005AF Remove Tree > 6" Diameter This includes removal, disposal, and stump grinding to 6" from surface IAW National Arborist Association (NAA), topsoil and seed planted.

0005AG Hazardous Tree Removal < 6" Diameter: Remove trees 6 inches or smaller, located in high risk or remote areas with limited accessibility.

0005AH Hazardous Tree Removal > 6" Diameter: Remove trees greater than 6 inches, located in high risk or remote areas with limited accessibility.

0005AI Mow/Trim MFH Vacant Qrts. (<6"): This service gives vacant homes that well-maintained appearance 2"- 4" cut. Yard will be mowed, trimmed, and edged as needed. Any loose debris along with grass clippings will be disposed of.

0005AJ Mow/Trim MFH Vacant Qrts (>6") this service gives vacant homes that has been left neglected that well maintained appearance. Yard will be mowed, trimmed, and edged as needed. Any loose debris along with grass clippings will be disposed of. Most often we need to mow and rake this area twice to get it within standards.

0005AK Plant Shrub < 10 gal: This service includes the cultivation of the ground and placing the shrub in a position that best presents its beauty and natural growth pattern. It includes planting a deciduous shrub (i.e. juniper, hydrangea, spirea), in market season for that region. **If requesting a special or ornamental import this line item can not be used.**

0005AL Plant Shrub > 10 gal: This service includes the cultivation of the ground and placing the shrub in a position that best presents its beauty and natural growth pattern. It includes planting a deciduous shrub (i.e. juniper, hydrangea, spirea), in

market season for that region. **If requesting a special or ornamental import this line item can not be used.**

0005AM Remove Dead Shrub: Shrub will be removed and disposed of properly. Debris will be cleared; area back-filled with topsoil and covered to match surrounding area.

0005AN Install Irrigation System: This item gives a price for installation and parts for an irrigation system including timer. We will install and maintain this system for one full year and then the maintenance would be added to a subsequent year. Our price is based on a minimum order of 1,000 SF.

0005AO Maintain Irrigation System: This is a standard maintenance type service of irrigation systems. We bring the systems up in the spring and shut them down in the fall. This service gives the customer a specialist who ensures proper watering intervals, trouble-shooting leaks, electrical problems and repairing damaged parts. This does not include parts.

0005AP Install Planter/Flower Bed: Preparation and installation of the flower beds, to include arranging the plants/flowers in a manner that enables best growth and appearance. Cultivate the ground as needed and installing weed guard to limit weed growth. Only common plants for the area will be provided and any other ornamental or specialized plant material will be provided by the customer. If specialized plants are used it will void the standard commercial warranty on labor and materials. **If requesting a special or ornamental imported, this line item cannot be used.**

0005AQ Plant Flower Bed: Plant and maintain flowers. Prepare area by cultivating and de-weeding, ensuring optimal growth. We will water for 30 days. Plant guaranteed for 30 days or replaced free. Includes deciduous flowers, in season, at market rate. **If requesting a special or ornamental imported, this line item cannot be used.**

0005AR Plant Accent Plant Bed: Plant and maintain accent plants. Prepare area by cultivating and de-weeding ensuring optimal growth. We will water for 30 days. Plant guaranteed for 30 days or replaced free. **If requesting a special or ornamental imported, this line item cannot be used.**

0005AS Manual/Hand Water: This includes, but is not limited to, the following items: Water dispersed by water cannon, truck, garden hose, or other dispersal unit that will provide irrigation to a specific area. This is a time consuming and laborious process but provides water to areas in need. An area that needs irrigation due to reseeding, hydro-seeding or from being overly dry due to weather patterns are some reasons for this line item. This is ideal for newly demolished building sites where irrigation systems may not be in place.

0005AT Emergency and Special Events Services: This line item is a versatile task order that enables control and timing for the customer. Some of the suggested uses for this line item, but not limited to, additional mowing for distinguished visitors and

their routes, parades, retreats, open house activities, spring/fall clean up, storm damage clean up, or any other grounds maintenance related activity.

0005AU Install Sod: This includes preparation of the ground, sod material, laying of sod, rolling, watering, and warranty for the first 2 cuttings.

0005AV Install Seed: This includes preparation, seed, spreading/casting, ground covering and watering until established. This includes seed, which is current and generic to the market. Customer may specify seed type (i.e. Kentucky blue grass, rye, and crested wheat) but excludes special blends or experimental seed). This is not hydro-seeding but may be applied using that method if contractor chooses to apply in that manner.

0005AW Tree Pruning < 20" Diameter: Prune trees to a natural aesthetic look on a 3 year cycle IAW the National Arborist Association (NAA) industry standards. Remove dead or diseased limbs.

0005AX Tree Pruning > 20" Diameter: Prune trees to a natural aesthetic look on a 3 year cycle IAW the National Arborist Association (NAA) industry standards. Remove dead or diseased limbs.

0005AY Hazardous Tree Pruning > 20" Diameter: Prune trees to a natural aesthetic look, along with removal of dead or diseased limbs, located in high risk, or remote areas with limited accessibility.

0005AZ Concrete Ditch-line cleaning: This is used for those who have concrete drainage ditches located on their property. To include removal of silt, vegetation, and debris that would prevent free-flow of water through the system. These ditchlines will be cleared as needed but service will not exceed twice a year without additional cost.

SERVICE AREA CHANGES OFFERED “Cost Savings”:

These additional services are only ordered after a delivery/task order is issued and there is an increase for needed service in an area. This enables the customer an anticipated price to incorporate into the service package. We understand a large amount of time is spent in negotiating changes that occur and the government assumes the cost to those changes. With this price list we would eliminate negotiations and all those costs associated with modifications. An example would be a new sidewalk added to an area under improved grounds. This change would include additional edging and increase the level of effort associated with this area. These prices would give the user a cost adjustment to add and receive timely service without negotiations.

0006AA Edging: This is used to increase the task order cost for addition of sidewalks, curbs, and driveways that are added after the initial task order.

0006AB Tree Maintenance: This is used to add the maintenance of trees, water, fertilization, and pruning as needed on to the task order after performance has begun.

We realize that the customer may add trees to areas but don't realize the impact on the grounds maintenance performance. This also enables the ability to off-set the cost of trimming and mowing around a tree that wasn't there at the start of the contract.

0006AC Shrub Bed Maintenance: This is another area that most customers may add after the contract performance has begun and do not consider the care and maintenance after installation. This is used if the customer had taken the responsibility of installing a shrub bed outside this task order and now wants to add it to the performance of this contract.

0006AD Playground/Recreational Area Maintenance: This is used if the customer added playgrounds and/or recreational areas that were not initially on the task order. This gives a convenient way to add the maintenance and care for the park before it becomes neglected. We will maintain the area, and material within, to a uniform appearance. Washed pea gravel, sand, pine bark, wood chips raked and kept weed free. Equipment inspected for damage and lubricated to ensure free motion. Grass cut and trimmed in and around area up to 25 feet away from playground/recreational area. Trash cans empty and debris pickup on a regular basis.

0006AE Plant Bed Maintenance: This is another area that most customers may add after the contract performance has begun and do not consider the care and maintenance after installation. This is used if the customer had taken the responsibility of installing a plant bed outside this task order and now wants to add it to the performance of this contract.

0007AA Plant Bed Clearing: Removing debris, existing plants, and bushes in preparation for planting.

0007AB Stump Removal < 12" Diameter: Removing the stump by grinding and/or various methods.

0007AC Stump Removal > 12" Diameter: Removal of stump greater than 12" by grinding and/or various methods.

0008AD Stump Righting: Reposition stumps back to their upright position in order to maintain an aesthetic natural look.

0007AE, AF, AG Plant Mature Plant: Classified according to size, availability, plant type, and labor intensity.

0007AH Plant Specialty Flower/Bush: Availability, plant type and labor intensity.

0007AI Plant Mature Bulb: A bulb that has matured to blooming stage.

0007AJ Install Mulch 1"-3": Provide and install mulch up to 3" deep.

0007AK Hydro-seed: Hydro-seed lawns, ditch banks and road sides.

0007AL Trenching and Compaction: Trenching for irrigation system or low voltage lines and compaction.

0007AM Water Removal: Removal of water from low areas to storm drains.

0007AN Slab: Set forms, compact, place and finish.

0007AO Slab Demolition: Removal of slab 1” to 6” thick..

0007AP Fill Dirt: Import and place fill dirt as needed.

0007AQ Topsoil: Import and place topsoil as needed.

0007AR Dirt Removal: Removal of topsoil and/or fill dirt.

0007AS Debris Removal: Tree debris and waste material removal.

0007AT Debris Pickup (Policing): This item gives the customer a performance-based service of general trash pickup in and around specified areas to include limb and debris removal from storms and/or tree trimming.

0007AU Decorative Block Wall: Installation of decorative block used in landscaping and as security barriers.

0007AV Landscape Berms: Importing, placing, and mounding of fill dirt/topsoil, compaction and reseeding.

0007AW Permanent Bollards: Installation of permanent bollards. Reseeding and/or re-sodding the disturbed areas.

0007AX Removable Bollards: Installation of removable bollards. Reseeding and/or re-sodding the disturbed areas.

0007AY Installation of Curbing: Provide and place 6” to 18” curb standard profile.

0007AZ Selective Easement Clearings: Specialized land clearing, brush control and selective cutting of easements, right-a-ways, and potential fire hazard areas.

0008AA Landscape Design: Planters, plant beds, yards, playgrounds, parks, etc. This service varies from a simple blueprint to a “life-like,” 3-D, photo realistic, color image of the proposed design. We have the capability to create a visual landscape design by incorporating over 4000 high quality images into photos of your exact property. This allows us to present you with an accurate illustration of the design in which you will be receiving. We offer an assortment of options that vary upon the degree of difficulty needed to complete the project.