



ESTATE MANAGEMENT SERVICES, Inc.

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February 8, 2017

Watts Bar Lake Association
P.O. Box 956
Spring City, Tn. 37381

Re: Lake Weed Control

I am sending you this letter to introduce myself and Estate Management Services. We are a lake and pond management company specializing in aquatic weed control. We do contracts for homeowners and associations on Lake Chickamauga and Lake Guntersville in hydrilla control. Hydrilla is a major problem on our waterways. Estate Management Services separates itself from other companies with our unique maintenance plan. Our maintenance plan offers **12 site visits for the growing season. (April-October). You will get two (2) visits per month May-September, and one (1) visit in April and October.** We do not wait for the hydrilla to top out and become a problem. We start treating once we pull anything up from the bottom with a rake. We also use a 16ft. skiff with two (2) 8t. weighted drop hoses. This allows the herbicide to contact the hydrilla directly for better results. Using a skiff allows us to get the hoses under walkways and behind docks.

Estate Management Services, Inc., (EMS) is a full-service waterbody maintenance and management company. We handle lakes, ponds, creeks, wetlands, drainage canals, retention ponds, etc..., and offer a wide range of maintenance (including dredging and aquatic plant control), repair, construction and management of these properties/features. We also install and maintain fountains and aerators and can perform fish surveys, fish stocking and management. EMS carries liability insurance for \$1 million and provides all of the equipment necessary for the services that we offer.

EMS was founded in 1994 by John Crabb, its president, and is based in Brunswick, Georgia. In its' 21-year history, EMS has grown, largely through word-of-mouth, from being a one-man operation into a company having nearly 60 employees. It has expanded along the Atlantic coast and westward into the heart of the southeastern United States and is licensed to do business

under a commercial contractor's license in aquatics by nine states. EMS operates from offices in Brunswick, GA, Jacksonville, FL, Bluffton, SC, Myrtle Beach, SC, Wilmington, NC, Springfield, MO, Branson, MO, Scottsboro, AL, and our newest office in Orlando, FL.

We also have approximately 120 commercial and residential clients on Lake Guntersville, a 66,000 acre TVA-created lake in Alabama and approximately 75 commercial and residential clients on Lake Chickamauga. We have a great deal of education, training, experience and equipment available to bring to bear on just about any water-related problem that might be encountered.

Finally, I invite you to visit our website, **www.a2zponds.com**, for more information on our company's history and the wide range of services that we offer. You'll see that we might be new to your area but we are NOT new to the industry!

Please contact me, by phone or email, to discuss how EMS might be able to fit a particular need that you have, either on a regularly-scheduled maintenance basis, such as weed control in a pond or lake, or to address a one-time issue such as to repair a leak or to install a fountain. Once we've discussed the issue, a written proposal will be provided, at no cost or obligation, for your review. If you then wish to proceed with the service, a contract will be provided.

All necessary NPDES permitting and record-keeping for the site will be handled by EMS.

We would welcome the opportunity to meet with you and/or your group in person. We will be able to answer most of your questions and discuss just how we can meet your expectations for effective lake weed control. Please contact me to schedule a visit. There is, of course, no cost and no obligation! We look forward to speaking with you soon. I'm sure that you will be pleased with what you hear!

Sincerely,

Michael Cassidy
Aquatics Specialist
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