

**CITY OF LONG BEACH**

DEPARTMENT OF FINANCIAL MANAGEMENT

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June 19, 2018

HONORABLE MAYOR AND CITY COUNCIL  
City of Long Beach  
California

**RECOMMENDATION:**

Adopt Specification No. RFP FS18-021 and authorize the City Manager, or designee, to execute a contract with Stonhard, a division of Stoncor Group, Inc., of Maple Shade, NJ, for installation of commercial shop floor coating at the Fleet Service Bureau maintenance facility, in the amount of \$235,000, with a 15 percent contingency in the amount of \$35,250, for a total contract amount not to exceed \$270,250, inclusive of taxes and fees. (District 5)

**DISCUSSION**

City Council approval is requested to enter into a contract with Stonhard for the installation of a commercial shop floor coating at the Fleet Services Bureau maintenance facility. The current shop floor is over 20 years old and is a safety hazard due to deterioration and gouges, cracks, and slick spots throughout the flooring. The new floor coating will provide surface restoration and will include a slip resistant safety certification. The coating color has reflective qualities to enhance lighting in the facility that increases visibility for the technicians.

The Request for Proposals (RFP) was advertised in the Long Beach Press-Telegram on January 19, 2018, and 8,644 potential proposers specializing in commercial flooring installation were notified of the RFP opportunity. Of those proposers, 32 downloaded the RFP via the City's electronic bid system. The RFP 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](http://www.longbeach.gov/purchasing). An RFP 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. Eight proposals were received on February 27, 2018. Of those eight proposals, three were Minority-owned Business Enterprises (MBEs), none were Women-owned Business Enterprises (WBEs), three were Small Business Enterprises (SBEs), and none were Long Beach businesses (Local).

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A committee comprised of subject matter experts reviewed the proposals for demonstrated competence; experience and references from businesses with installations of the same type, product type and durability; reasonableness of cost; and, conformance with the terms of the RFP, among other criteria. The selection committee determined that Stonhard, a division of Stoncor, Inc., of Maple Shade, NJ (not a MBE, WBE, SBE or Local), was the most qualified firm to provide commercial shop flooring.

### **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 online database to download the RFP specifications. Through outreach, 857 Long Beach vendors were notified to submit proposals, of which none downloaded nor submitted a proposal. 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 Monica J. Kilaita on May 30, 2018 and by Revenue Management Officer Geraldine Alejo on May 29, 2018.

### **TIMING CONSIDERATIONS**

City Council action to adopt Specification No. RFP FS18-021 and award a contract concurrently is requested on June 19, 2018, to ensure the contract is in place expeditiously.

### **FISCAL IMPACT**

The total cost of the contract with Stonhard will not exceed \$270,250, and is budgeted in the Fleet Services Fund (IS 386) in the Financial Management Department (FM). Funds for facility maintenance are collected through the monthly billing process to fleet vehicle and equipment users. There is no local job impact associated with this recommendation.

### **SUGGESTED ACTION:**

Approve recommendation.

Respectfully submitted,



JOHN GROSS  
DIRECTOR OF FINANCIAL MANAGEMENT

APPROVED:

  
PATRICK H. WEST  
CITY MANAGER