



# City Council Report

**Date:** March 15, 2021  
**To:** City Council  
**Through:** Michael Kennington, Deputy City Manager/Chief Financial Officer  
**From:** Edward Quedens, Business Services Director  
Matt Bauer, Procurement Administrator  
**Subject:** Three-Year Term Contract with Two Years of Renewal Options for Fencing and Gate, Installation, Repair, Rental and Supplies for the Parks, Recreation and Community Facilities Department **(Citywide)**

## Recommendation

Council is requested to approve the award as recommended.

A committee representing Parks, Recreation and Community Facilities Department and Purchasing evaluated responses. The evaluation committee recommends awarding the contract to the highest scored proposal from B.L.C.G. Corp. dba, All Pro Fence Co. (a Mesa business) at \$400,000 annually, with an annual increase allowance of up to 5% or the adjusted Consumer Price Index.

## Background / Discussion

This contract will provide fencing rental services, fencing and gate repair and installation services, and fencing and gate material purchases on an as needed basis. These services may be used at any City of Mesa Park or Facility.

The City received five proposal responses of which four vendors met the minimum qualifications; one respondent did not meet the minimum requirements and was deemed as non-responsive. The evaluation committee evaluated the proposal in accordance with the City's established policies and procedures. Best and Final Offers were requested from the remaining respondents to clarify pricing and vendors approach to material purchases. The evaluation team completed scoring of the responses against the scoring criteria in the solicitation. Based upon the evaluation results, the committee recommends award to the highest scored respondent, B.L.C.G. Corp., dba, All Pro Fence Co. The evaluation was conducted, and points were awarded by consensus by the evaluation committee.

## Purchase Information

Action: Award  
Procurement Type: Request for Proposals  
Contract Number: 2021066  
Local Consideration: Policy did not apply to this procurement method  
Protests Received: None

Initial Contract Term: Three Years

Possible Renewals: Up to a maximum of two years subject to Administrative review and approval

Funding Source: PRCF operating and Infrastructure budgets

### Proposal Responses

Biddle & Brown Fence Co., LLC - Phoenix, AZ

B.L.C.G. Corp., dba, All Pro Fence Co. - Mesa, AZ

Brown and White, Inc. - Tucson, AZ

Western Fence Company - Phoenix, AZ

#### Deemed as Non-Responsive:

Adams Fence, LLC (Did not submit the required response forms, qualifications, or experience information as required by the solicitation. Only submitted pricing)

### Final Results

<b>Respondent</b>	<b>Total Points Possible / 600</b>
All Pro Fence Co. (Recommended)	<u>536.64</u>
Biddle & Brown Fence Co.	520.77
Western Fence Company	484.00
Brown and White, Inc.	418.98