



City of Santa Ana
20 Civic Center Plaza, Santa Ana, CA 92701
Staff Report
April 18, 2023

TOPIC: Agreements for On Call Installation, Maintenance, and Repair Services for Fencing and Gates

AGENDA TITLE

Approve Agreements with Hillsborough Fence Company, J & A Engineering Corporation, and Quality Fence Co. Inc., for a Total Amount Not to Exceed \$3,000,000, for up to a Five-Year Term for As-Needed Installation, Maintenance, and Repair for Fencing and Gate Services (Non-General Fund)

RECOMMENDED ACTION

Authorize the City Manager to execute agreements with Hillsborough Fence Company, J & A Engineering Corporation, and Quality Fence Co. Inc. to provide on-call installation, maintenance, and repair for fencing and gates, for a shared aggregate amount not to exceed \$3,000,000 for a three-year term beginning April 18, 2023 and expiring April 18, 2026, with provisions for two, one-year extensions, subject to non-substantive changes approved by the City Manager and City Attorney.

DISCUSSION

The City occasionally requires the services of independent contractors to assist with the installation, maintenance, and repair services for fencing and gates. These services may include labor, materials, and equipment to install new chain link fencing, new security ornamental iron fencing, swinging and motorized chain link and iron gates and/or the removal of existing fencing, and maintenance and repair of existing fencing and gate systems throughout the City of Santa Ana on an as-needed basis.

On February 15, 2023, the Public Works Agency issued a Request for Proposals (RFP) for on-call installation, maintenance, and repair services for fencing and gates via the City's Planet Bids website (Exhibit 1). A total of 1,462 vendors were notified of the RFP and 31 downloaded the proposal files. Three proposals were received and evaluated by a selection committee based on the criteria outlined in the RFP. Listed below are the responding firms with qualifying proposal scores:

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Firm	City	Rank
Hillsborough Fence Company	La Mirada, CA	1
Quality Fence Co Inc.	Paramount, CA	2
J&A Fence Engineering Corp.	Azusa, CA	3

Staff recommends awarding on-call agreements to all three top-ranked firms: Hillsborough Fence Company, J & A Fence Engineering Corporation, and Quality Fence Co., Inc. to perform on-call installation, maintenance, and repairs. These highly-ranked firms demonstrated they have the experience, staff, equipment, and financial security to provide a rapid response to the City's fencing and gate needs. The firms' rates are reasonable and within industry standards, the teams' qualifications are appropriate, and the proposals were determined to provide the best value for the City.

FISCAL IMPACT

There is no fiscal impact at this time. The Public Works Agency will follow the established on-call services process during the FY 2022-2025 contractual term for requesting necessary fiscal review and authorization. Prior to utilizing the on-call services for any of these future task orders, Public Works Agency staff must receive Finance and Management Services Agency approval of funding and project activities to be used to ensure funds are available under the shared \$3,000,000 aggregate for any projects using local or discretionary funds. Upon successful completion of the fiscal review, a corresponding Notice to Proceed to contain the specific scope and maximum expenditure for the task order will be issued.

EXHIBIT(S)

1. Agreement with Hillsborough Fence Company
2. Agreement with J & A Engineering Corporation
3. Agreement with Quality Fence Co., Inc.

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

Approved By: Kristine Ridge, City Manager