



Folsom City Council Staff Report

MEETING DATE:	1/10/2023
AGENDA SECTION:	Consent Calendar
SUBJECT:	Resolution No. 10968 – A Resolution Rejecting All Submitted Bids for the Corten Steel Sign Manufacturing and Installation Project Within Willow Creek Estates South for the City of Folsom
FROM:	Parks and Recreation Department

RECOMMENDATION / CITY COUNCIL ACTION

Staff recommends that the City Council adopt Resolution No. 10968 – A Resolution Rejecting All Submitted Bids for the Corten Steel Sign Manufacturing and Installation Project Within Willow Creek Estates South for the City of Folsom.

BACKGROUND / ISSUE

Willow Creek Estates South (Lexington Hills) is a Landscaping and Lighting District that was formed in March of 1988. The signs that are to be replaced are original to the development and are over 30 years old. Over the years, they have fallen into disrepair and are in need of replacement. Because of this, a Request for Proposals (RFP) for the Corten Steel Sign Manufacturing and Installation Project Within Willow Creek Estates South Project was published on October 21, 2022, with noticing to electronic bid boards and the City of Folsom website. The Parks and Recreation Department received six proposals by the due date of November 8, 2022. All six proposals were evaluated by staff, and all were deemed qualified. Below is a table tabulating the bid responses received.

	Meridian Media Group	Crusader Fence	Square Signs	Pisor Fence	BrightView Landscape	McGuire Pacific
Qualified	yes	yes	yes	yes	yes	yes
Responsive	No (no addendum)	yes	No (no addendum)	yes	No (no addendum)	yes
Cost	\$88,684.00	\$110,963.00	\$118,827.45	\$119,910.00	\$137,101.66	\$212,806.00

Meridian Media Group provided the lowest cost but did not include the required addendum, and as such was deemed non-responsive. Therefore, technically, Crusader Fence would be the lowest qualified and responsive bidder based on standard practices.

POLICY / RULE

In accordance with Chapter 2.36 of the Folsom Municipal Code, City Council approval is required for contracts in excess of \$66,141.

In accordance with Folsom Municipal Code section 2.36.180, the City Council may reject all proposals when it is for good cause and in the best interests of the City.

ANALYSIS

The addendum was generated based on additional information requested by an out-of-state proponent who subsequently did not submit a proposal. The contents of the addendum did not change the scope of the project.

As stewards of public funds, it is staff’s responsibility to act in the best interest of our residents, and the City. Seeing that the lowest bidder (Meridian Media Group) is roughly 20% lower than the bidder (Crusader) who included the signed addendum and because the lowest bidder’s proposal qualified as responsive, staff is recommending that the City Council reject all bids. In doing so, the RFP can be reposted and any additional notations in the addendum can be incorporated.

FINANCIAL IMPACT

There is no financial impact on the general fund. The cost of the project is to be paid through the Willow Creek Estates South (Lexington Hills) Landscaping and Lighting District (Fund 252).

ENVIRONMENTAL REVIEW

This action by the City Council is exempt from environmental review pursuant to Section 15061(b)(3) (Review for Exemption) of the California Environmental Quality Act (CEQA) Guidelines.

ATTACHMENTS

1. Resolution No. 10968 – A Resolution Rejecting All Submitted Bids for the Corten Steel Sign Manufacturing and Installation Project Within Willow Creek Estates South for the City of Folsom

Submitted,

Lorraine Poggione, Director
Parks & Recreation Department

RESOLUTION NO. 10968

A RESOLUTION REJECTING ALL SUBMITTED BIDS FOR THE CORTEN STEEL SIGN MANUFACTURING AND INSTALLATION PROJECT WITHIN WILLOW CREEK ESTATES SOUTH FOR THE CITY OF FOLSOM

WHEREAS, the existing signs in the Willow Creek Estates South neighborhood have reached the end of their useful life and are in need of replacement; and

WHEREAS, the lowest bidder (Meridian Media Group) was deemed nonresponsive based on the criteria of the RFP which required that receipt of the addendum be acknowledged by a returned signature page; and

WHEREAS, due to Meridian Media Group's lack of response to the addendum, Crusader Fence was deemed the lowest qualified and responsive bidder; and

WHEREAS, based on the content of the addendum, the scope of work and thus cost, would not be affected by the information within the addendum; and

WHEREAS, the second lowest bidder was 20% higher than the lowest bid; and

WHEREAS, staff recommends that the City Council reject all bids and repost the Request for Proposal; and

NOW, THEREFORE, BE IT RESOLVED by the City Council of the City of Folsom that all proposals received through the public Request for Proposal process for the Corten Steel Sign Manufacturing and Installation Project Within Willow Creek Estates South for the City of Folsom are hereby rejected.

PASSED AND ADOPTED this 10th day of January, 2023, by the following roll-call vote:

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

Rosario Rodriguez, MAYOR

ATTEST:

Christa Freemantle, CITY CLERK