



CITY OF LONG BEACH

DEPARTMENT OF FINANCIAL MANAGEMENT

R-31

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July 18, 2017

HONORABLE MAYOR AND CITY COUNCIL
City of Long Beach
California

RECOMMENDATION:

Adopt Specifications No. ITB LB 17-068 and award contracts to Quality Fence Co., Inc., of Paramount, CA, and A-Throne Co., Inc., of Long Beach, CA, as primary vendors, and AZ Construction, Inc., dba Ace Fence Company, of La Puente, CA, as the secondary vendor, for as-needed citywide fencing, in an annual aggregate amount of \$926,000, with a 10 percent contingency in the amount of \$92,600, for a total annual aggregate amount not to exceed \$1,018,600, for a period of three years, with the option to renew for two additional one-year periods, at the discretion of the City Manager. (Citywide)

DISCUSSION

City Council approval is requested to enter into contracts with Quality Fence Co., Inc. (Quality), A-Throne Co., Inc. (A-Throne), and Ace Fence Company (Ace), for as-needed permanent and temporary fencing services. These services include furnishing materials, parts and labor for as-needed installation of permanent and temporary fencing, removal of old fencing and altering or repairing existing fencing. A-Throne, a local vendor, will service the temporary fencing needs of the City, and Quality will be the primary vendor for all other fencing services. Ace will be awarded as a secondary vendor for permanent fencing services. The award represents the combined annual requirements as estimated by various City departments, including Airport, Development Services, Fire, Financial Management/Fleet Services, Gas and Oil, Harbor, Library Services, Police, Parks, Recreation and Marine, Public Works, and Water. Authorizing multiple contracts will ensure that City departments are able to receive service for repairs and large-scale fencing projects in a timely manner. Without this service, City facilities and properties would be unprotected against theft and vandalism.

The bid was advertised in the Long Beach Press-Telegram on April 12, 2017, and 9,360 potential bidders specializing in fencing and construction were notified of the bid opportunity. Of those bidders, 38 downloaded the bid via the City's electronic bid system. The bid document was made available from the Purchasing Division, located on the seventh floor of City Hall, and the Division's website at www.longbeach.gov/purchasing. A bid announcement was also included in the Purchasing Division's weekly update of Open Bid Opportunities, which is sent to 22 local, minority and women-owned business groups. Five bids were received on May 25, 2017. Of those five bidders, one was a

Minority-owned Business Enterprise (MBE), one was a Women-owned Business Enterprise (WBE), four were certified Small Business Enterprises (SBEs), and one was a Long Beach business (Local). Quality Fence Co., Inc., of Paramount, CA (SBE), A-Throne Co., Inc., of Long Beach, CA (SBE, Local), and Ace Fence Company, of La Puente, CA (MBE, WBE, SBE), were the lowest responsible bidders.

Local Business Outreach

In an effort to align with the City's outreach goal, Long Beach businesses are encouraged to submit proposals for City contracts. The Purchasing Division also assists businesses with registering on the PlanetBids database to download the bid specifications. Through outreach, 914 Long Beach vendors were notified to submit bids, of which four downloaded and one submitted a bid. The Purchasing Division is committed to continuing to perform outreach to local vendors to expand the bidder pool.

This matter was reviewed by Deputy City Attorney Amy R. Webber on June 21, 2017 and by Budget Operations Administrator Grace Yoon on June 23, 2017.

TIMING CONSIDERATIONS

City Council action to adopt Specifications No. ITB LB 17-068 and award contracts concurrently is requested on July 18, 2017, to ensure the contracts are in place expeditiously.

FISCAL IMPACT

The aggregate cost of these contracts will not exceed \$1,018,600 annually, and is budgeted in various funds and departments. The approval of this recommendation will provide continued support to our local economy by assisting in the preservation of employment for 12 full-time employees residing in Long Beach.

SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



JOHN GROSS
DIRECTOR OF FINANCIAL MANAGEMENT

APPROVED:



PATRICK H. WEST
CITY MANAGER