



STAFF REPORT

9/13/2022

AGENDA ITEM

TO:
**HONORABLE MAYOR
AND MEMBERS OF THE CITY COUNCIL**

FROM:
**THOMAS BEKELE
PUBLIC WORKS DIRECTOR**

SUBJECT:
**MAINTENANCE SERVICES AGREEMENT WITH MARIPOSA LANDSCAPES, INC.
(MARIPOSA) FOR CITYWIDE LANDSCAPING OF PARKS AND MEDIANS AND
RESOLUTION FOR BUDGET ADJUSTMENT**

Summary:

The City Council will consider entering into a Maintenance Services Agreement with Mariposa for citywide landscape maintenance services.

Recommendations:

1. Authorize the Interim City Manager to enter into a Maintenance Services Agreement with Mariposa to provide citywide landscape maintenance services, in a form approved by the City Attorney. The term of the agreement is for one year with no more than three additional one-year extensions.
2. Authorize standard contingencies of 10% (\$40,394) and up to a 180-day term extension pursuant to the City's Purchasing and Contracting Guidelines, to be utilized if approved by the Public Works Director.
3. Adopt a resolution, entitled:

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF SIGNAL HILL, CALIFORNIA,
AMENDING THE ADOPTED BUDGET AND AUTHORIZING BUDGET APPROPRIATIONS FOR
FISCAL YEAR 2022-23

Fiscal Impact:

The total cost of services to be provided by Mariposa is a not-to-exceed amount of \$403,944.00. The City's Purchasing and Contracting Guidelines allow for an additional 10% compensation contingency.

For this Agreement, the contingency amount is \$40,394.40. Funds in the amount of \$346,131 are budgeted for these services in the Fiscal Year 2022-23 Public Works Department lawn care services operating budget (Account No. 100-94-5530). A budget amendment appropriating \$98,207 from the general fund is recommended to fully fund the contract amount and contingency.

Strategic Plan Objectives:

Goal No. 4: Maintain and improve the public infrastructure.

Goal No. 5: Ensure an enhanced quality of life for the residents.

Background and Analysis:

The Public Works Department supplements its maintenance operations by utilizing contract services for landscape maintenance of the City's parks, medians, and other facilities. Prior to October 2020, Brightview Landscape Inc. (Brightview) provided landscaping services in Signal Hill via several small contracts for individual areas. In October 2020, Staff negotiated with Brightview to consolidate their separate contracts with the City and perform landscape maintenance services for the City's parks and medians under one overall citywide contract with the goal of achieving greater efficiency and reduced costs. On October 27, 2020, Council authorized a sole-source contract services agreement with Brightview to provide citywide landscape services for a five-year term through December 31, 2025 for an annual not-to-exceed amount of \$339,344, with yearly adjustments based on the Consumer Price Index (CPI). The current contract amount, based on annual CPI adjustments, is \$346,131 per year. Brightview also currently holds a separate contract with the City for landscape maintenance services of the Landscape and Lighting Maintenance District No. 1.

Beginning in early 2022, City staff began observing a chronic reduction in the quality and frequency of services provided by the current contractor. After several meetings and notices to cure sent by the City, the quality of service remained at a level below the performance and quality standards established in the contract. In response to the City's repeated concerns, the current contractor informed staff that they were unable to perform to the standards established in the contract with the current budget. In June 2022, the City started negotiating a termination timeline and refund for unrendered services.

On July 1, 2022, Brightview provided written notice to the City in the form of an email to the Public Works Director of their intention to terminate the contract on September 30, 2022 pursuant to Section 7.7 of the current maintenance agreement. In addition, BrightView provided a credit of \$45,997.96 for overcharging the City for unrendered services. Brightview will continue to provide landscape maintenance services for the Landscape and Lighting Maintenance District No. 1 under their separate contract with the City for those services.

Upon receiving notice of Brightview's intention to terminate, staff solicited bids from the contracting community to replace the citywide parks and medians landscape maintenance services. Prior to the solicitation, staff updated the contract documents and added the recently constructed Heritage Point Park to the landscape maintenance scope of work. Maintenance of the city-owned parkway at 2791 Walnut Avenue, the northern planters at the City Yard, and litter removal of 21st Street between Walnut and Gundry Avenues were also added to the scope of services.

On August 5, 2022, Staff issued a Notice Inviting Bids (NIB) for citywide landscape maintenance

services. The NIB was posted on the City's website, at the City's public notice locations, on PlanetBids via the City's online portal, and published in the *Signal Tribune* newspaper. Staff held a pre-bid meeting on August 11, 2022 which was attended by four prospective bidders. Thirty-five prospective bidders were notified of the opportunity through the City's online portal, and nine downloaded the contract documents. Bids were due on August 29, 2022.

In response to the NIB, the City received two bids, as summarized below:

| Firm Name | Bid Amount |
|--|--------------|
| 1. Mariposa Landscapes, Inc. | \$403,944.00 |
| 2. BrightView Landscape Services, Inc. | \$472,049.10 |

Mariposa submitted the lowest bid amount, the bid amount is consistent with staff's estimates considering comparison with the current contract price, the addition of the above-described scope of services to the maintenance contract, and current market conditions.

Evaluation Process

Unlike the sole-source procurement of the current contract, the City solicited bids from the contracting community at-large with the goal of obtaining the most competitive pricing. Staff reviewed the bids for responsiveness and responsibility of the bidders. In determination of the responsibility of the contractor, Staff reviewed bidders contractors license, Public Works Department of Industrial Relations registration, and conducted reference checks to ensure they have successfully performed work of a similar nature for other clients. Mariposa meets all the above criteria for responsivity and responsibility.

Reviewed:

Sharon del Rosario

Approved:

Joe Hoefgen

Attachments