



File#: 12600433 Opening Date: 03/24/2026

Procurement Evaluation Form

Procurement Title: RC RFP for Landscape Maintenance Services 30/60/90 Day – East Area

Advertisement Date: 2/6/2026

Opening Date: 3/24/2026

Bid/Proposal Expiration Date: 7/22/2026

Number of Building Exchanges Notified: 2

Number of prospective bidders/proposers: 14

Format of bids received: Electronic

	<u>Bidders/Proposers</u>	<u>Amount</u>
1	Brightview Landscape Services 5213 E Pine Ave Fresno, CA 93727	\$831,923.32
2	Briner & Sons Inc. 8287 E Olive Ave Fresno, CA 93737	\$743,300.00
3	California Turf and Landscaping 9287 N Fowler Ave Clovis, CA 93619	\$787,385.98
4	EMTS, Inc. 2972 Larkin Ave Clovis, CA 93612	\$530,932.02
5	New Image Landscape Company 3250 Darby Common Fremont, CA 94539	\$2,908,993.01
6	Supreme Landscaping & Irrigation Co. 10096 N Dearing Ave Fresno, CA 93730	\$2,070,000.00

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



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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, 16 of which downloaded the RFP documents. At the conclusion of the RFP opening, 6 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
6. Supreme Landscaping & Irrigation Co.

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



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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 \$861,068.88. 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 \$831,923.32. Among the three finalists, Brightview's BAFO represented the highest overall cost. Based on the on final pricing, Brightview Landscape Services was not selected for award.

Briner & Son Inc.

Briner & Son Inc. submitted an initial cost proposal totaling \$752,398.00. They received top ranking scores from the Committee on their proposal and were invited to interview. The Committee was extremely impressed with their clear and concise interview. Briner & Son expressed their response time for addressing issues that may arise were almost immediate and would require no additional ramp-up time to start services if selected. They have demonstrated an exceptional past performance on previous landscape services for the City.

Following the interviews, Briner & Son Inc., was asked to submit a Best and Final Offer (BAFO) to which they agreed and submitted a BAFO in the amount of \$743,300.00. Among the three finalists, Briner was ranked highly, however they had the 2nd highest overall cost. Based on final pricing, Briner & Son Inc. was not selected for award.

California Turf and Landscaping

California Turf and Landscaping submitted a cost proposal totaling \$787,398.00. There were several factors that negatively affected the overall evaluation of their submission. The proposal relied on the vendor's own contract terms rather than conforming to the requirements outlined in the RFP, creating early concerns regarding contractual compliance. Although they were invited to participate in an interview, their descriptions of prior work with other municipalities lacked clarity



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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.

After reviewing their initial proposal, 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.

EMTS reported that their response times regarding service issues are typically within the same business day, reflecting strong customer service practices and a reliable approach to addressing operational needs. They are also fully current with prevailing wage requirements, demonstrating adherence to regulatory standards and responsible contractor practices.

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 \$530,932.02, which represented the lowest overall cost among the finalists.

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 \$2,908,993.01. 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.

Supreme Landscaping & Irrigation Co.

Supreme Landscaping & Irrigation Co. was the least established business among the proposers and submitted one of the highest cost proposals at \$2,070,000.00. The proposer failed to provide the required state-mandated Qualified Applicator License (QAL). Due to these deficiencies, the proposer was not advanced to any additional rounds of evaluation.

SUMMARY RECOMMENDATION

The committee unanimously agreed that EMTS, Inc. offers the best value and fit for the City. After a comprehensive evaluation of all proposers including written submissions, interviews, past performance, responsiveness, and final pricing, Elite Maintenance & Tree Service emerged as the best value and most advantageous choice for the City. Their performance on current City



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contracts provides direct evidence of their ability to meet City standards for appearance, safety and responsiveness. Their proposal delivers the optimal balance of cost efficiency and demonstrated capability, while minimizing transition challenges and long-term performance risks.

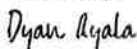
Therefore, the Evaluation Committee recommends awarding Elite Maintenance & Tree Service (EMTS) a one (1)-year contract with nine (9) optional one (1)-year extensions, in an amount not to exceed \$530,932.02 per year, for 30/60/90-Day Landscape Maintenance Services for East Area as outlined in the RFP.



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Evaluation Committee Sign-Off

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

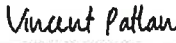
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Dyan Ayala
Procurement Specialist
Purchasing Division/General Services Department

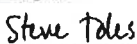
Signed by:

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Carla Gonzalez
Management Analyst II
Department of Public Works

Signed by:

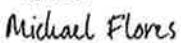
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Mark Rivas
Business Manager
Department of Public Works

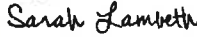
Signed by:

09856D281A0542F
Vincent Patlan
Public Works Manager
Department of Public Works

Signed by:

860155602C1A11D
Steve Toles
Superintendent
Department of Public Works

Signed by:

80338C27A0DE455
Erik Lafon
Project Manager
Department of Public Works

Signed by:

8180CECA91402EE
Michael Flores
Landscape Maintenance Superintendent
PARCS Department

Signed by:

4230F022E034AA
Sarah Lambeth
Project Manager
Planning & Development



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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 east 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, Elite Maintenance & Tree Services (EMTS), Inc. of Fresno, California was determined to provide the best value for the City.

☒ Award a contract as follows:

Bidder/Proposer	Award Amount
Elite Maintenance & Tree Service (EMTS), Inc.	\$530,932.02

☐ 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	\$530,932.02	\$4,778,388.18	1 + 9 = 10 years
Capital	N/A	N/A	
Total	\$530,932.02	\$4,778,388.18	\$5,309,320.20
Landscape Maintenance Services			



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Approvals

The signature below constitutes approval from the department head.

A handwritten signature in blue ink, appearing to be "B. L. ...", 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, "Melissa Perales", written over a horizontal line.

Purchasing Manager

7/6/2026

Date

A handwritten signature in blue ink, appearing to be "N. ...", written over a horizontal line.

For: General Services Department Director

07/10/2026

Date

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

City Manager

07/10/2026

Date

For

NICHOLAS D. MASCIA