

CITY OF PALM DESERT STAFF REPORT

MEETING DATE: March 28, 2024

PREPARED BY: Randy Chavez, Deputy Director of Public Works

REQUEST: AWARD A CONTRACT TO CAL-STRIPE, INC., FOR ON-CALL CITYWIDE STREET AND BIKE LANE STRIPING IMPROVEMENTS IN AN ANNUAL AMOUNT NOT TO EXCEED \$450,000 (MST00002)

RECOMMENDATION:

1. Award a 27-month contract to Cal-Stripe, Inc. for On-call Citywide Street and Bike Lane Striping Improvements in an annual amount not to exceed \$450,000, with the option of two, one-year extensions.
2. Authorize the City Manager to review and approve written contract amendment and change order requests for unanticipated conditions per Section 3.30.170 of the Palm Desert Municipal Code.
3. Authorize the City Attorney to make any necessary non-monetary changes to the agreement.
4. Authorize the City Manager to execute the agreement and any documents necessary to effectuate the actions taken herewith.

BACKGROUND/ANALYSIS:

To ensure the safety and functionality of City roadways and parking lots, annual contracting for striping services remains an integral component of our infrastructure maintenance efforts.

As part of this commitment, on January 24, 2024, the City released a Request For Proposal (RFP) for on-call striping services. This encompasses all public sites in Palm Desert needing new striping or re-striping, including bike lanes, roadways, and parking lots. The scope also incorporates repainting of red curbs throughout various streets citywide. While previous services have been on a project basis, the City is opting for an on-call basis to provide greater flexibility and efficiency.

The City received three proposals from companies by the deadline of February 22, 2024. The companies submitting proposals include:

Company	Location
Cal-Stripe, Inc.	Colton, CA
Superior Pavement Marking Inc.	Cypress, CA
PCI	Azuza, CA

A Selection Committee comprising of three staff members from the Public Works and Capital Projects Departments reviewed the proposals. The proposals were reviewed for clarity and conformance with the guidelines, content of the proposal, experience and performance, comments by references, and fee proposal (range of costs). As demonstrated below, all three

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companies provided the necessary information and satisfactorily fulfilled the essential criteria required in this RFP.

Criteria	Cal-Stripe	Superior Pavement	PCI
Clarity and Conformance	X	X	X
Proposal Content	X	X	X
Experience and Performance	X	X	X
References	X	X	X
Fee Proposal	X	X	X

Following an evaluation, the Committee proposes awarding a contract to Cal-Stripe, Inc. for on-call services. Cal-Stripe, Inc. (Contractor) best demonstrated clarity and conformance and understood exactly the request of this RFP. Despite the pre-bid meeting being optional, the Contractor displayed their dedication by being the only contractor in attendance, underscoring their commitment to understanding the project's scope. The Contractor also demonstrated extensive experience to further solidify the recommendation.

Although pricing among companies were generally competitive, the Contractor offered many rates that are favorable when compared to the other companies. It's worth noting that effectively comparing costs presents challenges due to the contract's on-call nature rather than a low-bid structure, leading to fluctuations in line-item expenses. Notwithstanding, staff identified many line items as favorable, underscoring the contractor's grasp of the service scope.

For instance, given the significant upcoming red curb repainting, the Contractor offered the most favorable costs for preparation and painting. In addition, the Contractor offers free mobilization for work exceeding \$5,000, a condition highly favorable for the City, considering that most work falls within this bracket. In contrast, other contractors do not offer this, with mobilization costs ranging from \$1,250 to \$4,750 (depending on the scope of service). The cost proposal displays the Contractor's comprehension of the project, likely demonstrated by their attendance at the pre-proposal meeting.

Lastly, the City conducted a thorough reference check on Contractor, receiving commendable feedback on their past performance, reliability, punctuality in project completion, delivery of high-quality work, and overall client satisfaction.

Legal Review:

This report has been reviewed by the City Attorney's Office.

FINANCIAL IMPACT:

Funds in the amount of \$300,000 are included in the approved Capital Improvement Project (CIP) List for Fiscal Year (FY) 2023-24 for the Citywide Street Striping and Lane Improvements Project. Funding for the Bike Lane Striping Project was included under Year 2 (FY 2024-25) of the CIP List; however, for economies of scale, the two projects were advertised as one project. Only funds available in this fiscal year will be encumbered at this time, so no appropriation is necessary. Staff will budget accordingly for future years during the annual budget approval process.

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The Citywide Street and Bike Lane Improvements Project (MST00002) funding is as follows:

Project	Account	FY 23/24 Budget	FY 23/24 Cost	Future Years
Citywide Street Striping and Lane Improvements (MST00002)	2134315-4332000	\$300,000	\$300,000	\$300,000
Bike Lane Striping (MST00004)	2134633-5000204	\$0.00	\$0.00	\$150,000
Total		\$300,000	\$300,000	\$450,000

The project is funded under Measure A Funds; therefore, there is no financial impact on the general fund beyond project administrative costs.

ATTACHMENTS:

1. Agreement
2. Bonds