

Folsom City Council Staff Report

MEETING DATE:	3/10/2026
AGENDA SECTION:	Old Business
SUBJECT:	Resolution No. 11559 - A Resolution Authorizing the City Manager to Execute Amendment No. 2 to the Agreement with Brightview Landscape Services for Landscape Maintenance Within the Landscaping and Lighting Districts, and Community Facilities Districts for the City of Folsom Through the Use of Funds from Landscaping and Lighting Districts and Community Facilities Districts (21-L&Ls) (8-CFDs), Extending the Agreement for an Additional Two Years at a Cost of \$2,428,583.33 Annually, for a Total Not-to-Exceed Amount of \$11,190,212.85
FROM:	Parks and Recreation Department

RECOMMENDATION / COUNCIL ACTION

Staff recommend the City Council approve, Resolution No. 11559 - A Resolution Authorizing the City Manager to Execute Amendment No. 2 to the Agreement with Brightview Landscape Services for Landscape Maintenance Within the Landscaping and Lighting Districts, and Community Facilities Districts for the City of Folsom Through the Use of Funds from Landscaping and Lighting Districts and Community Facilities Districts (21-L&Ls) (8-CFDs), Extending the Agreement for an Additional Two Years at a Cost of \$2,428,583.33 Annually, for a Total Not-to-Exceed Amount of \$11,190,212.85.

BACKGROUND

In March of 2022, the City advertised the landscape maintenance contract for the Districts within the City of Folsom on both the City website and CIPList.com. The City received responses from 4 qualified contractors. City staff then evaluated and ranked each contractor’s qualifications and responsiveness and awarded the bid to Brightview Landscape Services. On June 14, 2022, the City Council approved Resolution No. 10837, A Resolution authorizing the City Manager to execute an agreement with Brightview Landscape Services for Landscaping and Lighting and Community Facilities District landscaping services within the City of Folsom and approved the appropriation of funds (Attachment 3). The City entered into an agreement with Brightview for landscape maintenance services effective July 1, 2022, through June 30, 2025. With the addition of the new maintenance areas included in this amendment, Brightview will be responsible for the

maintenance of over 224 acres of irrigated landscape, including medians, streetscapes, and mini-parks; 20 miles of Class I trails; and all associated dog waste stations and irrigation controllers.

The first amendment to this agreement (Contract No.172-21 22-015) was approved by Council on September 26, 2023, under Resolution No. 11104. The amendment included new City landscaping maintenance areas in the developing Folsom Plan Area, south of CA-50.

Staff is requesting Amendment No. 2 to the existing landscape maintenance contract to incorporate newly accepted maintenance areas within the Folsom Plan Area Community Facilities Districts, including CFD 18 and CFD 23-IA 1, as well as additional maintenance areas within the American River Canyon North Districts #2 and #3 and the Willow Springs District.

POLICY / RULE

In accordance with Chapter 2.36.090 (A)(1) and 2.36.120 of the Folsom Municipal Code, professional services are not subject to competitive sealed bidding requirements, and those costing \$77,426 or greater shall be awarded by the City Council. Per the agreement (Contract No. 172-21 22-015), up to a 2-year contract extension is allowed.

ANALYSIS

Over the last 3 years, Brightview has provided landscape maintenance services to the City throughout the current contract term and has consistently demonstrated reliable, responsive performance. Brightview has met all required service levels, including adherence to City maintenance standards, safety protocols, and the obligations outlined within the contract. Staff have observed timely responses to service requests and effective communication regarding ongoing and scheduled maintenance activities. Overall, Brightview’s work has supported the City’s goal of maintaining safe, attractive, and well-managed public landscaped areas.

Staff recommends the City Council approve a 2-year contract extension. Upon the City's acceptance of the designated sites, associated landscape maintenance responsibilities were required to be incorporated. These sites were incorporated and are being billed on a month-to-month basis until this amendment is approved.

The amendment reflects an additional ongoing cost of \$14,739.00 per month with a total increase of \$385,126.96 for the remaining two years. The proposed Amendment No. 2 incorporates a 3% escalator to the original agreement's monthly base price to address projected cost adjustments for the proposed contract extension. This escalator has been factored into the total annual cost. (see Table 1 below) The total amount of the five-year contract will not exceed \$11,190,212.85.

Table 1-Annual Contract Costs

	Monthly Base	Escalator (Base 3%)	Amendment #1 (/month)	Amendment #2 (/ month)	Monthly Total	Annual Total
FY 22/23	\$172,645.13	None			\$172,645.13	\$2,071,741.56
FY 23/24	\$172,645.13	None			\$172,645.13	\$2,071,741.56
FY 24/25	\$172,645.13	None	\$9,818.46		\$182,463.59	\$2,189,563.08
FY 25/26	\$172,645.13	\$5,179.35	\$9,818.46	\$14,739.00	\$202,381.94	\$2,428,583.33
FY 26/27	\$172,645.13	\$5,179.35	\$9,818.46	\$14,739.00	\$202,381.94	\$2,428,583.33
						\$11,190,212.85

Amendment No. 2 will add new maintenance responsibility for various assets, including streetscape areas, bike trails, quarterly pruning and maintenance areas, dog stations, and irrigation controllers in the following Districts:

Table 2-New Maintenance Areas Amendment #2

DISTRICT	STREETSCAPE ACRES	BIKE TRAIL MILES	QTRLY PRUNING/ MAINT. AREA ACRES	DOG STATIONS	IRRIGATION CONTROLLERS
CFD 18	15.22	6.74	2.88	25	18
CFD 23IA1	2.84	0.12	0	0	4
American River Canyon North #2	0	0	0.57	0	0
American River Canyon North #3	0	0	0.08	0	0
Willow Springs	0.43	0	0.85	0	0

FINANCIAL IMPACT

If approved, the updated total for the amended agreement with Brightview Landscape Services would be for an amount not to exceed \$11,190,212.85, and an annual cost of \$2,428,583.33. The additional cost of the agreement for the two-year extension will be requested as part of the City’s annual operating budget process. The costs associated with the additional and newly accepted maintenance areas in Amendment No. 2 will be funded through existing Landscape Maintenance and Community Facilities District funds. Estimated annual costs are allocated as follows: Fund 288 (CFD 18, Folsom Plan Area) in the amount of \$11,042; Fund 291 (CFD 23-IA 1, Folsom Plan Area) in the amount of \$2,207; Fund 267 (American River Canyon North #2) in the amount of \$336; Fund 275 (American River Canyon North #3) in the amount of \$84; and Fund 262 (Willow Springs) in the amount of \$1,070. Sufficient funds are budgeted and available within the respective District budgets to cover these costs. There is no impact on the General Fund budget.

ENVIRONMENTAL REVIEW

There is no environmental impact.

ATTACHMENTS

1. Resolution No. 11559 - A Resolution Authorizing the City Manager to Execute Amendment No. 2 to the Agreement with Brightview Landscape Services for Landscape Maintenance Within the Landscaping and Lighting Districts, and Community Facilities Districts for the City of Folsom Through the Use of Funds from Landscaping and Lighting Districts and Community Facilities Districts (21-L&Ls) (8-CFDs), Extending the Agreement for an Additional Two Years at a Cost of \$2,428,583.33 Annually, for a Total Not-to-Exceed Amount of \$11,190,212.85.
2. Brightview Landscape Services Agreement (Contract No. 172-21 22-015) with Reso. 10873 and Staff Report
3. Amendment No. 1 (Contract No. 172-21 22-015) with Brightview Landscape Services with Reso. 11104 and Staff Report
4. Draft Amendment No. 2 with Brightview Landscape Services
5. Maps of designated areas

Respectfully Submitted,
Kelly Gonzalez, Parks & Recreation Director

Attachment 1

RESOLUTION NO. 11559

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AMENDMENT NO. 2 TO THE AGREEMENT WITH BRIGHTVIEW LANDSCAPE SERVICES FOR LANDSCAPE MAINTENANCE WITHIN THE LANDSCAPING AND LIGHTING DISTRICTS, AND COMMUNITY FACILITIES DISTRICTS FOR THE CITY OF FOLSOM THROUGH THE USE OF FUNDS FROM LANDSCAPING AND LIGHTING DISTRICTS AND COMMUNITY FACILITIES DISTRICTS (21-L&LS) (8-CFDS), EXTENDING THE AGREEMENT FOR AN ADDITIONAL TWO YEARS AT A COST OF \$2,428,583.33 ANNUALLY, FOR A TOTAL NOT TO EXCEED AMOUNT OF \$11,190,212.85

WHEREAS, the City of Folsom entered into an agreement with Brightview Landscape Services effective July 1, 2022, for landscape maintenance services; and

WHEREAS, the existing contract (172-21 22-015) between Brightview Landscape Services and the City allows amendments for additional services; and

WHEREAS, the existing contract (172-21 22-015) between Brightview Landscape Services and the City allows up to a 2-year contract extension; and

WHEREAS, this amendment will be in addition to the existing agreement (172-21 22-015); and

WHEREAS, this amendment will incorporate the new maintenance areas in CFD 18, CFD 23 IA 1, American River Canyon North #2, American River Canyon North #3, and Willow Springs districts; and

WHEREAS, this amendment will extend the existing agreement another 2 years, through June 30, 2027; and

WHEREAS, sufficient funds are available and budgeted in the funds for CFD 18 (Fund 288) for \$11,042.01, CFD 23 IA 1 (Fund 291) for \$2,207, American River Canyon North #2 (Fund 267) for \$336, American River Canyon North #3 (Fund 275) for \$84, and Willow Springs (Fund 262) for \$1,070, increasing the monthly total by \$14,739 for Amendment No. 2.; and

WHEREAS, the agreement will be in a form acceptable to the City Attorney; and

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Folsom authorizes the City Manager to execute Amendment No. 2 to the agreement (Contract 172-21 22-015) with Brightview Landscape Services for additional landscape maintenance services in CFD 18, CFD 23 IA 1, American River Canyon North #2, American River Canyon North #3, and Willow Springs in the monthly amount of \$14,739, and the total 5 year contract not-to-exceed amount, including Amendment No. 2 is \$11,190,212.85.

PASSED AND ADOPTED this 10th day of March 2026, by the following roll-call vote:

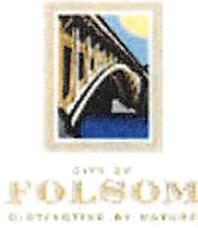
AYES: Councilmember(s):
NOES: Councilmember(s):
ABSENT: Councilmember(s):
ABSTAIN: Councilmember(s):

Justin Raithel, MAYOR

ATTEST:

Christa Freemantle, CITY CLERK

Attachment 2



Folsom City Council Staff Report

MEETING DATE:	6/14/2022
AGENDA SECTION:	Consent Calendar
SUBJECT:	Resolution No. 10873 – A Resolution Authorizing the City Manager to Execute an Agreement with BrightView Landscape Services for Landscaping and Lighting Districts, Community Facilities Districts, and Folsom Plan Area Landscapes for the City of Folsom and Appropriation of Funds
FROM:	Parks and Recreation Department

RECOMMENDATION / CITY COUNCIL ACTION

Staff recommends the City Council approve Resolution No. 10873 - A Resolution Authorizing the City Manager to Execute an Agreement with BrightView Landscape Services for Landscaping and Lighting Districts, Community Facilities Districts, and Folsom Plan Area Landscapes for the City of Folsom and Appropriation of Funds.

BACKGROUND / ISSUE

On March 31, 2022, the Parks and Recreation Department advertised on CIPlist.com and the City of Folsom website the availability of two landscape maintenance contracts that will service the City's Landscaping and Lighting Districts, Community Facilities Districts, and the Folsom Plan Area Landscaping. The city requested both qualifications and a proposal (RFQ/RFP) from perspective contractors for this bid package.

As part of the city's outreach, staff sent targeted emails to those contractors who over the last years requested to be on our bidder's list to inform them of the availability and details of upcoming contracts, as well as other landscape maintenance firms in our area that could be interested in submitting a proposal and their qualifications.

POLICY / RULE

In accordance with Chapter 2.36.090 (A)(1) and 2.36.120 of the Folsom Municipal Code, professional services are not subject to competitive sealed bidding requirements, and those costing \$66,141 or greater shall be awarded by City Council.

ANALYSIS

The City currently contracts for landscape maintenance in these areas and this contract is a continuation of those services. The overall bid process consisted of the following steps:

- Posting of bid package: March 31, 2022
- Mandatory Pre-Bid meeting: April 13, 2022
- RFQ/RFP’s Due to City: May 6, 2022 (4:00 PM)
- Interviews of Qualified Contractors: May 12 7 13, 2022
- RFP’s of Qualified Contractors Opened: May 16, 2022
- Notice of Award: May 17, 2022

Some of the notable changes to this contract package from the prior contracts was more defined details about the maintenance areas. Staff went district by district creating overlays to calculate exact quantities of areas to be maintained as well as identified the levels of maintenance each area will receive (i.e., Streetscapes, quarterly weed abatement areas, trails, dog stations & trash cans, biofiltration areas, and vegetative swales)

The city received responses to the RFQ/RFP package from BrightView, TerraCare, New Image, and JG Landscaping. The evaluation process was comprised of three factors. The first phase was the independent evaluation of their request for qualifications by three staff members. The second was a panel interview consisting of 10 scored questions. The last factor that was taken into account was price. Based on these three criteria we scored and ranked the firms as shown in the table below:

	Terracare	JG Landscaping	New Image	BrightView
RFQ SCORE	78	81.83	69	92.5
INTERVIEW SCORE	75.83	78	84	97
COST	22.29	50	1.5	21.5
TOTAL	176.12	209.83	154.5	211

Pursuant to the existing agreement with Terracare, the City has been operating on a month-to-month basis to maintain contract services in the interim until the new contract is adopted. The proposed three-year agreement allows for two, one-year extensions based on successful service and adherence to specifications in the original agreement. The proposed agreement is expected to begin on July 1, 2022. Agreement extensions after the three-year base agreement will each be reconsidered for approval by the City Council.

FINANCIAL IMPACT

While this is a professional services agreement, staff will highlight the cost comparisons of the proposals. The yearly maintenance cost as included in each proposal is shown below:

Company	Proposal Annual Maintenance Cost
Terracare	\$2,894,976.00
JG Landscaping	\$1,290,933.32
New Image	3,529,607.00
Brightview	2,994,508.68

With Brightview being the highest ranking on the RFQ and interview process, staff proceeded to discuss the proposed yearly maintenance cost with them as there was a significant increase over the estimated budgets. Recognizing the estimated budgets were based on current costs for service which were established over three years ago, staff expected costs to increase but wanted to ensure the scope of work and available funding were in alignment. Staff reviewed current levels of service and the proposed scope of services for all the maintenance areas (streetscapes, open space, turf, weed abatement, etc.) and determined that there could be savings achieved with some modified scope requirements without reducing the overall quality of service and city expectations. Staff proposed several scope adjustments in such areas as less visible slope or landscape areas as well as modified maintenance frequencies for less dense open space areas. No modifications to scope were made to the areas of highest visibility, public safety, fire safety, general weed control, etc.

As a result of some modifications to the scope of work, Brightview tailored their proposed maintenance costs which resulted in a revised yearly cost (that would not be adjusted for the first three years) to \$1,987,666.23. This is the amount being proposed for the new agreement. In addition, this agreement allows for unscheduled services in FY 2022-23 such as plant replacements, fence repairs, irrigation repairs, etc., in the amount, not to exceed, \$430,000. All unscheduled work is approved by the Landscape Services Manager prior to work beginning and contractor is not entitled to such funds unless authorized by the City.

In reviewing each district's fund balance, adequate funding is available in all of the districts however, new allocations will be needed in twenty-two of the thirty districts. The baseline amount already proposed in the existing budget is \$1,513,115.95. The amount that is needed to augment the baseline budget is \$474,550.28. The total contract amount would then be 1,987,666,23. The other eight districts (Prairie Oaks Ranch, Prairie Oaks Ranch No.2, American River Canyon North No. 3, The Islands at Parkshore, Folsom Heights, Folsom Heights No. 2, Folsom Plan Area CFD 19, Folsom Plan Area CFD 23) have adequate funds already budgeted. As such, additional funds will need to be appropriated in the FY 2022-23 L&L and CFD budgets. Districts requiring appropriations are outlined in the table provided below:

District	Fund Number (s)	New Cost	Estimated Budgets	New Allocation	Original Budget Total	New Budget Total
ARC North #2	267	\$ 105,094.58	\$ 56,500.00	\$ 48,594.58	\$ 139,256.00	\$ 187,850.58
Blue Ravine Oaks	250, 278	\$ 22,080.06	\$ 17,500.00	\$ 4,580.06	\$ 19,397.00	\$ 23,977.06
Broadstone #3	266	\$ 390,555.61	\$ 225,000.00	\$ 165,555.61	\$ 1,244,240.00	\$ 1,409,795.61
Broadstone 1, 2, & 4	210, 282	\$ 291,404.10	\$ 180,000.00	\$ 111,404.10	\$ 255,161.00	\$ 366,565.10
Cobble Hills Ridge II	214	\$ 25,218.38	\$ 20,000.00	\$ 5,218.38	\$ 54,046.00	\$ 59,264.38
Natoma Station	207	\$ 101,443.36	\$ 95,000.00	\$ 6,443.36	\$ 241,174.00	\$ 247,617.36
Willow Creek Estates South	252	\$ 76,442.54	\$ 25,000.00	\$ 51,442.54	\$ 266,790.00	\$ 318,232.54
Willow Springs	262	\$ 89,488.17	\$ 68,050.00	\$ 21,438.17	\$ 177,750.00	\$ 199,188.17
Briggs Ranch	205	\$ 66,042.95	\$ 45,000.00	\$ 21,042.95	\$ 102,612.00	\$ 123,654.95
Cobble Ridge	234	\$ 8,186.67	\$ 7,500.00	\$ 686.67	\$ 17,592.00	\$ 18,278.67
Folsom Plan Area- (CFD 18)	288	\$ 304,082.11	\$ 300,000.00	\$ 4,082.11	\$ 901,369.00	\$ 905,451.11
Hannaford Cross	212	\$ 16,961.76	\$ 11,500.00	\$ 5,461.76	\$ 28,438.00	\$ 33,899.76
Lake Natoma Shores/Preserve	213	\$ 17,637.84	\$ 7,000.00	\$ 10,637.84	\$ 23,173.00	\$ 33,810.84
Los Cerros	204	\$ 27,641.70	\$ 26,500.00	\$ 1,141.70	\$ 91,632.00	\$ 92,773.70
Natoma Valley/The Knolls	232	\$ 39,856.36	\$ 39,000.00	\$ 856.36	\$ 57,500.00	\$ 58,356.36
Prospect Ridge	285	\$ 14,669.94	\$ 8,000.00	\$ 6,669.94	\$ 27,769.00	\$ 34,438.94
Sierra Estates	231	\$ 8,532.70	\$ 4,500.00	\$ 4,032.70	\$ 17,445.00	\$ 21,477.70
Silverbrook	237	\$ 6,380.44	\$ 3,155.00	\$ 3,225.44	\$ 10,770.00	\$ 13,995.44
Steeplechase	251	\$ 14,300.28	\$ 14,000.00	\$ 300.28	\$ 46,366.00	\$ 46,666.28
The Residences at ARC/ ARC 2	271	\$ 14,905.06	\$ 14,000.00	\$ 905.06	\$ 31,866.00	\$ 32,771.06
Willow Creek Estates East	249, 284	\$ 55,830.68	\$ 55,000.00	\$ 830.68	\$ 28,481.00	\$ 29,311.68
			Total:	\$ 474,550.28	\$ 3,782,827.00	\$ 4,257,377.28

For additional information about each districts total budget that includes all costs beyond the landscape maintenance contracts such as utilities cost, streetlight maintenance, irrigation maintenance, planned projects, etc., the two last columns of the table show what is reflected in this yearly engineers report that is approved by City Council annually.

ATTACHMENT

Resolution No. 10873 - A Resolution Authorizing the City Manager to Execute an Agreement with BrightView Landscape Services for Landscaping and Lighting Districts, Community Facilities Districts, and Folsom Plan Area Landscapes for the City of Folsom and Appropriation of Funds

Submitted,

Lorraine Poggione,
Parks & Recreation Director

RESOLUTION NO. 10873

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH BRIGHTVIEW LANDSCAPE SERVICES FOR LANDSCAPING AND LIGHTING DISTRICTS, COMMUNITY FACILITIES DISTRICTS, AND FOLSOM PLAN AREA LANDSCAPES FOR THE CITY OF FOLSOM AND APPROPRIATION OF FUNDS

WHEREAS, the City of Folsom desires to enter into a professional services agreement for an initial period beginning July 1, 2022 through June 30, 2025, for landscape maintenance services in the City of Folsom Landscaping and Lighting Districts, Community Facilities Districts, and the Folsom Plan Area Landscapes; and

WHEREAS, the City of Folsom can, at its discretion based on successful completion of the initial agreement, extend the contract for up to two additional one-year extensions; and

WHEREAS, proposals were solicited in accordance with Folsom Municipal Code Section 2.36.100 and advertised on March 31, 2022; and

WHEREAS, BrightView Landscape Services was the most qualified contractor; and

WHEREAS, funds are available in the respective districts current fund balance and budgeted in the FY 2022-23 budget; and

WHEREAS, additional funds required to be allocated are available in each respective district fund balance, and

WHEREAS, the agreement will be in a form acceptable to the City Attorney; and

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Folsom authorizes the City Manager to execute an agreement with BrightView Landscape Services for landscape maintenance in Landscaping and Lighting Districts, Community Facilities Districts, and Folsom Plan Area Landscapes in the amount of \$1,987,666.23 for scheduled services and \$430,000 for unscheduled services for FY 2022-23.

NOW, THEREFORE, BE IT FURTHER RESOLVED that the Finance Director is authorized to appropriate to each fund the amount listed on the attachment showing the appropriation amount as well as the total fund adjusted budget for FY 2022-23.

PASSED AND ADOPTED this 14th day of June 2022 by the following roll-call vote:

AYES: Councilmember(s):
NOES: Councilmember(s):
ABSENT: Councilmember(s):
ABSTAIN: Councilmember(s):

Kerri M. Howell, MAYOR

ATTEST:

Christa Freemantle, CITY CLERK

Attachment

District	Fund Number (s)	New Cost	Estimated Budgets	New Allocation	Original Budget Total	New Budget Total
ARC North #2	267	\$ 105,094.58	\$ 56,500.00	\$ 48,594.58	\$ 139,256.00	\$ 187,850.58
Blue Ravine Oaks	250, 278	\$ 22,080.06	\$ 17,500.00	\$ 4,580.06	\$ 19,397.00	\$ 23,977.06
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			Total:	\$ 474,550.28	\$ 3,782,827.00	\$ 4,257,377.28

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RESOLUTION NO. 10873

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH BRIGHTVIEW LANDSCAPE SERVICES FOR LANDSCAPING AND LIGHTING DISTRICTS, COMMUNITY FACILITIES DISTRICTS, AND FOLSOM PLAN AREA LANDSCAPES FOR THE CITY OF FOLSOM AND APPROPRIATION OF FUNDS

WHEREAS, the City of Folsom desires to enter into a professional services agreement for an initial period beginning July 1, 2022 through June 30, 2025, for landscape maintenance services in the City of Folsom Landscaping and Lighting Districts, Community Facilities Districts, and the Folsom Plan Area Landscapes; and

WHEREAS, the City of Folsom can, at its discretion based on successful completion of the initial agreement, extend the contract for up to two additional one-year extensions; and

WHEREAS, proposals were solicited in accordance with Folsom Municipal Code Section 2.36.100 and advertised on March 31, 2022; and

WHEREAS, BrightView Landscape Services was the most qualified contractor; and

WHEREAS, funds are available in the respective districts current fund balance and budgeted in the respective FY 2022-23 Operating Budgets; and

WHEREAS, additional funds required to be allocated are available in each respective district fund balance, and

WHEREAS, the agreement will be in a form acceptable to the City Attorney; and

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Folsom authorizes the City Manager to execute an agreement with BrightView Landscape Services for landscape maintenance in Landscaping and Lighting Districts, Community Facilities Districts, and Folsom Plan Area Landscapes in the amount of \$1,987,666.23 for scheduled services and \$430,000 for unscheduled services for FY 2022-23.

NOW, THEREFORE, BE IT FURTHER RESOLVED that the Finance Director is authorized to appropriate to each fund the amount listed on the attachment showing the appropriation amount as well as the total adjusted budget by fund for FY 2022-23.

PASSED AND ADOPTED this 28th day of June 2022 by the following roll-call vote:

AYES:	Councilmember(s):	Rodriguez, Aquino, Chalamcherla, Kozlowski, Howell
NOES:	Councilmember(s):	None
ABSENT:	Councilmember(s):	None
ABSTAIN:	Councilmember(s):	None


Kerri M. Howell, MAYOR

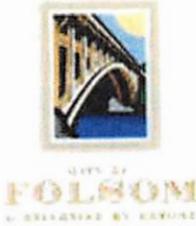
ATTEST:


Christa Freemantle, CITY CLERK

Attachment

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Broadstone #3	266	\$ 390,555.61	\$ 225,000.00	\$ 165,555.61	\$ 1,244,240.00	\$ 1,409,795.61
Broadstone 1, 2, & 4	210, 282	\$ 291,404.10	\$ 180,000.00	\$ 111,404.10	\$ 255,161.00	\$ 366,565.10
Cobble Hills Ridge II	214	\$ 25,218.38	\$ 20,000.00	\$ 5,218.38	\$ 54,046.00	\$ 59,264.38
Natoma Station	207	\$ 101,443.36	\$ 95,000.00	\$ 6,443.36	\$ 241,174.00	\$ 247,617.36
Willow Creek Estates South	252	\$ 76,442.54	\$ 25,000.00	\$ 51,442.54	\$ 266,790.00	\$ 318,232.54
Willow Springs	262	\$ 89,488.17	\$ 68,050.00	\$ 21,438.17	\$ 177,750.00	\$ 199,188.17
Briggs Ranch	205	\$ 66,042.95	\$ 45,000.00	\$ 21,042.95	\$ 102,612.00	\$ 123,654.95
Cobble Ridge	234	\$ 8,186.67	\$ 7,500.00	\$ 686.67	\$ 17,592.00	\$ 18,278.67
Folsom Plan Area- (CFD 18)	288	\$ 304,082.11	\$ 300,000.00	\$ 4,082.11	\$ 901,369.00	\$ 905,451.11
Hannaford Cross	212	\$ 16,961.76	\$ 11,500.00	\$ 5,461.76	\$ 28,438.00	\$ 33,899.76
Lake Natoma Shores/Preserve	213	\$ 17,637.84	\$ 7,000.00	\$ 10,637.84	\$ 23,173.00	\$ 33,810.84
Los Cerros	204	\$ 27,641.70	\$ 26,500.00	\$ 1,141.70	\$ 91,632.00	\$ 92,773.70
Natoma Valley/The Knolls	232	\$ 39,856.36	\$ 39,000.00	\$ 856.36	\$ 57,500.00	\$ 58,356.36
Prospect Ridge	285	\$ 14,669.94	\$ 8,000.00	\$ 6,669.94	\$ 27,769.00	\$ 34,438.94
Sierra Estates	231	\$ 8,532.70	\$ 4,500.00	\$ 4,032.70	\$ 17,445.00	\$ 21,477.70
Silverbrook	237	\$ 6,380.44	\$ 3,155.00	\$ 3,225.44	\$ 10,770.00	\$ 13,995.44
Steeplechase	251	\$ 14,300.28	\$ 14,000.00	\$ 300.28	\$ 46,366.00	\$ 46,666.28
The Residences at ARC/ ARC 2	271	\$ 14,905.06	\$ 14,000.00	\$ 905.06	\$ 31,866.00	\$ 32,771.06
Willow Creek Estates East	249, 284	\$ 55,830.68	\$ 55,000.00	\$ 830.68	\$ 28,481.00	\$ 29,311.68
			Total:	\$ 474,550.28	\$ 3,782,827.00	\$ 4,257,377.28

Attachment 3



Folsom City Council Staff Report

MEETING DATE:	9/26/2023
AGENDA SECTION:	Consent Calendar
SUBJECT:	Resolution No. 11104 - A Resolution Authorizing the City Manager to Execute Amendment No. 1 to the Agreement with Brightview Landscape Services for Landscape Maintenance Within the Landscaping and Lighting Districts, and Community Facilities Districts for the City of Folsom
FROM:	Parks and Recreation Department

RECOMMENDATION / CITY COUNCIL ACTION

Staff recommends the City Council approve Resolution No. 11104 - A Resolution Authorizing the City Manager to Execute Amendment No. 1 to the Agreement with Brightview Landscape Services for Landscape Maintenance Within the Landscaping and Lighting Districts, and Community Facilities Districts for the City of Folsom.

BACKGROUND / ISSUE

In March of 2022, the City advertised the landscape maintenance contracts for the Landscaping and Lighting and Community Facilities Districts within the City of Folsom on both the City Website and CIPList.com. The process consisted of the following steps:

- RFQs/RFPs available on March 31, 2022
- Advertised on March 31, 2022
- Mandatory Pre-meeting on April 13, 2022
- RFQs/RFPs due to City on May 6, 2022
- Interviews of qualified contracts on May 12-13, 2022
- Proposals of qualified contractors opened on May 16, 2022
- Contract Executed June 16, 2022
- Start of Contract July 1, 2022

The City received responses from four contractors: Terracare, JG Landscaping, New Image, and BrightView. City Staff evaluated and ranked each contractor's qualifications and responsiveness, and ultimately awarded the bid to BrightView. On June 14, 2022, the City Council approved Resolution No. 10837, A Resolution Authorizing the City Manager to Execute an Agreement with BrightView Landscape Services for Landscaping and Lighting Districts, Community Facilities Districts, and Folsom Plan Area Landscapes for the City of Folsom and Appropriation of Funds, was approved. The City entered into an agreement with BrightView for landscape maintenance services effective July 1, 2022, through June 30, 2025.

Staff is requesting an amendment to the current agreement to incorporate new maintenance areas South of 50. The areas that are being added to the contract are:

1. Mangini Phase 2 Villages 1 & 2 Streetscapes: \$2,085.00 a month for the remaining duration of the contract period.
2. Regency at Folsom Ranch CFD 18 landscape area and streetscapes: \$3,525.55 a month for the remaining duration of the contract period.

POLICY / RULE

In accordance with Chapter 2.36.090 (A)(1) and 2.36.120 of the Folsom Municipal Code, professional services are not subject to competitive sealed bidding requirements, and those costing \$70,952 or greater shall be awarded by the City Council.

ANALYSIS

Over the last year, BrightView has provided quality and consistent landscape maintenance service to the City in their areas of responsibility. While there are active conversations around alternative landscape maintenance approaches, there is nothing currently in place that can readily be implemented to augment current practices and achieve a similar level of service. Staff looks forward to continuing these conversations to find a balance between increasing costs and expected levels of service.

FINANCIAL IMPACT

Landscape maintenance services provided by Brightview Landscape Services within CFD 18 Maintenance District are included in the Fiscal Year 2023-24 operating budget with a budgeted amount of \$500,000. The Parks and Recreation Department recommends that Amendment No. 1 to the agreement (Contract No. 172-21 22-015) to incorporate the new maintenance areas South of 50 be awarded to Brightview Landscape Services for an additional \$117,821.55, for the remaining term of the contract, for a total amount not to exceed \$6,080,820.24. Sufficient funds are budgeted and available in CFD 18 Maintenance District Fund (Fund 288) in Fiscal Year 2023-24.

ATTACHMENT

Resolution No. 11104 - A Resolution Authorizing the City Manager to Execute Amendment No. 1 to the Agreement with Brightview Landscape Services for Landscape Maintenance Within the Landscaping and Lighting Districts, and Community Facilities Districts for the City of Folsom.

Submitted,

Kelly Gonzalez,
Parks & Recreation Director

RESOLUTION NO. 11104

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AMENDMENT NO. 1 TO THE AGREEMENT WITH BRIGHTVIEW LANDSCAPE SERVICES FOR LANDSCAPE MAINTENANCE WITHIN THE LANDSCAPING AND LIGHTING DISTRICTS, AND COMMUNITY FACILITIES DISTRICTS FOR THE CITY OF FOLSOM

WHEREAS, the City of Folsom entered into an agreement with BrightView Landscape Services effective July 1, 2022, for landscape maintenance services; and

WHEREAS, the existing contract (172-21 22-015) between BrightView Landscape Services and the City allows amendments for additional services; and

WHEREAS, this amendment will be in addition to the existing agreement (172-21 22-015); and

WHEREAS, this amendment will incorporate two new maintenance areas; Mangini Phase 2 Villages 1 &2, and Regency at Folsom Ranch CFD 18 landscape area and streetscapes; and

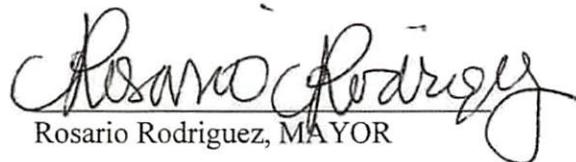
WHEREAS, sufficient funds are budgeted and available in the CFD 18 Maintenance District Fund (Fund 288) in the amount of \$117,821.55 for Amendment No. 1 to the agreement with Brightview Landscape Services; and

WHEREAS, the agreement will be in a form acceptable to the City Attorney; and

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Folsom authorizes the City Manager to execute Amendment No.1 to the agreement (Contract 172-21 22-015) with BrightView Landscape Services for landscape maintenance services for Mangini Phase 2 Villages 1 &2, and Regency at Folsom Ranch in the amount of \$117,821.55 and the contract not-to-exceed amount, including Amendment No. 1 is \$6,080,820.24

PASSED AND ADOPTED this 26th day of September 2023, by the following roll-call vote:

AYES:	Councilmember(s):	Chalamcherla, Kozlowski, Rohrbough, Aquino, Rodriguez
NOES:	Councilmember(s):	None
ABSENT:	Councilmember(s):	None
ABSTAIN:	Councilmember(s):	None


Rosario Rodriguez, MAYOR

ATTEST:


Christa Freemantle, CITY CLERK

Attachment 4

**CITY OF FOLSOM
AMENDMENT NO. 2
TO
LANDSCAPE SERVICES AGREEMENT**

The Landscape Services Agreement with **BrightView Landscape Services Inc.**, dated **June 28, 2022**, for reference, is hereby amended pursuant to Section 18 of the Agreement as follows:

- A. Section 1.Scope of Services is amended by adding the following:
Maintenance and servicing of additional landscaped areas within the following Lighting & Landscaping Districts and Community Facilities Districts, as outlined via Exhibit A, proposal SO#8778280 from Brightview Landscape Services. Districts affected are American River Canyon North #2 (Fund 267), American River Canyon North #3(Fund 275), Willow Springs (Fund 262), CFD 18 (Fund 288), and CFD 23-IA 1 (Fund 291).
- B. Section 2., Term of Agreement is amended, contract extended to utilize the remaining two, one-year extensions, allowable within existing contract. These extensions are to extend the contract from July 1, 2025 out to June 30, 2027.
- C. Section 4., Compensation is amended by replacing the first paragraph with the following:
Compensation for the services shall be paid on a time-and-materials, not-to-exceed basis. The maximum compensation for the services specified in Exhibit A, including all costs or expenses, is \$14,739.00 per month for the additional areas in American River Canyon North #2, American River Canyon North #3, Willow Springs, CFD 18, and CFD 23-IA 1 landscaped area and streetscapes bringing the new monthly contract cost to \$202,381.94. In the event the monthly cost for services exceeds \$202,381.94 per month or \$11,190,212.85 for the total contract from July 1, 2022 through June 30, 2027, Contractor agrees to complete all services enumerated in Exhibit A at no additional expense to City.

Except as amended herein, all other provisions of the Agreement remain in full force and effect.

IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be duly executed.

Date: _____

City of Folsom,
A Municipal Corporation

By: Brian Whitemyer, City Manager

Date: _____

Consultant Name: BrightView Landscape
Services Inc.

By: _____

By: _____

Approved As To Content:

Kelly Gonzalez, Parks & Recreation Director Date

Approved As To Form:

Sari Dierking, Assistant City Attorney Date

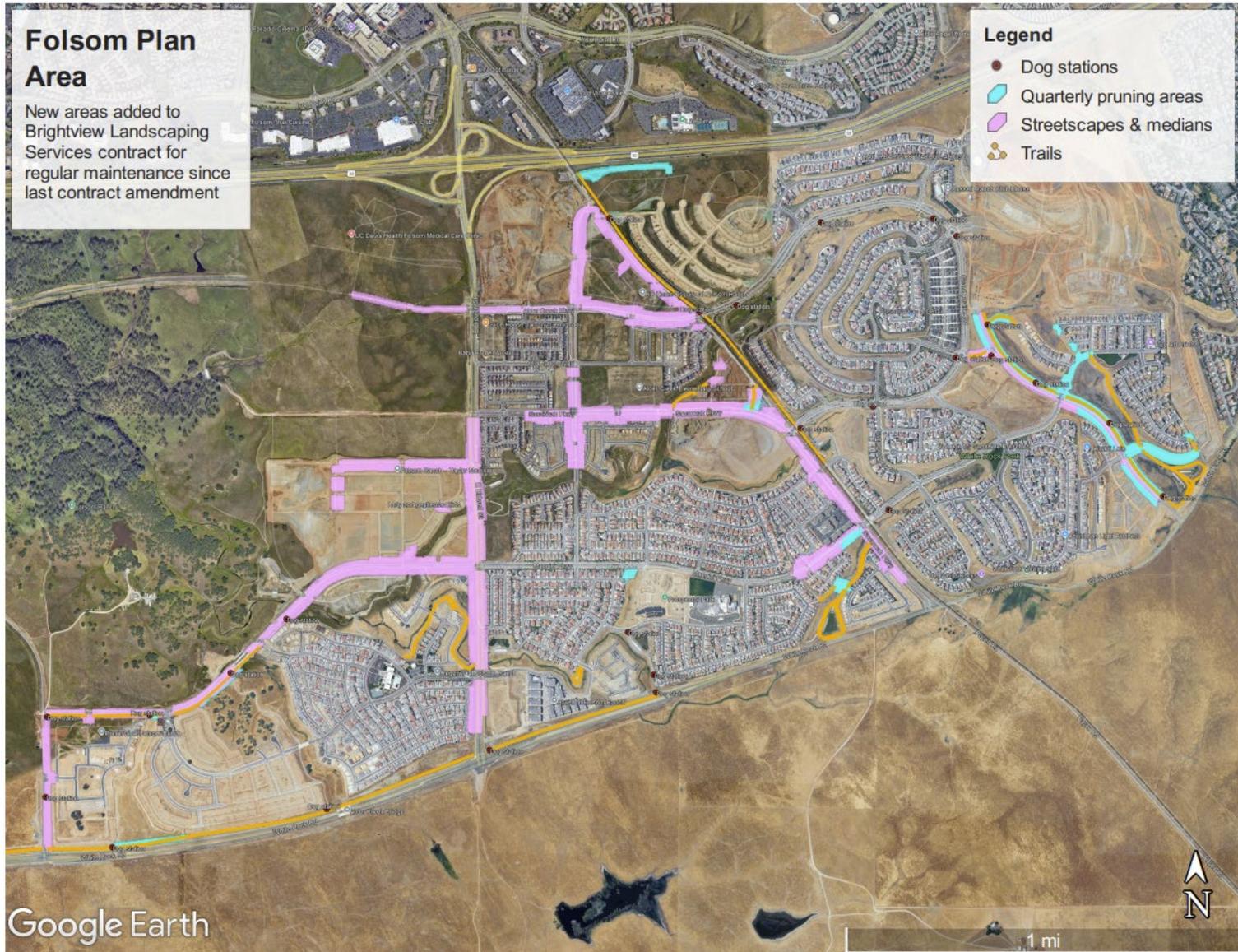
Attests: _____ Funding Available: _____

Christa Freemantle, City Clerk Stacey Tamagni, Finance Director Date

NOTICE: SIGNATURE(S) ON BEHALF OF CONSULTANT MUST BE NOTARIZED.
A certificate of acknowledgment in accordance with the provisions of civil code section 1189 must be attached for each person executing this agreement on behalf of consultant. California Civil Section provides, at part (b): "Any certificate of acknowledgment taken in another place shall be sufficient in this state if it is taken in accordance with the laws of the place where the acknowledgment is

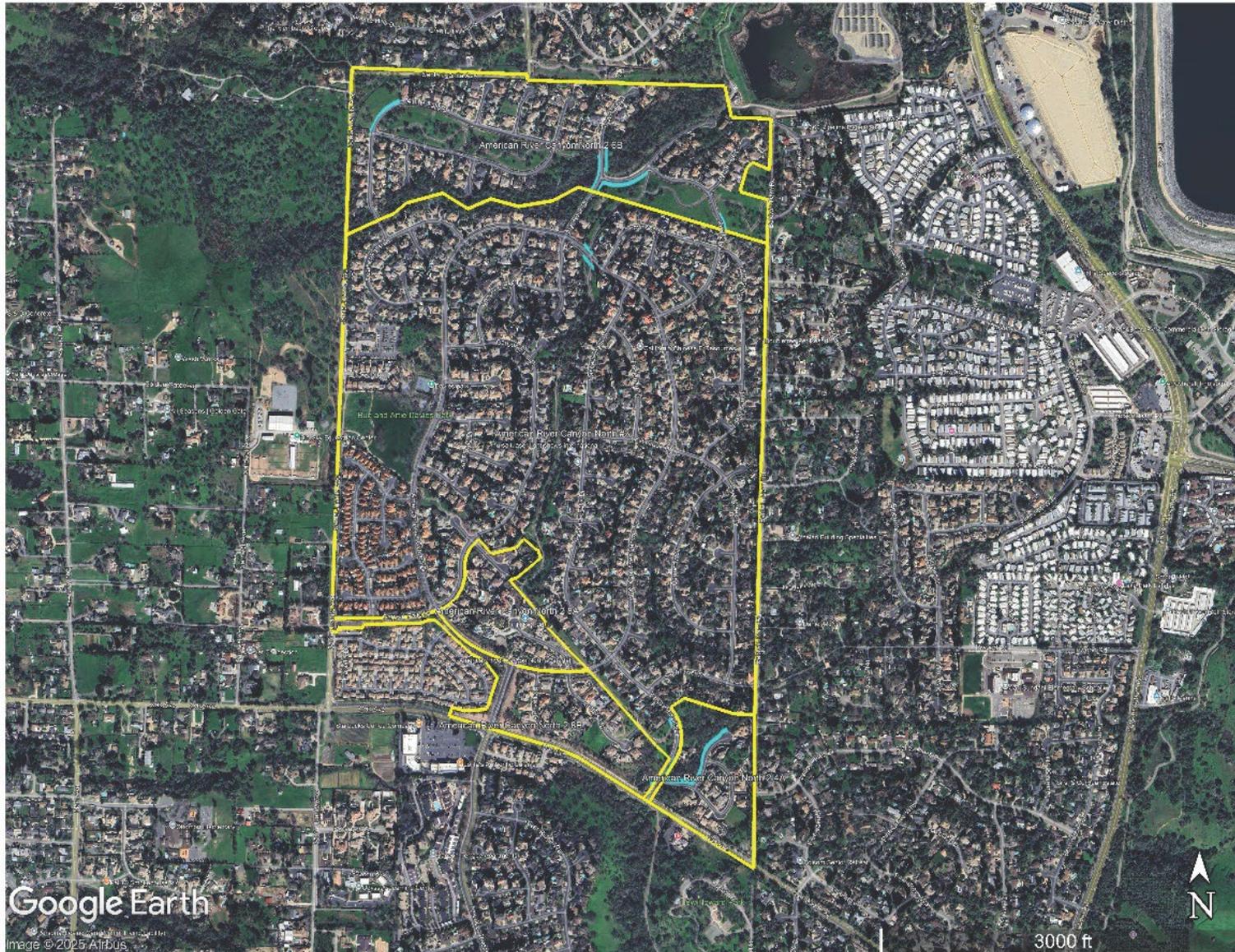
Attachment 5

Maps of Designated Areas for Amendment No. 2 CFD 18 & 23-IA 1 Areas



Approximate boundaries of CFD areas in the FPA are currently Oak Avenue Parkway to the West, Folsom Heights Drive to the East, Highway 50 to the North, and White Rock Road to the South.

American River Canyon North #2, #3



Approximate boundaries of American River Canyon North are Santa Juanita Avenue to the West and North, Baldwin Dam Road to the East, and Oak Avenue Parkway to the South.

Willow Springs



Approximate boundaries of Willow Springs are John Murray Way to the West, Marsh Hawk Drive to the East, Riley Street to the North, and Iron Point Road to the South.