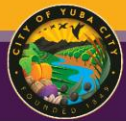




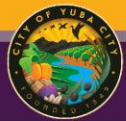
# RFP 21-01: Landscape Maintenance Services

## Award of Contract

# Background

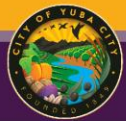


- The City contracts routine landscaping maintenance services for 88 locations throughout the City.
- Locations include walkways, bike paths, landscape maintenance districts, medians, and select City facilities.



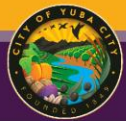
- Finance staff informed 28 known landscape contractors of the Request for Proposal (RFP) and mandatory pre-bid meeting.
- Two (2) legal notices were placed in *The Appeal* as well.

# Background



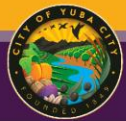
- The City will award the landscape maintenance contract to the highest scoring contractor.
- The initial term of the contract will be for one (1) year with the option of five (5) one year extensions at the City's request.

# Analysis Continued



- Five contractors attended the mandatory meeting, and four proposals were received.
- Four City staff members independently evaluated each contractor's proposal in all three phases:
  - Phase 1: Compliance with the RFP, experience, and capability of the contractor
  - Phase 2: Reference checks & site reviews
  - Phase 3: Cost (Scored via existing scoring matrix/formula)

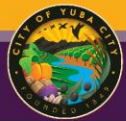
# Final Scoring



| <b>Company</b>                                | <b>Average Score</b> | <b>Proposed Amount (Monthly)</b> | <b>Proposed Amount (Yearly)</b> | <b>Rank</b> |
|---|----------------------|----------------------------------|---------------------------------|-------------|
| <b>Landscapes by Stentzel - Live Oak, CA</b>  | 95.07                | \$29,214                         | \$350,568                       | 1*          |
| <b>Vargas Landscapes - Sutter, CA</b>         | 88.44                | \$28,735                         | \$344,820                       | 2           |
| <b>New Image Landscape – Sacramento, CA</b>   | 82.07                | \$50,330                         | \$603,960                       | 3           |
| <b>Terracare Associates – Los Angeles, CA</b> | 80.29                | \$46,689                         | \$560,268                       | 4           |

\*Awardee

# Staff's Recommendation



- Based on the scoring results, staff recommends awarding the landscape maintenance contract to Landscapes by Stentzel of Live Oak, CA in the amount of \$350,568 for one year.
- The contract includes the option of five 1-year extensions as approved by the City Manager.

# Questions?

