



Dave Lambertson
Director

COUNTY OF LOS ANGELES
Internal Services Department
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To enrich lives through effective and caring service.

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March 23, 2006

Agenda Date: April 4, 2006

The Honorable Board of Supervisors
County of Los Angeles
383 Kenneth Hahn Hall of Administration
500 West Temple Street
Los Angeles, CA 90012

Dear Supervisors:

**REQUEST FOR APPROVAL OF
THREE LANDSCAPE SERVICES CONTRACTS
(ALL DISTRICTS-3 VOTES)**

IT IS RECOMMENDED THAT YOUR BOARD:

1. Find that landscape services can be more economically performed by independent contractors than by County employees.
2. Approve and instruct the Mayor of the Board to sign the attached three (3) Contracts with Sepco Earthscape, Inc., American Landscape Maintenance, Inc., and Wurzel Landscape, Inc., to provide landscape services at various County locations, effective on execution, for a term of three (3) years, with two (2) one-year renewal options and six (6) month-to-month extensions. The estimated first year cost for these Contracts is \$1,507,872.
3. Delegate authority to the Director of the Internal Services Department (ISD), or his designee, to approve and execute all renewal options, extensions, and amendments, including; adding and deleting facilities, approving necessary changes to the scope of services and changes in the contracting entity, pursuant to the terms of the Contracts.

PURPOSE/JUSTIFICATION OF RECOMMENDED ACTION:

ISD currently provides landscape services to 17 County Departments and the Superior Courts at 144 locations throughout the County through contracts with four (4) contractors. The current contracts expire on April 30, 2006 and the Director of ISD has the authority to extend the contracts for two (2) additional months. Therefore, ISD's

authority to obtain landscape services under the current contracts expires on June 30, 2006. The recommended actions will ensure that these facilities continue to receive landscape services with no lapse in service.

The work has been divided into six (6) geographic regions and no single contractor will be awarded more than four (4) regions. This approach minimizes the risk to the County from any vendor defaults and this model has proven to promote effective management of the work.

IMPLEMENTATION OF STRATEGIC PLAN GOALS:

The proposed contracts support the County Strategic Plan Goals, No. 1 for Service Excellence, by providing efficient and responsive services and No. 4 for Fiscal Integrity by acquiring services in a cost-effective manner.

FISCAL IMPACT/FINANCING:

The first year cost of the recommended contracts is estimated at a total cost of \$1,507,872. The ISD approved FY 2005-2006 budget and the requested FY 2006-2007 budget contain sufficient funding to cover the first year annual expense for the contracts. Funding for subsequent years will be requested during the budget process. ISD costs for these contracts will be recovered by billing the County departments using the contracted services.

The County cost to provide the services included in the recommended contracts for one (1) year is estimated to be \$1,967,765. The total annual contract cost for service to all six (6) regions is estimated to be \$1,507,872. Prices are fixed for the initial three-year term. County cost savings which will result from the recommended contracts is estimated to be \$459,893 in each of the first three years of the contract. In accordance with the Auditor-Controller's policy of only reviewing Proposition "A" contract costs with a value greater than \$1 million, the Auditor-Controller approved the cost analysis for the Sepco Earthscape, Inc. contract. The individual cost analysis for the American Landscape Maintenance, Inc. and Wurzel Landscape contracts were performed by ISD in accordance with the Auditor-Controller's procedures. Attachment 1 shows the details.

FACTS AND PROVISIONS/LEGAL REQUIREMENTS:

The proposed Contracts will commence on May 1, 2006 for a period of three (3) years, with two (2) one-year renewal options and six (6) month-to-month extensions. The

contracts allow for a cost of living adjustment (COLA) during the fourth and fifth years, if the option to renew is exercised. The COLA language in the Contracts, which states: 1) the Contract amount may be adjusted annually based on the local area Consumer Price Index (CPI) for the most recently published percentage change for the 12-month period preceding the contract anniversary date, which shall be the effective date for any cost of living adjustment; 2) any increase shall not exceed the general salary movement granted to County employees as determined by the Chief Administrative Office as of each July 1 for the prior 12-month period; and 3) should fiscal circumstances ultimately prevent the Board from approving any increase in County employee salaries, no cost of living adjustments will be granted, is consistent with the County's COLA policy.

All of the recommended contractors have agreed to the County's terms and conditions. The Contracts contain all of the Board, Chief Administrative Office, and County Counsel required provisions, including the County's Child Support Compliance Program, consideration of GAIN/GROW participants, Contractor Non-responsibility and Debarment, Contractor Employee Jury Service and Safely Surrendered Baby Law. All recommended companies have met the Living Wage requirements. It has been determined that the services under these contracts do not impact the Board Policy No. 5.030, "Low Cost Labor Resource Program."

The attached Contracts have been reviewed and approved as to form by County Counsel.

CONTRACTING PROCESS:

On July 19, 2005, ISD released a Request For Proposals (RFP) for landscape services and posted the solicitation and contracting opportunity announcement on the County's "Doing Business with Us" web site (Attachment 2). Notice of the solicitation was sent by electronic mail to 82 landscape services companies registered with the County (Attachment 3).

Seven (7) companies attended the Mandatory Proposers' Conference held on August 1, 2005. Seven (7) proposals were received, accepted and evaluated by an evaluation committee consisting of representatives from the Department of Public Works (DPW), the Department of Parks and Recreation and ISD. All proposers were required to provide proof of compliance with State and Federal labor regulations and record keeping requirements. One (1) proposal was disqualified during the evaluation process when auditors from the ISD Contract Compliance Section discovered that the firm's payroll/record keeping practices are not in compliance with State of California Labor

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Law. The County will not enter into a contract with a proposer/contractor who is in violation of State and/or Federal laws.

Debriefings were offered to all of the non-selected proposers. Two (2) proposers requested and received debriefings. There were no protests resulting from this solicitation.

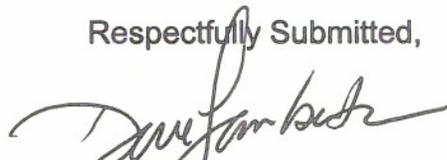
The recommended companies were determined to have the most responsive and responsible proposals. A summary of the Community Business Enterprise (CBE) Information provided by each recommended firm is attached (Attachment 4). Selections were made without regard to gender, race, creed, color, or national origin.

IMPACT ON CURRENT SERVICES (OR PROJECTS):

Approval of the recommendations will provide for continuation of needed landscape and related services at a wide variety of County buildings in compliance with your Board's Living Wage Program requirements.

Following execution of the Contracts by your Board, please return to the department two (2) executed copies of each Contract.

Respectfully Submitted,



Dave Lambertson
Director

DL:DB:mm
Attachments (4)

c: Chief Administrative Officer
Executive Officer, Board of Supervisors
County Counsel
Auditor-Controller

ISD - CUSTODIAL DIVISION
PROPOSITION A REVIEW FOR LANDSCAPE SERVICES CONTRACTS
SUMMARY COMPARISON OF COUNTY'S ESTIMATED AVOIDABLE COSTS TO CONTRACTORS

COST

		<u>Vendor</u>	<u>County</u>	<u>Contractor</u>	<u>Variance</u>	<u>% of Var.</u>
Region	1	Sepco Earthscape, Inc.	\$ 569,480	\$ 399,684	\$ 169,796	30%
Region	2	Sepco Earthscape, Inc.	\$ 110,243	\$ 86,760	\$ 23,483	21%
Region	3	Sepco Earthscape, Inc.	\$ 407,111	\$ 290,340	\$ 116,771	29%
Region	4	American Landscape Mgmt, Inc.	\$ 213,310	\$ 201,240	\$ 12,070	6%
Region	5	Sepco Earthscape, Inc.	\$ 312,865	\$ 246,228	\$ 66,637	21%
Region	6	Wurzel Landscape	\$ 354,757	\$ 283,620	\$ 71,137	20%
Total			\$ 1,967,765	\$ 1,507,872	\$ 459,893	23%

HOURS

GROUNDS MAINTENANCE WORKER I

		<u>Vendor</u>	<u>County</u>	<u>Contractor</u>	<u>Variance</u>
Region	1	Sepco Earthscape, Inc.	20,880	20,880	-
Region	2	Sepco Earthscape, Inc.	2,088	2,088	-
Region	3	Sepco Earthscape, Inc.	14,616	14,616	-
Region	4	American Landscape Mgmt, Inc.	4,176	4,176	-
Region	5	Sepco Earthscape, Inc.	10,440	10,440	-
Region	6	Wurzel Landscape	10,440	10,440	-
Total			62,640	62,640	-

GROUNDS MAINTENANCE WORKER II

		<u>Vendor</u>	<u>County</u>	<u>Contractor</u>	<u>Variance</u>
Region	1	Sepco Earthscape, Inc.	-	-	-
Region	2	Sepco Earthscape, Inc.	2,088	2,088	-
Region	3	Sepco Earthscape, Inc.	-	-	-
Region	4	American Landscape Mgmt, Inc.	2,088	2,088	-
Region	5	Sepco Earthscape, Inc.	-	-	-
Region	6	Wurzel Landscape	-	-	-
Total			4,176	4,176	-

SENIOR GROUNDS MAINTENANCE WORKER

		<u>Vendor</u>	<u>County</u>	<u>Contractor</u>	<u>Variance</u>
Region	1	Sepco Earthscape, Inc.	2,088	2,088	-
Region	2	Sepco Earthscape, Inc.	-	-	-
Region	3	Sepco Earthscape, Inc.	2,088	2,088	-
Region	4	American Landscape Mgmt, Inc.	-	-	-
Region	5	Sepco Earthscape, Inc.	2,088	2,088	-
Region	6	Wurzel Landscape	2,088	2,088	-
Total			8,352	8,352	-

DOING BUSINESS WITH US

County Home

Home

E-mail

FAQ

F



L.A. county
ONLINE

To Enrich Lives Through Effective and Caring Servi

Award information has not been added at this time.

Search for a
Closed Bid

- A B C D E F
- G H I J K L
- M N O P Q R
- S T U V W X
- Y Z All

Bid Information

Search By
Bid Number

103732

Submit

Sort By
Bid Title

Sort

Bid Number : 103732

Bid Title : Request for Proposals for Landscape Services

Bid Type : Service

Department : Internal Services Department

Commodity : GROUNDS MAINTENANCE: MOWING, EDGING, PLANT (NOT TREE) TRIMM

Open Date : 7/19/2005

Closing Date : 9/8/2005 3:00 PM

Notice of Intent to Award : [View Detail](#)

Bid Amount : \$ 00,000

Bid Download : [Available](#)

Bid Description : Landscape and other related services at County-owned facilities, located within facilities are grouped into six (6) geographic regions: Civic Center, East Valley, County and North County. Services include lawn care, tree and shrub care, wee care, irrigation system maintenance and control and other related services.

Contact Name : Mark Manning

Contact Phone# : (323) 267-2905

Contact Email : mmanning@co.la.ca.us

Last Changed On : 7/19/2005 3:43:22 PM

[Back to Last Window](#)

[Back to Award Main](#)

Landscape Services RFP – Email Notification List

ABC LAWN SPRINKLER CO., INC.
 ACACIA LANDSCAPING & EROSIONCONTROL, INC.
 ACCENT LANDSCAPE, INC.
 ACCENT SERVICE COMPANY, INC.
 ADCO SERVICES, INC.
 ALLSTAR LANDSCAPE SERVICES
 ALMA GARDENING COMPANY
 AMERICAN GOLF CORPORATIONATTN: COURSE ACCOUNTING
 AMERICAN TEK SOLAR SALES
 AZ TEC, INC.
 AZTECA LANDSCAPE
 BAS ASSOCIATES CONSTRUCTION
 BILL'S LANDSCAPING, INC
 BLACK DIAMOND INC
 CALIFORNIA CONSERVATION CORPS
 CALIFORNIA WESTERN ARBORISTS
 CAPUANO TREE SERVICE
 CREATIVE CONCEPTS LANDSCAPEMANAGEMENT INC.
 CREATIVE LANDSCAPING
 DECOR INTERIOR DESIGN
 DIETZ HYDROSEEDING CO. RON DIETZ, INC., A CA CORP
 DIVERSIFIED MAINTENANCESERVICES, INC.
 E P MAINTENANCE
 ENVIRONETICS DEVELOPMENT CORP
 ENVIRONMENTAL LANDSCAPE DESIGN
 FAREAST LANDSCAPE
 FRANK MATTISON LANDSCAPE
 FUJIMOTO LANDSCAPING
 FYR LANDSCAPING, INC. DBAPIERRE SPRINKLER AND
 LANDSCAPE
 GENERAL SECURITY SERVICE INC
 GEOFON
 GOMEZ LANDSCAPE DESIGN
 GRANDVIEW TREE SURGERY CO
 GROUNDWORKS LANDSCAPE INC
 INTELLICEPT
 J&M LAND RESTORATION, INC
 JEROME SMITH ARBORICULTURE
 JOHNSON CONTROLS INC
 JUAN MUNOZJM LANDSCAPING
 L. BARRIOS & ASSOCIATES, INC.
 L.A. DESIGN ASSOCIATES
 LAND CREATIONS
 LARC INCORPORATED
 LIMCO
 LRP PRODUCTIONS
 MARCIA ANN ARNOLD
 MARIPOSA HORTICULTURAL ENTERPRISES, INC.
 MB LANDSCAPING & NURSERY, INC
 MFD ENTERPRISES, INC.
 NATURES IMAGE, INC.
 NEW GENERATIONLANDSCAPE CO., INC.
 NEW IMAGE LANDSCAPING CONSTRUC
 NORTH HILLS LANDSCAPE AND TREECOMPANY
 OLIVERI & TRUSCHELCONSTRUCTION AND LANDSCAPE
 COR
 OROZCO LANDSCAPE AND TREE CO.
 PANAMERICAN LANDSCAPING
 PLANT TERRA LANDSCAPE INC
 POWERLAND EQUIPMENT, INC.
 PURKISS.ROSE-RSI
 ROBERT LEE LANDSCAPE
 RPW SERVICES INC
 S.C. YAMAMOTO, INC.
 SELBERT PERKINS DESIGN
 SHADES OF GREEN
 SIERRA WEST LANDSCAPE CO.
 SPRAGUE CONSULTANTS, INC.
 STEVENS TREE EXPERTS
 SYSTEMS MANAGEMENT, INC.
 TATSUMI & PARTNERS INC
 TAYLOR MADE LANDSCAPE
 THE URBAN WILDLANDS GROUP, INC
 TORIBIO'S LANDSCAPE
 TREE KING TREE SERVICE, INC.
 TRIMMING LAND CO., INC.
 TROPICAL CREATIONS, INC.
 TRUGREEN LANDCARE
 TRUGREEN LANDCARE
 UNITED PACIFIC SERVICES
 URS CORPORATION
 US ORCHID SUPPLIES
 WURZEL LANDSCAPE

**LANDSCAPE SERVICES
FIRM/ORGANIZATION INFORMATION AS PROVIDED BY CONTRACTOR**

FIRM INFORMATION		American Landscape Maintenance, Inc.	Sepco Earthscape Inc.	Wurzel Landscape Inc.
Cultural/Ethnic Composition				
OWNERS/PARTNERS	Black/African American			
	Hispanic/Latin American			
	Asian American			
	American Indian/Alaskan			
	All others	2	2	2
	Women (included above)		1	1
MANAGER		Number	Number	Number
	Black/African American			
	Hispanic/Latin American	10		8
	Asian American			
	American Indian/Alaskan			
	All others	10		
Women (included above)	3			
STAFF	Black/African American			
	Hispanic/Latin American	220	20	50
	Asian American			
	American Indian/Alaskan			
	All others	8		2
	Women (included above)			
TOTAL # OF EMPLOYEES		250	22	62
BUSINESS STRUCTURE		Corporation	Corporation	Corporation
COUNTY CERTIFICATION				
CBE		NO	NO	NO
LSBE		NO	NO	NO
OTHER CERTIFYING AGENCY				
		N/A	N/A	N/A