



**YOUR PARTNERS IN COMPLIANCE.**

## **PEST MANAGEMENT PROPOSAL**



Santa Rosa City Schools  
211 Ridgway Ave  
Santa Rosa, CA 95401

Advanced IPM  
7700 Old Redwood Hwy  
Cotati, CA 94931

Prepared by Advanced IPM  
07 / 25 / 2023



Attn: Erik Oden | Director of Maintenance & Operations  
707-695-8001 | eoden@srcs.k12.ca.us

We would like to thank you and your team for the courtesy extended to us as you consider Advanced IPM as your pest management service provider.

For over three decades Advanced IPM has been implementing proactive pest management programs for school districts such as yours across California and Nevada. Advanced IPM is comprised of specially trained technicians, who hold a variety of licenses, making us a full-service pest management company able to address any pest issues you may face.

The enclosed Advanced Care proposal details our comprehensive services and the strategy we have developed for your school district. Focus has been placed on addressing your needs and protecting your brand. Both corrective and preventative pest management solutions are also emphasized.

Advanced IPM is proud to offer you the resources and expertise of our organization. We trust that you will find the quality, consistency, and depth of our pest management programs and service an unbeatable and compelling combination.

We would welcome an opportunity to become your partner in pest management and are prepared to begin our program. Thank you for your consideration.

Sincerely,

A handwritten signature in black ink that reads "Warren Ryan".

Warren Ryan  
Commercial Account Manager  
707-779-8461  
wryan@advancedipm.com  
[www.AdvancedIPM.com](http://www.AdvancedIPM.com)



## I. COMPANY PROFILE

### Introduction

Advanced IPM is a DBA of Roseville Termite and Pest Control, Inc. established in 1981. The name Advanced IPM was developed to focus on commercial and industrial clients and to increase our service footprint. Advanced IPM has been an innovator within the pest management industry. As a commercial and industrial specialist, Advanced IPM has developed specialized IPM treatments and programs tailored to the needs of our clients since 1981. Advanced is a full-service company providing all pest management services without sub-contracting. Advanced has received numerous accolades including "Top 100" national rankings in both "PCT Magazine" and "Pest Management Professional". Advanced IPM was also recently recognized as the Number 1 Company, in the "Sacramento Business Journal".

### Our History

Since 1981, Advanced IPM has continually demonstrated the importance of the integral relationship between our valued clients and our respected staff through the highest degree of customer service, awareness and passion for our work. As a family owned and operated corporation we are dedicated to the success of our services and our team. Built on a "Service before Self" attitude Advanced IPM has emerged as a leader within the pest control industry.

### Our Mission

Advanced IPM is committed to quality service through the exceptional performance of every member of our valued team. Our pledge is to establish lasting relationships with integrity, stability, and distinct professionalism.

### Our Approach

Advanced IPM focuses on stable growth to promote long term stability. We will be knowledgeable, trustworthy and passionate in providing pest solutions that are environmentally conscious. We will foster an atmosphere that embraces professionalism and ambition. Advanced IPM will be faithful to continually develop and implement positive advancements that are beneficial for our customers and our staff.



## **Bonding Company and Amount**

Western Surety Company  
Bond #71507191  
\$12,500.00

## **Insurance**

Attached

## **Personnel**

### **Corporation Principals**

Brian Romani – President

### **Client Care Team**

Ian Clark – Branch Manager  
707-365-5555  
iclark@advancedipm.com

Tom Reitz – Primary Service Technician  
707-909-0650  
treitz@advancedipm.com

Warren Ryan – Commercial Account Representative  
707-779-8461  
wryan@advancedipm.com

Client Care Specialists  
916-786-2404  
[clientsupport@advancedipm.com](mailto:clientsupport@advancedipm.com)

### **Background Checks**

All employees of Advanced IPM undergo a rigorous screening process. Advanced employees are required to have no felonies or misdemeanors for the last 7 years. Our background checks are administered by a 3rd party agency screening utilizing social security and driver's license information. Advanced personnel must have a clean DMV. Advanced technicians must successfully pass a pre-employment physical and drug screening process. Advanced also conducts pre-hire and incident related drug testing. All licensed technicians are required to complete a third-party background clearance and fingerprinting screen to obtain a Structural Pest Control License.



## Training

Our service technicians hold a variety of specialized licenses including but not limited to field Rep Licenses in Branch II and III. QAL Licenses that allows them to treat for problems that occur away from the structure. Our commercial technicians are trained in IPM principles. Technicians receive classroom and field training on a monthly basis. Advanced technicians also undergo regular blind audits to ensure proper servicing and quality expectations. Technicians are required to show proficiency in the following areas:

- General Pest Control
- Wildlife Management
- Healthy Schools Act (HSA)
- Spill Control
- Laws and Regulations
- Safe Lifting
- Heat Stress
- Principals of IPM
- Weed abatement
- Wasp Biology & Control
- Wood Destroying Organisms
- Storm Water Protection
- How to use a fire extinguisher
- Safe driving techniques
- Personal Protection Equipment
- How to read and use a label and MSDS
- Working in confined spaces
- Specialized training needed to conduct services at various sites
- Commercial Facility Inspection
- SPCB Rodent, Bird, and Bat Proofing
- LEED Certification training

## Service Levels

Advanced IPM specializes in commercial and professional work environments. We recognize the sensitivity of sites that are included in this market. We also understand the local laws and ordinances that are unique to California and Nevada. These injunctions such as the EPA issued Endangered Species program for the bay area, are important regulations. Advanced is keenly in tune with the necessary adjustments to remain compliant and still gain control for our clients. Advanced IPM offers an integrated pest management approach. We have been practicing these techniques before it was the standard. As our valued service partner and client, we ensure minimal interruptions to daily operations. Advanced IPM offers a variety of specialized services including but not limited to:

Bird/ Bat Control  
Bed Bug Remediation  
Vegetation Management  
Fly/ Gnat Service  
Bee Removal

Termite Control  
Pest Waste Removal  
LEED Compliance  
Yellow-jacket Abatement  
Quality Control Programs  
General Contracting

Tree/ Shrub Care  
Live Animal Trapping  
Mosquito Abatement  
Rodent Exclusion



## **Client Safety Program**

### **Awareness**

Safety and providing a safe working environment is the responsibility of all employees. All employees are directed to work safely and report any unsafe conditions or unsafe work habits to the safety manager. Advanced IPM is responsible for implementing injury and illness policies. Any questions or comments regarding our illness and injury program should be directed to the Technical Director.

### **Participation**

All employees will participate in this program. All employees will be trained upon hire, and or upon the implementation of this plan, as well as take part in all subsequent training.

### **Report Hazards**

All employees will report all unsafe conditions, work habits, equipment and other hazards to responsible party immediately. This can be done orally or by using the "Unsafe Conditions Form". Employees may turn in this form to their supervisor, the designated Safety Person. No employee will be penalized for reporting any unsafe condition.

### **Identifying Hazards**

Initially: Prior to starting work at any job site, field employees will walk through their job site to identify potential hazards, and to familiarize themselves with their work area.

Daily: All field employees will check their truck and equipment to see that it is in safe working order prior to leaving the shop/house. Any unsafe vehicle or equipment will not leave the yard and must be reported to management/mechanic immediately.

Quarterly: All vehicles, material storage areas, and branch locations will be evaluated for potential work hazard.

### **Records**

Records will be kept in the office for Three years. See the Technical Director for details as to the specific locations.



## References

**School District** Buckeye School District

**Address** PO Box 4768 El Dorado Hills, CA 95762

**Contact:** Ray Boike

**Phone Number** 530-676-0164

**School District** Pittsburg Unified School District

**Address** 2000 Railroad Avenue Pittsburg, CA 94565

**Contact:** Matt Belasco

**Phone Number** 925-473-2362

**School District** South SF Unified School District

**Address** 398 B Street South San Francisco, CA 94080

**Contact:** Garzetta Billingslea

**Phone Number** 650-877-8625

**School District** Stockton Unified School District

**Address** 701 N. Madison Street Stockton, CA 95202

**Contact:** Damon Brown

**Phone Number** 209-993-3146



## II. ADVANCED CARE OVERVIEW

Advanced Care is designed to:

- Provide the best in **pest protection**
- Incorporate sound principles of **Integrated Pest Management (IPM)**
- Deliver the Advanced **CARE** difference - **C**onsistent, **A**ccountable, **R**esponsive and **E**ffective pest management solutions

School districts are prime targets for pest infestations. These pests carry disease, damage products, compromise critical environments and tarnish reputations. Through careful inspection, intelligent treatment strategies and our partnership with our clients to eliminate pest-conducive conditions, Advanced Care provides the confidence that you are protected by the very best.

### Integrated Pest Management

Our service strategy is aggressive, leverages an exhaustive arsenal of pest management tools and combines innovative methods with intelligence to target pests at their source. Methods include inspection, sanitation, mechanical, biological, cultural, education and the use of pest management materials only when necessary.

Prevention and inspection are the cornerstones of IPM. Advanced IPM Specialists are specifically trained to identify conditions that attract and support pest activity. Recommendations and proactive strategies to prevent pest infestations are a standard part of our Advanced Care program.

Our objective is to deliver results without disrupting your operations and without putting you, your employees, your students or the environment at risk. With Advanced IPM and Advanced Care, delivering results in educational facilities will be accomplished with a "green" approach.

### Consistent Quality

Advanced IPM's Advanced Care program consistently delivers the level of attentive service and documentation required to satisfy the toughest requirements. Through specialized training that drives consistent, high-quality service; a go-to person for getting it done; and appropriate resources when you need them, you can be assured we will deliver through our highly knowledgeable team.

### Consistent Communication and Documentation

As an innovator in providing unparalleled pest management solutions, Advanced IPM utilizes an electronic data reporting system. Electronic verification gives us the ability to deliver a wide range of solutions for communication, documentation and the monitoring of your program's effectiveness.



- Electronic service reports capture essential service details including pest activity, types of pests, sanitation and structural deficiencies, materials used, time and date of service.
- Web-based data allows designated client employees to access service details on a secured site, view trend reports and generate customized summary reports

## **High-Touch Account Management**

Advanced IPM's Advanced Care account management structure guarantees service follow-up and issue resolution. Program changes are handled with professionalism and attention to detail. We dedicate a strategic account resource to mobilize and coordinate our resources and synchronize our service delivery with the goals and objectives of your organization. Our emphasis on proactive communication and closing the loop is backed by an extensive, local and regional network that delivers quick and effective resolution to any issues.



### III. SCOPE OF PROPOSED SERVICE

#### General Pest Control

##### Exterior

1. Exterior service will be rendered **Monthly**.
2. A visual inspection and evaluation will be performed on all buildings, and adjacent areas on a routine basis. Conditions that may result in pest activity will be documented and brought to the attention of our contact person.
3. Residual treatments will only be applied after all postings and notifications are complete.
4. Tamper resistant bait stations will be placed on the exterior of the property to monitor and reduce rodent activity on an as needed basis. Devices will be inspected **Monthly**.

##### Interior

1. Interior service will be rendered **Monthly**.
2. The interior of the kitchens & food prep areas will be inspected each service visit for conditions that may result in pest activity, all findings will be documented and communicated to our point of contact.
3. Insect monitors will be used in strategic locations to monitor activity in kitchens, food prep areas, break rooms, bathrooms, and offices. Devices will be monitored **Monthly**.
4. Residual treatments will only be applied after all postings and notifications are complete.

**Covered Pests: Ants, Earwigs, Crickets, Centipedes, Silverfish, Spiders, Fleas, Non German Roaches, Wasps (Nesting) Basic Exterior Rodent control**



## IV. HEALTHY SCHOOLS ACT

### **EFFECTIVE JANUARY 1, 2001**

It is the policy of the state that effective least toxic pest management practices should be the preferred method of managing pests at school sites and that the state, in order to reduce children's exposure to toxic pesticides, shall take the necessary steps, pursuant to this article, to facilitate the adoption of effective least toxic pest management practices at school sites.

**School sites are defined as K-12 public schools and public daycare centers. Exempt from this law are post-secondary schools, private schools and private daycare centers**

"For purposes of this article, "integrated pest management" means a pest management strategy that focuses on long-term prevention or suppression of pest problems through a combination of techniques such as monitoring for pest presence and establishing treatment threshold levels, using non-chemical practices to make the habitat less conducive to pest development, improving sanitation, and employing mechanical and physical controls. Pesticides that pose the least possible hazard and are effective in a manner that minimizes risks to people, property, and the environment, are used only after careful monitoring indicates they are needed according to pre-established guidelines and treatment thresholds. This definition shall apply only to integrated pest management at school facilities."

- This initial portion described above is voluntary to each school. Each school may choose to adopt this state program, reject this state program, or to adopt a more stringent program.
- Also keep in mind that these new statutes apply not only to general pest, ornamental and horticultural pest control but also to treatments for wood destroying pests and organisms.
- All of the Sections which follow are mandatory (NOT Voluntary):

### **School Pesticide Notice to Parents:**

The school site shall maintain pesticide use records for 4 years, and said information shall be made available to the public.

A copy of the "Warning Sign" (described below) or the content therein and the total amount of material used shall be maintained by the school. So by default pest management professionals need to provide this information to their school customers.

Annually school sites shall notify parents of what products will be used during the next year.

The annual notice to parents shall include the opportunity for recipients to register with the school district if they wish to receive notification of individual pesticide applications at the school facility. Persons who register for such notification shall be notified of individual pesticide applications at least 72 hours prior to the application.

The school district designee shall post each area of the school site where pesticides will be applied with a warning sign.

- The warning sign shall prominently display the term "Warning/Pesticide Treated Area" and shall include
  - product name
  - manufacturer's name
  - United States Environmental Protection Agency's product registration number
  - intended date and areas of application
  - reason for the pesticide application
- The warning sign shall be visible to all persons entering the treated area
  - shall be posted 24 hours prior to the application
  - remain posted until 72 hours after the application



- in case of a pest control emergency, the warning sign shall be posted immediately upon application and shall remain posted until 72 hours after the application.
- “Emergency conditions” are those, which the school defines as the immediate use of pesticides, are necessary to protect health and safety.

The parental notification and recordkeeping requirements for schools shall not apply to self-contained bait or trap, to gel or paste deployed as a crack and crevice treatment, pesticides exempted from regulation by the United States Environmental Protection Agency pursuant to FIFRA or to antimicrobial pesticides, including sanitizers and disinfectants.

DPR shall, (pursuant to 13183) by July 1, 2001, promote and facilitate the voluntary adoption of integrated pest management programs for school districts

- (1) Develop criteria for identifying and adopting least-hazardous pest control practices
- (2) Develop a model IPM program guidebook: at a minimum, this guidebook shall include guidance on all of the following:
  - (A) Adopting an IPM policy.
  - (B) Selecting and training an IPM coordinator.
  - (C) Identifying and monitoring pest populations and damage.
  - (D) Establishing a community-based school district advisory committee.
  - (E) Developing a pest management plan for making least-hazardous pest control choices.
  - (F) Contracting for integrated pest management services.
  - (G) Training and licensing opportunities.
  - (H) Establishing a community-based right-to-know standard for notification and posting of pesticide applications.
  - (I) Recordkeeping and program review.
- (b) Make the model program guidebook available to school districts and establish a process for systematically updating the guidebook and supporting documentation.

DPR shall:

- Maintain a website which will include these additional tools.
- Establish a train the trainer program.
- Develop curricula the UC and Cal State system.



## **What School District and Child Care Staff Need To Know About the Latest Healthy Schools Act Amendments. October 2014.**

On September 29, 2014, Governor Brown signed into law Senate Bill 1405 (DeSaulnier). This bill makes amendments to the Healthy Schools Act (HSA) which go into effect on January 1, 2015. These amendments<sup>1</sup> are in addition to the current requirements. Under the new law, **public K-12 schools and licensed child care centers (schoolsites)** must meet three new requirements, briefly described below. DPR will be sending more details about the three requirements in the coming months.

By the start of the 2015/2016 school year, if you plan to apply pesticides that are not exempt from the HSA<sup>2</sup>, you must do the following:

### **1. Develop an IPM Plan**

Use the integrated pest management (IPM) Plan template<sup>3</sup> provided by the Department of Pesticide Regulation (DPR) to develop an IPM plan for your school site or school district. The IPM Plan must be posted on the district's or school site's Web site, or, if no Web site exists, sent out to all parents, guardians, and staff with the annual pesticide notice.

### **2. Report Pesticide Use**

Send pesticide use reports not less than annually to DPR for non-HSA exempt pesticides<sup>2</sup> applied by school employees. Reports are due no later than January 30 for the previous calendar year's data and must be submitted on a form provided by DPR. The first reports are due January 30, 2016, and will include use from January 1, 2015 to December 31, 2015.

After July 1, 2016, you must do the following if you apply any pesticide:

### **3. Receive IPM Training**

Complete DPR-approved training in school IPM and in the safe use of pesticides in relation to the unique nature of schools and children's health **before** applying a pesticide. Each school site's IPM coordinator and all school or child care center employees who will be applying pesticides must receive this HSA training annually. The approved courses that meet this HSA requirement will be listed on the DPR Web site when available.

**Note:** Professional applicators must also receive this DPR-approved training **before** applying a pesticide at a school site.



## V. INTEGRATED PEST MANAGEMENT PLAN

Reducing pesticide exposure is the number one concern when servicing a school site. Inspection, Sanitation and Exclusion, will be a key factor in our program for your school.

Communication and record keeping will need to be done at each location. Site logs will be placed at each school for fast review of what type of service was done along with Labels and MSDS for each chemical that may be used.

We have developed the following guidelines for our technicians to follow when servicing any school site.

1. Site log will be reviewed for problem areas.
2. Inspection of kitchens, cafeterias, and designated rooms will be made monthly.
3. Recommendations will be made for any sanitation problem (sample service report enclosed).
4. Technician will help to identify areas of pest harborage and points of entry. Detailed structural analysis and exclusion work will be noted by technician, who can do this work for an additional charge.
5. Chemical applications made with self-contained baits; traps, gels or crack and crevice treatment will be applied only when necessary.
6. Any chemical treatment other than above will need to have WARNING signs posted before application can be made (see enclosed sign).
7. All services will be done when children are out of school, unless an emergency situation should occur.

Bait stations & monitors will be installed in areas not contacted or accessible to the children, faculty or staff. These will be used for control of ants, roaches, earwigs, crickets, silverfish, centipedes and a few other crawling insects. Rodent stations will be used only when needed. All stations will be tamper resistant, anchored and tagged with proper identification of bait inside.

## Proposed IPM Plan Details

### A. Proposed Methods for Monitoring and Detection:

We will inspect the property each visit. Findings will be logged and reported to our contact. The sanitation and pest control inspection report is designed to help our customers comply with public health. The report will include:

1. Report the extent and location of any pest problems encountered.
2. Identify obvious entry points of rodents or insects.
3. Report structural or environmental deficiencies, serving as actual or potential breeding sites for pests.
4. To note improper storage practices which invites pest harborage and prevents good housekeeping.
5. Report deficiencies in sanitation and other conducive conditions.

We will then set up a monitoring system. One of the most important elements of IPM is the continuous cycle of monitoring, control, and evaluation. A good monitoring program will give you information about all aspects of the pest situation and conditions at the site. Monitoring includes the following:

1. Identifying and locating pests
2. Identifying areas of critical sensitivity
3. Estimating size of pest populations
4. Identifying factors that are contributing to the pest problem



## **B. Description of Non-Chemical and Chemical Pest Control Methods for Key Pests:**

### **Non-Toxic Control for Ants on the exterior**

1. Sanitation around the trash areas will be a key component in controlling ants on the exterior. Smoke and break areas will also need to be kept trash free.
2. Recycle bins should be moved away from the buildings.
3. Power wash these areas daily.
4. Water will need to be adjusted; over watering will put ants on the move.
5. Trees that have fruits on the ground should be picked up daily.
6. Trees that hang over the buildings should be trimmed back as needed.
7. Identify and communicate possible pest entry points leading into the building.

### **Non-Toxic Control for Ants on the interior**

1. Sanitation in the food serving and prep areas is key to controlling ants.
2. Remove available food by storing in plastic containers.
3. Clutter in store rooms or offices will create harborage for ants and should be cleaned regularly.
4. Standing water should be mopped up as needed.
5. Vacuuming food particles and other debris should be done 1 to 2 times a day.
6. Crumbs in computer key boards should be removed weekly or as needed.
7. Rinse soda cans before recycling.
8. Power washing of equipment in kitchens should be done no less than monthly.
9. Power washing of food carts, drains, trash rooms/cans/compactors, loading docks.
10. Grease should be cleaned regularly from oven areas.
11. Employees should be asked to help with the problem by not storing food items in their work areas.
12. Indoor plants should be checked for ant nests and removed if infested.

### **Material Control for Ants**

When a material treatment is needed we would first use the least toxic pesticides on our list. When non-chemical methods are not effective, and application methods are not effective, the technician will escalate to a more potent solution upon approval.

### **Non-Toxic Control for Rodents on the exterior**

1. Exclusion: fill, repair, and /or screen any point of entry 1/4" or more with hardware cloth, IPF foam, stucco patch, door sweeps, rubber seals, steel wool.
2. Cut back trees and pick up any fruit or nuts that have dropped to the ground.
3. Directional fencing-areas that have chain link fencing and surrounded by fields, weave metal strips through the links to prevent rodents from getting through. (This can also be used to funnel rodents to traps or bait stations by leaving holes in strategic places).
4. Do not feed wild animals (bird feeders, cats, etc.)
5. Inspect deliveries before taking into the structure.
6. Set up rodent boxes with T-Rex snap traps inside.



#### Non-Chemical Control for Rodents on the interior

1. Exclusion on any areas not seen from exterior.
2. Store food in plastic containers.
3. Rotate stored food regularly-use the oldest first.
4. Keep employees from keeping food at their desks.
5. Keep interior perimeter walls accessible for inspection and eliminate rodent harborage.
6. Reduce clutter under sinks, in water heater rooms, and storage areas.
7. Fix plumbing leaks
8. Inspect incoming deliveries again.
9. Set up snap traps or tin cats in areas rodents have been seen.

#### Material Control for Rodents

1. Set up rodent bait stations in areas that show rodent activity and areas with rodent activity..
2. Bait stations will be secured and tamper-resistant.
3. Bait stations will ideally be placed in areas of low visibility and reduced traffic.

#### Description of any Structural or Operational Changes that would facilitate the Pest Control Effort:

1. Exclusion: fill, repair, and /or screen any point of entry 1/4" or more with hardware cloth, IPF foam, stucco patch, door sweeps, rubber seals, steel wool
2. Cut back trees and pick up any fruit or nuts that have dropped to the ground
3. Do not feed wild animals (bird feeders, cats, etc.)
4. Fix plumbing leaks
5. Cut ivy and other ground cover away from the building approx 12".
6. Dump trash cans daily or more often if needed
7. Make sure trash areas are clean and free of spill

## VI. PRICING OVERVIEW

### Location and Service Breakdown

School Name	Address	Cost	QTY	Subtotal
Albert Biella Elementary	2140 Jennings Ave.	\$190.00	12	\$2,280.00
Brookhill Elementary	1850 Vallejo St.	\$197.00	12	\$2,364.00
Luther Burbank Elementary	203 A St.	\$198.00	12	\$2,376.00
Santa Rosa French American Charter School	1350 Sonoma Ave.	\$190.00	12	\$2,280.00
Santa Rosa Charter School of Arts	756 Humbolt St.	\$193.00	12	\$2,316.00



Hidden Valley Elementary	3435 Bonita Vista Ln.	\$197.00	12	\$2,364.00
Helen Lehman Elementary	1700 Jennings Ave.	\$191.00	12	\$2,292.00
Abraham Lincoln Elementary	850 W. Ninth St.	\$189.00	12	\$2,268.00
James Monroe Elementary	2567 Marlow Ave.	\$196.00	12	\$2,352.00
Proctor Terrace Elementary	1711 Bryden Ln.	\$195.00	12	\$2,340.00
Steele Lane Elementary	301 Steele Ln.	\$192.00	12	\$2,304.00
Lewis Adult School	2230 Lomitas Ave.	\$197.00	12	\$2,364.00
Comstock Middle School	2750 W. Steele	\$249.00	12	\$2,988.00
Cook Middle School	2480 Sebastapol Rd.	\$252.00	12	\$3,024.00
Rincon Valley Middle School	4650 Badger Rd.	\$247.00	12	\$2,964.00
Santa Rosa Middle	500 E St.	\$254.00	12	\$3,048.00
Slater Middle School	3500 Sonoma Ave.	\$258.00	12	\$3,096.00
Elsie Allen High School	599 Bellevue Ave	\$357.00	12	\$4,284.00
Maria Carillo High School	6975 Montecito Ave.	\$358.00	12	\$4,296.00
Montgomery High School	1250 Hahman Dr.	\$367.00	12	\$4,404.00
Piner High School	1700 Fulton Rd.	\$362.00	12	\$4,344.00
Ridgeway High School	325 Ridgeway Ave.	\$377.00	12	\$4,524.00
Santa Rosa High School	1235 Mendocino Ave.	\$397.00	12	\$4,764.00
District Office/Warehouse	211 Ridgeway Ave.	\$247.00	12	\$2,964.00
Ag Barn	4260 Alba Lane	\$175.00	12	\$2,100.00
		<b>Total</b>		<b>\$74,700.00</b>



### Equipment

In the event equipment is required and approved it would be charged as follows:

- Interior non-toxic devices (Tin Cats) \$16.00 each
- Anchored, tamper-resistant bait station (with lock) \$22.00 each

**Program Excludes:** Bed bugs, birds, bats, wood destroying organisms, de-webbing, live animal trapping, and ag related services are all excluded from this scope of service but can be proposed upon request.

The service fees above are for the **Advanced IPM Program** as described in this proposal. These fees include all labor and material necessary to perform the service. Device pricing subject to manufacturer increases.

**Rodents:** Basic exterior rodent control only. AIPM can and will set traps/monitors on a short-term basis as a courtesy to help determine the activity level and potential next steps. If/when rodent control is included as part of the service program, the following expectations must be understood and agreed to by all parties:

Infestations resulting from any long-term issue not previously known by AIPM, sanitation, cultural, or structural deficiencies will be subject to further inspection and supplemental charges for the inspection, control, and exclusion of rodents. If a client fails to address or allow AIPM to help correct documented conducive conditions, AIPM cannot be responsible for controlling rodent populations or associated damage.

## VII. PURCHASE AGREEMENT TERMS

### Agreement

The specifications and pricing contained herein shall remain valid for 30 days from the original date printed on this document.

Fees for services may be revised if material change to specifications or other contract elements are requested and/or required due to changes in state/federal laws or local ordinances during the term of this contract. These fee revisions include, but are not limited to, pests covered, frequencies of service and administrative requirements. In most cases, additional service requests for pest activity covered under this agreement will be provided by Advanced IPM at no additional charge assuming the structural and/or sanitation deficiencies, if any, have been corrected by the client within 30 days of the condition reported. If the structural/sanitation deficiencies have not been resolved within 10 days of written notification, Advanced IPM reserves the right to charge additional service fees on a time and material basis for additional service requests between normally scheduled services.



## 1. Company Cooperation

To ensure maximum effectiveness of your pest control service, your cooperation is necessary. Conditions that are conducive for pests, or unacceptable sanitation are not the responsibility of Advanced IPM. The customer shall take all steps necessary to correct such conditions reported to them. Failure to do so may lead to the cancellation of this agreement.

## 2. Insurance

Advanced IPM will maintain all appropriate insurances throughout the terms of this agreement. The purpose of this service is to prevent damage by pest; however, it is understood that Advanced IPM will not be held responsible should damage occur.

## 3. Terms of Agreement and Renewal

**This agreement shall be effective for an original period of 12 months. Services cancelled within this agreement period will be subject to a fee equal to 50% of the remaining contract value.** After the agreement period, your service will continue automatically on a month to month basis, until cancelled in writing with a 30-day notice. After the agreement period, service fees are subject to change. I/We have read this agreement and hereby authorize Advanced IPM to render a year-round Pest Service if applicable.

## 4. Payment Terms

Advanced IPM payment terms are NET 30 from date of service unless otherwise agreed to in writing. A charge of 1.5% per month (18% per annum) will be added to any past due accounts. Customer understands that Advanced IPM reserves the right to interrupt for non-payment. Customer will receive notification prior to service interruption. Failure to pay past due amounts will result in the account being turned over to a collection agency. Client will be obligated to pay outstanding balance along with a collection fee not to exceed \$50.00.




## 5. Proposal Effective Date

This proposal is effective for 30 days from the presentation date.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement as of the date and year first above written.

### Advanced IPM

Rep License Number: FR-37354

Print Name & Title	Warren Ryan
Signature	
Date	07 / 24 / 2023

### Santa Rosa City Schools

Print Name & Title	_____
Signature	_____
Date	_____