



City of San Antonio

Agenda Memorandum

File Number:

Agenda Item Number: 4

Agenda Date: April 11, 2024

In Control: City Council A Session

DEPARTMENT: Finance Department

DEPARTMENT HEAD: Troy Elliott

COUNCIL DISTRICTS IMPACTED: Citywide

SUBJECT:

Annual Contract Barricade Rental Services - Citywide

SUMMARY:

This ordinance authorizes a contract with Flasher Limited dba Flasher Equipment Company, to provide the City with barricade rental services for construction projects and processions or special events for an estimated cost of \$826,586 annually and an estimated total cost of \$4,132,930 over the contract term. Funding for this contract in the amount of \$649,000 is available from the FY 2024 Adopted Budget within the General Fund, Right of Way Management Fund, Storm Water Operating Fund, Parking Operating & Maintenance Fund, Market Square Fund, and Convention & Visitor Facilities Fund. Funding for future years is contingent upon City Council approval of the annual budget.

BACKGROUND INFORMATION:

Submitted for City Council consideration and action is a proposal submitted by Flasher Limited dba Flasher Equipment Company to provide the City with barricade rental services for construction projects and processions or special events. These services are required to create a barrier and deter passage into hazardous areas, and to control or block passage or force the flow of traffic in the

desired direction.

The City issued a Request for Competitive Sealed Proposals (RFCSP) for “Annual Contract Barricade Rental Services - Citywide” (RFCSP 24-007, 6100017347) on September 22, 2023, with a submission deadline of November 29, 2023. The RFCSP 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 Respondents. Two (2) proposals were received and deemed eligible for review. Flasher Limited dba Flasher Equipment Company is recommended for contract award based on the City’s standard RFCSP evaluation process.

The evaluation committee met on January 30, 2024, to evaluate the proposals. The evaluation committee consisted of representatives from City Manager’s Office, Public Works Department, Center City Development and Operations Department, San Antonio Police Department, and Convention and Sports Facilities Department. The Finance Department, Procurement Division assisted by ensuring compliance with City procurement policies and procedures. The proposals were evaluated based on the firms’ experience, background, qualifications, proposed plan, price, and the Small Business Economic Development Advocacy (SBEDA) program. Additional categories of consideration included references and financial qualifications.

The evaluation of each proposal was based on a total of 100 points: 35 points were allotted for experience, background, qualifications; 25 points were allotted for proposed plan; 20 points were allotted for respondent’s price schedule; and 20 preference points were allotted for the SBEDA Program. Individual scores were submitted, and aggregate scores were presented. After a recommendation for award was agreed upon by the evaluation committee, pricing and SBEDA scores were revealed. Flasher Limited dba Flasher Equipment Company was recommended for award by the evaluation committee.

The initial term of the agreement will begin upon award through December 31, 2027. Two additional one-year renewals at the City’s option will also be authorized by this ordinance.

ISSUE:

This contract will provide the City with barricades for construction projects to create a barrier and deter passage into hazardous areas. Barricades will also be utilized for processions or special events to control or block passage or force the flow of traffic in the desired direction.

This contract will be awarded in compliance with the Small Business Economic Development Advocacy (SBEDA) Program. The Goal Setting Committee applied the Small Business Enterprise (SBE) Prime Contract Program with ten (10) evaluation preference points, the Minority/ Women-Owned Business Enterprise (MWBE) Prime Contract Program with ten (10) evaluation preference points, and twenty-eight percent (28%) Small Business Enterprise (SBE) subcontracting goal. Flasher Limited dba Flasher Equipment Company was eligible to receive ten (10) evaluation SBE preference points and has committed to twenty-eight percent (28%) SBE subcontractor participation.

This award is an exception to the Local Preference Program.

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

This vendor has acknowledged to comply with the Heat Illness Prevention ordinance, approved on August 31, 2023 through Ordinance #2023-08-31-0585.

ALTERNATIVES:

Should this contract not be approved, it would create significant safety issues for the general public and the associated construction, procession, and/or special events. In addition, various City departments would be required to process individual procurements on an as-needed basis to provide the required barricades which will lead to an increased cost to the City.

FISCAL IMPACT:

This ordinance will approve a contract with Flasher Limited dba Flasher Equipment Company, to provide the City with barricades rental service for construction projects and processions or special events for an estimated cost of \$826,586 annually and an estimated total cost of \$4,132,930 over the contract term. Funding for this contract in the amount of \$649,000 is available from the FY 2024 Adopted Budget in the following funds:

- \$193,500 from the General Fund,
- \$25,000 from the Right of Way Management Fund
- \$5,000 from the Storm Water Operating Fund
- \$5,000 from the Parking Operating & Maintenance Fund
- \$6,000 from the Market Square Fund, and
- \$414,500 Convention & Visitor Facilities Fund

Funding for future years is contingent upon City Council approval of the annual budget.

RECOMMENDATION:

Staff recommends approval of an ordinance for acceptance of a contract with Flasher Limited dba Flasher Equipment Company, to provide the City with barricades rental services for construction projects and processions or special events for an estimated cost of \$826,586 annually.

This contract was procured by means of a Request for Competitive Sealed Proposal and a Contracts Disclosure Form is required.