

MOORPARK CITY COUNCIL AGENDA REPORT

To: The Honorable City Council

From: Roger O. Blais, Parks and Landscape Manager 

Date: February 22, 2008 (Meeting of March 5, 2008)

SUBJECT: Consider Award of Contract for Landscape Maintenance Services

BACKGROUND

On January 16, 2008, the Council approved the Landscape Maintenance Request for Proposal (RFP) and directed staff to solicit proposals from qualified contractors. The RFP approved by the Council included an updated Scope of Work and specifications for the maintenance of all of the City's landscape. The bid document in the RFP was structured to solicit separate cost proposals: one for all Landscape Maintenance District (LMD) areas and miscellaneous City properties and the other for all parks.

On February 4, staff held a mandatory pre-bid meeting to review the requirements of the RFP, with seven contractors in attendance. The City received six proposals by the submittal due date of February 13. The City Council is being asked to award a 26-month (May 1, 2008 through June 30, 2010) contract to lowest qualified bidders: Azteca Landscape for park landscape maintenance and Venco Western for parkway, slope, and median (cityscape) landscape maintenance. Staff has performed the necessary background check, and both contractors possess the necessary license requirements.

DISCUSSION

The City's two existing landscape maintenance agreements with Sunridge and Venco Western are set to expire April 30, 2008. As stated above, the City received six proposals for 26-months of service. The results are as follows:

Bidder Proposal Costs	Parks	Cityscape
Azteca Landscape	\$ 773,392.96	\$ 2,238,070.86
Rich Meier's Landscape	\$ 859,261.00	\$ 1,989,911.04
Mariposa Horticultural Enterprises, Inc.	\$ 1,068,860.00	\$ 1,408,290.00
Sunridge Landscape	\$ 1,071,476.00	\$ 1,883,412.00

Midori Gardens	\$ 1,130,326.00	\$ 1,989,911.04
Venco Western, Inc.	\$ 1,167,797.29	\$ 1,261,077.34

Park Landscape Maintenance

The low bidder for park maintenance is Acteca Landscape. The following illustrates their cost breakdown.

Year 1: \$412,636.96 (14 months - May 1, 2008 through June 30, 2009) or
\$29,474./monthly

Year 2: \$360,756 (12 months - July 1, 2009 through June 30, 2010) or
\$30,063./monthly

Combined Total Over Two Years: \$773,392.96

The City is currently paying Sunridge Landscape Maintenance \$31,112 monthly for park maintenance. Acteca's \$29,474 monthly bid proposal for Year 1 represents a cost savings (based on existing costs) of \$1,638 per month and \$19,656 annually. This does not factor any cost of living increase that may have been incurred beginning July 1, 2008, under our existing contract.

Cityscape Landscape Maintenance

The low bidder for cityscape maintenance is Venco Western. The following illustrates the cost breakdown of Venco's proposal.

Year 1: \$669,767.98 (14 months - May 1, 2008 through June 30, 2009) or
\$47,840.57/monthly

Year 2: \$591,309.36 (12 months - July 1, 2009 through June 30, 2010) or
\$49,275.78/monthly

Combined Total Over Two Years: \$1,261,077.34

The cityscape landscape maintenance proposals included future costs for maintaining the landscape improvements in the Toll Brothers (Zone 15), William Lyons (Zone 20), and Pardee (Zone 22) development projects. While the City is not maintaining these areas now, it is anticipated that it will within the next two years. Effective at the start of the contract on May 1, 2008, Venco Western Inc. will be compensated \$361,697.84 annually (14 months) or \$25,835.56 monthly, until such a time that the City assumes maintenance responsibilities for landscape improvements in the aforementioned Zones.

To compare Venco's maintenance cost proposal with the City's costs under its existing contracts, we need to pull out the costs for the aforementioned developments. Venco Western's cost proposal for year 1 (14 months - May 1, 2008 through June 30, 2009) to maintain existing landscape improvements is \$361,697.84 annually or \$25,835.56

monthly. The City's existing monthly cost is \$31,122. Venco's proposal represents a savings of \$5,286.44 monthly or \$63,437.28 annually (12 months). Again, this does not factor any cost of living increase that may have been incurred beginning July 1, 2008, under our existing contract.

FISCAL IMPACT

The City Council previously allocated \$834,900.00 from several revenue sources including General Fund, Park Maintenance (park assessment), various LMD assessment districts, Local Transportation Development Act, and Moorpark Redevelopment Agency to fund landscape maintenance activities in the FY 2007/08 budget for landscape maintenance service. As stated above, there will be some cost savings.

STAFF RECOMMENDATION ROLL CALL VOTE

- 1) Award a contract not to exceed \$773,392.96 to Azteca Landscape over a two (2) year period for park maintenance and authorize the City Manager to execute said contract, and

- 2) Award a contact not to exceed \$1,261,077.34 to Venco Western Inc. over a two (2) year period for cityscape maintenance and authorize the City Manager to execute said contract.