



**MEMORANDUM  
PROCUREMENT SERVICES**  
County of Placer

**TO:** Honorable Board of Supervisors **DATE:** May 10, 2022  
**FROM:** Todd Leopold, County Executive Officer  
**BY:** Brett Wood, Purchasing Manager  
**SUBJECT:** Weed Abatement and Ground Pest Control - Custom Agronomic Solutions Inc.

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**ACTION REQUESTED**

1. Approve the award of competitive Request for Proposals No. 20261 for Weed Abatement and Ground Pest Control Services to Custom Agronomic Solutions Inc. of West Sacramento, CA in the maximum amount of \$200,000 for the period of May 10, 2022 through June 30, 2023.
2. Approve the option to renew the resulting contract with Custom Agronomic Solutions Inc. for four additional one-year periods in the recommended amount of \$200,000 and authorize change orders up to a maximum amount of \$20,000 consistent with Placer County's Procurement Policy.
3. Authorize the Purchasing Manager to sign all required documents subject to departmental concurrence and available funding.

**BACKGROUND**

The Department of Parks and Open Space (Parks) currently operates several park sites, and a network of trails throughout the County, including Hidden Falls. The Department of Public Works – Environmental Engineering and Utility Divisions (DPW) manages various landfill sites and drainage ponds throughout the County. Information Technology (IT) also manages several radio tower sites. Parks, DPW, and IT require a qualified contractor to provide vegetation management and ground pest control services to various County parks, trails, facilities, and locations throughout Placer County.

Procurement Services Division collaborated with Parks, DPW, and IT to develop Request for Proposals (RFP) No. 20261 to solicit competitive proposals for a new multi-department agreement. Firms registered with the County, including minority businesses and women business enterprises, were notified of the solicitation, eighteen firms accessed the documents, and eight formal responses were received.

The written proposals were reviewed by a panel consisting of representatives of the Parks, DPW, and IT in accordance with the evaluation criteria published in the RFP. The RFP expressed an option to interview one or more firms before making a final determination, or to

Honorable Board of Supervisors

May 10, 2022

Weed Abatement and Ground Pet Control - Custom Agronomic Solutions Inc.

Page 2

select a firm based solely on the panel's analysis of the written proposals. The panel elected to interview the three highest ranked firms.

Following interviews, the panel scored each firm in accordance with the evaluation criteria published in the RFP. As the result, the panel identified Custom Agronomic Solutions Inc. of West Sacramento, CA as the top-ranked firm. No protests were received for this RFP.

Therefore, your Board's approval is required to award RFP No. 20261 to Custom Agronomic Solutions Inc. for the period of May 10, 2022 through June 30, 2023 in the total amount of \$200,000.

**FISCAL IMPACT**

County departments budget for these expenses as necessary for each fiscal year. Funds are not encumbered until services are provided under the agreement.

**ATTACHMENTS**

Agreement with the County of Placer and Custom Agronomics Solution, Inc. – On File with the Clerk-of-the-Board