



September 28, 2023

Recommendation

Adopt Resolution UT-1494 authorizing the General Manager to execute a contract with Conservation Corps of Long Beach for landscape installation services for the Direct Install Gardens Pilot Program 2.0 in an amount not to exceed \$200,000; authorize the General Manager to execute a contract with MC Landscaping, Inc., for landscape design services in an amount not to exceed \$25,000; authorize the General Manager to execute a contract with Harvest Landscape Enterprises, Inc., for turf removal and landscape preparation services in an amount not to exceed \$60,000; and authorize the General Manager to sign and file all necessary documents associated with the US Bureau of Reclamation WaterSMART Grants: Small-Scale Water Efficiency Projects Grant.

Executive Summary

Staff is recommending authorization of the Direct Install Garden Pilot Program 2.0 (DIG Pilot 2.0), which would incorporate logistical modifications based upon Board feedback and lessons learned from the previously-completed DIG Pilot Program (DIG Pilot 1.0).

Traditional turf-removal incentive programs require customers to pay the upfront costs for the turf removal project; the customer would then receive a dollar per square foot rebate only after a project has been completed. Since the upfront cost to undertake a turf-removal project is significant, lower-income households historically have been underrepresented in turf-removal incentive program participation, including the Long Beach Utilities Department (LBUD) Lawn-to-Garden (L2G) Program.

The previously-completed LBUD DIG Pilot 1.0 was different than traditional turf replacement incentive programs because it provided qualifying customers with the direct installation of water-efficient landscapes and efficient irrigation systems, at zero cost to the customer. In 2019, LBUD was awarded a grant to initiate DIG Pilot 1.0, and LBUD was able to complete the installation of water-efficient gardens at 17 homes. Continuous modifications were made throughout the duration of the DIG Pilot 1.0 to make the program more cost effective as well as to improve the program experience for customers.

Following DIG Pilot 1.0, staff subsequently pursued and secured external funding to cover the full costs of DIG Pilot 2.0, and therefore, staff is recommending the authorization of DIG Pilot 2.0 with the following components:

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Landscape Installation

As a community youth development agency, the Conservation Corps of Long Beach (CCLB) is continually searching for projects where local youth have an opportunity to learn and gain valuable work experience while helping to enhance their own community and environment. DIG Pilot 1.0 provided a learning and on-the-job training environment for CCLB corps members while helping LBUD to meet local and state goals of advancing outdoor water efficiency. Due to the mutually-beneficial partnership between LBUD and CCLB, the Board previously adopted Resolution No. WD-1415 on August 8, 2019 to contract with CCLB to provide landscape installation services for DIG Pilot 1.0. Staff recommends the Board adopt Resolution No. UT-1494 authorizing the General Manager to execute a contract with CCLB for landscape installation services for the DIG Pilot 2.0 in an amount not to exceed \$200,000.

Landscape Design

For DIG Pilot 1.0, LBUD and the previously-contracted landscape designer created three different landscape design templates with different aesthetic styles: California Native, Mediterranean, and Succulent. Each template showcased climate appropriate plants, efficient irrigation, plants, and rainwater harvesting. Based on the design template selected by each customer participating in DIG Pilot 1.0, the landscape designer would then subsequently customize the template to create a landscape irrigation plan according to the specific attributes of the customer's property. This streamlined template-based design customization approach will be used again for DIG Pilot 2.0 participants.

A Request for Quotes for landscape designers was sent on July 24, 2023 to all 19 of the landscape designers who have been verified by LBUD to work with customers in the L2G Program. Three quotes were received by the submittal deadline of August 8, 2023. MC Landscaping, Inc., submitted the lowest cost quote (attached). Staff recommends the award of a contract to MC Landscaping, Inc., in an amount not to exceed \$25,000 for landscaping design services.

Turf Removal and Landscape Preparation

The most laborious, time-consuming, and costly step in the overall turf removal project is the physical removal of the existing turf. The turf removal process requires a contractor to thoroughly eradicate the living turf, mark and schedule project areas for DigAlert utility location services, physically remove the turf, haul the removed turf offsite for disposal, prepare the bare soil for landscape installation, and communicate and schedule with the property owner each step of the way. A specialized turf removal contractor will provide cost and time savings for the DIG Pilot 2.0.

All 19 of the landscape designers verified by LBUD for the L2G Program were contacted to inquire about their ability and interest to provide turf removal services. A Request for Quotes for turf removal services was sent on August 18, 2023 to two L2G Program landscape designers who expressed interest and to two new landscape contractors. Four quotes were received by the submittal deadline of August 25, 2023. Harvest Landscape

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Enterprises, Inc., submitted the lowest cost quote (attached). Staff recommends the award of a contract to Harvest Landscape Enterprises, Inc., in an amount not to exceed \$60,000 for turf removal and landscape preparation services.

Grant Funding

On April 1, 2021, the Board adopted Resolution No. WD-1437 authorizing the General Manager to sign and submit all necessary documents associated with the DIG Pilot 2.0 application for a grant from the USBR's WaterSMART Grants: Small-Scale Water Efficiency Projects (Grant). The Grant required a 50-percent matching funds requirement, so if awarded, per the April 1, 2021 authorization, staff would bring the award and matching funding strategy back to the Board for approval prior to accepting the Grant.

The Grant application was successful, and LBUD was awarded \$75,000. A minimum of \$75,000 of matching funds will therefore be required from LBUD to meet the 50-percent match requirement. LBUD has received confirmation from the Metropolitan Water District of Southern California (MWD) for \$220,000 of Member Agency Administered Program funding for the DIG Pilot. This will satisfy the Grant match requirement; therefore, a total of \$295,000 external funding will be available for DIG Pilot 2.0 at zero net cost to the Water Fund. The contracts above total to \$285,000, and it is expected the remaining \$10,000 of the \$295,000 total external funding amount will be needed to cover the labor compliance costs for the DIG Pilot 2.0.

Staff recommends the Board authorize the General Manager to sign and file all necessary documents associated with the USBR WaterSMART Grants: Small-Scale Water Efficiency Projects Grant.

Fiscal Impact

There is no fiscal impact associated with the recommendation. Although costs to the Water Fund will be incurred in FY 24, all costs incurred will be reimbursed by external funding from USBR and MWD. These costs are included in the Water Fund FY 24 Budget and financial projections.



B. Anatole Falagan
Assistant General Manager



Christopher J. Garner
General Manager

Attachments

**Direct Install Gardens Pilot Program
Landscape Designer Ranking
Request for Quote**

Rank	Vendor	Identification/ Certification
1	MC Landscaping	Disclosed: None
2	Water Efficient Gardens	Disclosed: None
3	The Plant Nerd	Disclosed: None

DBE: Disadvantaged Business Enterprise	LBSBE: Long Beach Small Business Enterprise
DOBE: Disability-Owned Business Enterprise	SBE: Small Business Enterprise
MBE: Minority Business Enterprise	VSBE: Veteran-owned Small Business Enterprise
MIC: Microbusiness	WBE: Women-owned Business Enterprise
OSB: California Office of Small Business	

- 19 potential contractors were notified of this opportunity
- 5 prospective contractors responded to the RFQ
- 3 quotes were received on August 8th, 2023 (see above matrix)

**Direct Install Gardens Pilot Program
Turf Removal Contractor Ranking
Request for Quote**

Rank	Vendor	Identification/ Certification
1	Harvest Landscape	Disclosed: None
2	EcoTech Services	SBE, MBE
3	Earth Steward Ecology	Disclosed: None
4	MC Landscaping	Disclosed: None

DBE: Disadvantaged Business Enterprise	LBSBE: Long Beach Small Business Enterprise
DOBE: Disability-Owned Business Enterprise	SBE: Small Business Enterprise
MBE: Minority Business Enterprise	VSBE: Veteran-owned Small Business Enterprise
MIC: Microbusiness	WBE: Women-owned Business Enterprise
OSB: California Office of Small Business	

- 21 potential contractors were notified of this opportunity
- 4 prospective contractors responded to the RFQ
- 4 quotes were received on August 25th, 2023 (see above matrix)

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RESOLUTION NO. UT-1494

A RESOLUTION OF THE BOARD OF PUBLIC UTILITIES COMMISSIONERS OF THE CITY OF LONG BEACH AUTHORIZING THE GENERAL MANAGER TO ENTER INTO AN AGREEMENT WITH THE CONSERVATION CORPS OF LONG BEACH FOR LANDSCAPE INSTALLATION SERVICES FOR THE DIRECT INSTALL GARDENS PILOT PROGRAM 2.0 IN AN AMOUNT NOT TO EXCEED \$200,000

WHEREAS, the Legislature of the State of California established the State Coastal Conservancy (“Conservancy”) under Division 21 of the California Public Resources Code, and has authorized the Conservancy to award grants to public agencies and nonprofit organizations to implement the provisions of Division 21; and

WHEREAS, the Board of Public Utilities Commissioners of the City of Long Beach applied for and received Conservancy grant funding to implement the Direct Install Garden (DIG) two-year pilot program (the “Program”); and

WHEREAS, following the DIG Pilot Program, LBUD staff secured external funding to cover the full cost of DIG Pilot 2.0; and

WHEREAS, the Program restores the urban watershed health by installing drought-tolerant plants with efficient irrigation systems, increases resiliency to climate change through expanding the urban forest in the City of Long Beach, and engages members of disadvantaged communities with jobs, job training, education, multi-lingual resources, and community beautification; and

WHEREAS, the Conservation Corps of Long Beach (the “Corps”) was identified as an effective partner to help make the application more competitive through the collaboration and expansion of a non-traditional alliance, addressing the needs of low-

1 income and underserved populations and within job training and educational components
2 of what is considered to be “multi-benefit”; and

3 WHEREAS, the Corps serves young adults from some of the most
4 underserved areas of Long Beach, engaging them in the development of job and education
5 skills to become productive members of their communities; and

6 WHEREAS, within the Program, the Corps will be led by staff skilled in
7 arboriculture, horticulture, biology, ecology, environmental science, construction,
8 landscape maintenance and irrigation. Participation in the Program will provide the Corps
9 with occupational job skills and improve their future employability;

10 NOW, THEREFORE, the Board of Public Utilities Commissioners of the City
11 of Long Beach resolves as follows:

12 Section 1. The above recitals are true and correct and are incorporated
13 herein.

14 Section 2. The General Manager of the Long Beach Public Utilities
15 Department is hereby authorized to enter a contract with the Conservation Corps of Long
16 Beach, for landscape installation services for the Direct Install Gardens Pilot Program 2.0,
17 in an amount not to exceed Two Hundred Thousand Dollars (\$200,000).

18 Section 3. This Resolution shall take effect immediately upon its adoption
19 by the Board, and the Secretary to the Board shall certify the vote adopting this Resolution.

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I hereby certify that this Resolution was adopted by the Board of Public Utilities Commissioners of the City of Long Beach at its meeting on _____ by the following vote:

Ayes: Commissioners: _____

Noes: Commissioners: _____

Absent: Commissioners: _____

Secretary
Board of Public Utilities Commissioners

OFFICE OF THE CITY ATTORNEY
DAWN MCINTOSH, City Attorney
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