

**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:**

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

**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 contact 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 qualifies 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.