



**City of Santa Ana**  
**20 Civic Center Plaza, Santa Ana, CA 92701**  
**Staff Report**  
**May 21, 2024**

---

**TOPIC:** On-Call Chain Link Fencing Services Agreements

---

**AGENDA TITLE**

Amendments to Agreements with Quality Fence Co., Inc. and United Site Services of California, Inc. (General Fund and Non-General Fund)

**RECOMMENDED ACTION**

Authorize an amendment to agreements with Quality Fence Co., Inc. and United Site Services of California, Inc. for on-call chain link fencing services to increase the amount by \$894,500, for a revised aggregate amount not to exceed \$1,194,500 for the remainder of the current term expiring May 16, 2025, including two one-year extensions (Agreement No. A-2024-XXX).

**GOVERNMENT CODE §84308 APPLIES:** Yes

**DISCUSSION**

The Purchasing Division establishes an annual blanket order contract (BOC) list consisting of vendors that provide services required by various departments on a consistent basis. Historically, chain link fencing services were used by various Departments throughout the City to provide security, containment, and preventing unauthorized access of construction projects and City property. An aggregate BOC with Quality Fence Co., Inc. and United Site Services of California, Inc. was established and approved by City Council on September 20, 2016 for On-Call citywide temporary chain-link fencing services. The BOC was subsequently amended on July 5, 2017, September 3, 2019, and May 17, 2022 for an annual aggregate amount not to exceed \$285,400 and will be expiring May 31, 2024.

During the term of these BOCs, the Public Works Agency (PWA)'s Engineering Services Division determined a need for additional resources, and solicited proposals for chain-link fencing services through a Request for Proposals (RFP 21-123) that included federally required provisions. However, due to minimal vendor participation, this competitive process resulted in awarding aggregate agreements to Quality Fence Co., Inc. and United Site Services of California, Inc. for a three-year period from May 17, 2022 to May 16, 2025, with provisions for two one-year extensions for on-call chain link fencing services for a total shared aggregate amount not to exceed \$300,000, including all extension periods. These agreements were intended for PWA Engineering

Services Division to provide temporary fencing for construction projects and lots acquired for future street improvements.

The City currently owns and is responsible for maintaining a number of vacant lots associated with capital enhancement projects and right-of-way acquisitions. All of the vacant lots are monitored for readiness of disposition and activation dependent on the project segment and phase – consistent with the allowable zoning utility, conformance with the City’s Municipal Code, and fulfillment of the California Surplus Lands Act (SLA) requirements. Additionally, PWA’s Construction Services section has the necessity for as-needed project fencing associated with the City’s National Pollutant Discharge Elimination System (NPDES) for critical task orders. Amending this contract will give PWA the ability to respond to channel fencing and address other right-of-way areas vulnerable to encampments.

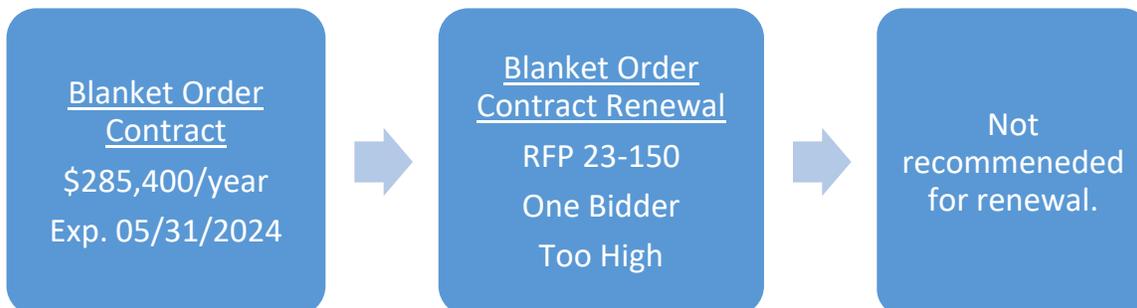
The initial agreement amount of \$300,000 is associated to existing projects and does not allow contract capacity for other PWA Divisions nor other agencies such as the Parks, Recreation, Community Services Agency (PRCS) and Community Development Agency (CDA) to utilize.

Because the Citywide BOCs offered lower contract rates than those procured by PWA with federal requirements, the City’s Purchasing Division issued an Invitation for Bids (IFB) No. 23-150 for chain-link fence rental services on January 2, 2024 on the City’s online bid management and publication system in an attempt to obtain the most competitive pricing available for the Public Works Agency. A summary of vendor participation and results is as follows:

117	Vendors notified
8	Santa Ana vendors notified
21	Vendors downloaded the bid packet
1	Bid received
0	Bids received from Santa Ana vendors

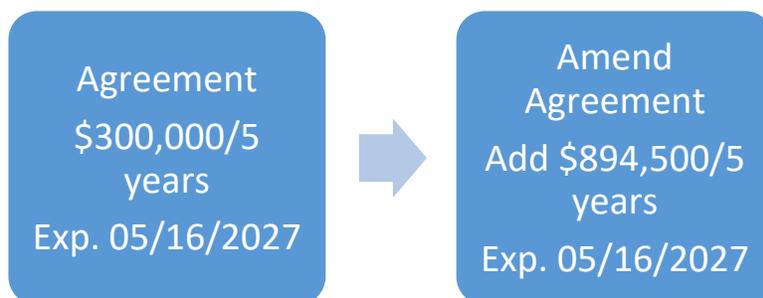
Bids were solicited, opened on February 6, 2024, and evaluated. Only one bid was received from United Site Services of California, Inc. The sole bid submitted by United Site Services of California, Inc. offered significantly higher rates than those included in the existing federally compliant Engineering Division agreements with United Site Services of California, Inc. To leverage the better pricing and to streamline and consolidate contracts for the same services with the contracted vendors, a new contract will not be recommended for award with United Site Services of California, Inc. as a result of IFB 23-150.

Fencing Services  
Financial Services - Blanket Order Contract



Instead, staff recommends amending the current CIP On-Call chain link fencing aggregate agreements with Quality Fence Co., Inc. and United Services of California, Inc. to increase compensation by \$894,500 for a total aggregate amount not to exceed \$1,194,500. The increase in compensation includes all extension periods, if exercised, and varies per fiscal year as outlined in the fiscal impact section of this report. This amendment will also ensure sufficient resources are available for all using Divisions within PWA as well as PRCS and CDA. (Exhibits 1 and 2)

Fencing Services  
Public Works Agency



**FISCAL IMPACT**

Funds are budgeted and available for expenditure in the current fiscal year (FY) 2023-24 and will be budgeted in future fiscal years for City Council consideration, including the extension options. Funding for ROW Management will be included in the FY 2024-25 CIP budget process, which will in turn, allocate additional funding to Project 24-6900 for the below anticipated spending plan. Any unused funds from one FY may be carried forward for expenditure within the allowable contract term.

The following table summarizes anticipated expenditures by fiscal year:

On-Call Chain Link Fencing Services Agreements

May 21, 2024

Page 4

<b>Fiscal Year</b>	<b>Accounting Unit-Account No.</b>	<b>Fund Description</b>	<b>Accounting Unit, Account Description</b>	<b>Amount</b>
2023-24	01117651-62320	General Fund	Park Maintenance Serv Enhcment, Maintenance & Repair Buildings & Ground	\$5,000
	01113230-62300	General Fund	PRCSA-Recreation & Comm. Svc, Contract Services-Professional	\$1,250
	05917660-66220 (18-6901)	Select Street Construction	Select Street Construction, Improvements Other Than Buildings	\$30,000
	06817640-62300	Sanitation Fund	Pub Wks-Environment/Sanitation, Contract Services-Professional	\$1,250
	07417655-62320	Civic Center Maintenance	Civic Center Maintenance, Maintenance & Repair Buildings & Grounds	\$1,250
	67018843-62300	COSA RDA	COSA RDA Admin, Contract Services-Professional	\$300
2024-25	01117651-62320	General Fund	Park Maintenance Serv Enhcment, Maintenance & Repair Buildings & Ground	\$35,000
	01113230-62300	General Fund	PRCSA-Recreation & Comm. Svc, Contract Services-Professional	\$8,750
	03217662-66220 (24-6900)	Measure M-Street Construction	Measure M2 Local Fairshare, Improvements Other Than Building	\$150,000
	05717640-62300	Fed Clean Water Protection Enterprise	Fed Clean Water Protection Enterprise, Contract Services-Professional	\$100,000
	06817640-62300	Sanitation Fund	Pub Wks-Environment/Sanitation,	\$8,750

On-Call Chain Link Fencing Services Agreements

May 21, 2024

Page 5

<b>Fiscal Year</b>	<b>Accounting Unit-Account No.</b>	<b>Fund Description</b>	<b>Accounting Unit, Account Description</b>	<b>Amount</b>
			Contract Services-Professional	
	07417655-62320	Civic Center Maintenance	Civic Center Maintenance, Maintenance & Repair Buildings & Grounds	\$8,750
	67018843-62300	COSA RDA	COSA RDA Admin, Contract Services-Professional	\$1,200
	99217950-66220 (14-6802)	Tran Sys Imp Aut Area B	TSIA Area Fee, Improvements Other Than Building	\$50,000
<b>Optional Extensions</b>				
2025-26 through 2026-27	01117651-62320	General Fund	Park Maintenance Serv Enhcment, Maintenance & Repair Buildings & Ground	\$80,000
	01113230-62300	General Fund	PRCSA-Recreation & Comm. Svc, Contract Services-Professional	\$20,000
	03217662-66220 (24-6900)	Measure M-Street Construction	Measure M2 Local Fairshare, Improvements Other Than Building	\$250,000
	05717640-62300	Fed Clean Water Protection Enterprise	Fed Clean Water Protection Enterprise, Contract Services-Professional	\$100,000
	06817640-62300	Sanitation Fund	Pub Wks-Environment/Sanitation, Contract Services-Professional	\$20,000
	07417655-62320	Civic Center Maintenance	Civic Center Maintenance, Maintenance & Repair Buildings & Grounds	\$20,000
	67018843-62300	COSA RDA	COSA RDA Admin, Contract Services-Professional	\$3,000
<b>TOTAL:</b>				<b>\$894,500</b>

Prior to utilizing the on-call services for any future task orders *without* accounts identified above, City staff must receive Finance and Management Services Agency approval of project activities to be used to ensure funds are available and under the shared \$894,500 aggregate total. Upon successful completion of the fiscal review, a corresponding Notice to Proceed containing the specific scope and maximum expenditure for the task order will be issued.

**EXHIBIT(S)**

1. Agreement Amendment – Quality Fence Co., Inc.
2. Agreement Amendment – United Site Services of California, Inc.

Submitted By: Nabil Saba, P.E., Executive Director – Public Works Agency

Approved By: Alvaro Nuñez, Acting City Manager