



## Board Report

File #: 2024-0255, File Type: Contract

Agenda Number: 26.

### OPERATIONS, SAFETY, AND CUSTOMER EXPERIENCE COMMITTEE JUNE 20, 2024

**SUBJECT: GRAFFITI ABATEMENT MAINTENANCE SERVICES FOR REGIONS 1, 2 AND 3**

**ACTION: APPROVE CONTRACT AWARDS**

#### **RECOMMENDATION**

AUTHORIZE the Chief Executive Officer to:

- A. AWARD a firm fixed unit rate Contract No. OP91160-20028370 for Region 1 to BriteWorks, Inc. to provide graffiti abatement maintenance services in the not-to-exceed (NTE) amount of \$2,644,321 for the three-year base period, and \$1,937,690 for the one, two-year option, for a combined NTE amount of \$4,582,011, effective August 1, 2024, subject to resolution of any properly submitted protest(s), if any; and
- B. AWARD a firm fixed unit rate Contract No. OP91160-20008370 for Regions 2 and 3 to Bread & Water Landscape, LLC to provide graffiti abatement maintenance services in the NTE amount of \$7,636,800 for the three-year base period, and \$5,559,840 for the one, two-year option, for a combined NTE amount of \$13,196,640, effective August 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 graffiti abatement services contracts expire July 31, 2024. To ensure service continuity providing timely graffiti abatement services systemwide, two (2) new contract awards are required, effective August 1, 2024. Under these new contracts, graffiti abatement 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 Region 1, while the other contract will provide services for Regions 2 and 3 combined.

#### **BACKGROUND**

On September 17, 2015, the Metro Board of Directors awarded four contracts for Regions 1 through 4 to maintain Metro's service area, which was split geographically into four regions. Each contract

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combined services for graffiti abatement, landscape and irrigation maintenance, and trash and overgrown vegetation removal.

On May 20, 2021, in lieu of new contract awards, 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 the staff's evaluation of Metro's service area and frequency levels, the input received from the small businesses survey conducted, and the newly enhanced MSZ and SBE programs policy, revised solicitations were issued, splitting Metro's service area into three geographical regions. 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 specific to graffiti abatement maintenance services on August 23 and 31, 2023. During these outreach events, staff provided an overview of the upcoming solicitation, explained how Metro's service area was split into three geographical regions, and reviewed the new enhanced MSZ and SBE Programs for competitively negotiated procurements.

On September 27, 2022, a solicitation to provide graffiti abatement maintenance services for the three regions was issued under the SBE Set Aside Program. On October 27, 2022, proposals were received for each area; however, the solicitation was canceled to expand SBE Prime participation by updating the solicitation package and limiting contract award to a maximum of two (2) regions per qualified SBE Prime contractor. On October 13, 2023, a new solicitation to provide graffiti abatement maintenance services for the three (3) regions was issued under the SBE Set Aside Program. On November 14, 2023, four (4) proposals were received for each region and were deemed responsive to the SBE Set Aside Program requirements.

## **DISCUSSION**

Under these new graffiti abatement maintenance services contracts, the contractor is required to perform daily inspections throughout Metro's system. All accessible graffiti observed by the contractor must be removed immediately within the same day. All reported accessible graffiti must be removed within 48 hours and reported non-accessible graffiti must be removed expeditiously upon securing approved track allocation and support. Graffiti will be removed using chemical removal agents, a rag, pressurized hot water, and paint-out methods.

Regular graffiti abatement services are essential for Metro facilities to maintain a safe, clean, and pleasant environment for our patrons. Approximately 4,000 graffiti tags are removed monthly from Metro facilities, Rights-Of-Way (ROWs), parking lots, and parcel properties. This service will continue our long-standing practice of zero tolerance for graffiti systemwide, enhance customer

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experience, and improve Metro facilities' overall conditions.

Under the terms of these new contracts, the number of bus and rail stations, facilities, and locations will increase from 527 to 562, including 35 additional locations for the Rail to Rail, Airport Metro Connector (AMC), D line (Purple) Westside Extensions, and A Line (Blue) Foothill Extension Phase 2B system expansion projects as they become operational.

The combined amount for the new contracts recommended for award is 4% below the Independent Cost Estimate (ICE) and 13.6% below the existing combined contract amounts for graffiti abatement maintenance services. The State of California Department of Industrial Relations' prevailing wage applicable for graffiti abatement maintenance services has decreased by 18.9%, from \$43.47 to \$35.25 per hour, as a result of establishing a new service-specific prevailing wage classification of Graffiti Removal Worker, Journeyman. Based on the expanded scope of services stated above and the latest applicable prevailing wage classification, 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 meet Metro maintenance standards by promptly providing regularly scheduled and as-needed graffiti abatement maintenance services. A proactive approach to maintenance needs will ensure the delivery of safe, clean, on-time, and reliable services systemwide.

### **FINANCIAL IMPACT**

Funding of \$3,141,453 for systemwide graffiti abatement maintenance services is included in the FY25 budget 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 Passenger Fares, Propositions A/C, Measures R/M, STA, and the Transportation Development Act. These fund sources are eligible for bus and rail operations. Given approved guidelines and provisions, these funding sources leverage maximum project fund use.

### **EQUITY PLATFORM**

Providing ongoing graffiti abatement 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 conducted to develop the Metro Customer Experience Plan 2023 and assist with funds allocation for the FY24 budget.

As part of this solicitation, two Systemwide Metro Connect Industry Forum Outreach events were conducted on August 23, 2023 and August 31, 2023. During these outreach events, staff provided an overview detailing policies for the SBE Programs for competitively negotiated procurements.

This procurement was solicited under the Small Business (SB) Prime (Set-Aside) program. BriteWorks, Inc., an SB Prime, made a 33% SBE commitment for Region 1, and Bread & Water Landscape, LLC, an SB Prime, made a 35% SBE commitment for Regions 2 and 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 graffiti abatement maintenance services will ensure safe and clean conditions while enhancing customers' 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 that would impact Metro's system safety, cleanliness, operation, and customer experience.

After completing a financial-based insourcing/outourcing study based on a quantitative and qualitative assessment, staff has conducted an initial analysis of insourcing/outourcing options for graffiti abatement services, among other services. Based on the findings, graffiti abatement services may be considered for insourcing. Approving this recommendation for a contract award will allow staff the time during the three-year base contract term to take the necessary steps for the planning, acquisition of equipment and materials, allocation of resources, training, and implementation to bring graffiti abatement services in-house.

### **NEXT STEPS**

Upon approval by the Board, staff will execute Contract No. OP91160-20028370 for Region 1 with BriteWorks, Inc., and Contract No. OP91160-20008370 for Regions 2 and 3 with Bread & Water Landscape, LLC, to provide graffiti abatement maintenance services, effective August 1, 2024.

### **ATTACHMENTS**

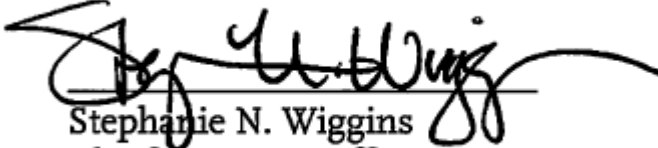
Attachment A - Procurement Summary  
Attachment B - DEOD Summary  
Attachment C - Three Regions' Maps

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Stephanie N. Wiggins  
Chief Executive Officer

## PROCUREMENT SUMMARY

## GRAFFITI ABATEMENT SERVICES / OP91160-20028370 and OP91160-20008370

1.	<b>Contract Number:</b> OP91160-20028370 (Region 1) OP91160-20008370 (Regions 2 & 3)	
2.	<b>Recommended Vendor:</b> BriteWorks, Inc. (Region 1) Bread & Water Landscape, LLC (Regions 2 & 3)	
3.	<b>Type of Procurement (check one):</b> <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.	<b>Procurement Dates:</b>	
	<b>A. Issued:</b> October 13, 2023	
	<b>B. Advertised/Publicized:</b> October 13, 2023	
	<b>C. Pre-Proposal Conference:</b> October 19, 2023	
	<b>D. Proposals Due:</b> November 14, 2023	
	<b>E. Pre-Qualification Completed:</b> May 14, 2024	
	<b>F. Conflict of Interest Form Submitted to Ethics:</b> November 16, 2023	
	<b>G. Protest Period End Date:</b> June 24, 2024	
5.	<b>Solicitations Picked up/Downloaded:</b> 25	<b>Bids/Proposals Received:</b> 4 (Region 1) 4 (Region 2) 6 (Region 3)
6.	<b>Contract Administrator:</b> Marc Margoni	<b>Telephone Number:</b> 213-922-1304
7.	<b>Project Manager:</b> Shaunt Avanesian	<b>Telephone Number:</b> 213-922-5931

**A. Procurement Background**

This Board action is to approve the award of Contract No. OP91160-20028370 (Region 1) to BriteWorks, Inc. and Contract No. OP91160-20008370 (Regions 2 and 3) to Bread & Water Landscape, LLC to provide graffiti abatement 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. 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 27, 2022, as a Small Business Prime Set-Aside. Metro received 12 proposals for regions 1 and 2 combined. However, the solicitation was canceled to expand SBE Prime participation and to limit contract awards to a maximum of two regions per proposer.

Prior to the re-issuance of the solicitation, Metro conducted two Metro Connect Industry Forum Outreach events on August 23, 2023, and August 31, 2023, which were attended by 129 individuals representing small and medium-sized firms. During the outreach events, staff provided an overview detailing the 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 October 13, 2023, RFP No. OP91160-2 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 as a Small Business Prime Set-Aside.

Graffiti abatement 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 graffiti abatement services shall be performed.

Three amendments were issued for this RFP:

- Amendment No. 1, issued on October 23, 2023, provided the Prevailing Wage Information sheet relevant to the RFP;
- Amendment No. 2, issued on November 6, 2023, clarified the RFP proposal due date and the relevant experience to be considered in evaluating proposers' past performance.
- Amendment No. 3, issued on November 9, 2023, clarified changes to the evaluation criteria provided in Amendment No. 2.

A virtual pre-proposal conference was held on October 19, 2023, with eight participants in attendance representing seven firms. There were no questions received prior to the proposal due date.

On November 14, 2023, Metro received a total of 14 proposals listed below in alphabetical order by region:

Region 1

1. Bread & Water Landscape, LLC
2. BriteWorks, Inc.
3. Strive Well-Being, Inc.
4. Urban Graffiti Enterprise, Inc.

Region 2

1. Bread & Water Landscape, LLC
2. BriteWorks, Inc.
3. Strive Well-Being, Inc.
4. Urban Graffiti Enterprises, Inc.

Region 3

1. Bread & Water Landscape, LLC
2. BriteWorks, Inc.
3. CRCD Enterprises
4. Strive Well-Being, Inc.
5. Ultimate Paints, Inc.
6. Urban Graffiti Enterprises, Inc.

## **B. Evaluation of Proposals**

A Proposal Evaluation Team (PET) consisting of staff from Metro's Facilities Contracted Maintenance Services, Facilities/Property Maintenance, and Art Management & Cultural Programming 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:

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

- a) Must have at least three years of experience performing comprehensive graffiti removal 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-33 license for painting and C61/D-38 specialty license for sand and water blasting.

Weighted Evaluation: Proposers that met the Phase I Evaluation criteria were then evaluated based on the following weighted criteria:

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

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 work plan/approach.

Evaluations were conducted from January 16, 2024, through April 12, 2024.

On March 9, 2024, Metro's Diversity & Economic Opportunity Department (DEOD) determined Ultimate Paints, Inc. and CRCD Enterprises to be non-responsive for failing to meet the Small Business Prime Set-Aside requirements for the solicitation. Hence, both firms were excluded from further consideration.

The PET deemed the remaining proposers to be responsive to the minimum qualification evaluation and continued with the weighted evaluation.

The PET independently evaluated and scored the technical proposals and determined that BriteWorks, Inc. was the top-ranked firm for Region 1 and Bread & Water Landscape, LLC was the top-ranked firm for Regions 2 and 3.



## Qualifications Summary of Firms:

### **Bread & Water Landscape, LLC**

Bread & Water Landscape, 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.

### **BriteWorks, Inc.**

BriteWorks, Inc., headquartered in Covina, CA, has been in business for 25 years. It provides commercial and janitorial services throughout the state. Clients include the City of Irwindale and Police Department, City of West Covina and its Senior Centers and Police Department, Coca-Cola, Disney, Irwindale City Brewery, United States Department of Agriculture, and the Army Corps of Engineers. BriteWorks is a Metro-certified SBE firm.

### **Strive Well-Being, Inc.**

Strive Well-Being, Inc., headquartered in San Diego, CA, has been in business for 16 years. It primarily provides consulting and program management, facility and safety management, fitness and wellness services. Its subcontractor has been providing graffiti abatement, graffiti solutions and pressure washing services since 1993. Strive Well-Being, Inc. is a Metro-certified SBE firm.

### **Urban Graffiti Enterprises, Inc.**

Urban Graffiti Enterprises, Inc., headquartered in Azusa, CA, has been in business for 33 years. It currently provides graffiti removal, anti-graffiti coating, steam cleaning, pressure washing and trash collection services to Metrolink, City of San Fernando, City of Burbank, City of West Hollywood, City of Covina, Compton, Arcadia, and various municipalities in Orange and Riverside Counties. Urban Graffiti Enterprises, Inc. is a Metro-certified SBE firm.

The following is a summary of the PET scores.

### **Region 1**

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	<b>BriteWorks, Inc.</b>				
3	Qualifications of the Firm/Team	88.00	15.00%	13.20	
4	Qualifications and Experience of Key Personnel	90.00	20.00%	18.00	
5	Work Plan/Approach	92.00	35.00%	32.20	
6	Cost Proposal	96.10	30.00%	28.83	
7	<b>Total</b>		<b>100.00%</b>	<b>92.23</b>	<b>1</b>

<b>8</b>	<b>Urban Graffiti Enterprises, Inc.</b>				
<b>9</b>	Qualifications of the Firm/Team	86.67	15.00%	13.00	
<b>10</b>	Qualifications and Experience of Key Personnel	82.50	20.00%	16.50	
<b>11</b>	Work Plan/Approach	90.00	35.00%	31.50	
<b>12</b>	Cost Proposal	100.00	30.00%	30.00	
<b>13</b>	<b>Total</b>		<b>100.00%</b>	<b>91.00</b>	<b>2</b>
<b>14</b>	<b>Bread &amp; Water Landscape, LLC</b>				
<b>15</b>	Qualifications of the Firm/Team	86.67	15.00%	13.00	
<b>16</b>	Qualifications and Experience of Key Personnel	90.00	20.00%	18.00	
<b>17</b>	Work Plan/Approach	92.66	35.00%	32.43	
<b>18</b>	Cost Proposal	87.53	30.00%	26.26	
<b>19</b>	<b>Total</b>		<b>100.00%</b>	<b>89.69</b>	<b>3</b>
<b>20</b>	<b>Strive Well-Being, Inc.</b>				
<b>21</b>	Qualifications of the Firm/Team	79.33	15.00%	11.90	
<b>22</b>	Qualifications and Experience of Key Personnel	79.15	20.00%	15.83	
<b>23</b>	Work Plan/Approach	86.66	35.00%	30.33	
<b>24</b>	Cost Proposal	96.63	30.00%	28.99	
<b>25</b>	<b>Total</b>		<b>100.00%</b>	<b>87.05</b>	<b>4</b>

## **Region 2**

<b>1</b>	<b>Firm</b>	<b>Average Score</b>	<b>Factor Weight</b>	<b>Weighted Average Score</b>	<b>Rank</b>
<b>2</b>	<b>Bread &amp; Water, Landscape, LLC</b>				
<b>3</b>	Qualifications of the Firm/Team	86.67	15.00%	13.00	
<b>4</b>	Qualifications and Experience of Key Personnel	90.00	20.00%	18.00	
<b>5</b>	Work Plan/Approach	92.66	35.00%	32.43	
<b>6</b>	Cost Proposal	100.00	30.00%	30.00	

<b>7</b>	<b>Total</b>		<b>100.00%</b>	<b>93.43</b>	<b>1</b>
<b>8</b>	<b>BriteWorks, Inc.</b>				
<b>9</b>	Qualifications of the Firm/Team	88.00	15.00%	13.20	
<b>10</b>	Qualifications and Experience of Key Personnel	90.00	20.00%	18.00	
<b>11</b>	Work Plan/Approach	92.00	35.00%	32.20	
<b>12</b>	Cost Proposal	92.17	30.00%	27.65	
<b>13</b>	<b>Total</b>		<b>100.00%</b>	<b>91.05</b>	<b>2</b>
<b>14</b>	<b>Urban Graffiti Enterprises, Inc.</b>				
<b>15</b>	Qualifications of the Firm/Team	86.67	15.00%	13.00	
<b>16</b>	Qualifications and Experience of Key Personnel	82.50	20.00%	16.50	
<b>17</b>	Work Plan/Approach	90.00	35.00%	31.50	
<b>18</b>	Cost Proposal	98.00	30.00%	29.40	
<b>19</b>	<b>Total</b>		<b>100.00%</b>	<b>90.40</b>	<b>3</b>
<b>20</b>	<b>Strive Well-Being, Inc.</b>				
<b>21</b>	Qualifications of the Firm/Team	79.33	15.00%	11.90	
<b>22</b>	Qualifications and Experience of Key Personnel	79.15	20.00%	15.83	
<b>23</b>	Work Plan/Approach	86.66	35.00%	30.33	
<b>24</b>	Cost Proposal	97.23	30.00%	29.17	
<b>25</b>	<b>Total</b>		<b>100.00%</b>	<b>87.23</b>	<b>4</b>

**Region 3**

<b>1</b>	<b>Firm</b>	<b>Average Score</b>	<b>Factor Weight</b>	<b>Weighted Average Score</b>	<b>Rank</b>
<b>2</b>	<b>Bread &amp; Water Landscape, LLC</b>				
<b>3</b>	Qualifications of the Firm/Team	86.67	15.00%	13.00	
<b>4</b>	Qualifications and Experience of Key Personnel	90.00	20.00%	18.00	
<b>5</b>	Work Plan/Approach	92.66	35.00%	32.43	
<b>6</b>	Cost Proposal	100.00	30.00%	30.00	
<b>7</b>	<b>Total</b>		<b>100.00%</b>	<b>93.43</b>	<b>1</b>
<b>8</b>	<b>BriteWorks, Inc.</b>				
<b>9</b>	Qualifications of the Firm/Team	88.00	15.00%	13.20	
<b>10</b>	Qualifications and Experience of Key Personnel	90.00	20.00%	18.00	
<b>11</b>	Work Plan/Approach	92.00	35.00%	32.20	
<b>12</b>	Cost Proposal	92.00	30.00%	27.60	
<b>13</b>	<b>Total</b>		<b>100.00%</b>	<b>91.00</b>	<b>2</b>
<b>14</b>	<b>Urban Graffiti Enterprises, Inc.</b>				
<b>15</b>	Qualifications of the Firm/Team	86.67	15.00%	13.00	
<b>16</b>	Qualifications and Experience of Key Personnel	82.50	20.00%	16.50	
<b>17</b>	Work Plan/Approach	90.00	35.00%	31.50	
<b>18</b>	Cost Proposal	97.97	30.00%	29.39	
<b>19</b>	<b>Total</b>		<b>100.00%</b>	<b>90.39</b>	<b>3</b>
<b>20</b>	<b>Strive Well-Being, Inc.</b>				
<b>21</b>	Qualifications of the Firm/Team	79.33	15.00%	11.90	
<b>22</b>	Qualifications and Experience of Key Personnel	79.15	20.00%	15.83	
<b>23</b>	Work Plan/Approach	86.66	35.00%	30.33	
<b>24</b>	Cost Proposal	92.60	30.00%	27.78	
<b>25</b>	<b>Total</b>		<b>100.00%</b>	<b>85.84</b>	<b>4</b>

### **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. Staff successfully negotiated a cost savings of \$66,759.

	<b>Proposer Name</b>	<b>Proposal Amount</b>	<b>Metro ICE</b>	<b>Recommended Amount</b>
1	BriteWorks, Inc.	\$4,648,770	\$4,491,630	\$4,582,011
2	Urban Graffiti Enterprises, Inc.	\$4,467,600		
3	Bread & Water Landscape, LLC	\$5,103,750		
4	Strive Well-Being, Inc.	\$4,623,300		

#### **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 \$59,040.

	<b>Proposer Name</b>	<b>Proposal Amount</b>	<b>Metro ICE</b>	<b>Recommended Amount</b>
1	Bread & Water Landscape, LLC	\$5,792,760	\$6,080,280	\$5,733,720
2	BriteWorks, Inc.	\$6,285,600		
3	Urban Graffiti Enterprises, Inc.	\$5,910,840		
4	Strive Well-Being, Inc.	\$5,957,280		

#### **Region 3**

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 \$78,560.

	<b>Proposer Name</b>	<b>Proposal Amount</b>	<b>Metro ICE</b>	<b>Recommended Amount</b>
1	Bread & Water Landscape, LLC	\$7,541,480	\$7,931,750	\$7,462,920
2	BriteWorks, Inc.	\$8,198,060		
3	Strive Well-Being, Inc.	\$8,144,910		
4	Urban Graffiti Enterprises	\$7,698,600		

#### **D. Background on Recommended Contractors**

##### Region 1

BriteWorks, Inc. (BriteWorks), founded in 1996, is a minority, woman-owned corporation. It specializes in commercial and industrial quality cleaning for the business community. BriteWorks currently provides graffiti abatement and trash removal services to Metro as a subcontractor and performance has been satisfactory.

The BriteWorks team includes one SBE subcontractor that will provide painting services and one non-SBE subcontractor that will handle some of the chemical graffiti removal work. The non-SBE subcontractor has been providing graffiti abatement services to Metro since 2015 and performance has been satisfactory.

##### Region 2 & Region 3

Bread & Water Landscape, LLC (Bread & Water), founded in 2019, has been providing graffiti abatement services, landscaping and weed abatement removal services, trash removal, and illegal dumping cleanups since 2020.

The Bread & Water team includes a non-SBE subcontractor that has been providing graffiti abatement services to Metro since 2001 and performance has been satisfactory.

## DEOD SUMMARY

## GRAFFITI ABATEMENT SERVICES / OP91160-20028370 AND OP91160-20008370

This procurement was subject to the Small Business (SB) Prime (Set-Aside) policy and was open to **SBE Certified Small Business Only**.

**A. Small Business Participation – Region 1**

Brightworks, Inc., an SB Prime, is performing 30% of the work with its own workforce and made a total SBE commitment of 33%.

**SMALL BUSINESS SET-ASIDE**

	<b>SBE Firm Name</b>	<b>SBE % Committed</b>
1.	Brightworks, Inc. (SBE Prime)	30%
2.	Décor Interior Design	3%
	<b>Total SBE Commitment</b>	<b>33%</b>

**B. Small Business Participation – Region 2**

Bread & Water Landscape, LLC, an SB Prime, is performing 35% of the work with its own workforce and made a total SBE commitment of 35%.

**SMALL BUSINESS SET-ASIDE**

	<b>SBE Firm Name</b>	<b>SBE % Committed</b>
1.	Bread & Water Landscape, LLC (SBE Prime)	35%
	<b>Total SBE Commitment</b>	<b>35%</b>

**C. Small Business Participation – Region 3**

Bread & Water Landscape, LLC, an SB Prime, is performing 35% of the work with its own workforce and made a total SBE commitment of 35%.

**SMALL BUSINESS SET-ASIDE**

	<b>SBE Firm Name</b>	<b>SBE % Committed</b>
1.	Bread & Water Landscape, LLC (SBE Prime)	35%
	<b>Total SBE Commitment</b>	<b>35%</b>

**D. Living Wage and Service Contract Worker Retention Policy Applicability**

The Living Wage and Service Contract Worker Retention Policy is not applicable to this contract.

**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).

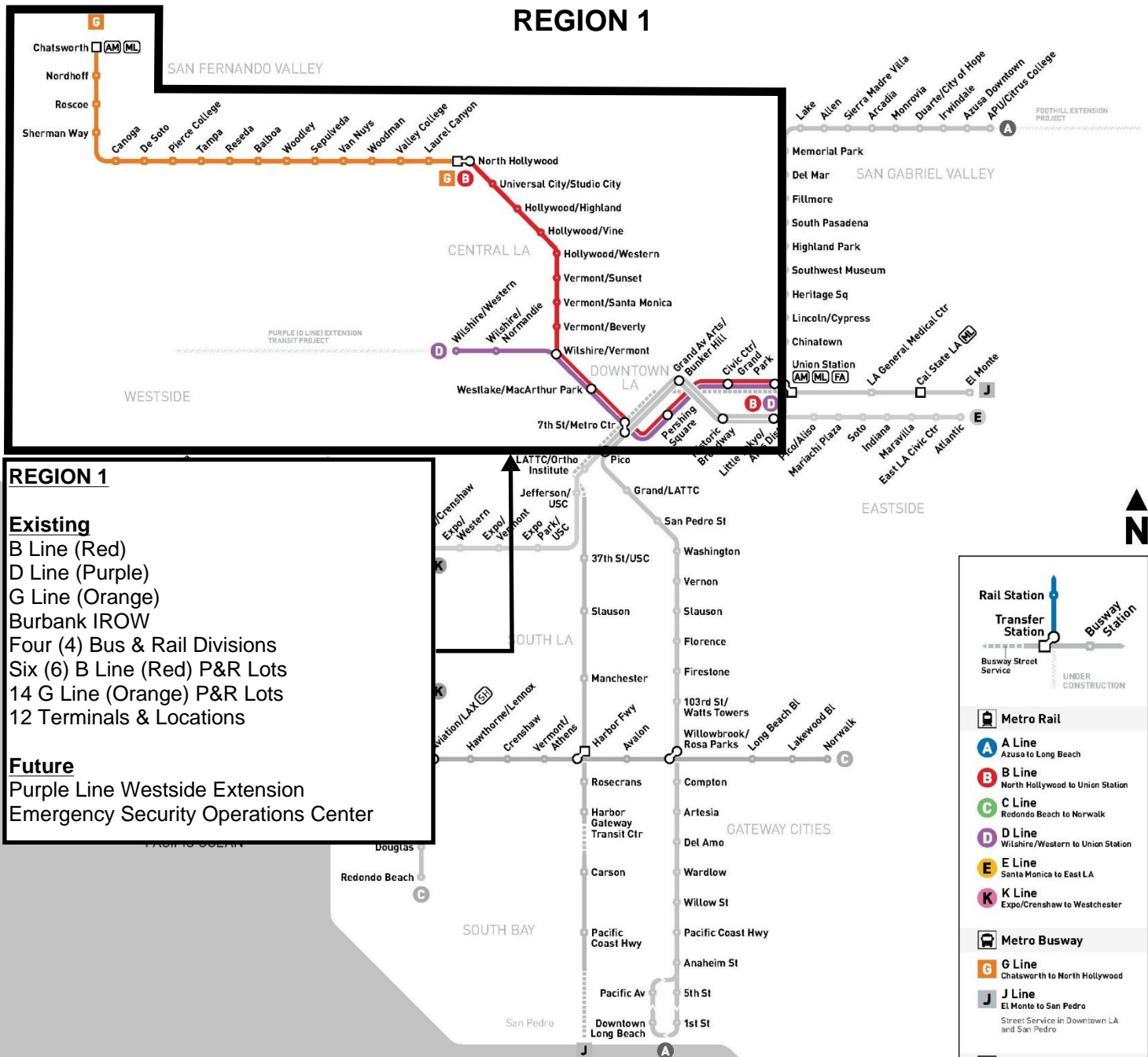
**F. Project Labor Agreement/Construction Careers Policy**

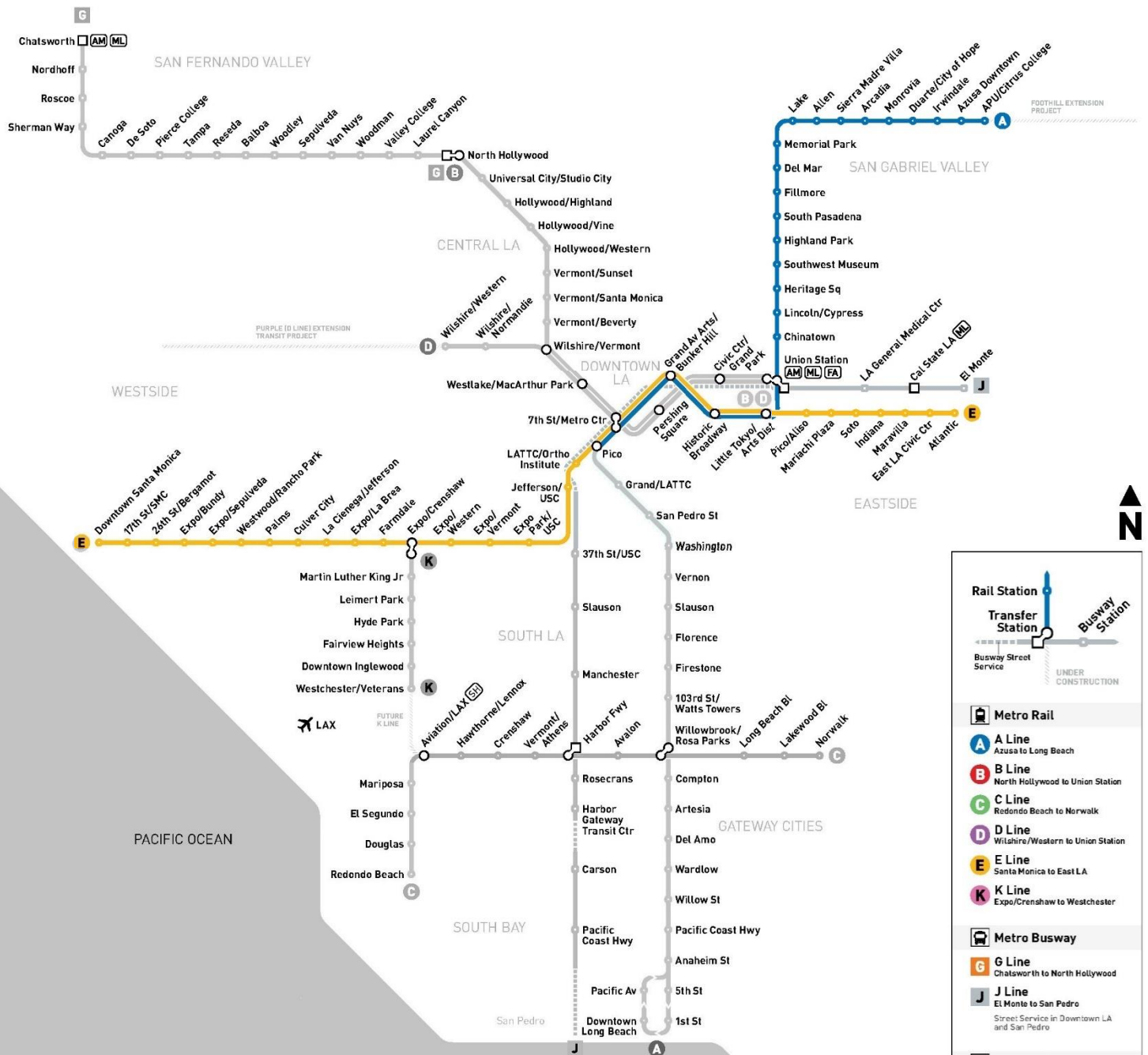
Project Labor Agreement/Construction Careers Policy is not applicable to this Contract. Project Labor Agreement/Construction Careers Policy is applicable only to construction contracts that have a construction contract value in excess of \$2.5 million.

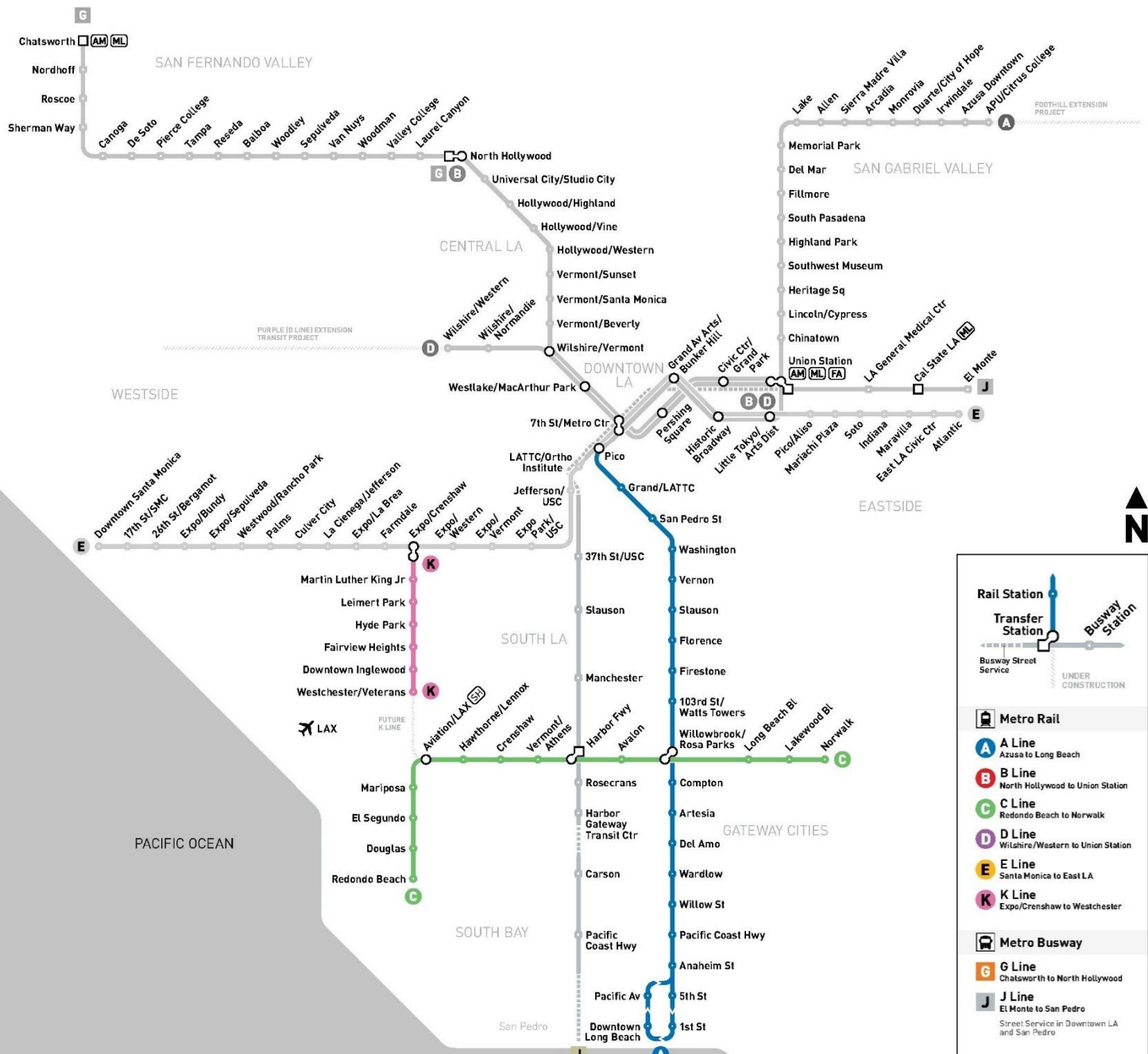


# ATTACHMENT C THREE REGIONS' MAPS

## GRAFFITI ABATEMENT MAINTENANCE SERVICES REGION 1







**Rail Station**  
**Transfer Station**  
**Busway 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**

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

**Airport Shuttle**

- LAX FlyAway®**  
flylax.com/flyaway
- LAX Shuttle (free)**  
flylax.com

**DEC 2023 Subject to Change**

