CAPABILITIES STATEMENT

Grounds, Facilities, and Site Maintenance for Government and Industrial Properties

WOSB CERTIFIED

COMPANY OVERVIEW

Discovery Land Care, Inc. is a Woman-Owned Small Business providing landscape maintenance, grounds management, and janitorial services in Solano County, California. The company has sustained multi-year contracts at active industrial refinery sites, where safety and dependability are non-negotiable.

CORE COMPETENCIES

- **Grounds and Landscape Management**: full-scope maintenance and installation of turf and ornamental beds on commercial and institutional sites.
- **Non-Functional Turf Conversion**: water-efficient relandscaping for sites affected by California's ban on potable water irrigation of non-functional turf, starting in 2027.
- **Weed Abatement and Large-Acreage Mowing**: grazing-herd weed abatement and flail mowing for open acreage and buffer zones.
- **Facility Services**: recurring janitorial programs, minor repairs and tenant improvements, and perimeter fencing for occupied facilities.

DIFFERENTIATORS

- **Three Decades in Operation**: 31 years of continuous grounds and facility services.
- **Long-Tenured Industrial Contracts**: retained by refinery clients for 16 and 18 years.
- **Licensed to Self-Perform and Coordinate Trades**: General Building (B) and Landscaping (C-27) licenses, backed by a proven subcontractor network.

RELEVANT COMMERCIAL EXPERIENCE

Shell Catalyst Refinery — $800,000

LANDSCAPE MAINTENANCE | 16-YEAR SERVICE CONTRACT

Recurring grounds maintenance at $50,000 annually, with no safety citations for the duration of the engagement.

Shell Oil Products — $350,000

REFINERY JANITORIAL MAINTENANCE | 8-YEAR SERVICE CONTRACT

Full-scope facility janitorial services, including compliance with site COVID-19 sanitation protocols.

SUBCONTRACTOR NETWORK

Licensed subcontractors directly engaged on prior projects:

ASPHALT
All About Asphalt

CONCRETE AND FENCING
Duran Concrete

ELECTRICAL
DJ Electric

ROOFING
Roof Proofing

SEPTIC SERVICES
Frank's Septic

SIGNAGE
D Sign Graphics

POINT OF CONTACT

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SAFETY CITATIONS OVER A 26-YEAR REFINERY ENGAGEMENT

COMPANY DATA

Legal Entity	Discovery Land Care, Inc.
UEI	J6C6H2KMRLN6
CAGE Code	1SC47
Employees	11
Service Area	Solano County, California

CERTIFICATIONS & LICENSES

Woman-Owned Small Business (WOSB)
Federal Certification

Women's Business Enterprise (WBE)
State Certification

California Contractor License No. 681999
B (General Building) and C-27 (Landscaping)

Qualified Applicator License No. QAL 104901
California Department of Pesticide Regulation

Qualified Water Efficient Landscaper (QWEL)
Water Efficiency Certification

NAICS CODES

561730	Landscaping Services	PRIMARY
561720	Janitorial Services	
236220	Commercial and Institutional Building Construction	
238990	All Other Specialty Trade Contractors	

TARGET AGENCY

Sacramento Valley National Cemetery
National Cemetery Administration