



American Lady Vet Services, Inc
Lake Maintenance Proposal

In Sync with You and Nature

23486 Sunnymead Blvd, Suite 1
Moreno Valley, CA 92553
(951)208-4484

City of Lake Elsinore
130 South Main Street
Lake Elsinore, CA 92530

Dear City of Lake Elsinore,

I am writing to express our enthusiasm for the opportunity to collaborate with The City of Lake Elsinore and to submit our proposal for your consideration.

Founded in 2008 by Teresa San Paolo and Ruth Lainez Blanco, American Lady Vets Services, Inc. (ALVS) has established itself as a leader in aquatics, landscape, and facilities management. As a women's, disabled, and veteran-owned micro business, we take pride in delivering exceptional service and innovative solutions in construction management, lake/pond management, and project management.

Our team of degreed biologists, business administrators, and environmental associates shares a passion for natural resource management. We are equipped to handle projects of any scale, from small backyard ponds to extensive water bodies, ensuring compliance with all relevant laws and regulations governing aquatics chemical application.

ALVS is licensed by the State of California and the Department of Pesticide Regulation, holding certifications including Pest Control Business, Qualified Applicator License, and Contractor's License 980019. This ensures that our operations are conducted responsibly and with a deep understanding of ecosystem dynamics.

Headquartered in American Canyon, California, with operational offices in Moreno Valley, we employ over 25 dedicated professionals across Southern California, supplemented by remote workers in various counties to better serve our clients. Our Moreno Valley branch houses our aquatics division, led by our staff biologist, and is committed to delivering meticulous attention to detail and outstanding customer service.

We are confident that ALVS's expertise, dedication, and commitment to excellence make us an ideal partner for The City of Lake Elsinore. We look forward to discussing how our services can support and enhance your community's needs.

Thank you for considering American Lady Vets Services, Inc. for this exciting opportunity. Please feel free to contact us with any questions or to request additional information.

Sincerely,



Teresa San Paolo (Jul 1, 2024 13:25 PDT)

Teresa San Paolo
President
American Lady Vets Services, Inc.
P: 951-230-3522
E: teresa@alvservicesinc.com

Project Team Qualifications

The Project team comprises individuals with diverse backgrounds and extensive experience relevant to the project's scope and objectives. Below is a brief overview of their education and professional experience.

1. Teresa San Paolo - President

Teresa is a dedicated professional with a strong foundation in Human Services and recent academic achievements in Business Administration. Her career is characterized by leadership roles, including her tenure in the United States Marine Corps and her current position as President/CEO of American Lady Vets Services Inc. Her passion for service and leadership skills are evident in her contributions to both military service and civilian organizations.

Education

- **Bachelor of Science in Human Services**, University of Phoenix, 2008
- **Master of Science in Business Administration**, University of Phoenix, 2024

Professional Experience

United States Marine Corps:

- Served in the United States Marine Corps, acquiring invaluable leadership skills and extensive training in military operations.
- Demonstrated commitment to duty, discipline, and teamwork in challenging and dynamic environments.

President/CEO - American Lady Vets Services Inc.:

- Founded and has led American Lady Vets Services Inc. since its inception in 2008.
- Directs all aspects of the organization, emphasizing excellence in service delivery and support for clients and staff.
- Implements strategic initiatives to enhance organizational growth, community outreach, and advocacy efforts.

Key Skills and Attributes

- **Leadership and Management:** Proven leadership capabilities honed in the military and as CEO, guiding teams toward achieving organizational goals.
- **Service Orientation:** Passionate about serving others, particularly veterans, and dedicated to improving their well-being and opportunities.
- **Strategic Planning:** Skilled in developing and executing strategic plans to drive organizational success and foster community engagement.
- **Advocacy and Outreach:** Effective communicator and advocate for the needs and rights of veterans, fostering partnerships and alliances to advance shared objectives.

- **Adaptability:** Able to thrive in dynamic and demanding environments, leveraging diverse skills from military service to business leadership.

Career Achievements

- Successfully established and expanded American Lady Vets Services Inc., becoming a recognized advocate for veterans' issues.
- Led initiatives that improved service delivery and expanded outreach programs, positively impacting the lives of numerous veterans.
- Recognized for leadership excellence and dedication to community service, receiving accolades and awards for contributions to veterans' welfare.

Teresa exemplifies a committed leader with a strong foundation in Human Services and a growing expertise in Business Administration. Her military background has equipped her with invaluable leadership skills, which she applies effectively in her role as CEO of American Lady Vets Services Inc. Her passion for service and advocacy drives her to make meaningful contributions to the organization and the community at large.

2. Ruth Blanco - Vice President

Ruth is a dedicated healthcare professional with a Master of Science in Nursing from Azusa Pacific University. Her career spans roles in military healthcare and leadership in American Lady Vets Services Inc In focused on supporting veterans. She excels in operational oversight, safety management, and ensuring high standards of care.

Education

- **Master of Science in Nursing**, Azusa Pacific University, 2014

Professional Experience

United States Air Force - Hospital Orderly

- Provided essential support within military hospital settings, ensuring patient comfort and assisting medical staff as an orderly.
- Contributed to the efficient operation of healthcare services for military personnel, gaining valuable experience in healthcare logistics and patient care.

Vice President, American Lady Vets Services Inc

- Instrumental in the establishment and growth of an organization dedicated to supporting veterans.
- Oversees all operational activities, ensuring smooth execution of programs and services.
- Serves as the company's Safety Officer, implementing protocols to enhance workplace safety and compliance with regulations.

- Advocates for the well-being of employees and stakeholders, promoting a culture of safety and professionalism.

Skills and Expertise:

- **Healthcare Management:** Extensive background in military healthcare operations, patient care, and hospital administration.
- **Company Leadership:** Strategic planning, operational management, and advocacy within the government sector.
- **Safety and Compliance:** Expertise in developing and enforcing safety protocols to mitigate risks and ensure regulatory compliance.
- **Team Leadership:** Proven ability to lead and motivate teams, fostering a collaborative environment focused on achieving organizational goals.
- **Advocacy and Community Engagement:** Passionate about supporting veterans and ensuring their needs are met through targeted programs and services.

Ruth brings a wealth of experience in operations management and safety compliance, combined with a deep commitment to client relations and advocacy for veterans. Her strategic approach to organizational management and dedication to improving operational services make her a valuable asset to American Lady Vets Services, Inc.

3. Rene Sandoval - Director of Aquatics

A seasoned professional with a robust background in biological sciences, leveraging over 20 years of diverse industry experience. Equipped with a solid academic foundation and hands-on expertise across various sectors, demonstrating adaptability and leadership in challenging environments. Adept at proactive problem-solving, strategic planning, and cross-functional collaboration to achieve organizational goals.

Education:

- Bachelor of Science in Biological Sciences, UC Santa Barbara, 2011

Professional Experience

Biological Sciences Foundation:

- Graduated with a degree in Biological Sciences, specializing in Ecology, Evolution, and Marine Biology.

Department of Agriculture - Disease Outbreak First Responder:

- Played a critical role as a first responder during disease outbreaks, applying biological knowledge to swiftly assess and mitigate agricultural threats.

- Developed and implemented protocols for disease containment and biosecurity measures, collaborating closely with government agencies and stakeholders.

Auto Industry - Operations Manager:

- Managed operations within the automotive sector, overseeing production, logistics, and quality control processes.
- Implemented efficiency improvements resulting in streamlined operations and cost savings, ensuring adherence to industry standards and regulations.

Pest Control Company - Licensed Inspector:

- Applied biological sciences expertise in pest identification and control strategies as a licensed inspector.
- Conducted thorough inspections, provided expert recommendations, and ensured compliance with environmental regulations and safety protocols.

Lake Management Company - District Manager/Staff Biologist:

- Led district operations for a lake management company, specializing in ecological preservation and water quality management.
- Directed teams in lake monitoring, invasive species control, and habitat restoration initiatives, promoting environmental sustainability.

Key Skills and Attributes:

- **Biological Expertise:** Deep understanding of biological sciences applied across various domains, from agriculture to environmental management.
- **Leadership and Management:** Proven track record in leadership roles, driving teams toward operational excellence and strategic goals.
- **Problem-Solving:** Strong analytical skills, adept at identifying issues and implementing effective solutions.
- **Regulatory Compliance:** Comprehensive knowledge of regulatory frameworks, ensuring adherence and guiding compliance efforts.
- **Interdisciplinary Collaboration:** Skilled in fostering productive relationships across disciplines and sectors to achieve shared objectives.

Career Achievements:

- Successfully managed multiple high-stakes disease outbreaks, minimizing economic and environmental impacts.
- Implemented operational strategies that improved efficiency and reduced costs in the automotive, pest control, and lake management industries.
- Recognized for leadership in environmental conservation efforts, contributing to sustainable lake ecosystems.

A dynamic professional with a rich background in biological sciences and extensive industry experience spanning disease response, automotive operations, pest management, and environmental stewardship. Known for leadership, innovation, and a commitment to applying biological knowledge for practical solutions in diverse contexts.

Organizational Structure

1. President/CEO

- **Teresa San Paolo**
 - **Responsibilities:**
 - Overall leadership and strategic direction of the organization.
 - Establishing goals, policies, and initiatives in line with the mission of providing a multitude of services that exceed all customer expectations while providing cost effectiveness.
 - Oversight of all departments and ensuring organizational effectiveness.
 - Public relations and advocacy for veterans' issues.

2. Vice President

- **Ruth Blanco**
 - **Responsibilities:**
 - Operational oversight and management of daily activities.
 - Serving as Safety Officer to enforce workplace safety protocols.
 - Leading advocacy efforts and community engagement initiatives.
 - Ensuring compliance with regulations and maintaining high standards of service delivery.

3. Director of Aquatics

- **Rene Sandoval**
 - **Responsibilities:**
 - Managing ecological and water quality initiatives.
 - Directing lake management operations and staff.
 - Implementing environmental preservation and restoration projects.
 - Monitoring invasive species and habitat restoration efforts.

Organizational Workflow

1. Strategic Planning and Leadership

- **President/CEO (Teresa San Paolo):**
 - Sets strategic goals and objectives for the organization.
 - Provides leadership and direction to the Vice President and Director of Aquatics.
 - Oversees organizational performance and ensures alignment with mission and vision.

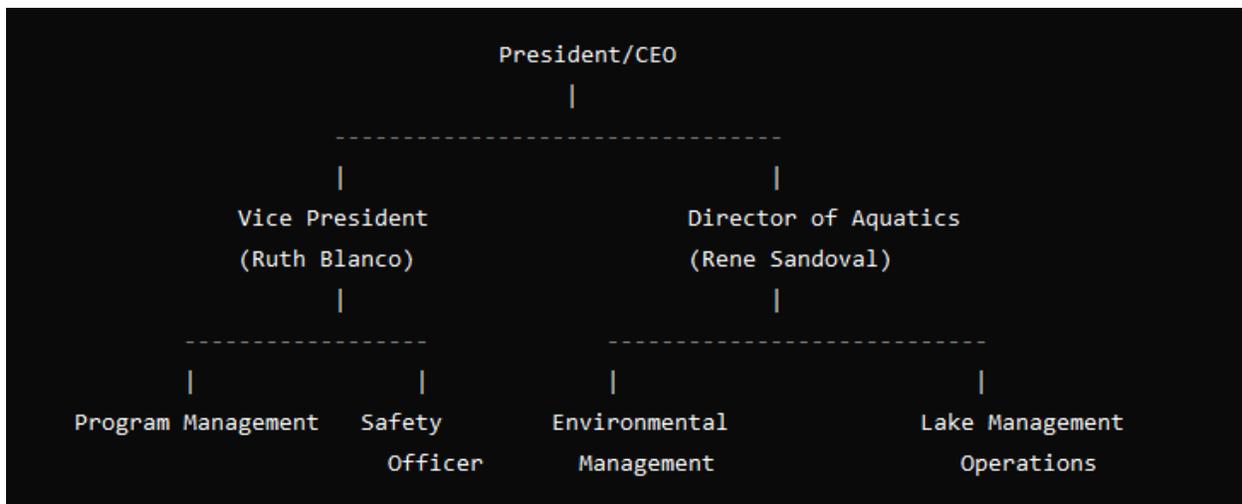
2. Operations and Program Management

- **Vice President (Ruth Blanco):**
 - Manages day-to-day operations and program execution.
 - Implements safety protocols and ensures regulatory compliance.
 - Coordinates with staff to deliver programs and services effectively.

3. Environmental Management and Conservation

- **Director of Aquatics (Rene Sandoval):**
 - Leads ecological initiatives and lake management projects.
 - Supervises staff involved in habitat restoration and invasive species control.
 - Collaborates with external stakeholders for environmental sustainability efforts.

Organizational Workflow Chart



Description of Duties

- **President/CEO (Teresa San Paolo):**
 - Provides overall leadership and strategic direction.
 - Establishes organizational goals and policies.
 - Represents the organization in public and advocacy forums.
- **Vice President (Ruth Blanco):**
 - Manages daily operations and program implementation.
 - Acts as the organization's Safety Officer, ensuring workplace safety.
 - Leads advocacy efforts and community engagement activities.
- **Director of Aquatics (Rene Sandoval):**
 - Directs environmental management initiatives and conservation projects.
 - Supervises lake management operations and staff.
 - Collaborates with stakeholders for ecological sustainability.

Written Description of Services to be Provided

Chemical Applications:

American Lady Vets Services, Inc. (ALVS) is committed to providing comprehensive chemical application services to enhance water quality and ecosystem balance in accordance with the City's requirements. Our proposed services include:

- April through September:
 - Twice a month treatment using Greenclean Pro, totaling 16,000 pounds monthly.
 - Twice a month treatment using 120 (55 pound) bags of Phoslock.
- October through March:
 - Once a month treatment using Greenclean Pro, totaling 8,000 pounds monthly.
 - Once a month treatment using 80 (55 pound) bags of Phoslock.
- Total Contract Volumes:
 - ALVS will adhere to the specified monthly volumes as outlined by the City, with flexibility for adjustments as deemed necessary by the City throughout the contract period.

Shoreline Maintenance:

ALVS is equipped to manage shoreline maintenance with a focus on environmental stewardship and meticulous attention to detail. Our proposed shoreline maintenance services include:

- Manual Removal of Debris:
 - Physically removing visible algae, dead fish, and debris within a 10-foot radius from the waterline and adjacent beach areas using hand tools to minimize sediment disturbance.
- Debris Disposal:
 - Ensuring proper disposal of collected debris into onsite dumpsters provided by the City. Transportation of debris to dumpsters will be conducted using land-based equipment only, in compliance with environmental regulations.
- Designated Sections for Maintenance:
 - Focusing on three distinct sections along the shoreline: South Cove, Elm Grove Beach, and Fishing Beaches & Launch Pointe, as specified by the City.
- Frequency and Liquid Algaecide Application:
 - Conducting 20 shoreline cleanings per year, with each visit focusing on one designated area.
 - Applying liquid algaecide to five specific areas as indicated in Figure 5 of the City's plan, utilizing a total of 5,500 gallons of liquid peroxide-based algaecide annually.
- Coordination and Planning:
 - Utilizing a monthly schedule provided by the City to ensure efficient planning and execution of maintenance tasks, in alignment with contractual obligations.

Additional Services Recommended by ALVS:

In addition to the specified services, ALVS recommends exploring opportunities for proactive ecosystem monitoring and consultation to further enhance long-term sustainability and water quality management. One

such recommendation is to reduce the influx of nutrients added daily via reclaimed water by treating the water with phosphorus binding products prior to making contact with the lake. We are prepared to discuss these recommendations in detail to support the goals and objectives of The City of Lake Elsinore.

Availability to Start the Project:

ALVS is prepared to initiate services promptly upon contract approval and signing. Our team is flexible and supported by our vendors at the highest level of operations. This allows us to readily align with the City's preferred timeline to ensure seamless project commencement and adherence to project milestones.

We look forward to the opportunity to contribute our expertise and commitment to excellence to The City of Lake Elsinore. Please feel free to contact us with any questions or to schedule further discussions.

Client References

1. **Client Name:** Jerry L. Pettis Memorial Veterans' Hospital
 - **Contact Person:** James E. Otwell
 - **Position:** Project Manager
 - **Contact Information:** Phone: (951) 258-3920, Email: james.otwell@va.gov
 - **Project:** Improved water quality in hospital ponds through a comprehensive drain and clean process, eliminating over 125 tons of sludge. Implemented ongoing weekly maintenance protocols to sustain optimal water quality and enhance aesthetic appeal from 2022 to present day.
2. **Client Name:** Riverside National Cemetery
 - **Contact Person:** Lincoln Sii
 - **Position:** Administrative Program Manager
 - **Contact Information:** Phone: (951) 653-8417 x4353, Email: lincoln.sii@va.gov
 - **Project:** Managed landscape maintenance and construction projects, specializing in ongoing weekly lake maintenance for more than a decade.
3. **Client Name:** City of Fresno PARCS
 - **Contact Person:** Mike Carbajal
 - **Position:** Operations Manager
 - **Contact Information:** Phone: (559) 621-2940, Email: davis.carbajal@fresno.gov
 - **Project:** Performed drainage and cleaning of Japanese garden ponds, safely relocating fish to temporary habitats while removing sludge to enhance water quality and aesthetic appeal, crucial for attracting both locals and tourists.
4. **Client Name:** City of Lake Elsinore
 - **Contact Person:** Adam Gufarotti
 - **Position:** Community Support Manager
 - **Contact Information:** Phone: (951) 674-3124 x314, Email: agufarotti@lake-elsinore.org
 - **Project:** Conducted targeted shoreline treatments using approved algaecides and physically removed algae mats, deceased fish, and debris as necessary to enhance water quality and mitigate harmful algae blooms.

Cost Proposal – City of Lake Elsinore Lake Maintenance

1. Itemized Schedule of Expenses:

- Chemical Applications (April-September):
 - Greenclean Pro treatments (96,000 lbs): \$171,127.20
 - Phoslock (720 bags): \$79,960.32
- Chemical Applications (October-March):
 - Greenclean Pro treatments (48,000 lbs): \$85,563.60
 - Phoslock (480 bags): \$53,306.88
- Shoreline Maintenance:
 - Manual debris removal (x20): \$40,500.00
 - Liquid algaecide application (5500 gals): \$145,934.53
- Optional Services (if applicable):
 - Addition of nutrient-binding pellet bags to reclaimed-water stream (960 bags): \$147,402.00

2. Maximum Lump Sum Budget:

Total Maximum Lump Sum Budget excluding Optional Services: **\$576,392.53**

BUSINESS LICENSE		CITY OF LAKE ELSINORE	
<small>This business license is issued for revenue purposes only and does not grant authorization to operate a business. This business license is issued without verification that the holder is subject to or exempted from licensing by the state, county, federal government, or any other governmental agency.</small>		<i>Administrative Services - Licensing</i> 130 South Main Street, Lake Elsinore, CA 92530 PH (951) 674-3124	
Business Name:	AMERICAN LADY VETS SERVICES, INC.	BUSINESS LICENSE NO.	028532
Business Location:	23846 SUNNYMEAD BLVD STE 1 MORENO VALLEY, CA 92553-0535	Business Type:	LANDSCAPING CONTRACTOR
Owner Name(s):	AMERICAN LADY VETS SERVICES, INC.	Description:	LANDSCAPING & AQUATICS MAINTENANCE
AMERICAN LADY VETS SERVICES, INC. 23846 SUNNYMEAD BLVD STE 1 MORENO VALLEY, CA 92553-0535		Issue Date:	6/24/2024
		Expiration Date:	6/30/2025
<small>Starting January 1, 2021, Assembly Bill 1607 requires the prevention of gender-based discrimination of business establishments. A full notice is available in English or other languages by going to: https://www.doa.ca.gov/publications/</small>			
TO BE POSTED IN A CONSPICUOUS PLACE		THIS IS YOUR LICENSE • NOT TRANSFERABLE	



CALIFORNIA DEPARTMENT OF PESTICIDE REGULATION

1001 I STREET
SACRAMENTO, CALIFORNIA 95814

ISSUED: April 16, 2024
EXPIRES: December 31, 2024

**Pest Control Business - Main
LICENSE**

LICENSE NO. 46659

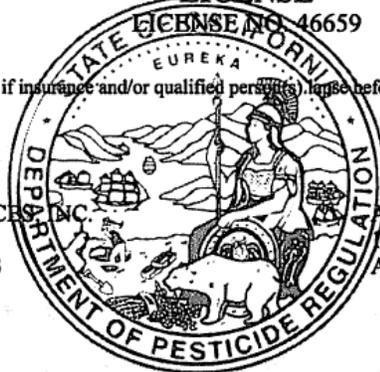
Invalid if insurance and/or qualified persons lapse before expiration date.

Mailing Address:

AMERICAN LADY VETS SERVICES, INC.
1714 RIO GRANDE WAY
AMERICAN CANYON, CA 94503

Business Location

AMERICAN LADY VETS SERVICES, INC.
714 RIO GRANDE WAY
AMERICAN CANYON, CA 94503



POST THIS LICENSE PROMINENTLY IN PUBLIC VIEW
THIS LICENSE IS NOT TRANSFERABLE - ANY CHANGE IN OWNERSHIP REQUIRES A NEW LICENSE



**DEPARTMENT OF PESTICIDE REGULATION
LICENSING/CERTIFICATION PROGRAM**



QAL

QUALIFIED APPLICATOR LICENSE

LICENSE #: 162751

EXPIRES: 12/31/2025

Categories: F

Issued: 2/28/2024

RENE SANDOVAL

1005 W DUARTE RD APT 14
ARCADIA, CA 91007



This License must be shown to any representative of the Director or
Commissioner upon request.

Cost Proposal – “CITY OF LAKE ELSINORE LAKE MAINTENANCE

Final Audit Report

2024-07-01

Created:	2024-07-01
By:	Ruth Lainez-Blanco (ruth@alvservicesinc.com)
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"Cost Proposal – “CITY OF LAKE ELSINORE LAKE MAINTENANCE" History

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