



File#: 12600434

Opening Date: 03/24/2026

Procurement Evaluation FormProcurement Title: RC RFP for Landscape Maintenance Services 30/60/90 Day – West AreaAdvertisement Date: 2/6/2026Opening Date: 3/24/2026Bid/Proposal Expiration Date: 7/22/2026Number of Building Exchanges Notified: 5Number of prospective bidders/proposers: 13

Format of bids received: Electronic

	<u>Bidders/Proposers</u>	<u>Amount</u>
1	Brightview Landscape Services 5213 E Pine Ave Fresno, CA 93727	\$619,977.36
2	Briner & Son Inc. 8287 E Olive Ave Fresno, CA 93737	\$521,792.00
3	California Turf and Landscaping 9287 N Fowler Ave Clovis, CA 93619	\$461,803.48
4	EMTS, Inc. 2972 Larkin Ave Clovis, CA 93612	\$703,720.00
5	New Image Landscape Company 3250 Darby Common Fremont, CA 94539	\$2,719,235.76

Additional Information	Applicable	Not Applicable	Comments
Project Labor Agreement (PLA)	☐	☒	N/A
Local Preference	☐	☒	N/A
Non-Responsive Findings	☐	☒	N/A
Special Contract Terms (i.e., RC)	☒	☐	1-Year with optional nine (9) one (1)-year extensions
Min/Max Terms	☐	☒	N/A
DBE Requirements	☐	☒	N/A



File#: 12600434 Opening Date: 03/24/26

Request for Proposals Evaluation Committee Report

COMMITTEE MEMBERS:

CARLA GONZALEZ – Management Analyst II, Department of Public Works

ERIK LAFON – Project Manager – Department of Public Works

MARK RIVAS – Business Manager, Department of Public Works

MICHAEL FLORES – Landscape Maintenance Superintendent – Parks Department

SARAH LAMBETH – Project Manager – Planning & Development/Housing Production Division

STEVE TOLES – Superintendent, Department of Public Works

VINCENT PATLAN – Public Works Manager, Department of Public Works

FACILITATOR:

DYAN AYALA – Procurement Specialist, Purchasing Division/General Services Department

BACKGROUND:

The City of Fresno solicited proposals to provide necessary labor, equipment, and materials to perform landscape maintenance as specified.

The City advertised the RFP on Planet Bids on February 06, 2026.

There were 1008 proposers automatically notified by Planet Bids, 18 of which downloaded the RFP documents. At the conclusion of the RFP opening, 5 proposers submitted proposals as follows:

1. Brightview Landscape Services
2. Briner & Son Inc.
3. California Turf and Landscaping
4. EMTS, Inc.
5. New Image Landscape Company

SIGNIFICANT EVENTS:

RFP Release: February 06, 2026

Opening: March 24, 2026

Committee Evaluation: April 21, 2026 & May 06, 2026

Proposer Interviews: April 29, 2026 & April 30, 2026

Final Committee Selection: May 20, 2026



File#: 12600434 Opening Date: 03/24/26

EVALUATION CRITERIA AS LISTED IN THE RFP:

1. Cost as shown on the Cost Proposal Worksheet.
2. Ability to meet the stated service requirements.
3. Past Performance and Experience based on references and experience.
4. Conformance to the terms and conditions of the RFP.
5. Other related information.

EVALUATION COMMITTEE NOTES:

Brightview Landscape Services

Brightview Landscape Services submitted an initial cost proposal totaling \$640,349.18. They received high ranking scores from the Committee on their proposal and were invited to interview. During the interview, Brightview delivered exceptional responses and confirmed that, if selected, they would require no additional ramp-up time to begin services. They have demonstrated a consistent and reliable performance record on previous City landscape maintenance contracts and have maintained strong communication with City staff throughout those engagements.

Following the interviews, the Committee decided to request Best and Final Offers (BAFOs) from the top three finalists. Brightview agreed and submitted a BAFO in the amount of \$617,977.36. Among the three finalists, Brightview's BAFO represented the 2nd highest overall cost. Based on the final pricing, Brightview Landscape Services was not selected for award.

Briner & Son Inc.

Briner & Son Inc. submitted an initial cost proposal totaling \$527,516.00. Their written proposal received top ranking scores from the Evaluation Committee, and they were subsequently invited to participate in the interview phase. During the interview, the Committee was highly impressed with Briner & Son's clear and concise responses, which demonstrated a strong understanding of the project requirements and expectations.

Briner & Son reported that their response times for addressing service issues are typically almost immediate, reflecting a high level of operational readiness and customer service. They also confirmed that no ramp-up period would be required to begin services if selected, indicating their ability to mobilize resources without delay. The proposer has a documented history of exceptional past performance on previous City landscape maintenance contracts and possesses demonstrated experience with prevailing wage compliance and the submission of certified payroll, reinforcing their reliability and adherence to regulatory standards.

Following the interview process, Briner & Son Inc. was invited to submit a Best and Final Offer (BAFO). They agreed and submitted a revised proposal totaling \$521,792.00. Among the three finalists, Briner & Son received high overall rankings and submitted the lowest cost proposal.



File#: 12600434 Opening Date: 03/24/26

California Turf and Landscaping

California Turf and Landscaping submitted the lowest-cost proposal at \$461,803.48; however, several issues affected the overall assessment of their submission. Their proposal relied on the vendor's own contract terms rather than conforming to the requirements outlined in the RFP, raising initial concerns about contractual alignment. Although they were invited to participate in an interview, their discussion of prior work with other municipalities lacked specificity and did not demonstrate a clear depth of relevant experience. Additionally, they reported the longest response times among all proposers, and their proposed ramp-up schedule appeared unrealistic given the project's scope and operational needs. Following completion of all interviews, California Turf and Landscaping was not advanced to subsequent evaluation rounds.

EMTS, Inc.

Elite Maintenance & Tree Service (EMTS) was selected to participate in the interview phase for further evaluation. EMTS currently maintains City-owned landscape areas and has demonstrated the capability to successfully perform the full scope of work required under this contract. The proposer has an established record of delivering excellent landscape maintenance services along the Veterans Boulevard Interchange and Corridor, underscoring their ability to manage high-visibility public spaces with consistency and quality.

Following the interview process, they were among the 3 finalists. EMTS was invited to submit a Best and Final Offer (BAFO). After consideration, EMTS determined they had made the best offer to the City and elected not to submit a BAFO. They requested to remain under consideration based on their initial cost proposal of \$703,720.00, which represented the highest overall cost among the finalists. Based on final pricing in combination with the Committee's rankings, they were not selected for award.

New Image Landscape Company

New Image Landscape Company submitted a cost proposal price that far exceeds the City's budget for this contract at a cost of \$2,719,235.76. The proposal lacked sufficient staffing information. A deficiency letter was issued to the proposer requesting the required \$1,000 proposal deposit and clarification of the amounts calculated on the cost proposal page. A response addressing the deficiency letter was not received. They were not included in any additional rounds of evaluation.

SUMMARY RECOMMENDATION

The committee unanimously agreed that Briner & Son Inc. offers the best value and fit for the City. Briner & Son received top ranking scores during the evaluation phase, reflecting a clear understanding of the project scope, expectations and technical requirements. Their proposal offers the optimal balance of cost efficiency, proven capability, and operational reliability, making them the most advantageous proposer for contract award.

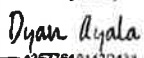
Therefore, the committee recommends awarding Briner & Son Inc. a one (1)-year contract with nine (9) optional one (1)-year extensions, in an amount not to exceed \$521,792.00 per year for 30/60/90-Day Landscape Maintenance Services for West Area as outlined in the RFP.

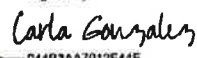


File#: 12600434 Opening Date: 03/24/26

Evaluation Committee Sign-Off

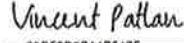
The following Evaluation Committee members have read the enclosed report and concur with the findings as written:

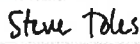
Signed by:

Dyan Ayala
Procurement Specialist
Purchasing Division/General Services Department

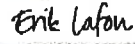
Signed by:

Carla Gonzalez
Management Analyst II
Department of Public Works

Signed by:

Mark Rivas
Business Manager
Department of Public Works

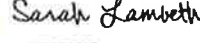
Signed by:

Vincent Patlan
Public Works Manager
Department of Public Works

Signed by:

Steve Toles
Superintendent
Department of Public Works

Signed by:

Erik Lafon
Project Manager
Department of Public Works

Signed by:

Michael Flores
Landscape Maintenance Superintendent
PARCS Department

Signed by:

Sarah Lambeth
Project Manager
Planning & Development



File#: 12600434

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Department Recommendation
(To be completed by the Department)

Background

The Landscape Maintenance Division of Public Works submitted an RFP to seek proposers for thirty-, sixty-and ninety-day landscape maintenance services for all Community Facility Districts (CFDs) located west of Freeway 41. The division is responsible for maintaining the landscaping within these CFDs throughout the City as outlined in the RFP, and is committed to ensuring provided services that uphold the City's established landscape maintenance standards. Following the evaluation process, including interviews and a Best and Final Offer, Briner & Son, Inc. of Fresno, California was determined to provide the best value for the City.

☒ Award a contract as follows:

Bidder/Proposer	Award Amount
Briner & Son Inc.	\$521,792.00

☐ Reject all bids/proposals. (If electing to reject all, provide an explanation below.)

Anticipated Council Date: July 30, 2026



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Fiscal Impact Statement
(To be completed by the Department)

Indicate the **total fiscal impact** of the action requested, including operating and capital costs. Indicate costs for the current fiscal year and continuing costs in future years. Include all related costs.

Is the contract funded in the current year budget and/or through reallocation of existing Department resources:

☒ Yes ☐ No

If no, how will this item be funded? *(Provide an explanation below.)*

Is the action funded by a grant received by the City?

☐ Yes ☒ No

If yes, provide the following:

Additional Information	Comments
Grant Name	
Grantor name, granting agency, or office name (if any)	
Fiscal year of the funding award	
Date grant agreement was approved by Council	

Fiscal Impact Table:

Type	Current Year Estimate	Annual Continuing Costs Thereafter	Number of Years
Operating	\$521,792.00	\$4,696,128.00	1 + 9 = 10 years
Capital	N/A	N/A	
Total	\$521,792.00	\$4,696,128.00	\$5,217,920.00
Landscape Maintenance Services			



File#: 12600434

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Approvals

The signature below constitutes approval from the department head.

A handwritten signature in blue ink, appearing to read "B. Peralta", written over a horizontal line.

Department Head

6-29-26

Date

Assistant Director, Department of Public Works

Title

The signatures below constitute approval of the department recommendation.

DocuSigned by:

A handwritten signature in blue ink, appearing to read "Melissa Peralta", written over a horizontal line.

Purchasing Manager

7/6/2026

Date

For: General Services Department Director

07/10/2026

Date

For

A handwritten signature in blue ink, appearing to read "Nicholas D. Mascia", written over a horizontal line.

City Manager

07/10/2026

Date

NICHOLAS D. MASCIA