



Folsom City Council Staff Report

MEETING DATE:	3/24/2026
AGENDA SECTION:	Consent Calendar
SUBJECT:	Resolution No. 11576 - A Resolution Authorizing the City Manager to Execute an Agreement with Curtis Sorber dba the HVAC Nerd for HVAC System Improvements for \$84,290 Funded from the Police Capital Improvement Fund (Fund 428) and the Folsom Plan Area Capital Improvement Fund (Fund 472) for the 1 Natoma Street Project (Project PD2501)
FROM:	Police Department

RECOMMENDATION / CITY COUNCIL ACTION

The Police Department recommends the City Council pass and adopt Resolution No. 11576 - A Resolution Authorizing the City Manager to Execute an Agreement with Curtis Sorber dba the HVAC Nerd for HVAC System Improvements for \$84,290 Funded from the Police Capital Improvement Fund (Fund 428) and the Folsom Plan Area Capital Improvement Fund (Fund 472) for the 1 Natoma Street Project (Project PD2501).

BACKGROUND / ISSUE

In May 2025, the City Council approved the purchase of 1 Natoma Street, an 8,148 square foot commercial building, to serve as permanent office space for the Police Department's Neighborhood Services Unit and related police operations for \$2,700,000. The building will also serve as office space for a portion of City Utilities operations once improvements have been completed.

As part of the acquisition, staff identified several building improvements necessary to ensure the facility is functional, safe, and properly configured for departmental use. Inspections confirm the existing heating and air conditioning system is nearing the end of its service life. Updating the HVAC system now with an improved and upgraded system will ensure reliability and prevent costly emergency failures.

In May 2025, the City Council authorized the Finance Director to appropriate \$1,000,000 for improvements to 1 Natoma Street. The appropriation consists of 10 percent from the Police Capital Improvement Fund (Fund 428) and 90 percent from the Folsom Plan Area Capital Improvement Fund (Fund 472).

Since acquisition, the following major improvement expenditures have been made:

- Roof repair and maintenance: \$9,380
- Flooring: \$40,517.75
- Painting: \$40,800
- Furnishings: \$61,182.77
- Window tinting: \$18,835
- Alarm and fire detection systems: \$6,928.54
- Key card door systems: \$19,491

Total expenditures to date are \$203,910.78.

The remaining significant improvement is the construction of interior walls and doors to accommodate the City of Folsom Utilities Department. This work is currently under contract for \$52,887 and will be funded by Utility resources.

Including the planned HVAC replacement, estimated at \$84,290, the total projected cost for improvements is approximately \$341,087.78.

This resolution will authorize the City Manager to execute an agreement with Curtis Sorber dba the HVAC Nerd for HVAC System improvements for \$84,290 funded from the Police Capital Improvement Fund (Fund 428) and the Folsom Plan Area Capital Improvement Fund (Fund 472) for the 1 Natoma Street Project (Project PD2501).

POLICY / RULE

In accordance with Chapter 2.36 of the Folsom Municipal Code, supplies, equipment, services, and construction with a value of \$77,426 or greater shall be awarded by City Council. The City will dispose of surplus property in accordance with Section 2.36.220 of the Folsom Municipal Code.

ANALYSIS

The City completed plans and specifications for the HVAC System improvements for the 1 Natoma Street Project (Project PD2501) and publicly advertised in the Sacramento Bee for bids on February 2, 2026. In addition, the City provided these documents to www.publicpurchase.com and www.virtual-bid.com, which are picked up by several area builders' exchanges, and posted information on the City of Folsom's website. The Police Department received the following bids on February 26, 2026 for the HVAC System improvements for the 1 Natoma Street Project:

Contractor	Bid Amount
Curtis Sorber dba The HVAC Nerd	\$84,290

SKI Air	\$116,800
ACCO Engineered Systems	\$127,139
LEED Mechanical	\$129,101
Nor-Cal Climate Control	\$131,850
EMCOR Energy Services – Mesa Energy	\$157,447
Cooper Oates Air Conditioning	\$157,567
B&M Civil LLC	\$189,000

Staff has reviewed the submitted bids and has determined that Curtis Sorber dba the HVAC Nerd is the lowest responsible and responsive bidder who meets the requirements and specifications set forth in the invitation for bids.

FINANCIAL IMPACT

The City Council approved Resolution No. 11381 on May 13, 2025 authorizing the purchase of 1 Natoma Street and the improvements and modifications necessary to meet the Police Department’s needs. The resolution also approved a project budget appropriation of \$3,700,000, including \$3,330,000 from the Folsom Plan Area Capital Improvement Fund (Fund 472) and \$370,000 from the Police Capital Improvement Fund (Fund 428).

The Police Department recommends that the contract be awarded to the lowest responsible, responsive bidder, Curtis Sober dba the HVAC Nerd. If approved the agreement with Curtis Sorber, doing business as the HVAC Nerd, would be in the amount of \$84,290 for the HVAC System upgrade. A 10% project contingency of \$8,429 is included, for a total project budget not to exceed \$92,719. Of this amount, \$83,447 would be funded from the Folsom Plan Area Capital Improvement Fund (Fund 472) and \$9,272 from the Police Capital Improvement Fund (Fund 428). Sufficient funds are budgeted and available within the 1 Natoma Street Project (Project PD2501) to cover the cost of the agreement.

ATTACHMENT

Resolution No. 11576 - A Resolution Authorizing the City Manager to Execute an Agreement with Curtis Sorber dba the HVAC Nerd for HVAC System Improvements for \$84,290 Funded from the Police Capital Improvement Fund (Fund 428) and the Folsom Plan Area Capital Improvement Fund (Fund 472) for the 1 Natoma Street Project (Project PD2501)

Submitted,

Adam Green, Chief of Police

Attachment 1

RESOLUTION NO. 11576

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH CURTIS SORBER DBA THE HVAC NERD FOR HVAC SYSTEM IMPROVEMENTS FOR \$84,290 FUNDED FROM THE POLICE CAPITAL FUND (FUND 428) AND THE FOLSOM PLAN AREA CAPITAL IMPROVEMENT FUND (FUND 472) FOR THE 1 NATOMA STREET PROJECT (PROJECT PD2501)

WHEREAS, in May 2025, the City Council approved the purchase of 1 Natoma Street, an 8,148 square foot commercial building, to serve as permanent office space for the Police Department’s Neighborhood Services Unit and related police operations; and

WHEREAS, the HVAC system was inspected and determined to be nearing the end of its service life; and

WHEREAS, City desires to hire a company to update the entire HVAC system with an upgraded and improved system; and

WHEREAS, the City completed plans and specifications for the 1 Natoma Street Project and publicly advertised in the Sacramento Bee for bids on February 2, 2026; and

WHEREAS, staff has reviewed the submitted bids and has determined that Curtis Sorber dba the HVAC Nerd is the lowest responsible and responsive bidder who meets the requirements and specifications set forth in the invitation for bids; and

WHEREAS, sufficient funds are budgeted and available in the 1 Natoma Street Project to cover the cost of the agreement; and

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

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Folsom hereby authorizes the City Manager to execute an agreement with Curtis Sorber dba the HVAC Nerd for \$84,290 with a 10% contingency of \$8,429 included for a total project budget not to exceed \$92,719 with \$9,272 funded from the Police Capital Improvement Fund (Fund 428) and \$83,447 funded from the Folsom Plan Area Capital Improvement Fund (Fund 472) for the HVAC System upgrade for 1 Natoma Street Project (Project PD2501)

PASSED AND ADOPTED this 24th 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