



June 24, 2026

Honorable Mayor and Members of the Lodi City Council

221 W. Pine Street
Lodi, CA 95240

Dear Mayor and Members of the City Council,

I am writing on behalf of Elite Maintenance & Tree Service regarding the City's Tree Maintenance Services Contract. Elite submitted the lowest responsive bid, approximately \$60,000 below the next bidder, while meeting all minimum qualifications and requirements established by the City.

Elite Maintenance & Tree Service currently provides professional tree care, vegetation management, and municipal maintenance services throughout California. Our team includes experienced arborists, operations managers, account managers, certified tree care professionals, and dedicated field crews who routinely manage projects of similar scope and complexity. We have made significant investments in personnel, equipment, safety programs, and technology to ensure we consistently deliver high-quality services to our municipal clients.

Elite currently provides services to public agencies including Fresno Unified School District, Stanislaus Regional Transit Authority, City of Clovis, and Merced County School District. Our team has extensive experience managing tree inventories, GIS mapping, asset databases, work order systems, and municipal tree maintenance programs.

To support our municipal clients, Elite maintains operational facilities in Ceres, Tracy, and Lincoln. These locations allow us to efficiently deploy crews and equipment throughout Northern California. We actively monitor weather conditions and pre-stage resources in areas where severe weather events are anticipated, ensuring rapid response when communities need assistance most.

Additionally, Elite was recently selected through a competitive procurement process to maintain the City of Roseville's urban forest. The City of Roseville's urban forest contains approximately 55,000 trees, and Elite was selected to maintain a section encompassing approximately 18,000 trees. This award followed a comprehensive evaluation of our qualifications, staffing, safety programs, operational capabilities, and technology platform,



demonstrating our ability to successfully manage large-scale municipal tree maintenance contracts.

At the award meeting, a competing contractor raised concerns regarding Elite's ability to perform the contract. While we respect the competitive bidding process and the right of all bidders to express their views, we believe those concerns are inconsistent with the findings reached through the City's own evaluation process. The City had already completed its due diligence and determined that Elite possesses the necessary knowledge, experience, staffing, equipment, management systems, and technology required to successfully execute the contract.

As part of the evaluation process, City staff conducted a comprehensive review of our qualifications and capabilities. We participated in an interview where we demonstrated our GIS/GPS-based tree inventory and management software, which provides real-time tracking of work activities, tree inventories, inspections, service requests, and reporting. This technology allows municipalities to maintain transparency, accountability, and efficient management of their urban forestry programs.

In addition to reviewing our qualifications and technology, City staff contacted and verified references from organizations where Elite currently provides similar services and utilizes the same software platform. Following this thorough evaluation, City staff determined that Elite met the requirements of the solicitation and recommended our firm for contract award.

The recommendation presented to the Council was the result of a deliberate and professional vetting process conducted by City staff. The City reviewed our experience, assessed our operational approach, evaluated our technology, verified our references, and ultimately concluded that Elite Maintenance & Tree Service was qualified to perform the work and represented the best value to the City.

While we respect the competitive bidding process, we request that the City Council place significant weight on the recommendation of City staff and the evaluation completed. Elite Maintenance & Tree Service met all requirements, submitted the lowest responsive bid, and has demonstrated the qualifications and capabilities necessary to provide exceptional service to the City of Lodi.



Elite Maintenance & Tree Service remains committed to providing safe, professional, transparent, and cost-effective tree maintenance services. We appreciate the time and effort invested by City staff throughout this process and thank the City Council for its consideration of this matter.

Thank you for your consideration and for your commitment to a fair and objective procurement process.

Best regards,

Jose Flores

Regional Tree Care Operations Manager