



# City of San Antonio

## Agenda Memorandum

**File Number:**

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**Agenda Item Number:** 9

**Agenda Date:** August 8, 2024

**In Control:** City Council A Session

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**DEPARTMENT:** Finance Department

**DEPARTMENT HEAD:** Troy Elliott

**COUNCIL DISTRICTS IMPACTED:** Citywide

**SUBJECT:**

FY24 Landscaping Equipment

**SUMMARY:**

This ordinance authorizes contracts with Ariens Company for \$39,602.16, DeWinne Equipment Company for \$45,687.00, Ewald Kubota, Inc. for \$744,449.16, HCOP, LLC for \$67,549.00, and Tellus Equipment Solutions, LLC for \$28,800.00 for Landscaping Equipment for the Aviation, Parks & Recreation, Public Works, and Solid Waste Management Departments for a total cost of \$926,087.32. Funding is available in the amount of \$279,905.98 from the Equipment Renewal & Replacement Fund FY 2024 Adopted Budget, \$307,647.58 from the Airport Operating & Maintenance Fund FY 2024 Adopted Budget, \$309,733.76 from the Stormwater Operating Fund FY 2024 Adopted Budget, and \$28,800 from the San Antonio River Authority Watershed Wise Rebate Program.

**BACKGROUND INFORMATION:**

Submitted for City Council consideration and action are proposals submitted by Ariens Company, DeWinne Equipment Company, Ewald Kubota, Inc., HCOP, LLC and Tellus Equipment Solutions, LLC to provide landscaping equipment. The equipment will be utilized by the Aviation,

Parks & Recreation, Public Works, and Solid Waste Management Departments which are necessary for mowing easements, park lands, stormwater drainage areas, and other greenspaces around City facilities.

The Aviation Department will receive five equipment replacements. The Parks & Recreation Department will receive two equipment replacements and one fleet addition. The fleet addition will be procured utilizing rebate funds that were received by Parks & Recreation Department from the San Antonio River Authority Watershed Wise Rebate Program. This funding source will be used to purchase the compact tractor and accessories bid on Item 2. The Public Works Department will receive nine equipment replacements and three fleet additions. The Solid Waste Management Department will receive two equipment replacements.

The City issued an Invitation for Bid (IFB) for “FY24 Landscaping Equipment” (IFB, 6100017970) on April 12, 2024, with a submission deadline of May 1, 2024. The IFB was advertised in the HartBeat, TVSA channel, the City’s Bidding & Contracting Opportunities website, the San Antonio e-Procurement System and an email notification was released to a list of potential bidders. Six bids were received, and all six bids were deemed responsive for evaluation. The lowest bidders for Item 1 and Item 5 submitted by Tellus Equipment Solutions, LLC, Item 4A submitted by HCOP, LLC and Item 7 submitted by Top Gunn Equipment Rentals, Inc. were deemed non-responsive for failing to meet the published specifications.

The initial term of the agreement will be for the period upon award by City Council and will terminate upon delivery of all goods ordered.

#### **ISSUE:**

These contracts will provide two 4x4 Utility Tractors 115 HP min 9,400 lbs. with the last day to order these Tractors without missing the manufacture’s cutoff date is January 1, 2025, one Compact Tractor with Accessories with the last day to order is August 31, 2024, one 72 Inch Diesel Zero Turn Mower liquid cooled with sun canopy with the last day to order date is September 1, 2024, three 60-inch Zero Turn Gas Mower with the last day to order is December 31, 2024, eight 7 ft. Shredder Mower Deck with the last day to order is January 1, 2025, two 15 ft. Batwing Rotary Cutter with the last day to order is January 1, 2025, one Zero Turn Mower with 144” Batwing mower with 6 extra blades with the last day to order is not applicable, one 4x4 Utility Tractor minimum 110 HP, min 12,500 lbs. with the last day to order is January 1, 2025, two Brush Clearing - Tracked Skid Loader with the last day to order is August 31, 2024, and one Zero Turn Mower with 104” Batwing mower with 6 extra blades with the last day to order is September 1, 2024.

Lead time for the landscaping equipment ranges from 30 - 90 calendar days to be delivered in 2024. The minimum warranty for all items is 1 year. The life cycles of these items range from 60 to 120 months.

Electric alternatives available for the 70” and 60” zero turn mowers were simultaneously bid. No bids were received for the electric 70” zero turn mower. The lowest bid received for the electric 60” zero turn mower would cost 72% more than the lowest gasoline option and exceeds the available budget.

This is landscaping equipment and has no classification under the Federal Highway Administration. Equipment is exempt from Texas registration as power mowers and is prohibited from being driven on interstates and highways.

The Small Business Economic Development Advocacy (SBEDA) Ordinance requirements were waived due to the lack of small, minority, and/or women businesses available to provide these goods and services.

For Item(s) 1, 2, 5, 6, 7, 8, and 9: There were no bids submitted from local bidders for this contract; therefore, the Local Preference Program was not applied.

For Item 3.A: The recommended award is to the lowest responsive bidder, who is also a local business; therefore, application of the Local Preference Program was not required.

For Item 4.A: In accordance with the Local Preference Program, no local preference was applied since the local bidder is not within 3% or 5% of the recommended lowest non-local bidder.

For Item 10: This recommended award is in accordance with the Local Preference Program and will result in an additional cost to the City of \$375.96 for this one-time contract. DeWinne Equipment Company, the recommended local bidder, submitted a bid of \$27,417 and is within 3% of Top Gunn Equipment Rentals, Inc., the lowest non-local bidder, who submitted a bid of \$27,041.04.

The Veteran-Owned Small Business Preference Program does not apply to goods and supplies or non-professional services contracts, so no preference was applied to this contract.

## **ALTERNATIVES:**

Should these contracts not be approved, the using departments would need to rent equipment, but this is not a long-term solution. The current landscaping equipment is scheduled for replacement and have met the requirements for replacement and are no longer economically reasonable to repair.

## **FISCAL IMPACT:**

This ordinance authorizes contracts with Ariens Company for \$39,602.16, DeWinne Equipment Company for \$45,687.00, Ewald Kubota, Inc. for \$744,449.16, HCOP, LLC for \$67,549.00, and Tellus Equipment Solutions, LLC for \$28,800.00 for Landscaping Equipment for the Aviation, Parks & Recreation, Public Works, and Solid Waste Management Departments for a total cost of \$926,087.32. Funding is available in the amount of \$279,905.98 from the Equipment Renewal &

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**RECOMMENDATION:**

Staff recommends approval of this ordinance.

This contract was procured on the basis of low bid and a Contracts Disclosure Form is not required.