



Folsom City Council Staff Report

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| MEETING DATE: | 8/26/2025 |
| AGENDA SECTION: | Consent Calendar |
| SUBJECT: | Resolution No. 11453 - A Resolution Authorizing the City Manager to Execute a Two-Year Agreement with 2040 Enterprise LLC, dba Bio-One Sacramento, for \$157,456 from the General Fund (010) for Homeless Encampment Cleanup Projects at Various Locations Throughout the City of Folsom |
| FROM: | Police Department |

RECOMMENDATION / CITY COUNCIL ACTION

Staff recommends that the City Council pass and adopt Resolution No. 11453 - A Resolution Authorizing the City Manager to Execute a Two-Year Agreement with 2040 Enterprise LLC, dba Bio-One Sacramento, for \$157,456 from the General Fund (010) for Homeless Encampment Cleanup Projects at Various Locations Throughout the City of Folsom

BACKGROUND / ISSUE

Over the past several years, the City of Folsom has experienced a growing need for professional cleanup services associated with the abatement of homeless encampments throughout the city, including on state-owned property managed by the California Department of Fish and Wildlife (DFW). These encampments often present serious public health and environmental concerns, including biohazardous waste, drug paraphernalia, and material discarded in sensitive ecological areas such as creeks, preserves, and wildlife corridors. As the City continues its coordinated efforts to address homelessness and its impacts, the need for a reliable, responsive, and specialized cleanup provider has become increasingly critical.

POLICY / RULE

In accordance with Chapter 2.36.140 of the Folsom Municipal Code, sole source procurements, staff has surveyed similar local cleanup service purveyors and vendors, of which, Bio-One Sacramento was the only responsive vendor.

Section 2.36.080 of the Folsom Municipal Code requires that contracts above \$75,049 be awarded by the City Council.

ANALYSIS

In September 2024, the City entered a one-year contract with Bio-One Sacramento to handle cleanups across a wide range of sites, including difficult-to-access locations and areas requiring special coordination with DFW. Bio-One Sacramento has consistently demonstrated an exceptional level of service, responding quickly to city staff requests, adhering to strict safety and environmental standards, and providing detailed documentation and disposal records for each site. Their team is trained in handling biohazardous materials, and they routinely work in collaboration with police, city maintenance staff, and state agencies to ensure cleanups are done thoroughly and without disruption to surrounding areas or the public.

Compared to other vendors the City has used or evaluated in past years, Bio-One Sacramento has proven to be the most dependable and comprehensive in their service delivery. Unlike some previous contractors who lacked the capacity or attention to detail needed for complex jobs, Bio-One arrives fully prepared, consistently meets timelines, and handles post-cleanup, restoring most areas to near pristine conditions. Their familiarity with state regulatory requirements and their established relationship with DFW personnel further distinguish them from their competitors.

In recognition of the urgent need to continue this critical work and maintain a high standard of public health and safety throughout Folsom, staff recommends that the City Council adopt Resolution No. 11453 authorizing a two-year contract with Bio-One Sacramento for ongoing homeless encampment cleanup services. Their proven performance, specialized expertise, and reliable service make them uniquely qualified to continue supporting the City's efforts in this challenging and sensitive area.

FINANCIAL IMPACT

Sufficient funds are budgeted and available in the General Fund (Fund 010) in Fiscal Year 2025-26 to cover the cost for the first year of this agreement. Budget for the second year of the agreement will be requested as part of the annual budget process. The total cost for FY 2025-26 is \$76,804, a five percent increase over 2024-25. The total cost for FY 2026-27 is

\$80,652, a five percent increase over 2025-26. The total cost of this two-year contract is \$157,456.

ATTACHMENT

1. Resolution No. 11453 - A Resolution Authorizing the City Manager to Execute a two-year Agreement with 2040 Enterprise LLC dba Bio-One Sacramento for homeless encampment cleanup projects at various locations throughout the City of Folsom.
2. Contract between the City of Folsom and 2040 Enterprise LLC, dba Bio-One Sacramento

Submitted,

Randy Ulibarri, Interim Chief of Police