

**AGENDA ITEM # 3**

**KEY FOCUS AREA:** E-Gov

**AGENDA DATE:** February 24, 2016

**COUNCIL DISTRICT(S):** All

**DEPARTMENT:** Business Development & Procurement Services  
Aviation  
Park & Recreation  
Trinity Watershed Management  
Water Utilities

**CMO:** Jeanne Chipperfield, 670-7804  
Ryan S. Evans, 671-9837  
Willis Winters, 670-4071  
Mark McDaniel, 670-3256

**MAPSCO:** N/A

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**SUBJECT**

Authorize a three-year service contract for sewer camera maintenance, repairs and parts - CLS Sewer Equipment Co., Inc. in the amount of \$492,400, Green Equipment Company in the amount of \$400,000 and Atlas Inspection Technologies, LLC in the amount of \$241,500, lowest responsible bidders of three - Total not to exceed \$1,133,900 - Financing: Current Funds (\$6,000), Water Utilities Current Funds (\$565,500), Stormwater Drainage Management Current Funds (\$492,400) and Aviation Current Funds (\$70,000) (subject to annual appropriations)

**BACKGROUND**

This action does not encumber funds; the purpose of a service contract is to establish firm pricing for services for a specific term, which are ordered on an as needed basis.

This service contract will provide sewer camera maintenance, repairs and parts for sewer camera systems utilized by various departments. The video cameras are used for the inspection of sewer/wastewater lines and storm drains for structural integrity and/or failures. Additionally, as part of the structural integrity inspection process, Water Utilities and Trinity Watershed Management use the cameras as a proactive measure to aid in preventative maintenance against build-up of debris in sewer mains and storm drains from overflows.

These cameras aid in identifying potential backups before they occur, odor control and prioritizing maintenance cleaning and repair. Removing blockages and debris from storm drains, sewer/wastewater lines helps to maintain line capacity and reduce the potential for localized flooding.

## **BACKGROUND (Continued)**

The City utilizes 20 main line cameras, 29 lateral cameras which contain crawlers, cables and winches, 7 video vans, 10 cameras, 9 underground carriages and 2 push cameras. Cameras and/or cables are serviced monthly due to environmental conditions in which this equipment is used. Normal damage is caused by caved in pipe, protruding lateral pipe cables and frequent utilization.

Maintaining this equipment in operational readiness is essential in ensuring the City's 4,200 miles of wastewater mains and 1,800 miles of storm sewers are structurally sound and operating as intended.

This solicitation was structured in a manner which required bidders to submit a response using unit pricing. This bid resulted in a 3.00% increase over comparable unit prices for services. Additionally, this solicitation also required bidders to submit discounts/mark ups on parts to be ordered from manufacturer's catalogs. Therefore this bid also resulted in an average percentage discount from manufacturer's catalog of 1.00% compared to an average markup of 1.43% for the bid awarded in 2013.

As part of the solicitation process and in an effort to increase competition, Business Development and Procurement Services (BDPS) used its procurement system to send out 468 email bid notifications to vendors registered under respective commodities. To further increase competition, BDPS uses historical solicitation information, the internet, and vendor contact information obtained from user departments to contact additional vendors by phone. Additionally, in an effort to secure more bids, notifications were sent by the BDPS' ResourceLINK Team (RLT) to 25 chambers of commerce, the DFW Minority Business Council and the Women's Business Council – Southwest, to ensure maximum vendor outreach.

This solicitation closed prior to the wage floor policy approved by City Council on November 10, 2015, by Resolution No. 15-2141. Prior to Council approval of the wage floor, City contracts did not include language that required contractors to identify their rate of pay or the number of employees assigned on City contracts. CLS Sewer Equipment Co., Inc., Green Equipment Company and Atlas Inspection Technologies, LLC have agreed to pay their employees a minimum wage of \$10.37 per hour.

## **PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)**

On April 24, 2013, City Council authorized a three-year service contract for sewer camera maintenance, repair services and parts by Resolution No. 13-0696.

Information about this item will be provided to the Budget, Finance and Audit Committee on February 16, 2016.

## **FISCAL INFORMATION**

\$ 6,000.00 - Current Funds (subject to annual appropriations)  
\$565,500.00 - Water Utilities Current Funds (subject to annual appropriations)  
\$492,400.00 - Stormwater Drainage Management Current Funds (subject to annual appropriations)  
\$ 70,000.00 - Aviation Current Funds (subject to annual appropriations)

## **M/WBE INFORMATION**

59 - Vendors contacted  
59 - No response  
0 - Response (Bid)  
0 - Response (No bid)  
0 - Successful

468 - M/WBE and Non-M/WBE vendors were contacted

The recommended awardees have fulfilled the good faith requirements set forth in the Business Inclusion and Development (BID) Plan adopted by Council Resolution No. 08-2826 as amended.

## **ETHNIC COMPOSITION**

### CLS Sewer Equipment Co., Inc.

White Male	9	White Female	2
Black Male	1	Black Female	0
Hispanic Male	1	Hispanic Female	0
Other Male	0	Other Female	0

### Green Equipment Company

White Male	14	White Female	2
Black Male	0	Black Female	0
Hispanic Male	0	Hispanic Female	0
Other Male	0	Other Female	0

### Atlas Inspection Technologies, LLC

White Male	6	White Female	2
Black Male	0	Black Female	0
Hispanic Male	2	Hispanic Female	0
Other Male	0	Other Female	0

## **BID INFORMATION**

The following bids were received from solicitation number BM1523 and were opened on November 6, 2015. This service contract is being awarded to the lowest responsive and responsible bidders by group. Information related to this solicitation is available upon request.

\*Denotes successful bidders

<b><u>Bidders</u></b>	<b><u>Address</u></b>	<b><u>Amount</u></b>
*CLS Sewer Equipment Co., Inc.	726 South Sherman St. Richardson, TX 75081	Multiple Groups
*Green Equipment Company	2563 Gravel Dr. Fort Worth, TX 76118	Multiple Groups
*Atlas Inspection Technologies, LLC	15825 State Hwy. 249 Suite 25 Houston, TX 77086	Multiple Groups

## **OWNERS**

### **CLS Sewer Equipment Co., Inc.**

Jerry Sonnier, President  
Jennifer Sonnier, Treasurer

### **Green Equipment Company**

Edgar L. Green, President  
Zane S. Smith, Vice President  
Carol Morris, Treasurer

### **Atlas Inspection Technologies, LLC**

Darren Billings, President  
Robert L. Arnold, Jr., Vice-President  
Robert Graham Arnold, Secretary

## **BUSINESS INCLUSION AND DEVELOPMENT PLAN SUMMARY**

**PROJECT:** Authorize a three-year service contract for sewer camera maintenance, repairs and parts - CLS Sewer Equipment Co., Inc. in the amount of \$492,400, Green Equipment Company in the amount of \$400,000 and Atlas Inspection Technologies, LLC in the amount of \$241,500, lowest responsible bidders of three - Total not to exceed \$1,133,900 - Financing: Current Funds (\$6,000), Water Utilities Current Funds (\$565,500), Stormwater Drainage Management Current Funds (\$492,400) and Aviation Current Funds (\$70,000) (subject to annual appropriations)

CLS Sewer Equipment Co., Inc. is a local, non-minority firm, has signed the "Business Inclusion & Development" documentation, and proposes to use their own workforce. Green Equipment Company and Atlas Inspection Technologies, LLC are non-local, non-minority firms, have signed the "Business Inclusion & Development" documentation, and propose to use their own workforces.

**PROJECT CATEGORY:** Other Services

### LOCAL/NON-LOCAL CONTRACT SUMMARY

	<u>Amount</u>	<u>Percent</u>
Total local contracts	\$492,400.00	43.43%
Total non-local contracts	\$641,500.00	56.57%
<b>TOTAL CONTRACT</b>	<b>\$1,133,900.00</b>	<b>100.00%</b>

### LOCAL/NON-LOCAL M/WBE PARTICIPATION

#### Local Contractors / Sub-Contractors

None

#### Non-Local Contractors / Sub-Contractors

None

### TOTAL M/WBE CONTRACT PARTICIPATION

	<u>Local</u>	<u>Percent</u>	<u>Local &amp; Non-Local</u>	<u>Percent</u>
African American	\$0.00	0.00%	\$0.00	0.00%
Hispanic American	\$0.00	0.00%	\$0.00	0.00%
Asian American	\$0.00	0.00%	\$0.00	0.00%
Native American	\$0.00	0.00%	\$0.00	0.00%
WBE	\$0.00	0.00%	\$0.00	0.00%
<b>Total</b>	<b>\$0.00</b>	<b>0.00%</b>	<b>\$0.00</b>	<b>0.00%</b>

February 24, 2016

**WHEREAS**, on April 24, 2013, City Council authorized a three-year service contract for sewer camera maintenance, repair services and parts by Resolution No. 13-0696; and,

**WHEREAS**, on December 9, 2015, Administrative Action Nos. 15-7269, 15-7270 and 15-7271 authorized an increase to the service contracts in an amount of \$50,000.00, increasing the contract amounts from \$719,349.00 to \$769,349.00;

**NOW, THEREFORE,**

**BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF DALLAS:**

**Section 1.** That the City Manager is authorized to execute a service contract with CLS Sewer Equipment Co., Inc. (VS0000018694) in the amount of \$492,400.00, Green Equipment Company (266153) in the amount of \$400,000.00 and Atlas Inspection Technologies, LLC (VS0000076769) in the amount of \$241,500.00 for sewer camera maintenance, repairs and parts for a term of three years in a total amount not to exceed \$1,133,900.00, upon approval as to form by the City Attorney. If the service was bid or proposed on an as needed, unit price basis for performance of specified tasks, payment to CLS Sewer Equipment Co., Inc., Green Equipment Company and Atlas Inspection Technologies, LLC, shall be based only on the amount of the services directed to be performed by the City and properly performed by CLS Sewer Equipment Co., Inc., Green Equipment Company and Atlas Inspection Technologies, LLC under the contract.

**Section 2.** That the Chief Financial Officer is hereby authorized to disburse funds in an amount not to exceed \$1,133,900.00 (subject to annual appropriations) from Service Contract number BM1523.

**Section 3.** That this resolution shall take effect immediately from and after its passage in accordance with the provisions of the Charter of the City of Dallas, and it is accordingly so resolved.

## AGENDA ITEM # 4

**KEY FOCUS AREA:** E-Gov

**AGENDA DATE:** February 24, 2016

**COUNCIL DISTRICT(S):** 2

**DEPARTMENT:** Business Development & Procurement Services  
Convention and Event Services

**CMO:** Jeanne Chipperfield, 670-7804  
Ryan S. Evans, 671-9837

**MAPSCO:** 45 P

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### SUBJECT

Authorize a five-year service contract for event set-up at the Kay Bailey Hutchison Convention Center Dallas – Member’s Building Maintenance, LLC, most advantageous proposer of three - Not to exceed \$3,644,805 - Financing: Convention and Event Services Current Funds (subject to annual appropriations)

### BACKGROUND

This action does not encumber funds; the purpose of a service contract is to establish firm pricing for services, for a specific term, which are ordered on an as needed basis.

This service contract provides event set-up at the Kay Bailey Hutchison Convention Center Dallas (the Convention Center). The Convention Center has over 2.2 million square feet of space that requires event set-up and hosts in excess of one million visitors each year, creating significant economic impact and contributes to the vitality of the downtown area and surrounding communities.

Event set-up services will consist of setting up chairs, tables, stages and various furnishing for a variety of convention meetings and events. Event set-up will include exhibit halls, public areas, and meeting rooms. The vendor is required to provide supplies, equipment and necessary labor, and observe safe work practices including the proper use of safety equipment and observe all rules and regulations at the Convention Center.

This solicitation was structured in a manner which required proposers to submit a response using unit pricing. This proposal resulted in a 75.83% increase over comparable unit prices for the contract awarded in 2014.

## **BACKGROUND (Continued)**

A seven member committee from the following departments reviewed and evaluated the proposals:

- Aviation (1)
- Convention and Event Services (2)
- Office of Cultural Affairs (1)
- Equipment & Building Services (1)
- Business Development and Procurement Services (2)\*

\*Business Development and Procurement Services only evaluated the pricing and the Business Inclusion and Development Plan.

The successful proposer was selected by the committee on the basis of demonstrated competence and qualifications under the following criteria:

- Experience/qualifications 30%
- Pricing 30%
- Staffing plan/approach 25%
- Business Inclusion-and Development Plan 15%

As part of the solicitation process and in an effort to increase competition, Business Development and Procurement Services (BDPS) used its procurement system to send out 793 email bid notifications to vendors registered under respective commodities. To further increase competition, BDPS uses historical solicitation information, the internet, and vendor contact information obtained from user departments to contact additional vendors by phone. Additionally, in an effort to secure more bids, notifications were sent by the BDPS' ResourceLINK Team (RLT) to 25 chambers of commerce, the DFW Minority Business Council and the Women's Business Council - Southwest, to ensure maximum vendor outreach.

The recommended vendor meets the wage floor rate of \$10.37 approved by City Council on November 10, 2015, by Resolution No. 15-2141.

## **PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)**

On August 14, 2013, an item for janitorial and event set up services at the Kay Bailey Hutchison Convention Center Dallas was deferred by Mayor Pro Tem Atkins.

On August 21, 2013, City Council rejected the bids for janitorial and event set up services at the Kay Bailey Hutchison Convention Center Dallas by Resolution No. 13-1395.

**PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS) (Continued)**

On August 28, 2013, City Council authorized Supplemental Agreement No. 1 to increase the service contract to extend the contract term through February 28, 2014, for janitorial and event set up services at the Kay Bailey Hutchison Convention Center Dallas by Resolution No. 13-1507.

On March 3, 2014, this item was included as a briefing memo to the Budget, Finance, and Audit Committee.

On March 26, 2014, City Council rejected the proposals for event set up and janitorial services at the Kay Bailey Hutchison Convention Center Dallas by Resolution No. 14-0497.

On May 14, 2014, City Council authorized a five-year service contract for event set up and janitorial services at Kay Bailey Hutchison Convention Center Dallas by Resolution No. 14-0739.

On October 28, 2015, City Council authorized the rejection of the only responsive bid received for event set-up services at the Kay Bailey Hutchison Convention Center Dallas by Resolution No. 15-1938.

Information about this item will be provided to the Budget, Finance and Audit Committee on February 16, 2016.

**FISCAL INFORMATION**

\$3,644,805.00 - Convention and Event Services Current Funds (subject to annual appropriations)

**M/WBE INFORMATION**

209 - Vendors Contacted

208 - No response

1 - Response (Bid)

0 - Response (No Bid)

1 - Successful

793 M/WBE and Non-M/WBE vendors were contacted

The recommended awardee has fulfilled the good faith requirements set forth in the Business Inclusion and Development (BID) Plan adopted by Council Resolution No. 08-2826 as amended.

## **ETHNIC COMPOSITION**

### **Member's Building Maintenance, LLC**

White Male	21	White Female	16
Black Male	150	Black Female	140
Hispanic Male	210	Hispanic Female	220
Other Male	143	Other Female	84

## **PROPOSAL INFORMATION**

The following proposals were received from solicitation number BQZ1606 and were opened on January 7, 2016. This service contract is being awarded in its entirety to the most advantageous proposer.

\*Denotes successful proposer

<b><u>Proposers</u></b>	<b><u>Address</u></b>	<b><u>Score</u></b>	<b><u>Amount</u></b>
*Member's Building Maintenance, LLC	11363 Denton Dr. Suite 127 Dallas, TX 75229	93.46%	\$3,644,805.00
American Commercial Maintenance, Inc.	545 E. John Carpenter Fwy. Suite 300 Irving, TX 75062	67.00%	\$3,287,633.50
United Maintenance Company, Inc.	1550 S. Indiana Ave. Chicago, IL 60605	45.21%	\$4,521,189.80

## **OWNER**

### **Member's Building Maintenance, LLC**

Odes H. Kim, President  
Harvey Burger, Vice President  
Secretary, Ann Kim

## **BUSINESS INCLUSION AND DEVELOPMENT PLAN SUMMARY**

**PROJECT:** Authorize a five-year service contract for event set-up at the Kay Bailey Hutchison Convention Center Dallas – Member’s Building Maintenance, LLC, most advantageous proposer of three - Not to exceed \$3,644,805 - Financing: Convention and Event Services Current Funds (subject to annual appropriations)

Member’s Building Maintenance, LLC, is a local, minority firm, has signed the "Business Inclusion & Development" documentation, and proposes to use the following sub-contractor.

**PROJECT CATEGORY:** Other Services

### **LOCAL/NON-LOCAL CONTRACT SUMMARY**

	<u>Amount</u>	<u>Percent</u>
Total local contracts	\$3,644,805.00	100.00%
Total non-local contracts	\$0.00	0.00%
<b>TOTAL CONTRACT</b>	<b>\$3,644,805.00</b>	<b>100.00%</b>

### **LOCAL/NON-LOCAL M/WBE PARTICIPATION**

#### **Local Contractors / Sub-Contractors**

<u>Local</u>	<u>Certification</u>	<u>Amount</u>	<u>Percent</u>
Magic Building Service	PFMB62610N0716	\$911,201.25	25.00%
Member's Building Maintenance, LLC.	PMMB62244N0616	\$2,733,603.75	75.00%
<b>Total Minority - Local</b>		<b>\$3,644,805.00</b>	<b>100.00%</b>

#### **Non-Local Contractors / Sub-Contractors**

None

### **TOTAL M/WBE CONTRACT PARTICIPATION**

	<u>Local</u>	<u>Percent</u>	<u>Local &amp; Non-Local</u>	<u>Percent</u>
African American	\$0.00	0.00%	\$0.00	0.00%
Hispanic American	\$0.00	0.00%	\$0.00	0.00%
Asian American	\$3,644,805.00	100.00%	\$3,644,805.00	100.00%
Native American	\$0.00	0.00%	\$0.00	0.00%
WBE	\$0.00	0.00%	\$0.00	0.00%
<b>Total</b>	<b>\$3,644,805.00</b>	<b>100.00%</b>	<b>\$3,644,805.00</b>	<b>100.00%</b>

February 24, 2016

**WHEREAS**, on August 21, 2013, City Council rejected the bids for janitorial and event set up services at the Kay Bailey Hutchison Convention Center Dallas by Resolution No. 13-1395; and,

**WHEREAS**, on August 28, 2013, City Council authorized Supplemental Agreement No. 1 to increase the service contract to extend the contract term through February 28, 2014, for janitorial and event set up services at the Kay Bailey Hutchison Convention Center Dallas by Resolution No. 13-1507; and,

**WHEREAS**, on March 26, 2014, City Council rejected the proposals for event set up and janitorial services at the Kay Bailey Hutchison Convention Center Dallas by Resolution No. 14-0497; and,

**WHEREAS**, on May 14, 2014, City Council authorized a five year service contract for event set up and janitorial services at Kay Bailey Hutchison Convention Center Dallas by Resolution No. 14-0739; and,

**WHEREAS**, on October 28, 2015, City Council authorized the rejection of the only responsive bid received for event set-up services at the Kay Bailey Hutchison Convention Center Dallas by Resolution No. 15-1938;

**NOW, THEREFORE,**

**BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF DALLAS:**

**Section 1.** That the City Manager is authorized to execute a service contract with Member's Building Maintenance, LLC (243814) for event set-up at the Kay Bailey Hutchison Convention Center Dallas for a term of five years in an amount not to exceed \$3,644,805.00 upon approval as to form by the City Attorney. If the service was bid or proposed on an as needed, unit price basis for performance of specified tasks, payment to Member's Building Maintenance, LLC shall be based only on the amount of the services directed to be performed by the City and properly performed by Member's Building Maintenance, LLC under the contract.

**Section 2.** That the Chief Financial Officer is hereby authorized to disburse funds in an amount not to exceed \$3,644,805.00 (subject to annual appropriations) from Service Contract number BQZ1606.

February 24, 2016

**Section 3.** That this resolution shall take effect immediately from and after its passage in accordance with the provisions of the Charter of the City of Dallas, and it is accordingly so resolved.

**AGENDA ITEM # 5**

**KEY FOCUS AREA:** Clean, Healthy Environment

**AGENDA DATE:** February 24, 2016

**COUNCIL DISTRICT(S):** All

**DEPARTMENT:** Business Development & Procurement Services  
Park & Recreation

**CMO:** Jeanne Chipperfield, 670-7804  
Willis Winters, 670-4071

**MAPSCO:** N/A

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**SUBJECT**

Authorize a three-year master agreement for the purchase of granulated and liquid fertilizers for use throughout the City – Greensmiths, Inc. in the amount of \$194,052, BWI Dallas/Ft. Worth in the amount of \$201,527, Harrell's, LLC in the amount of \$110,707, Helena Chemical Company in the amount of \$98,068, Turfgrass Solutions, Inc. in the amount of \$79,190, Turf Care of Texas, LLC in the amount of \$77,935, N-Gulf, LLC dba Ameriturf in the amount of \$69,930, Winfield Solutions LLC in the amount of \$91,545, LCS Lawn Care Supply, Inc. in the amount of \$17,332 and SiteOne Landscape Supply, LLC in the amount of \$10,043, lowest responsible bidders of ten - Total not to exceed \$950,329 - Financing: Current Funds

**BACKGROUND**

This action does not encumber funds; the purpose of a master agreement is to establish firm pricing for goods, for a specific term, which are ordered on an as needed basis.

This master agreement will provide for the purchase of granulated and liquid fertilizers for use throughout the City, such as:

- Park and Recreation department maintains the grounds at six 18-hole golf courses, various acres of City park property and flower beds at the historic Fair Park
- Fertilizers supply plant nutrients essential to the growth of grass to assist with the control of erosion and aesthetics throughout the City

## **BACKGROUND (Continued)**

As part of the solicitation process and in an effort to increase competition, Business Development and Procurement Services (BDPS) used its procurement system to send out 367 email bid notifications to vendors registered under respective commodities. To further increase competition, BDPS uses historical solicitation information, the internet, and vendor contact information obtained from user departments to contact additional vendors by phone. Additionally, in an effort to secure more bids, notifications were sent by the Business Development and Procurement Services' ResourceLINK Team (RLT) to 25 chambers of commerce, the DFW Minority Business Council and the Women's Business Council – Southwest, to ensure maximum vendor outreach.

## **PRIOR ACTION / REVIEW (COUNCIL, BOARDS, COMMISSIONS)**

On February 12, 2014, City Council executed the casting of lots to identify the recommended vendor resulting from tie bids on lines 6, 7, 8, 9, 11, 12, 23, 25, 39, 40, 41, 42, 43, 44 and 45, for bid BP1404, for a two-year master agreement for the purchase of granulated and liquid fertilizer by Resolution No. 14-0338.

On February 26, 2014, City Council authorized a two-year master agreement for granulated and liquid fertilizer by Resolution No. 14-0366.

On February 10, 2016, City Council executed the casting of lots to identify the recommended vendor resulting from tie bids on lines 17, 18, 19, 20, 22, 23, 24, 73, 74, 75, 76, 77, 79 and 139, for bid BA1602, for a three-year master agreement for the purchase of granulated and liquid fertilizer by Resolution No. 16-0307.

Information about this item will be provided to the Budget, Finance and Audit Committee on February 16, 2016.

Scheduled for Park and Recreation Board approval on February 18, 2016.

## **FISCAL INFORMATION**

\$950,328.25 - Current Funds

## **M/WBE INFORMATION**

32 - Vendors contacted  
31 - No response  
1 - Response (Bid)  
0 - Response (No bid)  
1 - Successful

**M/WBE INFORMATION (Continued)**

367 - M/WBE and Non-M/WBE vendors were contacted.

The recommended awardees have fulfilled the good faith requirements set forth in the Business Inclusion and Development (BID) Plan adopted by Council Resolution No. 08-2826 as amended.

**ETHNIC COMPOSITION**

Greensmiths, Inc.

White Male	5	White Female	0
Black Male	0	Black Female	0
Hispanic Male	1	Hispanic Female	0
Other Male	0	Other Female	0

BWI Dallas/Ft. Worth

White Male	30	White Female	9
Black Male	1	Black Female	0
Hispanic Male	17	Hispanic Female	1
Other Male	0	Other Female	0

Harrell's, LLC

White Male	108	White Female	34
Black Male	24	Black Female	2
Hispanic Male	14	Hispanic Female	2
Other Male	2	Other Female	0

Helena Chemical Company

White Male	8	White Female	1
Black Male	0	Black Female	0
Hispanic Male	0	Hispanic Female	0
Other Male	0	Other Female	0

Turfgrass Solutions, Inc.

White Male	1	White Female	1
Black Male	0	Black Female	0
Hispanic Male	0	Hispanic Female	0
Other Male	0	Other Female	0

**ETHNIC COMPOSITION (Continued)**

Turf Care of Texas, LLC

White Male	1	White Female	0
Black Male	0	Black Female	0
Hispanic Male	0	Hispanic Female	0
Other Male	0	Other Female	0

N-Gulf, LLC dba Ameriturf

White Male	13	White Female	3
Black Male	1	Black Female	0
Hispanic Male	1	Hispanic Female	0
Other Male	0	Other Female	0

Winfield Solutions LLC

White Male	9	White Female	1
Black Male	2	Black Female	0
Hispanic Male	0	Hispanic Female	0
Other Male	0	Other Female	0

LCS Lawn Care Supply, Inc.

White Male	1	White Female	0
Black Male	0	Black Female	0
Hispanic Male	4	Hispanic Female	2
Other Male	0	Other Female	0

SiteOne Landscape Supply, LLC

White Male	1,878	White Female	281
Black Male	90	Black Female	16
Hispanic Male	356	Hispanic Female	29
Other Male	71	Other Female	21

**BID INFORMATION**

The following bids were received from solicitation number BA1602 and were opened on December 11, 2015. This master agreement is being awarded to the lowest responsive and responsible bidders by line. Information related to this solicitation is available upon request.

\*Denotes successful bidders

**BID INFORMATION (Continued)**

<b><u>Bidders</u></b>	<b><u>Address</u></b>	<b><u>Amount of Bid</u></b>
*Greensmiths, Inc.	1419 Upfield Drive Carrollton, TX 75006	Multiple Lines
*BWI Dallas/Ft. Worth	1418 Upfield Drive Carrollton, TX 75006	Multiple Lines
*Harrell's, LLC	720 Kraft Road Lareland, FL 33815	Multiple Lines
*Helena Chemical Company	225 Schilling Boulevard Suite 300 Gollierville, TN 38017	Multiple Lines
*Turfgrass Solutions, Inc.	3125 Woodland Heights Circle Colleyville, TX 76034	Multiple Lines
*Turf Care of Texas, LLC	1400 Berwick Drive McKinney, TX 75070	Multiple Lines
*N-Gulf, LLC dba Ameriturf	1874 Highway 77 South Italy, TX 76651	Multiple Lines
*Winfield Solutions LLC	1221 Champion Circle Suite 107 Carrollton, TX 75006	Multiple Lines
*LCS Lawn Care Supply, Inc.	11084 Grader Street Dallas, TX 75238	Multiple Lines
*SiteOne Landscape Supply, LLC	10588 Shady Trail Dallas, TX 75220	Multiple Lines

**OWNERS**

**Greensmiths, Inc.**

Jim Montgomery, President  
TL Morgan, Vice President

## **OWNERS (Continued)**

### **BWI Dallas/Ft. Worth**

Jim Bunch, President  
Robert Bunch, President  
Mike Mize, Vice President

### **Harrell's, LLC**

Jack Harrell Jr, Chief Executive Officer  
Dave Schermerhorn, Vice President

### **Helena Chemical Company**

Mike McCarty, President  
Dave Thomas, Vice President

### **Turfgrass Solutions, Inc.**

Sara L. Parker, President  
Richard D. Parker, Vice President

### **Turf Care of Texas, LLC**

Todd Gilmour, President

### **N-Gulf, LLC dba Ameriturf**

George Scruggs, President  
Jordon Droll, Vice President

### **Winfield Solutions LLC**

Chris Policinski, President  
Dan Knutson, Vice President

### **LCS Lawn Care Supply, Inc.**

Juan Alberto Kerbow, President  
Alexander Kerbow, Secretary

### **SiteOne Landscape Supply, LLC**

Doug Black, Chief Executive Officer  
Briley Brisendine, Vice President

## **BUSINESS INCLUSION AND DEVELOPMENT PLAN SUMMARY**

**PROJECT:** Authorize a three-year master agreement for the purchase of granulated and liquid fertilizers for use throughout the City – Greensmiths, Inc. in the amount of \$194,052, BWI Dallas/Ft. Worth in the amount of \$201,527, Harrell’s, LLC in the amount of \$110,707, Helena Chemical Company in the amount of \$98,068, Turfgrass Solutions, Inc. in the amount of \$79,190, Turf Care of Texas, LLC in the amount of \$77,935, N-Gulf, LLC dba Ameriturf in the amount of \$69,930, Winfield Solutions LLC in the amount of \$91,545, LCS Lawn Care Supply, Inc. in the amount of \$17,332 and SiteOne Landscape Supply, LLC in the amount of \$10,043, lowest responsible bidders of ten - Total not to exceed \$950,329 - Financing: Current Funds

LCS Lawn Care Supply, Inc., Winfield Solutions LLC and Greensmiths, Inc. are local, non-minority firms, have signed the "Business Inclusion & Development" documentation, and propose to use their own workforces. Harrell’s, LLC, Helena Chemical Company, Turfgrass Solutions, Inc., Turf Care of Texas, LLC, N-Gulf, LLC dba Ameriturf and SiteOne Landscape Supply, LLC are non-local, non-minority firms, have signed the "Business Inclusion & Development" documentation, and propose to use their own workforces. BWI Dallas/Ft. Worth is a local, non-minority firm, has signed the "Business Inclusion & Development" documentation, and proposes to use the following sub-contractor.

**PROJECT CATEGORY:** Goods

### LOCAL/NON-LOCAL CONTRACT SUMMARY

	<u>Amount</u>	<u>Percent</u>
Total local contracts	\$504,455.45	53.08%
Total non-local contracts	\$445,872.80	46.92%
<b>TOTAL CONTRACT</b>	<b>\$950,328.25</b>	<b>100.00%</b>

### LOCAL/NON-LOCAL M/WBE PARTICIPATION

#### Local Contractors / Sub-Contractors

<u>Local</u>	<u>Certification</u>	<u>Amount</u>	<u>Percent</u>
Richochet Fuel Districutors	WFWB63913Y0117	\$2,272.15	0.45%
<b>Total Minority - Local</b>		<b>\$2,272.15</b>	<b>0.45%</b>

#### Non-Local Contractors / Sub-Contractors

None

**TOTAL M/WBE CONTRACT PARTICIPATION**

	<u>Local</u>	<u>Percent</u>	<u>Local &amp; Non-Local</u>	<u>Percent</u>
African American	\$0.00	0.00%	\$0.00	0.00%
Hispanic American	\$0.00	0.00%	\$0.00	0.00%
Asian American	\$0.00	0.00%	\$0.00	0.00%
Native American	\$0.00	0.00%	\$0.00	0.00%
WBE	\$2,272.15	0.45%	\$2,272.15	0.24%
	<hr/>	<hr/>	<hr/>	<hr/>
Total	\$2,272.15	0.45%	\$2,272.15	0.24%

February 24, 2016

**WHEREAS**, on February 12, 2014, City Council executed the casting of lots to identify the recommended vendor resulting from tie bids on lines 6, 7, 8, 9, 11, 12, 23, 25, 39, 40, 41, 42, 43, 44 and 45, for bid BP1404, for a two-year master agreement for the purchase of granulated and liquid fertilizer by Resolution No. 14-0338; and,

**WHEREAS**, on February 26, 2014, City Council authorized a two-year master agreement for granulated and liquid fertilizer by Resolution No. 14-0366; and,

**WHEREAS**, on February 10, 2016, City Council executed the casting of lots to identify the recommended vendor resulting from tie bids on lines 17, 18, 19, 20, 22, 23, 24, 73, 74, 75, 76, 77, 79 and 139, for bid BA1602, for a three-year master agreement for the purchase of granulated and liquid fertilizer by Resolution No. 16-0307;

**NOW, THEREFORE,**

**BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF DALLAS:**

**Section 1.** That a master agreement for the purchase of granular and liquid fertilizer for use throughout the City is authorized with Greensmiths, Inc. (269732) in the amount of \$194,052.00, BWI-Dallas/Ft. Worth (501400) in the amount of \$201,526.73, Harrell's, LLC (VC0000013094) in the amount of \$110,707.50, Helena Chemical Company (351406) in the amount of \$98,067.50, Turfgrass Solutions, Inc. (VS0000021981) in the amount of \$79,190.00, Turf Care of Texas, LLC (VS0000019543) in the amount of \$77,935.00, N-Gulf, LLC dba Ameriturf (VS0000045957) in the amount of \$69,930.00, Winfield Solutions LLC (VC0000009702) in the amount of \$91,544.52, LCS Lawn Care Supply, Inc. (VC13911) in the amount of \$17,332.20 and SiteOne Landscape Supply, LLC (VS0000077016) in the amount of \$10,042.80, for a term of three years in a total amount not to exceed \$950,328.25.

**Section 2.** That the Purchasing Agent is authorized, upon appropriate request and documented need by a user department, to issue a purchase order for granular and liquid fertilizers. If a written contract is required or requested for any or all purchases of granular and liquid fertilizers under the master agreement instead of individual purchase orders, the City Manager is authorized to execute the contract upon approval as to form by the City Attorney.

**Section 3.** That the Chief Financial Officer is hereby authorized to disburse funds in an amount not to exceed \$950,328.25 from Master Agreement number BA1602.

**Section 4.** That this resolution shall take effect immediately from and after its passage in accordance with the provisions of the Charter of the City of Dallas, and it is accordingly so resolved.

**KEY FOCUS AREA:** Public Safety

**AGENDA DATE:** February 24, 2016

**COUNCIL DISTRICT(S):** All

**DEPARTMENT:** Business Development & Procurement Services  
Aviation  
Fire  
Park & Recreation  
Street Services  
Trinity Watershed Management  
Water Utilities

**CMO:** Jeanne Chipperfield, 670-7804  
Ryan S. Evans, 671-9837  
Eric Campbell, 670-3255  
Willis Winters, 670-4071  
Jill A. Jordan, P.E., 670-5299  
Mark McDaniel, 670-3256

**MAPSCO:** N/A

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**SUBJECT**

Authorize a three-year master agreement for mobile concrete - Custom-Crete Redi-Mix, LLC, lowest responsible bidder of three - Not to exceed \$17,363,139 - Financing: Current Funds (\$10,847,603), Water Utilities Current Funds (\$5,796,457), Stormwater Drainage Management Current Funds (\$588,670) and Aviation Current Funds (\$130,409)

**BACKGROUND**

This action does not encumber funds; the purpose of a master agreement is to establish firm pricing for goods, for a specific term, which are ordered on an as needed basis.

This master agreement will provide mobile concrete citywide at work sites as requested. This concrete will also be available for pick-up by City departments and/or delivered to various locations throughout the City. Ready mix and volumetrically mixed concrete are mix designs of various strengths and setting times. This agreement also includes flowable fill which is a cement based product used to backfill utility trenches and other excavations.

## **BACKGROUND (Continued)**

Street Services utilizes concrete to repair City-owned and maintained infrastructure, primarily streets and alleys. Trinity Watershed Management will use the concrete for citywide preventative and reactive maintenance, four dams, and public owned creeks and channels contained within the Trinity River levee system. Parks and Recreation department will use the agreement for various projects throughout the park system such as pads for picnic tables, benches and trash receptacles, light pole foundations, trails and sidewalks.

Other uses include:

- Concrete mix used for portable building foundations, outside generator pads, and needed ADA ramps
- Projects within the airport for preventive and reactive maintenance on streets, runways, taxiways, vehicle service roads and general repairs
- Variety of maintenance and replacement activities relative to pavement, manhole and pipeline infrastructure

This solicitation was structured in a manner which required bidders to submit a response using unit pricing. This bid resulted in a 2.8% increase over comparable unit prices for the bid awarded in 2013.

As part of the solicitation process and in an effort to increase competition, Business Development and Procurement Services (BDPS) used its procurement system to send out 698 email bid notifications to vendors registered under respective commodities. To further increase competition, BDPS uses historical solicitation information, the internet, and vendor contact information obtained from user departments to contact additional vendors by phone. Additionally, in an effort to secure more bids, notifications were sent by the Business Development and Procurement Services' ResourceLINK Team (RLT) to 25 chambers of commerce, the DFW Minority Business Council and the Women's Business Council – Southwest, to ensure maximum vendor outreach.

## **PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)**

On October 26, 2011, City Council authorized a two-year master agreement for mobile concrete by Resolution No. 11-2819.

On November 12, 2013, City Council authorized a two-year master agreement for concrete by Resolution No. 13-1915.

Information about this item will be provided to the Budget, Finance and Audit Committee on February 16, 2016.

**FISCAL INFORMATION**

\$10,847,602.95 - Current Funds  
\$ 5,796,457.00 - Water Utilities Current Funds  
\$ 588,670.00 - Stormwater Drainage Management Current Funds  
\$ 130,409.00 - Aviation Current Funds

**M/WBE INFORMATION**

228 - Vendors contacted  
228 - No response  
0 - Response (Bid)  
0 - Response (No bid)  
0 - Successful

698 - M/WBE and Non-M/WBE vendors were contacted

The recommended awardee has fulfilled the requirements set forth in the Business Inclusion and Development (BID) Plan adopted by Council Resolution No. 08-2826 as amended.

**ETHNIC COMPOSITION**

Custom-Crete Redi-Mix, LLC

White Male	27	White Female	1
Black Male	9	Black Female	1
Hispanic Male	18	Hispanic Female	0
Other Male	0	Other Female	0

**BID INFORMATION**

The following bids were received from solicitation number BQ1602 and were opened on November 13, 2015. This master agreement is being awarded to the lowest responsive and responsible bidder by group. Information related to this solicitation is available upon request.

\*Denotes successful bidder

<b><u>Bidders</u></b>	<b><u>Address</u></b>	<b><u>Amount of Bid</u></b>
*Custom-Crete Redi-Mix, LLC	2624 Joe Field Rd. Dallas, TX 75229	Multiple Groups

**BID INFORMATION (Continued)**

<b><u>Bidders</u></b>	<b><u>Address</u></b>	<b><u>Amount of Bid</u></b>
Argos Ready Mix (SC) Corp.	8500 Freeport Pkwy. N. Suite 200 Irving, TX 75063	Multiple Groups
H&H Pool Decks, Inc.	2804 Prestige Rd. Fort Worth, TX 76244	Multiple Groups

**OWNER**

**Custom-Crete Redi-Mix, LLC**

William J. Sandbrook, President  
Ronnie Pruitt, Vice President  
Paul M. Jolas, Secretary  
Katherine Kantor, Treasurer

## BUSINESS INCLUSION AND DEVELOPMENT PLAN SUMMARY

**PROJECT:** Authorize a three-year master agreement for mobile concrete - Custom-Crete Redi-Mix, LLC, lowest responsible bidder of three - Not to exceed \$17,363,139 - Financing: Current Funds (\$10,847,603), Water Utilities Current Funds (\$5,796,457), Stormwater Drainage Management Current Funds (\$588,670) and Aviation Current Funds (\$130,409)

Custom-Crete Redi-Mix, LLC is a local, non-minority firm, has signed the "Business Inclusion & Development" documentation, and proposes to use the following sub-contractor.

**PROJECT CATEGORY:** Goods

### LOCAL/NON-LOCAL CONTRACT SUMMARY

	<u>Amount</u>	<u>Percent</u>
Total local contracts	\$16,688,138.95	96.11%
Total non-local contracts	\$675,000.00	3.89%
<b>TOTAL CONTRACT</b>	<b>\$17,363,138.95</b>	<b>100.00%</b>

### LOCAL/NON-LOCAL M/WBE PARTICIPATION

#### Local Contractors / Sub-Contractors

None

#### Non-Local Contractors / Sub-Contractors

<u>Non-local</u>	<u>Certification</u>	<u>Amount</u>	<u>Percent</u>
Horizon Trucking, LLC.	HMDB35948Y0516	\$675,000.00	100.00%
<b>Total Minority - Non-local</b>		<b>\$675,000.00</b>	<b>100.00%</b>

### TOTAL M/WBE CONTRACT PARTICIPATION

	<u>Local</u>	<u>Percent</u>	<u>Local &amp; Non-Local</u>	<u>Percent</u>
African American	\$0.00	0.00%	\$0.00	0.00%
Hispanic American	\$0.00	0.00%	\$675,000.00	3.89%
Asian American	\$0.00	0.00%	\$0.00	0.00%
Native American	\$0.00	0.00%	\$0.00	0.00%
WBE	\$0.00	0.00%	\$0.00	0.00%
<b>Total</b>	<b>\$0.00</b>	<b>0.00%</b>	<b>\$675,000.00</b>	<b>3.89%</b>

February 24, 2016

**WHEREAS**, on October 26, 2011, City Council authorized a two-year master agreement for mobile concrete by Resolution No. 11-2819; and,

**WHEREAS**, on November 12, 2013, City Council authorized a two-year master agreement for concrete by Resolution No. 13-1915; and,

**WHEREAS**, on December 8, 2015, Administrative Action No. 16-5033 authorized an extension of the master agreement for ninety days from December 8, 2015 to March 7, 2016;

**NOW, THEREFORE,**

**BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF DALLAS:**

**Section 1.** That a master agreement for the purchase of mobile concrete is authorized with Custom-Crete Redi-Mix, LLC (VC13900) for a term of three years in an amount not to exceed \$17,363,138.95.

**Section 2.** That the Purchasing Agent is authorized, upon appropriate request and documented need by a user department, to issue a purchase order for mobile concrete. If a written contract is required or requested for any or all purchases of mobile concrete under the master agreement instead of individual purchase orders, the City Manager is authorized to execute the contract upon approval as to form by the City Attorney.

**Section 3.** That the Chief Financial Officer is hereby authorized to disburse funds in an amount not to exceed \$17,363,138.95 from Master Agreement number BQ1602.

**Section 4.** That this resolution shall take effect immediately from and after its passage in accordance with the provisions of the Charter of the City of Dallas, and it is accordingly so resolved.

**AGENDA ITEM # 7**

**KEY FOCUS AREA:** Clean, Healthy Environment

**AGENDA DATE:** February 24, 2016

**COUNCIL DISTRICT(S):** All

**DEPARTMENT:** Business Development & Procurement Services  
Aviation  
Convention and Event Services  
Trinity Watershed Management  
Water Utilities

**CMO:** Jeanne Chipperfield, 670-7804  
Ryan S. Evans, 671-9837  
Mark McDaniel, 670-3256

**MAPSCO:** N/A

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**SUBJECT**

Authorize an increase to the master agreement with Pollock Investments dba Pollock Paper Distributors in the amount of \$314,154, from \$1,570,770 to \$1,884,924, Eagle Brush & Chemical, Inc. in the amount of \$307,985, from \$1,539,925 to \$1,847,910, MANS Distributors, Inc. in the amount of \$86,420, from \$432,100 to \$518,520 and San Benito Textile, Inc. in the amount of \$12,610, from \$63,050 to \$75,660 for janitorial supplies - Total not to exceed \$721,169, from \$3,605,845 to \$4,327,014 - Financing: Current Funds (\$285,583), Aviation Current Funds (\$354,887), Water Utilities Current Funds (\$67,790), Convention and Event Services Current Funds (\$7,356) and Stormwater Drainage Management Current Funds (\$5,553)

**BACKGROUND**

This action does not encumber funds; the purpose of a master agreement is to establish firm pricing for goods, for a specific term, which are ordered on an as needed basis.

The increase to the master agreement is necessary in order to allow sufficient time to complete the solicitation process. This master agreement will provide janitorial supplies Citywide. Many facilities such as fire stations, Bahama Beach Water Park and City Hall conduct their own janitorial services and require supplies to maintain the facility in a clean and inviting condition.

**PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)**

On January 25, 2012, City Council authorized a three-year master agreement for janitorial supplies by Resolution No. 12-0270.

On September 24, 2014, City Council authorized a three-year master agreement for janitorial supplies by Resolution No. 14-1590.

Information about this item will be provided to the Budget, Finance and Audit Committee on February 16, 2016.

**FISCAL INFORMATION**

- \$ 285,582.93 - Current Funds
- \$ 354,887.26 - Aviation Current Funds
- \$ 67,789.89 - Water Utilities Current Funds
- \$ 7,355.92 - Convention and Event Services Current Funds
- \$ 5,553.00 - Stormwater Drainage Management Current Funds

**ETHNIC COMPOSITION**

Pollock Investments dba Pollock Paper Distributors

White Male	95	White Female	70
Black Male	40	Black Female	14
Hispanic Male	72	Hispanic Female	10
Other Male	1	Other Female	3

Eagle Brush & Chemical, Inc.

White Male	5	White Female	4
Black Male	1	Black Female	0
Hispanic Male	4	Hispanic Female	0
Other Male	0	Other Female	0

MANS Distributors, Inc.

White Male	0	White Female	0
Black Male	0	Black Female	0
Hispanic Male	0	Hispanic Female	0
Other Male	4	Other Female	6

**ETHNIC COMPOSITION (Continued)**

San Benito Textile, Inc.

White Male	0	White Female	0
Black Male	0	Black Female	0
Hispanic Male	1	Hispanic Female	8
Other Male	0	Other Female	0

**OWNERS**

**Pollock Investments dba Pollock Paper Distributors**

Lawrence Pollock III, President  
Tracy Evatt, Vice President

**Eagle Brush & Chemical, Inc.**

Ben R. Carriker, President  
Rosanne Benoit, Vice President

**MANS Distributors, Inc.**

Suresh Kara, President  
Purnima Kara, Chief Executive Officer

**San Benito Textile, Inc.**

Carlos Sanchez, President  
Dolores Sanchez, Vice President

## **BUSINESS INCLUSION AND DEVELOPMENT PLAN SUMMARY**

**PROJECT:** Authorize an increase to the master agreement with Pollock Investments dba Pollock Paper Distributors in the amount of \$314,154, from \$1,570,770 to \$1,884,924, Eagle Brush & Chemical, Inc. in the amount of \$307,985, from \$1,539,925 to \$1,847,910, MANS Distributors, Inc. in the amount of \$86,420, from \$432,100 to \$518,520 and San Benito Textile, Inc. in the amount of \$12,610, from \$63,050 to \$75,660 for janitorial supplies - Total not to exceed \$721,169, from \$3,605,845 to \$4,327,014 - Financing: Current Funds (\$285,583), Aviation Current Funds (\$354,887), Water Utilities Current Funds (\$67,790), Convention and Event Services Current Funds (\$7,356) and Stormwater Drainage Management Current Funds (\$5,553)

Pollock Investments dba Pollock Paper Distributors is a local, non-minority firm, has signed the "Business Inclusion & Development" documentation, and proposes to use their own workforce. Eagle Brush & Chemical, Inc. is a local, non-minority firm, has signed the "Business Inclusion & Development" documentation, and proposes to use the following sub-contractor. MANS Distributors, Inc. is a local, minority firm, has signed the "Business Inclusion & Development" documentation, and proposes to use their own workforce. San Benito Textile, Inc. is a non-local, minority firm, has signed the Business Inclusion & Development" documentation, and proposes to use their own workforce.

**PROJECT CATEGORY:** Goods

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### LOCAL/NON-LOCAL CONTRACT SUMMARY - THIS ACTION ONLY

	<u>Amount</u>	<u>Percent</u>
Local contracts	\$646,962.00	89.71%
Non-local contracts	\$74,207.00	10.29%
<b>TOTAL THIS ACTION</b>	<b>\$721,169.00</b>	<b>100.00%</b>

### LOCAL/NON-LOCAL M/WBE PARTICIPATION THIS ACTION

#### Local Contractors / Sub-Contractors

<u>Local</u>	<u>Certification</u>	<u>Amount</u>	<u>Percent</u>
MANS Distributors, Inc.	IFMB62336N0616	\$86,420.00	13.36%
<b>Total Minority - Local</b>		<b>\$86,420.00</b>	<b>13.36%</b>

**Non-Local Contractors / Sub-Contractors**

<b><u>Non-local</u></b>	<b><u>Certification</u></b>	<b><u>Amount</u></b>	<b><u>Percent</u></b>
San Benito Textile, Inc.	HFSWM58801016	\$12,610.00	16.99%
Amarillo Mop & Broom Company	WFWBC214561216	\$61,597.00	83.01%
<b>Total Minority - Non-local</b>		<b>\$74,207.00</b>	<b>100.00%</b>

**TOTAL M/WBE PARTICIPATION**

	<b><u>This Action</u></b>		<b><u>Participation to Date</u></b>	
	<b><u>Amount</u></b>	<b><u>Percent</u></b>	<b><u>Amount</u></b>	<b><u>Percent</u></b>
African American	\$0.00	0.00%	\$0.00	0.00%
Hispanic American	\$12,610.00	1.75%	\$75,660.00	1.75%
Asian American	\$86,420.00	11.98%	\$518,520.00	11.98%
Native American	\$0.00	0.00%	\$0.00	0.00%
WBE	\$61,597.00	8.54%	\$384,997.00	8.90%
Total	<b>\$160,627.00</b>	<b>22.27%</b>	<b>\$979,177.00</b>	<b>22.63%</b>

February 24, 2016

**WHEREAS**, on January 25, 2012, City Council authorized a three-year master agreement for janitorial supplies by Resolution No. 12-0270; and,

**WHEREAS**, on September 24, 2014, City Council authorized a three-year master agreement for janitorial supplies by Resolution No. 14-1590;

**NOW, THEREFORE,**

**BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF DALLAS:**

**Section 1.** That following approval as to form by the City Attorney, the City Manager is hereby authorized to increase the master agreement with Pollock Investments dba Pollock Paper Distributors (063760) in the amount of \$314,154.00, from \$1,570,770.00 to \$1,884,924.00, Eagle Brush & Chemical, Inc. (009948) in the amount of \$307,985.00, from \$1,539,925.00 to \$1,847,910.00, MANS Distributors, Inc. (331904) in the amount of \$86,420.00, from \$432,100.00 to \$518,520.00 and San Benito Textile, Inc. (VS0000085406) in the amount of \$12,610.00, from \$63,050.00 to \$75,660.00 for janitorial supplies Citywide, in a total amount not to exceed \$721,169.00, increasing the master agreement from \$3,605,845.00 to \$4,327,014.00.

**Section 2.** That the Chief Financial Officer is hereby authorized to disburse funds in an amount not to exceed \$721,169.00 from Master Agreement number BT1409.

**Section 3.** That this resolution shall take effect immediately from and after its passage in accordance with the provisions of the Charter of the City of Dallas, and it is accordingly so resolved.

**KEY FOCUS AREA:** E-Gov

**AGENDA DATE:** February 24, 2016

**COUNCIL DISTRICT(S):** All

**DEPARTMENT:** Business Development & Procurement Services  
Water Utilities

**CMO:** Jeanne Chipperfield, 670-7804  
Mark McDaniel, 670-3256

**MAPSCO:** N/A

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**SUBJECT**

Authorize a two-year master agreement for clamps, couplings, sleeves and adapters - Fortiline, Inc. in the amount of \$326,372 or \$331,372 (Tie bid - line 140), Ferguson Enterprises in the amount of \$120,677 or \$125,677 (Tie bid - line 140), Powerseal Pipeline Products Corp. in the amount of \$90,991 and HD Supply Waterworks, LTD in the amount of \$68,878, lowest responsible bidders of four - Total not to exceed \$611,918 - Financing: Water Utilities Current Funds

**BACKGROUND**

This action does not encumber funds; the purpose of a master agreement is to establish firm pricing for goods, for a specific term, which are ordered on an as needed basis.

This master agreement will provide various types and sizes of clamps, couplings and sleeves utilized in the installation and/or repair of water mains and service lines within water treatment facilities and the distribution system. This agreement will allow Water Utilities to acquire and stock needed parts with minimal delay, reducing repair time on water systems. Access to these supplies will allow Water Utilities to repair pipes, water meters, bypass valves and other equipment as needs arise. Water Utilities maintains 5,024 miles of water mains throughout the water distribution system. Approximately 2,700 repairs were performed during the prior fiscal year to the mains due to external corrosion, system loads and temperature change.

Casting of lots is utilized to identify a vendor for lines for which the City has received identical bids. This process is being executed in accordance with Texas Local Government Code, Section 271.901.

## **BACKGROUND (Continued)**

This section of the Texas local Government Code states, in part:

- The municipality must select from the identical bids by the casting of lots
- The casting of lots must be in the presence of the governing body of the municipality
- If one of the bidders submitting an identical bid is a resident of the municipality, the municipality must select that bidder

This particular solicitation resulted in identical bids from vendors located outside the city limits.

This solicitation was structured in a manner which required bidders to submit a response using unit pricing. This bid resulted in a 2.91% increase over comparable unit prices for goods. Additionally, this solicitation also required bidders to submit discounts/mark ups on parts to be ordered from manufacturer's catalogs. Therefore this bid also resulted in an average percentage discount from manufacturer catalog of 26.00% compared to an average discount of 6.00% for the bid awarded in 2014.

As part of the solicitation process and in an effort to increase competition, Business Development and Procurement Services (BDPS) used its procurement system to send out 139 email bid notifications to vendors registered under respective commodities. To further increase competition, BDPS uses historical solicitation information, the internet, and vendor contact information obtained from user departments to contact additional vendors by phone. Additionally, in an effort to secure more bids, notifications were sent by the BDPS' ResourceLINK Team (RLT) to 25 chambers of commerce, the DFW Minority Business Council and the Women's Business Council – Southwest, to ensure maximum vendor outreach.

## **PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)**

On September 12, 2012, City Council authorized a one-year master agreement for the purchase of clamps, adapters, couplings and sleeves by Resolution No. 12-2230.

On August 27, 2014, City Council authorized a one-year master agreement for clamps, couplings, sleeves and adapters by Resolution No. 14-1349.

Information about this item will be provided to the Budget, Finance and Audit Committee on February 16, 2016.

## **FISCAL INFORMATION**

\$611,917.18 - Water Utilities Current Funds

## **M/WBE INFORMATION**

26 - Vendors contacted  
26 - No response  
0 - Response (Bid)  
0 - Response (No bid)  
0 - Successful vendor

139 - M/WBE and Non-M/WBE vendors were contacted

The recommended awardees have fulfilled the good faith requirements set forth in the Business Inclusion and Development (BID) Plan adopted by Council Resolution No. 08-2826 as amended.

## **ETHNIC COMPOSITION**

### Fortiline, Inc.

White Male	9	White Female	1
Black Male	2	Black Female	0
Hispanic Male	2	Hispanic Female	0
Other Male	3	Other Female	0

### Ferguson Enterprises

White Male	3	White Female	1
Black Male	0	Black Female	0
Hispanic Male	0	Hispanic Female	0
Other Male	0	Other Female	0

### Powerseal Pipeline Products Corp.

White Male	14	White Female	2
Black Male	2	Black Female	0
Hispanic Male	47	Hispanic Female	5
Other Male	10	Other Female	0

### HD Supply Waterworks, LTD

White Male	9	White Female	2
Black Male	1	Black Female	0
Hispanic Male	4	Hispanic Female	1
Other Male	0	Other Female	1

## **BID INFORMATION**

The following bids were received from solicitation number BM1525 and were opened on October 16, 2015. This master agreement is being awarded to the lowest responsive and responsible bidders by line. Information related to this solicitation is available upon request.

\*Denotes successful bidders

<b><u>Bidders</u></b>	<b><u>Address</u></b>	<b><u>Amount</u></b>
*Fortiline, Inc.	11200 Seagoville Rd. Balch Springs, TX 75180	Multiple Lines**
*Ferguson Enterprises	7982 U.S. Hwy. 69 N. Tyler, TX 75706	Multiple Lines**
*Powerseal Pipeline Products Corp.	701 Pleasant View Dr. Wichita Falls, TX 76306	Multiple Lines
*HD Supply Waterworks, LTD	4333 Irving Blvd. Dallas, TX 75247	Multiple Lines

\*\*Note: Fortiline, Inc. and Ferguson Enterprises submitted tie bids for line 140. Fortiline, Inc. award amount without line 140 is \$326,371.94. If Fortiline, Inc. wins the tie the award amount will be \$331,371.94. Ferguson Enterprises award amount without line 140 is \$120,677.12. If Ferguson Enterprises wins the tie the award amount will be \$125,677.12.

## **OWNERS**

### **Fortiline, Inc.**

Tim Tysinger, President  
James Cagle, Vice President  
Jason Painter, Secretary

### **Ferguson Enterprises**

Frank Roach, President  
Kevin Murphy, Vice President  
Dave Kelter, Treasurer

**OWNERS (Continued)**

**Powerseal Pipeline Products Corp.**

Patrick Powers, President  
Steve Kilcrease, Vice President  
Edson Luna, Secretary/Treasurer

**HD Supply Waterworks, LTD**

Jerry L. Webb, President  
Donald W. Clayton, Vice President  
Judy Borrow, Secretary  
Mark R Witkowski, Treasurer

## **BUSINESS INCLUSION AND DEVELOPMENT PLAN SUMMARY**

**PROJECT:** Authorize a two-year master agreement for clamps, couplings, sleeves and adapters - Fortiline, Inc. in the amount of \$326,372 or \$331,372 (Tie bid - line 140), Ferguson Enterprises in the amount of \$120,677 or \$125,677 (Tie bid - line 140), Powerseal Pipeline Products Corp. in the amount of \$90,991 and HD Supply Waterworks, LTD in the amount of \$68,878, lowest responsible bidders of four - Total not to exceed \$611,918 - Financing: Water Utilities Current Funds

Fortiline, Inc. and HD Supply Waterworks, LTD, are local, non-minority firms, have signed the "Business Inclusion & Development" documentation, and propose to use their own workforce. Ferguson Enterprises and Powerseal Pipeline Products Corp. are non-local, non-minority firms, have signed the "Business Inclusion & Development" documentation, and proposes to use their own workforce.

**PROJECT CATEGORY:** Goods

### **LOCAL/NON-LOCAL CONTRACT SUMMARY**

	<u>Amount</u>	<u>Percent</u>
Total local contracts	\$400,249.88	65.41%
Total non-local contracts	\$211,667.30	34.59%
<b>TOTAL CONTRACT</b>	<b>\$611,917.18</b>	<b>100.00%</b>

### **LOCAL/NON-LOCAL M/WBE PARTICIPATION**

#### **Local Contractors / Sub-Contractors**

None

#### **Non-Local Contractors / Sub-Contractors**

None

### **TOTAL M/WBE CONTRACT PARTICIPATION**

	<u>Local</u>	<u>Percent</u>	<u>Local &amp; Non-Local</u>	<u>Percent</u>
African American	\$0.00	0.00%	\$0.00	0.00%
Hispanic American	\$0.00	0.00%	\$0.00	0.00%
Asian American	\$0.00	0.00%	\$0.00	0.00%
Native American	\$0.00	0.00%	\$0.00	0.00%
WBE	\$0.00	0.00%	\$0.00	0.00%
<b>Total</b>	<b>\$0.00</b>	<b>0.00%</b>	<b>\$0.00</b>	<b>0.00%</b>

February 24, 2016

**WHEREAS**, on September 12, 2012, City Council authorized a one-year master agreement for the purchase of clamps, adapters, couplings and sleeves by Resolution No. 12-2230; and,

**WHEREAS**, on August 27, 2014, City Council authorized a one-year master agreement for clamps, couplings, sleeves and adapters by Resolution No. 14-1349;

**NOW, THEREFORE,**

**BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF DALLAS:**

**Section 1.** That a master agreement for the purchase of clamps, couplings, sleeves and adapters is authorized with Fortiline, Inc. (VS0000073028) in the amount of \$326,371.94 or \$331,371.94 (Tie bid – line 140), Ferguson Enterprises (VS87464) in the amount of \$120,677.12 or \$125,677.12 (Tie bid – line 140), Powerseal Pipeline Products Corp. (075233) in the amount of \$90,990.18 and HD Supply Waterworks, LTD (VS0000038746) in the amount of \$68,877.94, for a term of two years in a total amount not to exceed \$611,917.18.

**Section 2.** That the Purchasing Agent is authorized, upon appropriate request and documented need by a user department, to issue a purchase order for clamps, couplings, sleeves and adapters. If a written contract is required or requested for any or all purchases for clamps, couplings, sleeves and adapters under the master agreement instead of individual purchase orders, the City Manager is authorized to execute the contract upon approval as to form by the City Attorney.

**Section 3.** That the Chief Financial Officer is hereby authorized to disburse funds in an amount not to exceed \$611,917.18 from Master Agreement number BM1525.

**Section 4.** That this resolution shall take effect immediately from and after its passage in accordance with the provisions of the Charter of the City of Dallas, and it is accordingly so resolved.

# Memorandum



CITY OF DALLAS

DATE February 12, 2016

TO Members of the Budget, Finance & Audit Committee: Jennifer S. Gates (Chair), Philip T. Kingston (Vice Chair), Erik Wilson, Rickey D. Callahan, Scott Griggs, Lee M. Kleinman

SUBJECT Draft Addendum Item: Authorize a five-year service contract for the workers' compensation Certified Network and medical cost containment services

The February 24, 2016 Council Agenda will include an item for consideration to authorize a five-year service contract for the workers' compensation Certified Network and medical cost containment services with Injury Management Organization, Inc., most advantageous proposer of three, in an amount not to exceed \$2,524,094.

This service contract will provide a workers' compensation certified network for medical cost containment services of injured employees. The medical cost containment services through a workers' compensation licensed network in accordance with the Texas Insurance Code, Chapter 1305 will be responsible for managing services including, but not limited to:

- Medical authorizations and bill reviews
- Field case management
- Select, oversee, credential and contract providers
- Early intervention using telephonic case management
- Quality improvement programs
- Internal medical reviews
- Performance based report cards on accountability for satisfaction of care
- Providers listed within a 30 mile radius of each employee's zip code

Please let me know if you have any questions.

A handwritten signature in blue ink that reads "Jeanne Chipperfield".

Jeanne Chipperfield  
Chief Financial Officer

c: Honorable Mayor and Members of City Council  
A.C. Gonzalez, City Manager  
Warren M.S. Ernst, City Attorney  
Craig D. Kinton, City Auditor  
Rosa A. Rios, City Secretary  
Daniel F. Solis, Administrative Judge  
Ryan S. Evans, First Assistant City Manager

Jill A. Jordan, P.E., Assistant City Manager  
Joey Zapata, Assistant City Manager  
Mark McDaniel, Assistant City Manager  
Eric D. Campbell, Assistant City Manager  
Sana Syed, Public Information Officer  
Elsa Cantu, Assistant to the City Manager