



Board Report

File #: 2024-0203, **File Type:** Contract

Agenda Number: 22.

**OPERATIONS, SAFETY, AND CUSTOMER EXPERIENCE COMMITTEE
MAY 16, 2024**

**SUBJECT: LANDSCAPE AND IRRIGATION MAINTENANCE SERVICES FOR REGIONS 1, 2
AND 3**

ACTION: APPROVE CONTRACT AWARDS

RECOMMENDATIONS

AUTHORIZE the Chief Executive Officer to:

- A. AWARD a firm fixed unit rate Contract No. OP91244-20008370, for Regions 1 and 2, to Woods Maintenance Services, Inc. to provide landscape and irrigation maintenance services in the not-to-exceed (NTE) amount of \$16,988,820 for the three-year base term, and \$12,761,800 for the one, two-year option term, for a total combined NTE amount of \$29,750,620, effective July 1, 2024, subject to resolution of any properly submitted protest(s), if any; and
- B. AWARD a firm fixed unit rate Contract No. OP91244-20018370 for Region 3 to Parkwood Landscape Maintenance, Inc. to provide landscape and irrigation maintenance services in the NTE amount of \$6,451,745 for the three-year base term, and \$4,486,560 for the one, two-year option term, for a combined NTE amount of \$10,938,305, effective July 1, 2024, subject to resolution of any properly submitted protest(s), if any; and
- C. EXECUTE individual contract modifications within the Board approved contract modification authority.

ISSUE

The existing four regional contracts provide combined services for graffiti abatement, and landscape and irrigation maintenance services.

To ensure continuity of maintenance services, two new contract awards are required effective July 1, 2024. Under these new contracts, landscape and irrigation maintenance services will be performed collectively throughout Metro’s service area, restructured and split geographically into three regions (Attachment C). One contract will provide services for Regions 1 and 2 combined, while the other contract will provide services for Region 3.

BACKGROUND

On September 17, 2015, the Metro Board of Directors awarded four contracts for Regions 1 through 4, to maintain Metro's service area split geographically into four regions. Each contract provided combined services for graffiti abatement, landscape and irrigation maintenance, and trash and overgrown vegetation removal services.

On May 20, 2021, in lieu of new contract awards, the Metro Operations, Safety, and Customer Experience Committee directed staff to: extend the existing four regional contracts on a month-to-month basis with the required additional authority to continue providing the critical maintenance services; survey small businesses to solicit feedback related to doing business with Metro; and re-evaluate Metro's service area to further enhance competition and increase small business participation.

On June 24, 2021, the Metro Board of Directors approved recommendations for a new enhanced Medium-Size Business Enterprise (MSZ) Program and Small Business Enterprise (SBE) Program.

Based on staff's evaluation of Metro's service area and frequency levels, the input received from the small businesses' survey conducted, and the new enhanced MSZ and SBE programs policy, revised solicitations were issued splitting Metro's service area into three geographical regions (see Attachment A). Each region will be maintained by three service-specific contracts for graffiti abatement, landscape and irrigation maintenance, and trash and overgrown vegetation removal services. Staff conducted two Systemwide Metro Connect Industry Forum Outreach events on July 13 and 27, 2022. During these outreach events, staff provided an overview of the upcoming solicitations, explained how Metro's service area was split into three geographical regions and went over the new enhanced MSZ and SBE Programs for competitively negotiated procurements.

On September 1, 2022, a solicitation to provide landscape and irrigation maintenance services for the three regions was issued under the MSZ-I program. On October 3, 2022, proposals were received for each of the regions, however, they were deemed non-responsive to the MSZ-I program requirements and SBE and DVBE goals. The solicitation was canceled.

Based on staff's assessment of the prior solicitations and the lack of proposers qualified to meet the MSZ-I program requirements, a new open competitive solicitation to provide landscape and irrigation maintenance services for the three regions was issued.

DISCUSSION

Under these new landscape and irrigation services contracts, the contractor is required to provide general maintenance and cleanup services of all landscaped areas within Metro's Right-Of-Ways (ROWs), stations, facilities, parking lots, and parcel properties systemwide, including trees under 13 feet in height, shrubs, vines, groundcover, lawns, planter boxes, and routine irrigation system maintenance. Trees 13 feet in height and above are maintained under a separate contract for tall tree trimming services. The contractors are also required to provide optimal water management service to comply with State, County, and local municipal water agency's conservation ordinances. In addition, the contractors will provide as-needed maintenance services, as directed by Metro, such as

the replacement of damaged or misappropriated plant material resulting from circumstances or actions beyond the control of the contractors.

Under the terms of these new contracts recommended for award, the number of bus and rail stations, facilities and locations will increase from 313 to 369, to include 56 additional locations for the Metro K line (Crenshaw/LAX), Union Station Gateway Headquarters Building (USG), Union Station West Portal, and future locations for the Regional Connector, Rail to Rail, Airport Metro Connector (AMC), D line (Purple) Westside Extension, and A Line (Blue) Foothill Extension Phase 2B system expansion projects, as they become operational and upon completion of their respective warranty and maintenance period.

The combined amount for the new contracts recommended for award is 3.5% below the Independent Cost Estimate (ICE) and 18.2% above the existing combined contract amounts for landscape and irrigation maintenance services. The living wage applicable for landscape and irrigation maintenance services has increased by 54%, from \$16.04 to \$24.73 per hour. Based on the expanded scope of services stated above and the increase in the applicable wages, the amounts for the contracts recommended for award are deemed fair and reasonable.

DETERMINATION OF SAFETY IMPACT

The approval of this item will ensure service continuity and meeting Metro maintenance standards by providing regularly scheduled and as-needed landscape and irrigation maintenance services in a timely manner while providing a proactive approach to maintenance needs to ensure delivery of safe, clean, on-time, and reliable services systemwide.

FINANCIAL IMPACT

Funding of \$945,546 for systemwide landscape and irrigation maintenance services for the remainder of FY24 is included under cost center 8370 - Facilities Contracted Maintenance Services, account 50308, Service Contract Maintenance, under various projects.

Since these are multi-year contracts, the cost center manager and Deputy Chief Operations Officer, Shared Mobility will be accountable for budgeting the cost in future years.

Impact to Budget

The current source of funds for this action includes operating eligible sales tax funding, including Propositions A/C, Measures M, STA, and the Transportation Development Act. These fund sources are eligible for bus and rail operations. Use of these funding sources leverages maximum project fund use given approved guidelines and provisions.

EQUITY PLATFORM

Providing ongoing landscape and irrigation maintenance services supports the beautification and cleanliness of Metro facilities, enhancing patrons' experience while utilizing Metro's transit system. Bus and Rail station cleanliness was identified as one of the top areas of concern in the 2022

Customer Experience Survey and the FY23 Metro Budget Survey conducted to develop the Metro Customer Experience Plan 2023 and assist with funds allocation for the FY24 budget.

Prior to the release of this solicitation, two additional Systemwide Metro Connect Industry Forum Outreach events were conducted. The first was on May 31, 2023, and the second was on June 14, 2023. During these outreach events, staff provided an overview detailing policies for the enhanced MSZ and SBE Programs for competitively negotiated procurements.

The Diversity and Economic Opportunity Department (DEOD) established a 22% SBE goal and 3% Disabled Veterans Business Enterprise (DVBE) goal for each Region, and the solicitation was subject to the Local Small Business Enterprise (LSBE) program. Woods Maintenance Service Inc. exceeded the goal by making a 30% SBE and 3% DVBE commitment on both Regions 1 and 2, and Parkwood Landscape Maintenance, Inc., made a 22% SBE and 3% DVBE commitment for Region 3.

IMPLEMENTATION OF STRATEGIC PLAN GOALS

The staff recommendation supports Strategic Goal 2: Deliver outstanding trip experiences for all users of the transportation system. Performing ongoing regularly scheduled and as-needed landscape and irrigation maintenance services will ensure safe and clean conditions which result in enhanced customer experience.

ALTERNATIVES CONSIDERED

The Board may elect not to approve the recommendations. This option is not recommended as it would result in a gap in service impacting Metro's system safety, cleanliness, operation, and customer experience.

With the completion of a financial based insourcing/outsourcing study based on a quantitative and qualitative assessment, staff has analyzed insourcing/outsourcing options for landscape and irrigation maintenance services among other services. Based on the findings, landscape and irrigation maintenance services were not recommended for insourcing as this action does not meet the study's qualitative budgetary objectives. Providing this service in-house would require the hiring of additional personnel, training, and acquisition of additional equipment, vehicles, and supplies to support the expanded responsibility. The insourcing/outsourcing study assessment results indicate that this is not a cost-effective option for Metro.

NEXT STEPS

Upon approval by the Board, staff will execute Contract No. OP91244-20008370 for Regions 1 and 2 to Woods Maintenance Services, Inc., and Contract No. OP91244-20018370 for Region 3 to Parkwood Landscape Maintenance, Inc., to provide landscape and irrigation maintenance services, effective July 1, 2024.

ATTACHMENTS

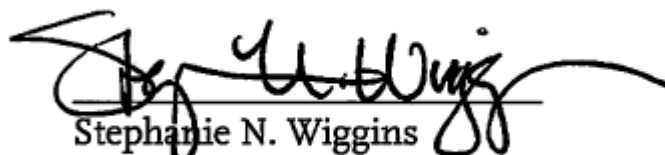
Attachment A - Three Regions' Maps

Attachment B - Procurement Summary

Attachment C - DEOD Summary

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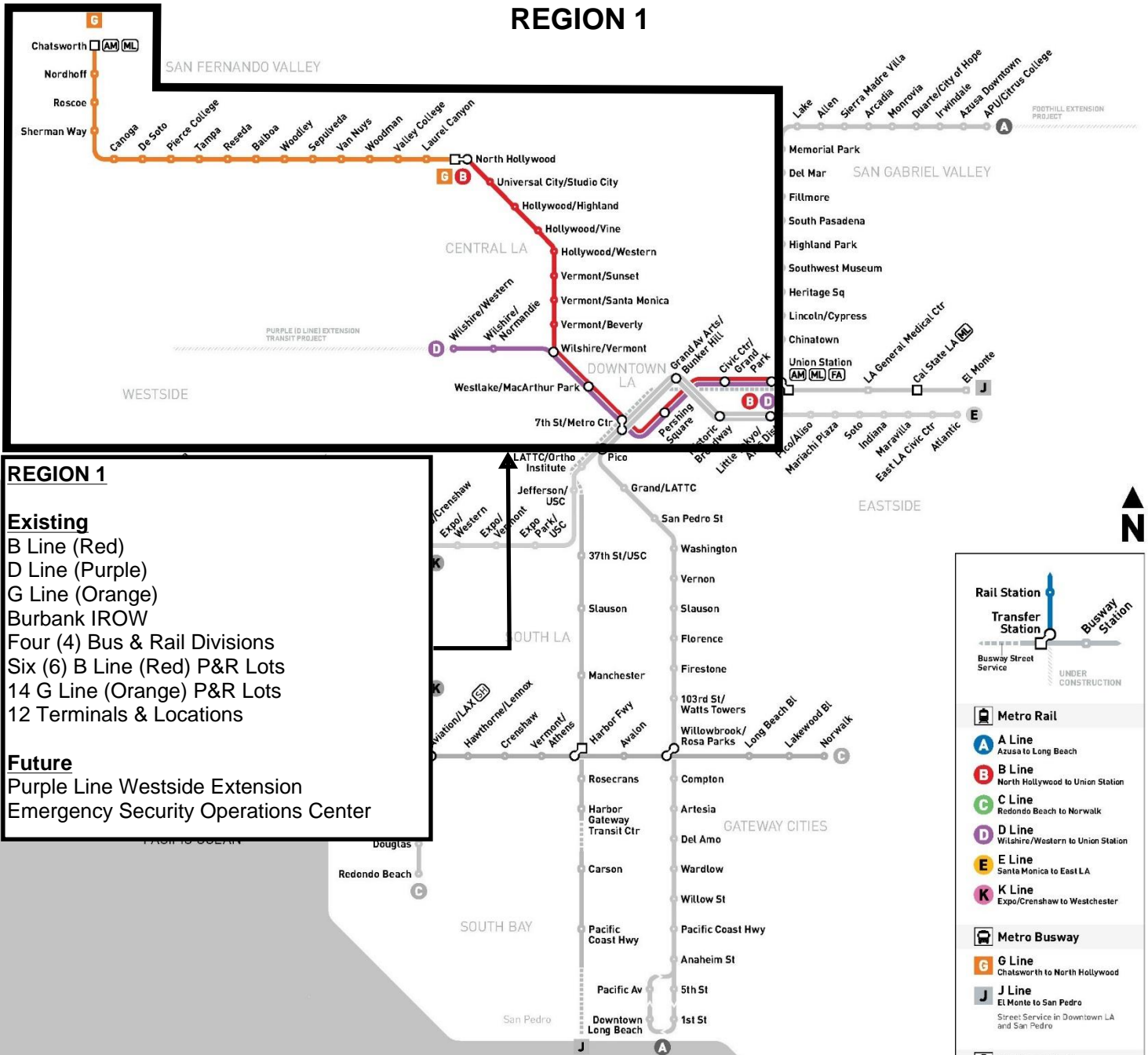
Reviewed by: Conan Cheung, Chief Operations Officer, Transit Operations, (213) 418-3034



Stephanie N. Wiggins
Chief Executive Officer

ATTACHMENT A THREE REGIONS' MAPS

LANDSCAPE & IRRIGATION MAINTENANCE SERVICES REGION 1



REGION 1

Existing
 B Line (Red)
 D Line (Purple)
 G Line (Orange)
 Burbank IROW
 Four (4) Bus & Rail Divisions
 Six (6) B Line (Red) P&R Lots
 14 G Line (Orange) P&R Lots
 12 Terminals & Locations

Future
 Purple Line Westside Extension
 Emergency Security Operations Center

Rail Station

Transfer Station

Busway Station

Busway Street Service

UNDER CONSTRUCTION

Metro Rail	
A	A Line Azusa to Long Beach
B	B Line North Hollywood to Union Station
C	C Line Redondo Beach to Norwalk
D	D Line Wilshire/Western to Union Station
E	E Line Santa Monica to East LA
K	K Line Expo/Crenshaw to Westchester

Metro Busway	
G	G Line Chatsworth to North Hollywood
J	J Line El Monte to San Pedro <small>Street Service in Downtown LA and San Pedro</small>

Regional Rail	
AM	Amtrak amtrak.com
ML	Metrolink metrolinktrains.com

Airport Shuttle	
FA	LAX FlyAway® flylax.com/flyaway
SH	LAX Shuttle (free) flylax.com





Rail Station
Transfer Station
Busway Street Service
UNDER CONSTRUCTION

Metro Rail

- A Line** Azusa to Long Beach
- B Line** North Hollywood to Union Station
- C Line** Redondo Beach to Norwalk
- D Line** Wilshire/Western to Union Station
- E Line** Santa Monica to East LA
- K Line** Expo/Crenshaw to Westchester

Metro Busway

- G Line** Chatsworth to North Hollywood
- J Line** El Monte to San Pedro
Street Service in Downtown LA and San Pedro

Regional Rail

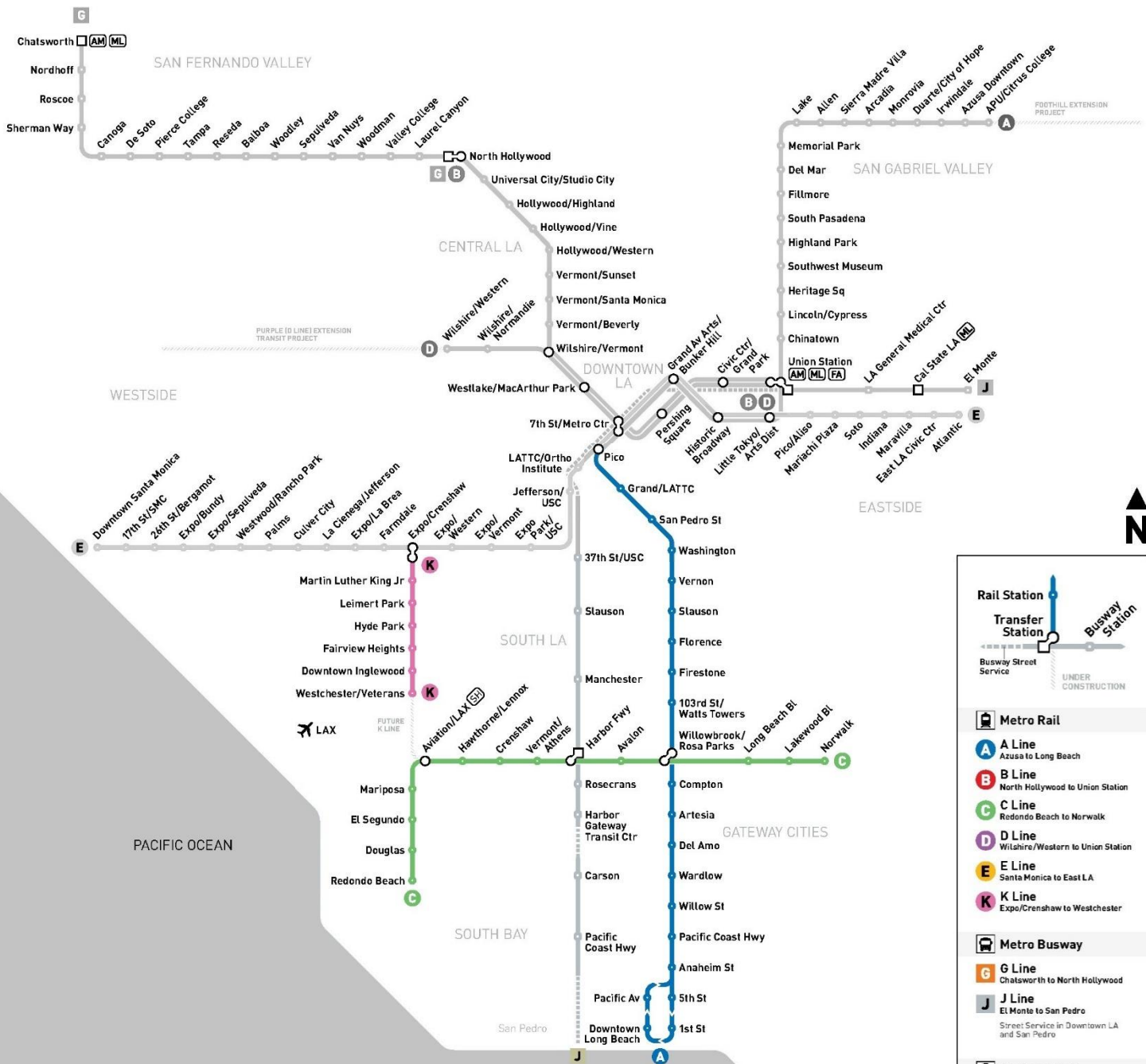
- AM Amtrak** amtrak.com
- ML Metrolink** metrolinktrains.com

Airport Shuttle

- FA LAX FlyAway*** lax.com/flyaway
- SH LAX Shuttle (free)** lax.com

DEC 2023 Subject to Change





Rail Station
Transfer Station
 Busway Street Service
 UNDER CONSTRUCTION

Metro Rail

- A Line** Azusa to Long Beach
- B Line** North Hollywood to Union Station
- C Line** Redondo Beach to Norwalk
- D Line** Wilshire/Western to Union Station
- E Line** Santa Monica to East LA
- K Line** Expo/Crenshaw to Westchester

Metro Busway

- G Line** Chatsworth to North Hollywood
- J Line** El Monte to San Pedro
Street Service in Downtown LA and San Pedro

Regional Rail

- AM Amtrak** amtrak.com
- ML Metrolink** metrolinktrains.com

Airport Shuttle

- FA LAX FlyAway*** flyax.com/flyaway
- SH LAX Shuttle (free)** flyax.com



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PROCUREMENT SUMMARY

LANDSCAPE AND IRRIGATION MAINTENANCE SERVICES / OP91244-20008370 and
OP91244-20018370

1.	Contract Number: OP91244-20008370 (Region 1 & 2) OP91244-20018370 (Region 3)	
2.	Recommended Vendor: Woods Maintenance Services, Inc. (Region 1 & 2) Parkwood Landscape Maintenance, Inc. (Region 3)	
3.	Type of Procurement (check one): <input type="checkbox"/> IFB <input checked="" type="checkbox"/> RFP <input type="checkbox"/> RFP-A&E <input type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order	
4.	Procurement Dates:	
	A. Issued: June 20, 2023	
	B. Advertised/Publicized: June 20, 2023	
	C. Pre-Proposal Conference: June 29, 2023	
	D. Proposals Due: August 3, 2023	
	E. Pre-Qualification Completed: March 19, 2024 (Woods); Pending (Parkwood)	
	F. Conflict of Interest Form Submitted to Ethics: September 6, 2023	
	G. Protest Period End Date: May 20, 2024	
5.	Solicitations Picked up/Downloaded: 28	Bids/Proposals Received: 4 (Region 1) 4 (Region 2) 4 (Region 3)
6.	Contract Administrator: Marc Margoni	Telephone Number: 213-922-1304
7.	Project Manager: Rommel Hilario	Telephone Number: 213-922-6733

A. Procurement Background

This Board action is to approve the award of Contract No. OP91244-20008370 (Region 1 and 2) to Woods Maintenance Services, Inc. and Contract No. OP91244-20018370 (Region 3) to Parkwood Landscape Maintenance, Inc., to provide landscape and irrigation maintenance services throughout Metro bus and rail facilities, active and inactive rights-of-way (IROW), Metro Park & Ride (P&R) Lots and Caltrans P&R Lots as needed. Board approval of contract awards is subject to the resolution of any properly submitted protest(s), if any.

The Request for Proposals (RFP) was originally issued on September 1, 2022 as a Medium Size Business Tier I Set Aside (MSZ-I) with an SBE goal of 25% and a DVBE goal of 3%. Metro received seven proposals for the regions combined and all proposals were deemed non-responsive to the MSZ-I program requirements or SBE and DVBE goals. Therefore, the RFP was canceled.

Prior to the re-issuance of the solicitation, Metro conducted two Metro Connect Industry Forum Outreach events on May 31, 2023, and June 14, 2023, which were attended by 52 individuals representing small and medium-sized firms. During the outreach events, staff provided an overview detailing the enhanced MSZ and SBE Program policies for competitively negotiated procurements. The event also informed the small business community of the upcoming contracting opportunity to increase

and promote small business participation.

On June 20, 2023, RFP No. OP91244-2 was issued as a competitive procurement in accordance with Metro's Acquisition Policy and the contract type is a firm-fixed unit rate. The RFP was issued with a 22% SBE goal and a 3% DVBE goal. Further, the solicitation was subject to the Local Small Business Enterprise (LSBE), which gives eligible proposers 5% preference bonus points for utilizing local small business firms.

Landscape and irrigation maintenance services are among the services that are part of Metro's agency-wide strategy to provide partnering opportunities to community-based organizations (CBOs). The RFP encouraged potential proposers to work with CBOs that have direct experience, relationships, and expertise in the geographical locations where landscape and irrigation maintenance services shall be performed.

Six amendments were issued to this RFP:

- Amendment No. 1, issued on June 30, 2023, revised Region 1 List of Locations (Attachment A1) and Region 1 Schedule of Quantities and Prices (Exhibit 2) to add the Los Angeles Union Station as a service location;
- Amendment No. 2, issued on June 30, 2023, provided the prevailing wage/living wage information relevant to the RFP;
- Amendment No. 3, issued on July 13, 2023, extended the proposal due date;
- Amendment No. 4, issued on July 19, 2023, added two attachments to the Scope of Services: List of Facilities Certified by City of Los Angeles (Attachment G) and MOU Agreement Bike Path Licensing Agreement (Attachment J); and
- Amendment No. 5, issued on July 25, 2023, extended the proposal due date.
- Amendment No. 6, issued on January 9, 2024, revised the Schedule of Quantities for Region 1 to include irrigation controllers connectivity fees under the three-year based summary.

A virtual pre-proposal conference was held on June 29, 2023, with four participants in attendance representing four firms. There were 17 questions received, and responses were released prior to the proposal due date.

On August 3, 2023, Metro received a total of twelve proposals listed below in alphabetical order by region:

Region 1

1. Bread & Water Landscaping, LLC.
2. Far East Landscape and Maintenance, Inc.
3. Parkwood Landscape Maintenance, Inc.
4. Woods Maintenance Services, Inc.

Region 2

1. Bread & Water Landscaping, LLC.
2. Far East Landscape and Maintenance, Inc.
3. Parkwood Landscape Maintenance, Inc.
4. Woods Maintenance Services, Inc.

Region 3

1. Bread & Water Landscaping, LLC.
2. Far East Landscape and Maintenance, Inc.
3. Parkwood Landscape Maintenance, Inc.
4. Woods Maintenance Services, Inc.

B. Evaluation of Proposals

A Proposal Evaluation Team (PET) consisting of staff from Metro's Facilities Contracted Maintenance Services and Environmental Services was convened and conducted a comprehensive technical evaluation of the proposals received for all three regions.

The proposals were evaluated based on the following evaluation criteria.

Phase I Evaluation – Minimum Qualification Review: This is a pass/fail criteria. To be responsive to the RFP minimum qualification requirements, proposers must meet the following:

- a) Must have at least three years of experience performing landscaping and irrigation maintenance services;
- b) Must submit reference information;
- c) Must submit a report listing safety training that the Project Managers/Supervisors have received within the last three years; and
- d) Must submit a copy of the Proposer's/subcontractor's valid and active State of California C-27 Landscaping Contractors License.

Evaluations were conducted from October 23, 2023, through November 29, 2023.

For all three regions, the PET deemed all proposers responsive to the minimum qualification review.

Phase II – Technical Evaluation: Proposers that meet the Phase I Evaluation were evaluated based on the following evaluation criteria and weights:

- | | |
|--|-----|
| • Qualifications of the Firm/Team | 15% |
| • Qualifications and Experience of Key Personnel | 20% |
| • Management Plan/Approach | 35% |
| • Cost Proposal | 30% |

- Local Small Business Enterprise (LSBE) Preference Program (Bonus Points) 5%

The evaluation criteria are appropriate and consistent with criteria developed for similar procurements. Several factors were considered in developing these weights, giving the greatest importance to the management plan/approach.

The PET independently evaluated and scored the technical proposals and determined that Woods Maintenance Services, Inc. was the top ranked firm for Regions 1 and 2 and Parkwood Landscape Maintenance, Inc. was the top-ranked firm for Region 3.

Qualifications Summary of Firms:

Bread & Water Landscaping, LLC

Bread & Water Landscaping LLC (Bread & Water), located in Pacoima, CA, has been in business for over 4 years. It caters to both commercial and residential clients providing landscaping and weed abatement removal services, trash removal, illegal dumping cleanups, and graffiti removal. Bread & Water is a Metro-certified SBE firm and a DBE firm certified by the California Unified Certification Program (CUCP).

Far East Landscape and Maintenance, Inc.

Far East Landscape Maintenance, Inc. (Far East), headquartered in Van Nuys, CA, has been in business since 1987, servicing the Los Angeles, Ventura, and Orange County areas. It currently provides Metro with landscaping and irrigation maintenance services at the Metro Expo II/E Line and is the landscaping subcontractor for Metro's four regional contracts for landscaping and irrigation maintenance services and graffiti abatement. Performance has been satisfactory. Far East is a Metro-certified SBE firm, a minority business enterprise certified by the City of Los Angeles, a CUCP-certified DBE firm, and a Local Small Business Enterprise (LSBE).

Parkwood Landscape Maintenance, Inc.

Parkwood Landscape Maintenance, Inc., has been providing landscaping & irrigation maintenance, trash & vegetation removal and graffiti abatement services in the Los Angeles, Ventura and Orange County areas for over 55 years and has relevant public transit system experience. Its current clients include the City of Long Beach, Blue Line, the City of Irvine, the County of Los Angeles, the City of South Gate, and the City of Ventura.

Woods Maintenance Services, Inc.

Woods Maintenance Services, Inc. (Woods), has been in business for over 35 years. It provides graffiti removal, weed abatement, pressure washing, right-of-way clearance, landscape and irrigation maintenance services and homeless encampment clean up. Woods' clients include Metrolink, Orange County Transportation Authority, California Department of Transportation and the Los Angeles County Department of Public Works.

The following is a summary of the PET scores.

Region 1

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	Woods Maintenance Services, Inc.				
3	Qualifications of the Firm/Team	89.00	15.00%	13.35	
4	Qualifications and Experience of Key Personnel	95.85	20.00%	19.17	
5	Management Plan/Approach	90.34	35.00%	31.62	
6	Cost Proposal	98.20	30.00%	29.46	
7	Local Small Business Enterprise (LSBE) Preference Program (Bonus Points)	100.00	5.00%	5.00	
8	Total		105.00%	98.60	1
9	Bread & Water Landscaping, LLC				
10	Qualifications of the Firm/Team	72.00	15.00%	10.80	
11	Qualifications and Experience of Key Personnel	81.65	20.00%	16.33	
12	Management Plan/Approach	80.34	35.00%	28.12	
13	Cost Proposal	100.00	30.00%	30.00	
14	Local Small Business Enterprise (LSBE) Preference Program (Bonus Points)	100.00	5.00%	5.00	
15	Total		105.00%	90.25	2
16	Far East Landscape and Maintenance, Inc.				
17	Qualifications of the Firm/Team	84.33	15.00%	12.65	
18	Qualifications and Experience of Key Personnel	77.50	20.00%	15.50	
19	Management Plan/Approach	77.34	35.00%	27.07	
20	Cost Proposal	95.90	30.00%	28.77	
21	Local Small Business Enterprise (LSBE) Preference Program (Bonus Points)	100.00	5.00%	5.00	
22	Total		105.00%	88.99	3
23	Parkwood Landscape Maintenance, Inc.				

24	Qualifications of the Firm/Team	92.33	15.00%	13.85	
25	Qualifications and Experience of Key Personnel	92.50	20.00%	18.50	
26	Management Plan/Approach	91.00	35.00%	31.85	
27	Cost Proposal	82.53	30.00%	24.76	
28	Local Small Business Enterprise (LSBE) Preference Program (Bonus Points)	0.00	5.00%	0.00	
29	Total		105.00%	88.96	4

Region 2

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	Woods Maintenance Services, Inc.				
3	Qualifications of the Firm/Team	89.00	15.00%	13.35	
4	Qualifications and Experience of Key Personnel	95.85	20.00%	19.17	
5	Management Plan/Approach	90.34	35.00%	31.62	
6	Cost Proposal	91.27	30.00%	27.38	
7	Local Small Business Enterprise (LSBE) Preference Program (Bonus Points)	100.00	5.00%	5.00	
8	Total		105.00%	96.52	1
9	Parkwood Landscape Maintenance, Inc.				
10	Qualifications of the Firm/Team	92.33	15.00%	13.85	
11	Qualifications and Experience of Key Personnel	93.75	20.00%	18.75	
12	Management Plan/Approach	91.00	35.00%	31.85	
13	Cost Proposal	100.00	30.00%	30.00	
14	Local Small Business Enterprise (LSBE) Preference Program (Bonus Points)	0.00	5.00%	0.00	
15	Total		105.00%	94.45	2

16	Far East Landscape and Maintenance, Inc.				
17	Qualifications of the Firm/Team	84.33	15.00%	12.65	
18	Qualifications and Experience of Key Personnel	79.60	20.00%	15.92	
19	Management Plan/Approach	76.66	35.00%	26.83	
20	Cost Proposal	93.07	30.00%	27.92	
21	Local Small Business Enterprise (LSBE) Preference Program (Bonus Points)	100.00	5.00%	5.00	
22	Total		105.00%	88.32	3
23	Bread & Water Landscaping, LLC				
24	Qualifications of the Firm/Team	72.00	15.00%	10.80	
25	Qualifications and Experience of Key Personnel	81.65	20.00%	16.33	
26	Management Plan/Approach	80.00	35.00%	28.00	
27	Cost Proposal	90.20	30.00%	27.06	
28	Local Small Business Enterprise (LSBE) Preference Program (Bonus Points)	100.00	5.00%	5.00	
29	Total		105.00%	87.19	4

Region 3

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	Parkwood Landscape Maintenance, Inc.				
3	Qualifications of the Firm/Team	92.33	15%	13.85	
4	Qualifications and Experience of Key Personnel	93.75	20%	18.75	
5	Management Plan/Approach	91.00	35%	31.85	
6	Cost Proposal	100.00	30%	30.00	
7	Local Small Business Enterprise (LSBE) Preference Program (Bonus Points)	0.00	5%	00.00	
8	Total		105.00%	94.45	1

9	Woods Maintenance Services, Inc.				
10	Qualifications of the Firm/Team	89.00	15%	13.35	
11	Qualifications and Experience of Key Personnel	95.85	20%	19.17	
12	Management Plan/Approach	90.34	35%	31.62	
13	Cost Proposal	72.63	30%	21.79	
14	Local Small Business Enterprise (LSBE) Preference Program (Bonus Points)	100.00	5%	5.00	
15	Total		105%	90.93	2
16	Far East Landscape and Maintenance, Inc.				
17	Qualifications of the Firm/Team	84.33	15%	12.65	
18	Qualifications and Experience of Key Personnel	79.60	20%	15.92	
19	Management Plan/Approach	76.66	35%	26.83	
20	Cost Proposal	98.60	30%	29.58	
21	Local Small Business Enterprise (LSBE) Preference Program (Bonus Points)	100.00	5%	5.00	
22	Total		105%	89.98	3
23	Bread & Water Landscaping, LLC				
24	Qualifications of the Firm/Team	72.00	15%	10.80	
25	Qualifications and Experience of Key Personnel	81.65	20%	16.33	
26	Management Plan/Approach	79.66	35%	27.88	
27	Cost Proposal	71.77	30%	21.53	
28	Local Small Business Enterprise (LSBE) Preference Program (Bonus Points)	100.00	5%	5.00	
29	Total		105%	81.54	4

C. Price Analysis

Region 1

The recommended price has been determined to be fair and reasonable based on adequate price competition, price analysis, technical analysis, fact-finding and negotiations. Woods Maintenance Services, Inc.'s negotiated price is 12.38% lower than Metro's Independent Cost Estimate (ICE). Staff successfully negotiated a cost savings of \$15,480.

	Proposer Name	Proposal Amount	Metro ICE	Recommended Amount
1.	Woods Maintenance Services, Inc.	\$14,001,100	\$15,962,358	\$13,985,620
2.	Bread & Water Landscape, LLC	\$13,749,991		
3.	Far East Landscaping and Maintenance, Inc.	\$14,335,840		
4.	Parkwood Landscape Maintenance, Inc.	\$16,659,752		

Region 2

The recommended price has been determined to be fair and reasonable based on adequate price competition, price analysis, technical analysis, fact-finding and negotiations. Staff successfully negotiated a cost savings of \$408,500.

	Proposer Name	Proposal Amount	Metro ICE	Recommended Amount
1.	Woods Maintenance Services, Inc.	\$16,173,500	\$12,906,157	\$15,765,000
2.	Parkwood Landscape Maintenance, Inc.	\$14,763,381		
3.	Far East Landscaping and Maintenance, Inc.	\$15,865,134		
4.	Bread & Water Landscape, LLC	\$16,368,800		

The contract amount recommended for award is ~22% above the ICE, reflecting actual current market conditions with the significantly escalated costs of fuel, equipment, and materials.

Region 3

The recommended price has been determined to be fair and reasonable based on adequate price competition, price analysis, and technical analysis. Parkwood Landscape Maintenance, Inc.'s price is 17.59% lower than Metro's ICE.

	Proposer Name	Proposal Amount	Metro ICE	Recommended Amount
1.	Parkwood Landscape Maintenance, Inc.	\$10,938,305	\$13,273,630	\$10,938,305
2.	Woods Maintenance Services, Inc.	\$15,056,300		
3.	Far East Landscaping and Maintenance, Inc.	\$11,092,653		
4.	Bread & Water Landscape, LLC	\$15,241,200		

D. Background on Recommended Contractors

Region 1 and Region 2

Woods Maintenance Services, Inc.

Woods Maintenance Services Inc. (Woods), founded in 1997, headquartered in North Hollywood, California, is a full-service trash, debris, and weed removal service company. It provides maintenance services for various city and county agencies and maintains everything from sidewalks and streets to flood control channels and railroad right of ways.

The Woods team includes two SBE firms and one DVBE firm.

Woods has been providing landscaping and irrigation maintenance, trash and vegetation removal, and graffiti abatement services to Metro since 2001 and performance has been satisfactory.

Regions 3

Parkwood Landscape Maintenance, Inc.

Parkwood Landscape Maintenance, Inc. (Parkwood), founded in 1967, is headquartered in Van Nuys, California, and has satellite offices in Bellflower, Long Beach, El Segundo, Alhambra, Lancaster and Garden Grove. Parkwood has been providing landscaping and irrigation maintenance services to Metro since 2015 and performance has been satisfactory.

The Parkwood team includes one SBE firm and one DVBE firm. Both subcontractors have experience providing landscaping and irrigation maintenance services to Metro and performance has been satisfactory.

DEOD SUMMARY

LANDSCAPE IRRIGATION SERVICES REGIONS 1, 2, AND 3 / OP91244-2

A. Small Business Participation

The Diversity and Economic Opportunity Department (DEOD) established a 22% Small Business Enterprise (SBE) and 3% Disabled Veteran Business Enterprise (DVBE) goal on Regions 1 and 2 for this solicitation. Woods Maintenance Services, Inc. exceeded the goal by making a 30% SBE and 3% DVBE commitment on both regions.

Regions 1 and 2:

Small Business Goal	22% SBE 3% DVBE	Small Business Commitment	30% SBE 3% DVBE
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	SBE Subcontractors	% Committed	LSBE	Non-LSBE
1.	Bread & Water Landscape	27%	X	
2.	Acme Manpower	3%	X	
	Total SBE Commitment	30%		

	DVBE Subcontractors	% Committed	LSBE	Non-LSBE
1.	IECLT, Inc.	3%		X
	Total DVBE Commitment	3%		

B. Small Business Participation

The Diversity and Economic Opportunity Department (DEOD) established a 22% Small Business Enterprise (SBE) and 3% Disabled Veteran Business Enterprise (DVBE) goal on Region 3 for this solicitation. Parkwood Landscape made a 22% SBE and 3% DVBE commitment.

Region 3:

Small Business Goal	22% SBE 3% DVBE	Small Business Commitment	22% SBE 3% DVBE
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	SBE Subcontractors	% Committed	LSBE	Non-LSBE
1.	Far East Landscape	22%	X	
	Total SBE Commitment	22%		

	DVBE Subcontractors	% Committed	LSBE	Non-LSBE
1.	IECLT, Inc.	3%		X
	Total DVBE Commitment	3%		

C. Local Small Business Preference Program (LSBE)

Woods Maintenance Services, Inc. (WMSI), a non-LSBE prime, subcontracted 30% of the contract value with eligible LSBE firms and was eligible for LSBE Preference.

Parkwood Landscape, a non-LSBE prime, did not subcontract at least 30% of its contract value with eligible LSBE firms and was ineligible to receive the LSBE Preference.

D. Living Wage and Service Contract Worker Retention Policy Applicability

The Living Wage and Service Contract Worker Retention Policy (LW/SCWRP) is applicable to this contract/modification. Metro staff will monitor and enforce the policy guidelines to ensure that applicable workers are paid at minimum, the current Living Wage rate of \$24.73 per hour (\$18.78 base + \$5.95 health benefits), including yearly increases. The increase may be up to 3% of the total wage, annually. In addition, contractors will be responsible for submitting the required reports for the Living Wage and Service Contract Worker Retention Policy and other related documentation to staff to determine overall compliance with the policy.

E. Prevailing Wage Applicability

Prevailing Wage requirements are applicable to this project. DEOD will monitor contractors' compliance with the State of California Department of Industrial Relations (DIR), California Labor Code, and, if federally funded, the U S Department of Labor (DOL) Davis Bacon and Related Acts (DBRA). Trades that may be covered include: surveying, potholing, field, soils and materials testing, building construction inspection, construction management and other support trades.

F. Project Labor Agreement/Construction Careers Policy

Project Labor Agreement/Construction Careers Policy is not applicable to this Contract. Project Labor Agreement/Construction Careers Policy is applicable only to construction contracts that have a construction contract value in excess of \$2.5 million.