

**EXHIBIT B'**  
**Contractor Bid Results & Proposals**

**Harbour Village - City of Tempe Maryanne Corder Water-Conservation Grant**

**Selected Contractor - Santa Rita Landscaping \***

Grant Base Bid Contractor	Grant Proposal Cost - Parts A, B, & C					Rating Score (1-5)
	Part A MPRs	Part B Controllers	Part C Valves*	Tax 5%	Proposal Total	
<b>*Santa Rita</b>	<b>\$7,719.72</b>	<b>\$17,698.96</b>	<b>\$3,240.00</b>	<b>\$1,432.94</b>	<b>\$30,091.62</b>	<b>4.9</b>
Aveena	\$10,427.50	\$11,980.00	no bid	\$1,254.82	\$23,662.32	3.9
Gold Medal	\$3,365.96	\$19,324.07	no bid	\$1,815.20	\$24,505.23	3.5
Scott's Landscaping	\$9,100.00	\$5,100.00	no bid	included	\$14,200.00	0.6 <b>Bid Pulled</b>

**\*Part C - Valves** Automatic Leak Detection, Shut Off & Solenoid Valves added on 2 each main risers per Santa Rita's Value Engineering suggestion for additional water & cost savings.

Maintenance Contractor	Monthly Contract Proposal Cost			Note: HVBOD approval of contract 4/14/26
	Controller Monitoring	Monthly Contract	Labor Rate/Hr	
<b>*Santa Rita</b>	<b>included</b>	<b>\$3,680</b>	<b>\$65</b>	
Aveena	included	\$5,546	\$70	
Gold Medal	included	\$5,554	\$80	
Scott's Landscaping	included	\$9,000	no price	

**Note: Santa Rita Landscaping Company holds the highest level of Industry related Irrigation and Landscaping Certifications. See below.**



**Contractor Bid Criteria - Rating Score**

**As of: 4/18/26**

**Harbour Village - Maryanne Corder Grant 2026**

Criteria	Contractor Rating Score (1-5)				
	Santa Rita	Aveena	Gold Medal	Scott Schultz	Manning
Thorough understanding of the project	5	5	4	Pulled Bid	No Bid
Complies with requirements for the Grant	5	5	5		
Complies with other requirements provided	5	5	4		
Cost for Irrigation project - Parts A + B	4	5	5	4	
Cost for Irrigation project - Part C	5	N/A	N/A	4	
Cost for monthly maintenance contract	5	3	3	No Bid	
Cost for general maintenance	5	3	3	No Bid	
Level of experience relevant to the project	5	4	4		
Quality of solution provided in the bid	5	3	3		
Company history	5	4	3		
Company reviews	5	4	3		
Ability to adjust to changing requirements	5	5	4		
Comparable Project Size Experience	5	4	4		
Value Engineering - Alternate Suggestions	5	5	4		
<b>Total Score</b>	<b>4.9</b>	<b>3.9</b>	<b>3.5</b>	<b>0.6</b>	<b>0.0</b>



## Irrigation renovation proposal

**Date**

**Customer**

**Property** Harbour Village | 5200 South Lakeshore Drive | Tempe, AZ 85283

# Scope of Work & Component Specifications

### 1. Centralized Smart Control & Monitoring

We will install a high-performance control suite designed for commercial-grade water management.

**SL 1600 Flow Bundle (5 Units):** These smart controllers adjust watering based on real-time weather data and include a 1-year service plan for remote monitoring.

**Flow Sensors (TFS150):** Two high-accuracy sensors to monitor system-wide water movement and detect underground leaks instantly.

**Master Valves (102p-1.5):** Two heavy-duty master valves to provide a secondary fail-safe, automatically shutting down the system if a line breaks.

**Wireless Valve Solenoids:** For seamless communication between the controllers and remote valves without the need for extensive trenching.

### 2. High-Efficiency Distribution Hardware

To ensure uniform coverage and eliminate "misting" caused by high city water pressure:

**Toro PSM+ (210 Units):** Precision Spray Modules designed for matched precipitation rates across all zones.

**Toro T5 Rotors (53 Units):** High-efficiency rotors for larger turf areas, providing superior wind resistance and head-to-head coverage.

**4-inch Pop-Up Sprays (68 Units):** New rugged spray bodies to replace aging, leaking, or clogged units.

### 3. Professional Implementation

**Dedicated Labor (80 Hours):** Expert installation, zone mapping, and system calibration by our irrigation technicians.

Irrigation renovation proposal at Harbour Village

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Misc. Irrigation Parts: Allocation for all necessary fittings, primers, and wiring required to ensure a leak-free completion.

**Why This Upgrade Matters**


EPA Compliance: Using WaterSense labeled controllers can reduce outdoor water use by 20% to 50%.

Leak Protection: The combination of flow sensors and master valves prevents "catastrophic" water loss and potential property damage from mainline bursts.

Soil Health: Slower, precise application prevents runoff into the lake and ensures deep-root saturation for the property's mature trees.

Items	Quantity	Unit	Price/Unit	Price
Misc. Irrigation Parts	1,000.00	Dollars	\$2.00000	\$2,000.00
Labor - Irrigation	80.00	Hr	\$78.71540	\$6,297.23
4 in pop ups	68.00	Each	\$2.74206	\$186.46
SL 1600 flow bundle 1yr service	5.00	Each	\$2,812.50000	\$14,062.50
Toro PSM+	210.00	Each	\$8.00000	\$1,680.00
Toro T5 Rotor	53.00	Each	\$22.50000	\$1,192.50
Master Valve - 102p-1.5	2.00	1.5"	\$320.00000	\$640.00
Flow Sensor - TFS150	2.00	Each	\$960.00000	\$1,920.00
Wireless Valve Solenoid	2.00	Each	\$340.00000	\$680.00
Tax @ 5%	1.00	Dollars	\$1,432.93000	\$1,432.93
			<b>Total:</b>	<b>\$30,091.62</b>

**Terms & Conditions**

By   
\_\_\_\_\_  
David Jelinek

Date 4/19/26  
\_\_\_\_\_  
Santa Rita Landscaping

By Holly Solberg, HOA President

Date 4/20/2026  
\_\_\_\_\_  
Harbour Village



**RECIPIENT:**

**Vince DiGregory**  
5200 South Lakeshore Drive  
Tempe, Arizona 85283

<b>Quote #1059</b>	
Sent on	Mar 16, 2026
<b>Total</b>	<b>\$11,011.44</b>

**Part A - Irrigation Spray Nozzle Upgrade**

This portion of the project focuses on upgrading the existing spray nozzles to high-efficiency MP Rotators, designed to significantly improve water distribution, reduce runoff, and increase overall system performance. By converting to matched precipitation rate (MRP) nozzles, we ensure even coverage across all zones, minimizing dry spots and oversaturation. This upgrade not only enhances the health and appearance of the landscape, but also promotes long-term water conservation and system reliability. All components will be professionally installed, adjusted, and calibrated to operate at optimal pressure and performance standards.

Product/Service	Description	Qty.	Unit Price	Total
Hunter MP Rotors SS		60	\$9.50	\$570.00
Hunter MP Rotors 1K		147	\$8.75	\$1,286.25
Hunter MP Rotors 2K		27	\$9.25	\$249.75
Hunter MP Rotors 3K		26	\$9.75	\$253.50
Hunter Pro-Spray Body 4"		68	\$13.50	\$918.00
Irrigation Tech Labor	<p>Labor includes removal of existing spray nozzles and installation of new high-efficiency MP Rotators and spray bodies as specified. Work will be performed by experienced irrigation technicians and includes system adjustments, arc and radius calibration, pressure checks, and full operational testing.</p> <p>Time also covers minor grade corrections as needed for proper head alignment, ensuring optimal water distribution and minimizing runoff. Upon completion, each zone will be tested and fine-tuned to achieve maximum efficiency and uniform coverage.</p>	110	\$65.00	\$7,150.00

**A deposit of \$6,606.86 will be required to begin.**



# Aveena Landscape Design

Arizona 85041

<b>Subtotal</b>	\$10,427.50
<b>Sales Tax (5.6%)</b>	\$583.94
<b>Total</b>	<b>\$11,011.44</b>

This quote is valid for the next 30 days, after which values may be subject to change.



**RECIPIENT:**

**Vince DiGregory**  
5200 South Lakeshore Drive  
Tempe, Arizona 85283

<b>Quote #1060</b>	
Sent on	Mar 16, 2026
<b>Total</b>	<b>\$12,650.88</b>

**Part B - Smart Irrigation Controller Upgrade**

This portion of the project includes upgrading the irrigation system with WeatherTrak Pro3 smart controllers to improve efficiency, reliability, and long-term cost control for the community. These controllers automatically adjust watering schedules based on local weather conditions, helping reduce water waste while maintaining a healthy and consistent landscape appearance.

All controllers will be professionally installed and programmed to meet the specific needs of each irrigation zone, ensuring proper coverage, balanced distribution, and system performance. This upgrade supports water conservation efforts, reduces ongoing maintenance issues, and provides the HOA with a more modern and manageable irrigation system.

Product/Service	Description	Qty.	Unit Price	Total
WeatherTrak Pro3 Controllers		5	\$1,850.00	\$9,250.00
Irrigation Technician Labor	<p>Labor includes removal of existing irrigation controllers and installation of new WeatherTrak Pro3 smart controllers. Work will be performed by qualified irrigation technicians and includes all necessary wiring, valve connection verification, and system integration.</p> <p>Each controller will be fully programmed based on site-specific conditions, including plant material, sun exposure, soil type, and zone requirements. Technicians will also perform system testing, zone-by-zone verification, and fine-tuning to ensure proper operation and efficient water distribution.</p> <p>Final setup includes calibration of schedules, adjustment for optimal performance, and confirmation that the system is operating in accordance with water conservation standards and HOA expectations.</p>	35	\$78.00	\$2,730.00

**A deposit of \$7,590.53 will be required to begin.**



# Aveena Landscape Design

Arizona 85041

<b>Subtotal</b>	\$11,980.00
<b>Sales Tax (5.6%)</b>	\$670.88
<b>Total</b>	<b>\$12,650.88</b>

This proposal is valid for 30 days, after which pricing may be subject to change. A functional Wi-Fi connection should be available prior to controller installation to ensure a smooth setup and integration process. If any additional wiring or unforeseen conditions arise, these will be reviewed on-site and addressed accordingly with approval. Any required boring or sleeving will be handled as an additional service if needed.



Prepared For  
Debbie Tribioli  
Kinney Management

Proposal Date  
01/05/2026

Proposal Number  
04746

Reference  
Harbor Village HOA

### Pricing

Description	Rate	Qty	Line Total
Hunter MP Rotors SS Side Strips	\$10.27	60	\$616.20
Hunter MP rotors 1k MP 1000 90-210 Degree	\$10.27	147	\$1,509.69
Hunter MP rotors 2K MP 2000 90-210 Degree	\$10.27	27	\$277.29
Hunter MP rotors 3K MP 3000 90-210 Degree	\$10.27	26	\$267.02
Hunter Pro-Spay Body 4" Sprinkler Sprinkler body 4"	\$4.78	68	\$325.04
irrigation tech Labor	\$80.00	8	\$640.00
Subtotal			3,635.24
<i>5% Tax included</i>			0.00
<b>Proposal Total (USD)</b>			<b>\$3,635.24</b>

### Notes

Proposal to replace all the sprayer nozzles with Hunter MP rotors.

Hunter MP Rotator nozzles offer significant water savings (up to 30%), reduced runoff, and improved landscape health due to their unique rotating multi-stream delivery, which allows for even water absorption,



**GOLD MEDAL**  
— LANDSCAPE MANAGEMENT —

PART B

Gold Medal  
480-813-1222  
919 W Broadway Rd  
Mesa, AZ 85210

Prepared For  
Debbie Tribioli  
Kinney Management

Proposal Date  
01/27/2026

Proposal Number  
04810

Reference  
Harbor Village HOA

### Pricing

Description	Rate	Qty	Line Total
WeatherTrak Pro3 Metal 12 Stations Cellular, 1year subscription is free, after its \$265 per year, Per controller. This price includes labor and extra modules if needed to extend for more stations. 5 Year Warranty By manufacture	\$3,990.00	5	\$19,950.00
Irrigation Tech Hourly rate/Labor	\$80.00	11.5	\$920.00
		Subtotal	20,870.00
		5% Tax INCLUDED	0.00
		Proposal Total (USD)	\$20,870.00

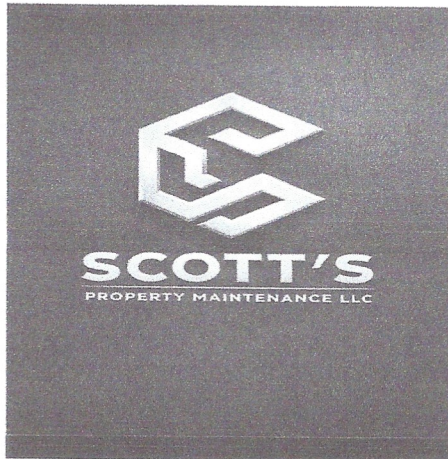
### Notes

Proposal to replace the 5 controllers with WeatherTRAK ET Pro3, a commercial-grade smart irrigation controller that automatically adjusts watering schedules based on real-time, site-specific weather data to optimize plant health and conserve water

### Terms

Payment is due upon completion of work.

The proposal is valid for 30 days



PART A

PULLED BID

## IRRIGATION SYSTEM EFFICIENCY UPGRADE PROPOSAL

**Date:** March 8, 2026

**To:**

Vince Digregory & Board Members

5200 S Lakeshore Dr

Tempe, Arizona

Scott's Property Maintenance LLC appreciates the opportunity to provide an irrigation improvement proposal for the property located at 5200 S Lakeshore Drive in Tempe, Arizona. After reviewing the existing irrigation system, it is recommended that the property's sprinkler nozzles be upgraded to high-efficiency Hunter MP Rotator nozzles. These advanced nozzles provide improved water distribution and help reduce water waste by delivering precipitation at a slower, more controlled rate. This upgrade will allow the irrigation system to operate more efficiently while maintaining proper landscape coverage while supporting water conservation efforts.

### Scope of Work

- Removal of existing sprinkler nozzles throughout the property
- Installation of 328 high-efficiency Hunter MP Rotator sprinkler nozzles
- Calibration of arc patterns and spray distance for proper coverage
- Adjustment of irrigation zones for optimal performance
- Testing irrigation zones upon completion to verify uniform water distribution

### Project Investment

Description	Cost
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Irrigation System Nozzle Replacement (328 Units) – Labor & Materials	\$8,200.00
Zone Adjustment & Coverage Optimization	\$900.00
<b>Total Project Investment</b>	<b>\$9,100.00</b>

## Payment Terms

A 50% deposit (\$4,550) is required to schedule the project. Remaining balance due upon completion. Accepted payment methods: Check, Cash, or Electronic Transfer.

## Estimated Project Timeline

Project completion is estimated to take approximately **3 working days** depending on irrigation system layout and site accessibility.

## Warranty

Scott's Property Maintenance LLC provides a 30-day workmanship warranty on installed components and adjustments.

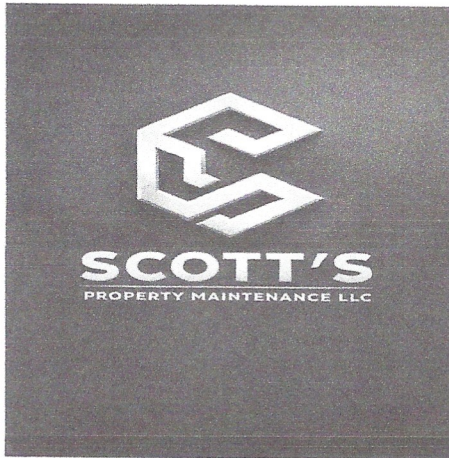
Sincerely,

**Scott Schultz**

Owner, Scott's Property Maintenance LLC

Approved By: \_\_\_\_\_

Date: \_\_\_\_\_



PART B

Pulled Bid

## SMART IRRIGATION CONTROLLER UPGRADE – PHASE TWO ESTIMATE

**Date:** March 8, 2026

**Prepared For:**

Vince Digregory & Board Members  
Lakeshore HOA  
5200 S Lakeshore Dr  
Tempe, Arizona

Hunter Pro HC-12  
OR

Rain Bird TRU 80  
ONLY 2 ZONE CAPACITY  
NOT TO REQUIRED SPEC

Scott's Property Maintenance LLC proposes to upgrade the irrigation controller system for the Lakeshore property by installing Hunter Hydrowise Wi-Fi Smart Irrigation Controllers. The Hydrowise platform connects to local weather data and automatically adjusts watering schedules to improve irrigation efficiency and water conservation. This installation will allow remote monitoring, weather-adaptive irrigation scheduling, and improved management of the property's irrigation zones.

### Scope of Work

- Supply and install five (5) Hunter Hydrowise Wi-Fi Smart Irrigation Controllers
- Remove existing irrigation controllers where applicable
- Connect and wire irrigation zones to new controllers
- Configure Wi-Fi connectivity and Hydrowise smart weather settings
- Program irrigation schedules for each zone
- Test irrigation zones and system functionality

### Project Investment

Description	Amount
Supply & Install (5) Hunter Hydrowise WiFi Smart Controllers	\$5,100.00
<b>Total Project Investment</b>	<b>\$5,100.00</b>

### Payment Terms

50% deposit required to schedule project. Remaining balance due upon completion.

### Estimated Project Timeline

Estimated completion time: approximately 1–2 working days.

Sincerely,

**Scott Schultz**

Owner, Scott's Property Maintenance LLC

Approved By: \_\_\_\_\_

Date: \_\_\_\_\_