



**TOWN OF LOS GATOS
COUNCIL AGENDA REPORT**

MEETING DATE: 06/17/2025

ITEM NO: 14

DATE: June 12, 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 Bear Electrical Solutions LLC to Provide Traffic Signal, Streetlight, Parking Lot and Park Light Maintenance and Repair, Underground Service Alert (USA) Marking Services, Traffic Signal Safety Improvements and Park Lighting Improvements for a Total Agreement Amount Not to Exceed \$865,767

RECOMMENDATION:

Staff recommends that the Town Council authorize the Town Manager to execute a five-year agreement for services with Bear Electrical Solutions LLC to provide traffic signal, streetlight, parking lot and park light maintenance and repair, underground service alert (USA) marking services, and unforeseen repairs necessary to keep the equipment functioning in an annual amount of \$159,304 (including an annual compounded 3% CPI escalator) plus a one-time amount of \$20,000 for park lighting improvements, for a total agreement amount not to exceed \$865,767.

FISCAL IMPACT:

There are sufficient funds in the Parks and Public Works Streets and Signals Program FY2025-26 operating budget (5401-63364) for the year-one basic services (\$104,514) and unforeseen additional repairs (\$54,790). Additionally, there are sufficient funds in the Parks and Public Works Park Services Program (5301-62379) to support the one-time expenses associated with park lighting improvements (\$20,000). Future fiscal year funding is subject to operating budget appropriations made during the Town's annual budget process.

PREPARED BY: Mike Vroman
Senior Traffic Engineer

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

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STRATEGIC PRIORITIES:

This project supports the Core Goals of **Quality Public Infrastructure** and **Public Safety**. The proposed work ensures safety for all users, maintaining existing infrastructure and making traffic signal and lighting improvements.

BACKGROUND:

The Town of Los Gatos designates annual funding to contract services for the routine maintenance and repair of traffic signals, streetlights, parking lot and park lights, and underground utility locating services relating to the electric services within the Town's jurisdiction. The services include repairs and upgrades on an as-needed basis, periodic inspections, testing of the equipment, and lamp replacements. Underground utility locating services involve responding to Underground Service Alert (USA) requests to identify and mark the Town's underground infrastructure at construction sites prior to any digging operations. Staff have determined that contractual services are the most cost-effective delivery method due to the technical expertise and specialty equipment required for this work.

The cost structure of traffic signal maintenance is a monthly rate per intersection including routine inspections and testing. Streetlight, parking lot and park light maintenance includes a monthly rate per light, covering inspection and lamp replacement. Additional services such as signal outages, pole knockdowns, and other non-routine, unforeseen repairs, which are necessary to keep the equipment functioning, are performed at the time and material rates included in the proposal. USA markings provide the identification and location of the Town's underground infrastructure associated with construction projects and repairs and serves to protect the Town's infrastructure from damage. The full scope of work is attached to the agreement.

DISCUSSION:

Bidding and Negotiations

On April 1, 2025, staff released a request for proposals (RFP) for traffic signal and street light maintenance. The scope of the work included maintenance of:

- 31 Traffic Signals
- 1,607 Street Lights
- 119 Parking Lot Lights
- 104 Park Lights
- 24 USA Markings per Month (based on historical average)

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On April 18, 2025, proposals were opened, with four contractors submitting proposals. A list of the final proposal costs is in Attachment 2 and is summarized below:

Request For Proposal -Results		
1. Bear Electrical Solutions LLC	Final	\$104,514 per year
	Initial	\$134,826 per year
2. St. Francis Electric, Inc.		\$109,238 per year
3. Yunex Traffic		\$211,858 per year
4. Cal-West Lighting & Signal Maintenance, Inc.		Not Responsive

Staff reviewed the proposals and ranked Bear Electrical Solutions LLC (BES) as the highest rated provider based on their ability to meet the Town's expectations to provide the range of maintenance resources required by the Town during normal operating hours and with regard to emergency response times BES is able to provide. BES has more personnel in the immediate area and offered a pre-emptive maintenance plan within the scope of their proposal. St. Francis is the Town's current service provider for this work and was ranked second in terms of quality of service and response time.

Staff interviewed BES and confirmed their ability and commitment to meeting the Town's needs. As submitted the BES proposal totaled \$134,826 per year. After negotiations, BES provided the lowest proposal for maintenance services (Attachment 2). and staff believe BES will deliver enhanced service as well as cost savings.

Services to be Provided

Basic Services: The agreement with Bear Electric will cover the following basic services as proposed in response to the RFP request:

Bear Electric LLC Proposal for Basic Services		
	Total	\$104,514
	Units	Annual Cost
Traffic Signals	31	\$45,384
Street Lights	1,607	\$24,105
Parking Lot Lights	119	\$1,785
Park Lights	104	\$1,560
USA Markings (24/month)	288/yr	\$31,680

Unforeseen Costs: Added to the basic services, the agreement includes funding to pay for unforeseen events that occur throughout the year above and beyond the regular monthly maintenance. The unforeseen costs have been included in the recommendation based on a

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time and material estimate from BES including a one-hour emergency response for traffic signal repairs. Unforeseen costs include repair services for inoperable traffic signals, maintenance and repair of radar speed feedback signs and crosswalk warning lights, signal equipment knockdowns, and other unforeseen repairs of the Town's aging infrastructure. The annual amount recommended for unforeseen costs is based on an average of the previous five-year unforeseen repairs, \$54,790.

Staff will monitor the amount of unforeseen costs that occur on a year-to-year basis. In case of higher-than-average unforeseen repair costs, staff will return to the Town Council to request additional funding.

Additional One-Time Improvements: Staff also recommends including park lighting improvements to be funded out of the Parks Program FY2025-26 operating budget in the amount of \$20,000 within the FY2025/26 total contract amount. The Blossom Hill Park tennis court lights are in need of repair. The Town's current lighting maintenance contractor recently repaired two lights because they required immediate replacement. With two lights recently replaced, staff recommends replacing the remaining lights. This should reduce or eliminate future repair costs. BES's proposal cost to complete this work totals \$20,000.

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Bear Electric LLC Contract Details			
Contract Not to Exceed		Total \$	865,767
Year 1 - FY2025-26		Year 1 Total \$	179,304
Basic Services Covered Annually by the Agreement			
	Lighting and Traffic Signal Maintenance	\$ 72,834	
	USA Markings	\$ 31,680	
	Subtotal	\$ 104,514	
Unforeseen Additional Repair Amounts			
	FY20-21	\$ 8,567	
	FY21-22	\$ 67,000	
	FY22-23	\$ 53,381	
	FY23-24	\$ 55,000	
	FY24-25	\$ 90,000	
	Average	\$ 54,790	
Park Lighting Improvements			
	Blossom Hill Park Tennis Court Lighting Replacement	\$ 20,000	
	Subtotal	\$ 20,000	
Year 2 - FY2026-27		Year 2 Total \$	164,083
	Basic Services Covered Annually by the Agreement plus CPI	Subtotal	\$ 107,649
	Unforeseen Additional Repair Amounts plus CPI	Average	\$ 56,434
Year 3 - FY2027-28		Year 3 Total \$	169,006
	Basic Services Covered Annually by the Agreement plus CPI	Subtotal	\$ 110,879
	Unforeseen Additional Repair Amounts plus CPI	Average	\$ 58,127
Year 4 - FY2028-29		Year 4 Total \$	174,076
	Basic Services Covered Annually by the Agreement plus CPI	Subtotal	\$ 114,205
	Unforeseen Additional Repair Amounts plus CPI	Average	\$ 59,871
Year 5 - FY2029-30		Year 5 Total \$	179,298
	Basic Services Covered Annually by the Agreement plus CPI	Subtotal	\$ 117,631
	Unforeseen Additional Repair Amounts plus CPI	Average	\$ 61,667

CONCLUSION:

The proposed actions would allow the Town to proceed with executing an agreement with Bear Electrical Solutions LLC to provide streetlight and signal maintenance, unforeseen repair services, and Underground Service Alert (USA) marking services, plus one-time Park lighting safety improvements. This agreement structure ensures continuity of service while maximizing savings over multiple years. Staff is seeking a five-year agreement recognizing that future years will be subject to operating budget appropriations.

COORDINATION:

This report was coordinated by the Finance Department and the Town Attorney's Office.

ENVIRONMENTAL ASSESSMENT:

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

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Attachments:

1. Agreement for Services with Exhibit A
2. Proposal Results