



City Council Report

Date: March 6, 2017
To: City Council
Through: Mike Kennington, Chief Financial Officer
From: Edward Quedens, MPA, C.P.M., CPPO, Business Services Director
Matt Bauer, MBA, CPPO, CPPB, CPSM, Procurement Administrator
Subject: One-Year Renewal and Contract Amendments to the Term Contracts for Landscape Maintenance Services for Zones 1, 2, 3 and 4 - Parks, Retention Basins and Sports Fields for the Parks, Recreation and Community Facilities (PRCF) Department (**Districts 1, 2, 3, 4 and 6**)

Purpose and Recommendation

Council is requested to approve a Renewal (Contract 2014122) and Contract Amendments (2014122 and 2015309) to the Term Contracts for Landscape Maintenance Services for Zones 1, 2, 3 and 4 as recommended.

The Parks, Recreation and Community Facilities Department and Purchasing recommend authorizing the renewal and contract amendment with Mariposa Landscape Arizona, Inc., increasing the contract amount on contract 2014122 from \$2,804,677.59 to \$3,044,876.24 and on contract 2015309 from \$860,457.17 to \$914,838.06 annually, based on estimated requirements.

Background / Discussion

This contract provides landscape maintenance services for sports fields, parkways, medians, parks, retention basins, or grounds adjacent to City facilities - geographic areas referred by the City as Zones 1, 2, 3 and 4.

The vendor proposed pricing increases (Contract Amendment 1 and 13) for the one-year renewal from 3/1/2017 through 2/28/2018 due to the passage of Proposition 206 which increased Arizona's minimum wage **and also required employers to provide Sick Leave benefits**. The proposed increases are as follows:

Zone 1: a 6.41% increase (\$54,354.51) retroactive back to 1/1/2017 and a 2.41% increase (\$20,435.94) to take effect 7/1/2017.

Zone 2: 6.41% increase (\$41,954.13) retroactive back to 1/1/2017 and a 1.88% increase (\$12,304.80) to take effect 7/1/2017.

Zone 3: 4.63% increase (\$33,199.31) retroactive back to 1/1/2017 and a 1.69% increase (\$12,118.11) to take effect 7/1/2017.

Zone 4: a 6.53% increase (\$56,085.57) retroactive back to 1/1/2017 and a 1.75% increase (\$15,030.59) to take effect 7/1/2017.

The total increase to Zones 1, 2, 3, and 4 is \$294,579.54 (Price increases at \$245,482.95 plus 20% Contingency at \$49,096.59).

On January 13, 2014 Council approved the initial three-year term contract for Zone 4 and on March 17, 2014 approved the initial three-year term contract for Zones 1 and 2. This is a one-year renewal contract with a one-year renewal option remaining. On August 24, 2015, Council approved the initial three-year term contract for Zone 3.

The City has been satisfied with the vendor's performance. This contract continues to be advantageous to the City and it is in the City's best interest to renew the contract and increase the annual contract amount.

Alternatives

Council may choose not to authorize the renewal and contract amendment.

Fiscal Impact

The annual contract amount is funded from the Parks, Recreation and Community Facilities Department operating budget.

Coordinated With

Parks, Recreation and Community Facilities and Purchasing

PURCHASING INFORMATION

Action: Renewal and Contract Amendment

Procurement Type: Request for Proposals

Solicitation Number: 2014122

Responses Received: 4

Renewal Term: March 1, 2017 through February 28, 2018

Action: Contract Amendment

Procurement Type: Request for Proposals

Solicitation Number: 2015309

Responses Received: 4

Renewal Term: September 1, 2015 through August 31, 2018

Proposals Received on December 30, 2013

Artistic Land Management, Inc. – Chandler, AZ

Environmental Earthscapes dba The Groundskeeper – Gilbert, AZ

Goodwill Industries of Central Arizona – Phoenix, AZ

Mariposa Landscape Arizona, Inc. – Glendale, AZ

Proposal Scoring Results (Zone 1)

Elements / Points Available	Mariposa Landscape Arizona, Inc. Glendale, AZ	The Groundskeeper Gilbert, AZ	Goodwill Industries of Central Arizona Phoenix, AZ
Total / 220 Points	<u>203</u>	177	125

Proposal Scoring Results (Zone 2)

Elements / Points Available	Mariposa Landscape Arizona, Inc. Glendale, AZ	The Groundskeeper Gilbert, AZ	Goodwill Industries of Central Arizona Phoenix, AZ
Total / 220 Points	<u>220</u>	188	0

Proposal Scoring Results (Zone 3)

Evaluation Criteria / Possible Points	Mariposa Landscape Arizona, Inc.	The Groundskeeper	Somerset Landscape Maintenance, Inc.	Little John's Lawns, LLC
Firms Proposed Solution / 30 Points	30	29	21	18
Firms Experience and Qualifications / 100 Points	100	100	85	0
Price & Compensation Cleaning Option A / 35 Points	33.59	16.32	35	23.14
Price & Compensation Cleaning Option B / 35 Points	33.53	17.87	35	33.88
Total / 200 Points	<u>197.12</u>	163.19	176	75.02

Proposal Scoring Results (Zone 4)

Elements / Points Available	Mariposa Landscape Arizona, Inc. Glendale, AZ	Artistic Land Management, Inc. Chandler, AZ	The Groundskeeper Gilbert, AZ	Goodwill Industries of Central Arizona Phoenix, AZ
Total / 220 Points	<u>210</u>	190	180	125

Artistic Land Management – Withdrawn

RENEWAL AND CONTRACT AMENDMENT RECOMMENDATION

Mariposa Landscape Arizona, Inc.

Glendale, AZ

Description	
Landscaping maintenance services for Parks, Retention Basins and Sports Fields per Contract No. 2014122 and 2015309, Terms and Conditions, Specifications and Pricing as offered	
<u>Zone 1</u>	
Current Annual Contract Amount	\$1,031,806.81
Contract Amendment 13 (Prop 206 Increase)	<u>\$74,790.45</u>
New Annual Contract	\$1,106,597.26
<u>Zone 2</u>	
Current Annual Contract Amount	\$793,258.18
Contract Amendment 13 (Prop 206 Increase)	<u>\$54,258.93</u>
New Annual Contract	\$847,517.11
<u>Zone 3</u>	
Current Annual Contract Amount	\$860,457.17
Contract Amendment 1 (Prop 206 Increase)	<u>\$54,380.89</u>
New Annual Contract	\$914,838.06
<u>Zone 4</u>	
Current Annual Contract Amount	\$979,612.60
Contract Amendment 13 (Prop 206 Increase)	<u>\$71,116.16</u>
New Annual Contract	\$1,050,728.76
Current Contract Amount (Zones 1, 2, 3 and 4):	\$3,665,134.76
Contract Amendment 13 (Prop 206 Total Increase)	\$245,482.95
Plus 20% Contingency	<u>\$49,096.59</u>
New Annual Contract Amount	<u>\$3,959,714.30</u>