

# E.A. Quinn

LANDSCAPE CONTRACTING  
Est. 1984

*When Quality Matters*  
**Commercial Landscape  
Maintenance Capabilities**



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*When Quality Matters*

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EA Quinn is an affirmative action-equal opportunity employer. HIC # 0559203



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The public's first impression of a business comes from its exterior.

CORE COMPETENCIES

- Sustainable turf management
- Irrigation & water management
- Invasive plant control
- Green roof installation & maintenance
- Lawn Maintenance
- Fertilization
- Mulch installation
- Hardscape installations
- Landscape design & installation
- Snow & ice management

WE ROUTINELY COORDINATE OTHER EXTERIOR-RELATED WORK, INCLUDING:

- Parking lot work (pavement repairs, line striping, catch basin repairs/replacement, curbing)
- Lighting & Signage
- Tree work
- Fence repairs
- Irrigation installation/repairs
- Drainage



1. Communication

Customers are assigned an account manager with direct contact information. Your account manager will be available to you and your team 24/7.

2. Proactive

We utilize a continuous improvement philosophy with our goal being to build an intimate knowledge of the property. We strive to anticipate our clients' needs and address them in a timely manner.

3. Cost conscious without sacrificing quality

We take a practical and fiscally responsible approach to all of our customer's property maintenance needs.

4. Sustainability

We are trained in the latest sustainability techniques. We partner with property owners to help them reach their sustainability goals.

5. Safety

All employees must pass a background check and a pre-employment drug and alcohol screening. Employees attend weekly safety meetings and are all OSHA-10 certified. EA Quinn also has the lowest possible workers' compensation experience mod rating (EMR).

6. Highly trained staff

Employees frequently attend seminars on best practices, latest trends and proper equipment use. Our knowledge and attention to detail outpaces the competition.

7. Professionalism

Employees are dressed in uniforms. All trucks and equipment are branded and easily recognizable.

8. State of the art equipment

Both our reoccurring investment in new equipment and skilled team operating under a preventative maintenance philosophy, translates into 99 percent uptime. When issues do occur our mobile service truck is dispatched and on site to rectify the matter immediately.

## OUR SUSTAINABILITY EFFORTS

Overall the Green Industry is recognizing that there is more awareness and emphasis for sustainability from customers. Technology is changing and we are challenged as an industry to stay current, and provide recommendations that meet those challenges while still providing an effective, efficient and quality product.

E.A. Quinn's long-standing dedication to sustainable landscaping and ecological health benefits every aspect of our business, from lawn maintenance and fertilization to the operation of our administrative office.

To that end, EA Quinn takes more of a long term approach to landscaping with our commercial maintenance accounts. EA Quinn develops an operational strategy based on long term goals which are designed to improve client satisfaction, labor productivity, quality and, on-time delivery of service while eliminating waste and increasing value to our client.

EA Quinn is in the process of integrating more green efforts in the following areas:

### Vehicles:

Incorporating new vehicles that meet the new emissions requirements. All diesel vehicles (and equipment) are Tier 4 compliant.

### Electronic Equipment:

Our crews will be equipped with weed whackers, hedge trimmers and push mowers. With zero emissions and no dependence on fossil fuels, electric landscape equipment offers commercial properties the opportunity to further their mission of Sustainability and environmental responsibility.



## Robotic Mowers:

Perform well even in rain and there is no clumping. The clippings are fine and not bagged, naturally fertilizing the grass. Multiple sizes to meet property needs. Savings comes from less labor and fertilization.



## Fertilization:

Our fertilizer program requires less applications. The product is temperature sensitive and releases nutrients over time resulting in green grass with turf density, which helps to resist weeds, grow out insect damage and defend itself against disease.

## Water Management:

There's a range of technology that we have recommended and installed to conserve water while keeping turf and plants healthy. That includes smart controllers, weather stations, pressure-regulating valves and heads and backflow preventers.

## Seed Mixes:

There are options for seed mixes that are less dependent on water and require less mowing. EA Quinn will recommend seed mixes that will thrive in your particular location.

## Green Roofs, Walls and Facades:

We have helped design and install a number of "green features" for our corporate and commercial clients that add property value and benefit the environment. Some examples of these features are: green roofs, green walls and green facades.

## Wetlands Management:

EA Quinn has extensive experience in developing and managing wetlands. The goal is to protect the natural habitat to support insects, reptiles and fish as well as removing invasive species to protect natural habitats.

**EA Quinn's philosophy is that the savings are going to come from smart well thought out landscaping practices.**

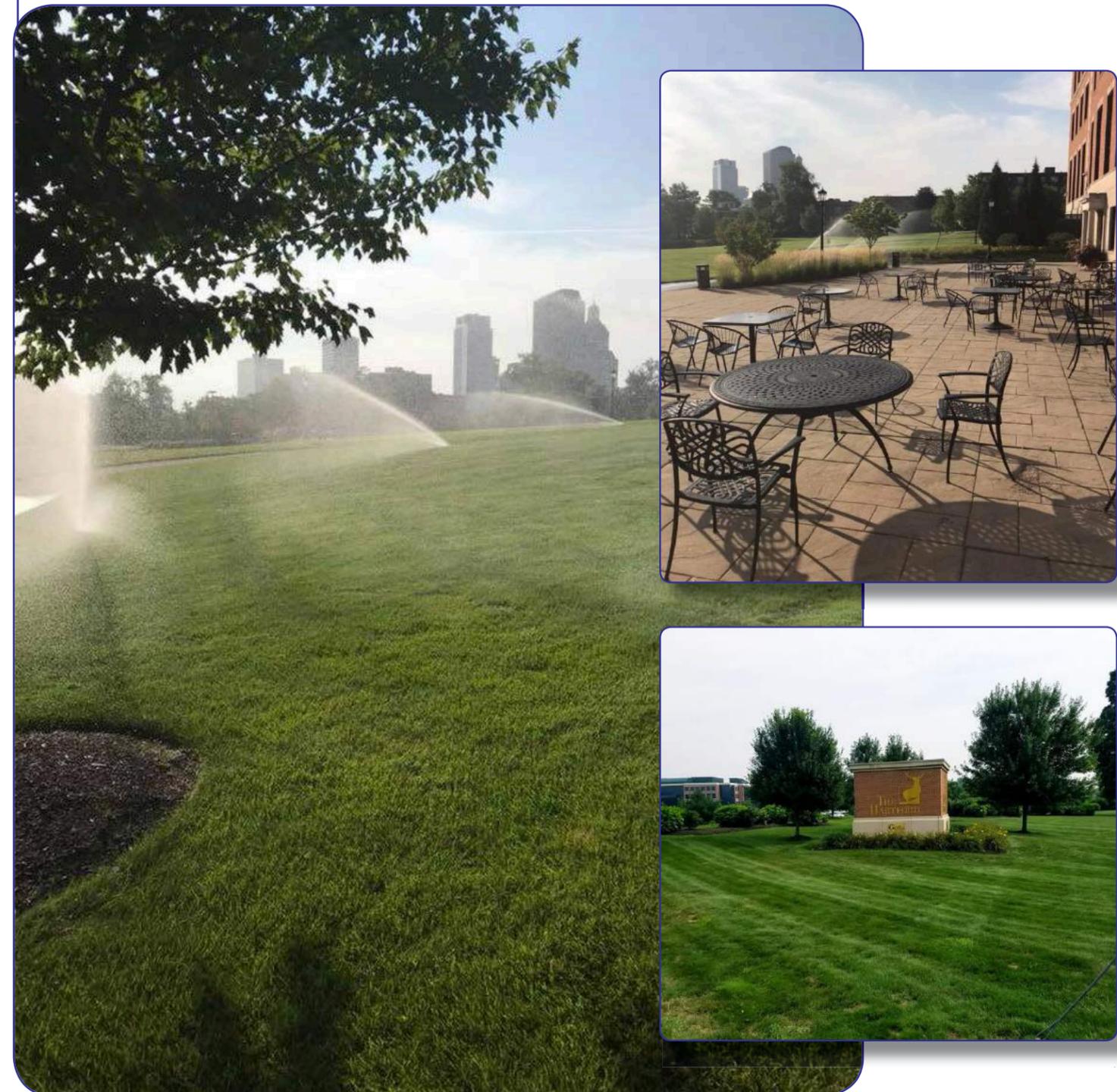
## Sports Cable Network Location: Bristol

**Services provided:** EA Quinn spearheaded an overhaul for the 123-acre campus through various landscape project installations and a proactive landscape maintenance program. We were also tasked with evaluating the water management system. As a result, we recommended and installed smart water controllers that provided more efficient water usage.



## The Hartford Financial Services Group Location: Hartford

**Services provided:** EA Quinn was retained to implement a pro-active snow management plan that included timely and continuous communications before, during and after each weather event. A pro-active lawn maintenance operation was implemented as well that included EA Quinn facilitating services for parking lot repairs, tree work and irrigation.



## The Hartford Financial Services Group Location: Windsor

**Services provided:** EA Quinn was retained to bring a heightened level of landscape maintenance and snow management services to the property. The client wanted a contractor such as EA Quinn that excelled in communication, anticipated the various needs and proactively preformed services.



## The Tannery Apartments Location: Glastonbury

**Services provided:** EA Quinn was retained to install the initial landscape for this new development. As a result of the seamless design and installation process, the property management firm awarded EA Quinn the contracts for both snow management and landscape maintenance.



## The Hearth Retirement Community Location: Glastonbury

**Services provided:** EA Quinn was retained to install the initial landscape for the development. As a result of the seamless design and installation process, the property management firm awarded EA Quinn the contracts for both snow management and landscape maintenance.



## Gateway Medical Center Location: Glastonbury

**Services provided:** EA Quinn was hired to provide comprehensive landscape and 24/7 snow management services. This property has been under constant construction and has grown from 95,000 to 300,000 square feet of asphalt and from 25,000 to 66,000 square feet of sidewalk, which adds a significant level of complexity.



## HOA's Locations: Statewide

**Services provided:** EA Quinn maintains several condominium complexes that were tired of the "same old" services. EA Quinn brings experience to assist associations to properly budget for both short- and long-term goals. The HOA's we service include: Chapman Farms and Chapman Woods, Niantic; Currier Woods, Cheshire; Philip Farm, East Hartford; Georgetown Condos, Hall Farms and Tryon Farms in Glastonbury.



## UConn Health Center Location: Farmington

**Services provided:** EA Quinn currently provides lawn maintenance services to the campus to supplement their in-house staff. Previously, UConn had struggled to retain a contractor that could effectively maintain the campus and provide a superior level of service. EA Quinn met the challenge and exceeded expectations.



## State & Federal Government Locations: Hartford & Wethersfield

**Services provided:** EA Quinn provides snow management services for several high-profile properties including the Department of Motor Vehicle, The Old State House, the Legislative Office Building (LOB) and the US Postal Service.



## Customer Comments



### What our customers are saying...

**“For a Facility Manager, working with EA Quinn is like putting landscape responsibilities on cruise control.”**

**“[EA Quinn is] very professional and prompt. Good attention to detail and quality of work.”**

At E.A. Quinn we believe in putting the customer first. We are committed to continuous improvement and to that end we routinely seek input from our customers to find ways we can not only meet, but exceed expectations.

We recently asked our commercial maintenance customers to rate us on three key measures: Quality of Work, Value and Courtesy of Staff. The percentages below represent the customers that rate us as Satisfied or Very Satisfied.



**92.4%**  
Quality of Work



**100%**  
Value



**100%**  
Courtesy of Staff

**Property Management Companies we work for:**

- CBRE
- Northeast Property Group
- Elite Property Mgt.
- The Davis Companies
- Casle Corporation
- Uccello Property Mgt.
- Winding Brook Capital
- Walt Disney Company
- Century Management
- Readco
- Jones Lang LaSalle
- Westford Property Mgt.
- Bozzuto's Management Co.
- Fusco Management Co.
- KP Management
- State of Connecticut
- Total Asset Management



KP Management, LLC



The Davis Companies

READCO | PROPERTIES

The CASLE Corporation



Total Asset Management  
"Quality work & commitment to customer satisfaction"

**Additional Services offered:**

- Parking Lot (pavement repairs, line striping, catch basin repairs/replacement, curbing)
- Tree Work
- Fence Work
- Irrigation installation/ repairs
- Drainage
- Geese deterrent services

**Awards & Honors**

- NALP Safety Awards
- Disney Supplier of the Year
- Best of Hartford (every year since 2011)
- Best of Business, Commercial Landscaper HBJ 2017 & 2018
- Glastonbury Chamber of Commerce Business of the Year 2011





**Ed Quinn**  
Title: President & Founder

Ed founded E.A. Quinn Landscape Contracting in 1984. Under his leadership, the company has grown to employ more than 65 people and provides landscaping services throughout southern New England.



**Tony Intino**  
Title: General Manager

Tony brings more than 30 years of diversified operational and financial management experience to E.A. Quinn Landscape Contracting, including

having held prominent positions with a number of well respected companies within the construction/real estate industry.



**Fran Knights**  
Title: Sales Manager

Knights joined E.A. Quinn as a sales manager in 2018. She has 30 years of experience in sales and marketing, including a stint as vice president

and general manager of Big Fish Promotion in Glastonbury. She has a bachelor's degree from Rhode Island College.



**Matt Bagshaw**  
Title: Operations Manager

Matt has more than 20 years experience in the landscaping business. He has a degree in turf science from the University of Connecticut

and is very involved in various landscaping associations, including a position on the NALP Government Affairs Committee.



**Kyle Doolittle**  
Title: Estimator/  
Business Development Associate

Kyle has more than 15 years of experience in the estimating and business development field, within both the commercial and

residential markets. Kyle is a graduate of Delaware Valley College with a bachelor's degree in ornamental horticulture, in addition to holding a number of industry certifications.



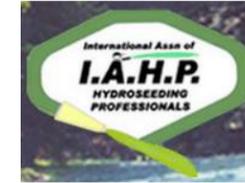
**Scott Pinney**  
Title: Landscape Maintenance Manager

Scott has 19 years experience. He currently manages our lawn maintenance and fertilization portfolios.

## Affiliations



International Erosion Control Association



International Association of Hydroseeding Professionals



Snow & Ice Management Association

## Certifications



Certified National Concrete Masonry Association Installers



Supervisory Pesticide License



ICPI Certified Installer



landscape industry certified Landscape Industry Certified



Certified Green/Live Roof Installer



Unilock Authorized Contractor



Small Business Enterprise



Certified Tech-Pro Contractor



CT Department of Admin. Services



OSHA-30 & OSHA-10