



**Contract and Award Letter  
Purchase Resolution – Exhibit “A”**

**TO:** Board of Contracts and Awards  
**FROM:** Andrew Cherullo, Director, Finance Department  
Pasty Best, Division Manager, Procurement and Payables  
**COPY:** City Council, City Manager, City Clerk, EIC Coordinator, LEAP Coordinator, and  
Brandon Snow, Senior Buyer, Finance/Procurement  
**SUBJECT:** Increase Contract for Citywide On-Call Fencing Services  
Request for Bid (RFB) Specification No. CT21-0699F, Contract No. CW2250344  
- April 9, 2025, Public Utility Board and April 15, 2025, City Council  
**DATE:** March 17, 2025

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**RECOMMENDATION SUMMARY:** The Finance Department, Procurement and Payables Division (P&P) requests approval to increase Citywide Contract No. CW2250344, to Quality Fence Builders Inc., Auburn, WA by \$3,650,000, plus applicable taxes, budgeted from various departmental funds, for citywide on-call fencing installation, replacement, and repair services. This increase will bring the contract to a cumulative total of \$5,000,000, plus applicable taxes.

**STRATEGIC POLICY PRIORITY:**

- Strengthen and support a safe city with healthy residents.
- Foster a vibrant and diverse economy with good jobs for all Tacoma residents.
- Encourage and promote an efficient and effective government, which is fiscally sustainable and guided by engaged residents.

**BACKGROUND:** The City has consistently maintained a citywide on-call fencing services contract for use by all City departments. This contract has ensured cost-effective and rapid access to critical services ensuring City departments may secure various publicly owned facilities and infrastructure and also protect employees, residents and rate payers from potential hazards.

The current contract for on-call fencing services was solicited early in 2022 via Request for Bids (RFB) CT21-0699F and resulted in a recommendation for award of two-contracts to fulfill the needs for fencing services. The recommended awardees were Secoma Fence, Inc and Quality Fence Builders Inc.

At this time, Secoma Fence, Inc has not executed a contract with the City. Procurement and Payables has executed a contract with Quality Fence Builders Inc with an initial value of \$1,350,000. The contract was effective January 1, 2023, for an initial two-year term, and had the contractual option for three, one-year renewals.

**ISSUE:** Contract No. CW2250344 with Quality Fence Builders Inc. has reached its contractual limit of \$1,350,000 as approved by City Council on November 22, 2022. To continue to provide these critical services for the remaining three option years the contract must be increased.

Procurement and Payables is recommending awarding an additional \$3,650,000 to cover the anticipated spending during the remaining life of the contract.

**ALTERNATIVES:** There are several potential alternatives to this request:



- 1) Approve a smaller amount of additional spending on the contract. This would allow the vendor to continue providing critical services, but additional increases may be needed in subsequent years.
- 2) Ask Procurement and Payables staff to request funding to only cover any “in-progress” projects and make the vendor whole for their services. At Council’s recommendation, P&P staff could then be directed to terminate the contract for convenience and/or to re-solicit the services.

The above listed alternatives are not recommended courses of action. The greater part of the work on this contract is for the repair and installation of fencing and gates used to protect publicly owned facilities and infrastructure or to protect employees and the public from entering hazardous structures or areas.

To limit use or cancel this contract would result in City and Utility departments being forced to procure these services independently and at less favorable terms and potentially exposing employees and public assets to unauthorized access and damage, and also leaving employees, residents, and rate payers exposed to harm longer than would otherwise be necessary if the current contract is funded and maintained.

Authorizing insufficient funding, and/or re-soliciting the services would result in duplicative staff time reproducing a well-functioning contract with little-to-no guarantee of better pricing.

**COMPETITIVE SOLICITATION:** RFB Specification No. CT21-0699F was opened February 8, 2022. Three hundred ninety-five companies were invited to bid in addition to normal advertising of the project. Four submittals were received, but only three were deemed responsive.

Secoma Fence, Inc and Quality Fence Builders Inc. submitted bids that resulted in evaluated submittals with the lowest priced submittals after consideration of Equity in Contracting (EIC) participation goals. The table below reflects the amount of the presented bids. The items and quantities presented for bid were a proportional representation of the City’s usage over the previous contract term.

<u>Respondent (RFB)</u>	<u>Location (city and state)</u>	<u>Submittal Amount</u>
<b>Secoma Fence, Inc.</b>	<b>Milton, WA</b>	<b>\$981,166</b>
<b>Quality Fence Builders Inc</b>	<b>Auburn, WA</b>	<b>\$996,187.50</b>
All City Fence	Seattle, WA	\$2,201,790
DTG Recycle		Non-responsive

Pre-bid Estimate: \$2,700,000

The recommended award was the same as the pre-bid estimate.

**CONTRACT HISTORY:** This contract was originally awarded to Quality Fence Builders Inc. as a result of Request for Bids Specification No. CT21-0699F January 1, 2023, for an initial two-year term.



Amendment No.1 – Dated January 1, 2025 – Exercises the first of three optional renewals and extends the contract performance date to December 31, 2025.

Amendment No. 2 – Seeks to increase the authorized spending on the contract from \$1,350,000 by \$3,650,000 to a new not to exceed amount of \$5,000,000.

**SUSTAINABILITY:** The City’s sustainability statement was included in this specification.

**EQUITY IN CONTRACTING (EIC) COMPLIANCE:** The EIC requirements for this solicitation were waived per Equity in Contracting Waiver Request Form approved on April 20, 2022. However, Quality Fence Builders Inc. is certified as a woman owned business with Washington State Office of Minority and Women Business Enterprise.

**LOCAL EMPLOYMENT AND APPRENTICESHIP TRAINING PROGRAM (LEAP) COMPLIANCE:** The LEAP requirements for this project are 15 percent of the project labor hours must be worked by Local Employees and an additional 15 percent of the labor hours must be worked by Apprentices, per TMC 1.90.040.

**FISCAL IMPACT:**

**EXPENDITURES:**

FUND NUMBER & FUND NAME *	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
Various			\$3,650,000
<b>TOTAL</b>			<b>Up to \$3,650,000</b>

**REVENUES:**

FUNDING SOURCE	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
Various			(\$3,650,000)
<b>TOTAL</b>			<b>Up to (\$3,650,000)</b>

**FISCAL IMPACT TO CURRENT BIENNIAL BUDGET: \$0**

**ARE THE EXPENDITURES AND REVENUES PLANNED AND BUDGETED?** Yes, services are paid for from departmental budgets.

**IF EXPENSE IS NOT BUDGETED, PLEASE EXPLAIN HOW THEY ARE TO BE COVERED.** N/A