



Folsom City Council Staff Report

MEETING DATE:	11/12/2025
AGENDA SECTION:	Consent Calendar
SUBJECT:	Resolution No. 11496 – A Resolution Authorizing the City Manager to Execute Amendment No. 1 to the Agreement (Contract No. 173-21 21-058) with Bear Electrical Solutions, Inc. for On-Call Minor Electrical and Streetlight Repair, Extending the Contract for One Year, for a Not-To-Exceed Amount of \$100,000, and Use of Funds from Landscaping and Lighting Districts and Community Facilities Districts (23-L&Ls) (6-CFDs)
FROM:	Parks and Recreation Department

RECOMMENDATION / CITY COUNCIL ACTION

Staff recommends the City Council approve Resolution No. 11496 – A Resolution Authorizing the City Manager to Execute Amendment No. 1 to the Agreement (Contract No. 173-21 21-058) with Bear Electrical Solutions, Inc. for On-Call Minor Electrical and Streetlight Repair, Extending the Contract for One Year, for a Not-To-Exceed Amount of \$100,000, and Use of Funds from Landscaping and Lighting Districts and Community Facilities Districts (23-L&Ls) (6-CFDs).

BACKGROUND / ISSUE

The city relies on contracted services to maintain streetlights, landscape lighting, and other minor electrical lighting needs within its Landscaping and Lighting Districts (L&L) and Community Facilities Districts (CFD). The Municipal Landscape Services Division maintains 4,173 lights across all L&L districts and CFD areas, including service pedestals. To address the need for on-call minor electrical and streetlight repairs, the Parks & Recreation Department initiated a competitive process to secure qualified electrical service providers in 2021. Bear Electrical Solutions, Inc., was awarded the contract (Contract No. 173-21 21-058) and has provided continued on-call minor electrical and streetlight repairs throughout the duration of the agreement. These services have been performed with timely response while consistently

adhering to all applicable electrical codes, safety regulations, and the city's contractual requirements.

This contract amendment continues on-call minor electrical and streetlight repair and use of funds from Landscaping and Lighting Districts and Community Facilities Districts (23-L&Ls) (6-CFDs) for one (1) additional year.

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 \$75,049 or greater shall be awarded by City Council.

ANALYSIS

In 2021, the City Council awarded a two-year professional services agreement to Bear Electrical Solutions, Inc., with the option for two additional one-year extensions. Since then, the contractor has reliably provided on-call minor electrical and streetlight repair services across the city's L&Ls and CFDs. Their work has included troubleshooting and repairing outages, replacing fixtures, and performing other minor electrical tasks necessary to maintain 4,173 district lights.

Bear Electrical Solutions, Inc. has demonstrated a strong performance record during the initial contract term. Staff reports that the contractor has provided timely responses to service requests, often addressing issues promptly to ensure minimal disruption to residents. In addition, all repairs and installations have been completed in compliance with applicable electrical codes, safety standards, and the city's contractual obligations. This consistency has been critical in maintaining safe and reliable lighting for both vehicle and pedestrian traffic and enhancing the overall aesthetics and security of landscaped areas within the districts.

Amendment No. 1 extends the agreement for one additional year, ensuring uninterrupted service delivery, avoiding a potential lapse in maintenance coverage, and providing operational flexibility during the interim period. Extending the contract also ensures that city staff can continue to rely on a contractor familiar with the city's infrastructure and service expectations, which supports efficiency and cost-effectiveness.

Approval of this resolution authorizes the City Manager to execute Amendment No. 1 to the Agreement (Contract No. 173-21 21-058) with Bear Electrical Solutions, Inc., and permits the continued use of funds from various L&L and CFD accounts. This action will ensure that the city remains proactive in maintaining its lighting infrastructure while preparing for a competitive solicitation process in the upcoming fiscal year.

FINANCIAL IMPACT

The cost of this contract amendment will be funded through Landscaping and Lighting Districts and Community Facilities Districts (23-L&Ls) (6-CFDs). Funds were budgeted and are currently available in the Fiscal Year 2025-26 budget (Table 1). The initial four-year contract with Bear Electrical Solutions, Inc. was approved in 2021 (Resolution No. 10698)

with an annual service fee not to exceed \$100,000. Amendment No. 1 provides one additional year extension, which may be exercised at the city’s discretion in the amount not to exceed \$100,000, inclusive of Bear Electrical Solutions, Inc.’s current price sheet. Funding for contract years beyond Fiscal Year 2025-26 will be included and appropriated through the city’s annual budget process to support the continuation of services under the extended term.

TABLE 1		
STREET LIGHT REPAIRS		
FUND #	L&L / CFD	FY 2025-26 Budget
270	American River Canyon North No. 2 (L&L)	\$ 4,000.00
275	American River Canyon North No. 2 (L&L)	\$ 13,500.00
278	Blue Ravine Oaks No.2 (L&L)	\$ 300.00
205	Briggs Ranch (L&L)	\$ 5,750.00
210	Broadstone 1 & 2 (L&L)	\$ 45,000.00
209	Broadstone 3 (L&L)	\$ 20,000.00
234	Cobble Ridge (L&L)	\$ 500.00
214	Cobble Ridge II / Reflections II (L&L)	\$ 1,800.00
208	Folsom Heights (L&L)	\$ 3,000.00
212	Hannaford Cross (L&L)	\$ 800.00
213	Lake Natoma Shores (The Preserves) (L&L)	\$ 500.00
204	Los Cerros (L&L)	\$ 5,200.00
207	Natoma Station (L&L)	\$ 15,000.00
232	Natoma Valley (L&L)	\$ 700.00
236	Prairie Oaks (L&L)	\$ 4,000.00
285	Prospect Ridge (L&L)	\$ 200.00
231	Sierra Estates (L&L)	\$ 250.00
237	Silverbrook (L&L)	\$ 500.00
251	Steeplechase (L&L)	\$ 800.00
271	The Residences @ ARC 1 & 2 (L&L)	\$ 1,000.00
284	Willow Creek Estates East No. 2 (L&L)	\$ 2,500.00
252	Willow Creek Estates South (L&L)	\$ 7,500.00
260	Willow Springs (L&L)	\$ 4,500.00
283	The Islands (CFD)	\$ 1,000.00
288	CFD 18	\$ 20,000.00
289	CFD 19	\$ 2,500.00
291	CFD 23 IA1	\$ 1,500.00
292	CFD 23 IA2	\$ 750.00
294	CFD 23 IA4	\$ 2,750.00
TOTAL:		\$ 165,800.00

ATTACHMENT

1. Resolution No. 11496 – A Resolution Authorizing the City Manager to Execute Amendment No. 1 to the Agreement (Contract No. 173-21 21-058) with Bear Electrical Solutions, Inc. for On-Call Minor Electrical and Streetlight Repair,

- Extending the Contract for One Year, for a Not-To-Exceed Amount of \$100,000, and Use of Funds from Landscaping and Lighting Districts and Community Facilities Districts (23-L&Ls) (6-CFDs)
2. Bear Electrical Solutions, Inc. Agreement (Contract No. 173-21 21-058)
 3. Draft Amendment No. 1 with Bear Electrical Solutions, Inc.

Submitted,

Kelly Gonzalez,
Parks & Recreation Director