



CAPABILITY STATEMENT



- ❖ CELINE DONG
- ❖ C (281) 235-6626
- ❖ JASON JANABI
- ❖ C (713) 979-7043
- ❖ Email: crosstates@csl1.net
- ❖ W: www.crosstateslandscape.com

CROSS STATES LANDSCAPE, LLC

EXECUTIVE SUMMARY

Cross States Landscape, LLC is a 51% minority, woman-owned, disadvantaged small landscaping business established in February 2019 (former name was JH Landscaping, LLC). Executive management of the company is provided by both owners who have strong backgrounds as business owners and managers.

Celine Dong's (51% owner) background: A Vietnamese woman minority co-owner who had 14 years' experience as a president who managed a local medical supplies and equipment company. As the main leader of the company, Celine provided oversight for all departments including marketing, human resources, billing, accounting, ordering and customer service to ensure all departments followed as smooth as possible; as well as to keep clients satisfied with the service and all employees are happy with their jobs.

Jason Janabi's (49% owner) background: Project manager and consultant for a construction company in Iraq for over 16 years. His skills include planning, budgeting, estimating time and effort, monitoring, and reporting on projects. He also makes sure the scope of the project is above board, reporting regularly on the progress of the project and making sure it is staying on the approved schedule.

SERVICES

Lawn Care & Landscaping | Tree & Shrubs Removal | Tree & Shrubs Trimming | Flower Beds | Retainer Walls Removal | Pressure Washing | Land Clearance | Aerating | Debris Removal | Installation of Sod, Mulch, Fertilizer, Gravels, Rocks, Boulders, etc.

CERTIFICATIONS

CERTIFICATIONS: DBE, SBE, MBE, WBE, Metro SBE, HUB
NAICS Codes: 561730 Landscaping Services
DUNS/UEI: 0000
CAGE CODE: 0000

DIFFERENTIATORS

- Our strength: Both owners were raised by well-grounded families who understood that passion, hard work, determination, dedication, commitment, and consideration are the keys to success.
 - * We understand the integrity and responsibility of running a business.
 - We understand that the value of high-quality, and honorable work is the back bone and a strong foundation for our growth. Both owners provide hands on management of each project and are very active with labor.
 - We have a knack for problem solving and work well independently.
 - We are detail-oriented, creative, and proficient at keeping crews on schedule and working efficiently.
 - We strongly focus on customer's satisfaction by providing quality work, getting the project done on time, if not prior to the assigned completion date. Listening to what our customers' need and advice what's best suitable for your situation is our priority.
 - Our weakness: We are small company that is still striving to work hard to prove ourselves, to grow to be on the map to contribute to the community and be a part of landscape beauty mother nature give to us.

PAST PERFORMANCE

- ❖ Harris County: land clearance: underbrush approximately 200 trees; picked up and hauled away large trash (i.e., used mattresses, shopping carts, paint, trash, homeless' belongings, etc.; disposed of used tires of all sizes; blew and swept the road, remove retainer walls, trees, etc.
- ❖ Bayou Bend Tower: landscape, flower beds, tree service, maint. etc.
- ❖ Houston HOAs: maintenance, mulch, etc.
- ❖ U.S. Coast Guard: maintenance



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Jason Janabi (713) 979-7043
 E: crosstates@csl1.net
 W: www.crosstateslandscape.com
 Houston, Texas