



**Pest Control & IPM Law
Compliance Services**

Service Renewal Proposal

July 1, 2017 – June 30, 2018

Presented By:

Chris Stankiewicz
President
Stank Environmental, LLC

March 28, 2017

Mr. Barry Loessel
Buildings and Grounds
Union Township B.O.E.
2369 Morris Ave.
Union, NJ 07083

Dear Mr. Loessel:

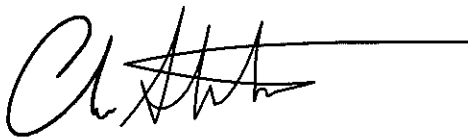
Thank you for the opportunity to present this pest control service and IPM law management contract renewal for the upcoming school year.

I am pleased to offer Stank Environmental's Integrated Pest Management (IPM) program for NJ Schools. For your convenience, I have constructed this proposal in accordance with current NJ IPM laws (N.J.A.C. 7:30-13.3).

After careful review of my proposed services, I am confident that you will agree that Stank Environmental offers a highly specialized program at a reasonable investment for your school district.

Thank you again for the opportunity to be of service and be assured of our best professional efforts.

Sincerely,

A handwritten signature in black ink, appearing to read 'Chris Stankiewicz', with a long horizontal line extending to the right.

Chris Stankiewicz
President
Stank Environmental, LLC

EXECUTIVE SUMMARY

Upon review of the services rendered over the past school year, the following criteria continue to have importance as it relates to a well-designed overall IPM program for your district.

REDUCING LIABILITY:

IPM Coordinators and school principals throughout New Jersey are *legally responsible* for the success or failure of the IPM program at their respective district. If a student becomes sick, or a family questions the approach of an underqualified pest service vendor, the legal burden still remains with the district. Rely on Stank Environmental's extensive knowledge of IPM laws to keep your school community safe and healthy with detailed documentation as proof of best practices.

SAFE AND EFFECTIVE PEST MANAGEMENT:

Stank Environmental's program prioritizes non-chemical or low impact methods to manage pests. With little to no pesticides applied at your district, your students will enjoy a clean and pest-free learning environment. Stank Environmental invests in industry leading trapping and monitoring systems to proactively control pests before they become a problem.

COMPLIANCE:

This pest control & IPM law management program will assist in carrying out the mandatory requirements of IPM laws for New Jersey Schools (N.J.A.C. 7:30-13.3). Stank Environmental will proactively bring new information involving the law to your attention. All relevant materials will be compiled and maintained to put your district in the best possible position to pass an audit by the NJ Department of Environmental Protection or the Environmental Protection Agency.

GENERAL TERMS AND CONDITIONS

PESTS COVERED:

As a matter of understanding, regular pest control services include the control of pavement ants, cockroaches, mice, rats, spiders, silverfish, grasshoppers, pillbugs, earwigs, centipedes, millipedes, termite *inspections* only and crickets.

SERVICE SCHEDULE:

Unless otherwise arranged, all schools within the district will be serviced one (1) time per month. Accessible kitchens, faculty lounges, mechanical rooms, food storage areas, trash rooms, and dishwashing zones will be serviced during each visit. *Auxiliary buildings (administration, transportation, etc.) will be serviced on a request basis only unless otherwise specified by the district.*

EXTRA SERVICE REQUESTS:

Stank Environmental will accept extra service requests via phone or email, outside of the regular monthly visits, at an additional fee. This request must come from the office of buildings & grounds. The decision to proceed with a specific service request must be approved by the district IPM Coordinator, as the State requires thresholds for various pests based on their level of threat to the school community. Stank Environmental will recommend a proposed course of action to the district in accordance with the law.

LIABILITY:

Stank Environmental's liability for damage is limited to such damages as are caused by the negligence of the company or its employees.

IPM LOG BOOKS & MATERIALS:

IPM log books are specifically designed to assist NJ schools with IPM law compliance and will be provided to the district at no charge. All custom forms created by Stank Environmental are proprietary in nature and are for the sole use of Union Township B.O.E. and any governmental agency conducting an audit. If Union Township B.O.E. discontinues the use of Stank Environmental's service, Stank Environmental will collect all IPM books and materials. Individuals employed by, or associated with, Union Township B.O.E. are not permitted to copy or transfer Stank Environmental IPM materials in any form.

IPM LAW MANAGEMENT SCOPE OF WORK

Stank Environmental will:

- Meet with all school principals (upon request) or write an informational letter to them outlining the expectations of this IPM program with instructions on how to conduct an unannounced State or Federal IPM audit. School plans will be reviewed.
- Write and print custom, site-specific *school plans* for all locations (not a blank template downloaded off the State website).
- Create and present IPM programs to the Buildings & Grounds department that will promote non-chemical methods that include, but are not limited to, the *clean backpack initiative, door sweep program, and bed bug information*.
- Educate the community to reduce panic of pest-related matters. Speaking engagements and in-services are available upon request at no additional cost to your district. Materials include bed bug information sheets for each school plan and are recommended to be sent home with the annual notice.
- Provide and maintain each school with an IPM log book that includes pertinent and custom IPM materials such as *non-chemical forms, priority lists, site maps, service reports tabbed by month, pest threshold guidelines, category 13 licenses, site maps and service reports*. Revisions and other related materials will be provided at no additional cost to the district.
- Work in conjunction with Buildings & Grounds and school administration in utilizing *72 Hour Notice, Emergency, and Posting forms* if a non-low impact pesticide is required on school grounds and only after the IPM Coordinator grants permission to do so. Stank Environmental will fill out these notices.
- Serve as a liaison between your district and the director of IPM law enforcement with the NJ DEP regarding questions you have about IPM regulations. With ample advance notice, Stank Environmental will attend an NJ DEP audit of your district.

- Conduct a *mid-year review* to ensure that the initiatives outlined in this agreement are being performed to your satisfaction.
- Create and print a state mandated *annual review* before the start of the new school year and placed in each IPM log book.
- Perform monthly pest inspections and provide necessary treatments in all accessible kitchens, cafeterias, boiler rooms, faculty lounges, dishwashing areas, food storage areas, utility rooms, and address specific classroom complaints.
- Make site visits for routine pest control services that include the control of pavement ants, cockroaches, mice, rats, spiders, silverfish, grasshoppers, pillbugs, earwigs, centipedes, millipedes, termite *inspections* only and crickets.
- Provide Buildings & Grounds with a synopsis of all chemicals ("*chemical list*") used at each school in the district, low impact and non-low impact, from the prior July-June period. EPA registration numbers are included, as well. This will be sent to the district with your *Policy* and *Annual Notification* to be renewed.
- Update category 13 licenses, annually, in each log book to prove good standing with the State of NJ. An up to date category 13 license is required to provide pest services in NJ schools.
- Outdoor IPM: Stank Environmental may be consulted regarding outdoor lawn and turf management and corresponding compliance topics at no cost to the district. Per request, for an additional fee, Stank Environmental will provide the district with a plan on proposed lawn and turf management practices for each school. A separate log book will contain forms – to be maintained by Stank Environmental - that track chemical and non-chemical efforts and are to be kept with all indoor IPM materials.
- Promote non-chemical control of pests, followed by the use of low impact solutions as a next step, if necessary. Non-low impact pesticides will only be considered as a last resort after approval by the district IPM Coordinator.
- Non-chemical baits that *may be* applied for rodents are made in a 100% peanut free, tree nut free, gluten free, dairy free and egg free facility.

PROGRAM FEE SCHEDULE AND AGREEMENT

The terms of this agreement will include all items in the proposal for pest control services and indoor IPM law compliance services dated March 28, 2017 as prepared by Stank Environmental, LLC.

Fees and related services proposed will remain firm for 90 days or upon acceptance by Union Township B.O.E. whichever occurs first. Stank Environmental agrees to provide services as described in this proposal at no increase in fees. For services not specified in this agreement, Stank Environmental will require an official purchase order that has been approved by Union Township B.O.E. before rendering the respective service(s).

Monthly Fee: **\$950.00**

Extra Service Requests: **\$65.00**
(For 'pests covered' listed on pg. 3)

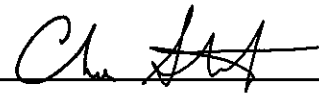
Bees / Stinging Insect Treatments:**\$195.00**

ACCEPTED FOR: Union Township B.O.E. _____

ACCEPTED BY: _____

DATE: _____

ACCEPTED FOR: Stank Environmental, LLC _____

ACCEPTED BY:  _____

Chris Stankiewicz, President