



**TOWN OF LOS GATOS  
COUNCIL AGENDA REPORT**

MEETING DATE: 05/20/2025

ITEM NO: 7

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DATE: May 15, 2025  
TO: Mayor and Town Council  
FROM: Chris Constantin, Town Manager  
SUBJECT: Authorize the Town Manager to Execute a Five-Year Agreement for Services with EcoSanitation, LLC for Downtown Power Washing for a Total Agreement Amount Not to Exceed \$287,500.

**RECOMMENDATION:**

Staff recommends that the Town Council authorize the Town Manager to execute a five-year Agreement for Services (Attachment 1) with EcoSanitation LLC for downtown power washing for a total agreement amount not to exceed \$287,500.

**STRATEGIC PRIORITIES:**

This project supports the Core Goal of **Community Character** and **Civic Engagement**. Power washing services ensure the Downtown is a welcoming and safe area, which helps businesses thrive.

**FISCAL IMPACT:**

The Adopted Fiscal Year (FY) 2024/25 Parks and Public Works General Fund Operating Budget (111-5401-63365) includes sufficient funds to cover the contract in the amount of \$7,500 for FY 2024/25.

The proposed Fiscal Year 2025/26 Operating Budget includes \$58,805.56 for this service. The proposed budget was based on the value of the low bidder, who then declined to enter into the agreement. The cost difference of \$11,194.44 to the proposed budget will be identified through potential cost savings through the FY FY25-26 or another operating source if savings cannot be identified.

**PREPARED BY:** Nicolle Burnham  
Parks and Public Works Director

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Reviewed by: Town Manager, Town Attorney, Finance Director, and Parks and Public Works Director

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Future proposed operating budgets will include requests for funding for the contract per the amounts listed above.

BACKGROUND:

For several years, the Town of Los Gatos has utilized contract services to provide high-pressure power washing of the downtown and Main Street sidewalks, the front patio area of the Town Library, and lower-level concrete surfaces of Parking Lot #4. The sidewalks and patio area require monthly service to enhance the cleanliness of the downtown destinations, while the parking garage requires quarterly service to keep the walls and ceilings free of exhaust soot, spiderwebs, and stains. The current agreement ended on December 31, 2024.

The services are necessary to keep the Downtown area clean and welcoming. Staff resources do not exist to do this work, and the Downtown area does not have a Business Improvement District or other mechanism for providing this service. As such, the Town funds this contract work.

In October 2024 staff initiated a Request for Proposals (RFP) for power washing of sidewalks on North Santa Cruz Avenue between Main Street and Highway 9, University Avenue between Elm Street and Main Street, Main Street between North Santa Cruz Avenue and Los Gatos High School, the library front patio, and the lower level of Parking Lot #4. The RFP erroneously did not include a requirement that the contractor pay the prevailing wage.

In January 2025, staff rebid the service and included prevailing wage requirements. Several companies responded, resulting in four qualified proposals received on February 14, 2025. Proposals were rated by weighted categories of qualifications, job history, management, references, and cost.

On March 18, 2025 Town Council authorized the Town Manager to execute an agreement with the lowest qualified bidder, PPWPM, Inc. That vendor declined to execute a contract with the Town based on the bid price provided.

DISCUSSION:

EcoSanitation LLC was the second lowest qualified bidder. The firm has a proven record of high-quality service of similar scope to the Cities of San José, Sacramento, and Lodi. This agreement structure ensures continuity of service while maximizing savings over multiple years. Additionally, the contract includes cancellation provisions should the need arise during the contract term.

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The current value of the proposed five-year term (excluding potential future consumer price index adjustments) is \$287,500, and the yearly breakdown of cost under the new contract will be:

<b>Annual Breakdown:</b>	<b>Dates:</b>	<b>Amount:</b>
Year 1 (FY2024/25)	6/1/25 through 6/30/25	\$7,500.00
Year 2 (FY2025/26)	7/1/25 through 6/30/26	\$70,000.00
Year 3 (FY2026/27)	7/1/26 through 6/30/27	\$70,000.00
Year 4 (FY2027/28)	7/1/27 through 6/30/28	\$70,000.00
Year 5 (FY2028/29)	7/1/28 through 6/30/29	\$70,000.00

The proposal for service allows for additional services to be provided, if requested by the Town. These would be charged at the hourly rate of \$104.50 inclusive of staff, equipment, and materials. If such services are required, an amendment to the agreement would be executed.

Future year contract amounts and hourly rates for service will be adjusted based on the Consumer Price Index, with amendments to the agreement cost brought forward when needed. Staff is seeking a five-year agreement recognizing that future years will be subject to operating budget appropriations.

**CONCLUSION:**

Staff recommends that the Town Council authorize the execution of this agreement.

**ENVIRONMENTAL ASSESSMENT:**

This is not a project defined under CEQA, and no further action is required.

**Attachments:**

1. Agreement for Services with Exhibit A – EcoSanitation LLC