



Agenda Item

City Council

Item #: 3.4.

6/24/2025

File #: 25-0330

TO: Honorable Mayor and Members of the City Council

THRU: Tom Kisela, City Manager

FROM: Christopher Cash, Public Works Director

1. SUBJECT

Agreement with Nieves Landscape, LLC. for landscape maintenance services for City properties, right-of-way, and assessment districts.

2. SUMMARY

A five-year agreement with Nieves Landscape, LLC to provide landscape maintenance services for City properties, right-of-way, and assessment districts. The total amount of the agreement is \$4,399,957 with an initial annual amount of \$860,301 which includes a 10% contingency. This total amount includes a fixed annual consumer price index adjustment of 2.5% for portions of the agreement. The agreement also includes a potential five-year extension which would be brought before City Council, if merited by Nieves Landscape, LLC.

3. RECOMMENDED ACTION

Approve the agreement with Nieves Landscape, LLC. in the amount of \$4,399,957 for landscape maintenance services; and authorize the Mayor and City Clerk to execute on behalf of the City.

4. FISCAL IMPACT

The expense for this agreement is \$860,301 (initial annual amount plus a 10% contingency) and will be funded through General Fund (100), Traffic Improvement-Measure M2 (263), Landscape Districts (291, 293, and 294), Old Towne Parking Facility (540), and Water (600), respectively:

100.5025.51431.00000	Landscape Maintenance - City Property	\$204,070
263.5021.51431.00000	Landscape Maintenance - City Property	\$92,939
291.5025.51431.00000	Landscape Maintenance - City Property	\$398,152
293.5025.51431.00000	Landscape Maintenance - City Property	\$20,439
294.5025.51431.00000	Landscape Maintenance - City Property	\$57,613
540.5025.51431.00000	Landscape Maintenance - City Property	\$15,062
600.5025.51431.00000	Landscape Maintenance - City Property	\$72,026

This agreement is for five years totaling \$4,399,957 including contingency, payable in annual installments. FY26 and future installments will be requested in conjunction with the annual operating

budget.

5. STRATEGIC PLAN GOALS

Goal 2: Enhance Economic Development and Achieve Fiscal Sustainability

Goal 5: Improve Infrastructure, Mobility, and Technology

6. DISCUSSION AND BACKGROUND

The City's current landscape maintenance contract expires at the end of June 2025. In anticipation of this, staff issued an RFP to ensure the continuity of service and maintain competitive pricing. On April 10 and April 17, 2025, the Public Works Department issued a Request for Proposals (RFP 24-25.18) for citywide landscape maintenance services (not including parks). Proposals were due on May 8, 2025, and seven proposals were received.

Each proposal was evaluated based on several key criteria: the firm's experience and qualifications, capacity for timely performance, availability of personnel, client references, and overall pricing. Attachment 1-Proposal Abstract Summary provides a summary of the proposal evaluations.

Following a comprehensive review, Nieves Landscape, LLC received the highest overall score of 93 out of 100. Nieves is the City's current landscape maintenance provider and has consistently demonstrated strong performance over several years of service. The firm's proposal highlighted the strength of its team, including their licenses, certifications, education, and extensive experience in municipal landscaping work. Nieves also provided detailed staffing plans and scheduling flexibility to meet City service requirements. Staff verified the firm's qualifications and customer service reputation through reference checks with other public agencies. The feedback was uniformly positive, confirming the firm's reliability, quality of work, and responsiveness.

Nieves submitted a five-year cost proposal totaling \$3,999,961, the second lowest among all proposals received. Notably, this new proposal reflects only a 2.5% increase from the City's current contract with Nieves, despite inflation and rising labor and material costs. The proposal is considered competitive and cost-effective when weighed against the scope of work and the evaluation criteria. Staff recommends including a 10% contingency of \$399,996 to address unforeseen repairs and replenish existing landscaping as needed, bringing the total not-to-exceed contract amount to \$4,399,957.

The agreement also reflects adjustments to service frequencies to match the budget cuts from Fiscal Year 2025. The initial annual base cost is \$782,092. With the 10% contingency (\$78,209), the total first-year cost is \$860,301. Annual contract costs will increase by a fixed 2.5% Consumer Price Index (CPI) escalator in subsequent years, except in designated assessment districts. A cost breakdown for the full term of the agreement is provided below:

Fiscal Year	Base Cost	Contingency (10%)	Amount
2025-26	\$782,092	\$78,209	\$860,301
2026-27	\$790,821	\$79,082	\$869,903
2027-28	\$799,768	\$79,977	\$879,745
2028-29	\$808,940	\$80,894	\$889,834
2029-30	\$818,340	\$81,834	\$900,174
Total	\$3,999,961	\$399,996	\$4,399,957

Funding for subsequent years is contingent on City Council approval of the annual operating budget through Fiscal Year 2029-2030. Should funding not be appropriated in any given year, the agreement includes provisions for termination with proper notice.

Based on their qualifications, competitive pricing, minimal cost increase over the existing contract, positive service history with the City, and favorable references, staff recommends awarding the five-year agreement to Nieves Landscape, LLC.

7. ATTACHMENTS

- Proposal Abstract Summary
- Agreement with Nieves Landscape, LLC.