

To: Mayor and City Council

From: Rachel Waldron
 Parks and Recreation Director

Re: Contract Award to Mariani Premier Group for Parks and Right-of-Way Pine Straw Installation

Date: February 23, 2026

Action

Approval of a contract with Mariani Premier Group (dba Ed Castro Landscape), for installation and maintenance of pine straw and mulch in Parks and Right-of-Way locations.

Summary

The City solicited competitive bids from qualified contractors for the purchase, installation, and maintenance of long needle pine straw for select locations within Parks and city Right-of-Way. Mariani Premier Group submitted the lowest annual cost for this scope.

Details

Pine straw and mulch will be applied twice a year to meet the current aesthetic standard across park facilities and right-of-way berms. The City reserves the right to add additional locations under this agreement, provided they fall within the city limits and are within the general scope of services provided. Locations have been identified as follows:

1. Brook Run Park
2. Donaldson-Bannister Farm
3. Dunwoody Cultural Arts Center
4. Georgetown Park
5. N. Shallowford Annex
6. Pernoshal Park
7. Two Bridges Park
8. Waterford Park
9. Wildcat Park
10. Mt. Vernon Berms
11. North Peachtree Exit

Company	Annual Bid Total
CGS Waterproofing	\$41,644.40
Georgia Pine Straw	\$66,164.00
Mariani Premier Group	\$38,826.00

This Agreement will be awarded as three (3) one-year contracts with a 12-month option at the City's discretion.

Funding for this project, in a not to exceed amount of \$38,826 per year will be allocated from the Parks and Public Works Operating Budgets.

Recommendation

Staff respectfully requests that Council: (1) award a contract to Mariani Premier Group for installation and maintenance of pine straw and mulch in Parks and Right-of-Way locations, in a not to exceed amount of \$38,826 per year; (2) authorize Staff to provide funding for the contract; (3) authorize the City Manager to execute the necessary documents.



Parks and Right-of-Way Pine Straw Contract

February 23, 2026

Summary



The City solicited competitive bids from qualified contractors for the purchase, installation, and maintenance of long needle pine straw for select locations within Parks and city Right-of-Way. Mariani Premier Group submitted the lowest annual cost for this scope.

Background/Timeline

- Due to the recurring annual cost of pine straw of over \$100,000, Parks and Purchasing initiated the development of a formal solicitation.
- Pine straw and mulch will be applied twice a year to meet the current aesthetic standard across park facilities and right-of-way berms. The City reserves the right to add additional locations under this agreement, provided they fall within the city limits and are within the general scope of services provided. Locations have been identified as follows: Brook Run Park, Donaldson-Bannister Farm, Dunwoody Cultural Arts Center, Georgetown Park, N. Shallowford Annex, Pernoshal Park, Two Bridges Park, Waterford Park, Wildcat Park, Mt. Vernon Berms, and North Peachtree Exit.

Financial Impact

Funding for this project, in a not to exceed amount of \$38,826 per year will be allocated from the Parks and Public Works Operating Budgets.



Staff Recommendation

Staff respectfully requests that Council: (1) award a contract to Mariani Premier Group for installation and maintenance of pine straw and mulch in Parks and Right-of-Way locations, in a not to exceed amount of \$38,826 per year; (2) authorize Staff to provide funding for the contract; (3) authorize the City Manager to execute the necessary documents.





INVITATION TO BID

ITB 25-03

**Long Needle Pine Straw Installation and
Maintenance**

11-07-2025



City of Dunwoody

ITB 25-03

2.1 Donald-Bannister Farm

\$3,362.00

2.2 Two Bridges Park

\$2,454.00

2.3 Spruill Cultural Arts Center

\$4,749.00

2.4 Waterford Park

\$1,466.00

2.5 Brook Run Park

\$12,440.00

2.6 Pernoshal Park

\$678.00

2.7 Wildcat

\$5,247.00

2.8 Mt. Vernon Berms

\$4,240.00

2.9 N. Shallowford Annex

\$3,093.00

2.10 North Peachtree Exit

\$1,097.00

Total: \$38,826.00

ATTENTION

IN ORDER FOR THE CONTRACTOR BID PACKAGE TO BE CONSIDERED RESPONSIVE, THE FOLLOWING FORMS MUST BE COMPLETED AND SUBMITTED WITH THE PROPOSAL:

1. USE THE CITY BID SCHEDULE AND FORWARD WITH THE SEALED PROPOSAL FORM.
2. RETURN APPLICABLE COMPLIANCE SHEETS/ SPECIFICATION SHEETS.
3. ACKNOWLEDGE APPLICABLE ADDENDA.
4. PROVIDE INFORMATION ON ALTERNATES OR EQUIVALENTS.
5. PROJECT REFERENCE LIST.
6. THE CITY SHALL BE THE SOLE DETERMINANT OF TECHNICALITY VS. NON-RESPONSIVE BID.

FAILURE TO RETURN THE ABOVE DOCUMENTS MAY RESULT IN THE BID BEING DEEMED NON-RESPONSIVE AND AUTOMATICALLY REJECTED

Invitation to Bid

ITB 25-03

The City of Dunwoody is soliciting competitive sealed bids from qualified contractors for the purchase, installation, and maintenance of long needle pine straw for the Department of Parks. The City is seeking to award 3 one-year contracts with a 12 month option at the Cities discretion.

Bids should be typed or submitted in ink and returned in a sealed container marked on the outside with the ITB number and t h e Company Name. Bids will be received until **2:00 P.M. local time on December 9, 2025**, at the City of Dunwoody, 4800 Ashford Dunwoody Road, and Dunwoody, Georgia 30338. Any bid received after this date and time will not be accepted. Bids will be publicly opened and read at 2:05 P.M. Apparent bid results will be available the following business day on our website www.dunwoodyga.gov.

Questions regarding bids should be directed to John Gates, Purchasing Manager, at purchasing@dunwoodyga.gov no later than November 24, 2025. Bids are legal and binding upon the bidder when submitted. All bids should be submitted in duplicate.

The written bid documents supersede any verbal or written prior communications between the parties.

The award will be made to the contractor submitting the lowest responsive and responsible bid. The City reserves the right to reject any or all bids to waive technicalities and to make an award deemed in its best interest. Bids may be split or awarded in entirety. The City reserves the option to negotiate terms, conditions and pricing with the lowest responsive, responsible bidder(s) at its discretion.

All companies submitting a bid will be notified in writing of award.

We look forward to your bid and appreciate your interest in the City of Dunwoody.

John Gates
Purchasing Manager

SCOPE OF WORK

The city is seeking competitive sealed bids from qualified vendors for the purchase, installation, and maintenance of Southern Longleaf Pine straw (no slash) at various parks and facilities. Installation shall include tucking and rolling to achieve a minimum depth of four (4) inches. Maintenance

This solicitation outlines the specific requirements for each location and provides estimated quantities, where applicable. Vendors are required to conduct site visits to verify the areas and conditions at each location.

The selected Contractor shall provide all labor, materials, equipment, and services necessary to perform the work in accordance with the terms and conditions set forth in this Invitation to Bid.

1. Southern Longleaf Pine Straw Installation and Maintenance

- 1.1 All work shall include a minimum installation depth of four (4) inches and shall utilize tucking and rolling techniques to ensure a clean, uniform, and durable finish.
- 1.2 Once installed, the pine straw shall be sprayed with an approved treatment to prolong its life and retain its natural color.
- 1.3 The Contractor shall furnish all labor, materials, equipment, and services necessary to complete the project in accordance with the following requirements.

2. Locations and Estimated Quantities.

- | | | |
|------|------------------------------|---------------|
| 2.1 | Donald-Bannister Farm | – 337 Bales |
| 2.2 | Two Bridges Park | – 246 Bales |
| 2.3 | Spruill Cultural Arts Center | – 476 Bales |
| 2.4 | Waterford Park | – 147 Bales |
| 2.5 | Brook Run Park | – 1,247 Bales |
| 2.6 | Pernoshal Park | – 68 Bales |
| 2.7 | Wildcat | – 526 Bales |
| 2.8 | Mt. Vernon Berms | – 425 Bales |
| 2.9 | N. Shallowford Anex | – 310 Bales |
| 2.10 | North Peachtree Exit | – 110 Bales |

2.11 Dunwoody reserves the right to add additional locations under this agreement, provided they fall within the city limits and are within the general scope of services provided.

3. Material Specifications

- 3.1 Only long needle pine straw (12–14” length) may be used; slash pine straw is strictly prohibited.
- 3.2 Material must be clean, red in color, and free of weeds, seeds, sticks, or debris.
- 3.3 Discolored, aged, or deteriorated pine straw is not acceptable.

4. Installation Requirements

- 4.1 Two applications annually: late fall (October–November) and early spring (March–April).
- 4.2 Minimum installation depth: 4 inches.
- 4.3 All pine straw must be properly tucked and rolled for aesthetic quality and durability. Contractors shall avoid covering plants, signage, sidewalks, and pathways.
- 4.4 Pine straw shall be treated with an approved spray application to extend its life and color retention.

5. Site Preparation

- 5.1 All areas shall be cleared of weeds, debris, and obstructions prior to installation.
- 5.2 Borders, edges, and designated planting beds shall be prepared before pine straw placement.

6. Maintenance Requirements

- 6.1 Installed pine straw shall be maintained to ensure full coverage and consistent color.
- 6.2 Reapplication of pine straw or use of colorant spray is permitted to maintain appearance throughout the year.

7. Completion & Inspection

- 7.1 Upon completion of each site, the City will conduct a quality inspection.
- 7.2 The Contractor shall correct any deficiencies at no additional cost to the City.

8. Project Timeline

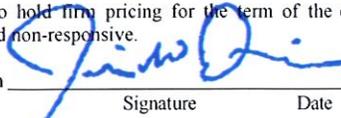
- 8.1 Start Date: Work must begin in March of 2026.
- 8.2 Completion Deadline: All installations must be completed within 60 calendar days of commencement.
- 8.3 Scheduling: Work shall be coordinated with the City to minimize disruption to park and facility operations.

REQUIRED

The Bid Items provided for in the Bid Schedule are intended to be the only items under which the Contractor will be compensated for work described above. The Contractor shall examine the requirements of the work and the pay items in the Bid Schedule and include in the unit prices submitted all labor, equipment, materials, appurtenances, overhead, profit, vehicles, and all other things incidental for the completion of the work as specified.

Work is to commence on or about March 2026. The City of Dunwoody requires pricing to remain

firm for the duration of the contract. Failure to hold firm pricing for the term of the contract will be sufficient cause for the City to declare bid non-responsive.

Certification of Non-Collusion in Quote Preparation  12/8/2025
Signature Date

Termination for Cause: The City may terminate this agreement for cause upon ten days prior written notice to the contractor of the contractor's default in the performance of any term of this agreement. Such termination shall be without prejudice to any of the City's rights or remedies by law.

Termination for Convenience: The City may terminate this agreement for its convenience at any time upon 30 days written notice to the contractor. In the event of the City's termination of this agreement for convenience, the contractor will be paid for those services actually performed. Partially completed performance of the agreement will be compensated based upon a signed statement of completion to be submitted by the contractor, which shall itemize each element of performance.

Termination for fund appropriation: The City may unilaterally terminate this Agreement due to a lack of funding at any time by written notice to the Consultant. In the event of the City's termination of this Agreement for fund appropriation, the Consultant will be paid for those services actually performed. Partially completed performance of the Agreement will be compensated based upon a signed statement of completion to be submitted by the Service Provider, which shall itemize each element of performance.

Acknowledgement is hereby made of the following Addendum(s) received since issuance of the Contract Documents (identified by number)

Addendum No.	Date	Description
_____	_____	_____
_____	_____	_____
_____	_____	_____

In compliance with the attached specifications, the undersigned offers and agrees, within ninety (90) days of the date of quote opening, to furnish any or all of the items upon which prices are quoted, at the price set opposite each item, delivered to the designated point(s) within the time specified in the quote schedule.

Legal Business Name Mariani Enterprises, LLC dba Ed Castro Landscape

Federal Tax ID 36-3309795

Address 1125 Old Ellis Road, Roswell, GA 30076

Does your company currently have a location within the City of Dunwoody? (Circle One) Yes No

REQUIRED

Representative Signature 

Printed Name James Davis, President

Telephone Number 770-998-8444

Fax Number 770-518-6905

Email Address jdavis@edcastro.com

REQUIRED

REQUIRED REFERENCES

List below customers for whom you have provided similar products or services.

- 1. COMPANY NAME: City of Lawrenceville
ADDRESS: 70 South Clayton St. Lawrenceville, GA

CONTACT PERSON: Brian Osborne
PHONE NO.: 770-294-2244
E-MAIL: brian.osborne@lawrencevillega.org

- 2. COMPANY NAME: City of Atlanta Department of Watershed Management
ADDRESS: 72 Marietta Street NW, 8th Floor, Atlanta, GA 30303

CONTACT PERSON: McKenna Magill
PHONE NO.: 404-941-5956
E-MAIL: mmagill@atlantaga.gov

- 3. COMPANY NAME: Gwinnett County Department of Transportation
ADDRESS: 620 Winder HWY NE, Lawrenceville, GA 30045

CONTACT PERSON: Robbie Segars
PHONE NO.: 678-230-0587
E-MAIL: carl.segars@gwinnettcountry.com

REQUIRED

CONTRACTOR AFFIDAVIT AND AGREEMENT

By executing this affidavit, the undersigned contractor verifies its compliance with O.C.G.A. 13-10-91, stating affirmatively that the individual, firm, or corporation which is contracting with the City of Dunwoody has registered with and is participating in a federal work authorization program* [any of the electronic verification of work authorization programs operated by the United States Department of Homeland Security or any equivalent federal work authorization program operated by the United States Department of Homeland Security to verify information of newly hired employees, pursuant to the Immigration Reform and Control Act of 1986 (IRCA), P.L. 99-603], in accordance with the applicability provisions and deadlines established in O.C.G.A 13-10-91.

The undersigned further agrees that, should it employ or contract with any subcontractor(s) in connection with the physical performance of services pursuant to this contract, contractor will secure from such subcontractor(s) similar verification of compliance with O.C.G.A 13-10-91 on the Subcontractor Affidavit provided in Rule 300-10-01-.08 or a substantially similar form. Contractor further agrees to maintain records of such compliance and provide a copy of each such verification to the City of Dunwoody at the time the subcontractor(s) is retained to perform such service.

1903284 10/11/2022

E-Verify * User Identification Number

Company Name Mariani Enterprises, LLC dba Ed Castro Landscape

[Handwritten Signature]

BY: Authorized Officer or Agent Date
(Contractor Signature)

President

Title of Authorized Officer or Agent of Contractor

James Davis

Printed Name of Authorized Officer or Agent

SUBSCRIBED AND SWORN
BEFORE ME ON THIS THE

8th DAY OF December, 2025

Andrea Nicole Mershon
Notary Public

My Commission Expires:
10/16/28



* As of the effective date of O.C.G.A. 13-10-91, the applicable federal work authorization program is "E-Verify" operated by the U.S. Citizenship and Immigration Services Bureau of the U.S. Department of Homeland Security, in conjunction with the Social Security Administration (SSA).

