



REPORT TO COUNCIL

City of Sacramento

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915 I Street, Sacramento, CA 95814-2604

www.CityofSacramento.org

CONSENT

December 8, 2009

Honorable Mayor and
Members of the City Council

Title: Contract: Purchase of Chemicals and Fertilizers

Location/Council District: Citywide

Recommendation: Adopt a **Resolution:** 1) awarding a one-year contract with three one-year renewal options to Target Specialty Products for the purchase of chemicals and fertilizers in a total amount not to exceed \$1.8 million for the potential maximum four year term; and 2) authorizing the City Manager or the City Manager's designee to execute the contract and renewal options specified above provided that sufficient funds are available in the budget adopted for the applicable fiscal year(s).

Contact: Christopher Stewart, Procurement Manager, 808-6202; Marc Robles, Program Analyst, Procurement Services, 808-6343

Presenters: Not applicable

Departments: General Services

Divisions: Procurement Services

Organization Nos: 13001061

Description/Analysis

Issue: The City of Sacramento has ongoing requirements for chemicals and fertilizers for use by various City departments in the maintenance of golf courses, parks, drainage areas, landscape medians, etc.

Policy Considerations: The recommendations in this report are in accordance with the provisions of City Code Section 3.56.

Committee/Commission Action: Not applicable

Environmental Considerations:

California Environmental Quality Act (CEQA): The current proposal involves the purchasing of chemicals and fertilizers for landscaping purposes. Continuing purchases of supplies are not a 'project' and are not subject to CEQA, in accordance with Section 15378(b)(2) of the CEQA Guidelines. Therefore, as determined by the City's Environmental Services Planning Manager, no environmental review is necessary.

Sustainability Considerations: Both the Utilities, and Parks and Recreation departments have instituted programs that reduce the usage of chemicals by hand weeding, mulching and other methods, however it is very labor intensive and presents a challenge for the departments to dedicate staff for these alternatives. All products used are registered and approved by the U.S. Environmental Protection Agency (EPA).

Rationale for Recommendation: The City of Sacramento has ongoing requirements for chemicals and fertilizers for use by various City departments in the maintenance of golf courses, parks, drainage areas, landscape medians, etc.

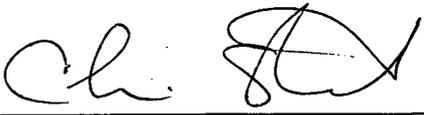
In October 2009, Procurement Services, in accordance with City Code Section 3.56, issued Invitation for Bid No. B09131061005 for the purchase of chemicals and fertilizers. Four responses were received. The lowest responsive and responsible bidder was determined to be Target Specialty Products. A summary of the bid results is provided in Attachment 1.

Financial Considerations: Sufficient funding is available in the FY2009/10 operating budgets of the various departments that will use this contract for the purchase of chemicals and fertilizers through June 30, 2010. Purchases made after June 30, 2010 are subject to funding availability in the adopted budget for the applicable fiscal year.

The estimated annual amounts are listed in the table below. The Year 1 estimate is based on historical usage plus an increase for the estimated current usage. The estimated amount in years 2 – 4 has been increased by \$50,000 each year to account for future growth, inflation, etc.

Vendor	Year 1 Estimate	Year 2 Estimate	Year 3 Estimate	Year 4 Estimate	Total Contract Amount
Target Specialty Products	\$375,000	\$425,000	\$475,000	\$525,000	\$1,800,000

Emerging Small Business Development (ESBD): Target Specialty Products is not certified as an emerging/small business enterprise.

Respectfully Submitted by: 
Chris Stewart
Procurement Services Manager

Approved by: 
Reina J. Schwartz
Director, Department of General Services

Recommendation Approved:

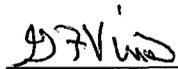

RAY KERRIDGE
City Manager

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BID RESULTS – BID NO. B09131061005

	Ewing Irrigation	Sierra Pacific Turf Supply	Target Specialty Products	Wilbur-Ellis Company
Category A Items (includes sales tax)	\$166,400.73	\$176,289.07	\$146,704.83	\$156,022.11
Category B Items (includes sales tax)	No bid	\$130,363.52	\$127,863.13	\$126,687.09
Bid Total	\$166,400.73	\$306,652.59	\$274,567.96	\$282,709.20
5% ESBE Preference	None	None	None	None
Prompt Payment Discount	None	None	None	None
1% City Tax Preference	<\$1,530.12>	None	<\$2,524.76>	<\$2,599.63>
Evaluation Total	\$164,870.61 ⁽¹⁾	\$306,652.59	\$272,043.20	\$280,109.57

Award of Contract To: Target Specialty Products
 524 Galveston St.
 West Sacramento, CA 95691

Total Amount of Contract: \$450,000.00
Total Bid Amount: \$274,567.96⁽²⁾
Original Estimated Cost: \$400,000.00
Bid Due Date: October 28, 2009

Total No. of Bids Solicited	No. of E/SBE Bids Solicited	No. of E/SBE Responses	Award to E/SBE Vendor?
23	0	0	No

⁽¹⁾ The bid submitted by Ewing Irrigation does not include pricing for Category B items, thus the bid is non-responsive and is not the lowest responsive and responsible bid.

⁽²⁾ The lowest responsible bid total of \$274,567.96 represents the total for the estimated quantities selected for evaluation purposes only. The total contract amount includes a \$50,000 increase in years 2-4 to account for future growth, inflation, etc. Authorization is requested to enter into a contract in an amount not to exceed \$1,800,000 for the potential maximum four year term.

RESOLUTION NO. 2009-XXXX

Adopted by the Sacramento City Council

December 8, 2009

AWARD CONTRACT FOR THE PURCHASE OF CHEMICALS AND FERTILIZERS

BACKGROUND

- A. The City of Sacramento has ongoing requirements for chemicals and fertilizers for use by various City departments in the maintenance of golf courses, parks, drainage areas, landscape medians, etc.
- B. In October 2009, Procurement Services, in accordance with City Code Section 3.56, issued Invitation for Bid No. B09131061005 for the purchase of chemicals and fertilizers. Four responses were received. The lowest responsive and responsible bidder was determined to be Target Specialty Products.

BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL RESOLVES AS FOLLOWS:

- Section 1. Target Specialty Products is awarded a one-year contract with three one-year renewal options for the purchase of chemicals and fertilizers in an amount not to exceed \$1.8 million for the potential maximum four year term.
- Section 2. The City Manager or the City Manager's designee is authorized to execute the contract and renewal options specified above provided that sufficient funds are available in the budget adopted for the applicable fiscal year(s).