



COUNTY OF LOS ANGELES  
DEPARTMENT OF PARKS AND RECREATION

*"Parks Make Life Better!"*

Norma E. García-González, Director

Alina Bokde, Chief Deputy Director

June 25, 2024

**ADOPTED**

BOARD OF SUPERVISORS  
COUNTY OF LOS ANGELES

52 June 25, 2024

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

*Edward Yen*  
EDWARD YEN  
EXECUTIVE OFFICER

Dear Supervisors:

**APPROVAL OF AMENDMENT NUMBER THREE  
TO SOLE SOURCE CONTRACT NUMBER 10320  
WITH HYDROPOINT DATA SYSTEMS, INC. TO FURTHER EXTEND THE  
SUBSCRIPTION SERVICES FOR WEATHER-BASED IRRIGATION SMART  
CONTROLLERS (ALL SUPERVISORIAL DISTRICTS) (3-VOTES)**

**SUBJECT**

Authorize the Director of the County of Los Angeles Department of Parks and Recreation to execute Amendment No. Three to sole source Contract No. 10320 with HydroPoint Data Systems, Inc. to further extend the subscription services for weather-based irrigation controllers for a period not to exceed 12 months, to allow the Department of Parks and Recreation to continue to have access to proprietary information and enable it to continue its water management program consistent with the Board's policy for conservation and irrigation efficiency while completing the negotiations with HydroPoint Data Systems, Inc for a new long-term sole source Board-approved agreement.

**IT IS RECOMMENDED THAT THE BOARD:**

1. Find that the proposed actions are not a project under the California Environmental Quality Act for the reasons stated in this Board letter and the record.
2. Delegate authority to the Director of Parks and Recreation, or her designee, to execute an Amendment to Contract No. 10320 with HydroPoint Data Systems, Inc., upon approval as to form by County Counsel, to further extend the subscription services for the weather-based irrigation controllers for a period of six months with an additional six month-to-month extension, for a total extension period not to exceed 12 months, at a total annual cost of \$73,938.60.

3. Delegate authority to the Director of Parks and Recreation, or her designee, to increase the contract amount by up to ten percent of \$73,938.60 during the 12-month extension period, for any unforeseen services within the scope of the contract.

### **PURPOSE/JUSTIFICATION OF RECOMMENDED ACTION**

On October 21, 2008, the Board of Supervisors (Board) approved the acquisition and installation of the 137 smart controllers at 14 parks, which were procured through the Job Order Contract (JOC) program. An additional 114 smart controllers were later procured through the JOC program. The selected smart controllers were pre-approved by the Metropolitan Water District (MWD) and qualified for the California Friendly Irrigation Retrofit Program Multi-Family Community Common Areas and Public Parks Rebate Program offered by MWD. To meet the rebate program requirements, the controller system must be equipped with weather data transmission systems and to provide the irrigation system operators with web-based communications to monitor controller operations.

On June 15, 2010, the Board delegated authority to the Director (Director) of Parks and Recreation (DPR) to execute a sole source Subscription Services Contract with HydroPoint Data Systems, Inc. (HydroPoint) to provide a weather-based irrigation controllers system to increase irrigation efficiency to adjust watering times in response to weather conditions. The Contract was for a maximum term of 13 years, including one three-year extension period, that expired on June 30, 2023.

On June 27, 2023, the Board delegated authority to the Director to execute an amendment for a month-to-month extension period not to exceed twelve (12) months, and will expire on June 30, 2024, to be able to complete a solicitation to determine if there is a similar product and service that can replace the current irrigation system and continue to maintain the Department's water management program consistent with the Board's water conservation policy. After further analysis, it was determined that installing a new replacement system would be costly and time-consuming and would have a negative impact on the Department's facilities. The current system has been fully integrated into the Departments field operations and includes valuable features, such as GIS Mapping and Access Manager Tools, that assist DPR field staff in their daily functions. Parks staff have been trained in the software and system and transitioning to a new system would require new extensive training. Negotiating a new sole source agreement with Hydpoint will allow DPR to continue to have access to proprietary information and enable the Department to continue its water management program consistent with Board's policy for conservation and irrigation efficiency. On December 18, 2023, the Department notified your Board of its intent to negotiate a new sole source agreement with Hydpoint.

From August 1, 2012, to present, as authorized by the Contract, the Department expanded subscription services for an additional 57 smart controllers, which were installed through multiple Change Notices, bringing the current number of smart controllers receiving wireless satellite communication to 308.

Amendment No. Two expanded the subscription services to an additional 15 smart controllers, increasing the total number of smart controllers receiving the wireless satellite communication from 308 to 323.

Extending the Contract term on a month-to-month basis through June 30, 2025, will allow the Department's continued access to the proprietary information and enable the Department to maintain its water management program that is consistent with the Board's policy for conservation and irrigation efficiency until negotiations for new long-term agreement are completed.

### **IMPLEMENTATION OF STRATEGIC PLAN GOALS**

The recommended actions uphold the County's Strategic Plan Goals to Foster Vibrant and Resilient Communities, by focusing on Sustainability through Climate Health to mitigate climate change and build climate resilient communities (North Star 2.D.i); and by focusing on the County's Natural Resources to support thriving ecosystems, habitats, and biodiversity (North Star 2.D.iii).

### **FISCAL IMPACT/FINANCING**

Upon Board approval, the Department will have the ability to increase the annual contract amount by 10 percent or approximately \$7,400.

### **OPERATING BUDGET IMPACT**

Sufficient funds are appropriated in the Department's Fiscal Year 2023-2024 Operating Budget for the annual cost of \$73,938.60.

### **FACTS AND PROVISIONS/LEGAL REQUIREMENTS**

Your Board is authorized by the provision of Government Code Section 31000 to contract for special services that are consistent with public park and recreation purposes. The proposed Amendment is consistent with said purposes.

### **ENVIRONMENTAL DOCUMENTATION**

The recommended actions are not subject to the California Environmental Quality Act (CEQA) because they are activities that are excluded from the definition of a project by Section 21065 of the Public Resources Code and Section 15378(b)(2) of the State CEQA Guidelines. The proposed action to extend the subscription services for weather-based irrigation controllers on a month-to-month basis, not to exceed 12 months, is an administrative activity of government which will not result in direct or indirect physical changes to the environment.

## **CONTRACTING PROCESS**

On June 15, 2010, the Board delegated authority to the Director to execute a sole source Subscription Services Contract with HydroPoint for the provision of wireless communication via internet for 137 weather based smart irrigation controllers for an initial term of ten years, with one three-year optional renewal period that was exercised by the Director.

On July 17, 2012, the Board delegated authority to the Director to execute Amendment No. 1 to the Contract to increase subscription services for 114 additional smart irrigation controllers and delegated authority to the Director to increase the annual contract amount up to 25 percent of the current amount.

From August 1, 2012, through present, subscription services were increased to add 57 smart irrigation controllers through multiple Change Notices executed by the Director, thus increasing DPR's total inventory of irrigation smart controllers to 308.

On June 12, 2023, the Director sent the Board a Notice of Intention to Negotiate a Sole Source Extension with HydroPoint Systems, Inc., to notify the Board that the Department intends to enter into negotiations for a sole source extension agreement with HydroPoint (Enclosure I).

On June 27, 2023, the Board delegated authority to the Director to execute Amendment 2 to the Contract to extend the term on a month-to-month basis through June 30, 2024 and increase the annual costs for subscription services to \$73, 938 to include an additional 15 smart controllers, for a total of 323.

On December 18, 2023, the Director sent the Board a Notice of Intention to Negotiate a New Sole Source, Agreement with Hydropoint Data Systems, Inc., to notify the Board that the Department intends to enter into negotiations for a new Board-approved long-term sole source agreement with HydroPoint (Enclosure II).

## **IMPACT ON CURRENT SERVICES (OR PROJECTS)**

Approval of the actions will further enhance the County's goal for efficient irrigation water management at its parks. There are no anticipated impacts to the current public services and/or projects associated with the proposed action.

## **CONCLUSION**

It is requested that three adopted copies of the action taken by your Board be forwarded to Department.

Should you have any questions, please contact Ms. A'iana White at (626) 588-5260 or via email at [awhite2@parks.lacounty.gov](mailto:awhite2@parks.lacounty.gov), or Mr. Ruben Lopez at (626) 588-5300 or via

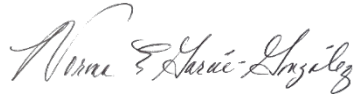
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email at rlopez@parks.lacounty.gov, or Ms. Johanna Hernandez at (626) 588-5370 or via email at bll@parks.lacounty.gov.

Respectfully submitted,



NORMA E. GARCÍA-GONZÁLEZ

Director

NEGG:AB:MR

RL:AW:FL:rc

Attachments (2)

c: Chief Executive Officer  
County Counsel  
Executive Officer, Board of Supervisors



COUNTY OF LOS ANGELES  
DEPARTMENT OF PARKS AND RECREATION

*"Parks Make Life Better!"*

Norma E. García-González, Director

Alina Bokde, Chief Deputy Director

June 12, 2023

TO: Supervisor Holly J. Mitchell, Chair  
Supervisor Hilda L. Solis  
Supervisor Janice Hahn  
Supervisor Kathryn Barger  
Supervisor Lindsey P. Horvath

FROM: Norma E. García-González  
Director

SUBJECT: **NOTIFICATION OF INTENT TO NEGOTIATE A SOLE SOURCE  
EXTENSION WITH HYDROPOINT DATA SYSTEMS, INC.**

This memo is to comply with Board Policy 5.100, Sole Source Contracts regarding contracting policy requirements for sole source contracts. The County of Los Angeles Department of Parks and Recreation (DPR) intends to enter into negotiations for a sole source extension agreement with HydroPoint Data Systems, Inc. (HydroPoint).

### **BACKGROUND**

On October 21, 2008, the Board of Supervisors (Board) approved the acquisition and installation of the 137 smart controllers at 14 parks, which were procured through the Job Order Contract (JOC) program. An additional 114 smart controllers were later procured through the JOC program. The selected smart controllers were pre-approved by the Metropolitan Water District (MWD) and qualified for the California Friendly Irrigation Retrofit Program Multi-Family Community Common Areas and Public Parks Rebate Program offered by MWD. To meet the rebate program requirements, the controller system must be equipped with weather data transmission systems and to provide the irrigation system operators with web-based communications to monitor controller operations.

On June 15, 2010, the Board delegated authority to the Director of Parks and Recreation (Director) to execute a sole source Subscription Services Contract with HydroPoint to provide a weather-based irrigation controllers system to increase irrigation efficiency to adjust watering times in response to weather conditions. The Contract was for a maximum term of 13 years, including one three-year extension period, with a termination date of June 30, 2023. DPR is requesting to add a one-year extension period to be able to continue to develop a solicitation for replacement services.

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On July 17, 2012, the Board delegated authority to the Director to execute an Amendment to the existing Contract to increase subscription services for 114 additional smart controllers installed at various County facilities and to increase the contract sum associated with the subscription services.

From August 1, 2012, to present, as authorized by the Contract, DPR expanded subscription services for an additional 57 smart controllers, which were installed through multiple Change Notices, bringing the current number of smart controllers receiving wireless satellite communication to 308.

On June 30, 2020, the Director exercised the three-year extension option, extending the term to expire on June 30, 2023.

#### **JUSTIFICATION**

Extending the Contract term through June 30, 2024, will allow DPR to continue to have access to proprietary information and enable DPR to continue its water management program consistent with the Board's policy for conservation and irrigation efficiency. HydroPoint is the sole proprietor for the smart controller's maintenance and communications systems. The subscription service is necessary to fully optimize the functionality of the smart irrigation controller and is only available from the contractor. Without the subscription service, the smart controllers would operate according to user programming, and would not provide the full benefits and functionality of the controllers that operate in response to weather conditions. The subscription service for these smart controllers enabled DPR to decrease its annual water usage and increase operational management.

Additionally, the extension will allow DPR to expand the subscription services to an additional 15 smart controllers, to increase the annual costs associated with the subscription services, and to develop a new RFP solicitation to determine if there is a similar product and service that can replace the current irrigation system, continue to maintain DPR's water management program, and is consistent with the Board's water conservation policy.

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## **CONCLUSION**

DPR will proceed with negotiations of a one-year extension period with HydroPoint unless otherwise instructed by your Board within the next 30 days. If negotiations are successful, DPR will return to the Board for approval of the extension period.

If you have any questions, please contact me at (626) 588-5373 or you may contact Malou Rubio, Administrative Deputy at (626) 588-5293.

NEGG:AB:MR  
RL:DM:MG:rc

c: Board of Supervisors, Executive Office (C. Zavala)  
Chief Executive Officer  
County Counsel  
Park Deputies (G. Duran-Medina, L. Muraida, M. Chong-Castillo, D. Gonzalez,  
S. Nemer)





COUNTY OF LOS ANGELES  
DEPARTMENT OF PARKS AND RECREATION

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Alina Bokde, Chief Deputy Director

December 18, 2023

TO: Supervisor Lindsey P. Horvath, Chair  
Supervisor Hilda L. Solis  
Supervisor Holly J. Mitchell  
Supervisor Janice Hahn  
Supervisor Kathryn Barger

FROM: Norma E. García-González  
Director

SUBJECT: **NOTIFICATION OF INTENT TO NEGOTIATE A NEW SOLE SOURCE AGREEMENT WITH HYDROPOINT DATA SYSTEMS, INC.**

This memo is to comply with Board Policy 5.100, Sole Source Contracts, regarding contracting policy requirements for sole source contracts. The County of Los Angeles Department of Parks and Recreation (DPR) intends to enter into negotiations for a new sole source agreement with HydroPoint Data Systems, Inc. (HydroPoint).

**BACKGROUND**

On October 21, 2008, the Board of Supervisors (Board) approved the acquisition and installation of the 137 smart controllers at 14 parks, which were procured through the Job Order Contract (JOC) program. An additional 114 smart controllers were later procured through the JOC program. The selected smart controllers were pre-approved by the Metropolitan Water District (MWD) and qualified for the California Friendly Irrigation Retrofit Program Multi-Family Community Common Areas and Public Parks Rebate Program offered by MWD. To meet the rebate program requirements, the controller system must be equipped with weather data transmission systems and to provide the irrigation system operators with web-based communications to monitor controller operations.

On June 15, 2010, the Board delegated authority to the Director of Parks and Recreation (Director) to execute a sole source Subscription Services Contract with HydroPoint to provide a weather-based irrigation controllers system to increase irrigation efficiency to adjust watering times in response to weather conditions. The Contract was for a maximum term of 13 years, including one three-year extension period, with a termination date of June 30, 2023.

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On July 17, 2012, the Board delegated authority to the Director to execute an Amendment to the existing Contract to increase subscription services for 114 additional smart controllers installed at various County facilities and to increase the contract sum associated with the subscription services.

From August 1, 2012, to present, as authorized by the Contract, DPR expanded subscription services for an additional 57 smart controllers, which were installed through multiple Change Notices, bringing the current number of smart controllers receiving wireless satellite communication to 308.

On June 30, 2020, the Director exercised the three-year extension option, extending the term to expire on June 30, 2023.

On June 27, 2023, the Board delegated authority to the Director to execute an Amendment to extend the term on a month-to-month basis, up to 12 months, to allow the Department to conduct due diligence on replacement services, and to increase the contract sum associated with the subscription services for the extension period.

## **JUSTIFICATION**

During DPR's due diligence in identifying if there is a similar product and/or service that can replace the current irrigation system, it was determined that installing a new replacement system will be costly and time-consuming. Additionally, staff have been trained in the software and system and moving to a new system would require new extensive training. The current system has been fully integrated into DPR's field operations and includes valuable features, such as GIS Mapping and Asset Manager Tool, that assist DPR field staff in their daily functions. As such, replacing the current system will result in a negative impact on DPR facilities.

Negotiating a new sole source agreement with HydroPoint will allow DPR to continue to have access to proprietary information and enable DPR to continue its water management program consistent with the Board's policy for conservation and irrigation efficiency. HydroPoint is the sole proprietor for the smart controller's maintenance and communications systems. The subscription service is necessary to fully optimize the functionality of the smart irrigation controllers and is only available from the contractor. Without the subscription service, the smart controllers would operate according to user programming, and would not provide the full benefits and functionality of the controllers that operate in response to weather conditions. The subscription service for these smart controllers enabled DPR to decrease its annual water usage and increase operational management.

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## **CONCLUSION**

DPR will proceed with negotiations for a new agreement with HydroPoint unless otherwise instructed by your Board within the next 30 days. If negotiations are successful, DPR will return to the Board for approval of a new agreement.

If you have any questions, please contact me at (626) 588-5373 or you may contact Malou Rubio, Administrative Deputy at (626) 588-5293.

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c: Board of Supervisors, Executive Office (C. Zavala)  
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