



Folsom City Council Staff Report

MEETING DATE:	1/28/2025
AGENDA SECTION:	Consent Calendar
SUBJECT:	Resolution No. 11325– A Resolution Authorizing the City Manager to Execute an Agreement with Capra Environmental Services Corp for Managed Grazing Services Within the City of Folsom
FROM:	Parks and Recreation Department

RECOMMENDATION / CITY COUNCIL ACTION

Staff recommends the City Council approve Resolution No. 11325- A Resolution Authorizing the City Manager to Execute an Agreement with Capra Environmental Services Corp for Managed Grazing Services Within the City of Folsom.

BACKGROUND / ISSUE

Over the past 7 years the City of Folsom's Parks and Recreation Department has been incorporating goat grazing as part of our annual weed abatement program. In having these areas grazed as opposed to traditional methods the City saves on labor and fuel costs that are at an all-time high. Beyond the cost savings, grazing produces a better end-product by completely removing combustible materials rather than just cutting the weeds and leaving it in place.

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

On December 2, 2024, the Parks and Recreation Department advertised a Request for Proposal for managed grazing services. The RFP was posted on CIPList.com as well as the City of

Folsom website with responses due back to the City by 4:00 pm December 23, 2024. An internal review team was assembled of Parks and Recreation staff. The criteria for ranking the qualifications were based on the following areas: relevant experience and staff resources, project understanding, and ability to complete work in allocated time frame. In total four responses were received, with one being incomplete, responsive bidders were (Capra, Intergrazers, and Blue Tent Farms LLC) and after reviewing their responses, and compiling scores, staff concluded that Capra Environmental Services Corp demonstrated they were the most qualified based on their ability to complete the scope of work in the allotted timeframe and expertise.

2025 Managed Grazing Scoring			
Criteria	Intergrazers	Blue Tent Farms LLC	Capra
Experience and Staff	24	20.33	25
Project Understanding	18.33	15.33	20
Ability to Complete Work	25	23	28.67
Cost score (includes regraze and fence costs)	21.38	16.24	25
Actual cost per acre	\$ 520.29	\$ 685.00	\$ 445.00
Total Score	88.71	74.9	98.67

FINANCIAL IMPACT

The cost of this contract will be funded through several different funding sources shown in the table below. Funds were budgeted and are currently available in the Fiscal Year 2024-25 budget. The total cost of the agreement is for the not to exceed amount of \$961,149. The initial term of the contract will be three years and funding for subsequent years beyond Fiscal Year 2024-25 will be addressed in each year's budget process. The Fiscal Year 2024-25 contract amount is estimated to be approximately \$320,383.

Area	Acreage	Cost
Parks Maintenance (General Fund)	295.81	\$144,799.00
L&L's and CFD's		
American River Canyon North (Fund 275)	41.84	\$20,480.68
Briggs Ranch (Fund 205)	5.81	\$2,844.00
Folsom Heights (Fund 281)	15.72	\$7,694.94
Natoma Station (Fund 207)	4.4	\$2,153.80
Prairie Oaks Ranch (Fund 236)	53.56	\$26,217.62
Los Cerros (Fund 204)	0.52	\$254.54
Willow Springs (Fund 262)	21.75	\$10,646.63
Broadstone 1/2,4 (Fund 282)	22.57	\$11,048.02
Broadstone 3 (Fund 266)	35.14	\$17,201.03
CFD 18 (Fund 288)	157.39	\$77,042.41
Total		\$320,382.65

ATTACHMENT

Resolution No. 11325- A Resolution Authorizing the City Manager to Execute an Agreement with Capra Environmental Services Corp for Managed Grazing Services Within the City of Folsom

Submitted,
Kelly Gonzalez,
Parks & Recreation Director

RESOLUTION NO. 11325

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH CAPRA ENVIRONMENTAL SERVICES CORP FOR MANAGED GRAZING SERVICES WITHIN THE CITY OF FOLSOM

WHEREAS, the City of Folsom desires to enter into an agreement for an initial period beginning February 1, 2025 through January 31, 2028, for managed grazing services; 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 December 2, 2024; and

WHEREAS, Capra Environmental Services CORP was the most qualified contractor; and

WHEREAS, sufficient funds are available for year one in the amount of \$320,383 in the General Fund (Fund 0103), Landscaping and Lighting Districts (Funds 275, 204, 215, 262, 282, 266, 281, 205, 207), and Community Facilities Districts (Fund 288) Fiscal Year 2024-25 budgets; and

WHEREAS, funds for the future years of the agreement will be addressed during the budget process and the total projects funded will not exceed the amount of funds appropriated; 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 Capra Environmental Services Corp for Managed Grazing Services within the City of Folsom for a not-to-exceed amount of \$961,149.

PASSED AND ADOPTED this 28th day of January, 2025, by the following roll-call vote:

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

Sarah Aquino, MAYOR

ATTEST:

Christa Freemantle, CITY CLERK