



## Board Report

File #: 2021-0165, File Type: Contract

Agenda Number: 26.

### OPERATIONS, SAFETY, AND CUSTOMER EXPERIENCE COMMITTEE MAY 20, 2021

**SUBJECT: LANDSCAPE AND IRRIGATION MAINTENANCE SERVICES**

**ACTION: APPROVE CONTRACT AWARD FOR REGIONS 1 THROUGH 3**

#### **RECOMMENDATION**

AUTHORIZE the Chief Executive Officer to:

- A. Award a firm fixed unit rate Contract No. OP1788360008370, for Region 1, to Parkwood Landscape Maintenance, Inc., to provide landscape and irrigation maintenance services. The contract not-to-exceed amount is \$8,108,507 for the three-year base, and \$5,574,432 for the one, two-year option, for a combined not-to-exceed amount of \$13,682,939, effective July 1, 2021, subject to resolution of protest(s), if any.
- B. Award a firm fixed unit rate Contract No. OP1788350008370, for Regions 2 and 3 combined, to Woods Maintenance Services Inc., to provide landscape and irrigation maintenance services. This contract not-to-exceed amount is \$13,759,820 for the three-year base, and \$9,409,080 for the one, two-year option, for a combined not-to-exceed amount of \$23,168,900, effective July 1, 2021, subject to resolution of protest(s), if any.

#### **ISSUE**

The existing four (4) contracts for Regions 1 through 4 providing combined services per region for graffiti abatement, landscape and Irrigation maintenance, and trash and overgrown vegetation removal services, will expire on June 30, 2021.

To ensure continuity of maintenance services, two (2) new contract awards are required effective July 1, 2021, to maintain Metro's service area restructured and split geographically into three (3) regions. These two (2) new contracts will provide landscape and irrigation maintenance services for Region 1 and Regions 2 and 3 combined. Separate contract award recommendations are in progress to provide graffiti abatement services and trash and overgrown vegetation removal services, respectively.

#### **BACKGROUND**

On September 17, 2015, Metro Board of Directors awarded four (4) contracts for Regions 1 through

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4, to maintain Metro's service area split geographically into four (4) regions. Each contract provides combined services for graffiti abatement, landscape and Irrigation maintenance, and trash and overgrown vegetation removal services.

Maintenance contracts are continuously reviewed and evaluated, exploring opportunities for competition, small business participation, and taking into consideration Metro's rapidly expanding system. Under these new contracts, Metro's service area has been restructured and split into three (3) geographical regions where each service type will be provided under a separate maintenance contract, replacing the existing combined services contracts. These actions are critical to Metro's operations to ensure streamlining processes, improving service efficiency and cost effectiveness.

### **DISCUSSION**

Under these two (2) new contracts for Region 1 and Regions 2 and 3 combined, the contractors are required to provide general maintenance and clean-up services of all landscaped areas system-wide, including trees under 13 feet in height, shrubs, vines, groundcover, lawns, planter boxes, and routine irrigation system maintenance. Also, contractors are required to provide optimal water management service to comply with State and local water agencies conservation ordinances. In addition, the contractors will provide as-needed maintenance services as directed by Metro, such as replacing damaged or lost plant material resulting from natural causes beyond the control of the contractors.

Additional environmental requirements have been included under these two (2) new contracts where contractors are responsible for managing and recycling organic waste collected in accordance with State requirements. Contractors are also required to comply with State and local requirements related to fleet and maintenance equipment fuel usage including phasing out gas powered equipment and replacing them with electric landscaping equipment by the end of the three-year base contract term.

Regular landscape and irrigation maintenance services are essential for Metro facilities to ensure maintaining a safe, clean and pleasant environment while enhancing customer experience system-wide.

The Diversity and Economic Opportunity Department (DEOD) established a 24% SBE goal and a 3% DVBE goal for each of the three (3) regions. Parkwood Landscape Maintenance, Inc. made a 24% SBE and a 3% DVBE commitment for Region 1, and Woods Maintenance Services, Inc. made a 24% SBE and a 3% DVBE commitment for Regions 2 and 3.

### **DETERMINATION OF SAFETY IMPACT**

The approval of this item will ensure the continuity of maintenance services, meeting Metro maintenance standards while providing a proactive approach to maintenance needs and ensuring delivery of safe, clean, on-time and reliable services system-wide.

### **FINANCIAL IMPACT**

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Subject to Board approval of the FY22 Budget, funding of \$6,781,531 collectively for the two (2) contracts to maintain Region 1 and Regions 2 and 3 combined is to be allocated under cost center 8370 - Facilities Contracted Maintenance Services, account 50308, Service Contract Maintenance, under various projects.

Since this is a multi-year contract, the cost center Manager, Sr. Executive Officer, Maintenance and Engineering will be accountable for budgeting the cost in future years.

#### Impact to Budget

The preliminary source of funds for this action are Proposition A/C, Measure R/M, and the Transportation Development Act. Use of these funding sources currently maximizes project funding allocations given approved funding provisions and guidelines.

### **IMPLEMENTATION OF STRATEGIC PLAN GOALS**

This board action supports Strategic Goal 5: Provide responsive, accountable, and trustworthy governance within the Metro organization. Performing regular landscape and irrigation maintenance services will ensure providing a safe and clean environment while enhancing customer experience system-wide.

### **ALTERNATIVES CONSIDERED**

Staff considered providing this service through in-house staff; however, this would require the hiring, training of additional personnel, purchase of additional equipment, vehicles, and supplies to support the expanded responsibility. Staff's assessment indicates that this is not a cost-effective option for Metro.

### **NEXT STEPS**

Upon approval by the Board, staff will execute the following contracts to the recommended contractors to provide the necessary landscape and irrigation maintenance services system-wide effective July 1, 2021.

Region 1, Contract No. OP1788360008370 - Parkwood Landscape Maintenance, Inc.  
Regions 2 and 3 combined, Contract No. OP1788350008370 - Woods Maintenance Services, Inc.

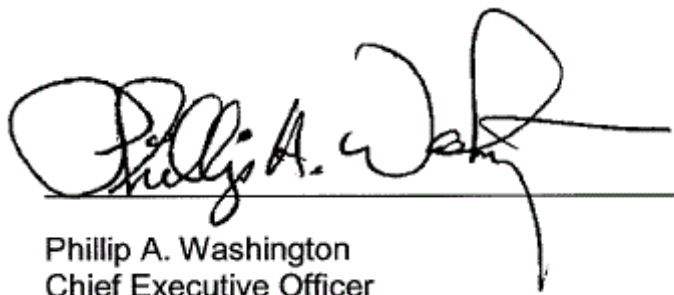
### **ATTACHMENTS**

Attachment A - Procurement Summary  
Attachment B - DEOD Summary  
Attachment C - Three (3) Regions' Maps

Prepared by: Errol Taylor, Sr. Executive Officer, Maintenance & Engineering, (213) 922-3227  
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Phillip A. Washington  
Chief Executive Officer

**PROCUREMENT SUMMARY**  
**LANDSCAPE & IRRIGATION MAINTENANCE SERVICES / OP1788350008370 and**  
**OP1788360008370**

1.	<b>Contract Number:</b> A: OP1788360008370 B: OP1788350008370	
2.	<b>Recommended Vendor:</b> A: Parkwood Landscape Maintenance, Inc. B: Woods Maintenance Services, Inc.	
3.	<b>Type of Procurement : (check one):</b> <b>RFP</b> <b>IFB</b> <b>IFB-A&amp;E</b> <b>Non-Competitive</b> <b>Modification</b> <b>Task Order</b>	
4.	<b>Procurement Dates:</b>	
	<b>A.Issued:</b> April 3, 2020	
	<b>B.Advertised/Publicized:</b> April 10, 2020	
	<b>C.Pre-proposal/Pre-Bid Conference:</b> September 22, 2020	
	<b>D.Proposals/Bids Due:</b> October 23, 2020	
	<b>E.Pre-Qualification Completed:</b> submitted on March 23, 2021	
	<b>F.Conflict of Interest Form Submitted to Ethics:</b> March 11, 2021	
	<b>G.Protest Period End Date:</b> May,15, 2021	
5.	<b>Solicitations Picked up/Downloaded:</b> 42	<b>Proposals Received:</b> <b>Region 1:</b> 3 proposals <b>Region 2:</b> 3 proposals <b>Region 3:</b> 3 proposals
6.	<b>Contract Administrator:</b> Rommel Hilario	<b>Telephone Number:</b> (213) 922-4654
7.	<b>Project Manager:</b> Todd Garner	<b>Telephone Number:</b> (213) 922-6762

**A. Procurement Background**

This Board action is to approve the award of firm fixed unit rate Contract No. OP1788360008370 to Parkwood Landscape Maintenance, Inc. (Parkwood) for Region 1, and Contract No. OP1788350008370 to Woods Maintenance Services, Inc. (Woods) for Regions 2 and 3, to provide landscape and irrigation maintenance services at Metro transit facilities, Metro Park & Ride Lots, Caltrans Park & Ride Lots and specific bus and rail facilities effective July 1, 2021. Board approval of contract awards are subject to resolution of any properly submitted protest(s).

This procurement was a competitively negotiated procurement in accordance with Metro's Acquisition Policy and the contract type is a firm fixed unit rate. To better coordinate landscape services and maximize efficiencies, the Scope of Services was divided into three (3) geographical regions. Proposers were allowed to propose on one or multiple regions for a maximum of three (3) regions. Each geographical region was assigned a 27% goal, inclusive of a 24% Small Business Enterprise (SBE) goal and a 3% Disabled Veteran Business Enterprise (DVBE) goal.

On April 3, 2020, Request for Proposals (RFP) No. OP68226 was issued as a competitive procurement in accordance with Metro's Acquisition Policy. The proposed contract types are firm fixed unit rates.

Prior to the release of the RFP, an informational meeting was held at Metro Headquarters on December 19, 2019, to encourage potential proposers, including community-based organizations (CBOs), to participate in this procurement and help increase the competitive base. This action was intended to expand opportunities for small business participation while maintaining service efficiency and continuity. There were thirty-three (33) participants representing twenty-six (26) firms that attended the outreach event.

Ten (10) amendments were issued during the solicitation phase of the RFP:

- Amendment No. 1, issued on April 22, 2020, provided pre-proposal conference materials including prevailing wage information;
- Amendment No. 2 issued on May 1, 2020, extended the proposal due date;
- Amendment No. 3 issued on May 8, 2020, extended the proposal due date to allow for delays due to COVID-19;
- Amendment No. 4 issued on May 15, 2020, provided a new pre-proposal conference date;
- Amendment No. 5 issued on September 17, 2020, scheduled a new proposal due date, a new pre-proposal conference date, and new RFP attachments and exhibits;
- Amendment No. 6 issued on September 28, 2020, provided pre-proposal conference materials including a revised scope of services;
- Amendment No. 7 issued on September 30, 2020, provided new labor compliance hand-outs;
- Amendment No. 8 issued on October 7, 2020, extended the proposal due date and provided new Evaluation Criteria;
- Amendment No. 9 issued on October 8, 2020, provided a revised scope of services and service maps; and
- Amendment No. 10 issued on October 13, 2020, extended the proposal due date.

A virtual pre-proposal conference was held on September 22, 2020. There were 15 questions received and responses were provided prior to the proposal due date. On October 23, 2020, nine proposals were received and deemed responsive from the three firms listed below, by region, in alphabetical order:

## **REGION 1**

1. Far East Landscape and Maintenance, Inc.
2. Parkwood Landscape Maintenance, Inc.
3. Woods Maintenance Services, Inc.

## **REGION 2**

1. Far East Landscape and Maintenance, Inc.
2. Parkwood Landscape Maintenance, Inc.

3. Woods Maintenance Services, Inc.

### **REGION 3**

1. Far East Landscape and Maintenance, Inc.
2. Parkwood Landscape Maintenance, Inc.
3. Woods Maintenance Services, Inc.

## **B. Evaluation of Proposals/Bids**

A Proposal Evaluation Team (PET) consisting of staff from Metro's Maintenance and Engineering, and Environmental Compliance and Sustainability Departments was convened and conducted a comprehensive technical evaluation of the proposals received.

The proposals were evaluated based on the following evaluation criteria and weights:

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

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

On February 12, 2021, the PET met to review the evaluation criteria package, process confidentiality and conflict of interest forms and take receipt of the nine (9) responsive proposals to initiate the evaluation phase. Evaluations were conducted from February 12, 2021 through February 25, 2021.

On February 25, 2021, the PET reconvened and determined that the nine proposals received from the three firms listed below fell within the competitive range:

1. Far East Landscape and Maintenance, Inc.
2. Parkwood Landscape Maintenance, Inc.
3. Woods Maintenance Services, Inc.

### **Qualifications Summary of Firms Within the Competitive Range:**

#### **Far East Landscape and Maintenance, Inc.**

Far East Landscape and Maintenance, Inc. (Far East) has provided professional landscape services for over 33 years. The firm serves many

County sites including El Monte Court Civic Center, Compton Civic Center, Van Nuys Civic Center, South Central Medians, Martin Luther King/Drew Medication Center and Los Angeles Beach & Harbor areas. The firm is a Metro certified Small Business Enterprise and maintains all necessary licensing and permits to perform the services.

### **Parkwood Landscape Maintenance, Inc.**

Parkwood Landscape Maintenance, Inc. (Parkwood), located in Van Nuys, CA has provided professional landscape services in the Los Angeles area for over 48 years. Parkwood currently has contracts with the City of Palmdale, City of Los Angeles, City of Moorpark and Port of Long Beach. Parkwood currently employs over 200 full time employees (FTEs). Parkwood possesses and maintains all the licensing and permits that are necessary to perform to perform their services.

### **Woods Maintenance Services, Inc.**

Woods Maintenance Services, Inc. (Woods) has over 40 years of experience in the industry and is currently performing these services for Metro in a satisfactory manner. The firm started as a janitorial maintenance contractor in 1975 under the name of D & B Maintenance, Inc. Graffiti Control Systems was added for graffiti abatement services as a new division in 1980. Woods began to provide landscape and irrigation maintenance services in early 1990, and became a prime contractor in these services, employing subcontractors in 2007. The firm employs over 140 technicians and has dedicated FTEs to each region proposed. Woods maintains all necessary licensing and permits to perform the services.

Firms were requested to submit a Best and Final Offer (BAFO). The following is a summary of the PET scores:

### **REGION 1**

<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>Parkwood Landscape Services, Inc.</b>				
<b>3</b>	Qualifications of the Firm/Team	93.00	15.00%	13.95	
<b>4</b>	Qualifications and Experience of Key Personnel	91.40	20.00%	18.28	
<b>5</b>	Management Plan/Approach	91.65	35.00%	32.08	
<b>6</b>	Cost Proposal	98.60	30.00%	29.58	



7	<b>Total</b>		<b>100.00%</b>	<b>93.89</b>	<b>1</b>
8	<b>Wood Maintenance Services, Inc.</b>				
9	Qualifications of the Firm/Team	93.00	15.00%	13.95	
10	Qualifications and Experience of Key Personnel	93.35	20.00%	18.67	
11	Management Plan/Approach	91.65	35.00%	32.08	
12	Cost Proposal	86.63	30.00%	25.99	
13	<b>Total</b>		<b>100.00%</b>	<b>90.69</b>	<b>2</b>
14	<b>Far East Landscape and Maintenance, Inc.</b>				
15	Qualifications of the Firm/Team	78.30	15.00%	11.75	
16	Qualifications and Experience of Key Personnel	78.35	20.00%	15.67	
17	Management Plan/Approach	76.65	35.00%	26.83	
18	Cost Proposal	100.00	30.00%	30.00	
19	<b>Total</b>		<b>100.00%</b>	<b>84.25</b>	<b>3</b>

## REGION 2

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	<b>Wood Maintenance Services, Inc.</b>				
3	Qualifications of the Firm/Team	93.00	15.00%	13.95	
4	Qualifications and Experience of Key Personnel	93.35	20.00%	18.67	
5	Management Plan/Approach	91.65	35.00%	32.08	
6	Cost Proposal	99.20	30.00%	29.76	
7	<b>Total</b>		<b>100.00%</b>	<b>94.46</b>	<b>1</b>
8	<b>Parkwood Landscape Maintenance, Inc.</b>				

9	Qualifications of the Firm/Team	93.00	15.00%	13.95	
10	Qualifications and Experience of Key Personnel	91.40	20.00%	18.28	
11	Management Plan/Approach	91.65	35.00%	32.08	
12	Cost Proposal	76.73	30.00%	23.02	
13	<b>Total</b>		<b>100.00%</b>	<b>87.33</b>	<b>2</b>
14	<b>Far East Landscape and Maintenance, Inc.</b>				
15	Qualifications of the Firm/Team	78.33	15.00%	11.75	
16	Qualifications and Experience of Key Personnel	78.35	20.00%	15.67	
17	Management Plan/Approach	76.65	35.00%	26.83	
18	Cost Proposal	100.00	30.00%	30.00	
19	<b>Total</b>		<b>100.00%</b>	<b>84.25</b>	<b>3</b>

### REGION 3

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	<b>Wood Maintenance Services, Inc.</b>				
3	Qualifications of the Firm/Team	93.00	15.00%	13.95	
4	Qualifications and Experience of Key Personnel	93.35	20.00%	18.67	
5	Management Plan/Approach	91.65	35.00%	32.08	
6	Cost Proposal	94.83	30.00%	28.45	
7	<b>Total</b>		<b>100.00%</b>	<b>93.15</b>	<b>1</b>
8	<b>Parkwood Landscape Maintenance, Inc.</b>				
9	Qualifications of the Firm/Team	93.00	15.00%	13.95	
10	Qualifications and Experience of Key Personnel	91.40	20.00%	18.28	

11	Management Plan/Approach	91.65	35.00%	32.08	
12	Cost Proposal	69.26	30.00%	20.78	
13	<b>Total</b>		<b>100.00%</b>	<b>85.09</b>	<b>2</b>
14	<b>Far East Landscape and Maintenance, Inc.</b>				
15	Qualifications of the Firm/Team	78.33	15.00%	11.75	
16	Qualifications and Experience of Key Personnel	78.35	20.00%	15.67	
17	Management Plan/Approach	76.65	35.00%	26.83	
18	Cost Proposal	100.00	30.00%	30.00	
19	<b>Total</b>		<b>100.00%</b>	<b>84.25</b>	<b>3</b>

### C. Price Analysis

#### REGION #1

The recommended price has been determined to be fair and reasonable based on adequate price competition including an independent cost estimate (ICE), price analysis, technical analysis, and fact-finding. The recommended price is lower than Metro's ICE.

	<b>Proposer Name</b>	<b>Proposal Amount</b>	<b>Metro ICE</b>	<b>NTE amount</b>
1.	Parkwood Landscape Maintenance, Inc.	\$13,682,939	\$15,376,335.76	\$13,682,939
2.	Woods Maintenance Services, Inc.	\$15,576,300		
3.	Far East Landscape and Maintenance, Inc.	\$13,492,300		

#### REGION #2

The recommended price has been determined to be fair and reasonable based on adequate price competition including an ICE, price analysis, technical analysis, and fact-finding. The recommended price is lower than Metro's ICE.

	<b>Proposer Name</b>	<b>Proposal Amount</b>	<b>Metro ICE</b>	<b>NTE amount</b>
1.	Woods Maintenance Services, Inc.	\$12,172,900	\$13,569,332.12	\$12,172,900

2.	Parkwood Landscape Maintenance, Inc.	\$15,734,763		
3.	Far East Landscape and Maintenance, Inc.	\$12,074,992		

### **REGION #3**

The recommended price has been determined to be fair and reasonable based on adequate price competition including an ICE, price analysis, technical analysis, and fact-finding. The recommended price is lower than Metro's ICE.

	<b>Proposer Name</b>	<b>Proposal Amount</b>	<b>Metro ICE</b>	<b>NTE amount</b>
1.	Woods Maintenance Services, Inc.	\$10,996,000	\$14,158,513.88	\$10,996,000
2.	Parkwood Landscape Maintenance, Inc.	\$15,051,039		
3.	Far East Landscape and Maintenance, Inc.	\$10,428,064		

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

##### **Parkwood Landscape Maintenance, Inc.**

Parkwood Landscape Maintenance, Inc. (Parkwood), located in Van Nuys, CA has provided professional landscape services in the Los Angeles area for over 48 years. They currently have contracts with the City of Palmdale, City of Los Angeles, City of Moorpark and Port of Long Beach. Parkwood possesses and maintains all necessary licensing and permits that are necessary to perform their services.

##### **Woods Maintenance Services, Inc.**

Woods Maintenance Services, Inc. (Woods) has over 40 years of experience in the industry and is currently performing these services for Metro in a satisfactory manner. Woods began to provide landscape and irrigation maintenance services in early 1990 and became a prime contractor in these services. The firm employs over 140 technicians and has dedicated FTEs to each region proposed. Woods maintains all necessary licensing and permits to perform the services.

## DEOD SUMMARY

LANDSCAPE & IRRIGATION MAINTENANCE SERVICES / OP1788350008370 and  
OP1788360008370**A. Small Business Participation – Parkwood Landscape Maintenance**

The Diversity and Economic Opportunity Department (DEOD) established a 24% Small Business Enterprise (SBE) and 3% Disabled Veteran Business Enterprise (DVBE) goal for this solicitation. Parkwood Landscape Maintenance made a 24% SBE and 3% DVBE commitment on Region 1.

<b>Small Business Goal</b>	<b>24% SBE 3% DVBE</b>	<b>Small Business Commitment</b>	<b>24% SBE 3% DVBE</b>
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**Region 1:**

	<b>SBE Subcontractors</b>	<b>% Committed</b>
1.	Far East Landscape Maintenance, Inc.	24%
	<b>Total SBE Commitment</b>	<b>24%</b>

	<b>DVBE Subcontractors</b>	<b>% Committed</b>
1.	IECLT, Inc.	3%
	<b>Total DVBE Commitment</b>	<b>3%</b>

**B. Small Business Participation – Woods Maintenance Services, Inc.**

The Diversity and Economic Opportunity Department (DEOD) established a 24% Small Business Enterprise (SBE) and 3% Disabled Veteran Business Enterprise (DVBE) goal for this solicitation. Woods Maintenance Services, Inc. made a 24% SBE and 3% DVBE commitment for Region 2 and 3.

<b>Small Business Goal</b>	<b>24% SBE 3% DVBE</b>	<b>Small Business Commitment</b>	<b>24% SBE 3% DVBE</b>
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**Region 2:**

	<b>SBE Subcontractors</b>	<b>% Committed</b>
1.	Bread & Water, LLC	14.64%
2.	ACME Manpower	3.12%
3.	BJAG Group, LLC	6.24%
	<b>Total SBE Commitment</b>	<b>24.00%</b>

	<b>DVBE Subcontractors</b>	<b>% Committed</b>
1.	IECLT, Inc.	3%
	<b>Total DVBE Commitment</b>	<b>3%</b>

**Region 3:**

	<b>SBE Subcontractors</b>	<b>% Committed</b>
1.	Bread & Water, LLC	13.75%
2.	ACME Manpower	6.86%
3.	BJAG Group, LLC	3.39%
	<b>Total SBE Commitment</b>	<b>24.00%</b>

	<b>DVBE Subcontractors</b>	<b>% Committed</b>
1.	IECLT, Inc.	3%
	<b>Total DVBE Commitment</b>	<b>3%</b>

**C. 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. Metro staff will monitor and enforce the policy guidelines to ensure that applicable workers are paid at minimum, the current Living Wage rate of \$20.15 per hour (\$14.60 base + \$5.55 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.

**D. 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).

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

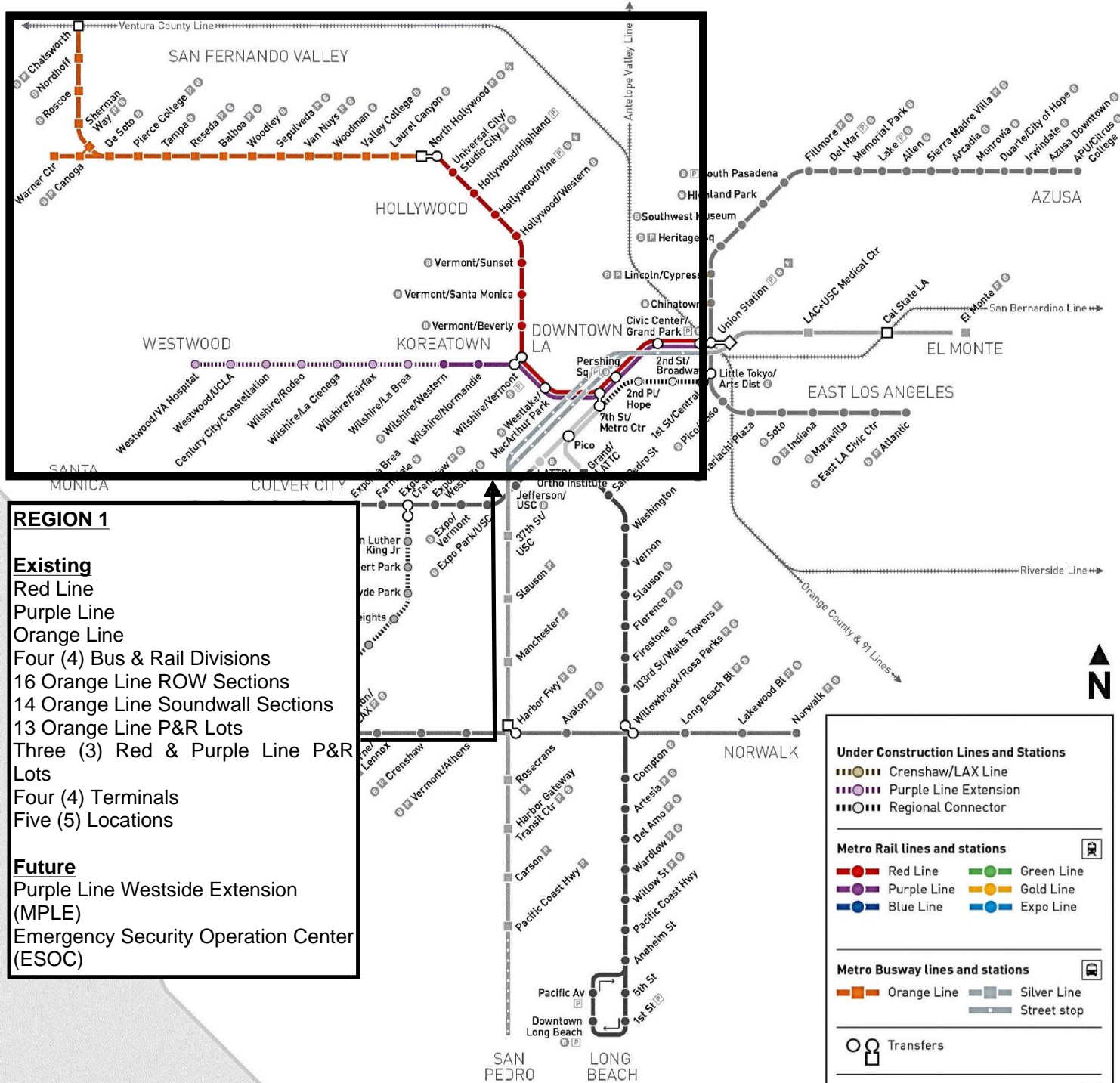
Project Labor Agreement/Construction Careers Policy is not applicable to this Contract. Project Labor Agreement/Construction Careers Policy is applicable only to construction contracts that have a construction contract value in excess of \$2.5 million.

# LANDSCAPE AND IRRIGATION SERVICES

## Go Metro

### REGION 1

metro.net



#### REGION 1

##### Existing

- Red Line
- Purple Line
- Orange Line
- Four (4) Bus & Rail Divisions
- 16 Orange Line ROW Sections
- 14 Orange Line Soundwall Sections
- 13 Orange Line P&R Lots
- Three (3) Red & Purple Line P&R Lots
- Four (4) Terminals
- Five (5) Locations

##### Future

- Purple Line Westside Extension (MPLE)
- Emergency Security Operation Center (ESOC)

#### Under Construction Lines and Stations

- Crenshaw/LAX Line
- Purple Line Extension
- Regional Connector

#### Metro Rail lines and stations

- Red Line
- Purple Line
- Blue Line
- Green Line
- Gold Line
- Expo Line

#### Metro Busway lines and stations

- Orange Line
- Silver Line
- Street stop

#### Transfers

#### Regional Rail

- Metrolink & Amtrak

#### Airport Shuttle

- LAX Shuttle (free)
- LAX FlyAway
- BUR SuperShuttle (free)

#### Parking

- Free
- Paid
- Bike

MAR 2016

Subject to Change



Metro

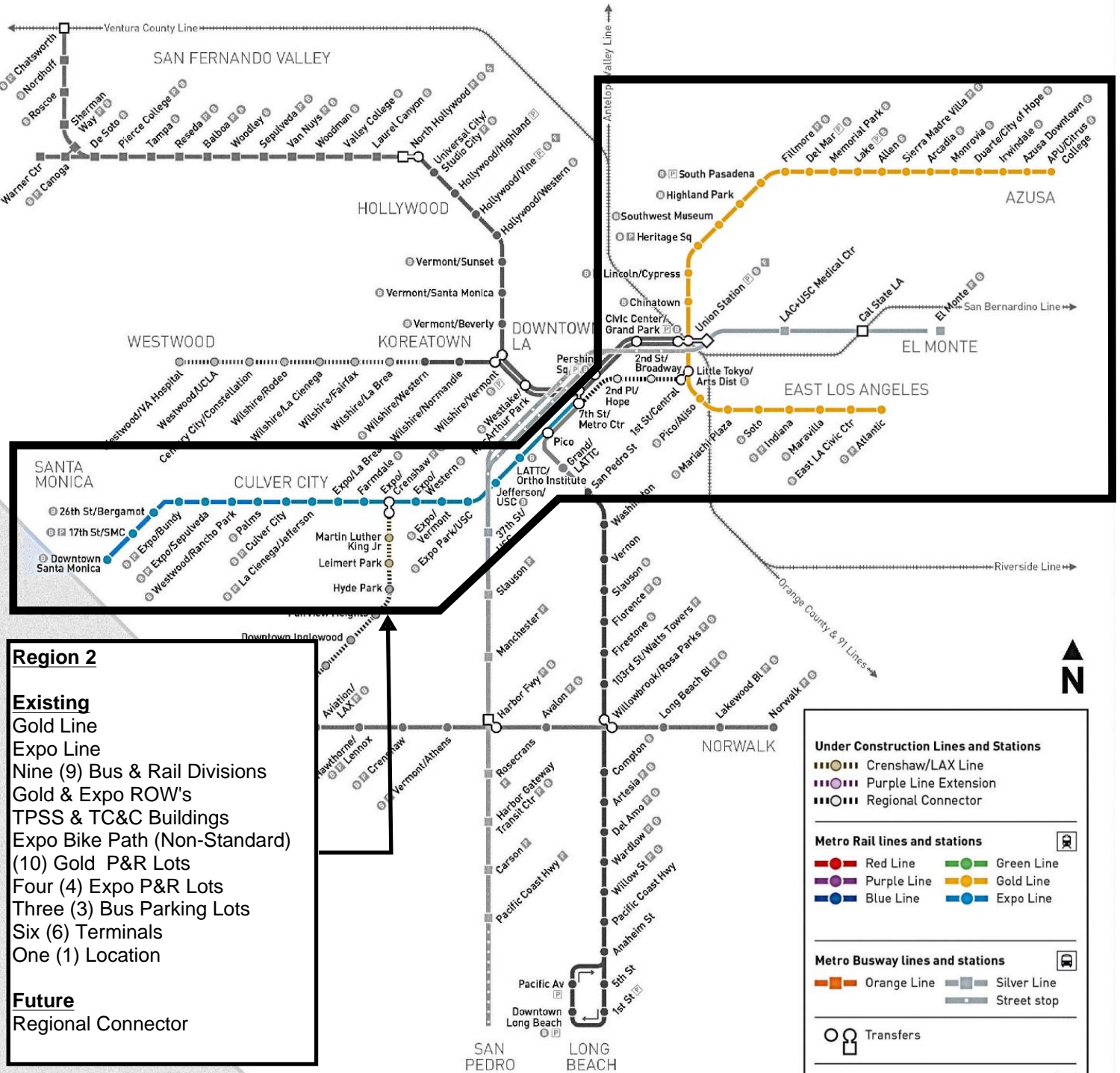


# LANDSCAPE AND IRRIGATION SERVICES

## Go Metro

### REGION 2

metro.net



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# LANDSCAPE AND IRRIGATION SERVICES

## Go Metro

## REGION 3

metro.net

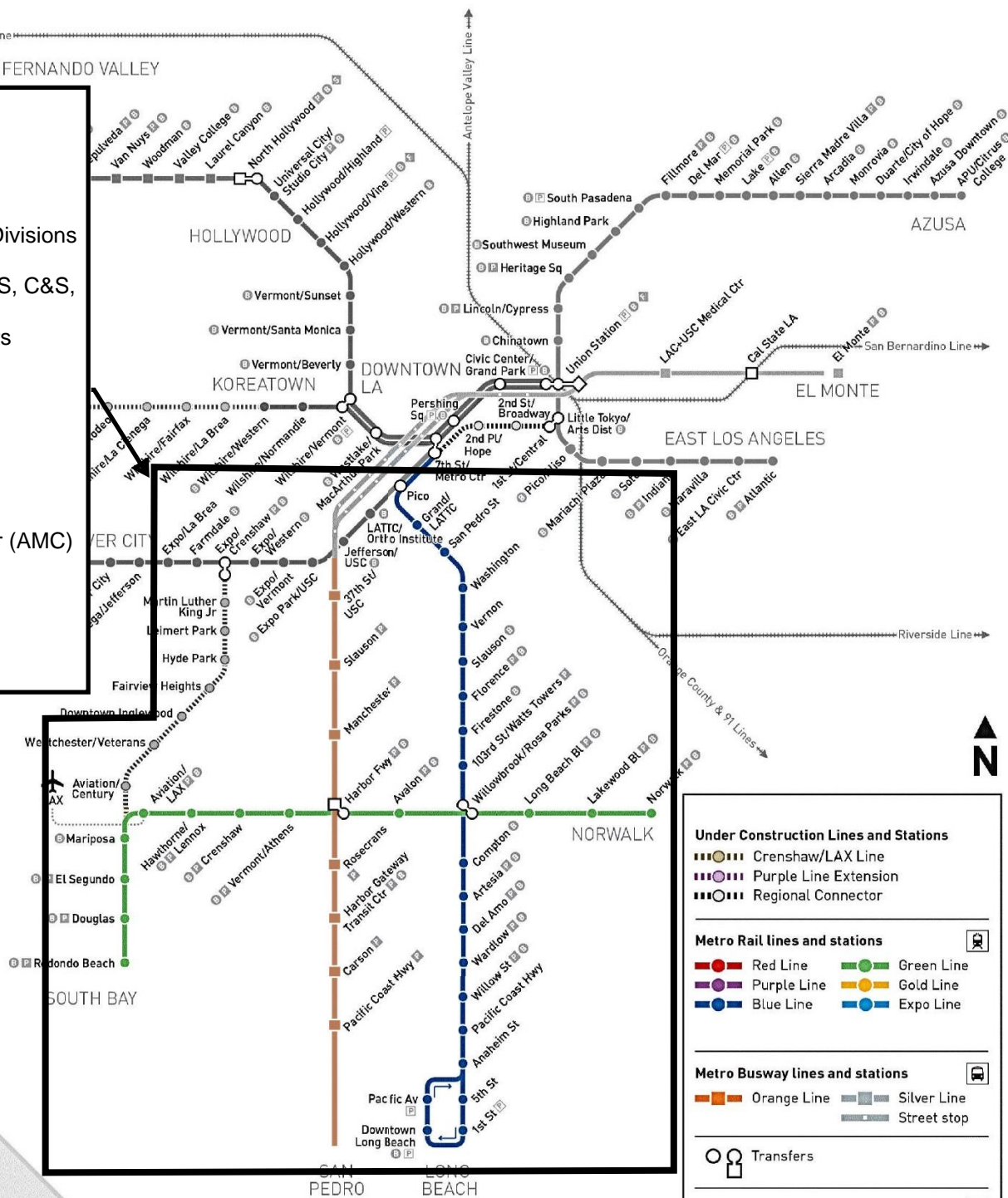
### Region 3

#### Existing

Blue Line  
Green Line  
Seven (7) Bus & Rail Divisions  
(17) Caltrans P&R Lots  
Blue & Green Line TPSS, C&S,  
& TCCB  
Three (3) MGL P&R Lots  
Six (6) MBL P&R Lots  
Five (5) Terminals  
Four (4) Locations

#### Future

Crenshaw/LAX Line  
Rail to Rail Corridor  
Airport Metro Connector (AMC)



#### Under Construction Lines and Stations

- Crenshaw/LAX Line
- Purple Line Extension
- Regional Connector

#### Metro Rail lines and stations

- Red Line
- Purple Line
- Blue Line
- Green Line
- Gold Line
- Expo Line

#### Metro Busway lines and stations

- Orange Line
- Silver Line
- Street stop

#### Transfers

#### Regional Rail

- Metrolink & Amtrak

#### Airport Shuttle

- LAX Shuttle (free)
- LAX FlyAway
- BUR SuperShuttle (free)

#### Parking

- Free
- Paid
- Bike

MAR 2016

Subject to Change



Metro

# Items 25, 26 & 27

## Approve Contract Awards Regions 1 Through 3

*Item 25: Trash & Overgrown Vegetation Removal*

*Item 26: Landscape & Irrigation Maintenance*

*Item 27: Graffiti Abatement*

# Existing & New Improved Maintenance Contracts

## Existing 4 Regions, Combined Services Contracts

- On September 17, 2015, Metro Board of Directors awarded **four (4) contracts**, one per region:
  - ✓ **Regions 1 & 3: Woods Maintenance Services, Inc. (Woods)**
  - ✓ **Regions 2 & 4: Parkwood Landscape Maintenance, Inc. (Parkwood)**
- **Graffiti Abatement, landscape & irrigation maintenance and trash & overgrown vegetation removal services are combined under one contract per region**
- **The existing four (4) regions contracts expire on June 30, 2021**
- **Woods, Parkwood and their subcontractors are in good standing with Metro's established SBE & DVBE goals**

## New 3 Regions, Service Specific Contracts

- **Metro's service area has been restructured and split into three (3) regions**
- **Maintenance to be provided through service specific contracts**

# Existing & New Improved Maintenance Contracts

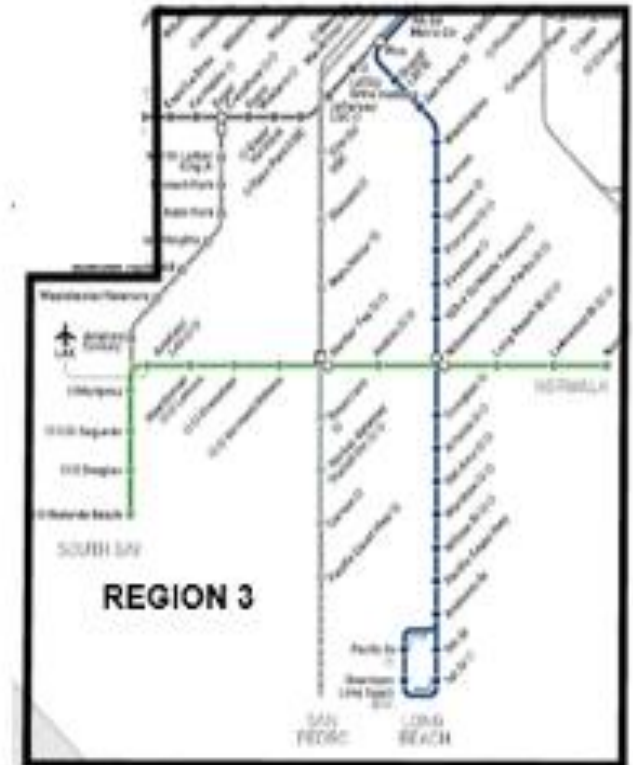
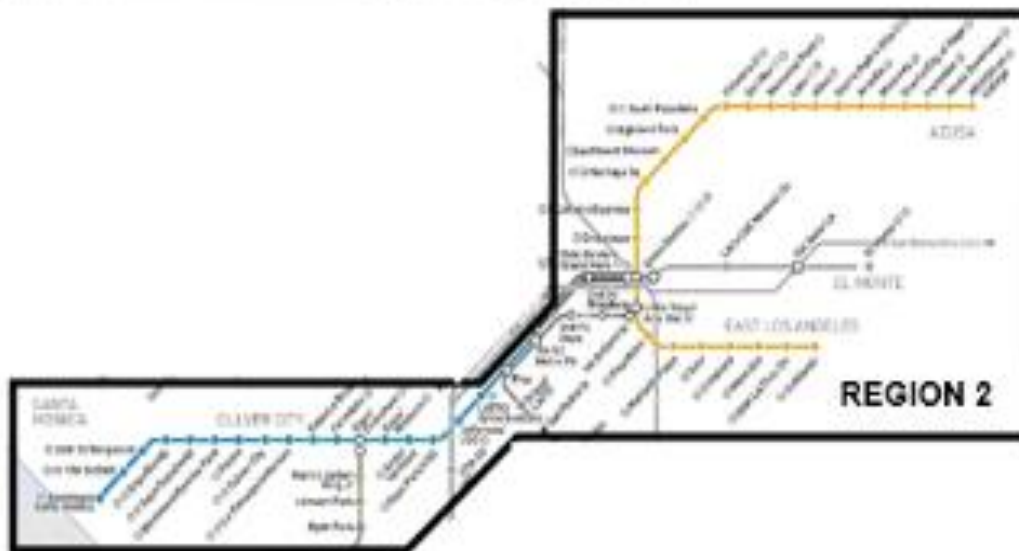
## Existing 4 Regions - Combined Services Contracts

Region 1	Region 2	Region 3	Region 4
Graffiti Abatement	Graffiti Abatement	Graffiti Abatement	Graffiti Abatement
Landscape & Irrigation	Landscape & Irrigation	Landscape & Irrigation	Landscape & Irrigation
Trash & Overgrown Vegetation Removal	Trash & Overgrown Vegetation Removal	Trash & Overgrown Vegetation Removal	Trash & Overgrown Vegetation Removal

## New 3 Regions - Service Specific Contracts

Region 1	Region 2	Region 3
Graffiti Abatement	Graffiti Abatement	Graffiti Abatement
Landscape & Irrigation	Landscape & Irrigation	Landscape & Irrigation
Trash & Overgrown Vegetation Removal	Trash & Overgrown Vegetation Removal	Trash & Overgrown Vegetation Removal

# New & Improved Service Specific Maintenance Contracts



# **New & Improved Service Specific Maintenance Contracts**

## **The Three (3) Regions Contracts offer**

- Moderately sized service areas, improving maintenance oversight and service delivery
- Enhanced service levels & staffing resources based on site specific needs and accessibility, in compliance with Metro's safety and operations requirements

## **Service specific Contracts ensure providing**

- Quality maintenance through a dedicated service specific experienced staff
- Streamlined processes monitoring applicable job classifications & wages while eliminating cross functional staffing issues
- Cost effective maintenance to be performed by experienced service specific prime and subcontractors, away from excessive general contracting fees



# New & Improved Service Specific Maintenance Contracts

Expanded opportunities for competition & small business participation

Existing 4 Regions Combined Services Contracts		New 3 Regions Service Specific Contracts	
SBE	DVBE	SBE	DVBE
22%	3%	24%	3%
Mandatory	Required with Evidence for GFE	Mandatory	
25%		27%	
Total of four (4) subcontractors		Total of six (6) subcontractors	
<ul style="list-style-type: none"> <li>✓ BJAG</li> <li>✓ Far East Landscape &amp; Maint.</li> <li>✓ BriteWorks</li> <li>✓ IECLT, Inc.</li> </ul>		<ul style="list-style-type: none"> <li>✓ BJAG</li> <li>✓ Far East Landscape &amp; Maint.</li> <li>✓ Briteworks</li> <li>✓ IECLT, Inc.</li> <li>✓ Bread &amp; Water LLC - New</li> <li>✓ ACME Manpower - New</li> </ul>	

# Procurement Actions

- Outreach event was conducted with approximately 26 participating firms
- Request for Proposal (RFP)
- Proposals may be submitted for one or more regions, in separate packages
- Metro may award contracts to one or more proposers:
  - ✓ Proposals that meet the requirements
  - ✓ Most advantageous to Metro
- **Evaluation Criteria:**

✓ Qualifications of the firm/team	15 Points
✓ Qualifications and experience of key personnel	20 Points
✓ Management plan/approach	35 Points
✓ Cost proposal	30 Points
- Technical evaluation overall scores reflect a clear difference among proposers, specifically for the Management Plan/Approach criteria



# Procurement Actions

Proposals received per the following:

Regions	Graffiti Abatement	Landscape & Irrigation	Trash & Overgrown Vegetation Removal
Region 1	Parkwood Urban Graffiti Woods	Far East Parkwood Woods	Urban Graffiti Parkwood Woods
Region 2	Parkwood Urban Graffiti Woods	Far East Parkwood Woods	Parkwood Woods
Region 3	Parkwood Urban Graffiti Woods	Far East Parkwood Woods	Parkwood Woods
Total proposals received per service Type	9	9	7

# Recommended Awards

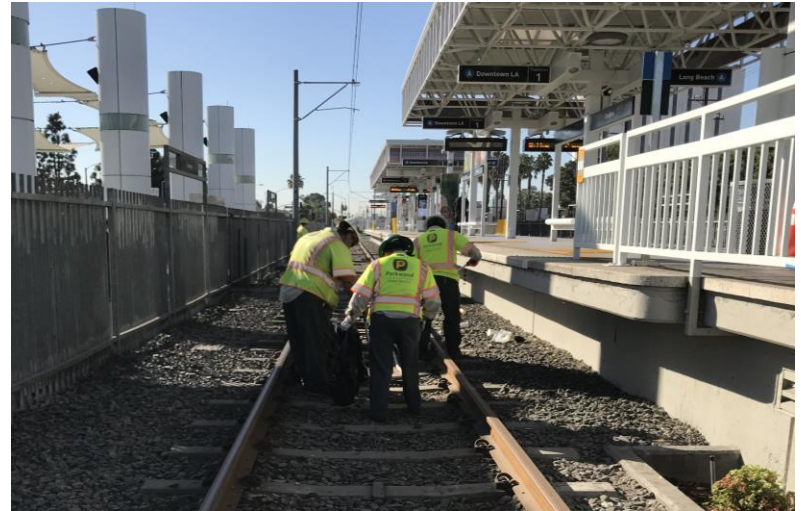
Recommended Awards	Graffiti Abatement	Landscape & Irrigation	Trash & Overgrown Vegetation Removal
Region 1	Woods	Parkwood	Woods
Region 2		Woods	
Region 3			

<u>Total Five (5) Year Value</u> Existing 4 Regions Combined Services Contracts	<u>Total Five (5) Year Value</u> New 3 Regions Service Specific Contracts
\$113,141,243.39	\$95,439,199
Cost Savings of ~16%, for a total of \$17.7 million	

# Highlights of Contracted Maintenance Services



**Woods**



**Parkwood**

