

VENDOR CAPABILITIES PACKET

Falcon Community Partners

A fundraising program operated by Falcon Pest Control. This document provides the documentation, compliance posture, and partnership structure required for districts, boards, and community organizations to evaluate the Falcon Community Partners revenue-share partnership.

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Operating Entity	Mountain Supply LLC dba Falcon Pest Control
Address	1648 Man O War Dr, Bluffdale, UT 84065
Phone	(385) 412-9660
Email	partners@falconcommunitypartners.com
Operating Company Website	myfalconpest.com
Fundraising Program Website	falconcommunitypartners.com
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This document is provided for vendor evaluation purposes. Information current as of the document version date above. Updated documentation, current Certificate of Insurance, and references available on request.

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1. EXECUTIVE SUMMARY

Falcon Community Partners is a fundraising program operated by Falcon Pest Control (Mountain Supply LLC), a Utah-licensed commercial pest management company led by a Board Certified Entomologist. The program provides community organizations — including school athletic and academic programs, booster clubs, HOAs, religious youth groups, and 501(c)(3) nonprofits — with a recurring, low-friction fundraising mechanism that operates entirely outside of school property and school time.

Under the partnership, Falcon remits 20% of monthly subscription revenue from any customer who enrolls via the organization's unique referral code. Payments continue for the full duration of the customer's subscription. There is no cost to the receiving organization, no required student or member participation, no in-school solicitation, and no collection of personal information from minors.

Falcon commits to an 18-month minimum term on its side. The receiving organization may withdraw at any time with 30 days' written notice without penalty. In the event of withdrawal, customers enrolled via the organization's code continue to generate revenue share for 12 months following termination — protecting families who enrolled in good faith from being penalized by program changes.

This document provides the documentation, compliance posture, and operational details required by district vendor approval processes, booster club bylaws review, HOA board approval procedures, and standard nonprofit partnership due diligence.

Two Websites — What's What

Falcon operates two distinct web properties, and administrators reviewing this partnership should know the difference:

- myfalconpest.com is the operating company website for Falcon Pest Control. This is where families learn about the underlying pest control service, see service plans, and review the company's pest management practices. It is the front door of the actual business that performs the work.
- falconcommunitypartners.com is the fundraising program website. This is the dedicated landing page for organizations participating in the revenue-share program, the location of organization-specific enrollment codes, and the public page where families enroll under their organization's code.

The two websites are deliberately separate so that organizations promoting the fundraising program do so via a fundraising-focused URL, while the operating pest control business maintains its own identity. Both sites are owned and operated by Mountain Supply LLC (dba Falcon Pest Control).

2. VENDOR PROFILE & IDENTITY

Operating Entity

Legal Name	Mountain Supply LLC
Doing Business As	Falcon Pest Control
Entity Type	Limited Liability Company (LLC)
State of Formation	Utah
Utah Entity Number	9610399
Date of Formation	November 24, 2015
EIN	47-5658768
Principal Place of Business	1648 Man O War Dr, Bluffdale, UT 84065
Phone	(385) 412-9660
Email	partners@falconcommunitypartners.com
Operating Company Website	myfalconpest.com
Fundraising Program Website	falconcommunitypartners.com

Federal Contracting Identifiers

Mountain Supply LLC is registered for federal contracting and maintains an active SAM.gov registration:

UEI (Unique Entity ID)	S56FQCDGW6F3
CAGE Code	1SV48
SAM.gov Status	ACTIVE
Next SAM Renewal	April 8, 2027

Leadership

Falcon Pest Control is owner-operated by Trent Frazer, MS, BCE. Trent personally performs every service in the residential service area and is the sole operational principal of the company. There are no subcontractors. The person at the customer's door is the person whose name is on the truck.

Professional background:

- Board Certified Entomologist (BCE #B3413), Entomological Society of America — one of fewer than 500 BCEs worldwide and the only one in independent commercial practice in Utah.
- MS, Entomology, University of Florida (2015).
- 21+ years in commercial pest control: top-performing sales representative, Operations Supervisor, Regional Operations Manager (Texas, Salt Lake, Milwaukee, East Coast), Vice President of Operations, and Senior Director of Quality Assurance at a national pest control company.
- Falcon Pest Control was founded in 2026 on the principle that service quality, regulatory compliance, and customer outcomes must come before sales quotas.

3. LICENSURE & CREDENTIALS

Utah Department of Agriculture and Food (UDAF) Licensure

Commercial Pesticide Applicator License	#4001-16378
License Categories	Structural, Wood-Destroying Organisms (WDO), Lawn & Ornamental, Vertebrate
Commercial Pesticide Business License	#4000-000021793
License Expiration	December 31, 2028
Licensing Authority	Utah Department of Agriculture and Food (UDAF), Pesticide Program

Board Certification

The Board Certified Entomologist (BCE) certification is the highest professional credential available in the entomology profession in the United States. It is administered by the Entomological Society of America (ESA), the largest professional society of entomologists in the world. The BCE certification requires:

- A graduate degree (MS or PhD) in entomology or a closely related field.
- Demonstrated professional experience in the candidate's specialty area.
- Passing a comprehensive examination administered by the ESA Certification Board.
- Ongoing continuing-education requirements for renewal (3-year cycle).

Trent Frazer holds BCE #B3413 in the General Entomology certification area. The credential was originally awarded on April 28, 2025. The current renewal cycle ends in 2027.

4. INSURANCE COVERAGE

Falcon Pest Control maintains commercial insurance coverage across the categories required for commercial pest management operations and professional services. A current Certificate of Insurance naming the receiving organization as additional insured is available within 24 hours upon written request.

Insurance Broker of Record: Rory Duckworth, Kraft Lake Insurance, Bluffdale, Utah.

Current Coverage Summary

Coverage Type	Carrier	Policy Number	Status
Commercial General Liability	Kinsale Insurance Company	0100441323-0	Current
Excess / Umbrella Liability	Kinsale Insurance Company	0100443336-0	Current
Professional Liability (E&O)	Doe & Emuss / Lloyd's Syndicate 609	PPXDE2025021646	\$1M / \$1M
Commercial Auto	Farmers Insurance	607231318	Current

Specific coverage limits available on request via Certificate of Insurance. The Professional Liability (E&O) policy is bound through Lloyd's of London and covers professional advice and services rendered by the Board Certified Entomologist. Receiving organizations may request to be named as additional insured on the General Liability policy at no charge.

5. COMPLIANCE POSTURE

Utah School IPM Compliance

Falcon Pest Control's protocols are aligned with Utah Admin. Code R392-200-18 (Pest Management), the rule that governs pest management in Utah schools. Notably:

- The Falcon Community Partners fundraising program does NOT involve services performed on school property. The fundraiser is a community enrollment program in which families voluntarily enroll for residential pest control services at their own homes. No services are performed on, near, or as a function of school property as part of this program.
- If a school district separately contracts with Falcon Pest Control for school-property IPM services (a separate engagement, not part of Falcon Community Partners), that engagement is fully aligned with R392-200-18 and includes the parental notification, sensitive-site, and record-keeping requirements of the rule.

EPA & Product Disclosure

All pesticide products used by Falcon Pest Control are EPA-registered. Falcon operates under an Integrated Pest Management (IPM) philosophy: inspection and monitoring first, environmental and structural modification where possible, targeted application of the lowest-impact effective product only when necessary.

- All product labels and Safety Data Sheets (SDS) are available on request from any customer or partner organization.
- Falcon does not use Restricted-Use Pesticides (RUPs) in residential applications.
- Product selection prioritizes the lowest-toxicity effective option for the target pest and treatment site.

Service Documentation & Recordkeeping

Per Utah R68-7 (Utah Pesticide Control Rule), all services are documented within 24 hours and include:

- Date and time of service.
- Service address.
- Products applied (trade name, EPA registration number, application rate).
- Target pests addressed.
- Applicator license number.
- Any treatment-area observations or recommendations.

Records are retained for the period required by UDAF and are available for regulatory audit upon request.

Data Privacy & Information Handling

- Falcon does not collect, store, or process information from minors as part of the Community Partners program.
- Customer enrollment data (parent or adult name, billing address, payment information) is handled in Falcon's CRM, which uses Stripe for PCI-compliant payment processing.
- No student rosters, contact lists, or school-provided directories are accepted, used, or required by Falcon.
- Enrollment is voluntary, public, and initiated by the customer using the organization's referral code.

6. PARTNERSHIP LEGAL STRUCTURE

This section addresses the most common questions raised during district, board, and organizational due diligence for the Falcon Community Partners revenue-share partnership.

Q. Is this a percentage-of-revenue arrangement, a commission, or a donation?

A. It is a contractual revenue-share arrangement. Falcon Pest Control commits to remitting 20% of monthly subscription revenue from any customer who enrolls via the organization's unique referral code, for as long as that customer remains an active Falcon customer. Payments are made directly to the receiving organization's designated account on a monthly cadence. The arrangement is not structured as a charitable donation, and Falcon does not represent these payments as tax-deductible contributions.

Q. Who receives the funds?

A. The receiving entity is determined by the organization. Falcon defers to the school district, booster organization, HOA, church, or community group's preferred receiving entity. Funds can be paid to: (1) a school district account, (2) a 501(c)(3) booster club, (3) the school's athletic or club department account, (4) an HOA operating account, (5) a church or nonprofit operating account, or (6) any other designated entity provided by the organization. The receiving entity is locked in by signed partnership agreement before any funds are disbursed.

Q. Does this create a conflict of interest, kickback, or reportable expenditure?

A. No. The partnership is a marketing referral arrangement — Falcon compensates the program for referral activity (i.e., the group's promotion of the enrollment code to its members, families, and community). No payment is made to any individual employee, coach, advisor, or board member. All funds flow to the program or organizational entity designated by the receiving party. Districts that classify vendor referral programs under their vendor partnership policy can evaluate Falcon Community Partners under that policy framework.

Q. What are the tax implications for the receiving organization?

A. Falcon issues annual 1099 documentation to the receiving entity if total annual payments exceed federal reporting thresholds. The receiving entity's tax treatment (for example, 501(c)(3) handling) is the responsibility of that entity. Falcon recommends consulting your organization's legal or financial staff for tax-treatment confirmation. Falcon does not provide tax advice.

Q. What is the term and termination clause?

A. Falcon commits to an 18-month minimum term on its side. The receiving organization may withdraw at any time with 30 days' written notice without penalty. In the event of withdrawal, existing customers enrolled via the group's code continue to generate revenue share for 12 months following termination, after which those customers revert to standard Falcon billing without further disbursement. This protects families who enrolled in good faith from being penalized by partnership changes outside their control.

Q. Does Falcon solicit minors directly or use school or organizational assets to market?

A. No. Marketing materials are distributed only via channels the organization approves — booster newsletters, parent meetings, social media managed by the organization, HOA newsletters, church bulletins, or similar. There is no in-school solicitation. There is no direct

outreach to minors. There is no use of student or member contact information. Families enroll voluntarily on the public falconcommunitypartners.com website using the organization's referral code.

Q. How does Falcon handle customer cancellations, refunds, or service disputes?

A. All customer service issues — including cancellation requests, refund requests, and service disputes — are handled exclusively by Falcon Pest Control. The receiving organization is not involved in customer service operations and has no obligation related to individual customer relationships. The receiving organization's only responsibility is to permit Falcon to promote the program through agreed channels and to receive monthly disbursements.

Q. Is there a written partnership agreement?

A. Yes. Upon organizational approval, Falcon provides a written Partnership Agreement that documents: (a) the parties to the agreement, (b) the receiving entity designation, (c) the 20% revenue-share structure, (d) the term and termination provisions, (e) the marketing channels permitted, (f) the audit and reporting cadence, and (g) standard indemnification and liability terms. The Partnership Agreement is the controlling document for the relationship.

7. OPERATIONAL SAFEGUARDS

Falcon Pest Control's operating model and partnership structure include the following safeguards:

- All services are performed by Trent Frazer personally. There are no subcontractors, no temporary employees, and no rotating crews.
- Trent Frazer maintains a clean background record with UDAF as a licensed commercial applicator (license #4001-16378). Background information available on request for partner due diligence.
- Mountain Supply LLC is bonded under its commercial pest control business license.
- All Falcon services are documented within 24 hours per Utah regulatory requirements.
- Customer payment data is processed through Stripe, which is PCI DSS Level 1 compliant.
- The Falcon CRM enforces audit trails on all enrollment, billing, and partnership-disbursement events.
- Revenue-share reporting is generated per organization, per month, with line-item visibility into each enrolled family's contribution to the disbursement total.
- Customer cancellations and refunds are handled exclusively by Falcon, not by the receiving organization.
- Marketing materials provided to the receiving organization include a clear statement that Falcon Pest Control — not the receiving organization — is the service provider, and that customer service inquiries are directed to Falcon.

8. REFERENCES & REPORTING

Active References

The following partnerships and references are available. Direct contact information is provided to district or organizational evaluators upon written request, after the reference contact's permission has been confirmed.

- Riverton High School Track & Field — Active pilot partnership in Jordan School District. Athletic Director and program references available on request.
- Additional references from BCE consulting engagements, HOA pest management contracts, and government contracting work available on request.

Sample Monthly Statement

Each receiving organization receives a monthly statement showing:

- Count of active enrolled families attributable to the organization's referral code.
- Gross monthly subscription revenue from those families.
- 20% disbursement amount for the month.
- Cumulative disbursement total since the partnership inception.
- Disbursement date, method, and reference number.

A sample monthly statement (anonymized) is available for download on request, or as an attachment to the partnership agreement.

Annual Partnership Summary

At the end of each calendar year, Falcon provides each partner organization with an Annual Partnership Summary that includes:

- Total revenue generated for the program during the calendar year.
- Count of families enrolled, retained, and lost during the year.
- Forward-looking estimate of annualized run-rate revenue based on the active customer base.
- 1099 documentation if total annual payments exceeded federal reporting thresholds.

9. APPROVAL PATHWAY

Districts and organizations typically follow a three-step approval pathway for the Falcon Community Partners partnership:

Step 1 — Review

Designated approver reviews this Vendor Capabilities Packet and circulates to district legal counsel, business administrator, board, or other internal stakeholders as required by the organization's vendor approval policy.

Step 2 — Brief

Falcon offers a 20-minute administrator briefing for designated approvers. The briefing addresses organization-specific questions, walks through the Partnership Agreement, and reviews references. To schedule a briefing, email partners@falconcommunitypartners.com or call (385) 412-9660.

Step 3 — Approve & Launch

On organizational approval, Falcon provides:

- Signed Partnership Agreement (countersigned within 24 hours of receipt).
- Certificate of Insurance naming the receiving entity as additional insured.
- The organization's unique referral code and dedicated enrollment URL.
- Co-branded marketing assets for use in the organization's approved communication channels.
- First reporting cycle begins on the first calendar day of the following month.

Standard launch timeline from approval to live enrollment is 5 business days.

10. CONTACT

For all questions, document requests, references, and partnership initiation:

Primary Contact	Trent Frazer, MS, BCE
Title	Founder & Principal, Falcon Pest Control
Phone (direct)	(385) 412-9660
Email	partners@falconcommunitypartners.com
Operating Company Website	myfalconpest.com
Fundraising Program Website	falconcommunitypartners.com
Mailing Address	Mountain Supply LLC, 1648 Man O War Dr, Bluffdale, UT 84065

Science drives the service. Not sales.

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