

MEMORANDUM
COUNTY OF PLACER
DEPARTMENT OF ADMINISTRATIVE SERVICES
PROCUREMENT SERVICES DIVISION

TO: Honorable Board of Supervisors
FROM: Brett Wood, Purchasing Manager
DATE: October 20, 2015
SUBJECT: Snow Removal Services – Multiple Vendors

ACTION REQUESTED

Approve the award of competitive bid No. 10478 for Snow Removal Services at various locations in the Placer County Tahoe Area with Sergi Enterprises, Sierra Tahoe Snow Removal and Sealing, Eastern Regional Landfill, Agate Snow Removal Services and Gensburg & Sons Inc. in the maximum three year aggregate amount of \$717,862 for the period of October 20, 2015 through September 30, 2018;

Approve the option to renew the resulting blanket purchase orders for two additional one-year periods provided that the renewals do not exceed 10 percent in aggregate of the recommended award of \$717,862.

BACKGROUND

Local snow removal services are necessary at the County's various department locations located in the Tahoe area. These departments include divisions of Public Works and Facilities, Health and Human Services, Sheriff, Library and former redevelopment areas.

Historically these services have been bid every three years with the resulting contracts not being driven by the level of service provided or variations in weather. A thorough evaluation of snow removal services was conducted by the Procurement Division in collaboration with the departments resulting in a revision to the bid requirements taking into account the impacts of the ongoing drought and the potential of a heavy snow season. The current bid was issued with a three year initial contract term, with an option to renew for two additional one year periods to encourage a long term partnership with the County. This results in the new award that will be paid out in a manner which compensates for actual snow fall and services based on a three tiered approach. The tiers cover the County with the needed services and provide a compensation schedule based on actual services rendered.

Procurement Services developed Invitation for Bids (IFB) No. 10478 for Snow Removal Services. The IFB was distributed to fifty-seven potential bidders and posted on the County's website. Twelve firms reviewed the Bid. A Pre-Bid Meeting was conducted in Tahoe on September 10, 2015 with an attendance of five firms present and a subsequent total of six bid responses were received.

The bid requested pricing for each location and was evaluated on a line item basis with a stated percentage increase for both year two and year three. Local Vendor Preference and Prompt Pay Discount were considered but did not affect the outcome of the evaluation. No bid protests were received on this solicitation. The low bidders for one or more locations are, Sergi Enterprises of Kings Beach, Sierra Tahoe Snow Removal and Sealing of Tahoe City, Eastern Regional Landfill of Tahoe City, Agate Snow Removal of Kings Beach, CA and Gensburg & Sons Inc. of Tahoe City.

The departments concur with Procurement's recommendation to award BPO's to the above mentioned firms in the maximum aggregate amount of \$223,153 for year one term beginning October 20, 2015 through September 30, 2016, a maximum aggregate amount of \$242,491 for year two beginning October 1, 2016 through September 30, 2017 and a maximum aggregate amount of \$252,218 for year three beginning October 1, 2017 through September 30, 2018.

Therefore, your Board's approval is required to award three year blanket purchase orders in the maximum amount of \$717,862.

FISCAL IMPACT

This bid award will result in BPOs in the maximum aggregate amount of \$717,862 and will be effective for the period October 20, 2015 through September 30, 2018. Each department is responsible for budgeting properly for its own expenditures. Funds are not encumbered until goods or services are provided against the BPO.

cc: Valerie Bayne, Administrative Services Manager - Department of Public Works and Facilities
Cynthia Taylor, Senior Administrative Services Officer – Department of Public Works and Facilities
Kevin Taber, Engineering Manager Roads Maintenance Division - Department of Public Works and Facilities
Will Garner, Transit Manager - Department of Public Works and Facilities
Allison McCrossen, Principal Management Analyst – CEO/Successor Agency
Mary George, Director of Library Services - Library
Mark Giacomini, Administrative Services Manager - Sheriff's Office
Stan Hapak, Budget & Fiscal Operations Manager - HHS-Fiscal