



## **Village of Wellington**

### **Aquatic Vegetation Control Services**

**ITB – 023-17/DZ**



**Bid Opening:  
January 24, 2018 @ 10:00am**

Submitted by:  
Clarke Aquatic Services, Inc.

<b>Prepared For</b>	<b>Copy No.</b>
Village of Wellington	1 of 1



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# BID ACKNOWLEDGEMENT COVER PAGE

<b>SUBMIT BIDS TO:</b> Wellington Attn: Clerk's Office 12300 Forest Hill Blvd Wellington, FL 33414	<b>REFER ALL INQUIRIES TO PRIMARY CONTACT:</b> Purchasing Division 12300 Forest Hill Blvd Wellington, FL 33414 Phone:(561) 791-4107	<b>Wellington</b> <b>INVITATION TO BID</b> <b>COMMODITY/SERVICE</b>
<b>BID TITLE:</b> Aquatic Vegetation Control Services		<b>BID NO:</b> 023-17/DZ

<b>NAME OF FIRM, ENTITY, or ORGANIZATION:</b> Clarke Aquatic Services, Inc.				
<b>NAME OF CONTACT PERSON</b> Robert Santana	<b>VENDOR MAILING ADDRESS:</b> 3036 Michigan Ave or: 3133 Fortune Way, Suite 20	<b>CITY:</b> Kissimmee Wellington	<b>ZIP:</b> 34744 33414	<b>STATE:</b> FL FL
<b>TITLE</b> Control Consultant	<b>VENDOR HEADQUARTERS ADDRESS (IF DIFFERENT):</b> 675 Sidwell Court	<b>CITY:</b> St. Charles	<b>ZIP:</b> 60174	<b>STATE:</b> IL
<b>PHONE NUMBER:</b> Office: 800-443-2034 Cell: 561-420-9079		<b>FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN):</b> 13-4306095		
<b>EMAIL ADDRESS:</b> rsantana@clarke.com		<b>STATE OF FLORIDA BUSINESS LICENSE NUMBER (IF APPLICABLE)</b> F08000001049		
<b>FAX NUMBER:</b> 407-944-0709				
<b>ORGANIZATIONAL STRUCTURE (Please Check One):</b> Corporation <input checked="" type="checkbox"/> Partnership <input type="checkbox"/> Proprietorship <input type="checkbox"/> Joint Venture <input type="checkbox"/> Other <input type="checkbox"/>				
If Corporation, please provide the following:				
(A) Date of Incorporation: 4 / 7 / 2005 <small>Month / Day / Year</small>		(B) State or Country of Incorporation: Illinois		



01/22/2018

Village of Wellington  
ATTN: Clerk's Office  
12300 Forest Hill Blvd.  
Wellington, FL 33414

Re: ITB – 023-17/DZ – Aquatic Vegetation Control Services

To whom it may concern,

Thank you for providing us the opportunity to submit a proposal for the Aquatic Vegetation Control Services for the Village of Wellington Council. Clarke Aquatic Services, Inc. has been servicing the Village's waterway for the past 5+ years to which we have gained intimate knowledge of the system and the function that it is there to serve. The knowledge gained since inception of our original contract has allowed Clarke to develop a plan and treatment strategy that is specifically designed for the Village. This allows us to function more efficiently in timing of our treatments, scheduling of our technicians, and responding promptly to any complaint calls or concerns that the Village may have. We have also gained an understanding of the expectations of Village officials and the residents that we serve.

Clarke has been providing aquatic services to customers in Florida since 2008. In addition to Village of Wellington, we have been servicing accounts in similar size and scope such as: Northern Palm Beach County Improvement District, Sumter Landing, The Villages and surrounding communities for the last ten years. Overtime Clarke has gained intimate knowledge of local waterways and developed a strong understanding of local conditions and expectations. Clarke will continue to service from our existing Wellington office in Palm Beach County. Our facilities, trucks, boats, assets and personnel are in place and standing by ready to serve the community of the Village of Wellington. This local facility will function as our command center for operations. Darrel Bagiotti, our Wellington Operations Supervisor, will be the designated operations representatives to work with the Village of Wellington's management team. The Village of Wellington, along with Clarke Employees, will have immediate access to our company-wide resources to help facilitate the most efficient and effective program. Departments that are, and will be, serving the Village of Wellington are:

- |                            |                                    |
|----------------------------|------------------------------------|
| • Regulatory Compliance    | • Operations Support               |
| • Safety                   | • Equipment Technical Services     |
| • Biology Department       | • Product Production/Manufacturing |
| • Technical Services       | • Finance                          |
| • Human Resources          | • Insurance                        |
| • Information Technologies | • Public Relations                 |

Our local facility maintains a sufficient stock of herbicides to meet and/or exceed the Village of Wellington requirements. In addition, our local Wellington office has the required experience, licensed staff, assets and expertise to meet and exceed all of the specified services. Again, thank you for providing the opportunity to submit this proposal. If any more information is needed or I can be of any assistance, please do not hesitate to contact me. I can be reached at:

Email: [rsantana@clarke.com](mailto:rsantana@clarke.com)

Mobile: (561) 420-9079

Sincerely,  
Robert Santana  
Control Consultant



### **Company Background**

Clarke Environmental Mosquito Management was founded in 1946 and currently provides contract mosquito control services to over 200 governmental, and 1,200 private sector customers in the Midwest, West Coast, East Coast and Florida. The corporate headquarters is in Roselle, Illinois, a suburb northwest of Chicago. Florida offices are located in Kissimmee, Wellington/Palm Beach, Sarasota, Hendry and Palatka/Putnam. Our Kissimmee office functions as our Florida Headquarters.

The Clarke family of companies consists of:

- **Clarke Environmental Mosquito Management (CEMM):** Provides contract mosquito control services.
- **Clarke Mosquito Control Products (CMCP):** Manufactures and distributes products and equipment utilized in the mosquito control industry.
- **Clarke Aquatic Services (CAS), 2005:** Provides contract aquatic control maintenance of ponds, lakes, and natural water bodies. Managed maintenance programs also include Mitigation, Natural Areas, and Right of Way services.

The synergies provided by the Clarke family of companies provide an unparalleled level of complete, economical and professional aquatic services. The Clarke service approach incorporates the *best management practices* (BMP) philosophy: The balanced used of site inspections, mapping, public relations/education, and environmentally sensitive and targeted herbicide application techniques are the pillars of our programs approach.

Dr. J. Lyell Clarke, a PhD medical entomologist, leads the Clarke staff of over 170 full time employees and over 300 part-time summer interns. The staff consists of scientists and specialists dedicated to the aquatic service industry, providing expertise in operations, cartography, public relations, research & development, aviation, equipment, regulatory affairs, and new chemical formulations.

Clarke is a sustaining member of the Florida Aquatic Plant Management Society, Aquatic Plant Management Society, and Aquatic Ecosystem Restoration Foundation.

### **COMPANY MISSION STATEMENT**

*Our mission is to make communities around the world more livable, safe and comfortable. We do this by pioneering, developing and delivering environmentally responsible solutions for public health mosquito control and aquatic habitats.*



### References

Clarke enjoys numerous long standing relationships with counties, municipalities, Improvement Districts, commercial and private communities all over the world.

We have a stellar reputation for outstanding customer service, responsiveness and a depth of **knowledge** and **resources** present in none of our competitors.

We encourage you to talk to our customers in making this important decision, as they can support the *immeasurable* value of aligning with a quality vendor like Clarke Aquatic Services.

OWNER'S NAME & ADDRESS	PROJECT	CONTACT PERSON	TELEPHONE NUMBER
<b>Village of Wellington</b> 1400 Greenbrier Blvd. Wellington, FL 33470	Over 500 acres of waterways	Bill Conerly	(561) 722-5877
<b>Northern Palm Beach County Improvement District</b> 359 Hiatt Drive Palm Beach Gardens, FL	Over 200 acres of waterways	Randy Cross	(561) 714-9897
<b>The Villages</b> 1071 Canal Street The Villages, FL 32162	Over 500 acres of waterways	Sam Wartinbee	Phone: 352-753-4022 Fax: 352-753-4296 Cell: 352-267-4018
<b>The Town of Lake Clarke Shores</b> 1701 Barbados Road West Palm Beach, FL 33406	Aquatic Maintenance of lakes and canals	Damon Gammons	(561) 718-3645
<b>Sumter Landing, The Villages</b> 1894 Laurel Manor Drive, The Villages, FL 32162	Over 500 acres of waterways	Fred Lonergran	(857) 413-7004

**Poinciana**  
**Community Development District**

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135 W. Central Blvd., Suite 320, Orlando, Florida 32801  
Phone: 407-841-5524 – Fax: 407-839-1526

January 21, 2018

To Whom It May Concern:

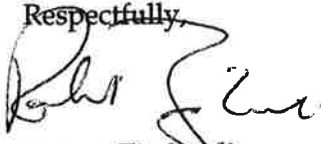
Clarke Environmental has been providing Aquatic Maintenance Services and Aquatic Midge Control services for over 50 stormwater management ponds located within the Poinciana Community Development District (PCDD) for numerous years. We have been highly satisfied with their performance.

Aside from routine performance of normal contractual services they have always been responsive to an issue that may fall outside the contracted scope of services. With over 3500 rooftops in the community, many of which are situated on or near a pond, one can appreciate the difficulty in satisfying everyone. Clarke personnel, however, have always addressed resident's concerns and questions politely and professionally.

Of note also, Pete Deglomine and Amy Solis have provided education and guidance to the PCDD Board of Supervisors upon request and routinely attend board meetings to answer questions of both residents and board members.

I strongly recommend Clarke Environmental for Aquatic Maintenance and Midge Control Services.

Respectfully,



Robert Zimbardi  
Chairman, Board of Supervisors  
Poinciana Community Development District



Reference letter for Pete Deglomine

Clarke Aquatic Services, Inc.

I have had the pleasure of working with Pete over the past 7 years here in The Villages. We have been in touch weekly over those years talking about ways to keep our water bodies looking pristine. There isn't another development in the USA which has this amount of water bodies with such a diverse make surrounding them.

There are 392 basins which are currently being maintained by Clarke and Pete is The District's 'go to man'! Whether it is a flare up of algae after a storm or hot weather or the surrounding landscaping was just fertilized and washed into a basin and created a nuisance aquatic to start growing, all we have to do is call Pete and he gets his Clarke team rocking and rolling on the fix!

It has been a privilege working with Pete and he would be a great person to have on board any team.

Thanks Pete!

A handwritten signature in blue ink, appearing to read 'Dave Burgess', with a long horizontal flourish extending to the right.

**Dave Burgess**

Asst. DPM Director  
1071 Canal Street  
The Villages, FL 32162  
352-753-4022  
[dave.burgess@districtgov.org](mailto:dave.burgess@districtgov.org)



## CITY OF WINTER SPRINGS, FLORIDA

1126 EAST STATE ROAD 434  
WINTER SPRINGS, FLORIDA 32708-2799  
Telephone (407) 327-1800

Utility/Public Works  
Department

January 22, 2018

Subject: Reference for Clarke Aquatic Services, Inc.

To whom it may concern:

The City of Winter Springs awarded and entered into an agreement with Clarke Aquatic Services, Inc., for the aquatic weed control and maintenance services of City maintained lakes, ponds and other stormwater facilities for three (3) years from October 2011 to September 2014. The total contract amount for the services for the first year was \$41,587.32, the second year was \$43,241.59 and the third year was \$45,579.32.

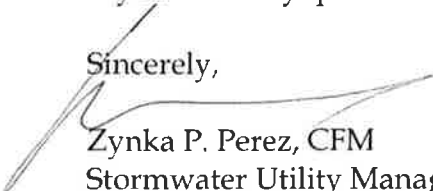
The scope of work consisted of water quality management at approximately 90 lakes and ponds. Services also included algae and aquatic weed control, shoreline grass control, littoral shelf maintenance, water chemistry and bacteria testing, biological and manual removal of invasive weeds including nonorganic materials and management reporting. Clarke staff was very responsive to any concerns raised by the City or any of the affected residents.

The City of Winter Springs would highly recommend Clarke Aquatic Control for similar work or services.

Clarke Aquatic Control did an excellent job on the contract services

If you have any questions, please contact me at 407-327-5977.

Sincerely,

  
Zynka P. Perez, CFM  
Stormwater Utility Manager

cc: Brian Fields, P.E. - Community Development Director  
Bryant Smith, P.E. - Senior Civil Engineer



### **Florida Office and Equipment**

One of the benefits of continuing to contract with Clarke Aquatic Services is our local facility located within the Village. This allows Clarke to spend valuable time on site instead of commuting. This also allows for Clarke to promptly respond to any request that may come from the Village. A system the size of Wellington requires constant monitoring and site inspections to keep the level of service to the level of expectations that we have experienced with the Village.

#### **Wellington Office**

- (8) Chevy trucks
- (1) Ford Explorer
- (5) ULV mosquito spray systems (3 Cougar, 1 Grizzly, and 1 Promists)
- (2) 6x4 John Deere gators with spray systems
- (1) 4x4 John Deere gators with spray systems
- (1) Kawasaki Mule ATV
- (2) 16' Boats with spray systems
- (1) Alum boat
- (1) 16' airboat
- (2) Zero turn mowers
- (10) Stihl liquid and granular backpack blowers
- (1) High capacity granular blower

#### **Kissimmee Office**

- (4) Chevy trucks
- (3) ULV mosquito spray systems
- (5) Stihl liquid and granular backpack blowers
- (3) John Deere gators with spray systems
- (1) 16' Boat with spray system
- (1) 16' Boat with 1,100 # capacity and spray system

#### **Hendry Office**

- (11) Chevy trucks
- (10) ULV mosquito spray systems
- (4) John Deere gators with spray systems
- (1) 16' Boat with spray system

#### **Palatka Office**

- (7) Chevy trucks
- (5) ULV mosquito spray systems
- (5) John Deere gators with spray systems
- (2) 16' Boat with outboard and/or Go-Devil spray system
- (1) 18' Airboat with spray system

### **Key Personnel and Operations Organizational Chart**

#### **Darrel Bagiotti / Operations Supervisor - Wellington**

- B.A Environmental Studies, minors in Biology, Climate Change, and Interdisciplinary Studies, University of South Florida
- 4 years industry experience w/Clarke
- Holds Commercial applicators license for Forest Pest Control, Aquatic Pest Control, Right of Way, Natural Areas, Demonstration and Research
- Public Health Applicator License
- Green Industries Best Management Practices
- Stormwater Erosion and Sedimentation Control Inspector
- Certified OSHA, and HAZWOPER
- First Aid and CPR certified
- Florida Boater's License Certified
- Day to day supervision of all aquatic and wetland maintenance operations as well as mosquito monitoring and control operations in Wellington, FL office
- First Aid and CPR certified
- Florida Boater's License Certified
- Supports and maintains aquatics/mosquito control surveillance programs for 4 Clarke offices

#### **Robert Santana / Control Consultant**

- B.S. Food and Resource Economics, University of Florida
- MBA Candidate, University of Florida
- 2 year of experience with Clarke
- Key contact for Miami-Dade and Martin County in Zika Response effort
- 5 years of industry experience in chemical manufacturing
- Licenses held: Public Health Applicator, 482 ID, Stormwater Management Inspector
- Active member of FMCA, AMCA, FASD, FAC, CAI
- Experienced with working with commissioners, public bids, municipalities, counties, and water management districts on public and private levels

#### **Dr. Brett Wells Bultemeier / Florida Water Resources Manager**

- PhD from University of Florida, Agronomy
- M.S. from University of Florida, Agronomy
- B.S. from Manchester College, Biology/Environmental Services
- 13+ years of aquatic plant management experience
- 2010 Student Board Member of the Aquatic Plant Management Society
- FDACS Herbicide Applicator License in Aquatics, Natural Areas, Right of Way, Turf and Ornamental, Forestry, Research and Demonstration
- Trained applicators throughout the state of Florida at meetings like Aquatic Weed Control Short Course, Dodd Short Course, FAPMS, SEHAC





A Global Environmental Products and Services Company

- Research at UF focused on developing new herbicides and techniques for aquatic plant management, and in aquatic plant physiology and ecology

**John Greene / Florida Regional Sales Manager**

- B.S. Business Administration, Appalachian State University, Boone, NC
- 10+ years industry experience in vegetation management
- Regulatory experience, FWC, SFWMD, ACOE, FDEP
- Threatened and endangered species mitigation
- Wetland restoration, creation and mitigation experience
- FWC Upland Invasive Plant Management Program
- Coral Springs Aquatics Training Courses
- First Aid and CPR certified

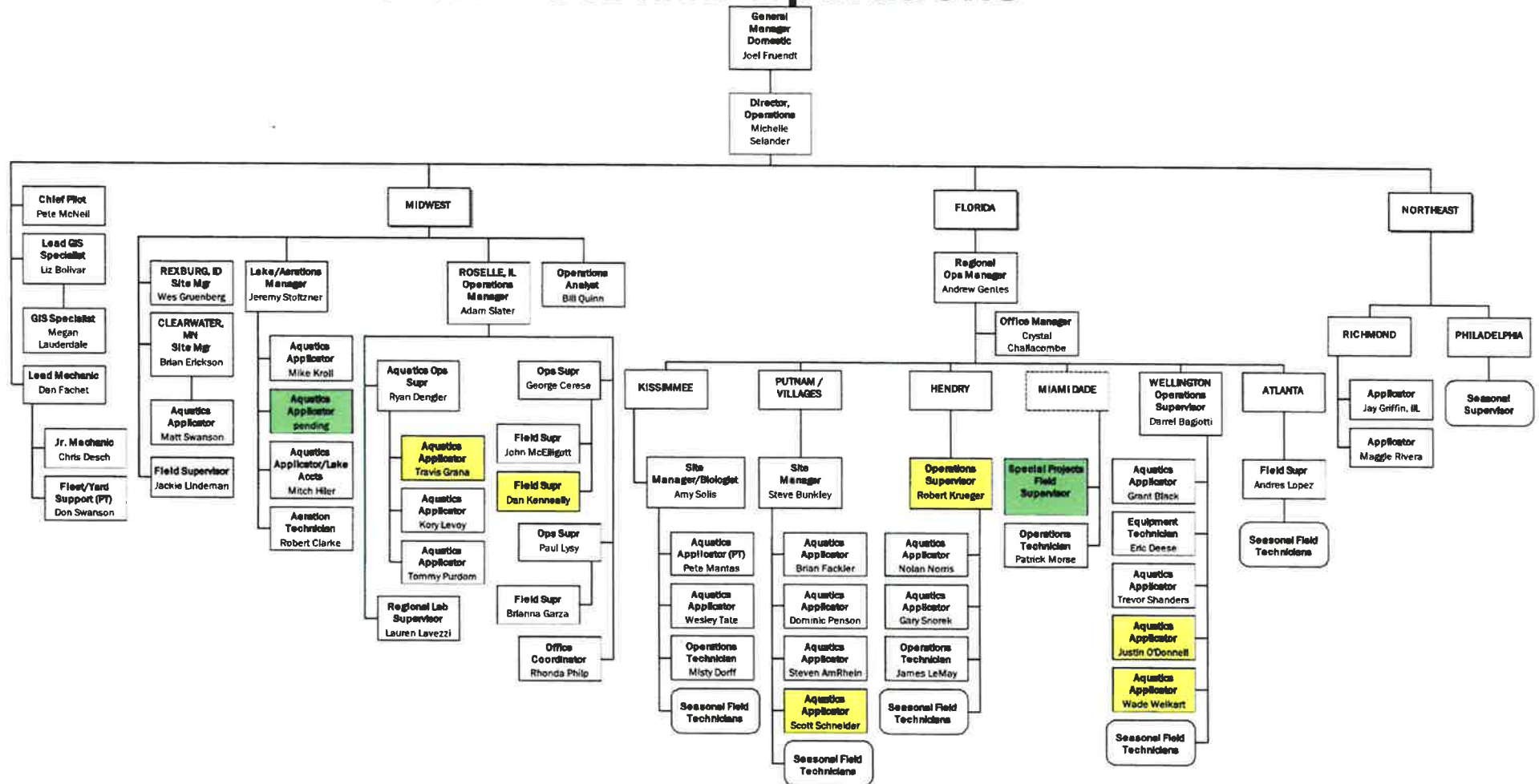
**Andrew Gentes / Florida Regional Manager**

- B.S. Biological Sciences, Illinois State University
- 16 years industry experience w/Clarke
- Holds a FL Mosquito Control Director's license and Public Health Applicator licenses in FL, GA, and AZ
- Holds a FL Aquatic Applicators License, Right of Way, and Natural Areas License, and Chapter 482 Applicator ID card
- Emergency Response Experience
- Coral Springs Aquatics Training Courses
- Certified Mosquito Identification Specialist (Dr. Darsie Course)
- Certified DOT, HAZMAT, OSHA, and HAZWOPER
- First Aid and CPR certified
- Florida Boater's License Certified
- Oversees aquatic control service operations and mosquito operations in 4 Clarke offices throughout Florida

**Michelle Selander / Director of Service Operations – Clarke Domestic**

- B.S. Geography with an emphasis in Natural Environmental Sciences and minor in Biology, Northern Illinois University
- 20 years industry experience w/Clarke
- Holds applicator licenses for mosquito and aquatic categories in 6 states; IL, WI, MN, IA, MO, IN
- Emergency Response Experience
- Coral Springs Aquatics Training Courses
- Certified OSHA and HAZWOPER
- First Aid and CPR certified
- Member of Illinois GIS Association
- Project Manager on Operational and Sustainability Initiatives within Clarke
- Oversee, manage, and direct all service operations to include mosquito, aquatics, aerial, GIS/Cartography and emergency operations on a national basis

# Domestic Division – Service Operations



## Clarke's Work Plan

### Personnel Plan for Village of Wellington

Clarke will be dedicating 3 full-time licensed aquatic applicators each week to the servicing of the designated Village waterways. These applicators will be based out of the office currently located within the Village of Wellington (office park off Fortune Way). The first licensed applicator will be dedicated full time to Basin "A", the second applicator to Basin "B" and a third dedicated full time applicator for any complaint calls and to assist any additional treatments throughout the Village for when complaints are absent. For visual of the workflow plan please see Attachment A in this work plan.

### Support and Complaint Applicator

- The primary responsibility for this applicator will be to rapidly (within 48 hours) address any complaint calls and treat the Village Park Ponds
- Historically, the primary source of complaint calls come from sections within Basin "A." These calls are in response to Crested Floating Heart, Limnophila or floating Tape/Eel grass. The applicator will respond to complaints anywhere in the Village, but the anticipation is that these are likely to come from Basin "A".
- At the 1<sup>st</sup> of the month, Village Park Ponds will be scheduled, thus placing the applicator in Basin "A" to most rapidly respond to any complaint calls that might arise.
- During the summer months, weeds are actively growing and tape/eel grass is starting to float to the surface (late June - early September). This is the time that we expect to receive a majority of our complaint calls and will dedicate resources accordingly.
- In 2017 Clarke did not receive any complaint calls in Basin "B" and Clarke plans to focus on the "hot spots" from 2017 (Basin "A").
- The finger canals of Lake Wellington, behind the Mayfield community and The Shores were problematic with Limnophila and Crested Floating Heart and will be a priority this spring and on the inspection list for this applicator.
- Knowing the aggressive spread and growth of Crested Floating Heart, it will be a priority plant for this applicator and is most prevalent in the following locations: Lake Greenview shores and the C9 canal

**Basin “A” (North of Pierson Road) Applicator**

- The primary area of responsibility for this technician will be in the Canals north of Pierson Road and in Lake Wellington.
- Inspections and treatments, in a typical month, will begin in the center of this area and progress out to the edges, with Lake Wellington typically scheduled for the 2<sup>nd</sup> week of the month.

**Basin “B” (South of Pierson Road) Applicator**

- The primary area of responsibility for this technician will be the canals south of Pierson road and Section 24 and Peaceful waters.
- This applicator will oversee workflow and progress of maintenance efforts for Peaceful Waters and Section 24 (see “Section 24 & Peaceful Waters” below for more detailed work flow in that site.
- Work in this area will begin in the northwest quadrant of Basin B and work towards the southeast quadrant by months end. Towards the end of the month is when Section 24 and Peaceful waters will be reviewed.

**General Personnel Plan**

- Each month these applicators will service 100% of the acreage in The Village. Our plan and strategy ensures that all of it is inspected and treated by months end.
- Technicians will follow a detailed work plan that will be illustrated on color coded maps, which will be submitted to the Village Public Works Department daily, to ensure clear communication of progress through the sites.
- In addition to the daily maps, a service ticket will also be submitted specifying chemical treatments and amounts for each of the coded map sections.
- The work week will begin with 4 extended scheduled and targeted work days (averaging 10 hours per day) which will leave an open day to address any deviations that may have occurred.
- The longer work day allows for a more efficient treatment of the system and less travel time to and from sites.
- Additional staff will be utilized from the local office if required or deemed necessary

## Plant Management Plan

All management efforts by Clarke, seek to not only meet the immediate needs and goals of the Village, but to also ensure that the best strategies are being implemented for long term success. The keystone to this strategy is seeking to not only alleviate the “symptom” that can cause problems to the water but to alleviate the underlying cause long term. This often means using “nontraditional” or new methods, which often differ from the “industry trend”. However, we have seen these strategies be very successful both in the short, but more importantly long term.

**Emergent strategy:** This plan refers to any plants that primarily grow out of the water and along the bank (up to 2 feet from the waterline) of the canal.

- Equipment used: Backpack sprayers, John Deere Gator Sprayers, 16 ft. Tracker Boat
- Key plants: Crested floating heart, torpedo grass, cattail, primrose family, rotala, spatterdock, limnophila
- Key herbicides used, but not limited to: Imazapyr, glyphosate, 2,4-D, triclopyr, diquat, clipper
- Timing of treatment
  - Early spring: Plants will be treated primarily with imazapyr, as it is slower acting, but longer lasting on early season growth, as is seen in the spring. Primary targets this time of year are Limnophila (out of the water), torpedo grass and primrose.
  - Summer: Any plants that re-sprout after the spring will be treated, primarily with a combination of glyphosate and imazapyr, at reduced rates. This combination is faster acting and during the rapid growth phase of the summer ensures rapid feedback on treatment success. Primary targets this time of year are Crested Floating Heart, limited spatterdock and re-infestations of torpedo grass.
  - Fall: as plants transition from summer growth to flower, seed and root development associated with fall, the herbicide glyphosate and/or triclopyr will be used. This will ensure that plants are not able to “re seed” or overwinter for the next growing season. Furthermore, this changing of chemicals ensures proper herbicide rotation to avoid any resistance development in these plants. Primary targets this time of year are Crested Floating Heart, spatter dock and some torpedo grass.
  - Crested Floating Heart receives treatments year round as needed, but the most success and most intense treatments are during the summer and fall.



- Other products may be used as needed, and treatment timings may differ as the situation demands. However, Clarke is dedicated to herbicide rotation, which at times means using a slightly less effective treatment to ensure the long term availability of the BEST treatment option.

**Submersed strategy:** This is one of the more complicated portions of the management of the Village of Wellington. The dynamic flow and multiple usages of the waterways by various groups make this a challenge. Although there are designated “zones” or “sites” within the Village of Wellington, it is really a very large interconnected system that should be managed as such. There is no such thing as “an individual” canal in this system, and it should not be treated individually. Furthermore this system has a very diverse and challenging set of invasive submersed weeds such as limnophila, hygrophila, rotala, tape grass, and hydrilla. The elimination and suppression of invasive plants is a priority, but as a part of that plan the protection and enhancement of native plant beds (where feasible) is also an important strategy. Utilizing the proper chemicals, tools, resources and strategies is paramount to successful long term management of the submersed weed issues throughout the Village of Wellington.

- Equipment used: 16 ft. Tracker Boat, John Deere Gator Sprayer
- Key Plants to be managed: Hygrophila, Rotala, Hydrilla, Limnophila, Crested Floating Heart, Vallisneria (Eel grass/tape grass), Chara algae, Filamentous algae, Coontail, Naiad species, Illinois Pondweed, Coontail, Bladderwort, Cabomba
- Key Natives (managed where needed, but promoted where possible): Vallisneria (Eel grass/tape grass), Chara algae, Naiad, Pondweeds, Bladderwort, Coontail, Cabomba
- Key herbicides used, but not limited to: Diquat, Flumioxazin, Endothall (amine and dipotassium salt formulations), Copper, Fluridone, 2,4-D, Triclopyr, Bispyribac, Topramezone, Penoxsulam
- Treatment timing: This will vary from species to species but in general will follow the below timing.
  - Late Winter/Early Spring: Species such as hygrophila and rotala respond favorably to treatments during this time of the year. Species such as hydrilla will be documented and scouted, but not treated until spring.
  - Early Spring: Systemic herbicide treatments of plants such as hydrilla will be performed at this time in the lakes/coves and isolated canals, where such treatments are feasible. Based on the maps from the winter inspections Hydrilla will be further mapped and treated starting in April. This is to time with the sprouting of hydrilla tubers, as treating too early will miss these plants and require retreatment. Limnophila will be targeted in April/May.
  - Summer: Following successful spring treatments, summer treatments should be limited for hydrilla and hygrophila. It is ideal to limit summer treatments because conditions are unfavorable for successful herbicide treatments. There

is often higher rainfall (and thus higher flow) in the system requiring the use of higher doses of chemical than desirable. Furthermore, higher temperatures create conditions that more rapidly degrade herbicide. Combined with a higher usage rate of the waterways summer treatments are not ideal. If proper planning and treatments are done in the spring, then summer treatments are greatly reduced. The exception to this rule is a submersed treatment strategy for Crested Floating Heart, which has been shown most successful during the summer months.

- Fall: A final treatment of any leftover plants is done to prevent the “reseeding” for the following year. Treatments on most plant species will be “minimal” this time of year. Hydrilla is of particular importance this time of year as this is when plants form new tubers that can “re seed” for the following growing season. If plants are removed before late October these tubers will not be created and there will be fewer plants the following year. Again Crested Floating Heart responds favorably this time of year as well.
- Vallisneria (Eel/Tape grass): This native plant is normally a desirable species for most aquatic habitats, but is more a nuisance in Lake Wellington. As such it must be treated differently. In the winter and early spring the water clarity is at its highest and this allows plants to grow in much deeper water. As the summer rains and flow in the system increases, the water clarity decreases and the deeper growing tape grass begins to float. This further degrades water clarity and causes more to uproot, with a peak for floating tape grass occurring between late June and into late July. To prevent this mass the strategy will be to treat and remove tape grass in the late winter to ensure it doesn’t float later in the summer. Tape grass will be treated to limit it to an area 3-5 feet off shore and in water no deeper than 5 feet. This will drastically reduce the amount of material that floats later in the summer.
- Biological Control of Submersed Vegetation: Working with the Village of Wellington we will stock the system with 1,500 sterile carp at a minimal size of 15”. The carp are a key component to the management of submersed vegetation within the Village of Wellington.

### **Floating vegetation**

- As a result of some treatment activities, or natural occurrences it may be necessary to physically remove or otherwise get rid of unwanted vegetation.
- This can be done with a front loading weed harvester of at least 16 feet in length. In the unlikely event that large quantities of vegetation need to be removed (for example after a significant storm event) then a subcontractor will be used for quicker removal. Where possible this floating vegetation will also be sprayed with herbicide/algicide to cause it to breakdown and sink to the bottom.



- A vegetation boom should be installed on the southeast section of the system as the water flows from the southeast to the northwest the vegetation will be collected in one area to prevent dispersal of these weeds into the rest of the system.

## **Section 24 & Peaceful Waters**

Clarke will continue to maintain the Village of Wellington's mitigation sites (Section 24 and Peaceful Waters) under 5% invasive exotic species coverage. Our mitigation protocol and treatment plan focuses on the efforts to treat and remove any invasive exotic species present before these plant species drop seeds. Any seeds that are present are cut and removed from the site to eliminate the seed germination from that plant. Clarke will continue working alongside the Village of Wellington's supervisors in creating common goals to create a vision for the parks health in the coming years. The goal is to not only look at the parks for invasive/ exotic vegetation control but also look at the hydrology, nutrient loads, native plant populations, and water flow of the systems to sustain a healthy environment for the wildlife and visitors.

### **Peaceful Waters**

- The Peaceful Waters will be treated the 2<sup>nd</sup> Tuesday of every month, as it currently is being done. This allows consistent communication to the residents and visitors that use this park when treatments will occur. This is to ensure minimum disruption to the various activities in the park and to avoid any frustrated visitors.
- Currently the site is has duckweed, water lettuce, and water hyacinth as well as having sprouts of primrose willow and other species invading the upland areas. A very healthy native plant population has filled in many of the park's cells in which maintenance on these plants will be taken into account to allow accessibility of equipment throughout the park.
- Continued maintenance efforts will focus on monthly scouting/treating to provide upland invasive species removal of vines and woody species along the parks pathways. As needed aquatic weed control will be performed as well, primarily for algae and duckweed.
- This site requires both an airboat and Gator UTV and will be overseen by a licensed applicator who holds the following categories on the license: Aquatic Pest Control and Natural Areas Weed Management.
- The Support and Complaint Applicator will be responsible for overseeing management activities at this site.

### **Section 24**

- Clarke will maintain these waterways in compliance (as cleared by SFWMD in 2017 see Attachment B for report) with the no more than 5% invasive species threshold.
- Section 24 is a crucial habitat that is now a suitable habitat for numerous wildlife species, including endangered birds such as the critically threatened snail kite.

Management efforts will continue to enhance and protect this critical habitat, and appropriate measures will be taken to ensure the safety of the snail kite populations.

- Clarke helped to manage this park from a year 1 invasive species level of 10% down to 3% in year 5 of the project. In addition to reducing the invasive species, the native population has been managed to thrive as well, further reducing the impact of invasive species.
- Clarke's supervisors will meet at least monthly with a Village of Wellington supervisor to ensure all plans are being met and to develop the plans for the months that will follow.
- Currently the species requiring the most intense management in this area is Crested Floating Heart, which is found in the south east and north east section of the parks waters. This plant will be aggressively treated with both systemic and contact herbicides (situationally dependent, in order to create the greatest reduction in Crested Floating Heart, while simultaneously protecting the native species present).
- Other invasive species such as torpedo grass, cattails and alligator weed will be targeted primarily in the Spring and early Summer to keep the populations at low levels.
- The upland islands found throughout will be scouted and treated accordingly for species such as Brazilian Pepper, Ceaser Weed, Old World Climbing Fern, and Torpedo Grass. Given the previous efforts on these sites, this should be maintenance level treatments.
- All walkways will also be scouted monthly and appropriate removal strategies employed.
- Any invasive vegetation that is found to be actively seeding will be removed from the site and safely disposed of, to ensure no additional seed banks, or germination can establish.
- At a minimum the entire park will be swept quarterly by a crew of 4-6 experienced technicians to treat and remove any invasive species found. This is in addition to our routine monthly maintenance. This will be a more intense and in depth sweep and insures efficient removal and cleaning of any invasive species from this property.

## Equipment and Support

In addition to the personnel and equipment listed above, a range of additional staff and equipment may be used to support the management efforts in The Village of Wellington. These staff and equipment could be utilized from any of Clarke's 6 locations in the state of Florida or any of the locations Clarke maintains around the United States.

- Mapping capabilities using Lowrance and C-Map Biobase for bathymetric maps.

- These maps not only provide bathymetric data critical for treatment plans, but can provide valuable information about where plants are in the water and what type of sediment is present.
- In house GIS based mapping department
  - This allows greater flexibility in displaying any treatment or other information that The Village of Wellington might want to review or display to the public.
- In house regulatory department
  - Ensures compliance with any updates to herbicide labels, and that all NPDES requirements are properly addressed. Can be utilized to support any public inquiries into treatments.
- Aquatic Plant Control PhD on staff
  - Provides a depth of knowledge on current plants and a strategy to quickly identify and develop treatment plans for any new plants.
  - Continued connection to various research institutions and access to “new” herbicides before they are released to the public.
- Conserve precision application technology
  - Can be utilized to document and tightly control submersed herbicide applications to particularly sensitive areas.
- GPS based vehicle/personnel tracking (Geotab)
  - This allows for a transparent accountability of where personnel were in The Village of Wellington and when they were there.
- Clarke is committed to Sustainability and produces an annual sustainability report ensuring that we are partnering with our stakeholders to ensure we are responsibly protecting the environment.
  - See Attachment C for most recent report
- Mosquito and midge control technologies

## Reporting

Clarke has developed and utilizes its own scheduling and reporting software, called Prius™. This software enables Clarke's Managers and Supervisors to schedule work in the office which then directly feeds to smart phones and tablets utilized in the field. This enables Clarke to utilize the most recent technology available and at the same time be as sustainable as possible by eliminating the need for paper ticketing.



## Clarke's Handheld Prius™ Entry System

**Village of Wellington**

**Instructions**

**Ticket**

SO Number 1005436266  
Status NotStarted  
Supervisor  
Supervisor Phone  
Technician Darrel Baggett  
License CM22976  
Customer Permit  
Customer Village of Wellington  
3132 Fortune Way  
Wellington, FL 33414  
Service WELA7109  
Mitigation Control

**Products**

Product	Item#	EPA#	Quantity
AQUATHOL K	7844100	70506-176	9535.022 gal
REFUGE HERBICIDE	7844102	100-1362	35756.333 oz
LI 700	7844106	NO NUMBER	11918.778 oz
POLARIS	7844107	228-534	35756.333 oz

**003-0240**

**Instructions...**

Permittee Clarke FL (na)  
Permit FL62-620 (na)

Action Threshold Weed/Algae

Adverse Effects ☒

Equipment Gator

Water Temp 74

Water pH 7.1

Water Alkalinity

Problem

Comments

**LI 700**

Product	Item#	EPA#	Quantity
LI 700	7844106	NO NUMBER	11139.52 oz
POLARIS	7844107	228-534	33418.56 oz
RODED	7844110	62219-324	41773.2 oz
PATHFINDER II	7844112	62219-176	476562.59 oz
TRUE BLUE	7844119	NO NUMBER	87.028 gal
NAVIGATE	7844200	228-378-89	158041.94 lbs
HYDROTHOL 191 GALLON	7844300	70506-176	9468.592 gal
CIDE KICK II	7844450	NO NUMBER	11139.52 oz
COPPER SULFATE FINE	784502	56576-1	14794.675 lbs
ALLIGARE DIQUAT HERBICIDE	784736	81927-35	1392.44 gal
ALLIGARE ARSOS			

- Once an Application is completed in the field, it is uploaded to Clarke servers so that reports can be automatically or manually generated. This quality control helps to ensure Clarke Applicators are always performing at the highest industry standard.
- All Clarke equipment is set-up with Real Time tracking devices and directly communicates with Prius™ Technology through cellular connections and through Blue Tooth Technology. This ensures that all data is as accurate as possible and reduces human input errors.
- Clarke's digital reporting system, Prius, enables rapid and accurate reporting that is customized to each customer's needs. Attached is copy of a sample report for the Village of Wellington that includes all required data and can be adjusted as needed to meet needs, if they change.
- See Attachment D for example of Prius report.

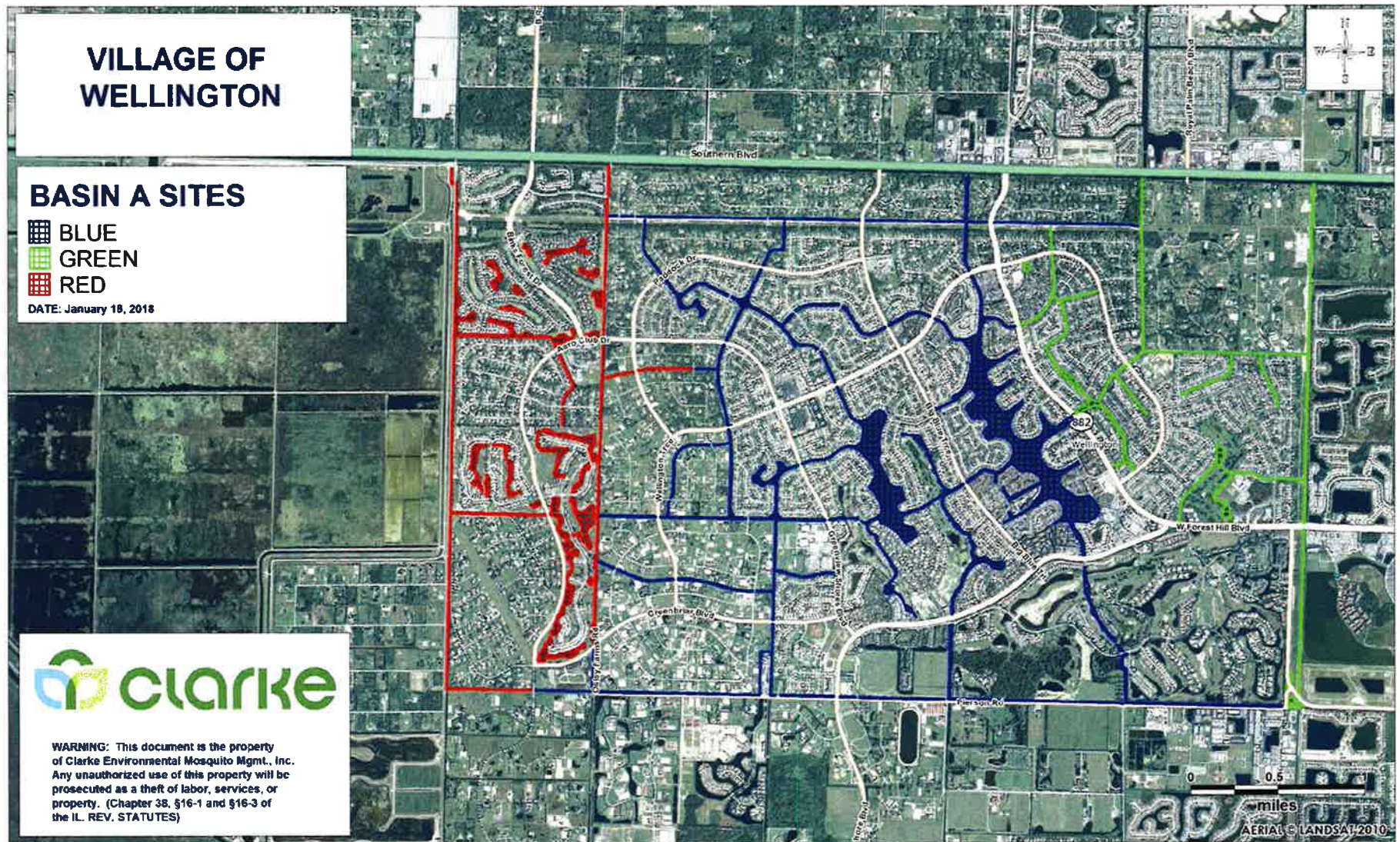
## Summary

Managing such a complex and large system like the Village of Wellington requires an innovative and targeted approach. Clarke is uniquely equipped to do these treatments, through our technology, expertise, and previous familiarity with the Village of Wellington system. Our long term and systematic approach to management ensures a high level of service that steadily improves the conditions of even the most impaired water bodies. Our previous experience within the Village of Wellington system uniquely suites us to provide superior service and to further enhance the conditions found throughout. Our office location within The Village of Wellington ensures a rapid response and our familiarity with the account ensures we can address the current challenges in this account, but are also capable of handling “new” challenges that may show up. We are focused on not just treating the “problem” but seeking to implement the types of long term solutions that reduce management activities in the long run.

# Attachment A

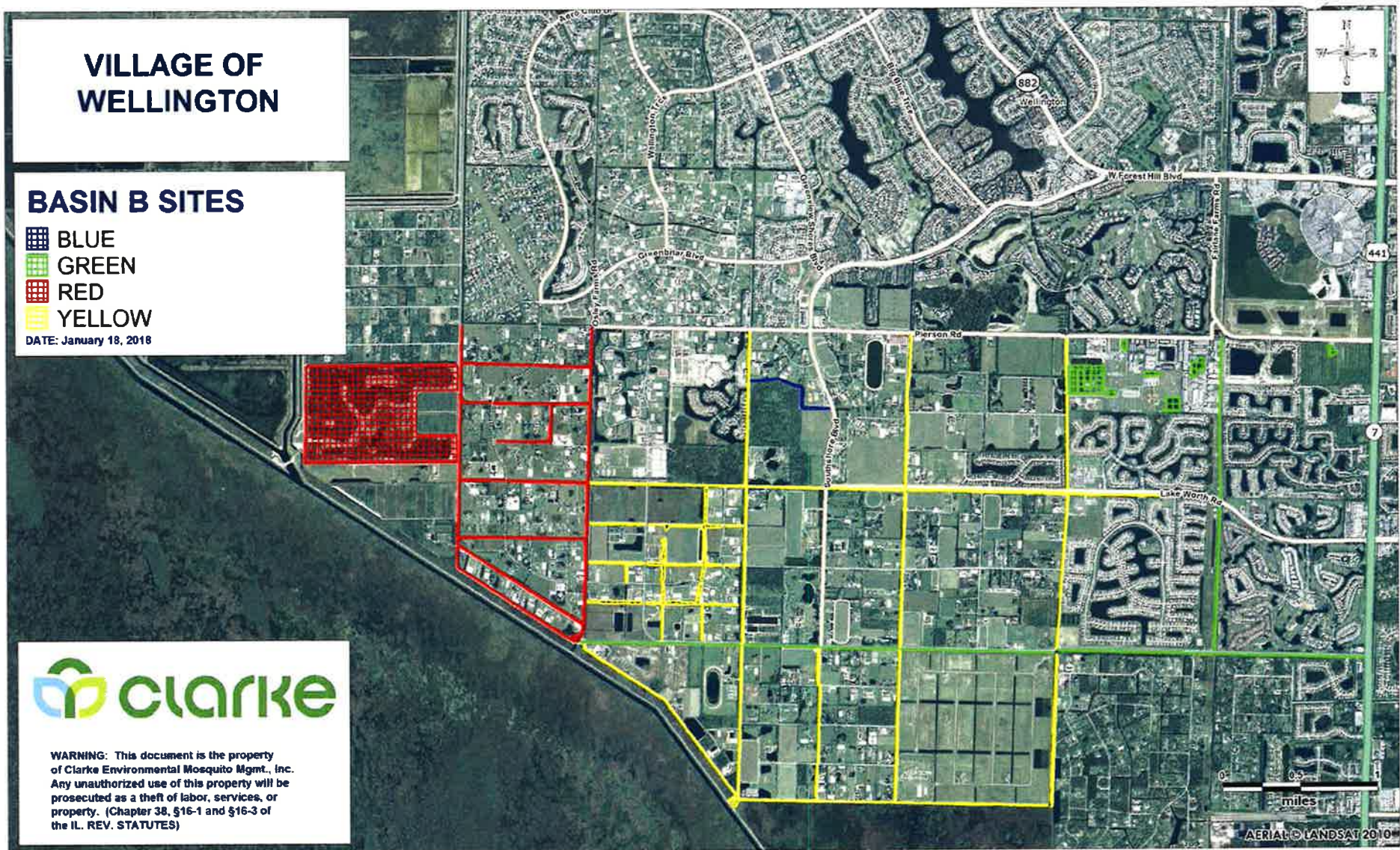
## Map of Workflow





Basin "A" Workflow. Work will begin Week 1 (Red), Week 2 and 3 (Blue), Week 4 and any retreats (Green)





Basin “B” Workflow. Work will begin Week 1 (Red), Week 2 (Yellow), Week 3 (Green), Week 4 (Blue).





Overview of Basin “A” and Basin “B”.

**Attachment B**

**2016 Section 24 Annual Monitoring  
Report Summary**

Summary of Annual Monitoring Report, December 2016. This table shows vegetation reduction and overall native plant establishment over a 5 year period. This was just prior to being cleared by SFWMD as in compliance.

**Table 1. Vegetation Success Criteria Evaluation**

Success Criteria	Percent Coverage/Survivorship per Monitoring Period					
	T-0	Year 1	Year 2	Year 3	Year 4	Year 5
<b>80% Marsh Hydrophyte Cover*</b>	<b>24</b>	<b>20</b>	<b>3.8%</b>	<b>13%</b>	<b>116%* 69%</b>	<b>88.5%</b>
<b>80%+ Survivorship Tree/Shrub Species</b>	<b>100</b>	<b>70</b>	<b>54%</b>	<b>55%</b>	<b>100%</b>	<b>95%</b>
<b>&gt; 5% Invasive/Exotic Cover</b>	<b>18</b>	<b>10</b>	<b>3.3%</b>	<b>11%</b>	<b>4.5%</b>	<b>3%</b>

**\* = Averages provided for submerged and emergent combined, as well as only emergent.**

Attachment C

Example of Prius Report





## VILLAGE OF WELLINGTON (090060) - Service Report

December 2017

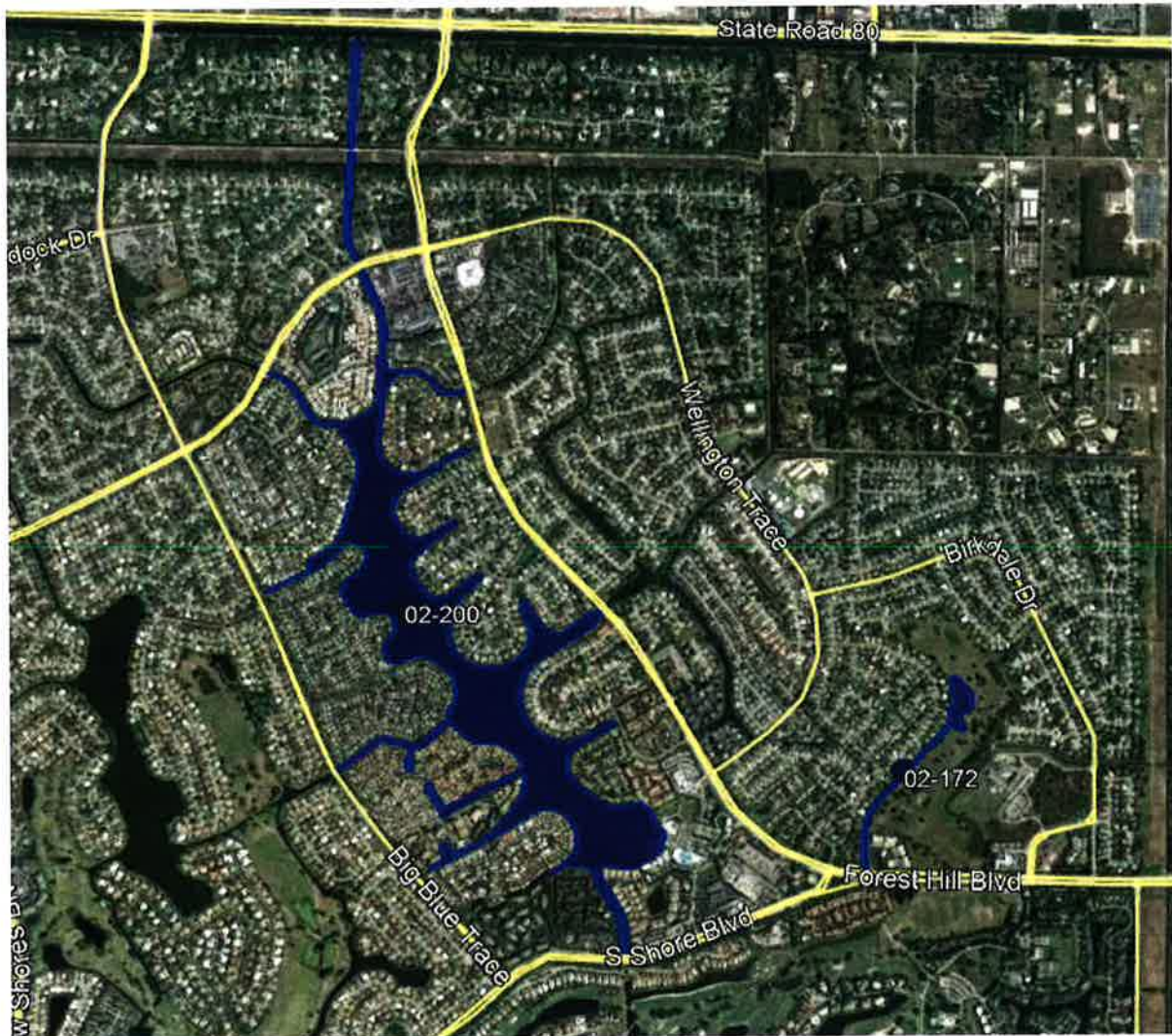
Village of Wellington (090060) - Service Report												
Treatment Date	Service Order No	Asgmt	Arg No	Technician	Primary Licensee Name	Primary License Name	Primary License No	Customer Address	Customer City	Customer State	Customer Zip	
12/01/2017	1005400030	1(0)	0000526273	Wade Weikart	Grant Black	Aquatics	CM23423	3132 Fortune Way	Wellington	FL	33414	
Job Instructions					Comments				Payer			
Email Mary Ann Simonds maryann.simonds@gmail.com the day before treating 02-172										AWT-INT		
Precipitation	Cloud Cover %	Wind Velocity	Wind Direction	Temperature	On The Job Minutes	Job Timestamp Start	Job Timestamp End	Job Status	Service Kit			
Clear	0%	1-10 MPH	SouthWest	75	240	12/01/2017 07:00 AM	12/01/2017 11:00 AM	Complete	WELA7102 - Aquatic Vegetation Control			
Days of Fishing Restriction		Days of Irrigation Restriction		Days of Irrigation Turf Restriction		Days of Irrigation Food		Days of Live Stock Consumption Restriction		Days of Swimming Restriction		
0		120		120		120		0		0		

Site ID	Latitude	Longitude	Treated Acreage	Chemical	Used Quantity	Water Alkalinity	Units Treated	Water Temp	Water PH	Average Depth Treated	Average Acres Treated	Equipment Used	Action Threshold
002-0172	26.6553	-80.2295	4.306	7844116-CHOICE WEATHER MASTER	40.000 oz		4.30638 acres			1	2	Gator	Any Invasive or Unwanted
002-0172	26.6553	-80.2295	4.306	784863 - CLIPPER HERBICIDE	5.000 oz		4.30638 acres			1	2	Gator	Any Invasive or Unwanted
002-0172	26.6553	-80.2295	4.306	7844115-LIBERATE	40.000 oz		4.30638 acres			1	2	Gator	Any Invasive or Unwanted
002-0172	26.6553	-80.2295	4.306	7844107-POLARIS EPA #: 228-534	52.000 oz		4.30638 acres			1	2	Gator	Any Invasive or Unwanted
002-0172	26.6553	-80.2295	4.306	7844110-RODEO EPA #: 62719-324	152.000oz		4.30638 acres			1	2	Gator	Any Invasive or Unwanted
002-0172	26.6553	-80.2295	4.306	7844109-TACTIC	16.000oz		4.30638 acres			1	2	Gator	Any Invasive or Unwanted
002-0172	26.6553	-80.2295	4.306	7844119-TRUE BLUE	0.100gal		4.30638 acres			1	2	Gator	Any Invasive or Unwanted
002-0200	26.661	-80.2485	130.871	7844116-CHOICE WEATHER MASTER	40.000 oz		130.871 acres					Boat	Any Invasive or Unwanted
002-0200	26.661	-80.2485	130.871	784863 - CLIPPER HERBICIDE	5.000 oz		130.871 acres					Boat	Any Invasive or Unwanted
002-0200	26.661	-80.2485	130.871	7844115-LIBERATE	40.000 oz		130.871 acres					Boat	Any Invasive or Unwanted
002-0200	26.661	-80.2485	130.871	7844107-POLARIS EPA #: 228-534	50.000 oz		130.871 acres					Boat	Any Invasive or Unwanted
002-0200	26.661	-80.2485	130.871	7844110-RODEO EPA #: 62719-324	150.000oz		130.871 acres					Boat	Any Invasive or Unwanted
002-0200	26.661	-80.2485	130.871	7844109-TACTIC	20.000 oz		130.871 acres					Boat	Any Invasive or Unwanted
002-0200	26.661	-80.2485	130.871	7844119-TRUE BLUE	0.160gal		130.871 acres					Boat	Any Invasive or Unwanted



VILLAGE OF WELLINGTON (090060) - Service Report

December 2017







## VILLAGE OF WELLINGTON (090060) - Service Report

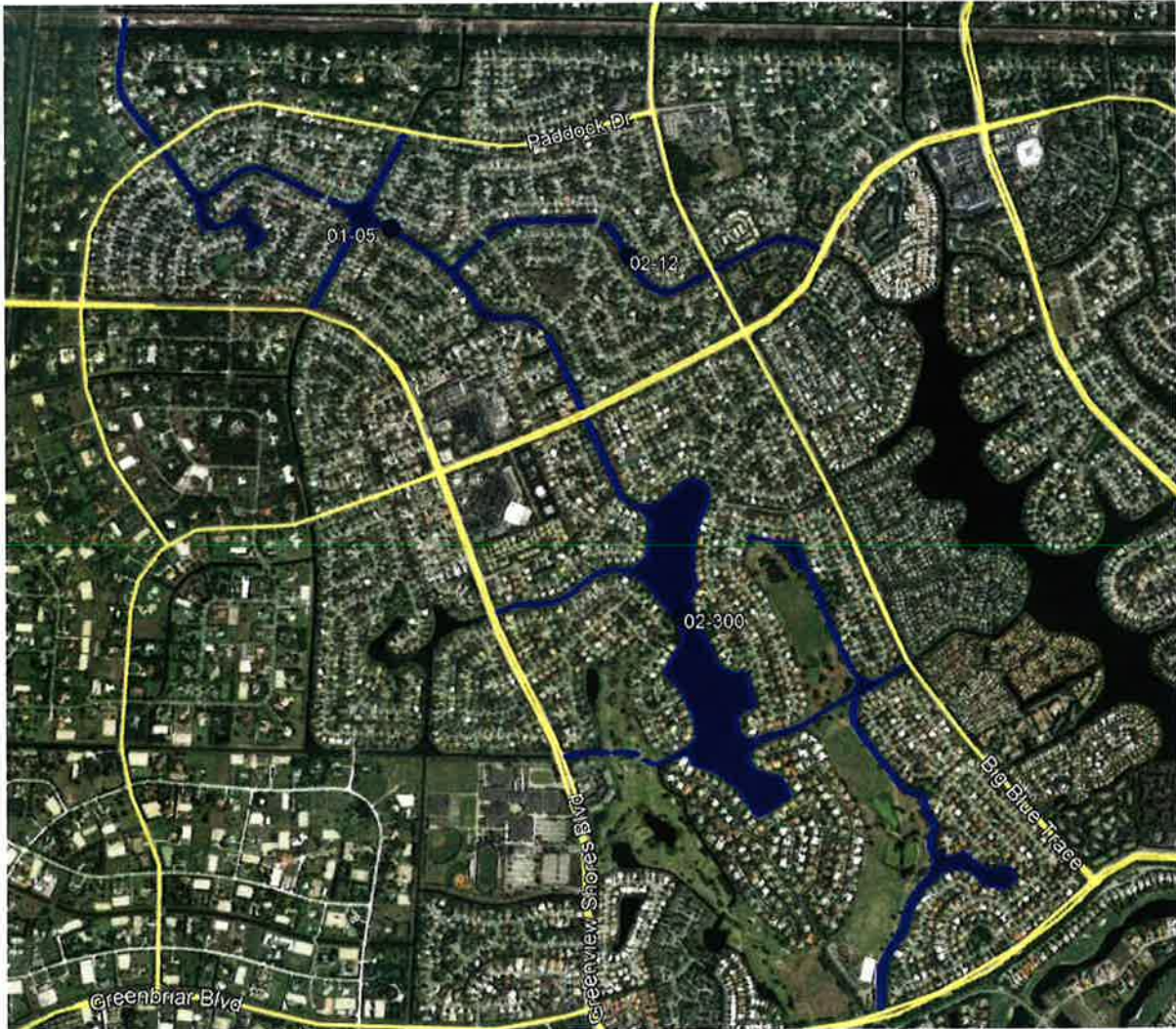
December 2017

Village of Wellington (090060) - Service Report														
Treatment Date	Service Order No	Asgmt	Arg No	Technician	Primary Licensee Name	Primary License Name	Primary License No	Customer Address	Customer City	Customer State	Customer Zip			
12/04/2017	1005400030	2 (0)	0000526273	Trevor Shanders	Trevor Shanders	Aquatics	CM24674	3132 Fortune Way	Wellington	FL	33414			
Job Instructions					Comments									
Email Mary Ann Simonds maryann.simonds@gmail.com the day before treating 02-172									AWT-INT					
Precipitation	Cloud Cover %	Wind Velocity	Wind Direction	Temperature	On The Job Minutes	Job Timestamp Start	Job Timestamp End	Job Status	Service Kit					
Clouds	50%	1-10 MPH	SouthWest	80	360	12/04/2017 07:00 AM	12/04/2017 13:00 PM	Complete	WELA7102-Aquatic Vegetation Control					
Days of Fishing Restriction		Days of Irrigation Restriction		Days of Irrigation Turf Restriction		Days of Irrigation Food		Days of Live Stock Consumption Restriction		Days of Swimming Restriction				
0		120		120		120		0		0				
Site ID	Latitude	Longitude	Treated Acreage	Chemical	Used Quantity	Water Alkalinity	Units Treated	Water Temp	Water PH	Average Depth Treated	Average Acres Treated	Equipment Used	Comments	Action Threshold
001-0005	26.6701	-80.2703	16.357	7844116-CHOICE WEATHER MASTER	42.000 oz		16.3572 acres			1	6.8	Gator	Wade W. Applicator	Any Invasive or Unwanted
001-0005	26.6701	-80.2703	16.357	784863-CLIPPER HERBICIDE	11.000 oz		16.3572 acres			1	6.8	Gator	Wade W. Applicator	Any Invasive or Unwanted
001-0005	26.6701	-80.2703	16.357	7844115-LIBERATE	42.000 oz		16.3572 acres			1	6.8	Gator	Wade W. Applicator	Any Invasive or Unwanted
001-0005	26.6701	-80.2703	16.357	7844107-POLARIS EPA #: 228-534	53.000 oz		16.3572 acres			1	6.8	Gator	Wade W. Applicator	Any Invasive or Unwanted
001-0005	26.6701	-80.2703	16.357	7844110-RODEO EPA #: 62719-324	200.000 oz		16.3572 acres			1	6.8	Gator	Wade W. Applicator	Any Invasive or Unwanted
001-0005	26.6701	-80.2703	16.357	7844109-TACTIC	29.000 oz		16.3572 acres			1	6.8	Gator	Wade W. Applicator	Any Invasive or Unwanted
001-0005	26.6701	-80.2703	16.357	7844119-TRUE BLUE	0.109 gal		16.3572 acres			1	6.8	Gator	Wade W. Applicator	Any Invasive or Unwanted
002-0012	26.6691	-80.2613	5.494	7844116-CHOICE WEATHER MASTER	22.000 oz		5.49405 acres			1	3.6	Gator	Wade W. Applicator	Any Invasive or Unwanted
002-0012	26.6691	-80.2613	5.494	784863-CLIPPER HERBICIDE	8.000 oz		5.49405 acres			1	3.6	Gator	Wade W. Applicator	Any Invasive or Unwanted
002-0012	26.6691	-80.2613	5.494	7844115-LIBERATE	22.000 oz		5.49405 acres			1	3.6	Gator	Wade W. Applicator	Any Invasive or Unwanted
002-0012	26.6691	-80.2613	5.494	7844107-POLARIS EPA #: 228-534	26.000 oz		5.49405 acres			1	3.6	Gator	Wade W. Applicator	Any Invasive or Unwanted
002-0012	26.6691	-80.2613	5.494	7844110-RODEO EPA #: 62719-324	100.000 oz		5.49405 acres			0	3.6	Gator	Wade W. Applicator	Any Invasive or Unwanted
002-0012	26.6691	-80.2613	5.494	7844109-TACTIC	10.000 oz		5.49405 acres			1	3.6	Gator	Wade W. Applicator	Any Invasive or Unwanted
002-0012	26.6691	-80.2613	5.494	7844119-TRUE BLUE	0.047 gal		5.49405 acres			1	3.6	Gator	Wade W. Applicator	Any Invasive or Unwanted
002-0300	26.657	-80.2593	68.349	7844116-CHOICE WEATHER MASTER	60.000 oz		68.3485 acres			1	9.1			
002-0300	26.657	-80.2593	68.349	784863-CLIPPER HERBICIDE	17.000 oz		68.3485 acres			1	9.1			
002-0300	26.657	-80.2593	68.349	7844115-LIBERATE	60.000 oz		68.3485 acres			1	9.1			
002-0300	26.657	-80.2593	68.349	7844107-POLARIS EPA #: 228-534	60.000 oz		68.3485 acres			1	9.1			
002-0300	26.657	-80.2593	68.349	7844110-RODEO EPA #: 62719-324	250.000 oz		68.3485 acres			1	9.1			
002-0300	26.657	-80.2593	68.349	7844109-TACTIC	30.000 oz		68.3485 acres			1	9.1			
002-0300	26.657	-80.2593	68.349	7844119-TRUE BLUE	0.235 gal		68.3485 acres			1	9.1			



VILLAGE OF WELLINGTON (090060) - Service Report

December 2017



## BID PROPOSAL CHECKLIST

**Note: Please submit your bid in this order**

- YES ☒ NO ☐ 1. Bid submittal – one (1) original and one (1) PDF (CD) copy
- YES ☒ NO ☐ 2. Bid Acknowledgment Cover Sheet
- YES ☒ NO ☐ 3. Acknowledgment of addendums (if any)
- YES ☒ NO ☐ 4. Qualifications of Bidders (backup to items 1-8 listed on Page 4)
- YES ☒ NO ☐ 5. Bid Submittal
- YES ☒ NO ☐ 6. Schedule of Value and Bid Bond
- YES ☒ NO ☐ 7. Questionnaire
- YES ☒ NO ☐ 8. Drug Free Workplace
- YES ☒ NO ☐ 9. Sworn Statement under Section 287.133(3) (a)
- YES ☒ NO ☐ 10. Wellington Local Preference Form
- YES ☒ NO ☐ 11. Conflict of Interest
- YES ☒ NO ☐ 12. Non-Collusion Affidavit
- YES ☒ NO ☐ 13. Insurance Certificates
- YES ☒ NO ☐ 14. Copy of Appropriate Licenses

**Council**

Anne Gerwig, Mayor  
John T. McGovern, Vice Mayor  
Michael Drahos, Councilman  
Michael J. Napoleone, Councilman  
Tanya Siskind, Councilwoman

**Manager**  
Paul Schofield

**ITB 023-17/DZ**

**Title:** Aquatic Vegetation Control Services

**Opening Date:** January 24, 2018 at 10:00am

**Request for Information Date:** January 11, 2018

**Request for Information #1**

1. **Question:** We are interested in bidding your Aquatic Vegetation Control Bid. We see or think it has been previously bid out before. If so; can you please forward us the prior or most recent bid tabs and award documents for our review?

**Response:** The RFP checklist and Village of Wellington Council agenda award from 2012 are attached this addendum. Please note, due to additional areas added and price increases during the course the contract the Village of Wellington paid \$440,959.08 for these services in 2017.

2. **Question:** After review of the RFP, it is unclear whether or not an annual renewable bond is acceptable. Or, if the bond is to be in place upfront for the entire 3 year duration?

**Response:** Bid submittals must be accompanied by a bid bond/security in the amount of five percent (5%) of the total amount of the schedule of values. The bid bond is only needed until the Village of Wellington has a fully executed contract with the awarded vendor. A performance bond will not be required for the duration of the contract.

3. **Question:** We are in the process of ordering our 5% bid bond, and our agent had a question, please see below:

**Did you receive anything from Wellington that specifies the Performance and Payment bond form to be used. Do you know if an annual performance bond is acceptable for the Village?**

**Response:** Payment and performance bonds are not required for this contract. A 5% bid bond/surety is required with your bid submittal. The Village of Wellington's Bid Bond form is page 22 of the bid documents. A bank check or certified check will also be accepted.



**Aquatic Vegetation Control RFP# 097-12/ED**

RFP OPENING DATE: August 29, 2012

RFP OPENING TIME: 10:00 AM Local Time

VENDORS	De'Angelo Brothers, Inc. DBA Aquagenix	Aquatic Vegetation Control, Inc.	Arazoza Bros Corp.	Clarke Aquatic Services, inc.
Original and one PDF Electronic copy (CD)	Yes	Yes	Yes	Yes
Letter of Transmittal	Yes	Yes	Yes	Yes
Proposal Security (Bid Bond)	Yes	Yes	Yes	Yes
Acknowledge receipt of addendums 1, 2 & 3	Yes	Yes	Yes	Yes
Proposal Submittal Form/Price Proposal Signed by Authorized Representative	Yes	Yes	Yes	Yes
Proposer's Qualifications as described in Section 27 (b) of this RFP	Yes	Yes	Yes	Yes
Proposer's Approach and Methodology/Ability to Perform Contract including "Work Plan" as described in Section 27 (c) of this RFP.	Yes	Yes	Yes	Yes
A minimum of three (3) References for similar work, including contact info. with e-mail addresses	Yes	Yes	Yes	Yes
Drug Free Workplace	Yes	Yes	Yes	Yes
Local Preference Application	Does Not Qualify	Palm Beach County	Does Not Qualify	Does Not Qualify
Evidence of Insurance Certification	Yes	Yes	Yes	Yes
Current Licenses/Certificates of Authorization, Permits, etc.	Yes	Yes	Yes	Yes
EFT Form	Yes	Yes	Yes	Yes
Total	\$484,474.00	\$653,000.00	\$612,500.00	\$438,600.00

6. E

**WELLINGTON VILLAGE COUNCIL  
AGENDA ITEM SUMMARY**

**AGENDA ITEM NAME:** AUTHORIZATION TO AWARD A CONTRACT TO PROVIDE AQUATIC VEGETATION CONTROL SERVICES TO WELLINGTON CANALS AND LAKES

**ACTION REQUESTED:** Discussion ☐ Approval ☒

**BUDGET AMENDMENT  
REQUIRED:** Yes ☐ No ☒ See Below ☐

**PUBLIC HEARING:** Yes ☐ No ☒ **QUASI-JUDICIAL** ☐

**FIRST READING** ☐

**SECOND READING** ☐

**REQUEST:** Authorization to award a contract to Clarke Aquatic Services, Inc. to provide aquatic vegetation control to Wellington canals and lakes, at an annual cost of \$403,600.

**EXPLANATION:** The Public Works Department currently contracts with Clarke Aquatic Services, Inc. to provide aquatic weed control for canals and lakes throughout Wellington. The contract is effective through December 31, 2012.

On July 30, 2012, Wellington released RFP#097-12/ED seeking qualified firms to provide such services. The RFP was advertised in the Palm Beach Post and broadcasted on Demandstar where 527 suppliers were notified, 30 of which downloaded the documents. On August 29, 2012, four (4) responsive, responsible proposals were received. On September 24, 2012 the Selection Committee met and independently scored and ranked each firm as follows:

1. Clarke Aquatic Services, Inc.
2. DeAngelo Brothers, Inc.
3. Aquatic Vegetation Control, Inc.
4. Arazosa Brothers, Corp.

The criteria for ranking each firm included: price, qualifications and approach and methodology. Based on the evaluation results, the Selection Committee recommends entering into a contract with Clark Aquatic Services, Inc. Clark Aquatic Services, Inc. submitted the lowest price and best overall proposal. Clarke Aquatic Services, Inc. is Wellington's current Aquatic Vegetation Control Service contractor. The initial term of the contract is for three (3) years, effective from date of award, with a provision for two (2) additional one (1) year renewal options.

The solicitation provided for two different service options for the Wellington Environmental Preserve (Section 24). Option 1 included services for the entire 355 acre site, while Option 2 included services for only the submerged and emergent areas (approximately 260 acres). The difference in price

between Option 1 and Option 2 is \$55,000 (Option 1=\$90,000; Option 2=\$35,000). The Selection Committee recommended selecting Option 1 provided the amount did not exceed the approved annual budget. The total price with Option 1 is \$388,600, which is less than the approved budget of \$430,000. The bid price includes a \$15,000 element which will be approved and paid for by the Pine Tree Water Control District.

**LEGAL SUFFICIENCY:** Yes

**FISCAL IMPACT:** FY 2013 funds are available in Surface Water Management (\$340,000) and Preserve Maintenance (\$90,000) to cover the cost of this contract. Wellington is currently paying \$352,450 for aquatic vegetation control services; however the new bid incorporates additional services (Entirety of Section 24 and Peaceful Waters).

**VILLAGE GOAL:** Respecting the Environment

**RECOMMENDATION:** Authorization to award a contract to Clarke Aquatic Services, Inc. to provide aquatic vegetation control to Wellington canals and lakes, at an annual cost of \$403,600 (including the Pine Tree Water Control District element).

## BID SUBMITTAL

To:

Village of Wellington

12300 Forest Hill Blvd.

Wellington, Florida 33414

Clarke Aquatic Services, Inc.

(Vendor)

agrees to provide material for the Aquatic Vegetation Control Services in accordance with the requirements and specifications of the Bid Documents for the Village of Wellington as specified.

Gentlemen:

The undersigned Bidder has carefully examined the Specification requirements, Bid/Contract Documents and is familiar with the nature and extent of the Work and any local conditions that may in any manner affect the Work to be done.

The undersigned agrees to provide the service called for by the Specifications and Bid Documents, in the manner prescribed therein and to the standards of quality and performance established by the Wellington for the Bid price stated in the spaces herein provided.

The undersigned agrees to the right of the Wellington to hold all Bids and Bid guarantees for a period not to exceed one hundred and twenty (120) days after the date of Bid opening stated in the Invitation to Bid.

The undersigned accepts the invoicing and payment policies specified in the Bid.



Contractor's Signature

Dated this 18 day of January, 2018

(Month)

(Year)



## SCHEDULE OF VALUES

DESCRIPTION OF SERVICES	ANNUAL LUMP SUM PRICE PROPOSAL (Base Price Used for Calculating Monthly Payments)
Aquatic Vegetation Control – Village Park (Ponds)*	\$ 5,595.00
Aquatic Vegetation Control- Village Water Bodies (Canals, Lakes, etc.)	\$ 389,441.00
Aquatic Vegetation Control – Wellington Environmental Preserve (Section 24)	\$ 27,617.00
Aquatic Vegetation Control – Peaceful Waters	\$ 17,353.00
Grand Total	\$ 440,006.00

DESCRIPTION OF SERVICES	RATE PER HOUR FOR RENDERED SERVICES
Licensed Applicator	\$56.25 <b>Per Hour</b>

\*Village Park (Ponds) shall be priced separately for budgetary purposes. Village Park is located at 11700 Pierson Road.

(FAILURE TO COMPLETE THIS FORM MAY RESULT IN THE BID BEING DECLARED NON-RESPONSIVE)

KNOW ALL MEN BY THESE PRESENTS, that we Clarke Aquatic Services, Inc.

as Principal, hereinafter called the Principal, and Westchester Fire Insurance Company

a corporation duly organized under the laws of the State of PA, as Surety, hereinafter called the Surety, are held and firmly bound unto Wellington, Purchasing Dept., 12300 Forest Hill Boulevard, Wellington, FL 33414

as Oblige, hereinafter called the Oblige, in the sum of Five Percent (5%) of amount bid for the payment of which sum well and truly to be made, the said Principal and the said Surety, bind ourselves, our heirs, executors, administrators, successors and assigns, jointly and severally, firmly by these presents.

WHEREAS, the said Principal has submitted a bid for Aquatic Vegetation Control Services

NOW, THEREFORE, if the Oblige shall accept the bid of the Principal and the Principal shall enter into a Contract with the Oblige in accordance with the terms of such bid, and give such bond or bonds as may be specified in the bidding or Contract Documents with good and sufficient surety for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof, or in the event of the failure of the Principal to enter such Contract and give such bond or bonds; if the Principal shall pay to the Oblige the difference not to exceed the penalty hereof between the amount specified in said bid and such larger amount for which the Oblige may in good faith contract with another party to perform the Work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect.

Signed and sealed January 24, 2018

Witnesses:

Cheri Lomas

Kelly A. Gardner  
Kelly A. Gardner

Clarke Aquatic Services, Inc.

Seal

By: [Signature]

Westchester Fire Insurance Company

Seal

By: [Signature]  
James I. Moore, Attorney-in-Fact  
FL License #A183300

# Power of Attorney

Bond No. Bid Bond

## Westchester Fire Insurance Company

Know all men by these presents: That WESTCHESTER FIRE INSURANCE COMPANY, a corporation of the Commonwealth of Pennsylvania pursuant to the following Resolution, adopted by the Board of Directors of the said Company on December 11, 2006, to wit:

"RESOLVED, that the following authorizations relate to the execution, for and on behalf of the Company, of bonds, undertakings, recognizances, contracts and other written commitments of the Company entered into the ordinary course of business (each a "Written Commitment"):

- (1) Each of the Chairman, the President and the Vice Presidents of the Company is hereby authorized to execute any Written Commitment for and on behalf of the Company, under the seal of the Company or otherwise.
- (2) Each duly appointed attorney-in-fact of the Company is hereby authorized to execute any Written Commitment for and on behalf of the Company, under the seal of the Company or otherwise, to the extent that such action is authorized by the grant of powers provided for in such persons written appointment as such attorney-in-fact.
- (3) Each of the Chairman, the President and the Vice Presidents of the Company is hereby authorized, for and on behalf of the Company, to appoint in writing any person the attorney-in-fact of the Company with full power and authority to execute, for and on behalf of the Company, under the seal of the Company or otherwise, such Written Commitments of the Company as may be specified in such written appointment, which specification may be by general type or class of Written Commitments or by specification of one or more particular Written Commitments.
- (4) Each of the Chairman, the President and Vice Presidents of the Company is hereby authorized, for and on behalf of the Company, to delegate in writing any other officer of the Company the authority to execute, for and on behalf of the Company, under the Company's seal or otherwise, such Written Commitments of the Company as are specified in such written delegation, which specification may be by general type or class of Written Commitments or by specification of one or more particular Written Commitments.
- (5) The signature of any officer or other person executing any Written Commitment or appointment or delegation pursuant to this Resolution, and the seal of the Company, may be affixed by facsimile on such Written Commitment or written appointment or delegation.

FURTHER RESOLVED, that the foregoing Resolution shall not be deemed to be an exclusive statement of the powers and authority of officers, employees and other persons to act for and on behalf of the Company, and such Resolution shall not limit or otherwise affect the exercise of any such power or authority otherwise validly granted or vested.

Does hereby nominate, constitute and appoint **James I. Moore** of the City of ( Downers Grove ), ( IL ), each individually if there be more than one named, its true and lawful attorney-in-fact, to make, execute, seal and deliver on its behalf, and as its act and deed any and all bonds, undertakings, recognizances, contracts and other writings in the nature thereof in penalties not exceeding Twenty Five Million Dollars & Zero Cents (\$25,000,000.00) and the execution of such writings in pursuance of these presents shall be as binding upon said Company, as fully and amply as if they had been duly executed and acknowledged by the regularly elected officers of the Company at its principal office,

IN WITNESS WHEREOF, the said Stephen M. Haney, Vice-President, has hereunto subscribed his name and affixed the Corporate seal of the said WESTCHESTER FIRE INSURANCE COMPANY this 31st day of March, 2017.

WESTCHESTER FIRE INSURANCE COMPANY



Stephen M. Haney  
Stephen M. Haney, Vice President

COMMONWEALTH OF PENNSYLVANIA  
COUNTY OF PHILADELPHIA ss.

On this 31st day of March, AD. 2017 before me, a Notary Public of the Commonwealth of Pennsylvania in and for the County of Philadelphia came Stephen M. Haney, Vice-President of the WESTCHESTER FIRE INSURANCE COMPANY to me personally known to be the individual and officer who executed the preceding instrument, and he acknowledged that he executed the same, and that the seal affixed to the preceding instrument is the corporate seal of said Company; that the said corporate seal and his signature were duly affixed by the authority and direction of the said corporation, and that Resolution, adopted by the Board of Directors of said Company, referred to in the preceding instrument, is now in force.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed my official seal at the City of Philadelphia the day and year first above written.



COMMONWEALTH OF PENNSYLVANIA  
NOTARIAL SEAL  
KAREN E. BRANDT, Notary Public  
City of Philadelphia, Phila. County  
My Commission Expires September 26, 2018

Karen E. Brandt  
Notary Public

I, the undersigned Assistant Secretary of the WESTCHESTER FIRE INSURANCE COMPANY, do hereby certify that the original POWER OF ATTORNEY, of which the foregoing is a substantially true and correct copy, is in full force and effect.

In witness whereof, I have hereunto subscribed my name as Assistant Secretary, and affixed the corporate seal of the Corporation, this 24th day of January, 2018.



Dawn M. Chloros  
Dawn M. Chloros, Assistant Secretary

State of Illinois

County of DuPage

**SURETY ACKNOWLEDGEMENT (ATTORNEY-IN-FACT)**

I, Kelly A. Gardner Notary Public of DuPage County, in the State of Illinois,

do hereby certify that James I. Moore Attorney-in-Fact, of the Westchester Fire

Insurance Company who is personally known to me to be the same person whose

name is subscribed to the foregoing instrument, appeared before me this day in person, and

acknowledged that he signed, sealed and delivered said instrument, for and on behalf of the

Westchester Fire Insurance Company for the uses and purposes therein set forth.

Given under my hand and notarial seal at my office in the City of Downers Grove in  
said County, this 24th day of January, 2018.



Notary Public

Kelly A. Gardner

My Commission expires: May 13, 2020





## QUESTIONNAIRE

The following Questionnaire shall be completed and submitted in with the Bid. By submission of this Bid, Bidder guarantees the truth and accuracy of all statements and answers herein contained.

1. How many years has your organization been in business? 10+ years
2. What is the last project of this nature that you have completed?  
Clarke Aquatic Services, Inc. has managed the waterways included in the RFP since 2012. Since that time, Clarke have drastic improvements to the health of the waterways which is proven in the amount of complaint calls, debris removal, and overall function of the waterway - which is flow.
3. Have you ever failed to complete work awarded to you? If so, where and why? No. N/A
4. Has the bidder or his or her representative inspected the proposed project and does the Bidder have a complete plan for its performance? Yes, we have intimate knowledge of the system and have completed a work plan to demonstrate.
5. Will you subcontract any part of this work? If so, give details including a list of each subcontractor(s) that will perform work in excess of the percent (10%) of the contract amount and the work that will be performed by each subcontractor(s).

Subcontractor	Work to be Performed
N/A	

6. State the name of your proposed project manager and give details of his or her qualifications and experience in managing similar jobs.  
Darrel Bagiotti - Darrel has been working on the site since 2014 and has since gained the roll of Operations Supervisor. He has been managing day to day activities, treatment schedules and approaches for the last year. - Please see attachment "Key Personnel"
7. The address of principal place of business is  
Local office: 3133 Fortune Way, Suite 20, Wellington, FL 33414  
Regional office: 3036 Michigan Ave, Kissimmee, FL 34744
8. The names of the Corporate Officers, or Partners, or Individuals doing business under a trade name, are as follows: None
9. List all organizations which were predecessors to Bidder or in which the principals or officers of the Bidder were principals or officers.  
Aquatic Weed Technology, Inc.
10. List and describe all bankruptcy petitions (Voluntary or Involuntary) which have been filed by or against the Bidder, its parent or subsidiaries or predecessor organizations during the past five (5) years. Include in the description the disposition of each such petition. None
11. List and describe all successful Performance or Payment Bond claims made to your surety(ies) during the last five (5) years. The list and descriptions should include claims against the bond of the Bidder and its predecessor organization(s). None
12. List all claims, arbitrations, administrative hearings and lawsuits brought by or against the Bidder or its predecessor organization(s) during the last five (5) years. The list shall include all case names; case, arbitration, or hearing identification numbers; the name of the project over which the dispute arose; and a description of the subject matter of the dispute. Please see attached
13. List and describe all criminal proceedings or hearings concerning business related offenses in which the Bidder, its principals or officers or predecessor organization (s) were defendants. None

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4. Has the Bidder, its principals, officers, or predecessor organization(s) been debarred or suspended from bidding by any government during the last five (5) years? If yes, provide details. No

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15. List and disclose any and all business relations with any members of Wellington Council. None

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## Aquatic Vegetation Control Services/Questionnaire # 12

Claims, arbitrations, administrative hearings: None

Lawsuits: Case: Ozmon v. Clarke Aquatic Services, Inc., case no. 13L-0716, filed in Circuit Court of the Twelfth Judicial Circuit, Will County, Illinois. Description: Clarke Aquatics applied algaecide to a pond within a golf course pursuant to a commercial contract in June of 2013. Plaintiff Ozmon owns property with a fish pond adjacent to the golf course. Plaintiff Ozmon alleges that the product applied by Clarke Aquatics migrated to his property, and negatively impacted his gold fish and koi fish. This case was settled in July 2015 and is now dismissed.

## DRUG FREE WORKPLACE

Preference shall be given to businesses with drug-free workplace programs. In order to have a drug-free workplace program, a business must attest to the following:

1. We publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. We inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. We give each employee engaged in providing the commodities or contractual services that are under Bid a copy of the statement specified in subsection (1).
4. We, in the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under Bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. We impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. We make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.



Contractor's Signature



**SWORN STATEMENT UNDER SECTION 287.133(3)(a),  
FLORIDA STATUTES, ON PUBLIC ENTITY CRIMES**

THIS FORM MUST BE SIGNED IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICER AUTHORIZED TO ADMINISTER OATHS.

1. This sworn statement is submitted to The Village of Wellington [print name of the public entity]  
by Clarke Aquatic Services, Inc. for Robert Santana, Control Consultant  
[print name of entity submitting sworn statement] [print individual's name and title]
- whose business address is 3036 Michigan Ave, Kissimmee, FL 34744 and (if applicable) its Federal Employer Identification Number (FEIN) is 13-4306095 (If the entity has no FEIN, include the Social Security Number of the individual signing this sworn statement: \_\_\_\_\_.)
2. I understand that a "public entity crime" as defined in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or of the United States, including, but not limited to, any bid or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
3. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.
4. I understand that an "affiliate" as defined in Paragraph 287.133(1)(a), Florida Statutes, means:
- a. A predecessor or successor of a person convicted of a public entity crime; or
  - b. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.
4. I understand that a "person" as defined in Paragraph 287.133(1)(c), Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.
6. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement. [Please indicate which statement applies.]
- X Neither the entity submitting this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, nor any affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.
- \_\_\_\_\_ The entity submitting this sworn statement, or one or more of the officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.
- \_\_\_\_\_ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989. However, there has been a subsequent proceeding before a Hearing Officer of the State of Florida, Division of Administrative Hearings and the Final Order entered by the Hearing Officer determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list. [attach a copy of the final order]

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH 1 (ONE) ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND, THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IT IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THE PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017, FLORIDA STATUTES FOR CATEGORY TWO OF ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.

STATE OF Florida

COUNTY OF Osceola

[Signature]  
[signature]  
1/16/18  
[date]

Subscribed and Sworn to (or affirmed) before me on 1/16/18 by Robert Santana  
[date] [name]

He/she is personally known to me or has presented \_\_\_\_\_ as identification.  
[type of identification]

[Signature]  
[Notary's Signature and Seal]

Kimberly M. Dunn  
Print Notary Name and Commission No.



**APPLICATION TO BE CONSIDERED A LOCAL BUSINESS IN ACCORDANCE WITH  
VILLAGE OF WELLINGTON FLORIDA'S LOCAL PREFERENCE POLICY**

Wellington gives preference to local businesses in certain purchasing situations as set forth in Chapter 9 of Wellington's Purchasing and Procurement Manual. In order to be considered a local business, entitled to be given preference, the business must make application with Wellington and meet one of the following criteria as such is more fully set forth in Chapter 9, of Wellington's Purchasing and Procurement Manual:

**Chapter 9, LOCAL PREFERENCE**

**Western Communities Local Business** - For the purpose of determining a "Western Communities local business" a vendor must have a principal permanent business location and headquarters within Wellington of Wellington, Florida or west of the Florida Turnpike to the Palm Beach County western boundary line as depicted in Exhibit "A" hereto. This applies to all entity formations, including, but not limited to, limited liability companies, partnerships, limited partnerships and the like or sole proprietors. Further, the entity or sole proprietor must provide that it, he or she has been domiciled and headquartered in the jurisdictional boundaries of the Western Communities for at least six months prior to the solicitation. Post Office boxes will not be considered a permanent business location within the Western Communities. Home business offices shall be considered as a business location if it otherwise meets the requirements herein. In order to be eligible for such local preference the vendor shall have a local business tax receipt pursuant to the County's and/or municipalities' Code of Ordinances, having jurisdiction over the location of the business, unless otherwise exempt therefrom. Further, the vendor must be properly licensed and authorized by law to provide the goods, services or professional services to the extent applicable and the location of the business must be properly zoned in order for the vendor to conduct its business.

**Palm Beach County local business** - For the purpose of determining a "Palm Beach County local business" a vendor must have a principal permanent business location and headquarters within Palm Beach County, Florida. This applies to all entity formations, including, but not limited to, limited liability companies, partnerships, limited partnerships and the like or sole proprietors. Further, the entity or sole proprietor must provide that it, he or she has been headquartered and domiciled in the jurisdictional boundaries of Palm Beach County, Florida for at least six months prior to the solicitation. Post Office boxes will not be considered a permanent business location within Palm Beach County, Florida. Home business offices shall be considered as a business location if it otherwise meets the requirements herein. In order to be eligible for such local preference the vendor shall have a local business tax receipt pursuant to the Palm Beach County Code of Ordinances as amended from time to time, unless otherwise exempt therefrom. Further, the vendor must be properly licensed and authorized by law to provide the goods, services or professional services to the extent applicable and the location of the business must be properly zoned in order for the vendor to conduct its business.

**Subcontractor utilization** - In competitive bid situations, a business may also qualify as either a Palm Beach County or Western Community local business if they are utilizing subcontractors to perform the work or materialmen to supply the job and more than fifty (50%) percent of their proposed bid price will be paid to subcontractors and/or materialmen who qualify, under the above standards, as Palm Beach County and/or Western Community local businesses.

Please check the box below indicating which preference category your business is applying for:

☒ Western Communities Local Business

☒ Palm Beach County Local Business

☐ Subcontractor Utilization

1. The name of the business is: Clarke Aquatic Services, Inc.
2. The address of the business is: 3133 Fortune Way, Suite 20, Wellington, FL 33414
3. How long has the business been located at its current address: 13+ years
4. If the business has relocated within the last six months, please provide the answers to questions 1-3 for the previous location:
5. The previous name of the business is: \_\_\_\_\_
6. The previous address of the business is: \_\_\_\_\_

7. How long was this business at the previous location: \_\_\_\_\_

8. If the business is attempting to qualify under the subcontractor utilization provision, please provide a breakdown of the subcontractors who would qualify for either the Palm Beach County or Western Community, business classification, the requisite information, provide their responses to the above 1 - 7 questions and for each of the subcontractors, indicate the amount that they are proposed to be compensated at under the bid price.

9. The business as a local business tax receipt from: (1) Palm Beach County ☒ (2) the following municipality: Village of Wellington (3) located in unincorporated Palm Beach County: ☐

10. Please provide a copy of Local Business Tax Receipts from Palm Beach County and the applicable municipality are attached.

11. Please provide a Certificate of Good Standing indicating the formation or domestication of the entity in and for the State of Florida is attached.

12. Please provide copies of licenses if applicable from the State of Florida authorizing the business to provide the good services or professional services contemplated in the bid documents.

By signing below, I hereby certify that under penalty of perjury I believe my business qualifies as a Palm Beach County, Western Community or subcontractor utilization business in accordance with Wellington's Local Preference Policy and that I have submitted current and accurate information and documents relating to my qualifications. I further acknowledge and agree that any fraudulent or duplicitous information submitted in furtherance of this application will be grounds for disqualification from bidding on this project and doing business with Wellington in the future.

Applicants Federal Tax ID Number - 13-4306095 Applicants Business Address Local: 3133 Fortune Way, Ste 20, Wellington, FL 33414  
Main FL: 3036 Michigan Ave, Kissimmee, FL 34744  
Corporate: 675 Sidwell Ct. St. Charles, IL 60174

Signature of Authorized Representative of Corporation, Partnership, or other business entity:

*Robert Santana*

Print Name: Robert Santana

Title: Control Consultant

Date: 1/16/18

CITY OF: Kissimmee

COUNTY OF: Osceola

SUBSCRIBED AND SWORN TO (or affirmed) before me on this 16 day of January, 2018, by Robert Santana. He/She is personally known to me or has presented \_\_\_\_\_ as identification.

*Kimberly M. Dunn*

(Signature of Notary)

Kimberly M. Dunn

(Print or Stamp Name of Notary)

Notary Public Florida

(State)

Notary Seal



**Signature of Individual If Sole Proprietor:**

\_\_\_\_\_

Print Name: \_\_\_\_\_

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

CITY OF: \_\_\_\_\_

COUNTY OF: \_\_\_\_\_

SUBSCRIBED AND SWORN TO (or affirmed) before me on this \_\_\_\_ day of \_\_\_\_\_, 201\_\_, by  
\_\_\_\_\_. He/She is personally known to me or has presented \_\_\_\_\_ as  
identification. (Type of Identification)

\_\_\_\_\_

(Signature of Notary)

\_\_\_\_\_

(Print or Stamp Name of Notary)

Notary Public \_\_\_\_\_

Notary Seal

(State)

Attached is your **Wellington Local Business Tax Receipt**. Please verify the information and display at your place of business in a conspicuous location.

This receipt expires on **September 30, 2018**. Renewal Notices are mailed at the end of July to the last known mailing address. If you do not receive the notice by the middle of August, please contact us at (561) 791-4000. **It is your responsibility to renew your receipt.**

You may renew your Local Business Tax Receipt online at [www.wellingtonfl.gov](http://www.wellingtonfl.gov)



12300 FOREST HILL BLVD

**LOCAL BUSINESS TAX RECEIPT**

EXPIRES: **September 30, 2018**

BUSINESS TAX RECEIPT: **18-00017499**

CLASSIFICATION: **MISC BUSINESS SERVICE-UNDESIGNATED**

DBA: **CLARKE (DBA)**

Address: **3133 FORTUNE WAY 20  
WELLINGTON FL 33414**



PLEASE DETACH WALLET CARD

**RECEIPT FEE**

\$100.00

**PENALTY FEE**

\$0.00

**MISC. FEE**

\$0.00

**TOTAL FEES**

\$100.00

PLEASE DETACH HERE



**LOCAL BUSINESS TAX RECEIPT**

**18-00017499**

12300 FOREST HILL BLVD  
(561) 791-4000

LOCATION ADDRESS:

**DBA: CLARKE (DBA)**

APPLICANT: **ANGELO FANELLI**

Address: **3133 FORTUNE WAY 20  
WELLINGTON FL 33414**

CLASSIFICATION: **MISC BUSINESS SERVICE-UNDESIGNATED**

MAILING ADDRESS:

**CLARKE (DBA)**

**CLARKE AQUATIC SERVICES INC  
3036 MICHIGAN AVE  
KISSIMMEE FL 34744**

EXPIRES: **September 30, 2018**

ORIGINAL ISSUE DATE: **July 25, 2017**



RECEIPT MUST BE DISPLAYED CONSPICUOUSLY AT ESTABLISHMENT OR PLACE OF BUSINESS



### CONFLICT OF INTEREST STATEMENT

This Proposal/Agreement (whichever is applicable) is subject to the conflict of interest provisions of the policies and Code of Ordinances of WELLINGTON, the Palm Beach County Code of Ethics, and the Florida Statutes. During the term of this Agreement and any renewals or extensions thereof, the VENDOR shall disclose to WELLINGTON any possible conflicts of interests. The VENDOR's duty to disclose is of a continuing nature and any conflict of interest shall be immediately brought to the attention of WELLINGTON. The terms below shall be defined in accordance with the policies and Code of Ordinances of WELLINGTON, the Palm Beach County Code of Ethics, and Ch. 112, Part III, Florida Statutes.

**CHECK ALL THAT APPLY:**

☒ To the best of our knowledge, the undersigned business has no potential conflict of interest for this Agreement due to any other clients, contracts, or property interests.

☒ To the best of our knowledge, the undersigned business has no employment or other contractual relationship with any WELLINGTON employee, elected official or appointed official.

☒ To the best of our knowledge, the undersigned business has no officer, director, partner or proprietor that is a WELLINGTON purchasing agent, other employee, elected official or appointed official. The term "purchasing agent", "elected official" or "appointed official", as used in this paragraph, shall include the respective individual's spouse or child, as defined in Ch. 112, Part III, Florida Statutes.

☒ To the best of our knowledge, no WELLINGTON employee, elected official or appointed official has a material or ownership interest (5% ownership) in our business. The term "employee", "elected official" and "appointed official", as used in this paragraph, shall include such respective individual's relatives and household members as described and defined in the Palm Beach County Code of Ethics.

☒ To the best of our knowledge, the undersigned business has no current clients that are presently subject to the jurisdiction of WELLINGTON's Planning, Zoning and Building Department.

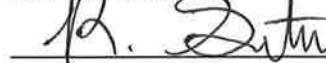
**CONFLICT:**

☐ The undersigned business, by attachment to this form, submits information which may be a potential conflict of interest due to any of the above listed reasons or otherwise.

THE UNDERSIGNED UNDERSTANDS AND AGREES THAT THE FAILURE TO CHECK THE APPROPRIATE BLOCKS ABOVE OR TO ATTACH THE DOCUMENTATION OF ANY POSSIBLE CONFLICTS OF INTEREST MAY RESULT IN DISQUALIFICATION OF YOUR BID/PROPOSAL OR IN THE IMMEDIATE CANCELLATION OF YOUR AGREEMENT, WHICHEVER IS APPLICABLE.

Clarke Aquatic Services, Inc.

COMPANY NAME



AUTHORIZED SIGNATURE

Robert Santana

NAME (PRINT OR TYPE)

NON-COLLUSION AFFIDAVIT

State of Florida

County of Osceola

Being duly sworn deposes and says:

That he/she is an officer of the parties making the forgoing bid submittal, that such bid submittal is genuine and not collusive or sham, that said Bidder has not colluded, conspired, connived or agreed, directly or indirectly with any bidder or person, to put in a sham bid or to retrain from bidding and has not in any manner, directly, or indirectly, sought by agreement of collusion or communication or conference with any person, to fix the price of affiant or any other bidder, or to fix any overhead, profit of cost element of said price, or that of any other bidder, or to secure any advantage against the authority, of any person interested in the proposed contract and that all statements in said bid is true.

Clarke Aquatic Services, Inc.

Name of Bidder

Robert Santana

Print name of designated signatory

R. Santana

Signature

Control Consultant

Title

On this 16 day of January, 2018, before me appeared Robert Santana personally known to me to be the person described in and who executed this Non-Collusion Affidavit and acknowledged that (she/he) signed the name freely and voluntarily for the uses and purposes therein described.

In witness thereof, I have hereunto set my hand and affixed seal the day and year last written above.

Kimberly M. Dunn  
Signature



(Affix Seal Here)

Notary Public in and for the State of FL

Kimberly M. Dunn

(Name Printed)

Residing at 3036 Michigan Ave, Kissimmee, FL 34744

My commission expires 10/2/19

## REQUEST FOR PROOF OF WORKERS COMPENSATION INSURANCE OR EXEMPTION

Dear Provider of Services or Goods:

In order to provide services or goods to Wellington, we require that you provide us either proof of workers compensation coverage or proof of exemption.

Employers conducting work in the State of Florida are required to provide workers' compensation insurance for their employees. Specific employer coverage requirements are based on the type of industry, number of employees and entity organization. To determine coverage requirements for a specific employer, the following information is provided by the Bureau of Compliance.

**Construction Industry** - One (1) or more employees, including the owner of the business who are corporate officers or Limited Liability Company (LLC) members. For a list of the trades considered to be in the construction industry see [69L-6.021 Florida Administrative Code](#).

**Non-Construction Industry** - Four (4) or more employees, including business owners who are corporate officers or Limited Liability Company (LLC) members.

Please note: Non-construction industry Sole Proprietors or partners in a Partnership are not employees unless they want to be included on the business' Workers' Compensation Insurance policy and file a form [DWC 251](#) with the Division of Workers' Compensation.

**Agricultural Industry** - Six (6) regular employees and/or twelve (12) seasonal workers who work more than 30 days during a season but no more than a total of 45 days in a calendar year.

**Out of State Employers** must notify their insurance carrier that they are working in Florida. If there is no insurance, the out of state employer is required to obtain a Florida Workers' Compensation Insurance policy with a Florida [approved insurance carrier](#) which meets the requirements of Florida law and the Florida Insurance Code. This means that "Florida" must be specifically listed in Section 3A of the policy (on the Information Page).

An Extraterritorial Reciprocity clause in [the home state's](#) statute allows some out of state Employers to work in Florida temporarily using their home state's Workers' Compensation insurance policy.

**Contractors** are required to make certain that all sub-contractors have the required Workers' Compensation Insurance **before** they begin work on a project. To see the documentation that is required from a sub-contractor, see [69L-6.032 Florida Administrative Code](#).

If the sub-contractor does not have Workers' Compensation Insurance for its employees, those workers become the employees of the contractor. If an injury occurs, the contractor is responsible for paying the benefits for the work related injury, illness or fatality.

If you meet the above criteria to be exempt, you **MUST** provide us with one of the following:

- If your business is a sole proprietorship or unincorporated business: provide us a Verification of Automatic Exempt Certificate. This verification is a letter that is issued by the State of Florida Department of Financial Services. To receive a letter from the State, complete the following directions: 1) Call the National Council of Compensation Insurance 1-800-622-4123, Option 5, and ask them for the class code for your type of business. 2) Once you have received this code, call the Department of Financial Services at 1-850-413-1601 and provide them your business name, class code, mailing address, and contact phone number. They will send you the Verification of Automatic Exempt Certificate. 3) Provide us a copy of the Verification of Automatic Exempt Certificate.
- If your business is a corporation (including a professional association or limited liability company), and you are not required to have workers compensation insurance as per the requirements as outlined above, you must provide the Village with a copy of your Florida Division of Workers' Compensation Certificate of Election to be Exempt.

If you are an employer that meets the requirements of workers compensation and needs to obtain coverage, contact your current business insurance agent, or you may use the following resources to locate an agent: [www.faia.com](http://www.faia.com), [www.piafl.org/wc-info.pdf](http://www.piafl.org/wc-info.pdf) , or call (850) 893-8245.

Please be reminded that the furnishing of this information to Wellington is a non-negotiable requirement to perform services for us. Failure to provide this timely may result in either termination of your services or delay of payment for services. Your workers compensation Certificate of Coverage, of Workers' Compensation Certificate of Election to be Exempt, or Verification of Automatic Exempt Certificate must be delivered or mailed to the Purchasing Department located at 12300 Forest Hill Boulevard, Wellington, Florida, 33414.

# *State of Florida*

## *Department of State*

I certify from the records of this office that CLARKE AQUATIC SERVICES, INC. is an Illinois corporation authorized to transact business in the State of Florida, qualified on March 7, 2008.

The document number of this corporation is F08000001049.

I further certify that said corporation has paid all fees due this office through December 31, 2018, that its most recent annual report/uniform business report was filed on January 4, 2018, and that its status is active.

I further certify that said corporation has not filed a Certificate of Withdrawal.

*Given under my hand and the  
Great Seal of the State of Florida  
at Tallahassee, the Capital, this  
the Tenth day of January, 2018*



*Ken DeFries*  
**Secretary of State**

Tracking Number: CU0333676672

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>



Florida Department of Agriculture and Consumer Services  
Pesticide Certification Office  
Commercial Applicator License  
License # CM22976

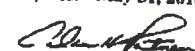
BAGIOTTE, DARREL ANTHONY  
4721 FILMORE ST  
HOLLYWOOD, FL 33021

Categories  
21, 5A, 10, 6

Issued: May 31, 2014

Expires: May 31, 2018

  
Signature of Licensee

  
ADAM H. PUTNAM, COMMISSIONER  
The above individual is licensed under the provisions of Chapter 487, F.S. to purchase and apply restricted use pesticides.

Florida Department of Agriculture and Consumer Services  
Pesticide Certification Office  
Commercial Applicator License  
License # CM23423

BLACK, GRANT JAMES  
1163 MULBERRY PL  
WELLINGTON, FL 33414

Categories  
5A

Issued: February 24, 2015

Expires: February 28, 2019

  
Signature of Licensee

  
ADAM H. PUTNAM, COMMISSIONER  
The above individual is licensed under the provisions of Chapter 487, F.S. to purchase and apply restricted use pesticides.

Florida Department of Agriculture and Consumer Services  
Pesticide Certification Office  
Commercial Applicator License  
License # CM24674

SHANDERS, TREVOR A  
4030 BAHIA ISLE CIRCLE  
WELLINGTON, FL 33449

Categories  
5A

Issued: February 4, 2017

Expires: February 28, 2021

  
Signature of Licensee

  
ADAM H. PUTNAM, COMMISSIONER  
The above individual is licensed under the provisions of Chapter 487, F.S. to purchase and apply restricted use pesticides.



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

1/11/2018

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> HUB International Midwest Limited 55 East Jackson Boulevard Chicago IL 60604	<b>CONTACT NAME:</b> CSU Chicago - Midwest <b>PHONE</b> (A/C, No, Ext): 312-922-5000 <b>E-MAIL</b> ADDRESS: CSUChicago@hubinternational.com <b>FAX</b> (A/C, No): <b>INSURER(S) AFFORDING COVERAGE</b> <b>INSURER A:</b> Lexington Insurance Company <b>INSURER B:</b> Commerce & Industry Insurance Company <b>INSURER C:</b> National Union Fire Insurance Company of Pittsburgh <b>INSURER D:</b> <b>INSURER E:</b> <b>INSURER F:</b>	<b>NAIC #</b> 19437 19410 19445
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**COVERAGES** **CERTIFICATE NUMBER:** 308375485 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> <b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Pollution Legal <input type="checkbox"/> Liability GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:			EG1950828	11/1/2017	11/1/2018	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 25,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 Pollution Legal Liab \$ 1,000,000
	<input checked="" type="checkbox"/> <b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY			CA6530642	11/1/2017	11/1/2018	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	<input checked="" type="checkbox"/> <b>UMBRELLA LIAB</b> <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 0			EGU1950829	11/1/2017	11/1/2018	EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000 \$
C	<input checked="" type="checkbox"/> <b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	N/A	012-77-6137 012-77-6138	11/1/2017 11/1/2017	11/1/2018 11/1/2018	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

**DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES** (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)  
Pollution Legal Liability includes coverage for Third Party On-site, Third Party Off-site, Hostile Fire and Building Equipment, Products Pollution, Contractors Pollution and Transportation Cargo.  
Certificate of Insurance

**CERTIFICATE HOLDER****CANCELLATION**

Village of Wellington  
c/o Insurance Tracking Services, Inc. (ITS)  
P.O. Box 20270  
Long Beach CA 90801

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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## Request for Taxpayer Identification Number and Certification

Give Form to the  
requester. Do not  
send to the IRS.

▶ Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

Print or type. See Specific Instructions on page 3.	<p><b>1 Name</b> (as shown on your income tax return). Name is required on this line; do not leave this line blank.  <b>Clarke Aquatic Services, Inc.</b></p> <p><b>2 Business name/disregarded entity name</b>, if different from above</p> <p><b>3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.</b></p> <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <p><input type="checkbox"/> Individual/sole proprietor or single-member LLC</p> <p><input type="checkbox"/> Limited liability company. Enter the tax classification (C-C corporation, S-S corporation, P-Partnership) ▶</p> <p><input type="checkbox"/> Other (see instructions) ▶</p> </div> <div style="width: 45%;"> <p><input type="checkbox"/> C Corporation</p> <p><input checked="" type="checkbox"/> S Corporation</p> <p><input type="checkbox"/> Partnership</p> <p><input type="checkbox"/> Trust/estate</p> </div> </div> <p><b>Note:</b> Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is <b>not</b> disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.</p>	<p><b>4 Exemptions</b> (codes apply only to certain entities, not individuals; see instructions on page 3):</p> <p>Exempt payee code (if any) _____</p> <p>Exemption from FATCA reporting code (if any) _____</p> <p><small>(Applies to accounts maintained outside the U.S.)</small></p>
	<p><b>5 Address</b> (number, street, and apt. or suite no.) <b>See instructions.</b>  <b>675 Sidwell Court</b></p> <p><b>6 City, state, and ZIP code</b>  <b>St. Charles, IL 60174</b></p> <p><b>7 List account number(s) here (optional)</b></p>	<p><b>Requester's name and address (optional)</b></p>

<p><b>Part I Taxpayer Identification Number (TIN)</b></p> <p>Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see <i>How to get a TIN</i>, later.</p> <p><b>Note:</b> If the account is in more than one name, see the instructions for line 1. Also see <i>What Name and Number To Give the Requester</i> for guidelines on whose number to enter.</p>	<p><b>Social security number</b></p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> </tr> </table> <p style="text-align: center;">or</p> <p><b>Employer identification number</b></p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="border: 1px solid black; width: 25px; height: 25px; text-align: center;">1</td> <td style="border: 1px solid black; width: 25px; height: 25px; text-align: center;">3</td> <td style="border: 1px solid black; width: 25px; height: 25px; text-align: center;">-</td> <td style="border: 1px solid black; width: 25px; height: 25px; text-align: center;">4</td> <td style="border: 1px solid black; width: 25px; height: 25px; text-align: center;">3</td> <td style="border: 1px solid black; width: 25px; height: 25px; text-align: center;">0</td> <td style="border: 1px solid black; width: 25px; height: 25px; text-align: center;">6</td> <td style="border: 1px solid black; width: 25px; height: 25px; text-align: center;">0</td> <td style="border: 1px solid black; width: 25px; height: 25px; text-align: center;">9</td> <td style="border: 1px solid black; width: 25px; height: 25px; text-align: center;">5</td> </tr> </table>													1	3	-	4	3	0	6	0	9	5
1	3	-	4	3	0	6	0	9	5														

<p><b>Part II Certification</b></p> <p>Under penalties of perjury, I certify that:</p> <ol style="list-style-type: none"> <li>The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and</li> <li>I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and</li> <li>I am a U.S. citizen or other U.S. person (defined below); and</li> <li>The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.</li> </ol> <p><b>Certification instructions.</b> You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.</p>	
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<b>Sign Here</b>	<p>Signature of U.S. person ▶ <i>Carrie Butcher</i></p>	<p>Date ▶ <i>2018</i></p>
------------------	---	---------------------------

### General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

### Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.

# Attachment D

## Sustainability Report



# WORKING TOGETHER

Clarke's 2015 Sustainability Report





It is my pleasure to introduce our seventh Sustainability Report. This report highlights our work in 2015 and measures our progress toward our 2020 Sustainability Goals.

2015 was a year of working together. It was a year of collaboration and partnership—throughout all areas of our business and in all of our endeavors.

Employees came together to share stories of their successes and to explore solutions to their challenges. Suppliers and partners helped us to eliminate unnecessary waste and improve efficiencies in our service operations and manufacturing processes. Our scientific and regulatory teams articulated a “road map” to guide the discovery, development and commercialization of our greener chemistry, Next Gen products. Those same teams partnered with local schools to educate and inspire the next generation of environmental and sustainability minded scientists. We worked with and within our local communities to give back and to demonstrate our care for people and for the planet.

In 2015, we engaged with our stakeholders—employees, customers, suppliers, and partners—to identify the issues and opportunities that matter most. And with this insight, we are able to refine our focus and concentrate our efforts on providing high quality, innovative and effective products and services that address public health issues and improve the quality of inland waterways.

As the year came to a close, the importance of our work was reinforced with the emergence of new mosquito-borne diseases throughout the world. These emerging new threats remind us of the profound obligation—and the challenge—that we have to take steps today to ensure a sustainable future for our environment, our employees and our business, and for our global community. To address that obligation, we know it will take all of us—working together.

Thank you for allowing us to share our story with you and for your support in our efforts to make communities more livable, safe and comfortable.

**J. Lyell Clarke**  
*President and CEO*





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Our 2015 report has been prepared in accordance with the Global Reporting Initiative's (GRI) G4 Guidelines (G4 Core). The GRI G4 Content Index can be found on pages 1-8 of [\*\*Clarke's 2015 Sustainability Report Appendix.\*\*](#)

## REPORT SCOPE AND BOUNDARY

G4-13, G4-18, G4-22, G4-28, G4-29, G4-30, G4-32

Welcome to Clarke's 2015 Sustainability Report, *Working Together*. This report represents the next chapter in Clarke's transformational sustainability story.

We are pleased once again to share our 2015 progress, here in our seventh report. This report covers the 2015 calendar year and includes Clarke's performance across the company's global operations and subsidiaries, including 21 sales, service and manufacturing facilities.

We report against the Global Reporting Initiative (GRI) guidelines to ensure high-quality reporting according to international standards. This year we have transitioned to the most recent version of the Guidelines and are reporting in accordance with GRI G4 Core requirements. The content of this report reflects the results of Clarke's first material issues study, which we conducted in 2015 and describe on pages 11 and 12.

In 2015 we amalgamated two service locations in Florida, reducing our total number of aquatic services locations to nine. We also added an office in the Middle East. Neither of these had a significant impact of our performance results.

In addition, we have no restatements of information from Clarke's 2014 report, nor have we experienced any significant changes in the organization's size, structure, ownership or its supply chain.

We report on an annual basis; our last report was published in October 2014. This report, along with our previous sustainability reports, is available in PDF format at [www.clarke.com](http://www.clarke.com). We've included the relevant GRI G4 performance indicators that we are reporting against in the appropriate sections of this report. The complete GRI G4 Content Index for this report can be found at [www.clarke.com](http://www.clarke.com).

## MEASUREMENT AND TRANSPARENCY

At Clarke, we measure progress in our sustainability efforts and initiatives through our:

- Sustainability dashboard
- Quarterly Sustainability Advisory Board (SAB) meetings
- Management and initiative committee meetings
- Employee performance management system
- Corporate bonus structure, which includes incentives for volunteerism and employee engagement in sustainability initiatives.

J. Lyell Clarke, the company's president and CEO, provides updates on Clarke sustainability efforts and initiatives and reports on the progress that we are making toward our sustainability goals during his quarterly company reviews to employees and at our annual all-employee town hall meeting of the SAB.

Results of our efforts are also posted quarterly to the company's intranet site, to our electronic communication board, and formally in this annual sustainability report, published for all internal stakeholders and key external stakeholders.





A photograph of a modern office interior. In the foreground, there are several bright orange armchairs arranged around a white, curved table. A large, leafy green plant in a white pot stands behind the table. The room is decorated with sheer, light-colored curtains hanging from a track on the ceiling. The floor is made of light-colored wood. The text "ABOUT CLARKE" is overlaid in large, white, sans-serif capital letters on the left side of the image.

# ABOUT CLARKE

## WHAT WE DO G4-17, G4-4, G4-6, G4-9

**Clarke Mosquito Control Products, Inc.** provides public health mosquito control products and equipment, with headquarters in St. Charles, IL, and sales offices throughout the United States.

**Clarke Environmental Mosquito Management Inc.** provides public health mosquito control services to government, commercial and private entities from 10 locations in the United States.

**Clarke Aquatic Services Inc.** provides professional aquatic habitat management solutions to control invasive vegetation, algae and the overall health of aquatic habitats from nine locations in the United States.

**Clarke International, LLC**, provides public health mosquito control products and equipment, with offices in Mexico, India, Brazil and the Middle East.

**Pacific Biologics, Pty. LTD** distributes public health mosquito control and animal health products in Australia, New Zealand and the Pacific Islands.



Clarke is a privately held global public health company. We make communities around the world **more livable, safe and comfortable** by pioneering, developing and delivering environmentally responsible public health mosquito control products and aquatic services. Our services help prevent disease, control nuisances and create healthy waterways. Clarke's aim is to pioneer and deliver the most advanced environmentally responsible mosquito control and aquatic services available. Our customers include governments, commercial and residential groups, and international ministries of health.

Clarke has grown and evolved from a small family business established in 1946. The Clarke Group, Inc. and its core business units serve the spectrum of market needs in mosquito control products, services and application equipment and in aquatic habitat services and technology.



## FINANCIAL HEALTH

[DMA Economic Performance, G4-EC1](#),  
[DMA Customer Privacy, G4-EC Revenue](#)  
[Growth Rate \(Self-Developed Indicator\)](#)

Clarke is a privately held, third-generation family business. Our corporate strategy and investment decisions are aligned with company values and are made with a long-term view and the priorities of our stakeholders in mind.

We employ a robust business planning process, including regular monitoring and review of operational and financial performance. This includes an annual long-range and strategic planning retreat, quarterly strategic initiative evaluations and regular executive team and business unit meetings to review key performance metrics. The company also undergoes an annual financial audit. Clarke's compound annual growth rate for revenues from normal (non-emergency service) operations was approximately 29 percent over the last five years.

Clarke takes information security very seriously. We have industry-leading technology in place to protect against breaches in our systems. With cyber-attacks on businesses and individuals on the rise, we continually invest in security enhancements

and utilize cyber insurance to protect our company, employees, customers and partners in the event of a business and communication disruption and a potential breach in privacy arising from an attack.

## GOVERNANCE AND ETHICS

[DMA Non-Discrimination, DMA Compliance](#),  
[DMA Anti-Competitive Behavior, DMA](#)  
[Anti-Corruption, G4-34, G4-56, G4-58,](#)  
[G4-SO8](#)

Clarke is governed by a two-person board of directors comprised of Clarke family members. Day-to-day management and long-range direction are led by our executive leadership team with guidance from an external advisory board of independent business leaders. Advisory board members provide representation from the legal, business, banking, consulting and industry arenas, vetted through an internal review process. They act in accordance with the policies that guide the Clarke organization.

In addition to our board of directors and advisory board, Clarke has a corporate compliance committee. This committee includes key members of the management team and provides oversight and direction regarding regulatory, environmental and workplace compliance in all Clarke operations and activities. The corporate

compliance committee also provides guidance on Clarke's Code of Conduct and ethics policies. Clarke is committed to maintaining the highest standards of professional conduct in all of its business dealings, relationships and interactions.

Clarke was not subject to any environmental enforcement action or notice of violation from the United States Environmental Protection Agency (U.S. EPA), from any state or local environmental authorities, or from any environmental authorities in its international markets.

The employees of Clarke share in the responsibility to uphold the ethical, business and professional standards as described in the Code of Conduct, no matter where in the world business takes them, even if maintaining such standards results in a loss of business. The Code of Conduct provides employees with direction on a number of issues, including harassment and discrimination, health and safety, conflict of interest, anti-corruption, antitrust matters and unfair competition, privacy, and political and charitable donations.

The Code of Conduct is reviewed periodically and updated as required, based on new policies or programs at Clarke. Our next review is scheduled to take place in 2016.

We encourage employees to approach their managers and members of the human resources team if they have any concerns related to a potential violation of the Code of Conduct. We also recognize that, from time to time, they may also have some concerns with regard to confidentiality. With this in mind, we have established EthicsPoint®, a secure and confidential reporting system that gives employees the option of filing a report via an encrypted website or by calling a toll-free number. In 2015 we did not record any incidents through the EthicsPoint® system.

## SUSTAINABILITY GOVERNANCE

G4-34, G4-36

Our sustainability progress is measured and guided by our Sustainability Advisory Board (SAB), made up of our executive leadership team and employee representatives from each focus area. Established in 2011 as part of our Project Greater Purpose initiative, the SAB meets quarterly and monitors progress toward our sustainability goals.



## ABOUT CLARKE

### OUR MISSION

Together, we help make communities around the world **more livable, safe and comfortable.**

We are doing this by:

- Pioneering, using and championing the most eco-responsible and advanced products, services and business practices possible;
- Providing support to as many communities as we can through the Clarke employee volunteer programs and through the Clarke Foundation;
- Living our mission through our words and actions;
- Supporting our customers, partners and each other in this endeavor, and inspiring others to join us.

### OUR VALUES

Clarke's core values guide all our steps:

#### Caring for the Planet

In every aspect of our behavior and actions, we hold ourselves accountable for making responsible decisions and finding ways to lessen our impact on Earth.

#### Caring for People

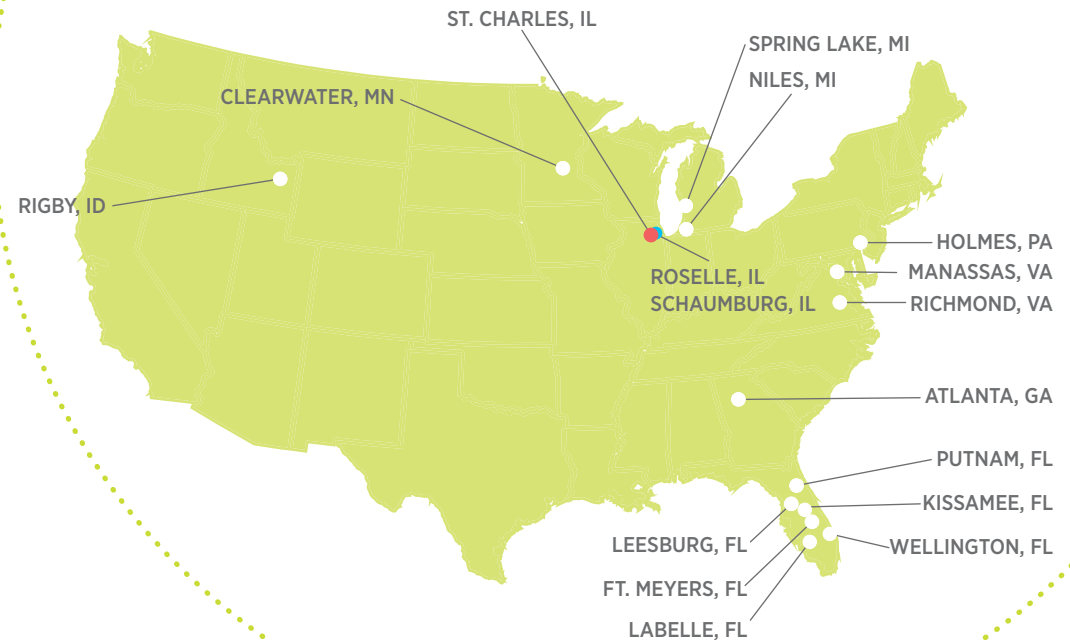
We are respectful and considerate of one another, our customers and our partners, and do all we can to positively impact and enrich the lives around us.

#### Being Passionate about What We Do

We work hard because we love what we do. We take pride in our work and the difference we make in the world.

#### Doing the Right Thing Even When It's Hard

Honesty and integrity drive our everyday actions and are reflected in our common belief to do what's best for our industry, and the people and communities we serve.





## OUR VISION

Create an organization that reaches around the world to help make the lives of more than 660 million people **more livable, safe and comfortable.**

ST.CHARLES, IL

GUADALAJARA, MEXICO

DUBAI, UNITED ARAB EMIRATES

MAHARASHTRA, INDIA

BRISBANE, AUSTRALIA

SAO PAULO, BRAZIL

### KEY

- ACTIVE OFFICE
- HEADQUARTERS
- MANUFACTURING

# ENGAGE

## AT CLARKE, REGULAR ENGAGEMENT WITH STAKEHOLDERS INCLUDES:

- Our Appreciative Inquiry Summit, held every four years (see page 11)
- Communication with employees through emails, electronic bulletin boards and the company's intranet, as well as through a speakers program and training initiatives
- National, regional and local industry meetings and events
- Customer and supplier meetings
- Community engagement
- Input to federal agency regulatory dockets and proposed regulations
- Industry, regulatory and non-governmental organization (NGO) work groups, task forces and coalitions
- Meetings with international and U.S. federal and regional public health and environmental regulators and stewards
- Connecting Clarke's upstream regulator with downstream stakeholders and user communities



**STAKEHOLDER ENGAGEMENT AND MATERIALITY** G4-19, G4-24, G4-25, G4-26, G4-27

Our relationship with stakeholders is integral to Clarke’s success. We engage with stakeholders in a variety of ways, both formal and informal. Of significance in 2015, we undertook our first formal stakeholder assessment of Clarke’s material issues. As part of this important initiative, we undertook a mapping exercise to identify our stakeholders. In addition, we asked all of our employees and more than 100 external stakeholders, including customers, vendors, regulatory agencies, community representatives, thought leaders, academics and researchers, to help us prioritize the issues that they believed were most important for Clarke to focus on.

We also continue to foster bold partnerships to catalyze both our aspiration to help make communities more livable, safe and comfortable, and guide us in our day-to-day approach to practical matters.

The table below describes some of the key stakeholder issues in 2015 and the ways we responded.

EMPLOYEES		
Engaging our employees in volunteering	We communicated frequently about the benefits of volunteering and assisted employees in finding volunteer opportunities.	Achieved our goal of 100% employee participation
CUSTOMERS		
Engaging our customers in our goal of reducing packaging waste and increasing participation in our drum return program	We surveyed customers to assess awareness of and receptivity to return/refill/recycle packaging programs.	Developed new communications tools and explored new packaging opportunities aimed at enhancing packaging-waste-reduction programs for Clarke and for our customers
GOVERNMENT REGULATORS & AGENCIES		
Meeting complex regulatory requirements to increase our presence in the international marketplace	We hired an international registrations specialist who works with local governments around the world to understand and comply with country-specific registration requirements.	Increased the speed, volume and quality of our international product registrations
COMMUNITIES		
Solar panels at Campus	As the first corporate facility to return power to the City of St. Charles’s grid, we engaged with city fire officials to develop effective response strategies.	Worked with local fire officials to develop new emergency procedures for rooftop solar installations



## ENGAGING OUR EMPLOYEES AND STAKEHOLDERS

In 2012 Clarke employees and external stakeholders came together for Clarke+, our first three-day Appreciative Inquiry Summit. Our goal was to adopt a mindset of radical innovation so that we could accelerate a sustainable Clarke and secure a shared future. In those three days we imagined, and then deployed, initiatives that accelerated the development of our Next Generation products and services, invited us to be a bold catalyst for change in the world, envisioned a culture of extraordinary health and happiness, and inspired us to create the Clarke Campus of the Future. In fall 2015 we held a “pre-Summit” planning retreat for our second Clarke+ Summit. This Summit, held in early 2016, brought together employees, customers, suppliers and partners to ignite our collective passion and imagination for creating a prosperous and flourishing world.



## MATERIALITY ANALYSIS: IDENTIFYING THE ISSUES THAT MATTER MOST

The Global Reporting Initiative’s (GRI’s) G4 reporting guidelines require companies to engage their stakeholders in the identification of the most important environmental, social and economic issues that impact both the company and its most significant stakeholder groups. This is also known as materiality. Clarke has always worked closely with many of our stakeholders, including employees, customers, suppliers, government regulators and agencies, and communities, and we have prided ourselves on forging long-term and meaningful relationships with these groups and individuals. As we looked forward to developing our 2015 GRI report, we thought the time was right to take a more formalized approach to engagement. So, in 2015, working with an external consultant, we conducted our first materiality analysis.

GRI guidance recommends a four-stage approach to materiality assessment:

1. Identify material issues and their boundaries.
2. Prioritize the issues identified.
3. Validate the material issues.
4. Review the report.

We undertook this process between October 2015 and January 2016. We describe our methodology and results in detail in Clarke’s 2015 Sustainability Report Appendix, which is available at [www.clarke.com](http://www.clarke.com). We provide highlights of the outcomes on the following page.

## THE ISSUES THAT MATTER

The enthusiastic response we received to our materiality study confirmed that we are on the right track with our sustainability initiatives and priorities. We heard—loudly and clearly—that everything about the work that Clarke does and the way we do it is important.

While no issue was ranked as unimportant, our stakeholders—employees, customers, suppliers and advisors—told us that the issues that they consider most material include:

- Product Quality and Efficacy
- Green Chemistry
- Product Stewardship
- Public Health
- Customer Service
- Ethics, Integrity and Transparency

Topics that have been at the forefront of our sustainability efforts relating to the environmental impacts of operations, such as waste management, renewable energy and water consumption, were identified as important but of relatively lesser importance in the context of our greatest priority: To provide high-quality innovative and effective products that protect public health and to do this in a manner that is ethical and environmentally responsible.

The materiality study provided us with a stakeholder lens to validate our 2020 sustainability goals and direct our priorities toward them. It also served as a valuable tool for engaging our employees and our external stakeholders. As we share the results with them through this report and other communications channels, we anticipate continued benefits. In addition, the analysis challenged us, demanding transparency on issues we had not previously reported on. Our aim is to continue to expand our disclosure of Clarke's material issues in this and future sustainability reports.

We plan to repeat the materiality analysis on a regular basis to stay current with our stakeholders and with the industry's needs and expectations.



## PARTNERING TO ACCELERATE CHANGE

G4-12

We are dedicated to serving as a trusted partner in the mosquito control and aquatic habitat management industries, and we work with our stakeholder partners to help us achieve this goal. We choose, with care, whom we work with, aligning with partners that share Clarke's core values and are equally intent on forging a sustainable future.

Our collaborative partnerships with suppliers and customers around the world are critical to all elements of our sustainability efforts—social, environmental and financial. The benefits of developing a sustainable supply chain include improved risk management, reduced environmental impact and enhanced standards for social and labor practices. These enable us to be more resilient and reliable as a company, while having a positive impact on the communities in which we directly operate.

### CASE STUDY: Building a Sustainable Relationship with the Municipality of St. Charles, IL

When we approached the City of St. Charles with our plan to install solar panels at our headquarters, the project was a first for the city, prompting a new way of thinking and the development of new processes. The local fire department brought its entire staff to the facility to explore how solar panels would fit with fire safety codes and emergency response procedures.

Additionally, in October 2015, the city's power utility needed to develop a methodology to track our excess electricity production as Clarke became the first business in the municipality to return power to the grid. If ever there was an opportunity for Clarke to be a bold catalyst for change and to inspire radical partnerships, this was it. In fact, the Illinois Municipal Electric Agency has announced plans to build a 500-kilowatt utility-scale solar project in St. Charles. Once completed, the array is expected to produce enough electricity to power 75 homes.

### CASE STUDY: Product Development

In 2015 we created a Product Delivery Roadmap to help us drive the development of Next Gen products and support the evaluation, prioritization and transformation of new and novel ingredients into market-ready products. Partnerships with values-driven innovation companies are a critical component of our process. In 2015 we accelerated our product development efforts by teaming up with a dozen new partners, including exciting university engagements as well as a number of smaller, more nimble, specialty companies that have innovative technologies focused on novel nonconventional modes of action and greener production pathways. We provide more on our product delivery process in the Products section of this report.

### Awards and Recognition

For the second time in three years, the state of Illinois recognized St. Charles-based Clarke mosquito abatement and environmental services for its employee-driven sustainability practices.

Clarke was among 19 companies and organizations honored in October as recipients of the 2015 Governor's Sustainability Award presented by the Illinois Sustainable Technology Center at the University of Illinois.

Additionally, Clarke received the Workday Group Award from the Forest Preserve District of DuPage County in recognition of our restoration work during our 2015 Annual Day of Caring.



### MEMBERSHIPS AND ASSOCIATIONS G4-15, G4-16

American Chemical Society  
 American Institute of Certified Public Accountants  
 American Mosquito Control Association (AMCA)  
 American Society for Quality  
 American Society of Safety Engineers (ASSE)  
 American Society for Testing & Materials  
 Aquatic Ecosystem Restoration Foundation (AERF)  
 Aquatic Plant Management Society (APMS)  
 Chicago Wilderness Society  
 Entomological Society of America (ESA)  
 EPA Wastewise Partner  
 Financial Executives International  
 Global Collaboration for the Development of Public Health Pesticides (a working group of the WHO)  
 Greater O'Hare Association Chamber of Commerce  
 Illinois CPA Society  
 Mosquito Control Association of Australia (MCAA)  
 National Fire Protection Association (NFPA)  
 National Safety Council  
 North American Pollinator Protection Campaign (workgroup member)  
 Responsible Industry for a Sound Environment (RISE)  
 Society for Human Resources Management (SHRM)  
 St. Charles Chamber of Commerce  
 U.S. Zero Waste Business Council

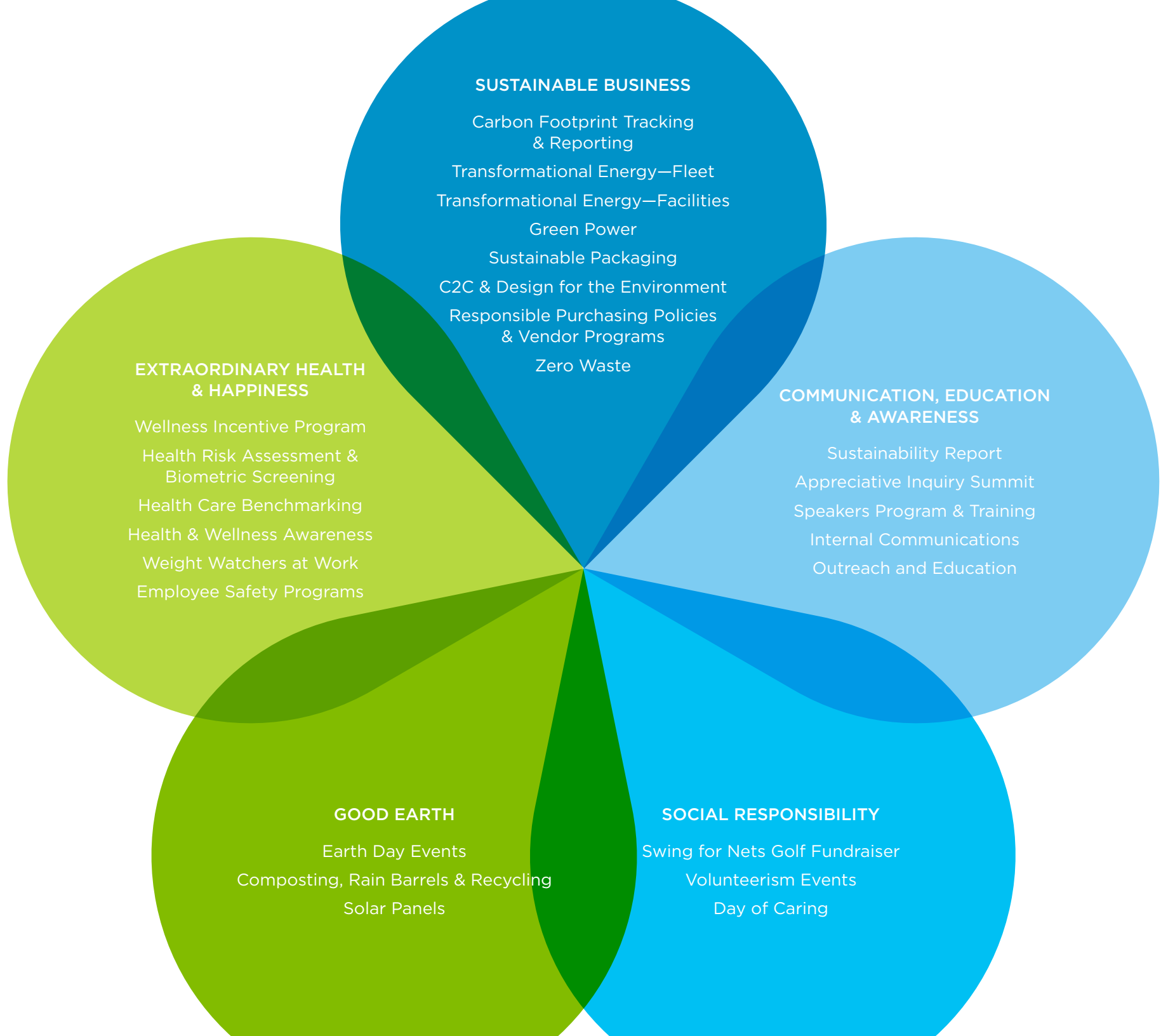




# CLARKE'S STRATEGY: PROJECT GREATER PURPOSE

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More than 70 unique projects, big and small, were initiated by Clarke employees under Project Greater Purpose in 2015, attracting the participation of 75 percent of Clarke's employees.



In January 2015, we introduced our second set of ambitious five-year sustainability goals. The goals influence every aspect of our business—from product development to resource efficiency in our operations to workplace health and safety, and to our contributions to the communities in which we live and work.

Since 2011 Project Greater Purpose has encapsulated Clarke's sustainability management approach, setting out the organizational governance, systems and initiatives that underpin our priorities and guide our day-to-day actions.

If our mission—to make communities around the world more livable, safe and comfortable—is the heart of Clarke, then Project Greater Purpose, and every Clarke employee who supports it, represents the muscle that carries us forward in our collective aspiration.

## GOALS PERFORMANCE UPDATE

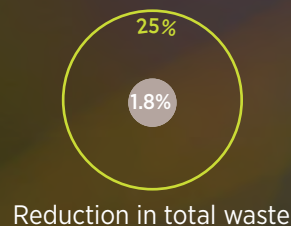
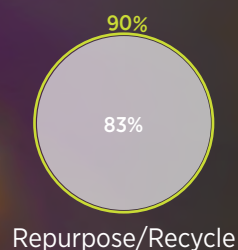
**KEY** ALL DATA IS MEASURED FROM 2014 AS BASELINE.

○ 2020 Goal    ● 2015 Progress    ➤ In Progress    ➤ Needs Work

### WASTE

**GOAL** 5% reduction in downstream waste impact

**PROGRESS** 9% increase in recycled/repurposed waste

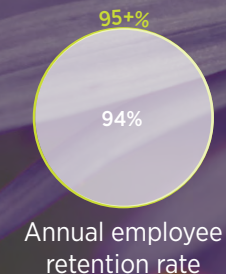


Zero Waste Certification at our four Illinois locations

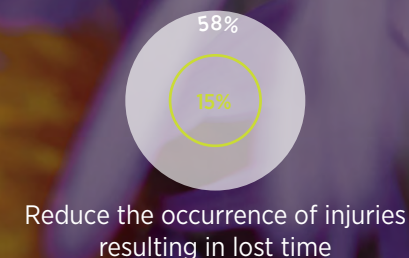
### HEALTH AND HAPPINESS



Reduce Employee Health and Safety (EH&S) incident rate



Annual employee retention rate



Reduce the occurrence of injuries resulting in lost time

Project Greater Purpose is made up of a Sustainability Advisory Board (SAB) and five committees:

- Communication, Education & Awareness
- Extraordinary Health & Happiness
- Good Earth
- Social Responsibility
- Sustainable Business

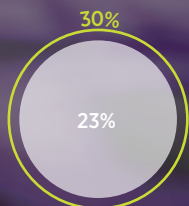
The SAB meets quarterly to provide guidance and direction to the committees and project teams. By design, Project Greater Purpose invites every Clarke employee to participate, within the scope of his or her job and through bonus objectives, in one or more of the five committees.

Clarke employees are also engaged at our November SAB meeting, which is held in a town hall format. At our 2015 meeting, we

reviewed the progress of our sustainable facilities projects and fleet efficiency improvements, as well as the progress of our wellness, sustainable packaging and zero-waste initiatives. Additionally, employees voted for the organizations that would become the first beneficiaries of our One for Tomorrow philanthropic program.

## PRODUCTS AND SERVICES

Establish full portfolio of OMRI (Organic Materials Review Institute) Listed® products for mosquito control market



Revenue from Next Gen Products and Services

Implement label transparency program for all Next Gen products

## GIVING

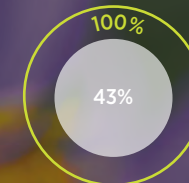
### ACHIEVED

1% annual Next Gen products revenue goes to environmental causes

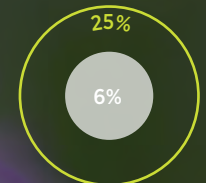


Volunteer time per full-time employee per year (hours)

## CARBON

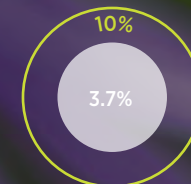


Carbon Neutrality



Carbon Reduction

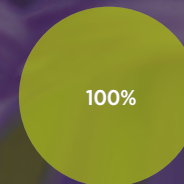
## ENERGY



Total electricity sourced from on-site renewable (solar or wind)

## WATER

Constrain water consumption at Illinois locations to no more than proportionate allocation of available watershed



Employee engagement in volunteer activities

# 2015 YEAR IN REVIEW: CLARKE, WORKING TOGETHER



We are energized by knowing that all of us, **working together**, are building a future where communities around the world are **more livable, safe and comfortable**.

In 2015 Clarke turned a corner. From what we've observed, it seems that sustainability has seeped into our pores. It has become our modus operandi, informing each decision we make and action we take.

Our evidence takes the form of significant achievements and small transformational signposts. These include the achievements of groups and individuals, such as:

- Adding significant scientific talent and expertise to our product development team
- Kicking off the long-awaited sustainable facility design and development project (for our Roselle, IL, service operation) with a design charrette of key employee stakeholders
- Engaging all of our employees and more than 100 external stakeholders in an exercise to identify and validate the issues most important to Clarke
- Signing on our first large industrial customer to our Next Gen EarthRight® mosquito control service
- Achieving our lowest recordable injury rate record in 20 years
- Having a supplier tell us, "I can help you reach your packaging waste reduction goals"
- Inviting a neighbor from the community to use our new Campus electric car charging facility to charge his car

With a nod to cultural anthropologist Margaret Mead, we sensed that we did put into action her notion that a small group of thoughtful, committed people can, indeed, have a significant impact on the world.

What makes our work in 2015 still more inspiring is that this is what we envisioned in 2009 when J. Lyell Clarke, our president and CEO, first proposed we embark on this journey. "Every action that we take," he said, "big or small, can directly impact the environment and significantly affect future generations." The employee engagement in sustainability that we observed in 2015 is what we imagined when we titled our first sustainability report, *Every Action, Every Person, Every Voice*.

We know that the work we have accomplished and the work we have set for ourselves to achieve our 2020 goals is the work of every employee and of each of our partners—customers, suppliers, governments, regulators, communities. We know that the path ahead will take us into new, more complex territory, and that progress will be harder. We are energized by knowing that all of us, working together, are building a future where communities around the world are **more livable, safe and comfortable**.



# PRODUCTS AND SERVICES

## ACCELERATING NEXT GEN

Mosquitoes are a very real threat to public health. They spread life-threatening but preventable diseases, such as malaria, dengue and West Nile virus. With the emergence of the Zika virus in Brazil, the U.S. territories and now the continental United States, Clarke's opportunity to fight the threat of mosquito-borne disease continues to expand.

Our products help communities prevent transmission by keeping mosquito populations in check. By investing in pioneering chemistries, we are intent on transforming our industry through the creation of a comprehensive portfolio of environmentally responsible mosquito control products and by providing new options to steward pesticide resistance management.

In 2015 we announced new 2020 goals to help us track our progress.



For the last seven decades, Clarke has been in the mosquito control and aquatics services business, pioneering, developing and delivering high-quality innovative and effective products and services that help prevent disease, control nuisances and create healthy waterways. Since we launched our first Reduced Risk larvicide Natular® in 2009, we have been eager to develop more Next Generation (Next Gen) products and services, which are designed to be better for the environment and for human health.

Beyond products, we also scrutinize our approaches to tasks and customer needs. For example, we've shifted our aquatic services from the old-school "treat and repeat" approach to a modern methodology that prescribes "right time, right product, right amount" solutions. Green chemistry and environmental stewardship are at the core of our product and service design and application work. Customers and suppliers are partners in our mission to make communities around the world more livable, safe and comfortable.

In 2015 we honed our Product Delivery Roadmap to add speed and accuracy to our discovery and development pipelines. We made inroads in the marketplace, securing our first large industrial customer for EarthRight®, our Next Gen mosquito control service, and we continued to expand globally, with sales and distribution networks now in Mexico, Brazil, India and the Middle East.

23%

of 2015 revenue derived from products and services are classified as NextGen.

#### 2020 GOAL

Generate 30% of revenue from Next Gen products and services

#### 2015 PROGRESS

**23% of revenue came from Next Gen products and services**

Implement label transparency program for all Next Gen products

**In progress**

Establish full portfolio of OMRI (Organic Materials Review Institute) Listed products for mosquito control market

**In progress**



## ADVANCING PRODUCT DEVELOPMENT: CLARKE'S PRODUCT DELIVERY ROADMAP

DMA Customer Health & Safety, G4-PR1

In 2015 we formalized Clarke's Product Delivery Roadmap, which sets out the decade-long critical path that transforms a promising discovery into a market-ready product. It guides our teams through five stages of product development—Discover, Screen, Design, Invest, Market—to advance our vision of taking a Next Gen product to commercialization. Each stage of the roadmap incorporates the principles and

tools that underpin our vision, including Green Chemistry and the GreenWerks™ and GreenScreen® formulation and ingredient profiling tools. Each has a gate, or checkpoint, that requires cross-functional team consensus before moving a concept forward.

The result is that 100 percent of the products that are developed through the roadmap and that Clarke takes to market will be built on the principles of Green Chemistry, the most significant of which is that the product be of natural origin and employ cutting-edge innovation.

10 YEARS

The time it takes to get from product concept to commercialization.

## CLARKE'S PRODUCT DELIVERY ROADMAP: AN OVERVIEW

### DISCOVER

Determine potential for new active ingredient, product, chemistry or biology

Does it work?  
Is it novel?  
Does it adhere to the principles of Green Chemistry?

Advance new ingredient or chemistry for further evaluation

### SCREEN

Test multiple prototypes to determine best formulation for active ingredient

What application method is best for this active ingredient?  
What is the most environmental and economically efficient formulation type?

Advance a target prototype for process optimization

### DESIGN

Optimize formulation, pilot, scale up

What is the least amount of active ingredient that will accomplish the task?  
What is the most environmental and economically efficient manufacturing process?

Market-ready formulation

### INVEST

Assess return on investment, build dossier for regulatory requirements, prepare for commercialization

Do performance, toxicology and environmental and chemistry studies confirm product design objectives?  
Will the commercialized product meet its performance and economic objectives without posing a risk to health or the environment?

Registered novel product and commercialization

### MARKET

Create product stewardship plan to ensure successful customer use and integration into the market

Are production and quality control systems in place to provide a high-quality, consistent product?  
When and where will production trials be done to expand upon U.S. EPA data to support product efficacy?  
How will product performance be monitored upon introduction?

Quick adoption of new product into market

"

When Clarke launched Natular, the first OMRI Listed, U.S. EPA-registered, Reduced Risk larvicide in 2009, we made the decision to accelerate our investment in the development of products that adhered to Green Chemistry principles. Our thought was that with the introduction of new, greener chemistries, we would be able to sunset our older, conventional chemistries. In 2015, for the first time, we did just that after choosing to not renew EPA registration for temephos, an organophosphate larvicide. In December production ended for a product line that had been in Clarke's portfolio for 35 years.

### Kevin Magro

Vice President, Global Support and Product Development

## INVESTING IN INNOVATION

To further support our Next Gen vision, we made significant investments in scientific expertise in 2015. We expanded our innovation partnerships, teaming up with more than a dozen external discovery partners that are delivering new and targeted technologies to front-end our product development process.

And we raised our innovation and intellectual capital quotient internally, adding world-class chemists with Green Chemistry and sustainability expertise to our already industry-leading research and development team.

## EXPANDING IN THE MARKETPLACE G4-PR3

We strengthened our regulatory team as well, adding momentum to our expansion in international markets. With a global presence in nearly four dozen countries, we are focused on growing the market for Natular—we've dubbed this "Natularization"—by stepping up registration activities, building product dossiers to satisfy country-specific regulatory requirements and, by obtaining licenses to market in these regions, multiplying the number of commercial platforms for growth around the world.

## CASE STUDY: SUPPORTING MOSQUITO CONTROL PROGRAMS IN TURKEY

In Turkey's Aegean region municipal managers are only just starting to incorporate product risk assessments and environmental best practices into their mosquito control programs. With mosquito species and habitats in the Aegean similar to those in Clarke's U.S. service areas, our international tech-service team is well positioned to help them advance their community programs.

In April 2015 our team provided mosquito control training to municipal works departments in the cities of İzmir, Muğla and Manisa. The presentations covered a variety of mosquito control topics such as surveillance, adulticide and larvicide methodologies as well as best practices in the United States. Because many municipalities are responding to residents' concerns about the environmental impact of products used for mosquito control, the sessions also focused on the environmental compatibility of Natular larvicides and how these products and other mosquito control interventions can be incorporated into integrated mosquito management programs. We are experiencing a high level of interest in and adoption of Natular and expect to deliver additional training in the region in 2016.





## THE PRINCIPLES OF INNOVATION

Clarke has taken a unique industry position, and our efforts are underpinned by innovative principles and tools that deserve some explanation. We describe some of the key concepts below.

**Green Chemistry:** The design of chemical products and processes that reduce or eliminate the use or generation of hazardous substances. It is applied across the life cycle of a chemical product, from its design and manufacture to its use and ultimate disposal.

**GreenScreen™ for Safer Chemicals:** This methodology makes comparative chemical hazard assessment possible by identifying chemicals of high concern and ones that are safer alternatives. It is useful early in the product development process, allowing for better stewardship choices.

**GreenWercs™ Formulation Profiling Tool:** Subscription-based software that compares the health and environmental impacts of ingredients in our products. It allows for informed choices in new product design and prioritizes replacement of raw materials in existing products.

**Natural:** A substance obtained from a naturally occurring resource through separation and purification that does not change the chemical structure of the substance. This category excludes substances obtained from a resource that is modified or expressed through genetic engineering.

**Naturally derived:** A substance that is derived from a natural source through chemical or process modification, regardless of whether the substance produced occurs independently in nature. This category includes modified fermentation processes, as well as synthetic substances made from a natural product.

**Biochemical:** A naturally occurring substance (whether or not it is naturally produced) or one that is structurally similar and functionally identical to a naturally occurring substance and which has a non-toxic effect in a target pest.

**Microbial:** A microorganism or a product of a microorganism that controls a target pest. Microbials include organisms such as algae, fungi, bacteria, viruses and nematodes.

**Synthetic:** A substance produced by using methods different from those found in nature. Synthetic chemical structures are produced by changing the molecular structure of one substance or by combining two or more substances to yield a uniquely different product. Synthetic substances may or may not be found independently in nature.



## EVOLVING BEST PRACTICES

Since 2009 Clarke has also been applying environmental best practices to transform our service side. In our mosquito control business, EarthRight offers customers a Next Gen solution that uses only products made from naturally derived OMRI Listed active ingredients as well as more sustainable application methods, including bicycles, hybrid vehicles and all-electric sprayers. In aquatics, we've applied a long-term perspective to aquatic management, harnessing sustainable solutions and practices to create healthier water bodies.

### Label Transparency

DMA Product & Service Labeling, G4-PR3

In 2015 we made initial steps toward our 2020 goal of implementing ingredient transparency on the labels of all Next Gen products by establishing the project's scope, procedures and partners. This included identifying key stakeholders, such as our suppliers, that we need to engage to meet our labeling transparency objective.

## CASE STUDY: APPLYING NEXT GEN THINKING TO MOSQUITO CONTROL SERVICES

EarthRight continued to attract new customers in 2015, with double the number of customers coming on board in 2015 compared to the number in 2014. We also reached a milestone, signing on Commonwealth Edison Company (ComEd), the first large private-sector customer to adopt our industry-leading service.

ComEd is Illinois's largest electric utility company, which operates fleet garages around the clock. Its fleet mechanics, primarily evening-shift workers, are prime targets for nuisance and potentially disease-carrying mosquitoes. In 2015 our customer reps introduced ComEd to EarthRight. Already a Clarke customer, ComEd saw a natural alignment between EarthRight and the company's other sustainable initiatives and made the switch at 21 of its fleet garages. The decision made the lives of 154 employees working at these locations more comfortable and also helped protect surrounding residential and natural wildlife settings. In addition, using alternative application methods, ComEd delivered a 62 percent reduction in its carbon footprint compared to what it would have achieved using traditional application methods.



## BUILDING A NATURAL BALANCE IN AQUATICS SERVICE

Clarke's aquatics service team applies a long-term perspective to the management of water bodies, harnessing sustainable solutions and best practices to create healthier water bodies while meeting the aesthetic and recreational needs of the public. Our teams are focused on bringing water bodies back into balance: We think about what needs to stay before thinking about what to take away.

To achieve this balance, Clarke is having conversations with customers that are different from what they were a decade ago. Today, we are discussing integrated approaches to aquatics management that are mindful of ecosystem stewardship and that balance the interests of multiple stakeholders who often have competing interests.

We apply a prescriptive methodology—"right time, right product, right amount"—that eschews the conventional "treat and repeat" model in favor of long-term regenerative options that are in balance with the natural ecosystem. Our approach is complemented by Conserve™, our proprietary precision aquatic application software that factors in aquatic characteristics and water depths for optimal treatment applications.

In 2015 we continued to make progress in our efforts to advance customer solutions that minimize the amount of product used to provide control. For example, we've successfully treated invasive aquatic weed species by making an early spring, under ice herbicide application. This solution provided the desired early season weed control and allowed time for the herbicide to break down before the water source was used for turf irrigation. Based on these early results, it appears we can reduce the amount of herbicide needed over the season.

In 2015 we also began looking at the benefits in pond ecology, as well as savings in product and time, by using bacteria to help clear algae growth. Bacterial applications work naturally by competing with invasive plants and algae for available nutrients. In trial work we significantly reduced the amount of product used and, subsequently, the number of visits needed to the site. Based on this work, we will expand such applications to additional sites in 2016.

### CLARKE AQUATIC TEAM TRAINING

In February Clarke's aquatics service teams from our three regional centers gathered in Kissimmee, FL, for our national aquatics week training. The annual training covers subjects ranging from safe operations and proper treatment rate calculations to plant biology, helping our teams stay current on regulation, safety and science. Key to the week's success is information sharing, including new treatment methods and successful protocols that are drawn from the most challenging and complex projects from across Clarke regions in the prior year.





11

Typically Natular is used to treat water up to two feet deep. When our customers told us they wanted to use it in deeper pools, Clarke developed a swimming pool trial to find a solution, and our regulatory team worked with the EPA to adapt labeling that reflects broader usage. In 2016 we expect to be able to provide Clarke customers with clear guidance on the use of Natular in water as deep as four feet.

### Karen Larson

Vice President, Regulatory Affairs

### Engaging Our Customers

Clarke's success has always been grounded in superior customer service and support. Increasingly, we see our customers as our partners: We can only achieve our vision when we are helping them reach theirs. What those visions have in common is a desire for more livable, safe and comfortable communities.

In 2015 we held our first Aquatics Confab—a forum with a broad array of some 40 aquatic service customers and our aquatics team. Through this half-day exchange, our customers learned about our perspectives on caring for aquatic sites, and our approaches. This triggered a very open and robust discussion among the diverse customer groups about their needs, interests and plans for the future.



# ENVIRONMENT

## INVESTING FOR THE LONG TERM

### DMA EMISSIONS

In December 2015, at the United Nations Climate Change Conference in Paris, the world's nations signed the first-ever universal climate agreement. It tasks the 197 countries that were party to it, including the United States, to develop, track and report national plans to reduce their greenhouse gas emissions, with the goal of achieving a carbon-neutral world in the second half of the 21st century.\*

At Clarke, we are committed to implementing strategies that reduce our carbon footprint. While we don't always see a quick return on investment, we do see other benefits, such as improved employee recruitment and retention, marketplace branding and community respect. As a third-generation family-owned company, we recognize that, no matter what aspect of the business our investments are in, the investments we make are investments for the long term.

\* The Paris Agreement of the United Nations Framework Convention on Climate Change  
[http://unfccc.int/paris\\_agreement/items/9485.php](http://unfccc.int/paris_agreement/items/9485.php)

On the road to a  
sustainable future.



Clarke is a public health company and service provider, operating 21 facilities, including service and distribution depots, manufacturing plants, laboratories and offices in five countries. By the nature of our activities, we have an environmental impact. Since we committed, in 2009, to managing our business operations sustainably, we have reduced the energy we use, the carbon we create and the waste we produce.

In 2015 through our Transformational Energy initiatives, we have continued to increase our investments in renewable energy and improved fleet and operations efficiency to reduce our carbon footprint. Our Zero Waste programs are helping us minimize our waste impact through packaging reduction, recycling and repurposing.

We have also experienced a cultural shift in our teams' approach to managing Clarke operations sustainably. Where once we asked how we might accomplish a task in a sustainable manner, sustainability is, more and more, simply "what we do." Our operations teams have led many of these efforts, standing front and center in Clarke's sustainability efforts. These teams are leaders in our new "business as usual."

In 2015 we also announced new 2020 goals in carbon reduction, energy efficiency, zero waste and water use. In this section we provide details of our progress toward them.

#### TRANSFORMING CLARKE'S ENERGY PORTFOLIO [G4-EN6](#), [G4-EN15](#), [G4-EN19](#)

Upon achieving our ambitious five-year goal of reducing Clarke's carbon footprint

by 25 percent by the end of 2014, we rolled up our sleeves and said, let's do that again. In fact, with our 2020 goals, we decided to do it better, committing our company to three bold new objectives:

- To reduce our carbon footprint by an additional 25 percent compared to a 2014 baseline
- Become 100 percent carbon neutral for Scope 1 and 2 emissions
- Source 10 percent of our total electricity from on-site renewable sources

During the next five years, we will put our three-pronged Transformational Energy strategy to work, investing in renewable energy, increasing operational energy efficiency and offsetting the energy use we cannot eliminate through the purchase of Green Power contracts and carbon offsets.

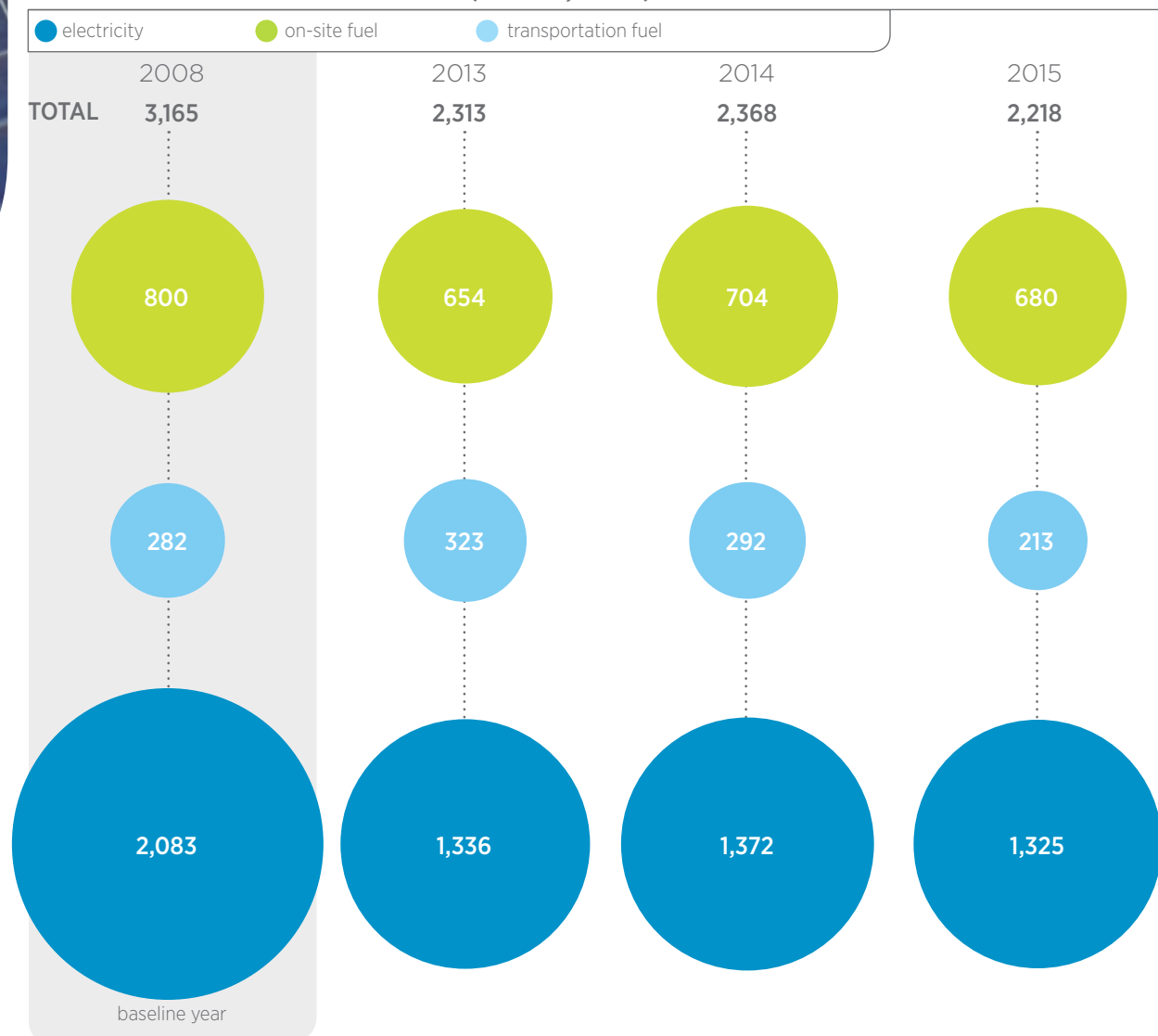
	2020 GOAL	2015 PROGRESS
CARBON	25% reduction from 2014 baseline 100% carbon neutral	6% reduction 43% carbon neutral
ENERGY	Source 10% of total electricity from on-site renewable energy (solar or wind)	3.7%, with the addition of Campus solar energy

### POWERING CLARKE'S CARBON NEUTRAL FUTURE G4-EN3, G4-EN6

In 2015 Clarke made significant advances toward our carbon reduction goal, reducing annual CO<sub>2</sub> emissions to 2,218 tonnes in 2015 from 2,368 tonnes in 2014, a six percent decrease. We attribute the decrease primarily to a weather-related reduction in our use of natural gas.

In 2015, Clarke became the first business in St. Charles, IL, to **return power** to the city's electric utility.

### CARBON FOOTPRINT REDUCTION (Tonnes, CO<sub>2</sub>e)



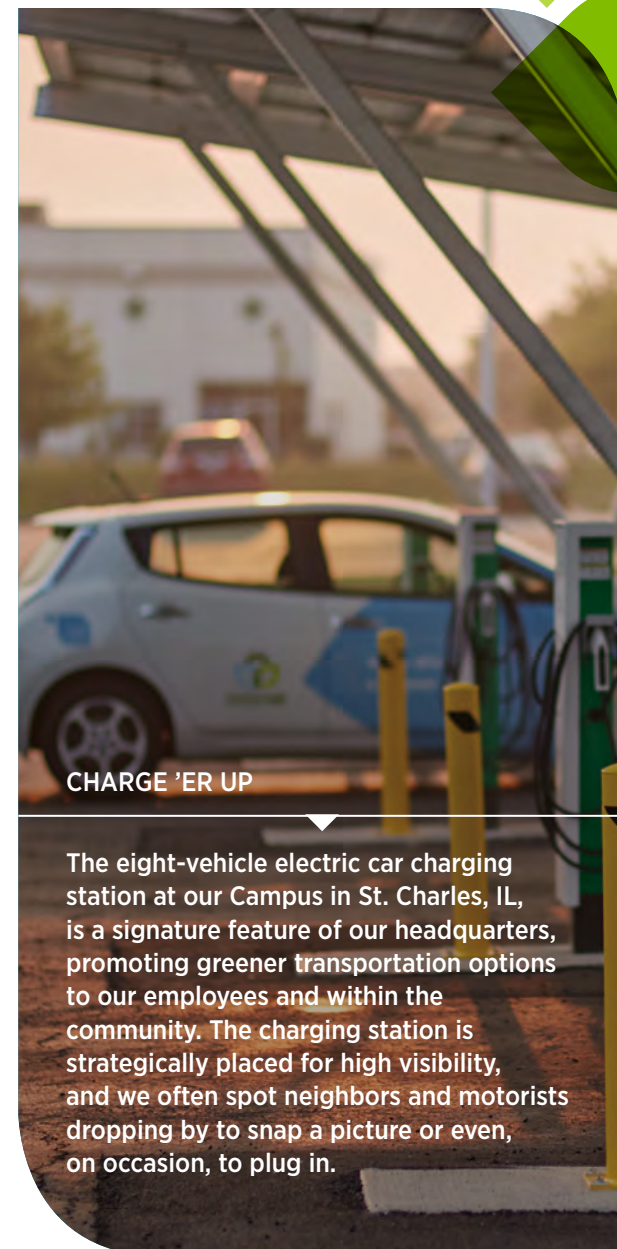
## ACCELERATING OUR SHIFT TO SOLAR

Since 2010 Clarke has produced a small portion of our electricity from photovoltaic panels installed at our Natular® manufacturing plant in Schaumburg, IL, and at our distribution facility in Brisbane, Australia. In August 2015 we took a significant stride toward our bold 2020 green-energy generation goal when we flipped the switch on our newly installed 100-kilowatt solar array at our Campus facility in St. Charles, IL. The Clarke Campus solar project represents close to a five-fold year-over-year increase in the energy we are generating from on-site renewables. This corresponds to 3.7 percent of the company's electricity needs in 2015 compared to less than one percent of its needs in 2014.

The installation consists of three elements:

- 280 solar panels cover the roof of the 27,000-square-foot facility and are capable of producing an estimated 105,600 kilowatt hours a year.
- 20 panels form an awning on the building's south-facing façade, covering 87 linear feet and adding a potential 6,400 kilowatt hours of energy a year, while also providing solar shading that minimizes heat gain in the building interior.
- 48 panels create a shade canopy above an eight-bay electric vehicle charging station and are expected to produce approximately 19,200 kilowatt hours of energy a year.

The system's annual production is projected to equal about eight percent of Clarke's total electricity consumption, which amounts to approximately 20 percent of Campus electricity needs. We anticipate reducing our carbon emissions by nearly 86 metric tonnes a year.

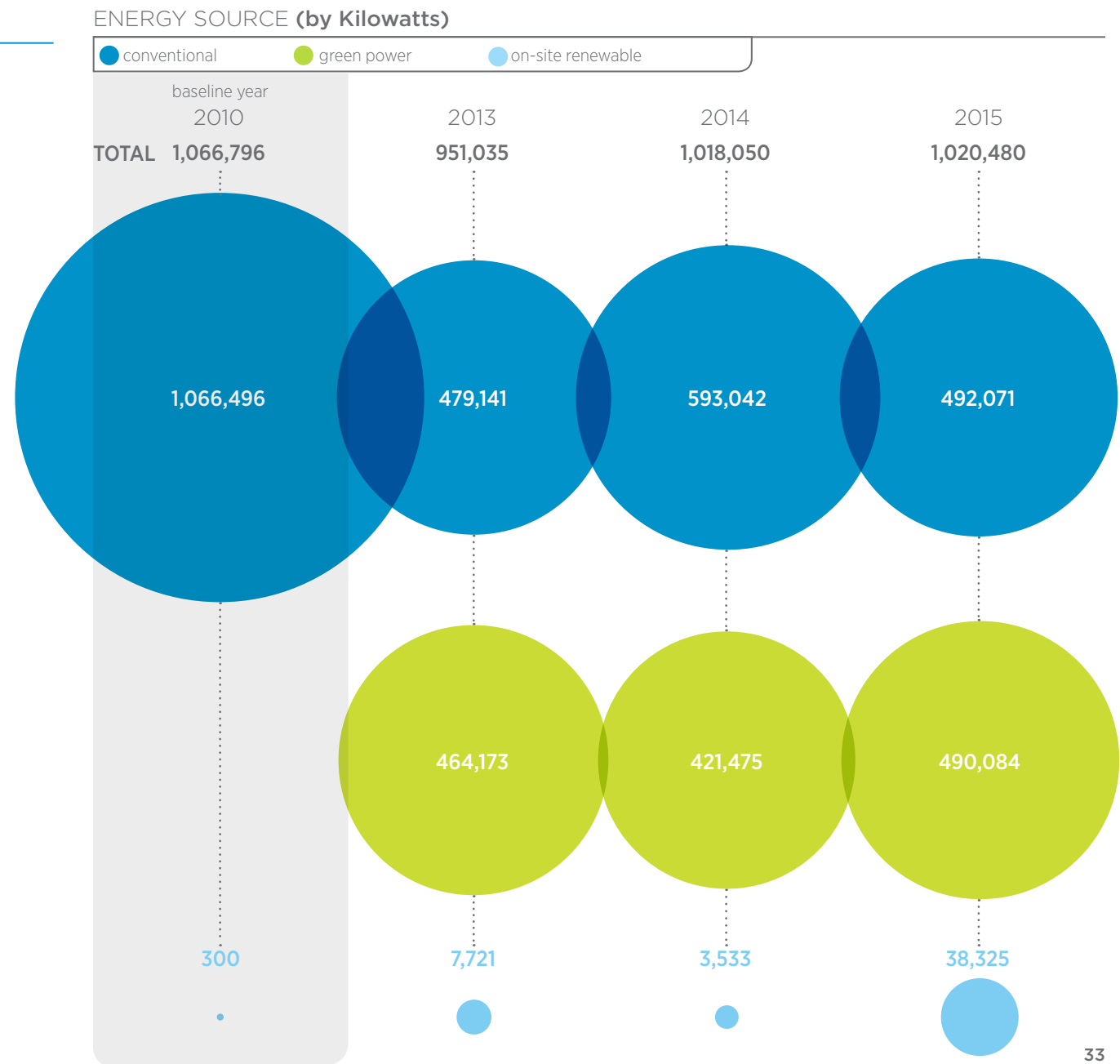


### CHARGE 'ER UP

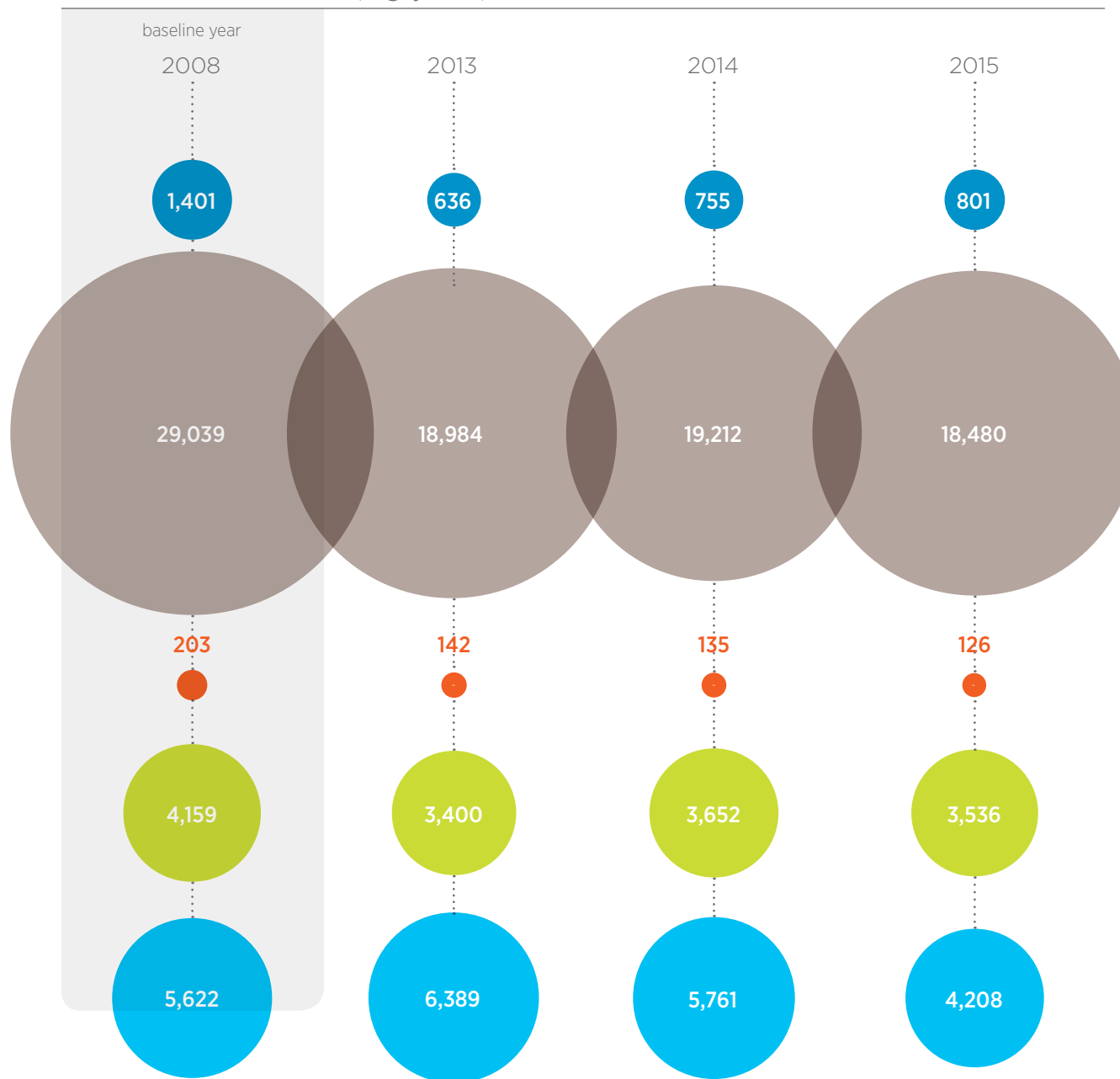
The eight-vehicle electric car charging station at our Campus in St. Charles, IL, is a signature feature of our headquarters, promoting greener transportation options to our employees and within the community. The charging station is strategically placed for high visibility, and we often spot neighbors and motorists dropping by to snap a picture or even, on occasion, to plug in.

CASE STUDY: PAYBACK!

As 2015 ended, our team at Pacific Biologics in Brisbane, Australia, was reaching for the calculator to quantify the payback from their rooftop solar installation. The facility's solar array was installed in 2011 with financial assistance from the Australian government's green business incentives. The incentives paid a premium for the generated power going back into the grid. So even though we only generate approximately 74 percent of our power needs, we have received refunds on all of our power bills since the solar was turned on. By early 2016, the system had finished paying for itself through the saved billings and began generating about \$800 per year in revenue for us, making our power bills at that location a thing of the past.



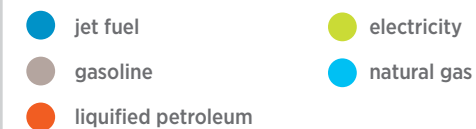
## TOTAL ENERGY BY TYPE (Gigajoules)



## POWERING AHEAD OF THE CURVE

G4-EN3, G4-EN6, G4-EN 19

The transportation fuel used to power Clarke's global sales and service teams accounts for approximately 60 percent of our total energy use. In 2015 we continued to make gains, reducing emissions and saving cash by shifting our sales fleet to hybrids and low-mileage vehicles, increasing efficiency through driver performance programs and electrifying our residential service fleet.





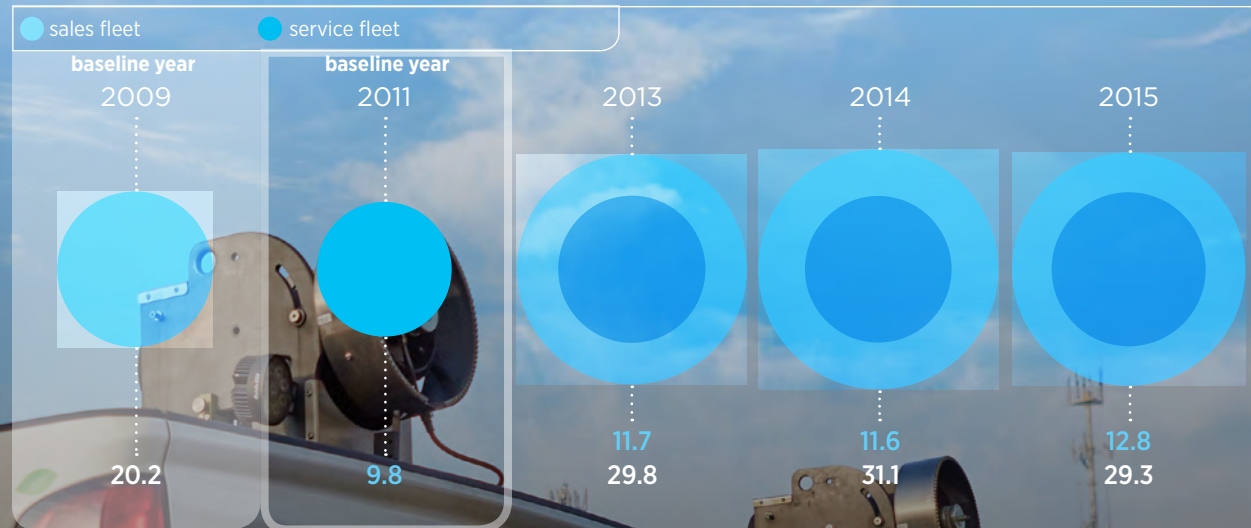
62%

of sales fleet vehicles averaged 35 miles per gallon or better

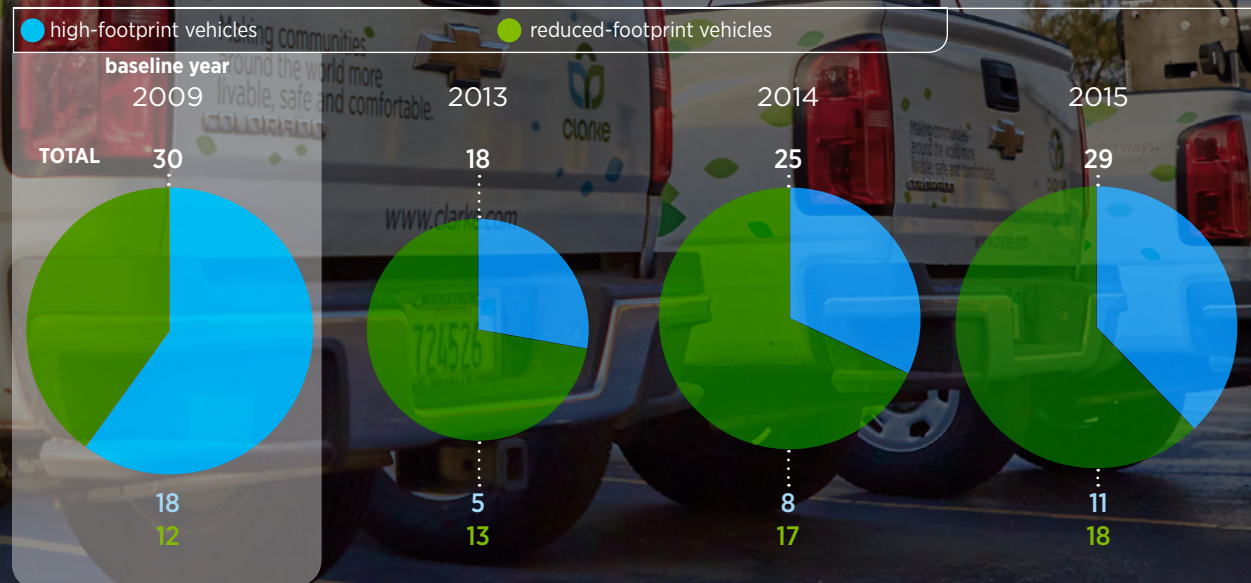
### TUNING UP FLEET PERFORMANCE

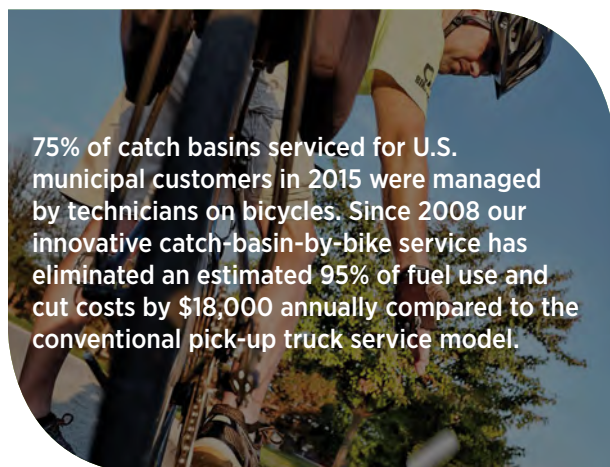
We evaluate fleet purchase decisions based on the job a vehicle is being purchased for and the geography where it will be used. Our aim is to downsize and “rightsize” our operations fleet to reduce our carbon emissions and costs. In 2015, 62 percent of our sales fleet consisted of reduced-footprint vehicles. The decline from 68 percent in 2014 resulted from the addition of three high-footprint vehicles to the fleet, two of which were purchased to perform in more rugged environmental conditions. We will continue to monitor the mix of vehicles and, in 2016, will revisit our commitment to high-efficiency, low-impact vehicles.

### SALES & SERVICE FLEET FUEL EFFICIENCY (average miles per gallon)

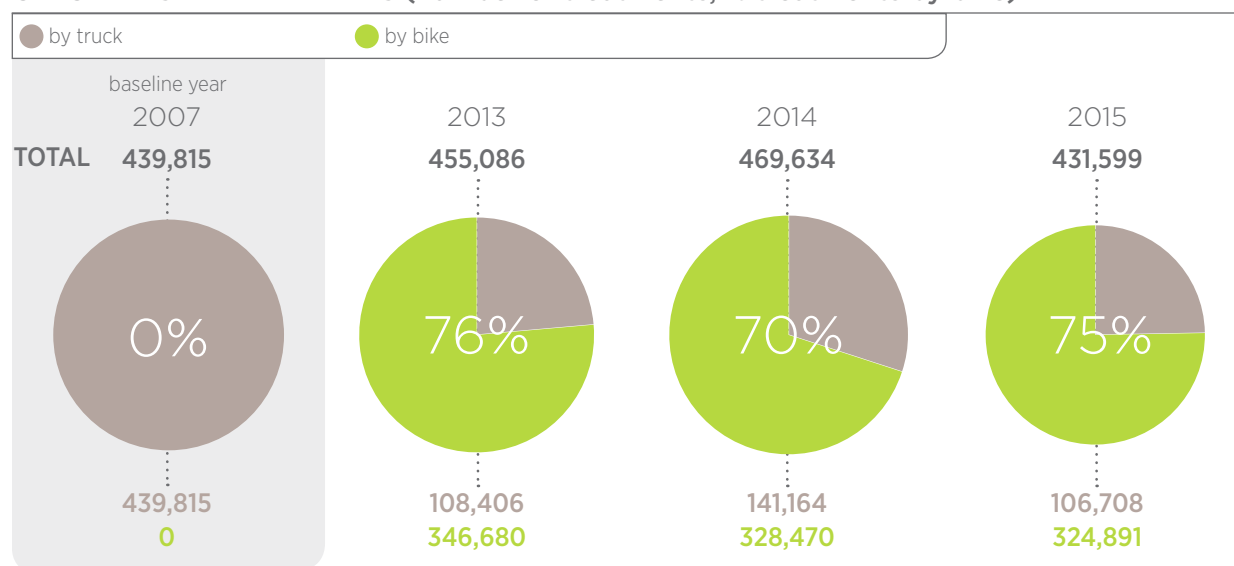


### SALES FLEET MIX (number of vehicles)





## CATCH-BASIN TREATMENTS (number of treatments, % treatments by bike)



In 2015, our daytime residential service operations for our Roselle, IL-area household customers were handled using electric Club Cars. This completed a five-year conversion of our daytime fleet from gas-powered all-terrain vehicles. We estimate total annual CO<sub>2</sub> reductions of 4,320 pounds and fuel cost savings of \$540 in 2015.

## TUNING UP DRIVERS' HABITS

Putting together an efficient fleet is just one step toward better fuel efficiency. Educating vehicle operators about their driving habits and correcting them in a timely manner is another important component. In 2015 we piloted a driver-behavior monitoring program at two of our service operation's facilities. Using wireless key-fob technology, we were able to monitor the driving of individual field technicians and, with daily reporting, draw attention to correctable behavior before a driver's next shift. Over the course of the 2015 season pilot, we recorded improvements in operational safety, fuel efficiency, and wear and tear on vehicles. We plan to extend this program to the majority of our U.S. service facilities in 2016.

## ProMist Dura

Adult mosquitoes are best controlled by using an ultra-low volume (ULV) sprayer to apply a small quantity of pesticide. In a community, this work is typically done using a truck-mounted ULV sprayer. Since 2014 electric ULV spray systems (ProMist® Dura) have been integrated into Clarke's service fleet to replace gasoline-powered units. By the end of 2015, we had reached the halfway mark in our goal to go 100 percent electric. The new ProMists, placed on smaller trucks, are significantly quieter both for the neighborhoods and properties we service and for our technicians.





## DESIGNING TO REGENERATE

At Clarke, we believe the built environment plays a critical role in the well-being of people and of nature. In 2015 we celebrated the one-year anniversary of our move to our sustainably designed and renovated headquarters in St. Charles, IL. We also initiated planning for a comprehensive renovation of our Roselle, IL, service facility.

The project was kicked off in January, with a design charrette held at the LEED Platinum Aldo Leopold Conservation Center in Baraboo, WI. Inspired by the spirit of this great conservationist and energized by the innovative facility, the Clarke team of representative stakeholders developed the initial layout and design for the Illinois facility. Playing off of its Garden Avenue street address, the team dubbed the new facility “The Flourishing Garden”. Together,

they imagined it as a place where we would work, learn, teach, grow and flourish in harmony with nature and the communities that we serve. The Flourishing Garden would foster engagement and creative energies across all teams and, with deliberate design, would ensure a minimal footprint and demonstrate our care for people and our planet.

Designed by Serena Strum Architects, the new seven-acre Garden site will incorporate regenerative design principles, which are based on the premise that everything we build has the potential to integrate the natural world as an “equal partner” in the architecture. Regenerative design employs a full and comprehensive understanding of natural and living systems in the design of the structure, with the goal that the architecture produces more than it consumes, and thus has a positive existence.

The Garden design includes a regenerative site ecology, systems that will create an annual balance of water intake and use, and net positive energy regeneration through the integration of a high-performing building envelop, daylight harvesting, passive solar heat, on-site renewable energy and other energy-efficient features.

Structures will incorporate FSC (Forest Stewardship Council) -certified wood, fiber cement board from regional manufacturers and recycled, reused and salvaged materials. The interior designs will support employee health and well-being through the use of low-emitting materials, natural daylight and natural ventilation systems.

With first shovel in the ground planned for 2016, we are excited about the possibilities and are already beginning to envision our next new facility design, which will be for our Florida operations.



Our offsets represent approximately 43 percent of our 2015 carbon emissions net of REC purchases.

### COMPENSATING FOR OUR EMISSIONS

In 2015, as part of our bold five-year goals to reduce the environmental impact of our activities, we announced our aim to become carbon neutral by 2020. Our green-energy strategy is key to our success. In 2015 we purchased Renewable Energy Certificates (RECs) equal to 490 metric tonnes of CO<sub>2</sub>e. We also continued our long-term partnership with Carbonfund.org, purchasing carbon offsets equal to 752 metric tonnes of CO<sub>2</sub>e. Each year we calculate our purchase of offsets based on the prior year's emissions from Scope 1 on-site fuel and Scope 2 electricity use.

### CASE STUDY: ANALYZING ENERGY EFFICIENCY AT THE CLARKE CAMPUS

In 2014 we took occupancy of our new headquarters in St. Charles, IL. The single-story 27,000-square-foot building consolidated three former Clarke facilities into our spacious and bright open-concept Campus designed to LEED Silver standards.

At the end of 2015, with one full year of operational data available, we calculated a 28 percent reduction in electricity and a 35 percent reduction in natural gas consumption at our new facility compared to the combined usage at the three facilities in 2014. This correlates to a year-over-year reduction in our carbon emissions of 113 metric tonnes and a financial savings (in 2015) of \$18,700. The reductions in energy use were also instrumental in driving down the company's carbon emissions by six percent in 2015.





## TARGETING ZERO WASTE DMA EFFLUENTS & WASTE

Since 2009, Clarke's waste reduction efforts have been at the forefront of our sustainability initiatives. By the end of 2014, we had surpassed our five-year 50 percent waste-reduction goal by several measures, and we headed into 2015 with four new ambitious targets:

- Reduce our total waste by 25 percent compared to a 2014 base year
- Reach a company-wide repurpose/recycle rate of 90 percent
- Achieve Zero Waste to Landfill certification at our four Illinois locations
- Realize a five percent reduction in downstream waste impacts compared to a 2014 base year

Our programs and monitoring systems are designed to help us decrease the waste we produce, divert the waste we can't eliminate, and send what we can't use to waste-to-energy, with the long-term objective of zero waste to landfill.

We track and report facility-by-facility performance monthly at sustainable business committee meetings, include waste topics at the company's quarterly sustainability advisory board meetings, and provide annual comparable data at year end. In 2015, we integrated the last of our operations into our data management system, providing consistency across our global program.

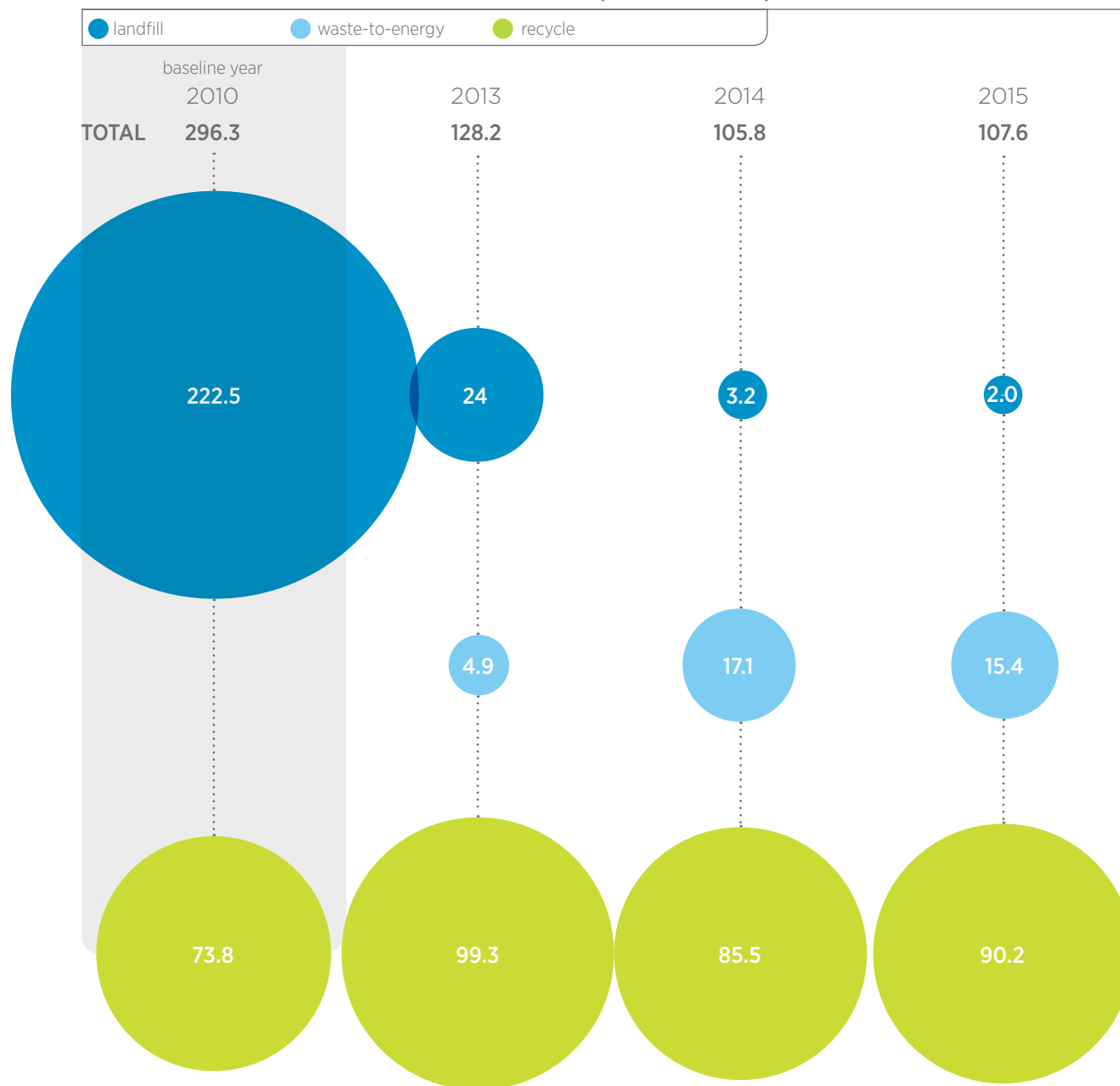
We also completed waste training across the company. Training on our Zero Waste programs is now included in the onboarding process for all new employees, including seasonal employees.

Our 2015 progress is summarized in the table below:

2020 GOAL	2015 PROGRESS
25% reduction in total waste from 2014 baseline	<b>1.8% reduction</b>
Repurpose/recycle 90%	<b>84% repurposed/recycled</b>
Zero Waste Certification at our four Illinois locations	<b>In progress</b>
5% reduction in downstream waste impacts from 2014 baseline	<b>9% increase in downstream waste returned/recycled</b>



## WASTE REDUCTION BY DISPOSAL METHOD (Metric Tonnes)



## REDUCING CLARKE'S TOTAL WASTE

G4-EN28

We believe it's better to prevent waste than to manage it. In 2015 Clarke continued to make gains in reducing total waste, cutting an additional 1.8 percent of waste produced compared to 2014. Minimizing packaging waste remains our primary focus. As part of our "E-Everything" initiative, we also continue to seek ways to reduce paper waste.

### CASE STUDY: PARTNERING FOR PACKAGING REDUCTIONS

Our waste-reduction efforts continue to focus on eliminating packaging waste, an area of significant challenge that we are committed to tackling. Progress is painstakingly slow and the incremental change can be frustrating. But sometimes our patience is rewarded. In 2015 a two-year partnership with our Florida supplier, Crop Production Services, resulted in a new returnable drum system for one of our staple aquatics service products. In the past, the product was shipped to our facilities in 2.5-gallon plastic jugs packaged two to a cardboard carton. Now the product arrives in 15-gallon drums, which we return to the manufacturer for refilling. Based on the product Clarke purchased in 2015, the return/refill system eliminated 252 plastic jugs and 126 cardboard boxes from the waste stream. The system is also safer. Because the drums are fitted with a pump, Clarke personnel no longer have to pour from multiple jugs into our dispensing tank.

### ENGAGING OUR CUSTOMERS IN PACKAGING SOLUTIONS

Since 2009 Clarke has been engaging our mosquito abatement customers through our returnable, refillable and recyclable packaging initiatives. Today, these programs are applicable to more than half of our product packaging. In 2015, we wanted to understand more about how our customers were handling packaging, the degree to which packaging disposal was a concern to them, and their receptivity to current and new returnable or recyclable packaging options.

We surveyed a sample of customers from the previous three years that accounted for 85 percent of the packaging units we shipped.

What we learned surprised us: Packaging waste and its disposal is not as problematic in some customers' minds as we'd presumed. This and other survey findings underlined the need for Clarke to maintain our leadership role in developing innovative packaging reduction solutions, with a focus on those that respond to the packaging concerns that are the most important to our customers. We also learned how to better communicate with our customers, in particular to increase participation in our HDPE returnable/refillable programs, which only yields a customer participation rate of 33 percent.

Our survey also prompted important next steps, including the exploration of new and innovative partnerships with packaging

### DOWNSTREAM PACKAGING RETURN/REPURPOSE RATE (pounds)



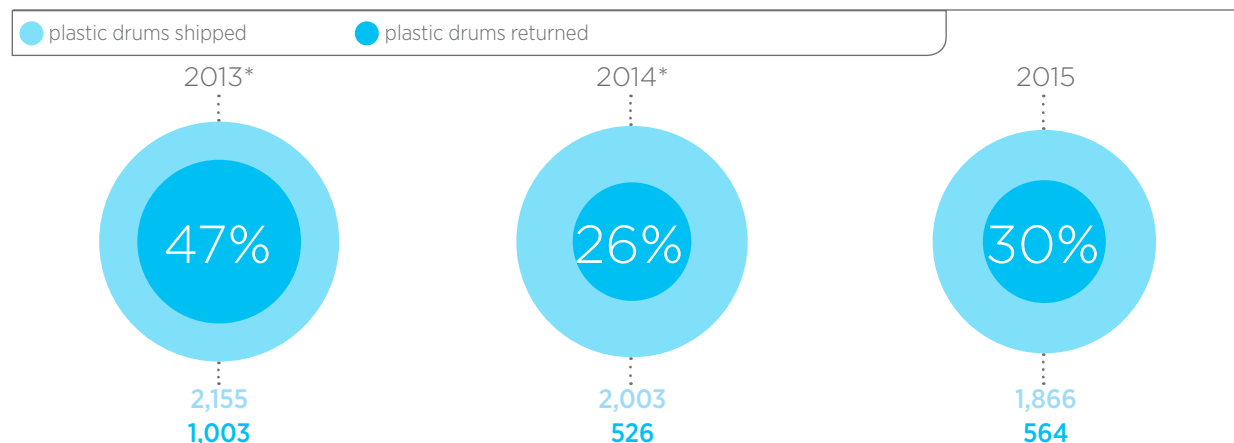
developers and manufacturers. We also presented our results at the American Mosquito Control Association (AMCA) meeting early in 2016, which opened the door to future consultation and collaboration with customers to imagine and execute new packaging solutions.

In 2015, we set a 2020 goal to reduce the downstream impacts of our waste by five percent from a 2014 baseline. We tasked our supply chain team to measure and report on the packaging waste that leaves our facilities, including cardboard, drums, totes and jugs, and track what happens to it. In 2015, we improved our packaging return/repurpose rate by almost 10 percent, increasing the packaging recovered, as measured by weight, to just over 46 percent in 2015 from about 37 percent in 2014.

### MAXIMIZING RETURNABLE HDPE DRUMS

We continue to prioritize our return/refill program for the HDPE drums we use to ship bulk liquids to our customers. The program was launched in 2010 and was subsequently provided as a standard, on-demand service to customers in 2013. Then, in 2015, we piloted a regularized drum pick-up service in an effort to increase our return rate. Over the course of the season, we learned that the program did not always suit customers' schedules and its inefficiency made the service expensive. Heading into 2016, we are on track to revert to our former on-demand pick-ups, with the service managed by our customer care team to ensure efficiency, accuracy and convenience.

### HDPE DRUMS RETURNED



\* Data re-stated from 2014 Sustainability Report

### ELIMINATING PAPER WASTE

In 2015 our Florida group was the first to go paperless for the documents that are required to be in our service vehicles. Now all product instructions, ingredient listings and Safety Data Sheets are stored electronically. These documents, and others, can be updated easily and downloaded from the road via a mobile application. This initiative reduced 10,000 pages of paper waste in its first year. We plan to roll it out to other offices in 2016.

### MAXIMIZING WASTE DIVERSION G4-EN23

With two new waste diversion goals announced in 2015, we have underlined our commitment to keeping the waste we produce out of landfill. Our goal of Zero Waste Certification at our Illinois facilities, which requires us to achieve 90 percent

diversion from landfill and incineration for non-hazardous waste at each of our four facilities, is propelling us forward. In 2015 we achieved a company-wide repurpose/recycle rate of 83 percent, up from 81 percent in 2014.

### EXPANDING IRIS TOTE SHIPMENTS

In 2014, in collaboration with our customer Metropolitan Mosquito Abatement District in Minneapolis, MN, we developed an iris-valve refillable tote, and began shipments to MMAD using the tote in September 2015. In early 2016 we introduced this new packaging option at the AMCA's annual conference. The new tote offers a user-friendly, bulk dry-product packaging option refined from use in the pharmaceutical industry. It replaces the poly-lined non-recyclable kraft bags product is commonly shipped in. By early 2016, we were seeing increased interest from our customers based on positive reviews.



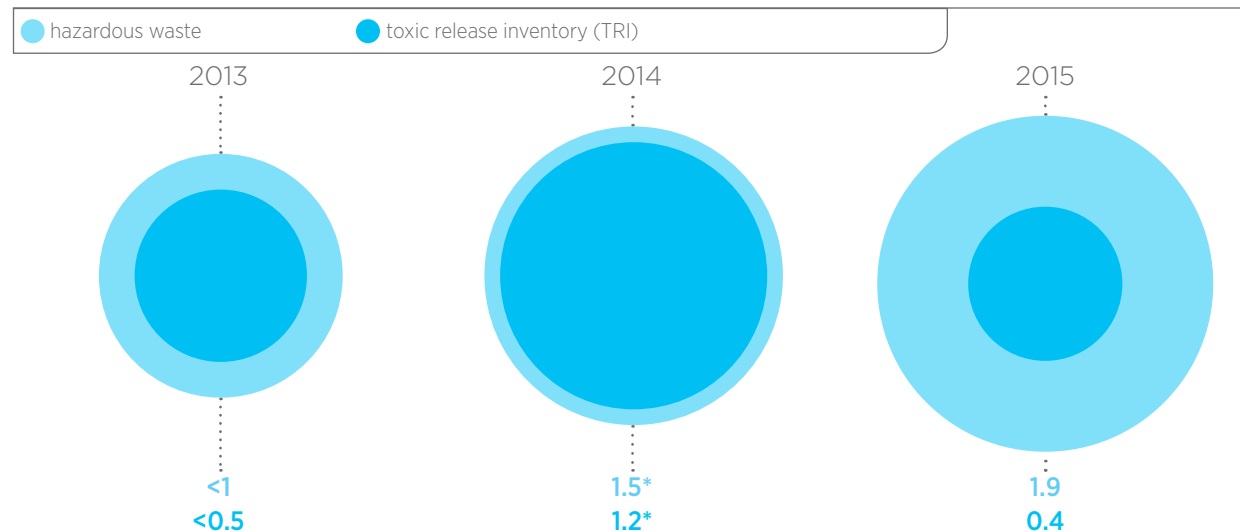
## EVERY LITTLE BIT

Our lab techs worked with our recycler to transfer two former waste products—polypropylene absorbent pads in our mosquito insectary, used to soak up water, and HDPE bucket liners, used for a variety of product development tests—into the recycling stream. The absorbent pads are dried on a rack and the pail liners are dried out before being bagged for recycling.

70%

That's the year-over-year increase in waste diversion at our Schaumburg, IL, manufacturing facility. By making recycling easy to do, the facility's rate in 2015 shot up to 80 percent from less than 50 percent in 2014.

## HAZARDOUS WASTE (Metric Tonnes)



\* 50% of 2014 hazardous waste was contaminated rainwater collected from our containment sump after a large storm event.

\*\* 2014 TRI reportable waste was from cleaning operations in the returnable/refillable program and was conservatively over-reported. We have corrected record-keeping practices in 2015.

## MANAGING HAZARDOUS WASTE G4-EN23

Clarke operations do not produce a significant amount of hazardous waste. We have programs in place to measure the waste we do produce, and we annually review our waste with the aim of implementing programs to reduce or eliminate it. In 2015, 32 percent of the hazardous waste we produced was a one-time event related to the discontinuation of a product line and disposal of related unusable raw material. An additional 40 percent was lab-solvent from the consolidation of lab operations at our Lunt, IL, manufacturing facility. Prior to 2015, the lab waste was mixed with product development waste disposal and not associated with manufacturing-related chemical waste. In 2016 we are implementing measures to minimize the volume of solvents used—and disposed of—per lab test.

All of Clarke's hazardous waste is disposed of at waste-to-energy facilities.

## AUDITING CAMPUS WASTE

When designing our Campus facility, we purposefully incorporated recycling, repurposing and composting stations. So we were dismayed when, after our first nine months of occupancy, our repurpose/recycling rate dipped below 60 percent. To help us understand what we were doing wrong, we did a facility waste audit in July 2015. What we uncovered was more dismaying still: 39 percent of the material in our trash dumpster was recyclable. We were quickly able to trace the source of a large part of the waste to a supplier responsible for the regular cleaning of the facility. Despite what we thought was appropriate training, the supplier was tossing everything—trash and recyclable materials—into the waste bin. With the primary cause identified and addressed, our recycling rate for August to December jumped by 17 percent. We know we still have work to do to reach the 90 percent threshold for Zero Waste Certification. But we learned important lessons in the value of ongoing diligence, monitoring and training in regard to both employees and service providers.

## SERENDIPITY

Styrofoam is not recyclable in standard municipal or industrial programs in Illinois. But in a fortuitous connection, it turns out that the firm we used to move our lab equipment to the Campus recycles Styrofoam to make packing chips that protect the objects it moves. It's a win-win: We store rinsed foam containers and invite employees to bring theirs from home, too. When our wall of Styrofoam waste rises high enough, we put in a call to our logistics company, which picks it up and puts it back to use.

Our Roselle, IL, service facility, which produces 60% of Clarke's waste, scored our top diversion rate of 88% for the second consecutive year.





### PROJECT REPURPOSE CONTEST

The submissions to our annual Project Repurpose Contest once again highlighted our employees' creativity and passion for taking things that are commonly thrown away and giving them a new "repurposed" life. Some of the most innovative submissions included a hanging earth planter made from a discarded globe and a wall mirror made from discarded audio CDs.

As an EPA WasteWise Partner, we have developed benchmark waste-generation and waste-reduction data and standardized tracking at all facilities.

### DIVERTING GOODS FOR GOOD

Since 2011 Clarke's Good Earth Committee has held month-long collection drives for unused items that can be donated or recycled within the local community. Our aim is to collect much-needed and difficult-to-recycle items while also raising recycling awareness among employees. Employees have responded with such enthusiasm that we converted some of our monthly drives, which have called for crayons, eyeglasses, plastic bags, batteries and other items, into permanent, year-round collection drives for local charities or recycling initiatives. In addition, the committee continued monthly Earth Awareness Campaigns to divert other speciality items from landfill. These included:

JANUARY	<b>324 greeting cards</b> to St. Jude's Ranch for children
MARCH	<b>155 pounds of blue jeans</b> to the Solid Waste Agency of Lake County, IL's (SWALCO's) new clothing and textile recycling/reuse program
APRIL	<b>75 shoes cards</b> to St. Jude's Ranch for children
OCTOBER	<b>664 books</b> to School Community Assistance for Recycling and Composting Education (SCARCE)
NOVEMBER	<b>17 jackets</b> to Chicago Bears/Jewel-Osco Coat Drive
DECEMBER	<b>2 boxes of blankets, toys and food</b> to the Humane Society of Aurora <b>1 bin of holiday lights and extension cords</b> to SCARCE



## TOTAL WATER CONSUMPTION (Gallons)



YEAR 2013 2014 2015  
 TOTAL 306,927 416,333 446,237

Data collected from all reporting locations.

## 2020 GOAL

Constrain water consumption at Illinois locations to no more than proportionate allocation of available watershed

## 2015 PROGRESS

Work needed

## PROGRESSING TO ZERO WASTE CERTIFICATION

Our 2020 goal is to have our four Illinois facilities certified as Zero Waste by the U.S. Zero Waste Business Council. Certification is site-specific and requires 90 percent diversion from landfill and incineration for non-hazardous waste. In 2015 three Clarke employees attended training to support their leadership in the implementation of measurement and disclosure systems. In addition, we engaged our Roselle, IL, employees in identifying current programs that can help move us forward and we refined data collection and metrics to help us track our progress toward 90 percent diversion.

MONITORING OPERATIONAL WATER USE  
G4-EN8

Since 2013 Clarke has been measuring water use at the facilities where data are available. In 2015 the total water consumed at these locations was just over 445,000 gallons. This represents a seven percent increase compared to 2014, primarily the result of the increased volume of work in our product development efforts at our Campus facility. Maintaining our gardens at the Campus, as well as malfunctioning fixtures at other facilities, also contributed to the increase. The Campus facility is our largest water user and, since we moved in in 2014, we have become aware of the upward trend in use. We will continue to monitor this and determine if actions are needed.

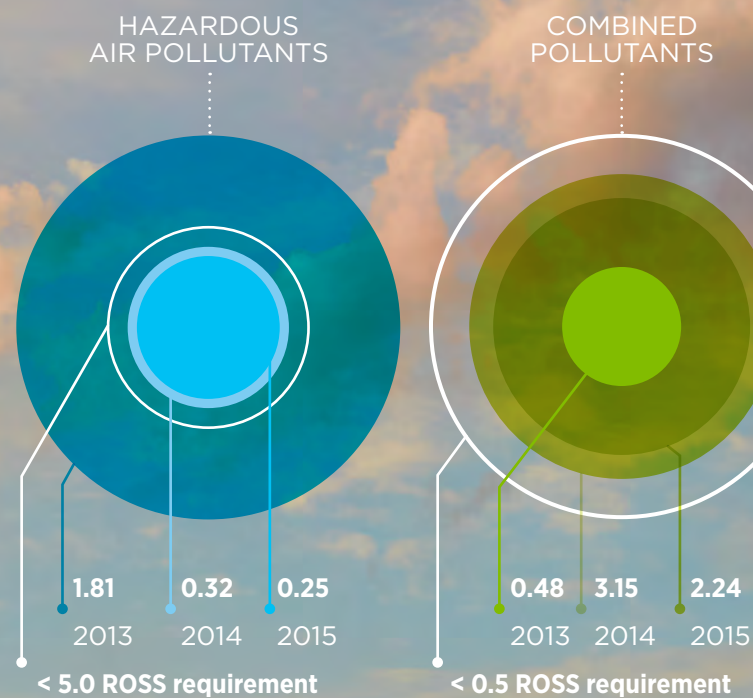
All Clarke water comes from municipal sources.



## IMPROVING AIR QUALITY IN OUR CAMPUS LAB

In 2015 we redesigned the bioassay area of our Campus laboratory to address a rise in CO<sub>2</sub> levels, which had resulted from increased research and development activity since the labs opened in 2014. CO<sub>2</sub> is used during investigative work and released into the lab atmosphere. To ensure levels remained within acceptable levels, we adapted the space to include a continuous-return, low-velocity air diffuser and CO<sub>2</sub> sensors. Together, these ensure optimal air quality without hindering the ability of lab technicians to conduct their work.

### AIR EMISSIONS (Tons)



<0.05

ROSS requirements for Mercury and Lead emissions.

0

Clarke's Mercury and Lead emissions in 2013, 2014, and 2015.

**AIR EMISSIONS** G4-EN15, G4-EN19, G4-EN21

Historically, Clarke has held permits with the Illinois EPA Bureau of Air for air emissions, including particulates, volatile organic materials and specific hazardous air pollutants from emissions sources at its Roselle, IL, facility. In accordance with the permit, Clarke has collected and reported emissions data from these sources. Over the course of three years (2013–2015), changes in Clarke's product lines and raw materials and upgrades to storage and process tanks qualified Clarke for the Illinois EPA's Registration of Small Sources (ROSS)

program. ROSS is designed to simplify regulatory requirements for sources with very low emissions and eliminate the need to acquire, maintain and report against air permits. The ROSS program applies to more than 3,000 permitted sources, which, combined, produce less than one percent of the air pollution in Illinois. Although not required for reporting or compliance reasons, Clarke voluntarily continues to track its emissions to ensure continued adherence to the ROSS standard and to identify positive changes in emissions performance as product lines shift and new technologies are introduced.

**BIODIVERSITY** DMA Biodiversity, G4-EN13

Clarke works with nature every day. As scientists and technicians in the field, we aim to protect the health of ecosystems and the rich diversity of life they support wherever we live and work. Our 2020 Next Gen goals—to generate 30 percent of Clarke's revenues from Next Gen products and services and to establish a full portfolio of OMRI-certified products in the mosquito control market—are driving innovations developed with the health and safety of people and the environment squarely in mind.

**THE FLOURISHING PRAIRIE**

In its second season of growth, the native prairie landscape that wraps around our Campus facility in St. Charles, IL, flourished. A vital element of an employee-envisioned workplace that fosters creativity, discovery, community partnerships and environmental stewardship, the prairie provides an ecosystem that supports a rich variety of plant, pollinator and animal life for public enjoyment. The conversion of nearly 1.5 acres of the existing turf, representing 71 percent of ground cover, back to a native prairie landscape also increased soil health and decreased rainwater run-off.





## SUPPORTING OUR PEOPLE THROUGH TRAINING AND EDUCATING

DMA EDUCATION & TRAINING, G4-LA10

Through our training and education programs, we aim to equip our employees with the tools they need to perform their jobs safely and with confidence. Our programs include formal leadership and management training through the Weatherhead School of Management at Case Western Reserve University and the Management Association of Illinois as well as through our customized leadership coaching and development program called "Peak Performers."

Employees also participate in job-specific training, including safety training, computer and software skills development, and mosquito industry training through the Florida Mosquito Control Association. Our sales and aquatics teams gather at annual training and education retreats for skills training, educational updates and information sharing.

In addition, we offer tuition assistance for college courses. In 2015 two percent of our employees participated in this program and received financial assistance towards their education.





At Clarke, we are constantly amazed by the progress we are making toward our sustainability goals. We know Clarke's success is the work of our 164 year-round, and 200 seasonal, employees, and so we are intent on helping them flourish and be safe in the work they perform each day.

It is heartening to recognize that our employees genuinely embrace what they do and how they do it. We see, through their eyes and actions, that caring for the environment, communities and for each other has created a culture of common purpose. We realize that we work best when we work together, and our common purpose has us working together very well.

Our workplace culture emphasizes authenticity in our relationships with each other and within our teams. It encourages a level of employee engagement that fosters innovation and accountability. It demands an inclusive non-discriminatory ethos that celebrates diversity. It requires a daily commitment to working safely. And, most important, it invites our staff to bring their best selves to the workplace. This is the commitment Clarke continues to build and that is required to accomplish the bold 2020 goals we've set for product development, environmental efficiency and community giving.

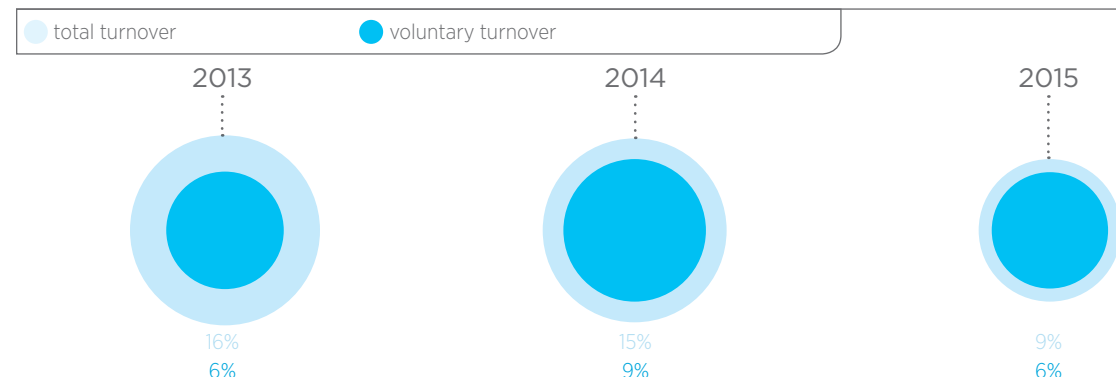
In 2015, we invested in staff, hiring scientific and technical talent for our product development and regulatory teams. We also invested in full-time staffing for our Florida aquatics operations, a shift from our previous reliance on a seasonal workforce. We have already seen this investment pay off with a reduction in staff turnover there and increased operational efficiency and service delivery.

In 2015 we set our first workplace goals to keep us on track.

2020 GOAL	2015 PROGRESS
Achieve annual employee retention rate of 95% or better	<b>94% annual employee retention rate</b>
Reduce Employee Health and Safety (EH&S) incident rate by 80% from 2014 baseline	<b>56% reduction over previous year</b>
Reduce the occurrence of injuries resulting in lost time 15% a year from 2014 baseline	<b>58% reduction over previous year</b>

We achieved a year-over-year employee retention rate of 94% in 2015, three percent ahead of 2014, but just shy of our goal of 95%.

#### EMPLOYEE TURNOVER RATE



#### EMPLOYEE OF THE YEAR: DAN FACHET

Throughout 2015, Dan Fachet was a rock-steady member of the team. Dan is that guy who keeps everything running on all cylinders. While Dan's official title is "mechanic," in reality, Dan is our innovative "go-to guy" and "sustainability ambassador."

Dan supports all of our mosquito control and aquatic habitat management operations throughout the United States. In 2015 Dan was instrumental in developing a system to centralize the tracking of Clarke's service fleet and equipment. Additionally, he played a key role in the design and development of a new aquatics spray system used to treat aquatic algae and shoreline invasive vegetation. This new system combines two separate pieces of equipment into a single dual-spray system, an innovation that has helped to streamline our operational processes and improves the efficiency of our field operations.

As our sustainability ambassador, Dan has had an impact on both our internal operations as well as our customers. When tasked with designing a re-usable/refillable tote for a key customer in Minnesota, Dan went above and beyond to make it happen.

Back at his home office, Dan has established relationships with vendors that facilitate the collection of electronic waste, batteries, super sacks, used oil and a variety of other items. By creatively making use of his budget dollars, Dan has turned his shop into a model of efficiency and sustainability!



#### REWARDING OUR PEOPLE G4-LA2

We offer employees competitive compensation and benefits. We provide healthcare benefits that offer high-quality programs at low cost to our full-time staff. Other benefits offered to our full-time workforce include a dental plan, a 401(k) retirement program and paid sick time and vacation leave. We plan to expand our benefits program in 2016 with the introduction of disability coverage for all benefits-eligible employees.

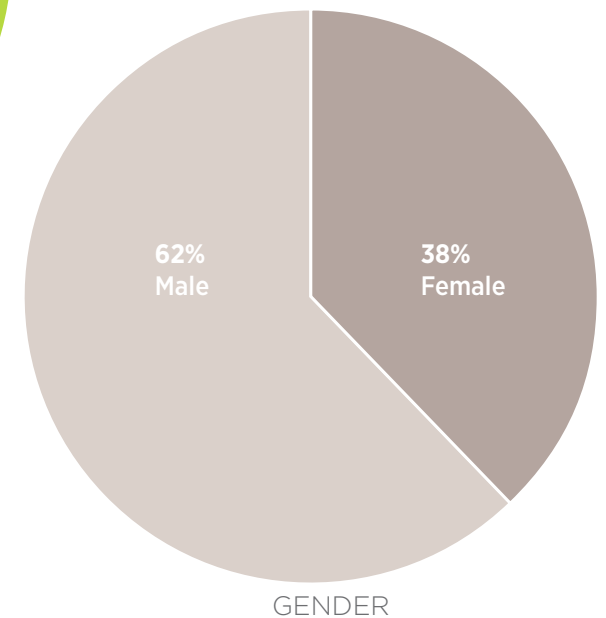
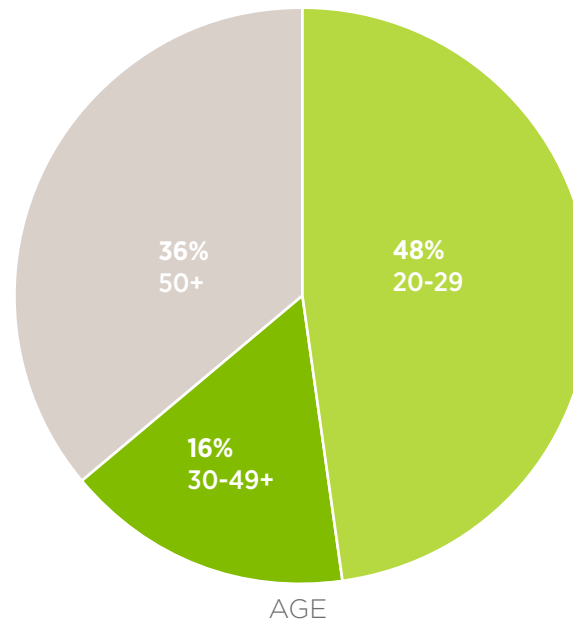
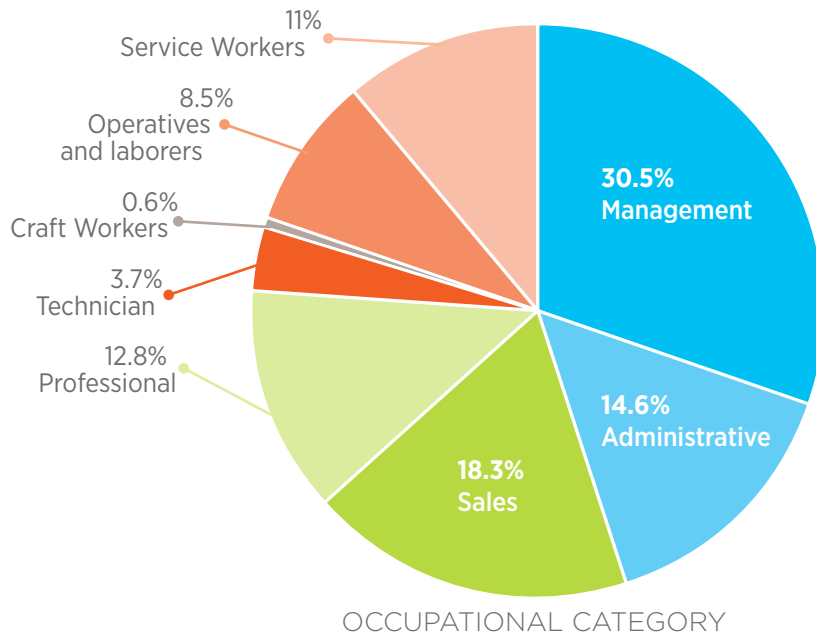
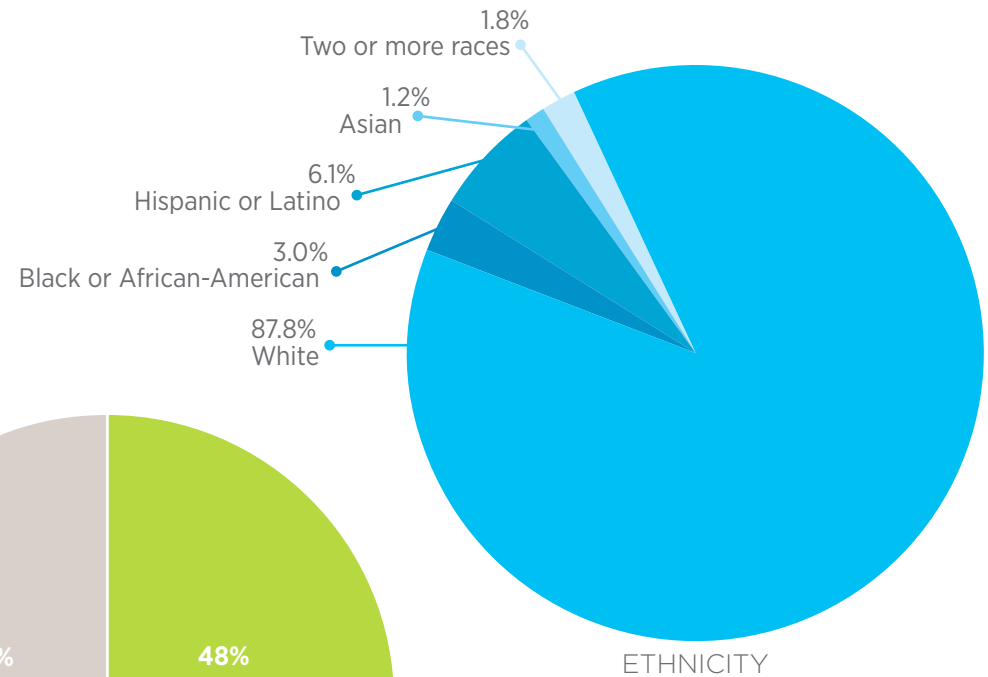
We link individual and company sustainability performance by including formal sustainability objectives in our corporate bonus program, which is available to all non-seasonal Clarke employees.

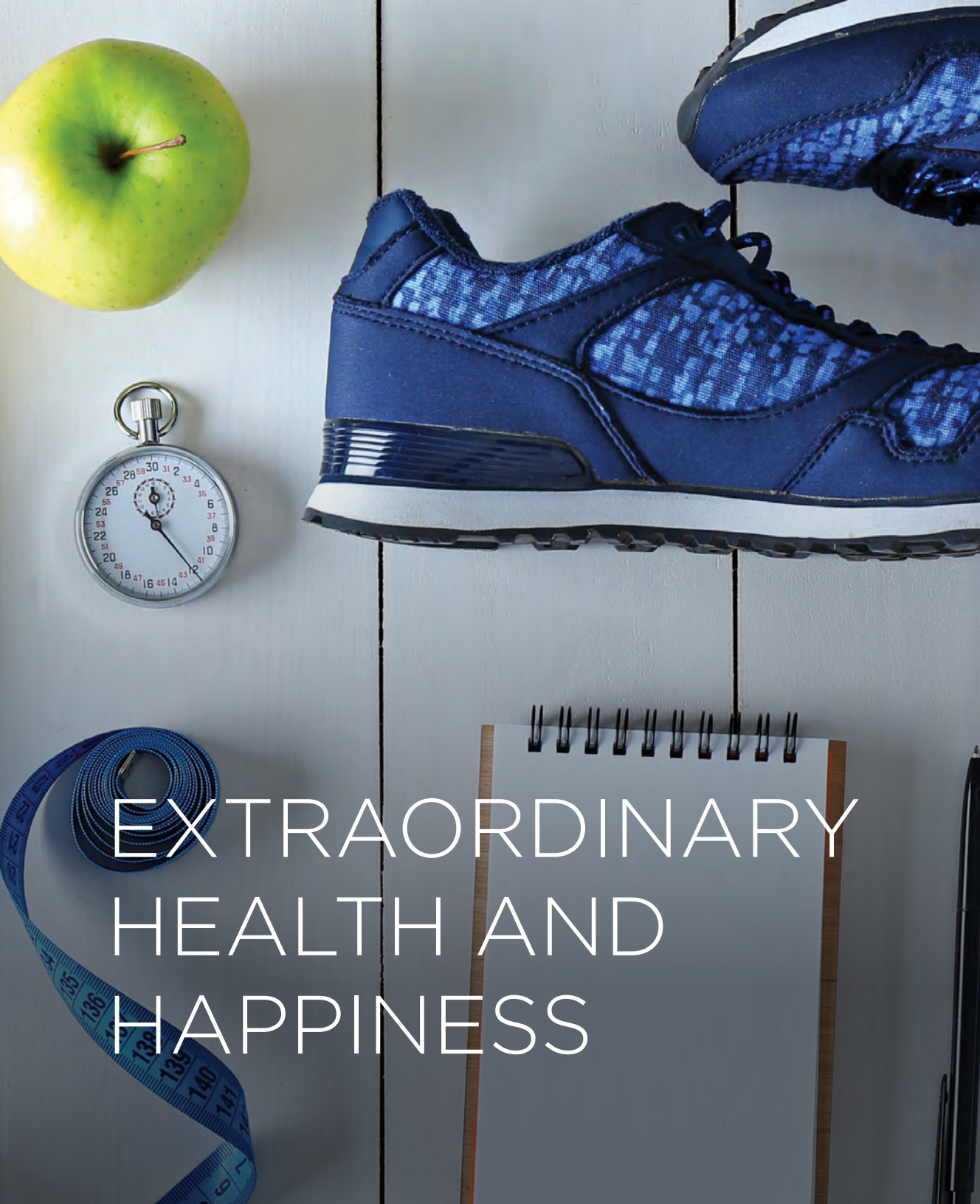
#### CONTRIBUTIONS

Each year at Clarke, we recognize our people for their extraordinary work. Our annual service recognition awards program gives us an opportunity to thank employees who dedicate their time, energy and spirit to our collective success. At our popular annual awards banquet (established in 2008), we recognize employees who are celebrating milestone anniversaries, and we acknowledge their contributions to Clarke's growth and success. We also honor one exceptional individual through our Employee of the Year program. Nominated by their peers, the Employee of the Year is selected on outstanding performance in customer service, commitment to sustainability, a focus on philanthropy and special achievements.

## OUR PROUDEST PROUDS

In 2015 we introduced a new approach to our annual employee appraisal process. Building on the principles of Appreciative Inquiry, we augmented the traditional evaluation of an employee's performance with a strengths-based self-assessment of what we like to call "proudest prouds." By concentrating on employee-identified achievements, we aimed to change the conversation between employees and managers to create a dialogue centered on leveraging strengths into future opportunities for career contributions and growth.





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Healthy minds live in healthy bodies. Clarke's Extraordinary Health & Happiness committee is focused on challenging and inspiring every Clarke employee in the pursuit of both. To advance this goal in 2015, we introduced "Wellness Warriors," local advocates who are championing wellness initiatives at all of Clarke's global locations. Our goal is to have this initiative in full swing by the end of 2016.



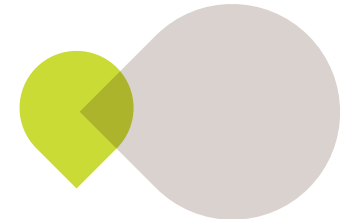


In 2015 the Extraordinary Health & Happiness committee introduced and facilitated an array of activities, including our Healthy Strides program (which uses fitness monitors), on-site blood drives and yoga classes.

### WALKING OUR WAY TO WELLNESS

In its fifth year, Clarke's biometrics screening program attracted participation from 96 percent of our employees, well above our target of 90 percent. From aggregate results, we observed four major health issues among our employees in 2015: high cholesterol, high blood pressure, stress and waist circumference.

To help address these issues, Clarke rolled out its first Healthy Strides program in March 2015. Over the course of the year, we held five Healthy Strides challenges. Committed participants received incentives from Clarke, including \$50 toward the purchase of an activity monitor and gift cards. Almost half—46 percent—of our U.S. workforce participated and, as our results show, we saw significant improvements in screening scores between program participants and non-participants over the course of just six months.



Clarke's wellness initiatives are successful because they are employee-designed and -run, and because they complement Clarke's culture.





### BRINGING HEALTHY EATING TO LIFE!

Clarke introduced a Community Supported Agriculture program, providing weekly boxes of fresh-picked food from local producers to employees. Clarke subsidized half the cost of the boxes up to a total of \$250 per employee. In 2015, 35 employees participated in the program.

### HEALTHY STRIDES SIX-MONTH RESULTS\*

● program participants

● non-participants

\*lower scores reflect better outcomes

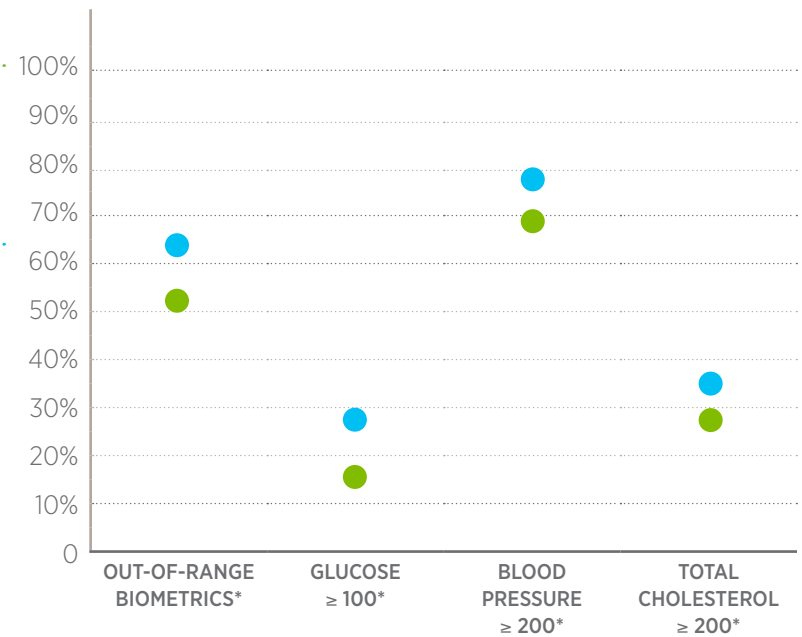
75/100

Program Participants' average biometric score

71.9/100

Non-Participants' average biometric score

\*Employees who participated in the program scored higher on their general biometric score (*higher is better*) and lower in all of the associated metrics (*lower is better*).



### FOOD FOR THOUGHT

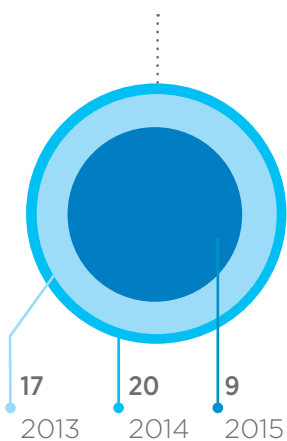
The word “company” is derived from the Latin cum panis, meaning “with bread.” In Roman times, merchants would meet over a meal, sharing food while conducting business. Not unlike the ancient Romans, we at Clarke believe in the connection between healthy eating and productivity. We also believe that food is a great way to build camaraderie and exchange ideas among colleagues. So, in 2015, we invited local chef Lyn Scalziti to help us plan our vegetable gardens at Campus and to teach us about preparing delicious meals from scratch with vegetables many of us had never heard of before.



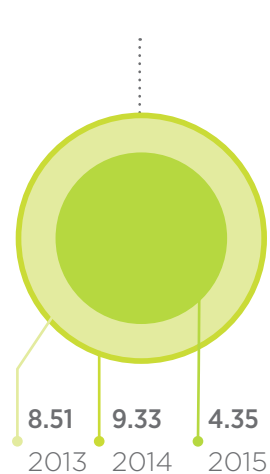
In 2015 our combined recordable injury count across all companies was 9, the first time in 20 years it had dropped to single digits.

#### EMPLOYEE SAFETY INCIDENTS

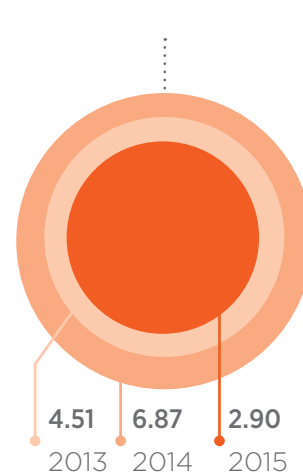
TOTAL RECORDABLE INJURIES



INCIDENCE RATE



DART



#### MAKING SAFETY FIRST

DMA OCCUPATIONAL HEALTH & SAFETY, G4-LA6

Safety in the workplace is a top priority at Clarke. We aim to create an injury-free workplace and return our employees home safe, every day. We promote workplace safety through a variety of methods. In 2015 we introduced a quarterly safety newsletter, which reviews relevant safety incidents, corrective actions and reporting, and features other work and home safety information. At weekly “tailgate talks,” supervisors discuss current and relevant safety topics. We also provide a library of safety questions and answers on Clarke’s intranet.

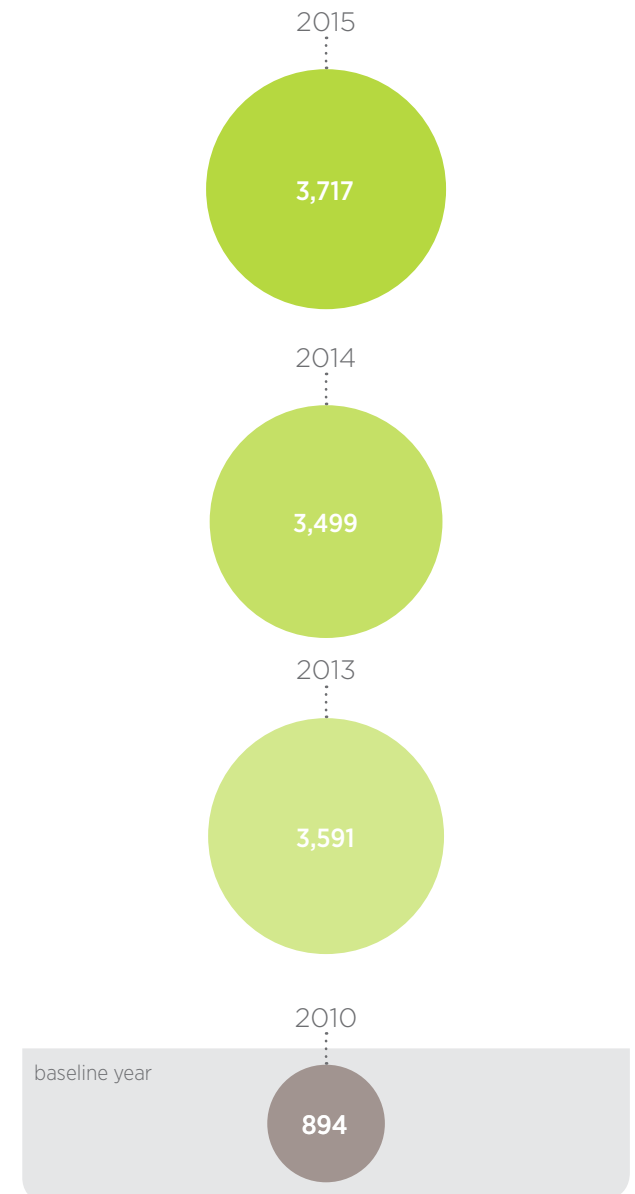
In 2015 our incident rate was 4.35, significantly below our 2014 rate of 9.33. We also achieved the lowest number of DART injuries (Days Away, Restrictions or Job Transfers) since 1994, with a rate of 2.9 in 2015 compared to 6.87 in 2014. We attribute these safety achievements to increased awareness, daily operational safety huddles, frequent communications and to keeping safety top of mind at all times.





# COMMUNITIES

## EMPLOYEE VOLUNTEERISM (Hours)



2020 GOAL	2015 PROGRESS
Donate 1% of annual revenue from Next Gen products to environmental causes	\$161,000 donated to 7 environmental projects
Donate average of 10 hours of volunteer time per full-time employee per year	3,717 volunteer hours, valued at \$110,918—an average of 17 hours per full-time employee
100% employee engagement in volunteer activities	100% engagement

COMMUNITIES

Giving back to the communities in which we operate is the essence of Clarke, and volunteerism is an essential component of our commitment. We believe that volunteering doesn't just benefit the organizations and communities we support, but that it also benefits our employees and our company. Studies have shown that employees who volunteer are more motivated and productive and have higher levels of job satisfaction. This, in turn, translates into higher employee retention rates.

In 2015 we introduced three new goals to underpin our commitment, and we are proud to report we achieved each one of them!

MAKING GIVING SECOND NATURE

Clarke's social responsibility initiatives are employee-driven, take place locally and also span the globe. We support our employees' efforts through our volunteerism policy. Employees are offered up to 20 hours a year

of paid work time in order to participate in volunteer activities that enhance and serve the communities in which we live and work.

We also encourage employees to contribute to the causes they care about through our "Matching Gifts" program. Clarke matches employee contributions of \$25 or more to qualified organizations to a maximum of \$50 per employee per calendar year. In addition, we support up to five employee-sponsored fundraising drives each year. Through these, individual employees commit to match 50 percent of the contributions of fellow employees to a maximum of \$500, with the company making an equivalent contribution.

In 2015 we put more emphasis on tracking volunteer activities by gathering information through our payroll system and through an employee-run email campaign. The latter revealed that Clarke employees support a diverse range of activities including coaching children's sports teams, acting as "holiday helpers" and participating in church activities.

One of our employees even provided dance lessons in support of a local animal shelter's fundraising gala. In 2015 Clarke employees contributed 3,717 hours of paid time to volunteer in the community, the equivalent value of \$110,918 of payroll.

We understand that volunteering isn't second nature for everyone and that sometimes people need encouragement to offer their time. So in 2015, we were gratified to reach our goal of 100 percent volunteer participation by putting special emphasis on helping hesitant employees find an organization where they could donate their time and talents.



## CLARKE DAY OF CARING

On July 21, 2015, we were thrilled to have 236 employees help to give back to the communities in which we serve during our fourth annual Day of Caring. On this day, Clarke contributed 1,931 volunteer hours at 18 locations across five countries. To enhance the connections across teams, the members of our St. Charles IL-based executive team branched out to support the activities of volunteer groups in 10 different states.

The wide variety of volunteer activities once again had considerable impact, with employees cleaning up parks and recreational areas, sprucing up grounds at community centers, painting playground equipment, and supporting wildlife recovery and conservation efforts.

## VOLUNTEER APPRECIATION CELEBRATION

Clarke employees were honored by the DuPage County Forest Preserve at its annual Volunteer Appreciation Celebration where Clarke's Day of Caring was recognized as one of the Forest Preserve's largest-ever one-day volunteer event.

## CARING YEAR ROUND, LOCALLY AND GLOBALLY

In addition to our Day of Caring, Clarke employees took part in more than three dozen volunteer initiatives in 2015. We are discovering that often these local volunteer engagements double as great team-building opportunities. For example, employees from across the United States who were attending our annual national sales meeting in St. Charles, IL, in December 2015 were joined by our customer care team and other Clarke employees for a morning of volunteering at the Northern Illinois Food Bank. Working together, they packed 7,258 pounds of soup and 21,600 pounds of bananas, and prepared the equivalent of 24,131 meals. In 2015 we also established our first partnership with Junior Achievement, the result of employee interest in supporting local education. Thirteen Clarke employees spent a half-day at Anderson Elementary School in St. Charles, IL, teaching global life skills that included lessons in financial literacy and community engagement.

We also began a partnership with St. Charles High School to raise awareness of career opportunities in STEM (science, technology, engineering and mathematics) subjects. In April, as part of the school's annual STEM field trip, Clarke scientists hosted a Campus tour and presented lessons on sustainability, biology, entomology and chemistry to the school's advanced placement environmental science class. Given the critical role that STEM expertise plays in U.S. competitiveness and Clarke's success, our aim is to develop a long-term, multi-faceted partnership with the schools in our communities.





Clarke employees contributed more than 1,900 volunteer hours at 18 locations in the United States, Mexico, Brazil, India and Australia during our annual Day of Caring.

Throughout the year, we supported the following organizations:

### United States

Boy Scouts of America, Illinois

Salvation Army, Illinois

Food for Kids Backpack Program, Florida

Toys for Tots, Illinois

Bon Secour National Wildlife  
Refuge, Alabama

American River Parkway, California

City of Encinitas Park and  
Recreation, California

City of Clearwater, Florida

Fort Myers Food Bank, Florida

Leesberg Humane Society, Florida

Ocean Inlet Park Beach, Florida

St. Cloud Food Pantry, Florida

Second Harvest Food Bank, Florida

Village of Wellington, Florida

Water Works Environmental Education  
Center, Florida

Ben Hill Park/Community Recreation  
Center, Georgia

Anderson Animal Shelter, Illinois

Cinderella's Closet, Illinois

Conservation Foundation — Adopt a Stream  
program, Illinois

Feed My Starving Children, Illinois

Humanitarian Service Project, Illinois

Junior Achievement, Illinois

Kane County Adopt a Highway  
program, Illinois

Les Arends Forest Preserve, Illinois

Northern Illinois Food Bank, Illinois

Phil's Friends, Illinois

St. James Farm Forest Preserve,  
DuPage County, Illinois

Schools & Community Assistance for  
Recycling and Composting Education  
(SCARCE), Illinois

Spring Valley Nature Center, Illinois

Village of Fairdale, Illinois

Village of Lombard Pride Clean Up Day,  
Illinois

Walter and Connie Payton Foundation, Illinois

Snake River, Idaho

Reston Association, Virginia

The Nature Conservatory Virginia Coast  
Reserve, Virginia

### International

Glass House Mountains National  
Park, Australia

Xixova Japui State Park, Brazil

Guadalajara State Park, Mexico

In 2015 we were honored to receive a letter of thanks from President Jimmy Carter, recognizing Clarke's contribution of mosquito nets to fight malaria and lymphatic filariasis.



JIMMY CARTER

July 8, 2016

To Dr. Lyell Clarke

Rosalynn joins me in thanking you for Clarke Mosquito Control's continued generosity and partnership. The recent shipment of 27,500 DuraNet LLINs for Nigeria will provide families protection from both malaria and lymphatic filariasis in communities long suffering from these preventable diseases. We will encourage the care for these nets and vigilant use of them to continue the battle against the anopheles mosquito.

With best wishes,

Sincerely,

## CHANGING THE WORLD, 27,500 MOSQUITO NETS AT A TIME

In September 2015, Clarke, in partnership with The Clarke Cares Foundation and The Carter Center, hosted the fifth annual Swing for Nets golf tournament to raise funds for bed nets that protect people from malaria and lymphatic filariasis in communities in Nigeria. Not even rainy weather could put a damper on the generous support of the 145 golfers, 52 sponsors and 25 Clarke volunteers who turned out for our annual fundraiser.

With a commitment from Clarke to match donations, the event raised enough funds to provide 27,500 life-saving mosquito nets to protect almost 68,000 people from the devastating effects of these mosquito-borne diseases. Since the program's inception in 2009, Clarke has donated enough nets to protect more than 325,000 lives.

## APPLYING NEXT GEN PROFITS FOR SUSTAINABLE IMPACT

In 2015 Clarke employees selected seven not-for-profit organizations as inaugural grant recipients under Clarke's new One for Tomorrow philanthropic program. The program was created by Clarke employees,

who not only wanted to recognize and support like-minded environmental non-profit organizations but who also wanted to demonstrate that small- and medium-sized companies can make a meaningful difference in the world.

Under the program, one percent of annual revenues from Clarke's Next Gen products and services is allocated to funding seven One for Tomorrow awards. The awards are presented to organizations that are striving to restore and/or preserve the environment, wildlife and/or food production in each of our sales regions. Grant recipients were selected by our employees from a shortlist of nominations. A total of \$161,000 (or \$23,000 to each organization) was distributed in early 2016. The recipient organizations were:

- American River Parkway Foundation
- Fossil Rim Wildlife Center
- Busch Wildlife Sanctuary
- Nature Conservancy—Virginia Reserve
- Illinois Prairie Path
- Muktanagan, Paragon Charitable Trust (India)
- Clean Up Australia



## COUNTDOWN TO ZERO: DEFEATING DISEASE

In 2015 "Countdown to Zero: Defeating Disease" opened at New York's American Museum of Natural History. The exhibit was developed in collaboration with the Carter Center and showcases global efforts that have helped contain, eliminate or eradicate debilitating diseases, including those that are mosquito-borne. The Clarke Cares Foundation was honored to be included in the exhibit. In 2015 five million museum visitors had the opportunity to view the exhibit, which has been extended until early 2017.



We would like to thank the following individuals and organizations who have (either directly or by serving as a reference point for benchmarking purposes) inspired us, educated us, and worked with us in our efforts toward becoming a company with greater purpose.

Andrew Winston • Aquatic Ecosystem Restoration Foundation • BizNGO • BPI Group • CarbonFund.org • Case Western Reserve University, Weatherhead School of Management • CHC Wellness • Chicago Wilderness • Chris Laszlo • Chuck Fowler • City of St. Charles, IL • Clean Production Action • Connie Payton and the Walter and Connie • Payton Foundation • Conscious Connections Coaching • Crop Production Services • David Cooperrider • Dow AgroSciences • EPA's Wastewise • FairmountSantrol • Fritz Landscaping • Green Manufacturer Network • Green Screen® for Safer Chemicals • IL EPA Pollution Prevention & Energy Efficiency Internship Program (P2E2) • Illinois Sustainable Technology Center • Ilma Barros-Pose & TimeZero Enterprises • Interface Flor • Jay Womack • Kay McKeen • Marty Serena • Metropolitan Mosquito Control District (Minneapolis/St. Paul) • Michael Braumgart • New Belgium Brewing • Patagonia • Raj Sisodia • Responsible Industry for a Sound Environment (RISE) • School and Community Assistance for Composting and Recycling Education (SCARCE) • Serena Sturm Architects, Ltd. • Stakeholder Research Associates Canada, Inc. • St. Charles East High School • Sustainable Brands • The Bill and Melinda Gates Foundation • The Carter Center • The Fowler Center for Business as an Agent of World Benefit • The Rodale Institute • Village of Roselle, IL • William McDonough

Frank Clarke Mary Kemp Clarke  
Kimberly Dunn Brian Erickson  
Joel Fruendt Timothy Gardner  
Sylvia Griffin Wesley Gruenberg  
Donna Hunter Brian Irby William Jany  
Niels Kruse Jamie Kutzke  
Jacqueline Lindeman Griffith Lizarraga  
Pete McNeil Danny Meyers Lou Miceli  
Rob Olson Jonathan Ostrowski  
Hector Rios Fernando Rivera  
Kim Schulke Sarah Sebbi  
Donald Swanson Matthew Swanson  
James Ulrich Rajeev Vaidyanathan  
Nancy Voorhees Rich Voss  
Tom Wawrzyniak Eric White Dante Wolff  
Natalia Ziemianska

# OUR PEOPLE

David Boggs Michelle Anderson Carrie Aitken Erin Akstins Yuliana Ambriz Stephen AmRhein Gordon Anderson  
 Mary Robertson Clarke Elizabeth Bolivar Leah Andoh Erin Arnott Darrel Bagiotti George Balis Jennifer Biancalana Grant Black  
 Laurence Erickson William Calvano Jr. Alex Boyd Lucas Britton Yemi Bullen-McClain Brett Bultemeier Steven Bunkley Shawn Calay  
 Andrew Gentes Alicia Facht Robert Clarke Lori Clemence Nivaldo Carlucci Douglas Carroll George Ceresse Crystal Challacombe J. Lyell Clarke III  
 Patricia Hallahan Susan George Daniel Facht Jilayne Collura-Petruzzi Mariann Cumbo Nicolette Davis Brian Deenihan Pete Deglomine  
 Mark Jones Richard Harbaugh Emily Glasberg Christopher Dembowski Ryan Dengler Christopher Desch Derek Drews Patti Driscoll  
 James Lapinskas Frances Kanouse Brian Keely Peter Gleason Eric Fanelli Mohammed Farouk Hanne Foged Frank Fornari Brenda Francis  
 Victoria Lubas Jeffrey Larson Karen Larson Linda Kidd Jacob Hartle William Gooch Jimmy Graham Megan Gray John Greene Jay Griffin  
 Jennifer Michie Paul Lysy Kevin Magro Shyamal Majumdar Ernest Leonard Laetia Leroy Rene-Boisneuf Jennifer Leuer Andrea Levey  
 Patrick Patterson Julia Moore Michael Muldoon Trent Mulholland-Pacey Sevil Mursalova Joe Naro Nolan Norris Chris Novak David O'Brien  
 Jorge Rivera Dominic Penson Steve Rizzi Terry Phillips Chris Quanstrum Bill Quinn Christopher Reed Julie Reiter Aprille Richter  
 Michelle Selander Maggie Rivera Gabriela Simone Adam Slater Stephanie Rodriguez Amy Rogers Mindy Romanus Drew Ruiz Carolyn Russo Robert Santana  
 Justin Taylor Wally Terrill Jack Thennisch Jacob Thompson Amy Solis James Stewart Jeremiah Stoltzner Sue Stout Joe Strickhouser  
 Betty Vargas John Vasquez Carlos Velasquez April Topel Joanna Tyszko  
 Amanda Walker David Walker Cheri Zaras



**Council**

Anne Gerwig, Mayor  
John T. McGovern, Vice Mayor  
Michael Drahos, Councilman  
Michael J. Napoleone, Councilman  
Tanya Siskind, Councilwoman

**Manager**  
Paul Schofield

**ITB 023-17/DZ**

**Title:** Aquatic Vegetation Control Services

**Opening Date:** January 24, 2018 at 10:00am

**Request for Information Date:** January 18, 2018

**ADDENDUM NO. ONE**

**PURPOSE:** The purpose of this Addendum/NOTICE is to make changes, additions, deletions, revisions, and clarifications to the (ITB) Invitation to Bid documents for the Aquatic Vegetation Control Services. Bidder shall review the Addendum/NOTICE work and requirements in detail and incorporate any effects the Addendum/NOTICE may have in their proposal price.

**1. Question: What is your annual budget for this project?**

**Response:** Approximately \$450,000 was budgeted for aquatic vegetation control services this fiscal year.

**2. Question: How much mechanical or manual removal of aquatic vegetation has been required in the last year?**

**Response:** Approximately twelve.

**3. Question: Can you provide a more detailed map and total acreage of the Village Park ponds?**

**Response:** A map showing the Village Park ponds and approximate acreage is attached to this addendum.

**4. Question: Regarding the basic service levels expected for Basin A and B, if circumstances such as bad weather prevent us from the standard weekly 40 hours of service, can we work additional during the days or weeks proceeding to compensate?**

**Response:** Yes, good communication with Public Works is key in these situations.

**5. Question: Who is the current contractor?**

**Response:** Clarke Aquatic Service

**6. Question: What is the total annual price of the contract?**

**Response:** Last fiscal year the Village of Wellington paid Clarke \$440,959.08 for these services.

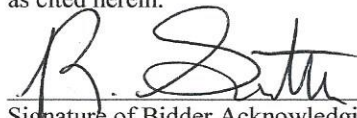
**7. Question: Regarding Bid Bond. Would a cashier's check made out to the City of Wellington for 5% of the contract be adequate security?**

**Response:** Yes

**8. Question: Is there prior pricing on this contract?**

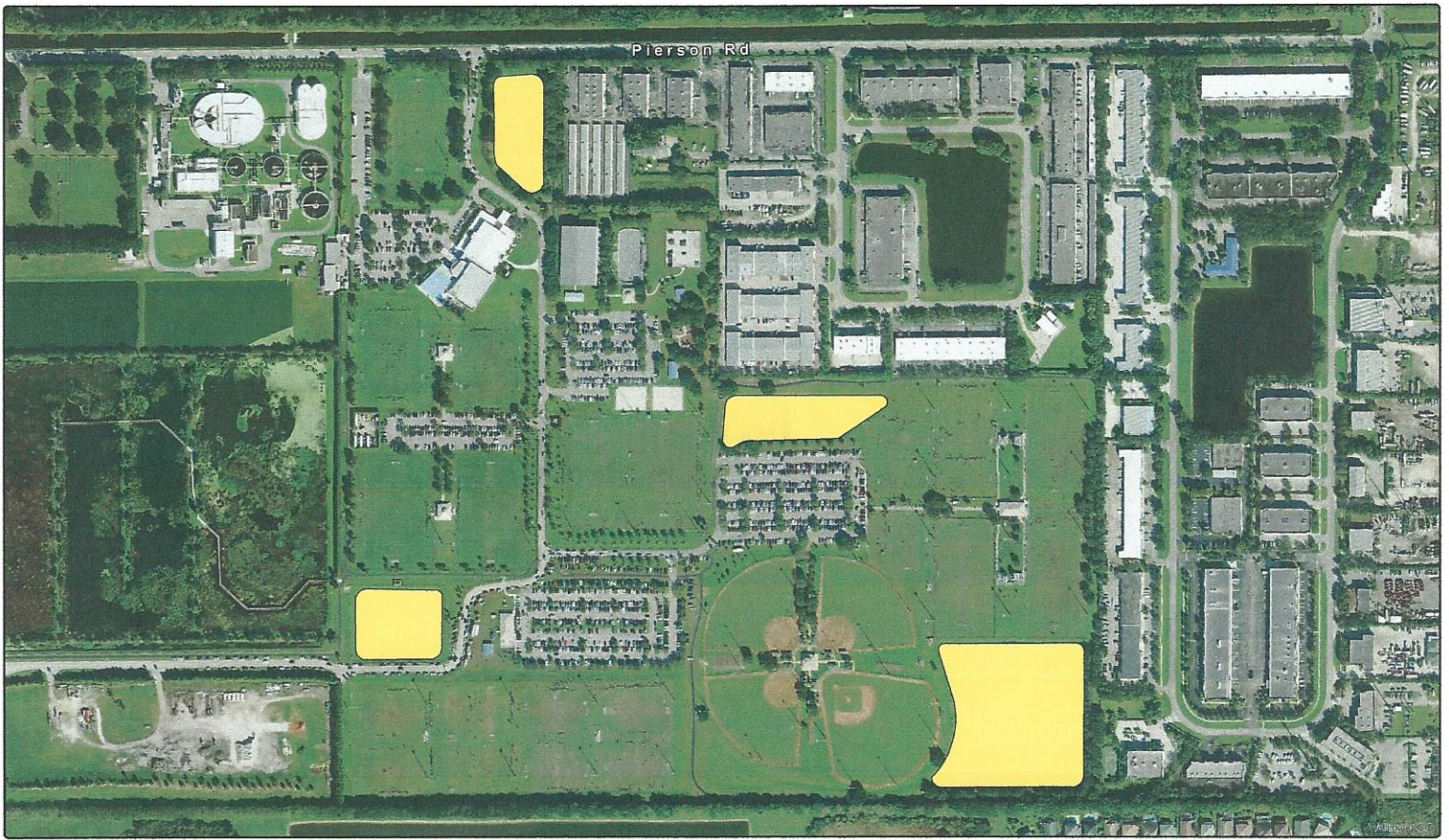
**Response:** Yes, please see Question #6.

**ACKNOWLEDGEMENT:** Bidder must acknowledge receipt of any and all Addenda in the space provided on the Bidder Submittal Form. Failure to do so may result in rejection of the Proposal. All requirements of the proposal documents remain unchanged except as cited herein.



Signature of Bidder Acknowledging Receipt of  
Addendum No. (1) One to be attached in front of Bid






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DATE	1/15/2018
BY	Jessica Landolt
FOR	Final 10-2018
PROJECT	Waterbody



**Village Park Waterbodies**  
Village of Wellington  
Palm Beach County, FL

 Waterbody (10.12 Acres)

