

**EXHIBIT 18-B**

**Stephanie Kister**

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**From:** Andrew Tope <andrew@topestreeservice.com>  
**Sent:** Monday, March 14, 2022 4:16 PM  
**To:** Joseph L Dimaggio  
**Cc:** Stephanie Kister  
**Subject:** Re: Water Saving Groundcover Offer -

Joe, The mulch is made up from recycled green waste from our tree service, all locally sourced... I'd say about 95% of the material is Monterey pine and Monterey Cypress. The materials ground up twice through an inch and a half size screen.

Andrew Tope  
Topes Tree Service Inc.  
831-238-3655

On Mar 14, 2022, at 9:05 AM, Joseph L Dimaggio <Joe.DiMaggio@amwater.com> wrote:

Andrew, we are leaning on the natural much only.

Can you please tell us the source of the mulch? Whats inside the mulch, tree trimming etc.

Thanks Joe

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**From:** Andrew Tope <andrew@topestreeservice.com>  
**Sent:** Friday, March 4, 2022 10:17 AM  
**To:** Joseph L Dimaggio <Joe.DiMaggio@amwater.com>  
**Cc:** Andy Falconer <andy@topesgardencenter.com>; Stephanie Kister <skister@mpwmd.net>; Bob Costa <pacwater@sbcglobal.net>; Andy Tope <andy@topestreeservice.com>  
**Subject:** Re: Water Saving Groundcover Offer -

**EXTERNAL EMAIL: The Actual Sender of this email is [andrew@topestreeservice.com](mailto:andrew@topestreeservice.com) "Think before you click!".**

Hi Joe,

We can offer Cal Am our natural mulch @ \$15 per yard plus tax, you guys pick how many yards you would like to buy for your customers. Then you could promote to your customers that you will provide x amount of free wood chips... as the customers come in we will keep a tally of the yardage and bill you, setting a budget not to exceed. Each additional yardage the customer wants to purchase over the amount cal am will provide will be discounted to \$25 per yard. This will be by far the most cost effective and we will get the most square footage coverage which would equal the most water savings.

Additionally we can offer the same promotion with the colored mulches (chocolate, mahogany, black, red) @ \$30 per yard ...Each additional yardage the customer wants to purchase over the amount cal am will provide will be discounted to \$35 per yard.

The coupon will also give a 10% discount on our Nursery's plants and synthetic turfs.

Thanks, look forward to hearing your thoughts. I agree getting this going before our Earth Day event in April would be huge.

Andrew Tope  
Topes Tree Service Inc.  
831-238-3655

On Mar 2, 2022, at 11:12 AM, Joseph L Dimaggio <[Joe.DiMaggio@amwater.com](mailto:Joe.DiMaggio@amwater.com)> wrote:

Hi Andrew,

It was a pleasure meeting you last week and planning our event.

How is the proposal coming along?

Is there any way you can also do a reduction in the delivery charge to entice customers?>

Looking forward to hearing from you soon.

Just as you stated, hoping we can get this through for Earth Day.

Thanks Joe

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**From:** Andrew Tope <[andrew@topestreeservice.com](mailto:andrew@topestreeservice.com)>  
**Sent:** Wednesday, February 2, 2022 9:00 AM  
**To:** Joseph L Dimaggio <[Joe.DiMaggio@amwater.com](mailto:Joe.DiMaggio@amwater.com)>  
**Cc:** Andy Falconer <[andy@topesgardencenter.com](mailto:andy@topesgardencenter.com)>; Stephanie Kister <[skister@mpwmd.net](mailto:skister@mpwmd.net)>  
**Subject:** Re: Water Saving Groundcover Offer - Nothing attached

**EXTERNAL EMAIL:** The Actual Sender of this email is [andrew@topestreeservice.com](mailto:andrew@topestreeservice.com) "Think before you click!"

Sounds great, I personally would really try to push are natural mulch. It's a great value price wise and it has good water holding capacity with its size.

Andrew Tope  
Topes Tree Service Inc.  
831-238-3655

SKU	Description	UOM	Price	Aggregate Price Sheet
004	3/4"x1/2" batched	Ton	\$ 49.00	<b>Working Class</b>
008	1/2" batched	Ton	\$ 55.00	
1002990	Batched mix	Ton	\$ 62.50	
345	*Lightweight Agg	Ton	\$ 195.50	*Check for Availability Call 831-392-3750
033A	Recycled Base Rock	Ton	\$ 31.50	
060	Concrete Sand (Gray)	Ton	\$ 59.00	
649	Oly Washed Fine Sand	Ton	\$ 85.00	
303	#2 Coarse	Ton	\$ 85.00	
271	Utility Trench Sand	Ton	\$ 52.00	
011	1/4"x10 Granite (Roofing)	Ton	\$ 64.00	<b>Prices as of 03/14/2022</b>
024	Drain Rock 3/4"	Ton	\$ 55.00	<b>Prices Subject to change!</b>
022	Drain Rock 1-1/2"	Ton	\$ 55.00	<b>Prices Subject to change!</b>
254	Round Rock 3/4"	Ton	\$ 52.00	
374	Pea Gravel 3/8"	Ton	\$ 53.00	
033	Base Rock Class 2	Ton	\$ 49.00	
131	Cold mix	Ton	\$ 199.00	
1016398	Calif Gold 1/4"	Ton	\$ 82.00	<b>Decorative Rocks</b>
1000945	Calif Gold 3/4"	Ton	\$ 75.00	
1000944	Calif Gold 3/8"	Ton	\$ 75.00	
1005362	Cobbles 1 1/2"	Ton	\$ 166.00	
1000950	Cobbles 2-4"	Ton	\$ 166.00	
1000951	Cobbles 4-8"	Ton	\$ 166.00	
1004103	Coral Sea 1/2"	Ton	\$ 580.00	You may go to <a href="http://www.graniterock.com">www.graniterock.com</a>
610	Decomposed Granite	Ton	\$ 75.00	to use our online Calculator
1000937	Desert Amber 3/4"	Ton	\$ 155.00	to compute quantities needed!
1017045	Mex Pebble La Paz 1/8-1/4	Ton	\$ 363.00	
1017038	Mex Pebble La Paz 1/4-1/2	Ton	\$ 363.00	
1018325	Multi Colored Cobble	Ton	\$ 402.00	
1000954	Pixi/Pami 3/8"	Ton	\$ 600.00	
1000955	Pixi/Pami 3/4"	Ton	\$ 600.00	
1008125	Pixi/Pami Cobble	Ton	\$ 417.00	

1000934	Yuba Quartz 3/8"	Ton	\$ 116.00	
1000933	Yuba Quartz 3/4"	Ton	\$ 116.00	
1015719	Cedar Chips (Premium)	Cu Yd	\$ 60.00	Ground Covers & Soils
1000949	Fir Small Deco Bark	Cu Yd	\$ 85.00	
1000967	Gorilla Hair	Cu Yd	\$ 53.00	
1000964	Fir Walk on bark	Cu Yd	\$ 65.00	
1420420	Happy Mix	Cu Yd	\$ 85.00	Sold by yard only
1022840	Organic Compost	Ton	\$ 85.00	Sold by the TON
1018264	50/50 Blend	Ton	\$ 99.00	Sold by the TON (50%Soil&50%Org.Compost)
1019005	Beach Lava Stone 1/2-1" 50#	Sack	\$ 71.00	Sacked Products
1017824	Beach Lava Stone 1-2" 50#	Sack	\$ 71.00	
1017825	Beach Lava Stone 2-4" 50#	Sack	\$ 71.00	
1014802	La Paz 3/8 - 5/8" 75#	Sack	\$15	
1015024	Mexican Pebble Blk 1/2-1" 75#	Sack	\$ 17.85	0
1010455	Mexican Pebble Blk 1-2" 75#	Sack	\$ 17.85	
1010457	Mexican Pebble Blk 2-3" 75#	Sack	\$ 17.85	
1015025	Mexican Pebble Blk 3-5" 75#	Sack	\$ 15.00	
1000652	Granitepatch 50#	Sack	\$ 15.30	
Revised as of 03/14/2022				

## HANA GARDENS - DEL REY OAKS

901 Angelus Way Del Rey Oaks, CA 93940

831-920-1231

www.hanagardens.com

### Delivery Information

**No minimum - Please schedule 2 days in advance.**

Standard Dump Truck - 20 CYD bark, 5 tons rock.

Transfer Truck - 23 tons rock.

### Delivery Rates

**Loads greater than 5 tons are priced at an hourly rate.**

Del Rey Oaks, Seaside	\$55
Monterey, Pasadera, York Rd, Marina, PG	\$90
Carmel, Pebble Beach, Salinas, Corral de Tierra	\$105
Carmel Valley to CV Village	\$130 min
Past CV Village, Santa Lucia Preserve, Big Sur, Hollister	Hourly Rate

**Hourly rate as follows: Standard dump \$95/hr, Transfer \$130/hr**

Bulk material sold in self-serve quantities are priced as follows. We provide the bags, you fill them!

### 1 BAG = 33 Gal. Heavy Duty Contractor Bag

### 1 SACK = 0.5 CF Poly Sand Bag

Bark	Bag Price	CYD Price	Gravel, Sand, & Aggregates	Sack Price	Ton Price
Mini Bark, 1/8"-3/8"	\$15.99	\$77	1/4" California Gold Gravel	\$6.49	\$75.00
Small Bark, 1/4"-3/4"	\$15.99	\$77	3/8" California Gold Gravel	\$6.49	\$75.00
Medium Bark, 3/4"-1.5"	\$15.99	\$77	3/4" California Gold Rock	\$6.49	\$75.00
Walk On Bark	\$14.99	\$60	DG	\$5.49	\$75.00
Cedar Woodchips	\$13.99	\$58	3/8" Hollister Pea Gravel	\$4.99	\$53.00
Mahogany Woodchips	\$11.99	\$46	3/4" Hollister Rock	\$4.99	\$53.00
Gorilla Hair	\$10.99	\$42	River Cobbles	\$7.49	\$199.00
Redwood Sawdust	\$9.99	\$40			
Soil	1/2 Bag Price	CYD Price	3/4" Crushed Drain Rock	\$4.99	\$58.00
Organic Compost	\$5.49	\$43	Recycled Base Rock Class II	\$3.49	\$32.00
Topsoil	\$7.49	\$57	Granite Dust	\$4.99	\$59.00
Premium Planting Mix	\$8.00	\$65			
Happy Hippie Potting Mix	\$10.99	\$98			
Rock	LB Price	Ton Price	Flagstone	LB Price	Ton Price
Baja Cresta Stone	\$0.32	\$330	Antique Brown	\$0.41	\$754.00
Carmel Ledge Stone	\$0.40	\$640	Autumn Gold Quartzite	\$0.41	\$765.00
Old Mission Cobbles	\$0.28	\$280	Bluestone	\$0.53	\$895.00
Grey Cobbles	\$0.28	\$280	Buckskin Quartzite	\$0.45	\$695.00
Holle Fieldstone	\$0.28	\$280	Cherokee Red Sandstone	\$0.34	\$625.00
Mexican Beach Pebbles	\$0.34	\$380	Classic Oak Sandstone	\$0.34	\$625.00
Mountain Gate Boulders	\$0.34	\$380	Fish Creek Brown Quartzite	\$0.41	\$695.00
Mule Creek Rock	\$0.38	\$380	French Vanilla	\$0.39	\$665.00
Napa Stone	\$0.34	\$380	Pink Oak Sandstone	\$0.34	\$625.00
Paskenta Blue Stone	\$0.34	\$380	Storm Mountain Quartzite	\$0.39	\$665.00
Sierra Granite Boulders	\$0.38	\$380			
Sonoma Fieldstone	\$0.15	\$150			
Bagged Products	Size	Price			
#16 Kiln Dry Silica Sand	100 LB	\$12.79			
#30 Mesh Silica Sand	100 LB	\$6.49			
Erosion Control Sand	50 LB	\$3.99			
Concrete Mix	60 LB	\$4.69			
Fence Post Mix	60 LB	\$3.25			
Portland Cement Mix	47 LB	\$6.99			
Cold Patch Asphalt	60 LB	\$18.79			

We reserve the right to change or modify pricing at any time. Material availability subject to stock on hand

Revised 03/15/22