



RANCHO DEL
LANDSCAPE & MAINTENANCE INC.

St. Lic. #797346

P.O. Box 4608, Oceanside, CA 92052-4608

Phone: (760) 726-0215 Fax: (760) 631-5580

PROPOSAL

Date	Proposal #
4/13/2026	3328

Exhibit A

Name / Address
Mathew Urias 4927 Oceanside Blvd Oceanside, CA 92056

Project Address
AB1572 Oceanside Locations

Description	Qty	Cost	Total
Rancho Del Oro Landscape & Maintenance, Inc Will Provide Labor, Materials, Equipment, Green waste disposal & All Applicable Insurances to Complete the Work Below:			
Location: Fire Station #4 - Lake Blvd & Thunder			
Labor to Remove Existing Turf	6,678	3.00	20,034.00
Labor to Install (60) New 12" Pop Up Heads for Irrigation Modifications	1	9,000.00	9,000.00
Labor to Cap Existing Heads for New DG	1	600.00	600.00
Provide & install 1-gallon Plants	42	23.00	966.00
Provide & install 5-gallon Plants	42	44.00	1,848.00
Provide & install Flats of Ground Cover	62	34.00	2,108.00
Provide & install yard of Forest Fines mulch	41.5	80.00	3,320.00
Install (3.5) Yrds Dessert Gold Decomposed Granite at 3" Depth w/ Stabalizer	1	5,107.00	5,107.00
Labor to Cut Grade	1	3,570.00	3,570.00
Turf Dump Fees	4	300.00	1,200.00
Location: Fire Station #7 - 3350 Mission Ave			
Labor to Remove Existing Turf	2,892	3.00	8,676.00
Labor to Install (22) New 12" Pop Up Heads for Irrigation Modifications	1	3,300.00	3,300.00
Provide & install 1-gallon Plants	50	23.00	1,150.00
Provide & install 5-gallon Plants	50	44.00	2,200.00
Provide & install Flats of Ground Cover	20	34.00	680.00
Provide & install yard of Forest Fines mulch	18	80.00	1,440.00
Labor to Cut Grade	1	1,680.00	1,680.00
Turf Dump Fees	2	300.00	600.00
Thank you for the opportunity to quote your job!		Subtotal	
		Total	

Signature

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PROPOSAL

Date	Proposal #
4/13/2026	3328

Name / Address
Mathew Urias 4927 Oceanside Blvd Oceanside, CA 92056

Project Address
AB1572 Oceanside Locations

Description	Qty	Cost	Total
Location: Linear Park - Parkways on N. Pacific Street From Civic Center Dr to Surfrider Way			
Labor to Remove Existing Turf	2,668	3.00	8,004.00
Labor to Cap Existing Heads for New DG	1	2,400.00	2,400.00
Install(25) Yrds Dessert Gold Decomposed Granite at 3" Depth - w/ Stabalizer	1	15,857.00	15,857.00
Labor to Cut Grade	1	2,688.00	2,688.00
Turf Dump Fees	2	300.00	600.00
Location: Parking Lot 26 - Parkway on S. Myers between Tyson and 1St St - (DG Installation Recommended)			
Labor to Remove Existing Turf	2,352	3.00	7,056.00
Labor to Install Watering Bubblers to (7) Existing Trees	1	1,400.00	1,400.00
Install (22) Yrds Dessert Gold Decomposed Granite at 3" Depth - w/ Stabalizer	1	14,357.00	14,357.00
Labor to Cut Grade	1	3,780.00	3,780.00
Turf Dump Fees	2	300.00	600.00
Location: Chamber of Commerce- 928 N. Coast Hwy			
Labor to Remove Existing Turf	1,738	3.00	5,214.00
Labor to Install (34) New 12" Pop Up Heads for Irrigation Modifications	1	5,100.00	5,100.00
Provide & install 1-gallon Plants	30	23.00	690.00
Provide & install 5-gallon Plants	30	44.00	1,320.00
Provide & install Flats of Ground Cover	20	34.00	680.00
Provide & install yard of Forest Fines mulch	11	80.00	880.00
Labor to Cut Grade	1	1,008.00	1,008.00
Turf Dump Fees	2	300.00	600.00
Location: Welcome Center - 928 N. Coast Hwy			
Thank you for the opportunity to quote your job!	Subtotal		
	Total		

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PROPOSAL

Date	Proposal #
4/13/2026	3328

Name / Address
Mathew Urias 4927 Oceanside Blvd Oceanside, CA 92056

Project Address
AB1572 Oceanside Locations

Description	Qty	Cost	Total
Labor to Remove Existing Turf	450	3.00	1,350.00
Labor to Install (25) New 12" Pop Up Heads for Irrigation Modifications	1	3,000.00	3,000.00
Provide & install 1-gallon Plants	15	23.00	345.00
Provide & install 5-gallon Plants	15	44.00	660.00
Provide & install yard of Forest Fines mulch	4.5	80.00	360.00
Labor to Cut Grade	1	672.00	672.00
Turf Dump Fees	1	300.00	300.00
Location: Gateway Medians / Parkways- Hwy 76 @ Coast Hwy			
Labor to Remove Existing Turf	3,121	3.00	9,363.00
Labor to Install (150) New 12" Pop Up Heads for Irrigation Modifications	1	22,500.00	22,500.00
Labor to Install Watering Bubblers to (7) Existing Trees	1	1,400.00	1,400.00
Provide & install 1-gallon Daylily Orange / Yellow	108	23.00	2,484.00
Provide & install 1-gallon Bulbine	71	23.00	1,633.00
Provide & install Flats of Senecio	30	34.00	1,020.00
Provide & install yard of Forest Fines mulch	20	80.00	1,600.00
Labor to Cut Grade	1	1,680.00	1,680.00
Turf Dump Fees	3	300.00	900.00
Thank you for the opportunity to quote your job!		Subtotal	\$188,980.00
		Total	\$188,980.00

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PROPOSAL

Date	Proposal #
4/14/2026	3329

Name / Address
City of Oceanside Attn: Chris Keiter 4927 Oceanside Blvd Oceanside, CA 92056

Project Address
AB1572 Oceanside Locations

Description	Qty	Cost	Total
Rancho Del Oro Landscape & Maintenance, Inc Will Provide Labor, Materials, Equipment, Green waste disposal & All Applicable Insurances to Complete the Work Below:			
Location: Rancho Del Oro Park - Turf Areas in Parking Lot Fingers			
Labor to Remove Existing Turf	2,250	3.00	6,750.00
Labor to Install (20) New 12" Pop Up Heads for Irrigation Modifications	1	3,000.00	3,000.00
Provide & install 1-gallon Carissa Green Carpet	30	23.00	690.00
Provide & install 5-gallon Carissa Green Carpet	30	44.00	1,320.00
Provide & install yard of Forest Fines mulch	14	80.00	1,120.00
Labor to Cut Grade	1	1,008.00	1,008.00
Turf Dump Fees	2	300.00	600.00
Thank you for the opportunity to quote your job!		Subtotal	\$14,488.00
		Total	\$14,488.00

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PROPOSAL

Date	Proposal #
4/14/2026	3345

Name / Address
City of Oceanside Attn: Chris Keiter 4927 Oceanside Blvd Oceanside, CA 92056

Project Address
AB1572 Oceanside Locations

Description	Qty	Cost	Total
Rancho Del Oro Landscape & Maintenance, Inc Will Provide Labor, Materials, Equipment, Green waste disposal & All Applicable Insurances to Complete the Work Below:			
Location: John Landes Park - Parkways on Lewis/ Cedar St			
Labor to Remove Existing Turf	7,266	3.00	21,798.00
Labor to Cap Existing Heads for New DG	1	9,840.00	9,840.00
Labor to Install Watering Bubblers to (24) Existing Trees	1	7,200.00	7,200.00
Install Dessert Gold Decomposed Granite at 3" Depth	67.5	500.00	33,750.00
Labor to Cut Grade for DG	1	7,560.00	7,560.00
Turf Dump Fees	6	300.00	1,800.00
*Note: The DG will not be stabalized due to cost savings			
Thank you for the opportunity to quote your job!		Subtotal	\$81,948.00
		Total	\$81,948.00

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PROPOSAL

Date	Proposal #
4/14/2026	3346

Name / Address
City of Oceanside Attn: Chris Keiter 4927 Oceanside Blvd Oceanside, CA 92056

Project Address
AB1572 Oceanside Locations

Description	Qty	Cost	Total
Rancho Del Oro Landscape & Maintenance, Inc Will Provide Labor, Materials, Equipment, Green waste disposal & All Applicable Insurances to Complete the Work Below:			
Location: Sepulveda Park - Parkways on Sherbourne Dr.			
Labor to Remove Existing Turf	3,834	3.00	11,502.00
Labor to Cap Existing Heads for New DG	1	7,680.00	7,680.00
Labor to Install Watering Bubblers to (23) Existing Trees	1	6,900.00	6,900.00
Install Dessert Gold Decomposed Granite at 3" Depth	35.5	500.00	17,750.00
Labor to Cut Grade for DG	1	4,200.00	4,200.00
Turf Dump Fees	4	300.00	1,200.00
*Note: The DG will not be stabalized due to cost savings			
Thank you for the opportunity to quote your job!		Subtotal	\$49,232.00
		Total	\$49,232.00

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PROPOSAL

Date	Proposal #
4/14/2026	3347

Name / Address
City of Oceanside Attn: Chris Keiter 4927 Oceanside Blvd Oceanside, CA 92056

Project Address
AB1572 Oceanside Locations

Description	Qty	Cost	Total
Rancho Del Oro Landscape & Maintenance, Inc Will Provide Labor, Materials, Equipment, Green waste disposal & All Applicable Insurances to Complete the Work Below:			
Location: Alamosa Park - Parkways on Mesa Dr			
Labor to Remove Existing Turf	3,640	3.00	10,920.00
Labor to Install (46) New 12" Pop Up Heads for Irrigation Modifications	1	6,440.00	6,440.00
Provide & install 1-gallon Carissa Green Carpet, Salvia Leucantha, Westringia, Grevillea or other Variations	60	23.84	1,430.40
Provide & install 5-gallon Carissa Green Carpet, Salvia Leucantha, Westringia, Grevillea or other Variations	90	45.51	4,095.90
Provide & install yard of Forest Fines Mulch	22.5	80.00	1,800.00
Labor to Cut Grade for DG	1	2,940.00	2,940.00
Turf Dump Fees	4	300.00	1,200.00
Thank you for the opportunity to quote your job!			
	Subtotal		\$28,826.30
	Total		\$28,826.30

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PROPOSAL

Date	Proposal #
4/14/2026	3348

Name / Address
City of Oceanside Attn: Chris Keiter 4927 Oceanside Blvd Oceanside, CA 92056

Project Address
AB1572 Oceanside Locations

Description	Qty	Cost	Total
Rancho Del Oro Landscape & Maintenance, Inc Will Provide Labor, Materials, Equipment, Green waste disposal & All Applicable Insurances to Complete the Work Below:			
Location: Martin Luther King Park - Parkways on Mesa Dr			
Labor to Remove Existing Turf	2,738	3.00	8,214.00
Labor to Install (57) New 12" Pop Up Heads for Irrigation Modifications	1	8,550.00	8,550.00
Provide & install 1-gallon Plants	24	23.84	572.16
Provide & install 5-gallon Plants	24	45.51	1,092.24
Provide & install yard of Forest Flines Mulch	17	80.00	1,360.00
Labor to Cut Grade for DG	1	1,008.00	1,008.00
Turf Dump Fees	2	300.00	600.00
Thank you for the opportunity to quote your job!			
		Subtotal	21,396.40
		Total	21,396.40

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PROPOSAL

Date	Proposal #
4/14/2026	3349

Name / Address
City of Oceanside Attn: Chris Keiter 4927 Oceanside Blvd Oceanside, CA 92056

Project Address
AB1572 Oceanside Locations

Description	Qty	Cost	Total
Rancho Del Oro Landscape & Maintenance, Inc Will Provide Labor, Materials, Equipment, Green waste disposal & All Applicable Insurances to Complete the Work Below:			
Location: Balderrama Park - Parkways on Bush/ San Diego St			
Labor to Remove Existing Turf	4,710	3.00	14,130.00
Labor to Cap Existing Heads for New DG	1	9,840.00	9,840.00
Labor to Install Watering Bubblers to (10) Existing Trees	1	3,000.00	3,000.00
Install Dessert Gold Decomposed Granite at 3" Depth	44	500.00	22,000.00
Labor to Cut Grade for DG	1	4,200.00	4,200.00
Turf Dump Fees	5	300.00	1,500.00
*Note: The DG will not be staballized due to cost savings			
Thank you for the opportunity to quote your job!			
		Subtotal	\$54,670.00
		Total	\$54,670.00

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PROPOSAL

Date	Proposal #
4/14/2026	3350

Name / Address
City of Oceanside Attn: Chris Keiter 4927 Oceanside Blvd Oceanside, CA 92056

Project Address
AB1572 Oceanside Locations

Description	Qty	Cost	Total
Rancho Del Oro Landscape & Maintenance, Inc Will Provide Labor, Materials, Equipment, Green waste disposal & All Applicable Insurances to Complete the Work Below:			
Location: Libby Lake Park - Parkways on Calle Montecito			
Labor to Remove Existing Turf	1,340	3.00	4,020.00
Labor to Cap Existing Heads for New DG	1	4,020.00	4,020.00
Install Dessert Gold Decomposed Granite at 3" Depth	12.5	500.00	6,250.00
Labor to Cut Grade for DG	1	1,344.00	1,344.00
Turf Dump Fees	1	300.00	300.00
*Note: The DG will not be staballized due to cost savings			
Thank you for the opportunity to quote your job!		Subtotal	\$15,934.00
		Total	\$15,934.00

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PROPOSAL

Date	Proposal #
4/14/2026	3351

Name / Address
City of Oceanside Attn: Chris Keiter 4927 Oceanside Blvd Oceanside, CA 92056

Project Address
AB1572 Oceanside Locations

Description	Qty	Cost	Total
Rancho Del Oro Landscape & Maintenance, Inc Will Provide Labor, Materials, Equipment, Green waste disposal & All Applicable Insurances to Complete the Work Below:			
Location: Luiseno Park - Front Monument on Tealway/ Douglas Dr			
Labor to Remove Existing Turf	530	3.00	1,590.00
Labor to Install (10) New 12" Pop Up Heads for Irrigation Modifications	1	1,500.00	1,500.00
Provide & install 1-gallon Plants	18	23.84	429.12
Provide & install 5-gallon Plants	12	45.51	546.12
Provide & install Flats of Gazania Mixed Color	4	34.00	136.00
Provide & install yard of Forest Fines Mulch	3.5	80.00	280.00
Labor to Cut Grade for DG	1	336.00	336.00
Turf Dump Fees	1	300.00	300.00
Thank you for the opportunity to quote your job!			
		Subtotal	\$5,117.24
		Total	\$5,117.24

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PROPOSAL

Date	Proposal #
4/14/2026	3352

Name / Address
City of Oceanside Attn: Chris Keiter 4927 Oceanside Blvd Oceanside, CA 92056

Project Address
AB1572 Oceanside Locations

Description	Qty	Cost	Total
Rancho Del Oro Landscape & Maintenance, Inc Will Provide Labor, Materials, Equipment, Green waste disposal & All Applicable Insurances to Complete the Work Below:			
Location: City Operations Center - Turf Area on Oceanside Blvd			
Labor to Remove Existing Turf	12,186	3.00	36,558.00
Labor to Install (48) New 12" Pop Up Heads for Irrigation Modifications	1	7,200.00	7,200.00
Labor to Cut Grade for DG	1	3,360.00	3,360.00
Turf Dump Fees	12	300.00	3,600.00
Labor to Install Hydroseed Coastal Mix with Asclepias Fascicularis (No Sage) - Considers water source at site	1	4,486.00	4,486.00
Remove Pine Tree w/ Stump Grind	1	800.00	800.00
Remove Pine Tree w/ Stump Grind	1	1,600.00	1,600.00
Remove Pine Trees w/ Stump Grind	2	2,100.00	4,200.00
Remove Eucalyptus Trees w/ Stump Grind	1	1,300.00	1,300.00
Remove Eucalyptus Trees w/ Stump Grind	1	1,800.00	1,800.00
Remove Eucalyptus Trees w/ Stump Grind	3	1,100.00	3,300.00
Remove Pine Tree w/ Stump Grind	1	600.00	600.00
Remove Pine Trees w/ Stump Grind	2	2,800.00	5,600.00
Remove Pine Tree w/ Stump Grind	1	3,300.00	3,300.00
Remove Pine Tree w/ Stump Grind	1	4,100.00	4,100.00
Thank you for the opportunity to quote your job!		Subtotal	\$81,804.00
		Total	\$81,804.00

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PROPOSAL

Date	Proposal #
5/5/2026	3382

Name / Address
Nathan Mertz 4927 Oceanside Blvd Oceanside, CA 92056

Project Address
Canine Companions 124 Rancho Del Oro Dr, Oceanside, CA 9205

Description	Qty	Cost	Total
Rancho Del Oro Landscape & Maintenance, Inc. will provide labor, equipment, green waste disposal & all applicable insurances to complete the work stated below.			
Location: Front Grass Area			
Labor to Remove Existing Turf	1,450	3.00	4,350.00
Labor to Cut Grade	1	658.88	658.88
Provide & install 5-gallon Bougainvillea La Jolla	5	45.51	227.55
Provide & install 5-gallon Bird of Paradise	10	45.51	455.10
Provide & install 1-gallon Daylilies Orange or Yellow	35	23.84	834.40
Provide & install 5-gallon Agave Attenuata	10	45.51	455.10
Provide & install 5-gallon Phormium Rainbow Queen	10	45.51	455.10
Provide & install flats of Gazania	10	34.00	340.00
Provide & install yard of Forest Fines Mulch	13.5	80.00	1,080.00
Dump Fees	1	300.00	300.00
Thank you, we appreciate your business!		Subtotal	\$9,156.13
		Total	\$9,156.13

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PROPOSAL

Date	Proposal #
5/5/2026	3385

Name / Address
Nathan Mertz 4927 Oceanside Blvd Oceanside, CA 92056

Project Address
Libby Lake Community Center 4700 N River Rd Oceanside, CA 92057

Description	Qty	Cost	Total
Rancho Del Oro Landscape & Maintenance, Inc. will provide labor, equipment, green waste disposal & all applicable insurances to complete the work stated below.			
Location: Front Grass Area			
Labor to Remove Existing Turf	650	3.00	1,950.00
Labor to Cut Grade	1	247.00	247.00
Provide & install 5-gallon Bird of Paradise	4	45.51	182.04
Provide & install 1-gallon Jasmine	15	23.84	357.60
Provide & install flats of Gazania	10	34.00	340.00
Provide & install yard of Forest Fines Mulch	6	80.00	480.00
Dump Fees	1	300.00	300.00
Thank you, we appreciate your business!		Subtotal	\$3,856.64
		Total	\$3,856.64

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Rancho Del Oro Landscape &
Maintenance Inc.
Summary Breakout

Original PWA	\$	180,000.00
Amend 1	\$	50,000.00
Amend 2	\$	555,408.71
Subtotal	\$	785,408.71
Contingency	\$	15,000.00
Total	\$	800,408.71

Proposals

3328	\$	188,980.00
3329	\$	14,488.00
3345	\$	81,948.00
3346	\$	49,232.00
3347	\$	28,826.30
3348	\$	21,396.40
3349	\$	54,670.00
3350	\$	15,934.00
3351	\$	5,117.24
3352	\$	81,804.00
3382	\$	9,156.13
3385	\$	3,856.64
Total	\$	555,408.71
Contingency	\$	15,000.00
Total Amnd 2	\$	570,408.71