



File#: 9716 Opening Date: 03/10/2026

Procurement Evaluation Form

Procurement Title: Requirements Contract for Citywide Weekly Landscape Services (Airports & Public Utilities)

Procurement Type: Request for Proposals - Awarded to best value as determined by an Evaluation Committee

Advertisement Date: 2/11/2026

Opening Date: 3/10/2026

Bid/Proposal Expiration Date: 7/8/2026

Number of Building Exchanges Notified: 1

Number of prospective bidders/proposers: 1007

Format of bids received: Electronic

<u>Proposers</u>	<u>Amount</u>
BrightView Landscape Services, Inc. 5213 E Pine Ave Fresno, CA 93727	\$732,167.00
Briner & Son Inc. 8287 E Olive Ave Fresno, CA 93737	\$983,984.00
Elite Maintenance & Tree Service 2972 Larkin Ave Clovis, CA 93612	\$794,384.16
New Image Landscape Company 3250 Darby Common Fremont, CA 94539	\$2,801,840.00
PRIDE Industries One, Inc. 10030 Foothills Boulevard Roseville, CA 95747	\$1,000,810.72

Additional Information	Applicable	Not Applicable	Comments
Project Labor Agreement (PLA)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
Local Preference	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Local preference was considered during evaluation, and the recommended proposer is local.
Non-Responsive Findings	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
Special Contract Terms (i.e., RC)	<input checked="" type="checkbox"/>	<input type="checkbox"/>	1 year with five optional 1-year extensions
Min/Max Terms	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
DBE Requirements	<input type="checkbox"/>	<input checked="" type="checkbox"/>	

This evaluation is for landscape services for facilities maintained by the Airports Department and the Department of Public Utilities



Request for Proposals Evaluation Committee Report

COMMITTEE MEMBERS:

ALLISON COVEY – Division Manager, Fire Department

DAVE FURTADO – WW System Supervisor, Department of Public Utilities

DESIREE PERRY – Administrative Manager, Police Department

MARTIN WENDELS – Project Manager, Department of Public Utilities

ROBIN O'MALLEY – Facilities Manager, General Service Department

FACILITATOR:

SZARINA LOZANO – DBE Coordinator, Purchasing Division/General Services Department

BACKGROUND:

Landscape maintenance is an ongoing operational need requiring regular and specialized services, including turf management, irrigation, tree care, and weed abatement. This RFP primarily supports facilities funded through Enterprise Funds, including locations maintained by the Airports Department and Department of Public Utilities.

Due to the scope and technical nature of this work, the Purchasing Division has determined that a citywide requirements contract would benefit the City by improving service consistency, increasing operational efficiency and leveraging competitive pricing.

The City advertised the RFP on Planet Bids on February 11, 2026. There were 1,007 potential proposers automatically notified by Planet Bids, 8 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 and Sons Inc
3. EMTS, Inc
4. New Image Landscape Company
5. PRIDE Industries



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SIGNIFICANT EVENTS:

RFP Release: February 11, 2026

Opening: March 10, 2026

Committee Evaluation: March 31, 2026

Proposer Interviews: April 8, 2026, April 9, 2026, & April 16, 2026

Final Committee Selection: April 16, 2026

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 of the terms and conditions of the RFP
5. Other related information

EVALUATION COMMITTEE NOTES:

Brightview Landscape Services

Brightview Landscape Services (Brightview) was selected as a finalist and asked to interview for further evaluation. Brightview is a current provider of landscape services for various City facilities and has demonstrated strong responsiveness to additional service requests, openness to address challenges, and ability to continuously have open lines of communication with City staff within their existing contract. When evaluating past performance, the Committee noted consistent track record of reliability in their day-to-day operations.

Brightview stated they have sufficient staffing for services detailed in the scope of work. However, if it is determined that additional resources are needed, they are capable of positioning additional qualified personnel.

Brightview submitted their proposal with a cost of \$746,659 per year. This was the lowest cost proposal among the others received. During the interview process, Brightview staff assured the Committee that they evaluated the RFP and obtained additional feedback from expert staff to determine the best value. After the final committee meeting, a Best and Final Offer was requested from Brightview. As a result, they submitted a 2% reduction and a new annual cost of \$732,167.

Briner and Sons Inc

Briner and Sons Inc (Briner) currently provide landscape services for multiple City facilities. Briner was a finalist in the evaluation and was selected for an interview to help further determine their capabilities. The Committee recognizes Briner's ability to meet scheduled service requirements. However, when evaluating their proposal, it included cost inconsistencies and was less comprehensive in certain areas of the proposal.

During the interview, when asked how Briner would handle the workload if awarded both citywide RFP contracts, they stated they would give more responsibilities to employees. This staffing structure raised concerns regarding scalability and the ability to service all locations effectively.

Briner provided a cost proposal of \$983,984 per year.



EMTS Inc

Elite Maintenance & Tree Service (EMTS) was one of the three finalists chosen to interview for further evaluation. EMTS currently works at various City facilities. EMTS is capable of performing the scope of work. However, concerns were identified regarding proposal accuracy, performance consistency, and reporting procedures. EMTS has challenges with being proactive and missing opportunities that exist within the current contract. During the interview, they did mention that they have invested millions of dollars in new technology and infrastructure. It is unclear if the City has benefited from these upgrades in their current contracts.

EMTS Submitted a cost proposal of \$794,384.16 per year.

New Image Landscape Company

New Image Landscape Company (New Image) submission did not provide enough information for the Committee to confidently evaluate the firm's ability to meet contract requirements. New Image cost proposal was not competitive for routine municipal maintenance needs.

New Image had the highest proposal cost at \$2,801,840 per year. This amount is outside of the funding parameters and was not included in additional rounds of evaluation.

PRIDE Industries

PRIDE Industries (Pride) proposal included cost discrepancies and a history of contract terminations, which raised concerns regarding reliability and performance risk. Based on these factors, the Committee determined that Pride presents a higher level of risk compared to other proposers.

Pride submitted a cost proposal of \$1,050,810.72 per year. This amount is outside of the funding parameters and was not included in additional rounds of evaluation.

SUMMARY RECOMMENDATION

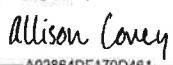
The committee unanimously agreed that Brightview Landscape Services offers the best value and fit for the City. Brightview demonstrated strong responsiveness, familiarity with City facilities, and the ability to provide flexible, consistent, ongoing maintenance services across multiple public locations. These factors were critical in the Committee's determination, given the importance of reliability and continuity of service.

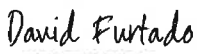
Therefore, the committee recommends awarding Brightview Landscape Services a 1-year contract in an amount not to exceed \$765,000 per year with 5 optional 1-year extensions for landscape services for facilities maintained by the Airports Department and the Department of Public Utilities. This amount includes a contingency for unforeseen maintenance needs.



Evaluation Committee Sign-Off

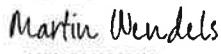
The following Evaluation Committee voting members have read the enclosed report and concur with the findings as written:

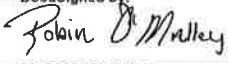
Signed by:

A028640F170D481...
Allison Covey
Division Manager
Fire Department

Signed by:

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Dave Furtado
WW Systems Supervisor
Department of Public Utilities

DocuSigned by:

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Desiree Perry
Administrative Manager
Police Department

Signed by:

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Martin Wendels
Project Manager
Department of Public Utilities

DocuSigned by:

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Robin O'Malley
Facilities Manager
General Services Department



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Department Recommendation

Background *(Explain the need for the procurement below.)*

The General Services Department, Purchasing Division, is responsible for administering the citywide agreements for landscape services. The RFP was developed to provide comprehensive and consistent landscape maintenance across City facilities maintained by the Airports Department and the Department of Public Utilities.

Award a contract as follows:

Bidder/Proposer	Award Amount
BrightView Landscape Services, Inc.	\$765,000.00 per year

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

Anticipated Council Date: 6/4/2026



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Fiscal Impact Statement

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	\$63,750.00	\$765,000.00	6
Capital	N/A	N/A	
Total	\$63,750.00	\$765,000.00	6
Landscape Maintenance Services			



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Approvals

The signature below constitutes approval from the department head.

<small>DocuSigned by:</small> <i>Brian Barr</i> <small>00007275871472</small>	5/1/2026
Department Head	Date
Director	
Title	

The signatures below constitute approval of the department recommendation.

<small>DocuSigned by:</small> <i>Melissa Perales</i> <small>CE4CF5K7B18D468</small>	4/30/2026
Purchasing Manager	Date

<small>DocuSigned by:</small> <i>Brian Barr</i> <small>88B1027657AD172</small>	5/1/2026
General Services Department Director	Date

	5/4/26
City Manager	Date