



Folsom City Council Staff Report

MEETING DATE:	9/9/2025
AGENDA SECTION:	Consent Calendar
SUBJECT:	Resolution No. 11457 – A Resolution Authorizing the City Manager to Execute an Agreement with Western Systems, Inc. for \$160,906.25 from the Transportation Improvement Fund (Fund 446) to Purchase Cabinets at Four Locations for the Flashing Yellow Arrow Trial Project
FROM:	Public Works Department

RECOMMENDATION / CITY COUNCIL ACTION

The Public Works Department recommends that the City Council pass and adopt Resolution No. 11457 – A Resolution Authorizing the City Manager to Execute an Agreement with Western Systems, Inc. for \$160,906.25 from the Transportation Improvement Fund (Fund 446) to Purchase Cabinets at Four Locations for the Flashing Yellow Arrow Trial Project.

BACKGROUND / ISSUE

On May 13, 2025, the City Council approved Resolution No. 11379 authorizing the Public Works Department to implement a Flashing Yellow Arrow (FYA) Trial Project. The project advances the use of protected/permissive left turn operations with a four-section signal head containing a flashing yellow arrow, a Federal Highway Administration–approved traffic control device. This operational enhancement is intended to improve traffic flow, reduce vehicle emissions, and improve driver experience.

As part of the trial project, the City identified four intersections as candidates for FYA installation. The four locations identified for the trial are along Natoma Street at Prison Road, Wales Drive, Stafford Street, and Coloma Street. To implement the project, upgrades to the existing traffic signal controller cabinets and foundations are required to ensure compatibility with modern equipment and to allow efficient maintenance and troubleshooting.

The City has standardized its traffic signal cabinet specification to the Western Systems, Inc. P-Plus cabinet, developed in coordination with City staff and tested for compatibility with existing infrastructure. Standardization of equipment across all locations has proven beneficial, allowing City staff to quickly address issues, reduce downtime, and enhance roadway safety.

Western Systems, Inc. provided a quote dated June 3, 2025, for the necessary cabinets and components to serve the four project locations. The total cost, including equipment, shipping, and tax, is \$160,906.25. The requested purchase represents a sole-source procurement, consistent with Folsom Municipal Code Section 2.36.140, due to the City's standardization on Western Systems cabinets.

POLICY / RULE

Section 2.36.080 of the Folsom Municipal Code states, in part, that contracts for supplies, equipment, services, and construction with an estimated value of \$75,049 or greater shall be awarded by the City Council.

FINANCIAL IMPACT

The purchase of four Western Systems, Inc. P-Plus traffic signal cabinets and related components, will be funded from the Transportation Improvement Fund (Fund 446) in the amount of \$160,906.25. Sufficient funds are budgeted and available for this expenditure.

ENVIRONMENTAL REVIEW

The action under consideration involves the purchase of equipment and does not constitute a project under the California Environmental Quality Act (CEQA).

ATTACHMENTS

1. Resolution No. 11457 – A Resolution Authorizing the City Manager to Execute an Agreement with Western Systems, Inc. for \$160,906.25 from the Transportation Improvement Fund (Fund 446) to Purchase Cabinets at Four Locations for the Flashing Yellow Arrow Trial Project
2. Flashing Yellow Arrow Trial Project Locations Map

Submitted,

Rebecca Neves, PUBLIC WORKS DIRECTOR/CITY ENGINEER