

LISTING OF PROPOSERS

FOR: REQUEST FOR PROPOSALS REQUIREMENTS CONTRACT FOR HIGHWAY LITTER CONTROL

RFP No. 9639
RFP Opening: 03/15/2022

<u>PROPOSERS</u> (In alphabetical order)	<u>TOTAL PROPOSAL AMOUNT</u>
1. Landscape Maintenance of America dba California Highway Adoption Co. 1731 Massachusetts Avenue Riverside, CA 92507	Section I \$218,496.00 Section II \$447,902.00 Section III \$865,956.00 Section IV \$696.00
2. Scrubcan Inc. 4140 N. Knoll Drive Fresno, CA 93722	Section I \$210,000.00 Section II \$419,354.00 Section III \$838,708.00 Section IV \$696.00

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

DEPARTMENT CONCLUSIONS AND RECOMMENDATION:

3. Award a contract in the amount of \$ 865,956.00 to Landscape Maintenance of America dba California Highway Adoption Co. in accordance with the Selection Committee recommendation.

Reject all proposals. Reason:

Remarks:

Specifications for this project were bid as a Request for Proposals (RFP). The Notice inviting proposals was advertised on February 18, 2022, in the Business Journal, Planet Bids, and on the City website. The City received two bid proposals by the opening date of March 15, 2022. The RFP process allows the City to award the contract based on best value for the City. The best value is determined by a panel of representatives preselected by the City. This panel was comprised of four highly qualified representatives from Caltrans, the City Code Enforcement team, and 3 from Public Works. The panel unanimously selected Landscape Maintenance of America dba California Highway Adoption Company due to the applicable experience on State Highways. The proximity to freeway traffic requires the highest level of safety experience. Landscape Maintenance of America dba California Highway Adoption Company has 27 years of Caltrans highway litter removal experience and has been the City contractor for the past 2 years. The committee established that the extensive experience and training history provided by Landscape Maintenance of America dba California Highway Adoption Company was very important in selecting a vendor. Caltrans and the City have been pleased with the safety performance and is pleased to confirm zero reports of safety incidents within these past two years.

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The City saw the best results across the 4 highways and a reduction in complaints when the highways were serviced weekly. \$ 865,956 is the amount for weekly service on all 4 highways. The RFP requested bids for different levels of service, this would allow flexibility to increase or decrease level of service based on the available funding. The levels are listed by sections and provide options for monthly, bi-weekly, weekly, and hot spot services and can be adjusted by freeway as needed. Services would be adjusted as funding became available, not to exceed the approved amount annually.

There is currently \$400,000 available in FY2023. This available funding crosses fiscal years with \$200,000 from Caltrans for FY2023 and unspent Caltrans funding from FY2022 being allocated into FY2023. At this time Caltrans has committed a minimum of \$200,000 annually for these services per the designated maintenance agreement and will remain so until such a day as the agreement is cancelled. Caltrans is also interested in providing additional funding as and if available. Fresno County Transportation Authority has also provided a total of \$200,000 dollars over the previous two years and is currently considering if funding will be available moving forward. Staff recommends that the City Council award a requirements contract in the amount of \$ 865,956 for a one year contract with an option for four one-year extensions for Highway Litter Removal, and to authorize the selection of services from all sections within the bid proposal, and a contingency amount not to exceed 20%.

Department Head Approval

[Signature]
Title Public Works Director
Date 4-14-2022

Approve Dept. Recommendation

Approve Finance/Purchasing Recommendation

Disapprove

Disapprove

See Attachment

FINANCE DEPARTMENT

CITY MANAGER

[Signature] 04/14/2022
Purchasing Manager Date

[Signature] 4/19/22
City Manager or Designee Date

[Signature] 4/14/22
Finance Director Date

**REPORT FROM EVALUATION COMMITTEE
REQUEST FOR PROPOSAL FOR
Highway Litter 9636 RFP
(Committee Meetings held on 03-30-22, and 04-04-22)**

COMMITTEE MEMBERS:

- Brian Russell, Public Works Assistant Director, City of Fresno, DPW
- Vincent Patlan, Landscape Maintenance Manager, City of Fresno, DPW
- Jason Miao, Office Chief of Maintenance, Caltrans – District 6
- John Giannetta, Housing Program Supervisor, City Attorneys Department Anti Slum Enforcement Team City of Fresno
- Erika Pelayo-Lopez, Community Coordinator Landscape Division, City of Fresno, DPW

FACILITATOR:

- Sherri Cuadros, Procurement Specialist/Facilitator, City of Fresno, Finance Department - Purchasing

BACKGROUND

The goal of this Request for Proposal (RFP) was to solicit proposals to provide highway litter removal services on all four local highways within Fresno City limits. The RFP was intended to identify a qualified vendor to provide these services.

Proposals were submitted by the following two vendors according to the Request for Proposal March 15, 2022, deadline. There were three subsequent Questionnaires (Addendums) requested and responded to. The Committee then requested clarification from both vendors to which they responded and were evaluated by the committee.

COMMITTEE NOTES

The committee members evaluated the proposers on 1) Cost as shown on the proposal form, 2) Ability to meet the stated service requirements, 3) Past performance and experience based on references and confirmed experience, 4) Conformance to the terms and conditions of the RFP, 5) Financial Stability based on information provided, 6) Confirmation of being a Caltrans approved contractor for highway work, and 7) Other related information.

Landscape Maintenance of America dba California Highway Adoption Company.
(Total Bid Amount: \$1,533,050.00) – The quote includes 4 sections as requested in the RFP. The committee unanimously selected this vendor for the following reasons.

- **Local Presence** - Landscape Maintenance of America dba California Highway Adoption Company has a total of three local employees performing the duties of this agreement and when ramping up for increased services in the past has hired 100% local Fresno residents to perform the duties of this agreement.
- **Experience** - Landscape Maintenance of America dba California Highway Adoption Company has managed this contract for the previous 2 years with zero incidents reported of safety concerns. This vendor also has 27 years of confirmed Caltrans highway experience.

- **Familiarity with the City of Fresno and Caltrans** – Based on the RFP and follow up questionnaire, Landscape Maintenance of America dba California Highway Adoption Company to identify a substantial familiarity with the Caltrans process in addressing the homeless population and hazardous litter.

ScrubCan,, Inc. (Total Bid Amount: \$1,468,758.00) – The quote includes 4 sections as requested in the RFP. The consensus among the committee members was that while ScrubCan, Inc. provided the lowest quote (just over 4% lower), they do not have any highway experience for the following reasons.

- **Experience** - Caltrans was able to confirm that although they are a Caltrans approved contractor, they have performed office janitorial services and cleaning of rest stops but have not worked on an actual highway.

The safety of the laborers working on the contract and the public that travels our local highways is of the utmost importance. It is for that reason that the committee unanimously selected Landscape Maintenance of America dba California Highway Adoption Company as the most qualified option. The starkest contrasts between the two vendors were clearly experience and safety record. In each case, the clear advantage was Landscape Maintenance of America dba California Highway Adoption Company.

Summary Recommendation – After carefully reviewing both proposals and conducting proper follow-up, the committee unanimously voted to recommend Landscape Maintenance of America dba California Highway Adoption Company, it became clear that this vendor and the local employees represented best value for the City.