

**LISTING OF PROPOSERS**

**FOR: REQUEST FOR PROPOSALS FOR DESIGN, BUILD AND LEASE WITH OPTION TO PURCHASE PUBLIC SAFETY FLEET FACILITY**

RFP No. 3491  
RFP Opening: 11/15/16

<b><u>PROPOSERS</u></b> (In alphabetical order)	<b><u>Total Payments</u></b>	<b><u>Guaranteed Maximum Price</u></b>	
1. Geron Properties/Spadier Construction 116 E San Jose Fresno, CA 93710	Alt. 1 w/o Solar Alt. 2 with Solar	\$27,420,590.00 ✓ \$27,932,857.20 ✓	\$7,411,655.00 <i>C</i> \$7,726,475.00 <i>C</i>
2. Balterra Enterprises LP Dbas Summa Development Group 2025 N Gateway #101 Fresno, CA 93727	Alt. 1 w/o Solar Alt. 2 with Solar	Marks and 180 \$35,284,794.88 ✓ \$35,457,844.39 ✓	\$15,500,000.00 <i>C</i> \$15,600,000.00 <i>C</i>
3. Balterra Enterprises LP Dbas Summa Development Group 2025 N Gateway #101 Fresno, CA 93727	Alt. 1 w/o Solar Alt. 2 with Solar	Fruit \$34,938,695.85 ✓ \$35,111,745.37 ✓	\$15,500,000.00 <i>W</i> \$15,600,000.00 <i>C</i>

Each proposer has agreed to allow the City one hundred twenty (120) days from date proposals were opened to accept or reject their proposal.

**BACKGROUND OF PROJECT:**

The City of Fresno owns and operates a fleet of over 2,200 units. The City's fleet is comprised of a variety of light and heavy equipment, used by multiple departments including Police, Fire, Public Utilities, Public Works, Parks and others. The Fire Department currently maintains its equipment in a 5,000 square foot facility that is over 100 years old. This building is grossly undersized for the maintenance performed on the Department's fleet of over 72 apparatus, 57 light vehicles and a multitude of other equipment such as SCUBA gear, chainsaws, jaws of life, etc. The City's Police Department operates approximately 37 heavy vehicles and 715 pieces of light equipment.

As part of the FY 2017 budget process, the City made a decision to reorganize the maintenance of vehicles and equipment. A Public Safety Fleet Management division was created to consolidate the maintenance of nearly 900 pieces of Police and Fire department equipment. This will allow additional Fleet management resources to be focused on Fire and Police fleet. In conjunction with the restructure, staff intended to construct a new maintenance facility to maintain the Public Safety Fleet Fleet, providing a facility adequate for the growing needs of both Fire and Police departments.

Bid specifications were prepared for the project. A Notice Inviting Bids was published on November 21, 2016, and posted on the City's website. The specifications were distributed to 19 prospective bidders

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Bid specifications were prepared for the project. A Notice Inviting Bids was published on November 21, 2016, and posted on the City's website. The specifications were distributed to 19 prospective bidders and faxed to six Builder Exchanges. Three sealed bid proposals were received and publicly opened on January 16, 2016. The bid proposals ranged from \$7,411,655.00 to \$15,600,000.00. The lowest proposal price is 48% above the estimated cost. Staff therefore recommends that all proposals be rejected. City staff is currently researching more cost-effective alternatives that will meet the facility needs of the Public Safety Fleet.

**DEPARTMENT CONCLUSIONS AND RECOMMENDATION:**

Award a contract in the amount of \$ \_\_\_\_\_  
to \_\_\_\_\_  
in accordance with the Selection Committee recommendation.

Reject all proposals. Reason:

Remarks:

Department Head Approval

  
\_\_\_\_\_

Title Assistant Director

Date 3/22/17

Approve Dept. Recommendation     Approve    Finance/Purchasing  
Recommendation  
 Disapprove     Disapprove  
 See Attachment

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FINANCE DEPARTMENT

CITY MANAGER

  
\_\_\_\_\_  
Purchasing Manager                      Date      3-24-17

  
\_\_\_\_\_  
Finance Director                              Date      3/24/17

  
\_\_\_\_\_  
City Manager or Designee              Date      3/29/17