

**REPORT FROM THE EVALUATION COMMITTEE CITY OF FRESNO REQUEST FOR  
PROPOSAL FOR WEEKLY LANDSCAPE MAINTENANCE SERVICES – VETERANS  
PROJECT AREA RFP NO. 12401839  
(COMMITTEE MEETING HELD ON 05-07-24, 05-13-24, 05-14-24, AND 05-15-24)**

**COMMITTEE MEMBERS:**

- Rafael Hanjiev, Procurement Specialist/Facilitator, City of Fresno, General Services Department – Purchasing
- Steve Toles, Landscape Superintendent, City of Fresno, DPW – Landscape Maintenance
- Michael Flores, Landscape Superintendent, City of Fresno, DPW - Landscape Maintenance
- Magdalena Jimenez, Project Manager, City of Fresno, Capital Projects Department

**BACKGROUND**

Teichert is the Contractor overseeing the Veterans Boulevard Interchange Project, with Wabo Landscape & Construction serving as Teichert’s subcontractor responsible for landscape maintenance services until August 8, 2024. RFP No. 12401839 will cover the remaining 27 months, fulfilling the three-year obligation to Caltrans for the plant establishment period.

The City advertised RFP No. 12401839 in both the Business Journal and on Planet Bids on Monday March 11, 2024.

Proposals were submitted by the following three contractors according to the Request for Proposal April 16, 2024, deadline. Final cost proposals submitted by all three candidates are included below:

<b>Contractor</b>	<b>Final Cost Proposal</b>
California Turf and Landscaping	\$965,709.25
CCLS, Inc.	\$579,229.00
EMTS, Inc.	\$264,109.39

**COMMITTEE NOTES**

The goal of the committee was to evaluate the proposals and make a determination as to what would be the best value for the City of Fresno. 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, 4) Conformance to the terms and conditions of the RFP, 5) Financial Stability based on information provided on the Statement of Qualifications.

The committee met four times over the course of the month to evaluate proposals submitted by three separate contractors. The evaluation process included detailed reviews of all three proposals, lengthy discussions regarding the current level of service, and additional requests for information. As part of the evaluation process, the committee ultimately narrowed the field down

to two, which were not only deemed to possess the resources capable of servicing the City's needs, but to also have submitted cost proposal within the Division's budget parameters.

The committee was unanimous in their decision to recommend Elite Maintenance & Tree Services (EMTS), Incorporated for the following reasons:

- **Cost as shown on the Proposal form** – There was a significant disparity among the final cost proposals for servicing this contract. California Turf and Landscaping submitted the highest proposal at \$965,709.25, while EMTS, Incorporated. presented the lowest at \$264,109.39. Central Cal Landscape Services (CCLS) proposed an amount in between, at \$579,229.00. However, due to budget constraints allocated for this contract, California Turf and Landscaping was eliminated from consideration.
- **Ability to meet the stated service requirements** – As part of the evaluation process, the Committee specifically inquired with the two finalists about the number of individuals who would be dedicated to the contract. Both EMTS, Incorporated and CCLS were considered to have provided a sufficient number of crews to maintain plant establishment throughout the duration of this RFP. EMTS identified their crew composition as consisting of one irrigation technician, two laborers, and one leadman. CCLS specified their crews to include one spray truck operator, one individual for trash/vandalism control, one for tree care and irrigation checks, and one site manager.
- **Past Performance and Experience** – City staff have a previous working relationship with Elite Maintenance & Tree Services through past RFP contracts with the City. Additionally, CCLS has experience handling similar contracts with other cities in the area. The Committee expressed no concerns regarding both contractors' ability to fulfill the work outlined in RFP No. 12401839.
- **Conformance to the terms and conditions of the RFP** – As part of the evaluation process, the two finalists were mandated to submit all documents in accordance with the terms and conditions outlined in the RFP. With input from the City of Fresno attorney, CCLS was disqualified from consideration for failing to provide the Department of Industrial Relations number before bid opening, which automatically rendered them ineligible, as stipulated by Labor Code Section 1725.5. EMTS, Incorporated submitted all required documents and adhered to the terms and conditions specified in the RFP.
- **Financial Stability** – The two finalists provided proof of solid company financial positions.

## **CONTRACTOR PROPOSAL SUMMARIES**

**California Turf and Landscaping (Total Proposal Amount: \$965,709.25)** – California Turf and Landscaping specializes in landscape design and provides landscape maintenance services relevant to this RFP. Although the company submitted a proposal, the total amount was significantly higher than the budget allocated for this contract. Therefore, California Turf and Landscaping was eliminated from consideration.

**Central Cal Landscape Services (Total Proposal Amount: \$579,229.00)** – CCLS was one of the two finalists evaluated for recommendation. As part of the evaluation process, all required

documents were verified for submission in accordance with the RFP requirements. However, CCLS was automatically disqualified for failing to provide the Department of Industrial Relations number before the bid opening, as required under Labor Code Section 1725.5.

**Elite Maintenance & Tree Services, Inc (Total Proposal Amount: \$264,109.39)** – EMTS was one of the two finalists evaluated for recommendation. EMTS have past working relationships with current City staff and are familiar with the City's policies and procedures for landscape maintenance services. Also, EMTS cost proposal falls within the budget constraints allocated for this contract.

### **SUMMARY RECOMMENDATION**

The Committee carefully and thoroughly considered all aspects of the submitted proposals. Appropriate consideration was given to both cost and the ability to provide an acceptable level of service. Ultimately, the Committee determined that EMTS, Incorporated proposal represented the most sensible choice and best value for the City.