



TO: Board of Contracts and Awards
FROM: Andy Cherullo, Director, Finance Department
 Patsy Best, Procurement and Payables Division Manager, Finance Department
COPY: Public Utility Board, Director of Utilities, Board Clerk, City Council, City Manager,
 City Clerk, EIC Coordinator, LEAP Coordinator, and Tad Carlson, Finance
 Department.
SUBJECT: Citywide – On-Call Fencing Services
 Request for Bid (RFB) Specification No. CT21-0699F, Contract No. CW2250344
 – November 16, 2022 Public Utility Board and November 22, 2022 City Council
DATE: October 12, 2022

RECOMMENDATION SUMMARY:

The Finance Department recommends two contracts be awarded for on-call fencing services; one to Secoma Fence, Inc, Milton, WA, and one to Quality Fence Builders Inc., Auburn, WA. Each contract will be in the amount of \$1,350,000, plus applicable taxes, budgeted from various funds, for an initial contract term of one year, with the option to renew for three additional one-year terms. The projected total amount for both contracts is \$2,700,000.

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 had a Citywide on-call fencing contract for many years. The existing contract has reached the end of its term and will expire at the end of the year 2022. The estimated spend over the next four years is approximately \$2,700,000, which is based on previous contract usage. Final spend on this proposed contract will be determined based upon actual usage over the contract term.

Upon intake of bids, preliminary results were recorded in error indicating that Quality Fence Builders Inc, had submitted the low bid. Consequently, notice of award was sent to all respondents. In drafting and reviewing this contract and award letter, the mistake was discovered. Upon correction, it was discovered that Quality Fence Builders, Inc. submitted a bid that was only one-and-a-half percent higher than the lowest bid. Since Quality Fence Builders, Inc. had previously been informed of award, and since they are a certified Woman Owned Business, it was decided to award two contracts.

The award of two contracts has the additional advantages of providing increased capacity to perform work at multiple sites simultaneously and offers competitive pricing allowing departments to select the less expensive of the two contractors based on the specific materials to be used in the requested projects.



ISSUE: Many departments require fencing services and often the needs are unexpected and/or urgently needed. The proposed contracts will establish set prices for frequently used materials as well as pricing terms for less commonly used materials and services.

ALTERNATIVES: The alternative to establishing Citywide on-call contracts would be that departments would need to go to bid each time they identified fencing needs. Such bids would significantly decrease the ability of the City to respond to needs promptly and would eliminate savings gained by combining the volume of departments across the City into a single contract.

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 found responsive.

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

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

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

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

CONTRACT HISTORY: New Contract

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			Up to \$2,700,000
TOTAL			Up to \$2,700,000

REVENUES:

FUNDING SOURCE	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
Various			Up to \$2,700,000
TOTAL			Up to \$2,700,000

FISCAL IMPACT TO CURRENT BIENNIAL BUDGET: \$0

ARE THE EXPENDITURES AND REVENUES PLANNED AND BUDGETED? Yes

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