

<b>REQUEST FOR COUNCIL ACTION</b> CITY OF SAN DIEGO	CERTIFICATE NUMBER (FOR COMPTROLLER'S USE ONLY) 4500017957
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TO: CITY COUNCIL	FROM (ORIGINATING DEPARTMENT): Park and Recreation	DATE: 12/08/2010
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SUBJECT: Landscape Contract with Cielo Azul, Inc. d.b.a. Blue Skies Landscape Maintenance, Inc. for Miramar Ranch North Maintenance Assessment District (Bid Number 9955-11-Q)

PRIMARY CONTACT (NAME, PHONE): Andrew Field, (619) 533-6724 MS 804A	SECONDARY CONTACT (NAME, PHONE): Rosa Lopez, (619) 533-6736 MS 804A
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**COMPLETE FOR ACCOUNTING PURPOSES**

FUND	200047				
DEPT / FUNCTIONAL AREA	OTHR-00000000-CL				
ORG / COST CENTER	1714151616				
OBJECT / GENERAL LEDGER ACCT	512134				
JOB / WBS OR INTERNAL ORDER					
C.I.P./CAPITAL PROJECT No.					
AMOUNT	\$479,392.00	0.00	0.00	0.00	0.00

FUND					
DEPT / FUNCTIONAL AREA					
ORG / COST CENTER					
OBJECT / GENERAL LEDGER ACCT					
JOB / WBS OR INTERNAL ORDER					
C.I.P./CAPITAL PROJECT No.					
AMOUNT	0.00	0.00	0.00	0.00	0.00

**COST SUMMARY (IF APPLICABLE):** FY 2011 \$479,392

FY 2012	\$755,042
FY 2013	\$792,795
FY 2014	\$800,000
FY 2015	\$800,000
FY 2016	\$277,478
<b>TOTAL</b>	<b>\$3,904,707</b>

**ROUTING AND APPROVALS**

CONTRIBUTORS/REVIEWERS:	APPROVING AUTHORITY	APPROVAL SIGNATURE	DATE SIGNED
Environmental Analysis	Financial Management	ORIG DEPT.	LoMedico, Stacey
Liaison Office	Comptroller	CFO	
Financial Management		DEPUTY CHIEF	
Comptroller		COO	
Equal Opportunity		CITY ATTORNEY	Wander, Adam

Contracting				
		COUNCIL PRESIDENTS OFFICE		
PREPARATION OF:	<input checked="" type="checkbox"/> RESOLUTIONS	<input type="checkbox"/> ORDINANCE(S)	<input type="checkbox"/> AGREEMENT(S)	<input type="checkbox"/> DEED(S)
<p>1. Authorizing the Mayor or his designee to award and execute, for and on behalf of the City, a phase-funded contract with Cielo Azul, Inc. d.b.a. Blue Skies Landscape Maintenance, Inc. for landscape maintenance services within the Miramar Ranch North Maintenance Assessment District (MAD), having an initial term of two years; and</p> <p>2. Authorizing the Mayor or his designee to exercise up to three one-year contract extension options with Cielo Azul, Inc. d.b.a. Blue Skies Landscape Maintenance, Inc., contingent upon adoption of the resolution authorizing the levy of assessments within the MAD and the Annual Budget Appropriation Ordinance for the applicable fiscal year, and provided that the Chief Financial Officer first furnishes one or more certificates that the funds necessary for expenditure are, or will be, on deposit in the City Treasury; and</p> <p>3. Authorizing the Chief Financial Officer to expend an amount not to exceed \$3,904,707 over five years (\$479,392 in Fiscal Year 2011, \$755,042 in Fiscal Year 2012, \$792,795 in Fiscal Year 2013, \$800,000 in Fiscal Year 2014, \$800,000 in Fiscal Year 2015, and \$277,478 in Fiscal Year 2016) from Fund No. 200047, Miramar Ranch North Maintenance Assessment District for the purpose of funding the above contract, contingent upon adoption of the resolution authorizing the levy of assessments within the MAD and the Annual Budget Appropriation Ordinance for the applicable fiscal year, and provided that the Chief Financial Officer first furnishes one or more certificates that the funds necessary for expenditure are, or will be, on deposit in the City Treasury.</p>				
<b>STAFF RECOMMENDATIONS:</b> Staff recommends the City Council authorize the Mayor, or his designee, to execute, for and on behalf of the City, a landscape maintenance contract with Blue Skies for landscape maintenance services related to maintenance activities in the Miramar Ranch North Maintenance Assessment District in an amount not to exceed \$3,904,707.				
<b>SPECIAL CONDITIONS (REFER TO A.R. 3.20 FOR INFORMATION ON COMPLETING THIS SECTION)</b>				
COUNCIL DISTRICT(S):	5			
COMMUNITY AREA(S):	Miramar Ranch North			
ENVIRONMENTAL IMPACT:	This project (contract for landscape maintenance services) is Categorically Exempt from the California Environmental Quality Act (CEQA) pursuant to Section 15301 ("Maintenance of Existing Facilities") of the State CEQA guidelines.			
CITY CLERK INSTRUCTIONS:	Please contact Rosa Lopez at (619) 533-6736 when the resolutions are available.			

**COUNCIL ACTION  
EXECUTIVE SUMMARY SHEET  
CITY OF SAN DIEGO**

DATE: 12/08/2010

ORIGINATING DEPARTMENT: Park and Recreation

SUBJECT: Landscape Contract with Cielo Azul, Inc. d.b.a. Blue Skies Landscape Maintenance, Inc. for Miramar Ranch North Maintenance Assessment District (Bid Number 9955-11-Q)

COUNCIL DISTRICT(S): 5

CONTACT/PHONE NUMBER: Andrew Field/(619) 533-6724 MS 804A

**DESCRIPTIVE SUMMARY OF ITEM:**

This action would authorize a landscape maintenance contract with Cielo Azul, Inc. d.b.a. Blue Skies Landscape Maintenance, Inc. (Blue Skies) for the purpose of providing landscape maintenance services to the Miramar Ranch North Maintenance Assessment District in an amount not to exceed \$3,904,707 over a period of five years (two-year initial term plus three one-year options to renew) beginning in Fiscal Year 2011 and ending in Fiscal Year 2016.

**STAFF RECOMMENDATION:**

Staff recommends the City Council authorize the Mayor, or his designee, to execute, for and on behalf of the City, a landscape maintenance contract with Blue Skies for landscape maintenance services related to maintenance activities in the Miramar Ranch North Maintenance Assessment District in an amount not to exceed \$3,904,707.

**EXECUTIVE SUMMARY OF ITEM BACKGROUND:**

The City of San Diego's Park and Recreation Department manages 49 Maintenance Assessment Districts (MADs) throughout the City of San Diego. These districts provide landscape and lighting maintenance to identified community focal areas. The Assessment Districts are authorized by the State of California and provided for in the Landscape and Lighting Act of 1972 (Part 2 of Division 15 of the California Streets and Highways Code), applicable provisions of Proposition 218 (Article XIID of the California Constitution), and provisions of the San Diego Municipal Code §65.201 et seq.

Under the provisions of these laws, the City may assess properties based on the amount of benefit each property will receive. To form a new district, the City ballots property owners. Each ballot is weighted based on the amount of maximum annual assessment for the parcel. If a majority of the ballots returned are in favor of forming an assessment district, the district may be formed by resolution of the City Council.

Miramar Ranch North Maintenance Assessment District was formed on November 23, 1987, to provide landscape maintenance services per Resolution R-269792. This district was reballoted for Proposition 218 compliance in on July 21, 1998, per Resolution R-290470 and reballoted again to authorize increased assessments on July 23, 2002, per Resolution R-296886. Each year, the City Council authorizes approval of levying assessments in each district, most recently on July 20, 2010, per Resolution R-306029.

Landscape activities and areas of maintenance in Miramar Ranch North Maintenance Assessment District include care and cleaning of street medians, parkway landscaping,

greenbelts, open space, mini-parks, sidewalk, curb and gutter, and landscaped slopes. Regular maintenance tasks include litter removal, sweeping, edging, trimming, mowing, and related functions; these tasks are identified categorically within the contract. Special planting projects and repairs are funded through the extraordinary labor allocation. Due to the size of the district (over 115 acres of manicured areas and 598 acres of undeveloped open space), staff estimates that maintenance activities require at least 14.5 workers daily, Monday through Friday or approximately 31,500 labor hours annually. Due to the anticipated cost of this maintenance work, this contract is eligible for Living Wage compliance in accordance with Municipal Code §22.4201 et seq.

The City issued a Request for Bids for the Miramar Ranch North Maintenance Assessment District Landscape Maintenance (Bid Number 9955-11-Q). The bid was posted on the City's website on June 2, 2010, and advertised on June 3, 2010. Staff conducted a pre-bid conference on June 15, 2010. Purchasing & Contracting Department mailed 34 bids and received 22 bids by the deadline of June 30, 2010. Staff analyzed bids and interviewed the lowest bid firms in accordance with Municipal Code §22.3001 et seq. Following a competitive selection and procurement process, the City selected Blue Skies as the lowest responsible bidder. Blue Skies began services on November 1, 2010.

The contract is phase funded, with authority granted for each phase contingent upon City Council approval of future appropriation ordinances and assessment levies. Since the term of the contract begins during the current fiscal year, the contract is divided into six separate phases that will span portions of six fiscal years and cumulatively a period not to exceed five years. This action will authorize the execution of the initial two-year term; authorize the execution of up to three one-year extensions; and authorize the expenditure of funds, contingent upon the City Council authorizing the levy of assessments within the district for each fiscal year of the contract and the City Council adopting the Appropriation Ordinance for each fiscal year of the contract.

As the contract with Blue Skies will exceed \$1,000,000 over the extent of the five-year period (including the initial two-year term and three subsequent one-year options to renew), this contract requires City Council approval in accordance with San Diego Municipal Code §22.3211(d). The City Attorney recently clarified (in Memorandum of Law No. ML-2009-20) that City Council approval is required before awarding contracts that will exceed \$1 million during the contract period. The prior contracts expired before Council approval could be obtained for the new contracts. In order to continue to provide services while Council approval is requested, the vendor was authorized to initiate the provision of services contingent on Council approval. If City Council does not approve the contracts, then the contract will be terminated and the services will be re-bid. In order to meet ongoing community needs, the services will not be terminated until the new procurement process is completed.

Based on the scope of regular services and extraordinary labor requests, Blue Skies bid \$719,088 annually, with provisions for annual adjustments for Living Wage Ordinance (LWO) compliance and inflationary increases tied to the San Diego-All Urban Consumer Price Index (CPI) at an amount not to exceed 5%. The bid amount includes extraordinary labor, which is a discretionary account used for special projects (such as replanting projects, repairs, irrigation upgrades, storm damage, subcontractor specialized work, and unexpected needs). The annual authorized amount

does not exceed \$800,000 as requested by the Miramar Ranch North Planning Committee. As a result of these factors, the total five-year cost is projected to be \$3,904,707, with the contract to exceed \$1 million during the initial two-year term (in Fiscal Year 2012). See Attachment 1 for a detailed cost spreadsheet. The following chart summarizes the annual cost for the contract:

Fiscal Year	Amount
FY 2011	\$479,392
FY 2012	\$755,042
FY 2013	\$792,795
FY 2014	\$800,000
FY 2015	\$800,000
FY 2016	\$277,478
TOTAL	\$3,904,707

#### FISCAL CONSIDERATIONS:

Funding in the amount of \$479,392 will be available from the Miramar Ranch North Maintenance Assessment District (Fund No. 200047) in Fiscal Year 2011 for the first phase. Additional funds for future phases will be available in future years contingent upon available reserves, approval to levy future annual assessments, and approval of the annual district budget and Appropriation Ordinance. This contract is solely funded by the Miramar Ranch North Maintenance Assessment District and does not impact the General Fund.

Cost estimates for future years include a cost indexing factor of a maximum of 5% annually based on changes to the CPI and LWO in accordance with contract specifications. Historically, the actual amount of the allowable cost indexing increase has generally been less than the 5% projection; however, the 5% basis is the most conservative approach. Any unspent funds will be returned to the district fund balance. The Miramar Ranch Planning Committee has advised City staff that the annual landscape contract amount should not exceed \$800,000. To comply with this goal, discretionary extra labor will be curtailed in Fiscal Years 2014 and 2015 to ensure costs are kept at or below \$800,000.

#### EQUAL OPPORTUNITY CONTRACTING INFORMATION (IF APPLICABLE):

This agreement is subject to the City's Equal Opportunity Contracting (San Diego Ordinance No. 18173, Section 22.2701 through 22.2708) and the City's Non-Discrimination in Contracting Ordinance (San Diego Municipal Code Sections 22.3501 through 22.3517).

#### PREVIOUS COUNCIL and/or COMMITTEE ACTION (describe any changes made to the item from what was presented at committee):

Miramar Ranch North Maintenance Assessment District was formed on November 23, 1987, to provide landscape maintenance services per Resolution R-269792. This district was reballoted for Proposition 218 compliance in on July 21, 1998, per Resolution R-290470 and reballoted again to authorize increased assessments on July 23, 2002, per Resolution R-296886. Each year, the City Council authorizes approval of levying assessments in each district, most recently on July 20, 2010, per Resolution R-306029.

This item will be heard by the Public Safety and Neighborhood Services Committee.

**COMMUNITY PARTICIPATION AND PUBLIC OUTREACH EFFORTS:**

The City's Purchasing & Contracting Department issued a Request for Bids for Miramar Ranch North Landscape Maintenance on June 3, 2010, and advertised in the San Diego Daily Transcript and on the City's website. The Miramar Ranch North Planning Committee (citizen advisory committee for the Miramar Ranch North Maintenance Assessment District) approved the selection of Blue Skies at its meeting on December 7, 2010, with the understanding that in no fiscal year would the total amount of landscape contract costs exceed \$800,000 annually, or \$4,000,000 over the five-year term of the contract.

**KEY STAKEHOLDERS AND PROJECTED IMPACTS:**

Key stakeholders in this process are the property owners that are assessed as part of the Maintenance Assessment Districts program. The Miramar Ranch North Planning Committee serves as the citizen advisory committee for the Miramar Ranch North Maintenance Assessment District in accordance with San Diego Municipal Code §65.0209 and §65.0210. The services identified in the Blue Skies contract are necessary in order to meet legal requirements and to provide Maintenance Assessment District services.

LoMedico, Stacey

Originating Department

\_\_\_\_\_  
Deputy Chief/Chief Operating Officer

## VENDOR LOT SUMMARY

**Bid Number:** 9955-10-Q

**Bid Title:** Furnish the City of San Diego with Complete Landscape Maintenance of the Designated Rights-of-Way/Parkways, Parks and Adjacent Slopes, and Areas within the Miramar Ranch North Maintenance Assessment District

**Bid Closing Date:** June 30, 2010

**Bid Closing Time:** 3:00 p.m. P.T.

**Buyer:** Frank Moreno

**Bid Tab by:** muw

	VENDOR	ADDENDUM A	ADDENDUM B	CASH DISCOUNT TERMS	TOTAL BID	DISCOUNT AMOUNT	FINAL BID TOTAL
1	LANDCARE LOGIC	N/ATT	N/ATT	20/24.0%	\$830,504.64	\$199,321.11	\$631,183.53
2	MIDORI GARDENS	NN/NA	N/ATT	30/0%	\$709,292.52	NET	\$709,292.52
3	CIELO AZUL, INC.	NN/NA	N/ATT	20/1%	\$719,088.00	\$7,190.88	\$711,897.12
4	TREEBEARD LANDSCAPE	NN/NA	N/ATT	20/2.5%	\$733,577.40	\$18,339.44	\$715,237.97
5	RANCHO HILLS LANDSCAPE	NN/NA	N/ATT	21/2%	\$774,223.80	\$15,484.48	\$758,739.32
6	PONDEROSA LANDSCAPE INC	NN/NA	N/ATT	NET	\$767,310.18	NET	\$767,310.18
7	TRUGREEN LANDCARE	NN/NA	N/ATT	25/3%	\$793,873.68	\$23,816.21	\$770,057.47
8	BREWER LAWN MAINT	N/ATT	N/NA	20/.25%	\$833,415.12	\$2,083.54	\$833,415.12
9	MERCHANTS LANDSCAPE SERVICES	NN/NA	N/ATT	30/0%	\$838,983.96	NET	\$838,983.96
10	PARK WEST LANDSCAPE MAINT	NN/NA	NN/NA	20/5%	\$948,136.80	\$47,406.84	\$900,729.96
11	AZTEC LANDSCAPING	NN/NA	N/ATT	20/1%	\$1,003,675.43	\$10,036.75	\$993,638.68

**BIDS MAILED:** 34

**BIDS RECEIVED:** 22

**ABBREVIATION KEYS:**

N/A - NOT APPLICABLE

NN - NOT NOTED

N/ATT - NOTED/ATTACHED

N/NA - NOTED/NOT ATTACHED

NN/NA - NOT NOTED/NOT ATTACHED

**VENDOR NOTES:** NONE



# CITY OF SAN DIEGO

PURCHASING & CONTRACTING DEPT.  
1200 Third Avenue, Suite 200  
San Diego, CA 92101-4195

Bid No. 9955-10-Q

## REQUEST FOR BID

Closing Date: June 30, 2010  
@ 3:00 pm P.S.T.

**Subject:** Furnish the City of San Diego with Complete Landscape Maintenance of the Designated Rights-of-Way/Parkways, Parks and Adjacent Slopes, and Areas within the Miramar Ranch North Maintenance Assessment District

**Timeline:** As may be required for a period of two (2) years from date of award, with options to renew for three (3) additional one (1) year periods, in accordance with the attached specifications.

License(s) Required: C-27 State of California Contractor's License

Recommended Pre Bid Conference – See Page 8 for Details

Company Cielo Azul, Inc dba Blue Skies Landscape Maintenance Name Pedro Navarro Jr.  
(PRINT OR TYPE)  
 Federal Tax I.D. No. 33-0883352  
 Street Address PO Box 17026 Signature\* [Handwritten Signature]  
 City San Diego Title President  
 State CA Zip Code 92177 Date 6-30-10  
 Tel. No. (858) 565-8344 Fax No. (858) 565-8398  
 E-Mail pete@blueskieslandscape.com  
 If your firm is not located in California, are you authorized to collect California sales tax?  Yes  No  
 If Yes, under what Permit # \_\_\_\_\_  
 City of San Diego Business Tax License #: 76021553

*\*Authorized Signature: The signer declares under penalty of perjury that she/he is authorized to sign this document and bind the company or organization to the terms of this agreement.*

**SUBMITTED BIDS MUST HAVE AN ORIGINAL SIGNATURE.**

Cash discount terms 1 % 20 days. [Terms of less than 20 days will be considered as Net 30 for bid evaluation purposes].

### FOR CONSIDERATION AS A RESPONSIVE BID, THE FOLLOWING IS REQUIRED:

- 1) Bid must be submitted on official City bid forms.
- 2) All information on this Request for Bid cover page must be completed.
- 3) This cover page must be signed with an original signature.
- 4) Beginning January 1, 2008, all Bidders must complete the Contractor/Vendor Registration Form. Eventually, this form will also be available for on-line submittal.
- 5) Bid must be submitted on or before the exact closing date and time. Bid received after the exact closing date and time will NOT be considered. If hand delivering, please allow enough time for travel and parking to submit by the closing date and time.

**FOR FURTHER INFORMATION CONCERNING THIS BID, PLEASE CONTACT:**

**FRANK MORENO, CPPB/muw, Senior Procurement Specialist**

Phone: (619) 235-5212      Fax: (619) 533-3226      E-mail: FMoreno@sandiego.gov

**I. PRICING**

**A. SUMMARY OF SCHEDULED TASKS**

Category	Est. Qty.	U/M	Description	Total Cost Per Month	Total Cost Per Year
IIA	57,961	SQ FT	Street Medians Landscaped with Trees, Shrubs, and Groundcover Scripps Poway Parkway	\$ 5,250.21	\$ 63,002.48
IIB	27,400	SQ FT	Street Medians Landscaped with Trees, Shrubs, and Groundcover Scripps <b>Ranch Boulevard</b>	\$ 2,324.35	\$ 27,892.23
IIIA	37,780	SQ FT	Street Medians, Paved Scripps Poway Parkway	\$ 1,794.00	\$ 21,528.00
IIIB	32,735	SQ FT	Street Medians, Paved Scripps <b>Ranch Boulevard</b>	\$ 1,072.50	\$ 12,870.00
IV	46,385	SQ FT	Rights-of-Way/Parkway, Landscaped with Turf and Trees	\$ 1,282.33	\$ 15,387.90
V	843,978	SQ FT	Rights-of-Way/Parkway, Landscaped with Trees, Shrubs, and Groundcover	\$ 17,651.99	\$ 211,823.91
VI	3,303,975	SQ FT	Slopes and Areas Adjacent to Rights-of-Way/Parkway Landscaped with Trees, Shrubs, and Groundcover	\$ 14,199.59	\$ 170,395.10
XI	88,569	LIN FT	Gutters	\$ 4,815.42	\$ 57,785.00

Category	Est. Qty.	U/M	Description	Total Cost Per Month	Total Cost Per Year
XIII	309,447	LIN FT	Sidewalks and Curbs	\$ 3,190.42	\$ 38,285.00
X	300,715	SQ FT	Pocket Parks/Sand Lot Play Area	\$ 4,592.23	\$ 55,106.77
XIII E	365	DAYS/ YR	Comfort Station Maintenance weekly, Sunday through Saturday	\$ 1,054.03	\$ 12,648.32
XIV	18,946.16	SQ FT	Fire Station #37 Maintenance	\$ 321.93	\$ 3,863.18
	505	LIN FT	Includes: - Landscape 16,190.66 Sq Ft - Sidewalks 2,755.5 Sq Ft - Gutters 505 Lin Ft		
<b>TOTAL BID PRICE PER YEAR:</b>				\$ 57,548.99	\$ 690,587.89

**B. EXTRAORDINARY LABOR**

Est. Qty.	U/M	Description	Cost Per Hour	Total Cost
1,500	HR	Extraordinary Labor	\$ 19.00	\$ 28,500 --

**NOTE:** The cost of the fifteen hundred (1,500) hours of extraordinary labor will be added to the bid price to determine the overall low Bidder.

**TOTAL SECTIONS A & B: \$ 719,087.89**

**C. SCHEDULE OF TASK COSTS**

All cells must be filled out. If no cost, enter a zero (0). Failure to complete all cells may be cause for rejection.

Category IIA: Street Medians – Landscaped with Trees, Shrubs, and Groundcover for Scripps Poway Parkway. Approximately 57,961 sq.ft.

TASK DESCRIPTION	CITY'S EST. HOURS	LABOR COST	MATERIALS COST	TOTAL ONE (1) TIME COST	YEARLY FREQUENCY	YEARLY COST
<b>CATEGORY IIA:</b>		Hourly Rate X Time				
• Supervisory Inspection	2	\$25 x 2 = \$50-	⊖	\$50.00	52	\$ 2600.00
• Irrigation Inspection	4	\$20 x 4 = \$80-	\$40.00	\$120.00	52	\$ 6240.00
• Litter Removal	5	\$13.50 x 6 = \$81-	\$ 3.00	\$114.00	104	\$ 11856.00
• Weed Removal	30	\$13.50 x 28 = \$378-	\$20.00	\$538.00	52	\$27976.00
• Edging	20	\$18.50 x 24 = \$444-	⊖	\$444.00	12	\$5328.00
• Pruning – Trees	12	\$13.50 x 16 = \$216-	⊖	\$296.00	6	\$ 1776.00
• Pruning – Shrubs and Groundcover	30	\$13.50 x 28 = \$378-	⊖	\$518.00	9	\$ 4662.00
• Fertilization - Complete	24	\$18.50 x 22 = \$407-	\$196.38	\$603.38	3	\$ 1810.13
• Fertilization – Organic	28	\$13.50 x 28 = \$378-	\$ 236.35	\$ 754.35	1	\$ 754.35

**TOTAL BID PRICE PER YEAR FOR CATEGORY IIA:**  
(Enter bid price on page 5.)

\$63,002.48

**NOTE:** To determine the yearly task cost for each category, multiply the one (1) time task cost by the yearly service frequency for that particular task, then add all task totals together.

All cells must be filled out. If no cost, enter a zero (0). Failure to complete all cells may be cause for rejection.

Category IIB: Street Medians – Landscaped with Trees, Shrubs, and Groundcover for Scripps Ranch Boulevard.  
Approximately 27,400 sq. ft.

TASK DESCRIPTION	CITY'S EST. HOURS	LABOR COST	MATERIALS COST	TOTAL ONE (1) TIME COST	YEARLY FREQUENCY	YEARLY COST
<b>CATEGORY IIB:</b>		Hourly Rate X Time				
• Supervisory Inspection	1	\$25x1 = \$25-	⊖	\$25.00	52	\$1300.00
• Irrigation Inspection	3	\$20x3 = \$60-	\$25.00	\$85.00	52	\$4420.00
• Litter Removal	2.5	\$18.50x3 = \$55.50	\$ 2.00	\$57.50	104	\$5980.00
• Weed Removal	12	\$18.50x10 = \$185.00	\$15.00	\$200.00	52	\$10400.00
• Edging	10	\$18.50x8 = \$148.00	⊖	\$148.00	12	\$1776.00
• Pruning – Trees	8	\$18.50x6 = \$111.00	⊖	\$111.00	6	\$666.00
• Pruning – Shrubs and Groundcover	10	\$18.50x12 = \$222.00	⊖	\$222.00	9	\$1998.00
• Fertilization - Complete	12	\$18.50x12 = \$222.00	\$92.83	\$314.83	3	\$944.50
• Fertilization – Organic	14	\$18.50x16 = \$296.00	\$111.73	\$407.73	1	\$407.73

**TOTAL BID PRICE PER YEAR FOR CATEGORY IIB:**  
(Enter bid price on page 5.)

\$27,892.23

**NOTE:** To determine the yearly task cost for each category, multiply the one (1) time task cost by the yearly service frequency for that particular task, then add all task totals together.

All cells must be filled out. If no cost, enter a zero (0). Failure to complete all cells may be cause for rejection.

Category IIIA: Street Medians, Paved.  
 Scripps Poway Parkway/Spring Canyon Road  
 Approximately 37,780 sq. ft.

TASK DESCRIPTION	CITY'S EST. HOURS	LABOR COST	MATERIALS COST	TOTAL ONE (1) TIME COST	YEARLY FREQUENCY	YEARLY COST
<b>CATEGORY IIIA:</b>		Hourly Rate X Time				
• Supervisory Inspection	1	$\$25 \times 3/4 =$ $\$18.75$	0	\$18.75	52	\$975.00
• Litter Removal	1	$\$18.50 \times 1 1/2 =$ $\$27.75$	\$ 3.00	\$30.75	104	\$3198.00
• Weed Removal	2	$\$18.50 \times 1 1/2 =$ $\$27.75$	\$10.00	\$37.75	52	\$1963.00
• Sweeping Paved Medians	16	$\$18.50 \times 16 =$ $\$296.00$	0	\$296.00	52	\$15392.00

**TOTAL BID PRICE PER YEAR FOR CATEGORY IIIA:**

\$21,528.00

(Enter bid price on page 5.)

**NOTE:** To determine the yearly task cost for each category, multiply the one (1) time task cost by the yearly service frequency for that particular task, then add all task totals together.

All cells must be filled out. If no cost, enter a zero (0). Failure to complete all cells may be cause for rejection.

Category IIIB: Street Medians, Paved.  
Scripps Ranch Boulevard.  
Approximately 32,735 sq. ft.

TASK DESCRIPTION	CITY'S EST. HOURS	LABOR COST	MATERIALS COST	TOTAL ONE (1) TIME COST	YEARLY FREQUENCY	YEARLY COST
<b>CATEGORY IIIB:</b>		Hourly Rate X Time				
• Supervisory Inspection	1	$\$25 \times 3/4 =$ $\$18.75$	⊖	\$18.75	52	\$975.00
• Litter Removal	1	$\$18.50 \times 1 =$ $\$18.50$	\$ 3.00	\$21.50	104	\$2236.00
• Weed Removal	1.5	$\$18.50 \times 1 1/2 =$ $\$27.75$	\$ 10.00	\$37.75	52	\$1963.00
• Sweeping Paved Medians	8	$\$18.50 \times 8 =$ $\$148.00$	⊖	\$148.00	52	\$7696.00

**TOTAL BID PRICE PER YEAR FOR CATEGORY IIIB:**

\$12,870.00

(Enter bid price on page 5.)

**NOTE:** To determine the yearly task cost for each category, multiply the one (1) time task cost by the yearly service frequency for that particular task, then add all task totals together.

All cells must be filled out. If no cost, enter a zero (0). Failure to complete all cells may be cause for rejection.

Category IV: Rights-of-Way/Parkway, Landscaped with Turf and Trees.  
Approximately 46,385 sq. ft.

TASK DESCRIPTION	CITY'S EST. HOURS	LABOR COST	MATERIALS COST	TOTAL ONE (1) TIME COST	YEARLY FREQUENCY	YEARLY COST
<b>CATEGORY IV:</b>		Hourly Rate X Time				
• Supervisory Inspection	.75	\$25 x 1/2 = \$12.50	⊖	\$12.50	52	\$ 650.00
• Irrigation Inspection	2.5	\$20 x 2 = \$40.00	\$ 50.00	\$90.00	52	\$ 4680.00
• Litter Removal	1	\$18.50 x 1 = \$18.50	\$ 5.00	\$ 23.50	104	\$ 2444.00
• Weed Removal	4	\$18.50 x 4 = \$74.00	\$ 20.00	\$94.00	12	\$ 1128.00
• Mowing	3.5	\$18.50 x 4 = \$74.00	⊖	\$ 74.00	45	\$ 3330.00
• Edging	2	\$18.50 x 2 = \$37.00	⊖	\$ 37.00	45	\$ 1665.00
• Pruning – Trees	6	\$18.50 x 4 = \$74.00	⊖	\$ 74.00	4	\$ 296.00
• Aerification	4	\$18.50 x 3 = \$55.50	\$100.00	\$155.50	3	\$ 466.50
• Fertilization - Complete	2	\$18.50 x 2 = \$37.00	\$ 84.40	\$121.40	6	\$ 728.40

**TOTAL BID PRICE PER YEAR FOR CATEGORY IV:**

\$ 15,387.90

(Enter bid price on page 5.)

**NOTE:** To determine the yearly task cost for each category, multiply the one (1) time task cost by the yearly service frequency for that particular task, then add all task totals together.

All cells must be filled out. If no cost, enter a zero (0). Failure to complete all cells may be cause for rejection.

Category V: Rights-of-Way/Parkway – Landscaped with Trees, Shrubs, and Groundcover. Approximately 843,978 sq. ft.

TASK DESCRIPTION	CITY'S EST. HOURS	LABOR COST	MATERIALS COST	TOTAL ONE (1) TIME COST	YEARLY FREQUENCY	YEARLY COST
<b>CATEGORY V:</b>		Hourly Rate X Time				
• Supervisory Inspection	4	\$25 x 3 = \$75.00	⊖	\$75.00	52	\$ 3900.00
• Irrigation Inspection	16	\$20 x 16 = \$320.00	\$125.00	\$445.00	52	\$ 23140.00
• Litter Removal	8	\$18.50 x 8 = \$148.00	\$ 10.00	\$158.00	104	\$ 16432.00
• Weed Removal	124	\$18.50 x 128 = \$2368.00	\$ 35.00	\$2403.00	52	\$ 124956.00
• Edging	48	\$18.50 x 40 = \$740.00	⊖	\$740.00	12	\$ 8880.00
• Pruning – Trees	40	\$18.50 x 32 = \$592 -	⊖	\$592.00	6	\$ 3552.00
• Pruning – Shrubs and Groundcover	80	\$18.50 x 72 = \$1332 -	⊖	\$1332.00	9	\$ 11988.00
• Fertilization - Complete	48	\$18.50 x 48 = \$888 -	\$2859.47	\$3747.47	3	\$ 11242.41
• Fertilization – Organic	64	\$18.50 x 72 = \$1332 -	\$3441.50	\$4773.50	1	\$4773.50
• Brow Ditch Maintenance	40	\$18.50 x 40 = \$740 -	⊖	\$740.00	4	\$ 2960.00

**TOTAL BID PRICE PER YEAR FOR CATEGORY V:**

\$211,823.91

(Enter bid price on page 5.)

**NOTE:** To determine the yearly task cost for each category, multiply the one (1) time task cost by the yearly service frequency for that particular task, then add all task totals together.

All cells must be filled out. If no cost, enter a zero (0). Failure to complete all cells may be cause for rejection.

Category VI: Slopes and Areas Adjacent to Rights-of-Way Landscaped with Trees, Shrubs, and Groundcover. Approximately 3,303,975 sq. ft.

TASK DESCRIPTION	CITY'S EST. HOURS	LABOR COST	MATERIALS COST	TOTAL ONE (1) TIME COST	YEARLY FREQUENCY	YEARLY COST
<b>CATEGORY VI:</b>		Hourly Rate X Time				
• Supervisory Inspection	6	\$25 x 5 = \$125 -	0	\$125.00	52	\$6500.00
• Irrigation Inspection	24	\$20 x 24 = \$480 -	\$125.00	\$605.00	52	\$31460.00
• Litter Removal	20	\$18.50 x 16 = \$296 -	\$ 10.00	\$306.00	26	\$7956.00
• Weed Removal	200	\$18.50 x 216 = \$3996 -	\$ 125.00	\$4121.00	12	\$49452.00
• Pruning – Trees	40	\$18.50 x 32 = \$592 -	0	\$592.00	4	\$2368.00
• Pruning – Shrubs and Groundcover	240	\$18.50 x 240 = \$4440 -	0	\$4440.00	4	\$17760.00
• Fertilization - Complete	56	\$18.50 x 48 = \$888 -	\$1194.15	\$2082.15	3	\$36246.45
• Fertilization – Organic	104	\$18.50 x 112 = \$2072 -	\$13472.65	\$15544.65	1	\$15544.65
• Brow Ditch Maintenance	64	\$18.50 x 56 = \$1036 -	0	\$1036.00	3	\$3108.00

**TOTAL BID PRICE PER YEAR FOR CATEGORY VI:**  
(Enter bid price on page 5.)

\$170,395.10

**NOTE:** To determine the yearly task cost for each category, multiply the one (1) time task cost by the yearly service frequency for that particular task, then add all task totals together.

All cells must be filled out. If no cost, enter a zero (0). Failure to complete all cells may be cause for rejection.

Category XI: Gutters. Approximately 88,569 lin. ft.

TASK DESCRIPTION	CITY'S EST. HOURS	LABOR COST	MATERIALS COST	TOTAL ONE (1) TIME COST	YEARLY FREQUENCY	YEARLY COST
<b>CATEGORY XI:</b>		Hourly Rate X Time				
• Supervisory Inspection	2	$\$25 \times 2\frac{1}{4} =$ $\$56.25$	⊖	$\$56.25$	52	$\$2925.00$
• Litter Removal	8	$\$18.50 \times 8 =$ $\$148 -$	$\$2.00$	$\$150.00$	104	$\$15600.00$
• Weed Removal	6	$\$18.50 \times 8 =$ $\$148 -$	$\$15.00$	$\$163.00$	52	$\$8476.00$
• Sweeping – Gutters	16	$\$18.50 \times 16 =$ $\$296 -$	⊖	$\$296.00$	104	$\$30784.00$

**TOTAL BID PRICE PER YEAR FOR CATEGORY XI:**

$\$57,785.00$

(Enter bid price on page 5.)

**NOTE:** To determine the yearly task cost for each category, multiply the one (1) time task cost by the yearly service frequency for that particular task, then add all task totals together.

All cells must be filled out. If no cost, enter a zero (0). Failure to complete all cells may be cause for rejection.

Category XIII: Sidewalks and Curbs. Approximately 309,447 lin. ft.

TASK DESCRIPTION	CITY'S EST. HOURS	LABOR COST	MATERIALS COST	TOTAL ONE (1) TIME COST	YEARLY FREQUENCY	YEARLY COST
<b>CATEGORY XIII:</b>		Hourly Rate X Time				
• Supervisory Inspection	2	$\$25 \times 2\frac{1}{4} = \$56.25$	0	\$56.25	52	\$2925.00
• Litter Removal	4	$\$18.50 \times 4 = \$74-$	\$2.00	\$76.00	104	\$7904.00
• Weed Removal	6	$\$18.50 \times 4 = \$74-$	\$10.00	\$84.00	52	\$4368.00
• Sweeping – Sidewalks	24	$\$18.50 \times 24 = \$444-$	0	\$444.00	52	\$23088.00

**TOTAL BID PRICE PER YEAR FOR CATEGORY XIII:**

\$ 38,285.00

(Enter bid price on page 6.)

**NOTE:** To determine the yearly task cost for each category, multiply the one (1) time task cost by the yearly service frequency for that particular task, then add all task totals together.

All cells must be filled out. If no cost, enter a zero (0). Failure to complete all cells may be cause for rejection.

Category X: Pocket Parks/Sand Play Lot Area.  
Approximately 300,715 sq. ft.

TASK DESCRIPTION	CITY'S EST. HOURS	LABOR COST	MATERIALS COST	TOTAL ONE (1) TIME COST	YEARLY FREQUENCY	YEARLY COST
<b>CATEGORY X:</b>		Hourly Rate X Time				
• Supervisory Inspection	2	$\$25 \times 2\frac{1}{4} =$ $\$56.25$	0	\$56.25	52	\$ 2925.00
• Irrigation Inspection	8	$\$20 \times 8 =$ $\$160-$	\$35.00	\$195.00	52	\$ 10140.00
• Litter Removal	3	$\$18.50 \times 2 =$ $\$37.00$	\$ 3.00	\$40.00	156	\$ 6240.00
• Weed Removal	8	$\$18.50 \times 8 =$ $\$148-$	\$25.00	\$173.00	52	\$ 8996.00
• Edging	3	$\$18.50 \times 4 =$ $\$74-$	0	\$74.00	12	\$ 888.00
• Pruning – Trees	6	$\$18.50 \times 8 =$ $\$148-$	0	\$148.00	6	\$ 888.00
• Pruning – Shrubs and Groundcover	16	$\$18.50 \times 16 =$ $\$296-$	0	\$296.00	9	\$ 2664.00
• Fertilization - Complete	8	$\$18.50 \times 8 =$ $\$148-$	\$1018.00	\$1166.85	3	\$ 3500.54
• Fertilization – Organic	12	$\$18.50 \times 12 =$ $\$222-$	\$1226.23	\$1448.23	1	\$ 1448.23
• Sweeping – Paved Areas	6	$\$18.50 \times 4 =$ $\$74-$	0	\$ 74.00	52	\$ 3848.00
• Brow Ditch Maintenance	3	$\$18.50 \times 4 =$ $\$74-$	0	\$ 74.00	4	\$ 296.00
• Inspection -- Playground Equipment	.5	$\$18.50 \times \frac{1}{2} =$ $\$9.25$	0	\$9.25	52	\$ 481.00
• Playground Sand Maintenance	1	$\$18.50 \times 1 =$ $\$18.50$	0	\$18.50	156	\$ 2886.00
• Drinking Fountains (3)	.5	$\$18.50 \times 1 =$ $\$18.50$	0	\$ 18.50	52	\$ 962.00
• Picnic Tables/Benches	1.5	$\$18.50 \times 2 =$ $\$37-$	0	\$ 37.00	52	\$ 1924.00
• Empty Trash Receptacles Approximately (17), Bidder to verify #	1.5	$\$18.50 \times 2 =$ $\$37-$	\$8.00	\$45.00	156	\$ 7020.00

**TOTAL BID PRICE PER YEAR FOR CATEGORY X:**  
(Enter bid price on page 6.)

\$55,106.77

**NOTE:** To determine the yearly task cost for each category, multiply the one (1) time task cost by the yearly service frequency for that particular task, then add all task totals together.

All cells must be filled out. If no cost, enter a zero (0). Failure to complete all cells may be cause for rejection.

Category XIIIIE: Maintenance of One (1) Comfort Station at Miramar Overlook Park. 365 days/year.

TASK DESCRIPTION	CITY'S EST. HOURS	LABOR COST	MATERIALS COST	TOTAL ONE (1) TIME COST	YEARLY FREQUENCY	YEARLY COST
<b>CATEGORY XIIIIE:</b>		Hourly Rate X Time				
• Supervisory Inspection	.25	$\$25 \times \frac{1}{4} =$ \$6.25	⊖	\$6.25	52	\$ 325.00
• Polishing Fixtures	.25	$\$18.50 \times \frac{1}{4} =$ \$4.63	\$0.75	\$5.38	365	\$1963.70
• Sweeping Floors & Sidewalks	.5	$\$18.50 \times \frac{1}{2} =$ \$9.25	⊖	\$9.25	365	\$ 3376.25
• Wiping Down Walls	.25	$\$18.50 \times \frac{1}{4} =$ \$4.63	\$0.75	\$5.38	365	\$1963.70
• Refilling Dispensers	.25	$\$18.50 \times \frac{1}{4} =$ \$4.63	\$0.50	\$5.13	365	\$1872.45
• Disinfecting	.25	$\$18.50 \times \frac{1}{4} =$ \$4.63	\$0.75	\$5.38	365	\$1963.70
• De-scaling Fixtures	.25	$\$18.50 \times \frac{1}{4} =$ \$4.63	\$0.75	\$5.38	52	\$ 279.76
• Scrubbing Floors and Walls	.75	$\$18.50 \times \frac{3}{4} =$ \$13.88	\$3.50	\$17.38	52	\$ 903.76

**TOTAL BID PRICE PER YEAR FOR CATEGORY XIIIIE:**

(Enter bid price on page 6.)

\$12,648.32

**NOTE:** To determine the yearly task cost for each category, multiply the one (1) time task cost by the yearly service frequency for that particular task, then add all task totals together.

All cells must be filled out. If no cost, enter a zero (0). Failure to complete all cells may be cause for rejection.

Category XIV: Fire Station #37. Landscaped with Trees, Shrubs, and Groundcover.

Landscaping: Approximately 16,190.66 sq. ft.  
 Sidewalks: Approximately 2,755.50 sq. ft.  
 Gutters: Approximately 505.00 lin. ft.

TASK DESCRIPTION	CITY'S EST. HOURS	LABOR COST	MATERIAL S COST	TOTAL ONE (1) TIME COST	YEARLY FREQUENCY	YEARLY COST
<b>CATEGORY XIV:</b>		Hourly Rate X Time				
• Irrigation Inspection	.75	$\$20 \times \frac{3}{4} =$ $\$15-$	\$5.00	\$20.00	52	\$ 1040.00
• Weed Removal	1.5	$\$18.50 \times 1\frac{1}{2} =$ $\$27.75$	\$20.00	\$47.75	26	\$ 1241.50
• Edging Groundcover	1.25	$\$18.50 \times 1\frac{1}{4} =$ $\$23.13$	0	\$23.13	12	\$ 277.56
• Pruning – Trees	3.5	$\$18.50 \times 3\frac{1}{2} =$ $\$64.75$	0	\$64.75	2	\$ 129.50
• Pruning – Shrubs and Groundcover	3.5	$\$18.50 \times 3\frac{1}{2} =$ $\$64.75$	0	\$64.75	6	\$ 388.50
• Fertilization – Complete	1	$\$18.50 \times 1 =$ $\$18.50$	\$54.86	\$73.36	3	\$ 220.08
• Fertilization – Organic	1	$\$18.50 \times 1 =$ $\$18.50$	\$66.02	\$84.52	1	\$ 84.52
• Sweeping – Sidewalks/Curbs	.25	$\$18.50 \times \frac{1}{4} =$ $\$4.63$	0	\$4.63	52	\$ 240.76
• Sweeping – Gutters	.25	$\$18.50 \times \frac{1}{4} =$ $\$4.63$	0	\$4.63	52	\$ 240.76

**TOTAL BID PRICE PER YEAR FOR CATEGORY XIV:**

\$ 3,863.18

(Enter bid price on page 6.)

**NOTE:** To determine the yearly task cost for each category, multiply the one (1) time task cost by the yearly service frequency for that particular task, then add all task totals together.

**D. LICENSES**

To perform the work described in these specifications, the Bidder must hold a C-27 State of California Contractor's License. Any Contractor holding a different license who feels qualified to bid on this work must notify the City Purchasing Agent in writing at least seven (7) days prior to the bid closing. A review of the job will be made, and the City's decision as to the propriety of such license will be final.

Any person supervising the use of pesticides, herbicides, or rodenticides must possess a valid Qualified Applicator's Certificate for Category B. The Contractor must also hold a Pest Control Business License and retain the services of a licensed Pest Control Advisor, and must be registered with the County Agriculture Commissioner. The Contractor must possess the above licenses prior to submitting their bid.

	License Number	Expiration Date	Name
State of California Contractor License	Class: C27 No.: 402873	2/28/2011	Cielo Azul Inc dba B.S.L.m.
Qualified Applicator Certificate	#101647	12/31/11	Pedro Navarro
Pest Control Business License	21045-00000	12/31/10	Cielo Azul Inc dba B.S.L.m.
Pest Control Advisor	#1190888	12/31/10	Rafael Gonzalez

**E. SUBMITTALS**

**1. BID SUBMITTAL**

Bids must be returned in a sealed envelope to the Purchasing & Contracting Department, 1200 Third Avenue, Suite 200, San Diego, CA 92101. The bid number and closing date/time must be referenced on the outside of the envelope (lower left corner). Bids must be received by the Purchasing Reception Desk prior to bid closing at 3:00 p.m. on bid closing date. Faxed bids will not be accepted.

The original and one (1) copy of bid, including any attachments, shall be submitted.

**2. SUBMITTALS REQUIRED WITH BID**

Failure to provide the required submittals with the bid may be cause for the bid to be rejected as non-responsive.

- a. Contractor's License Information (as specified in Section II, paragraph J).
- b. Bidder's References (as specified in Section II, paragraph J).

VII. FORMS

BIDDER'S REFERENCES

The Bidder is **required** to provide a minimum of three (3) references where work was successfully performed within the past three (3) years of a similar size and nature. This will enable the City of San Diego to judge the responsibility, experience, skill, and business standing of the Bidder.

REFERENCES

Company Name: City of San Diego Contact Name: Gregg Alpert  
Address: 1250 6<sup>th</sup> Ave, 4<sup>th</sup> floor Phone Number: (619) 685-1368  
San Diego, CA 92101 Fax Number: (619) 685-1362  
Dollar Value of Contract: \$ 59,000/mo. Contract Dates: Current  
Requirements of Contract: landscape maintenance of ROWs, slopes, parks and other areas within Miramar Ranch North

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Company Name: City of Solana Beach Contact Name: Steve Kern  
Address: 635 S. Highway 101 Phone Number: (858) 720-2470  
Solana Beach, CA 92075 Fax Number: (858) 755-1782  
Dollar Value of Contract: \$ 14,000/mo. Contract Dates: Current  
Requirements of Contract: landscape maintenance of slopes, beach access, ROW, parks, City Hall within City of Solana Beach

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Company Name: City of Chula Vista Contact Name: Dave DeFacci  
Address: 1800 Maxwell Rd. Phone Number: (619) 397-6018  
Chula Vista, CA 91911 Fax Number: (619) 397-6259  
Dollar Value of Contract: \$ 42,000/mo. Contract Dates: Current  
Requirements of Contract: landscape maintenance of 7 districts within City of Chula Vista including trails, slopes, ROW, medians, and other areas.

**BIDDER'S STATEMENT OF SUBCONTRACTORS**

The Bidder is **required** to state below all Subcontractors to be used in the performance of the proposed contract, and what portion of work will be assigned to each Subcontractor. Failure to provide details of Subcontractors may be grounds for rejection of bid. **NOTE:** Add additional pages if necessary.

Company Name: Cleanlot Maintenance Services Contact Name: Mary Williams  
Address: PO Box 2763 Phone Number: (760) 747-0269  
Escondido, CA 92033 Fax Number: (760) 888-0331

Dollar amount of sub-contract: \$ \_\_\_\_\_ Contract Dates: \_\_\_\_\_

Contractor's License #: \_\_\_\_\_

Requirements of contract: motorized street sweeping for gutters

What portion of work will be assigned to this Subcontractor: only gutter sweeping

Company Name: Landsmith Landscape Contact Name: Juan Banales  
Address: 7710 Marie Ave. Phone Number: (619) 462-0361  
San Diego, CA 91941 Fax Number: (619) 462-0369

Dollar amount of sub-contract: \$ as needed Contract Dates: \_\_\_\_\_

Contractor's License #: 661343

Requirements of contract: \_\_\_\_\_

What portion of work will be assigned to this Subcontractor: as needed for concrete, masonry, irrigation system work

Company Name: Knott's Pest Control Contact Name: \_\_\_\_\_  
Address: 5141 Guild St. Phone Number: (619) 466-0464  
San Diego, CA 91942 Fax Number: (619) 466-9244

Dollar amount of sub-contract: \$ as needed Contract Dates: \_\_\_\_\_

Contractor's License #: \_\_\_\_\_

Requirements of contract: bee removal as needed

What portion of work will be assigned to this Subcontractor: bee removal as needed/ if needed

**BIDDER'S STATEMENT OF SUBCONTRACTORS (CONT)**

The Bidder is **required** to state below all Subcontractors to be used in the performance of the proposed contract, and what portion of work will be assigned to each Subcontractor. Failure to provide details of Subcontractors may be grounds for rejection of bid. **NOTE:** Add additional pages if necessary.

Company Name: Carter Electric Contact Name: Randy Carter  
Address: 8983 Complex Dr. Phone Number: (858) 270-3048  
San Diego, CA 92123 Fax Number: (858) 278-7801

Dollar amount of sub-contract: \$as needed Contract Dates: \_\_\_\_\_

Contractor's License #: C10-516405

Requirements of contract: as needed for electrical repairs

What portion of work will be assigned to this Subcontractor: \_\_\_\_\_

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Company Name: Cornerstone Consulting Contact Name: Nim Thompson  
Address: 15615 Vista Vicente Dr #24 Phone Number: (760) 505-3683  
Rancho, CA 92065 Fax Number: (760) 440-3888

Dollar amount of sub-contract: \$as needed Contract Dates: \_\_\_\_\_

~~Contractor's License #:~~ <sup>RCA #</sup> 385 Certified Arborist # WE0740A

Requirements of contract: tree needs

What portion of work will be assigned to this Subcontractor: as needed

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Company Name: \_\_\_\_\_ Contact Name: \_\_\_\_\_

Address: \_\_\_\_\_ Phone Number: \_\_\_\_\_

\_\_\_\_\_ Fax Number: \_\_\_\_\_

Dollar amount of sub-contract: \$ \_\_\_\_\_ Contract Dates: \_\_\_\_\_

Contractor's License #: \_\_\_\_\_

Requirements of contract: \_\_\_\_\_

What portion of work will be assigned to this Subcontractor: \_\_\_\_\_

**BIDDER'S STATEMENT OF AVAILABLE EQUIPMENT**

The Bidder is **required** to list all necessary equipment to complete the work as specified. The Bidder shall state below the motive, industrial, and other equipment which Bidder has or will have available to perform the work under this contract prior to the commencement of the contract. The City of San Diego reserves the right to reject any bid when, in its opinion, the Bidder has not demonstrated they will be properly equipped to perform the work in an efficient, effective manner for the duration of the contract period. In instances where required equipment is not presently owned, the Bidder shall explain how the equipment will be made available prior to commencement of the work.

**NOTE:** Add additional pages if necessary.

**Equipment:**

Equipment Description:

power + manual tools: edgers, blowers, weed whips, sprayers, spreaders, hand tools

Owned  Rented  Other  (explain below)

If Owned, Quantity Available: 30+ of all

Year, Make & Model: various

Explanation: \_\_\_\_\_

Equipment Description:

mower w/catcher, tractor, aerifier, fertilizer spreader, sprayer + boom

Owned  Rented  Other  (explain below)

If Owned, Quantity Available: 3 mowers, 1 of each of others

Year, Make & Model: various

Explanation: \_\_\_\_\_

Equipment Description:

Chevy worktrucks

Owned  Rented  Other  (explain below)

If Owned, Quantity Available: 40

Year, Make & Model: 1996-2010 Chevy

Explanation: \_\_\_\_\_

**BIDDER'S STATEMENT OF FINANCIAL RESPONSIBILITY**

The Bidder is required to furnish below a statement of financial responsibility, except when the Bidder has previously completed contracts with the City of San Diego covering work of similar scope.

I, Natali Costelow, certify that my company, Blue Skies Landscape Maintenance, has sufficient operating capital and/or financial reserves to properly fund the services identified in these contract specifications for a minimum of two (2) full months. I agree that upon notification of provisional award, I will promptly provide a copy of my company's most recent balance sheet, or other necessary financial statements, as supporting documentation for this statement, if requested. I understand that this balance sheet, as well as any other required financial records, will remain confidential information to the extent allowed under the California Public Records Act.

I certify under penalty of perjury under the laws of the State of California that the information contained in this statement is true and correct.

Dated: 6-30-2010      Signature: Natali Costelow

CONTRACTOR INFORMATION FORM

CONTRACTOR: Cielo Azul, Inc dba Blue Skies Landscaping Maintenance

BID NUMBER: 9955-10-Q

CONTRACT TITLE: Landscape Maintenance of the Designated ROWs Parkways, Parks & Adjacent Slopes and Areas within Miramar Ranch North M.A.D.

CONTACT PERSON: 7:00 a.m. to 3:30 p.m.

PHONE NUMBER: One (1) Hour Response or Less (858) 565-8344

FAX NUMBER: (858) 565-8398

~~PAGER~~ NUMBER: \_\_\_\_\_

CELL PHONE NUMBER: (858) 722-7164

EMERGENCY NUMBER:  
(For non working hours including weekends and holidays) (619) 206-2756

NAME OF ON SITE (WORKING) SUPERVISOR:  
(Capable of discussing all aspects of the contract) Luis Garcia

NAME OF NON-WORKING SUPERVISOR: Enrique Duran

NAME OF IRRIGATION SPECIALIST: Jose Torres

NAME OF PESTICIDE USE SUPERVISOR:  
(Must possess Category B, Qualified Applicators Certificate) Pedro Navarro

NUMBER OF EMPLOYEES ASSIGNED TO JOB SITE: 14 1/2

DAYS OF WEEK (EMPLOYEES) ON SITE (CIRCLE): S (M T W TH F) S 4S  
full time by both wom.

PRINT NAME: Natali Costelaw

SIGNATURE: Natali Costelaw

THIS FORM MUST BE CURRENT AT ALL TIMES. REPORT ANY CHANGES IN WRITING TO THE CONTRACT ADMINISTRATOR.



City of San Diego  
Purchasing & Contracting Department  
Contractor/Vendor Registration Form

All prospective bidders, as well as existing contractors and vendors, are required to complete this form.

Vendor ID: \_\_\_\_\_  
(ID Number will be provided by City)

**Firm Info:**

Firm Name: Cielo Azul, Inc.  
(as reported on W9)  
Firm Address: 7986 Dagget St.  
City: San Diego State: CA Zip: 92111  
Phone: (858) 565-8344 Fax: (858) 565-8398  
Taxpayer ID: 33-0883352 Business License: 76021553  
Website: www.blueskieslandscape.com

**Contact Info:**

Contact Name: Natali Costelow  
Title: off. manager  
Email: natali@blueskieslandscape.com  
Phone: (858) 565-8344 Cell: \_\_\_\_\_

**Alternate Address (if different from above) to Receive Remittance:**

Mailing Address: PO Box 17026  
City: San Diego State: CA Zip: 92177

**Alternate Address (if different from above) to Receive Bid/Contract Opportunities:**

Mailing Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

**Contractor Licenses (if applicable)**

License Number: 402873 License Type: C27  
License Number: \_\_\_\_\_ License Type: \_\_\_\_\_  
License Number: \_\_\_\_\_ License Type: \_\_\_\_\_

Contractor/Vendor Registration Form -- Page 2

Firm Name:   
(as reported on W9)

Product/Services Information:

NIGP Codes:

\*find list of available NIGP Codes at <http://www.sandiego.gov/purchasing> OR request hard copy from Purchasing & Contracting

The City requires this information for statistical purposes only.

Primary Owner of the Firm* <small>(51% ownership or more)</small>	<input type="checkbox"/> Male	<input type="checkbox"/> Sole Proprietorship
	<input type="checkbox"/> Female or	<input type="checkbox"/> Partnership
*Required		<input checked="" type="checkbox"/> Corporation
		<input type="checkbox"/> Limited Liability Partnership
		<input type="checkbox"/> Limited Liability Corporation
		<input type="checkbox"/> Joint Venture
		<input type="checkbox"/> Non-Profit
		<input type="checkbox"/> Governmental/Municipality/Regulatory Agency
	<input type="checkbox"/> Utility	

Ethnicity:

Ethnicity:

\* select one from the following List of Ethnicities:

AFRICAN AMERICAN
ASIAN AMERICAN
CAUCASIAN AMERICAN
HISPANIC AMERICAN
NATIVE AMERICAN
PACIFIC ISLANDER AMERICAN





City of San Diego  
EQUAL OPPORTUNITY CONTRACTING (EOC)  
1200 Third Avenue • Suite 200 • San Diego, CA 92101  
Phone: (619) 236-6000 • Fax: (619) 235-5209

### WORK FORCE REPORT

The objective of the *Equal Employment Opportunity Outreach Program*, San Diego Municipal Code Sections 22.3501 through 22.3517, is to ensure that contractors doing business with the City, or receiving funds from the City, do not engage in unlawful discriminatory employment practices prohibited by State and Federal law. Such employment practices include, but are not limited to unlawful discrimination in the following: employment, promotion or upgrading, demotion or transfer, recruitment or recruitment advertising, layoff or termination, rate of pay or other forms of compensation, and selection for training, including apprenticeship. Contractors are required to provide a completed *Work Force Report (WFR)*.

NO OTHER FORMS WILL BE ACCEPTED

#### Section 1.01 CONTRACTOR IDENTIFICATION

Type of Contractor:  Construction  Vendor/Supplier  Financial Institution  Lessee/Lessor  
 Consultant  Grant Recipient  Insurance Company  Other

Name of Company: Cielo Azul, Inc.

ADA (DBA) Blue Skies Landscape Maintenance

Address (Corporate Headquarters, where applicable): 7986 Dagget St.

City: San Diego County: San Diego State: CA Zip: 92111

Telephone Number: (858) 565-8344 Fax Number: (858) 565-8398

Name of Company CEO: Pedro Navarro, Jr.

Address(es), phone and fax number(s) of company facilities located in San Diego County (if different from above):

Address: Same

City: \_\_\_\_\_ County: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Telephone Number: ( ) \_\_\_\_\_ Fax Number: ( ) \_\_\_\_\_

Type of Business: landscape maintenance Type of License: C27

The Company has appointed: Natali Costelaw

As its Equal Employment Opportunity Officer (EEOO), The EEOO has been given authority to establish, disseminate and enforce equal employment and affirmative action policies of this company. The EEOO may be contacted at:

Address: 7986 Dagget St, San Diego, CA 92111

Telephone Number: (858) 565-8344 Fax Number: (858) 565-8398

- One San Diego County (or Most Local County) Work Force - Mandatory
- Branch Work Force \*
- Managing Office Work Force

Check the box above that applies to this WFR.

\*Submit a separate Work Force Report for all participating branches. Combine WFRs if more than one branch per county.

I, the undersigned representative of Blue Skies Landscape Maintenance  
(Firm Name)

San Diego, CA hereby certify that information provided  
(County) (State)

herein is true and correct. This document was executed on this 29th day of June, 2010

Natali Costelaw  
(Authorized Signature)

Natali Costelaw  
(Print Authorized Signature Name)

**WORK FORCE REPORT – Page 2**

NAME OF FIRM: Blue Skies Landscape Maintenance DATE: 6-29-10  
 OFFICE(S) or BRANCH(ES): San Diego COUNTY: San Diego

1. INSTRUCTIONS: For each occupational category, indicate number of males and females in every ethnic group. Total columns in row provided. Sum of all totals should be equal to your total work force. Include all those employed by your company on either a full or part-time basis. The following groups are to be included in ethnic categories listed in columns below:

- (1) Black, African-American
- (2) Hispanic, Latino, Mexican-American, Puerto Rican
- (3) Asian, Pacific Islander
- (4) American Indian, Eskimo
- (5) Filipino
- (6) White, Caucasian
- (7) Other ethnicity; not falling into other groups

ADMINISTRATION OCCUPATIONAL CATEGORY	(1) Black		(2) Hispanic		(3) Asian		(4) American Indian		(5) Filipino		(6) White		(7) Other Ethnicity	
	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)
Management & Financial	0	0	2	1	0	0	0	0	0	0	0	0	0	0
Professional	0	0			0	0	0	0	0	0			0	0
A&E, Science, Computer	0	0			0	0	0	0	0	0			0	0
Technical	0	0			0	0	0	0	0	0			0	0
Sales	0	0			0	0	0	0	0	0			0	0
Administrative Support	0	0	1		0	0	0	0	0	0		1	0	0
Services	0	0			0	0	0	0	0	0			0	0
Crafts	0	0			0	0	0	0	0	0			0	0
Operative Workers	0	0			0	0	0	0	0	0			0	0
Transportation	0	0			0	0	0	0	0	0			0	0
Laborers*	0	0	80		0	0	0	0	0	0			0	0

\*Construction laborers and other field employees are not to be included on this page

Totals Each Column	0	0	83	1	0	0	0	0	0	0		1	0	0
--------------------	---	---	----	---	---	---	---	---	---	---	--	---	---	---

Grand Total All Employees 85

Indicate by Gender and Ethnicity the Number of Above Employees Who Are Disabled:

Disabled	0	0	0	0	0	0	0	0	0	0	0	0	0	0
----------	---	---	---	---	---	---	---	---	---	---	---	---	---	---

Non-Profit Organizations Only:

Board of Directors	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Volunteers	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Artists	0	0	0	0	0	0	0	0	0	0	0	0	0	0

**WORK FORCE REPORT – Page 3**

NAME OF FIRM: Blue Skies Landscape Maintenance DATE: 10-29-10  
 OFFICE(S) or BRANCH(ES): San Diego COUNTY: San Diego

**I. INSTRUCTIONS: FOR EACH OCCUPATIONAL CATEGORY, INDICATE NUMBER OF MALES AND FEMALES IN EVERY ETHNIC GROUP. TOTAL COLUMNS IN ROW PROVIDED. SUM OF ALL TOTALS SHOULD BE EQUAL TO YOUR TOTAL WORK FORCE. INCLUDE ALL THOSE EMPLOYED BY YOUR COMPANY ON EITHER A FULL OR PART-TIME BASIS. THE FOLLOWING GROUPS ARE TO BE INCLUDED IN ETHNIC CATEGORIES LISTED IN COLUMNS BELOW:**

- (1) Black, African-American
- (2) Hispanic, Latino, Mexican-American, Puerto Rican
- (3) Asian, Pacific Islander
- (4) American Indian, Eskimo
- (5) Filipino
- (6) White, Caucasian
- (7) Other ethnicity; not falling into other groups

TRADE OCCUPATIONAL CATEGORY	(1) Black		(2) Hispanic		(3) Asian		(4) American Indian		(5) Filipino		(6) White		(7) Other Ethnicity	
	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)
Brick, Block or Stone Masons														
Carpenters														
Carpet, Floor & Tile Installers Finishers														
Cement Masons, Concrete Finishers														
Construction Laborers														
Drywall Installers, Ceiling Tile Inst														
Electricians														
Elevator Installers														
First-Line Supervisors/Managers														
Glaziers														
Helpers; Construction Trade														
Millwrights														
Misc. Const. Equipment Operators														
Painters, Const. & Maintenance														
Pipelayers, Plumbers, Pipe & Steam Fitters														
Plasterers & Stucco Masons														
Roofers														
Security Guards & Surveillance Officers														
Sheet Metal Workers														
Structural Metal Fabricators & Fitters														
Welding, Soldering & Brazing Workers														
Workers, Extractive Crafts, Miners														

Totals Each Column														
--------------------	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Grand Total All Employees

Indicate By Gender and Ethnicity the Number of Above Employees Who Are Disabled:

Disabled														
----------	--	--	--	--	--	--	--	--	--	--	--	--	--	--

City of San Diego Purchasing & Contracting Department  
**CONTRACTOR STANDARDS**  
*Pledge of Compliance*

Effective December 24, 2008, the Council of the City of San Diego adopted Ordinance No. O-19808 to extend the Contractor Standards Ordinance to all contracts greater than \$50,000. The intent of the Contractor Standards clause of San Diego Municipal Code §22.3224 is to ensure the City of San Diego conducts business with firms that have the necessary quality, fitness and capacity to perform the work set forth in the contract.

To assist the Purchasing Agent in making this determination and to fulfill the requirements of §22.3224(d), each bidder/proposer must complete and submit this *Pledge of Compliance* with the bid/proposal. If a non-competitive process is used to procure the contract, the proposed contractor must submit this completed *Pledge of Compliance* prior to execution of the contract. A submitted *Pledge of Compliance* is a public record and information contained within will be available for public review for at least ten (10) calendar days, except to the extent that such information is exempt from disclosure pursuant to applicable law.

All responses must be typewritten or printed in ink. If an explanation is requested or additional space is required, respondents must use the *Pledge of Compliance Attachment "A"* and sign each page. The signatory guarantees the truth and accuracy of all responses and statements. Failure to submit this completed *Pledge of Compliance* may make the bid/proposal non-responsive and disqualified from the bidding process. If a change occurs which would modify any response, Contractor must provide the Purchasing Agent an updated response within thirty (30) calendar days.

**A. PROJECT TITLE:**

Complete Landscape Maintenance of the Designated ROWs/  
Parkways, Parks and Adjacent Slopes and Areas  
within Miramar Ranch North M.A.D.

**B. BIDDER/CONTRACTOR INFORMATION:**

Cielo Azul, Inc dba Blue Skies Landscape Maintenance  
Legal Name DBA  
7986 Dagget St. San Diego CA 92111  
Street Address City State Zip  
Natali Costelow, off. mgr. (8)565-8344 (858)565-8398  
Contact Person, Title Phone Fax

**C. OWNERSHIP AND NAME CHANGES:**

1. In the past five (5) years, has your firm changed its name?  
? Yes ? **No**

If **Yes**, use *Pledge of Compliance Attachment "A"* to list all prior legal and DBA names, addresses and dates when used. Explain the specific reasons for each name change.

2. In the past five (5) years, has a firm owner, partner or officer operated a similar business?  
? Yes ? **No**

If **Yes**, use *Pledge of Compliance Attachment "A"* to list names and addresses of all businesses and the person who operated the business. Include information about a similar business only if an owner, partner or officer of your firm holds or has held a similar position in another firm.

**D. BUSINESS ORGANIZATION/STRUCTURE:** Indicate the organizational structure of your firm. Check one only on this page. Use *Pledge of Compliance Attachment "A"* if more space is required.

**Corporation** Date incorporated: 1/2/00 State of incorporation: CA

List corporation's current officers: President: Pedro Navarro, Jr.  
Vice Pres: Pedro Navarro, Sr.  
Secretary: Julie Navarro  
Treasurer: Natali Navarro-Costelow

Is your firm a publicly traded corporation?  Yes  No

If Yes, name those who own five percent (5%) or more of the corporation's stocks:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Limited Liability Company** Date formed: \_\_\_/\_\_\_/\_\_\_ State of formation: \_\_\_\_\_

List names of members who own five percent (5%) or more of the company:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Partnership** Date formed: \_\_\_/\_\_\_/\_\_\_ State of formation: \_\_\_\_\_

List names of all firm partners:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Sole Proprietorship** Date started: \_\_\_/\_\_\_/\_\_\_

List all firms you have been an owner, partner or officer with during the past five (5) years. Do not include ownership of stock in a publicly traded company:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Joint Venture** Date formed: \_\_\_/\_\_\_/\_\_\_

List each firm in the joint venture and its percentage of ownership:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Note:** Each member of a Joint Venture must complete a separate *Contractor Standards Pledge of Compliance* for a Joint Venture's submission to be considered responsive.

**E. FINANCIAL RESOURCES AND RESPONSIBILITY:**

1. Is your firm in preparation for, in the process of, or in negotiations toward being sold?  
 Yes  No

If **Yes**, use *Pledge of Compliance Attachment "A"* to explain specific circumstances, including name of the buyer and principal contact information.

2. In the past five (5) years, has your firm been denied bonding?  
 Yes  No

If **Yes**, use *Pledge of Compliance Attachment "A"* to explain specific circumstances; include bonding company name.

3. In the past five (5) years, has a bonding company made any payments to satisfy claims made against a bond issued on your firm's behalf or a firm where you were the principal?  
 Yes  No

If **Yes**, use *Pledge of Compliance Attachment "A"* to explain specific circumstances.

**F. PERFORMANCE HISTORY:**

1. In the past five (5) years, has your firm been found civilly liable, either in a court of law or pursuant to the terms of a settlement agreement, for defaulting or breaching a contract with a government agency?  
 Yes  No

If **Yes**, use *Pledge of Compliance Attachment "A"* to explain specific circumstances.

2. In the past five (5) years, has a government agency terminated your firm's contract prior to completion?  
 Yes  No

If **Yes**, use *Pledge of Compliance Attachment "A"* to explain specific circumstances and provide principal contact information.

**G. COMPLIANCE:**

1. In the past five (5) years, has your firm or any firm owner, partner, officer, executives or management been criminally penalized or found civilly liable, either in a court of law or pursuant to the terms of a settlement agreement for violating any federal, state or local law in performance of a contract, including but not limited to laws regarding health and safety, labor and employment, wage and hours, and licensing laws which affect employees?  
 Yes  No

If **Yes**, use *Pledge of Compliance Attachment "A"* to explain specific circumstances surrounding each instance; include name of entity involved, specific infraction(s) or violation(s), dates of instances, and outcome with current status.

2. In the past five (5) years, has your firm been debarred or determined to be non-responsible by a government agency?  
 Yes  No

If **Yes**, use *Pledge of Compliance Attachment "A"* to explain specific circumstances of each instance; include name of entity involved, specific infraction, dates, and outcome.

**H. BUSINESS INTEGRITY:**

- 1. In the past five (5) years, has your firm been convicted of or found liable in a civil suit for making a false claim or material misrepresentation to a private or governmental entity?  
 Yes       No

If Yes, use *Pledge of Compliance Attachment "A"* to explain specific circumstances of each instance; include the entity involved, specific infraction(s) or violation(s), dates, outcome and current status.

- 2. In the past five (5) years, has your firm or any of its executives, management personnel, or owners been convicted of a crime, including misdemeanors, or been found liable in a civil suit involving the bidding, awarding, or performance of a government contract?  
 Yes       No

If Yes, use *Pledge of Compliance Attachment "A"* to explain specific circumstances of each instance; include the entity involved, specific infraction(s), dates, outcome and current status.

**I. TYPE OF SUBMISSION:** This document is submitted as:

- Initial submission of *Contractor Standards Pledge of Compliance*.
- Update of prior *Contractor Standards Pledge of Compliance* dated 5/1/10.

**Complete all questions and sign below. Each *Pledge of Compliance Attachment "A"* page must be signed.**

Under penalty of perjury under the laws of the State of California, I certify I have read and understand the questions contained in this *Pledge of Compliance* and that I am responsible for completeness and accuracy of responses and all information provided is true to the best of my knowledge and belief. I further certify my agreement to the following provisions of San Diego Municipal Code §22.3224:

- (a) To comply with all applicable local, State and Federal laws, including health and safety, labor and employment, and licensing laws that affect the employees, worksite or performance of the contract.
- (b) To notify the Purchasing Agent within fifteen (15) calendar days upon receiving notification that a government agency has begun an investigation of the Contractor that may result in a finding that the Contractor is or was not in compliance with laws stated in paragraph (a).
- (c) To notify the Purchasing Agent within fifteen (15) calendar days when there has been a finding by a government agency or court of competent jurisdiction of a violation by the Contractor of laws stated in paragraph (a).
- (d) To provide the Purchasing Agent updated responses to the *Contractor Standards Pledge of Compliance* within thirty (30) calendar days if a change occurs which would modify any response.
- (e) To notify the Purchasing Agent within fifteen (15) days of becoming aware of an investigation or finding by a government agency or court of competent jurisdiction of a violation by a subcontractor of laws stated in paragraph (a).
- (f) To cooperate fully with the Purchasing Agent and the City during any investigation and to respond to a request for information within ten (10) working days from the request date.

**Failure to sign and submit this form with the bid/proposal shall make the bid/proposal non-responsive.**

Natali Costelow, off mgr      Natali Costelow      6-29-10  
 Print Name, Title      Signature      Date

**City of San Diego Purchasing & Contracting Department**  
**CONTRACTOR STANDARDS**  
***Pledge of Compliance Attachment "A"***

Provide additional information in space below. Use additional *Pledge of Compliance Attachment "A"* pages as needed; sign each page. Print in ink or type responses and indicate question being answered. Information provided will be available for public review, except if exempt from disclosure pursuant to applicable law.

Under penalty of perjury under the laws of the State of California, I certify I have read and understand the questions contained in this *Contractor Standards Pledge of Compliance* and that I am responsible for completeness and accuracy of responses on this *Pledge of Compliance Attachment "A"* page and all information provided is true to the best of my knowledge.

Natali Costelaw, off      Natali Costelaw      6-29-10  
Print Name, Title      Signature      Date  
*mngs*

# Enrique Duran

---

PO Box 17026, San Diego, CA 92177 ♦ (858) 722-7170 ♦

---

## Landscape Superintendent

### Areas of Expertise:

- √ Management
- √ Irrigation Specialist
- √ Certified Landscape Technician

### Experience

---

**Superintendent, Blue Skies Landscape Maintenance / San Diego, CA**      **1979-Present**

- Duties include: managing 25 crews of 2 - 10 men, site inspections, customer liaison, scheduling, purchasing, hiring, employee training, performance reviews, equipment training, irrigation training, irrigation repairs, pesticide applications and safety training

### Certificates & Training

---

**Qualified Applicators Certificate / State of California, Agricultural Pest Control Dept.:** Attends classes to earn education hours on an annual basis to ensure updated laws and regulations as well updating procedures and task management.

**IA Certification / The Irrigation Association:** Certified in irrigation and electrical troubleshooting, also attend classes to earn education hours on an annual basis.

**Recycled Water Site Supervisor / Metropolitan Water District:** certified in recycled water use and management

### Education

---

Attend 4-5 education seminars or classes per year to keep up on all newly mandated laws and regulations for all aspects of the landscape industry, including pesticide training, pesticide spraying, irrigation and safety training.

# Luis Garcia

---

PO Box 17026, San Diego, CA 92177 ♦ (858) 722-7170 ♦

---

## Landscape Foreman

### Areas of Expertise:

- √ Crew Leader                      √ Irrigation Repairs                      √ Certified Landscape Technician

### Experience

---

Foreman, Blue Skies Landscape Maintenance / San Diego, CA

1989-Present

- Duties include: managing crew of 14 men on jobsite, walk through of area with City of San Diego inspector, pesticide applications, grounds maintenance
- Has been a foreman on City of San Diego, Miramar Ranch North M.A.D. area for last 10 years, making him very knowledgeable of area and the needs of the surrounding home owners and businesses

### Certificates & Training

---

**Certified Landscape Technician:** Attends classes to earn education hours on an annual basis to ensure updated laws and regulations as well updating procedures and task management.

### Education

---

Attends 3-4 education seminars or classes per year to keep up on all new pesticide training, pesticide spraying, irrigation and safety training.

File: Admin WOFO 2000

Date WOFO Submitted: 6/29/2010  
 Input by: Lad

Goals reflect statistical labor force availability for the following: 2000 CLFA  
 San Diego, CA

City of San Diego/Equal Opportunity Contracting  
**WORK FORCE ANALYSIS REPORT**

FOR  
 Company: Cielo Azul, Inc.

I. TOTAL WORK FORCE:

	Black		Hispanic		Asian		American Indian		Filipino		White		Other					
	CLFA Goals	M	F	CLFA Goals	M	F	CLFA Goals	M	F	CLFA Goals	M	F	CLFA Goals	M	F			
Mgmt & Financial	3.3%	0	0	11.9%	2	1	6.2%	0	0	0.4%	0	0	6.2%	0	0	0	0	
Professional	4.0%	0	0	12.6%	0	0	6.5%	0	0	0.5%	0	0	6.5%	0	0	0	0	
A&E, Science, Computer	2.8%	0	0	7.3%	0	0	16.2%	0	0	0.3%	0	0	16.2%	0	0	0	0	
Technical	6.6%	0	0	14.8%	0	0	17.2%	0	0	0.4%	0	0	17.2%	0	0	0	0	
Sales	3.9%	0	0	19.5%	0	0	6.8%	0	0	0.6%	0	0	6.8%	0	0	0	0	
Administrative Support	7.0%	0	0	20.8%	1	0	8.8%	0	0	0.6%	0	0	8.8%	0	1	0	0	
Services	5.5%	0	0	36.9%	0	0	9.7%	0	0	0.6%	0	0	9.7%	0	0	0	0	
Crafts	4.5%	0	0	25.8%	0	0	9.1%	0	0	0.7%	0	0	9.1%	0	0	0	0	
Operative Workers	4.3%	0	0	38.8%	0	0	20.8%	0	0	0.3%	0	0	20.8%	0	0	0	0	
Transportation	8.1%	0	0	32.1%	0	0	4.5%	0	0	0.5%	0	0	4.5%	0	0	0	0	
Laborers	4.4%	0	0	54.0%	80	0	4.1%	0	0	0.5%	0	0	4.1%	0	0	0	0	
<b>TOTAL</b>		<b>0</b>	<b>0</b>		<b>83</b>	<b>1</b>		<b>0</b>	<b>0</b>		<b>0</b>	<b>0</b>		<b>0</b>	<b>1</b>		<b>0</b>	<b>0</b>

HOW TO READ TOTAL WORK FORCE SECTION:

The information blocks in Section 1 (Total Work Force) identify the absolute number of the firm's employees. Each employee is listed in their respective ethnic/gender and employment category. The percentages listed under the heading of "CLFA Goals" are the County Labor Force Availability goals for each employment and ethnic/gender category.

Mgmt & Financial  
 Professional  
 A&E, Science, Computer  
 Technical  
 Sales  
 Administrative Support  
 Services  
 Crafts  
 Operative Workers  
 Transportation  
 Laborers

TOTAL EMPLOYEES			Female Goals
ALL	M	F	
3	2	1	39.8%
0	0	0	59.5%
0	0	0	22.3%
0	0	0	49.0%
0	0	0	49.4%
2	1	1	73.2%
0	0	0	62.3%
0	0	0	8.6%
0	0	0	36.7%
0	0	0	15.2%
80	80	0	11.1%

HOW TO READ EMPLOYMENT ANALYSIS SECTION:

The percentages listed in the goals column are calculated by multiplying the CLFA goals by the number of employees in that job category. The number in that column represents the percentage of each protected group that should be employed by the firm to meet the CLFA goal. A negative number will be shown in the discrepancy column for each underrepresented goal of at least 1.00 position.

II. EMPLOYMENT ANALYSIS

TOTAL

85	83	2
----	----	---

	Black			Hispanic			Asian			American Indian			Filipino			Female		
	Goals	Actual	Discrepancy	Goals	Actual	Discrepancy	Goals	Actual	Discrepancy	Goals	Actual	Discrepancy	Goals	Actual	Discrepancy	Goals	Actual	Discrepancy
Mgmt & Financial	0.10	0	N/A	0.36	3	2.64	0.19	0	N/A	0.01	0	N/A	0.19	0	N/A	1.19	1	N/A
Professional	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00
A&E, Science, Computer	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00
Technical	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00
Sales	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00
Administrative Support	0.14	0	N/A	0.42	1	N/A	0.18	0	N/A	0.01	0	N/A	0.18	0	N/A	1.46	1	N/A
Services	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00
Crafts	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00
Operative Workers	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00
Transportation	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00	0.00	0	0.00
Laborers	3.52	0	(3.52)	43.20	80	36.80	3.28	0	(3.28)	0.40	0	N/A	3.28	0	(3.28)	8.88	0	(8.88)

Goals are set by job categories for each protected group. An underrepresentation is indicated by a negative number, but if the DISCREPANCY is less than -1.00 position, a N/A will be displayed to show there is no underrepresentation.

<b>REQUEST FOR COUNCIL ACTION</b> CITY OF SAN DIEGO	CERTIFICATE NUMBER (FOR COMPTROLLER'S USE ONLY) 4500013798
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TO: CITY COUNCIL	FROM (ORIGINATING DEPARTMENT): Park and Recreation	DATE: 12/08/10
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SUBJECT: Landscape Contract with Cielo Azul, Inc. d.b.a. Blue Skies Landscape Maintenance, Inc. for Miramar Ranch North Maintenance Assessment District (Bid Number 9955-11-Q)

PRIMARY CONTACT (NAME, PHONE): Andrew Field, (619) 533-6724 MS 804A	SECONDARY CONTACT (NAME, PHONE): Rosa Lopez, (619) 533-6778 MS 804A
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**COMPLETE FOR ACCOUNTING PURPOSES**

FUND	200047				
DEPT / FUNCTIONAL AREA	OTHR-00000000-CL				
ORG / COST CENTER	1714151616				
OBJECT / GENERAL LEDGER ACCT	512134				
JOB / WBS OR INTERNAL ORDER					
C.I.P./CAPITAL PROJECT No.					
AMOUNT	\$479,392				

FUND					
DEPT / FUNCTIONAL AREA					
ORG / COST CENTER					
OBJECT / GENERAL LEDGER ACCT					
JOB / WBS OR INTERNAL ORDER					
C.I.P./CAPITAL PROJECT No.					
AMOUNT					

**COST SUMMARY (IF APPLICABLE):**

<b>FY 2011</b>	<b>\$479,392</b>
<b>FY 2012</b>	<b>\$755,042</b>
<b>FY 2013</b>	<b>\$792,795</b>
<b>FY 2014</b>	<b>\$800,000</b>
<b>FY 2015</b>	<b>\$800,000</b>
<b>FY 2016</b>	<b>\$277,478</b>
<b>TOTAL</b>	<b>\$3,904,707</b>

**ROUTING AND APPROVALS**

CONTRIBUTORS/REVIEWERS:	APPROVING AUTHORITY	APPROVAL SIGNATURE	DATE SIGNED
Environmental Analysis	ORIG DEPT.	LoMedico, Stacey	
Purchasing and Contracting	CFO		
Financial Management	DEPUTY CHIEF		
Comptroller	COO		

Equal Opportunity Contracting Program		CITY ATTORNEY		
		COUNCIL PRESIDENTS OFFICE		
PREPARATION OF:	<input checked="" type="checkbox"/> RESOLUTIONS	<input type="checkbox"/> ORDINANCE(S)	<input type="checkbox"/> AGREEMENT(S)	<input type="checkbox"/> DEED(S)
<p>1. Authorizing the Mayor or his designee to award and execute, for and on behalf of the City, a phase-funded contract with Cielo Azul, Inc. d.b.a. Blue Skies Landscape Maintenance, Inc. for landscape maintenance services within the Miramar Ranch North Maintenance Assessment District (MAD), having an initial term of two years; and</p> <p>2. Authorizing the Mayor or his designee to exercise up to three one-year contract extension options with Cielo Azul, Inc. d.b.a. Blue Skies Landscape Maintenance, Inc., contingent upon adoption of the resolution authorizing the levy of assessments within the MAD and the Annual Budget Appropriation Ordinance for the applicable fiscal year, and provided that the Chief Financial Officer first furnishes one or more certificates that the funds necessary for expenditure are, or will be, on deposit in the City Treasury; and</p> <p>3. Authorizing the Chief Financial Officer to expend an amount not to exceed <b>\$3,904,707</b> over five years (<b>\$479,392</b> in Fiscal Year 2011, <b>\$755,042</b> in Fiscal Year 2012, <b>\$792,795</b> in Fiscal Year 2013, <b>\$800,000</b> in Fiscal Year 2014, <b>\$800,000</b> in Fiscal Year 2015, and <b>\$277,478</b> in Fiscal Year 2016) <b>from Fund No. 200047, Miramar Ranch North Maintenance Assessment District</b> for the purpose of funding the above contract, contingent upon adoption of the resolution authorizing the levy of assessments within the MAD and the Annual Budget Appropriation Ordinance for the applicable fiscal year, and provided that the Chief Financial Officer first furnishes one or more certificates that the funds necessary for expenditure are, or will be, on deposit in the City Treasury.</p>				
<p>STAFF RECOMMENDATIONS:</p> <p>Staff recommends the City Council authorize the Mayor, or his designee, to execute, for and on behalf of the City, a landscape maintenance contract with Blue Skies Landscape Maintenance for landscape maintenance services related to maintenance activities in the Miramar Ranch North Maintenance Assessment District in an amount not to exceed <b>\$3,904,707</b>.</p>				
SPECIAL CONDITIONS (REFER TO A.R. 3.20 FOR INFORMATION ON COMPLETING THIS SECTION)				
COUNCIL DISTRICT(S):	5			
COMMUNITY AREA(S):	Miramar Ranch North			
ENVIRONMENTAL IMPACT:	This project (contract for landscape maintenance services) is Categorically Exempt from the California Environmental Quality Act (CEQA) pursuant to Section 15301 ("Maintenance of Existing Facilities") of the State CEQA guidelines.			
CITY CLERK INSTRUCTIONS:	Please contact Rosa Lopez at (619) 533-6778 when the resolutions are available.			

**COUNCIL ACTION**  
**EXECUTIVE SUMMARY SHEET**  
CITY OF SAN DIEGO

DATE: 12/08/2010

ORIGINATING DEPARTMENT: Park and Recreation

SUBJECT: Landscape Maintenance Contract with Cielo Azul, Inc. d.b.a. Blue Skies Landscape Maintenance, Inc.

COUNCIL DISTRICT(S): 5

CONTACT/PHONE NUMBER: Andrew Field, (619) 533-6724 MS 804A

**DESCRIPTIVE SUMMARY OF ITEM:**

This action would authorize a landscape maintenance contract with Cielo Azul, Inc. d.b.a. Blue Skies Landscape Maintenance, Inc. (Blue Skies) for the purpose of providing landscape maintenance services to the Miramar Ranch North Maintenance Assessment District in an amount not to exceed **\$3,904,707** over a period of five years (two-year initial term plus three one-year options to renew) beginning in Fiscal Year 2011 and ending in Fiscal Year 2016.

**STAFF RECOMMENDATION:**

Staff recommends the City Council authorize the Mayor, or his designee, to execute, for and on behalf of the City, a landscape maintenance contract **with Blue Skies for** landscape maintenance services related to maintenance activities in the Miramar Ranch North Maintenance Assessment District in an amount not to exceed **\$3,904,707**.

**EXECUTIVE SUMMARY OF ITEM BACKGROUND:**

The City of San Diego's Park and Recreation Department manages 49 Maintenance Assessment Districts (MADs) throughout the City of San Diego. These districts provide landscape and lighting maintenance to identified community focal areas. The Assessment Districts are authorized by the State of California and provided for in the Landscape and Lighting Act of 1972 (Part 2 of Division 15 of the California Streets and Highways Code), applicable provisions of Proposition 218 (Article XIID of the California Constitution), and provisions of the San Diego Municipal Code §65.201 *et seq.*

Under the provisions of these laws, the City may assess properties based on the amount of benefit each property will receive. To form a new district, the City ballots property owners. Each ballot is weighted based on the amount of maximum annual assessment for the parcel. If a majority of the ballots returned are in favor of forming an assessment district, the district may be formed by resolution of the City Council.

Miramar Ranch North Maintenance Assessment District was formed on November 23, 1987, to provide landscape maintenance services per Resolution R-269792. **This district was reballoted for Proposition 218 compliance in on July 21, 1998, per Resolution R-290470 and reballoted again to authorize increased assessments on July 23, 2002, per Resolution R-296886.** Each year, the City Council authorizes approval of levying assessments in each district, most recently on July 20, 2010, per Resolution R-306029.

Landscape activities and areas of maintenance in Miramar Ranch North Maintenance Assessment District include care and cleaning of street medians, parkway landscaping, greenbelts, open space, mini-parks, sidewalk, curb and gutter, and landscaped slopes. Regular maintenance tasks include litter removal, sweeping, edging, trimming, mowing, and related functions; these tasks are identified categorically within the contract. Special planting projects and repairs are funded through the extraordinary labor allocation. Due to the size of the district (over 115 acres of manicured areas and 598 acres of undeveloped open space), staff estimates that maintenance activities require at least 14.5 workers daily, Monday through Friday or approximately 31,500 labor hours annually. Due to the anticipated cost of this maintenance work, this contract is eligible for Living Wage compliance in accordance with Municipal Code §22.4201 *et seq.*

The City issued a Request for Bids for the Miramar Ranch North Maintenance Assessment District Landscape Maintenance (Bid Number 9955-11-Q). The bid was posted on the City's website on June 2, 2010, and advertised on June 3, 2010. Staff conducted a pre-bid conference on June 15, 2010. Purchasing and Contracting Department mailed 34 bids and received 22 bids by the deadline of June 30, 2010. Staff analyzed bids and interviewed the lowest bid firms in accordance with Municipal Code §22.3001 *et seq.* Following a competitive selection and procurement process, the City selected Blue Skies as the lowest responsible bidder.

As the contract with Blue Skies will exceed \$1,000,000 over the extent of the five-year period (including the initial two-year term and three subsequent one-year options to renew), this contract requires City Council approval in accordance with San Diego Municipal Code §22.3211(d). The contract is phase funded, with authority granted for each phase contingent upon City Council approval of future appropriation ordinances and assessment levies.

Since the term of the contract begins during the current fiscal year, the contract is divided into six separate phases that will span portions of six fiscal years and cumulatively a period not to exceed five years. This action will authorize the execution of the initial two-year term; authorize the execution of up to three one-year extensions; and authorize the expenditure of funds, contingent upon the City Council authorizing the levy of assessments within the district for each fiscal year of the contract and the City Council adopting the Appropriation Ordinance for each fiscal year of the contract.

Based on the scope of regular services and extraordinary labor requests, Blue Skies bid \$719,088 annually, with provisions for annual adjustments for Living Wage Ordinance (LWO) compliance and **inflationary increases tied to the San Diego-All Urban Consumer Price Index (CPI) at an amount not to exceed 5%. The bid amount includes extraordinary labor, which is a discretionary account used for special projects (such as replanting projects, repairs, irrigation upgrades, storm damage, subcontractor specialized work, and unexpected needs). The annual authorized amount does not exceed \$800,000 as requested by the Miramar Ranch North Planning Committee. As a result of these factors, the total five-year cost is projected to be \$3,904,707.** See Attachment 1 for a detailed cost spreadsheet. The following chart summarizes the annual cost for the contract:

<b>Fiscal Year</b>	<b>Amount</b>
FY 2011	\$479,392
FY 2012	\$755,042
FY 2013	\$792,795
FY 2014	\$800,000
FY 2015	\$800,000
FY 2016	\$277,478
<b>TOTAL</b>	<b>\$3,904,707</b>

**FISCAL CONSIDERATIONS:**

Funding in the amount of \$479,392 will be available from the Miramar Ranch North Maintenance Assessment District (Fund No. 200047) in Fiscal Year 2011 for the first phase. Additional funds for future phases will be available in future years contingent upon available reserves, approval to levy future annual assessments, and approval of the annual district budget and Appropriation Ordinance. This contract is solely funded by the Miramar Ranch North Maintenance Assessment District and does not impact the General Fund.

Cost estimates for future years include a cost indexing factor of a maximum of 5% annually based on changes to the CPI and LWO in accordance with contract specifications. Historically, the actual amount of the allowable cost indexing increase has generally been less than the 5% projection; however, the 5% basis is the most conservative approach. The Miramar Ranch Planning Committee has advised City staff that the annual landscape contract amount should not exceed \$800,000. To comply with this goal, discretionary extra labor will be curtailed in Fiscal Years 2014 and 2015 to ensure costs are kept at or below \$800,000.

**EQUAL OPPORTUNITY CONTRACTING INFORMATION (IF APPLICABLE):**

This agreement is subject to the City’s Equal Opportunity Contracting (San Diego Ordinance No. 18173, Section 22.2701 through 22.2708) and the City’s Non-Discrimination in Contracting Ordinance (San Diego Municipal Code Sections 22.3501 through 22.3517).

**PREVIOUS COUNCIL and/or COMMITTEE ACTION (describe any changes made to the item from what was presented at committee):**

Miramar Ranch North Maintenance Assessment District was formed on November 23, 1987, to provide landscape maintenance services per Resolution R-269792. This district was rebaloted for Proposition 218 compliance in on July 21, 1998, per Resolution R-290470 and rebaloted again to authorize increased assessments on July 23, 2002, per Resolution R-296886. Each year, the City Council authorizes approval of levying assessments in each district, most recently on July 20, 2010, per Resolution R-306029.

This item will be heard by the Public Safety and Neighborhood Services Committee.

**COMMUNITY PARTICIPATION AND PUBLIC OUTREACH EFFORTS:**

The City's Purchasing and Contracting Department issued a Request for Bids for Miramar Ranch North Landscape Maintenance on June 3, 2010, and advertised in the *San Diego Daily Transcript* and on the City's website. The Miramar Ranch North Planning Committee (citizen advisory committee for the Miramar Ranch North Maintenance Assessment District) approved the selection of Blue Skies at its meeting on December 7, 2010, **with the understanding that in no fiscal year would the total amount of landscape contract costs exceed \$800,000 annually, or \$4,000,000 over the five-year term of the contract.**

**KEY STAKEHOLDERS AND PROJECTED IMPACTS:**

Key stakeholders in this process are the property owners that are assessed as part of the Maintenance Assessment Districts program. The Miramar Ranch North Planning Committee serves as the citizen advisory committee for the Miramar Ranch North Maintenance Assessment District in accordance with San Diego Municipal Code §65.0209 and §65.0210. The services identified in the Blue Skies contract are necessary in order to meet legal requirements and to provide Maintenance Assessment District services.

LoMedico, Stacey  
Originating Department

Jay Goldstone  
Chief Operating Officer

**ATTACHMENT 1 – COST ANALYSIS FOR BLUE SKIES LANDSCAPE MAINTENANCE BID**

**District:** Miramar Ranch North  
**Vendor:** Cielo Azul/Blue Skies  
**Bid Number:** 9955-11-Q  
**PA Number:** 4600000368  
**Initial Date:** 11/1/2010  
**Ending Date:** 10/31/2016

Fiscal Year	Contract Year	Date Range	# of Months	PA Total	LWO/CPI*	Total Amount
<i>Pricing Agreement Total:</i>				<b>\$719,088</b>	5.00%	
FY 2011	Year 1	11/1/10-6/30/11	8	\$479,392	\$0	\$479,392
FY 2012	Year 2	7/1/11-10/31/11	4	\$239,696	\$11,985	\$251,681
		11/1/11-6/30/12	8	\$479,392	\$23,970	\$503,362
FY 2013	Option 1	7/1/12-10/31/12	4	\$251,681	\$12,584	\$264,265
		11/1/12-6/30/13	8	\$503,362	\$25,168	\$528,530
FY 2014	Option 2	7/1/13-10/31/13	4	\$264,265	\$13,213	\$277,478
		11/1/13-6/30/14	8	\$528,530	\$26,426	\$522,522
FY 2015	Option 3	7/1/14-10/31/14	4	\$264,265	\$13,213	\$277,478
		11/1/14-6/30/15	8	\$528,530	\$26,426	\$522,522
FY 2016		7/1/15-10/31/16	4	\$264,265	\$13,213	\$277,478
					<b>\$166,199</b>	<b>\$3,904,707</b>

\* Living Wage Ordinance (LWO) and Consumer Price Index (CPI) adjustments do not occur in the first contract year, so the contract is not indexed until the second year.

\*\* See table below for summary of cost by fiscal year based on the above chart:

Fiscal Year	Amount
FY 2011	\$479,392
FY 2012	\$755,042
FY 2013	\$792,795
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<b>TOTAL</b>	<b>\$3,904,707</b>

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<b>REQUEST FOR COUNCIL ACTION</b> CITY OF SAN DIEGO	CERTIFICATE NUMBER (FOR COMPTROLLER'S USE ONLY) 4500013798
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TO: CITY COUNCIL	FROM (ORIGINATING DEPARTMENT): Park and Recreation	DATE: 12/08/10
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SUBJECT: Landscape Contract with Cielo Azul, Inc. d.b.a. Blue Skies Landscape Maintenance, Inc. for Miramar Ranch North Maintenance Assessment District (Bid Number 9955-11-Q)

PRIMARY CONTACT (NAME, PHONE): Andrew Field, (619) 533-6724 MS 804A	SECONDARY CONTACT (NAME, PHONE): Rosa Lopez, (619) 533-6778 MS 804A
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**COMPLETE FOR ACCOUNTING PURPOSES**

FUND	200047				
DEPT / FUNCTIONAL AREA	OTHR-00000000-CL				
ORG / COST CENTER	1714151616				
OBJECT / GENERAL LEDGER ACCT	512134				
JOB / WBS OR INTERNAL ORDER					
C.I.P./CAPITAL PROJECT No.					
AMOUNT	\$479,392				

FUND					
DEPT / FUNCTIONAL AREA					
ORG / COST CENTER					
OBJECT / GENERAL LEDGER ACCT					
JOB / WBS OR INTERNAL ORDER					
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**COST SUMMARY (IF APPLICABLE):**

<b>FY 2011</b>	<b>\$479,392</b>
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<b>FY 2016</b>	<b>\$277,478</b>
<b>TOTAL</b>	<b>\$3,904,707</b>

**ROUTING AND APPROVALS**

CONTRIBUTORS/REVIEWERS:	APPROVING AUTHORITY	APPROVAL SIGNATURE	DATE SIGNED
Environmental Analysis	ORIG DEPT.	LoMedico, Stacey	
Purchasing and Contracting	CFO		
Financial Management	DEPUTY CHIEF		
Comptroller	COO		

Equal Opportunity Contracting Program		CITY ATTORNEY		
		COUNCIL PRESIDENTS OFFICE		
PREPARATION OF:	<input checked="" type="checkbox"/> RESOLUTIONS	<input type="checkbox"/> ORDINANCE(S)	<input type="checkbox"/> AGREEMENT(S)	<input type="checkbox"/> DEED(S)
<p>1. Authorizing the Mayor or his designee to award and execute, for and on behalf of the City, a phase-funded contract with Cielo Azul, Inc. d.b.a. Blue Skies Landscape Maintenance, Inc. for landscape maintenance services within the Miramar Ranch North Maintenance Assessment District (MAD), having an initial term of two years; and</p> <p>2. Authorizing the Mayor or his designee to exercise up to three one-year contract extension options with Cielo Azul, Inc. d.b.a. Blue Skies Landscape Maintenance, Inc., contingent upon adoption of the resolution authorizing the levy of assessments within the MAD and the Annual Budget Appropriation Ordinance for the applicable fiscal year, and provided that the Chief Financial Officer first furnishes one or more certificates that the funds necessary for expenditure are, or will be, on deposit in the City Treasury; and</p> <p>3. Authorizing the Chief Financial Officer to expend an amount not to exceed <b>\$3,904,707</b> over five years (<b>\$479,392</b> in Fiscal Year 2011, <b>\$755,042</b> in Fiscal Year 2012, <b>\$792,795</b> in Fiscal Year 2013, <b>\$800,000</b> in Fiscal Year 2014, <b>\$800,000</b> in Fiscal Year 2015, and <b>\$277,478</b> in Fiscal Year 2016) <b>from Fund No. 200047, Miramar Ranch North Maintenance Assessment District</b> for the purpose of funding the above contract, contingent upon adoption of the resolution authorizing the levy of assessments within the MAD and the Annual Budget Appropriation Ordinance for the applicable fiscal year, and provided that the Chief Financial Officer first furnishes one or more certificates that the funds necessary for expenditure are, or will be, on deposit in the City Treasury.</p>				
<p>STAFF RECOMMENDATIONS:</p> <p>Staff recommends the City Council authorize the Mayor, or his designee, to execute, for and on behalf of the City, a landscape maintenance contract with Blue Skies Landscape Maintenance for landscape maintenance services related to maintenance activities in the Miramar Ranch North Maintenance Assessment District in an amount not to exceed <b>\$3,904,707</b>.</p>				
SPECIAL CONDITIONS (REFER TO A.R. 3.20 FOR INFORMATION ON COMPLETING THIS SECTION)				
COUNCIL DISTRICT(S):	5			
COMMUNITY AREA(S):	Miramar Ranch North			
ENVIRONMENTAL IMPACT:	This project (contract for landscape maintenance services) is Categorically Exempt from the California Environmental Quality Act (CEQA) pursuant to Section 15301 ("Maintenance of Existing Facilities") of the State CEQA guidelines.			
CITY CLERK INSTRUCTIONS:	Please contact Rosa Lopez at (619) 533-6778 when the resolutions are available.			

**COUNCIL ACTION**  
**EXECUTIVE SUMMARY SHEET**  
CITY OF SAN DIEGO

DATE: 12/08/2010

ORIGINATING DEPARTMENT: Park and Recreation

SUBJECT: Landscape Maintenance Contract with Cielo Azul, Inc. d.b.a. Blue Skies Landscape Maintenance, Inc.

COUNCIL DISTRICT(S): 5

CONTACT/PHONE NUMBER: Andrew Field, (619) 533-6724 MS 804A

**DESCRIPTIVE SUMMARY OF ITEM:**

This action would authorize a landscape maintenance contract with Cielo Azul, Inc. d.b.a. Blue Skies Landscape Maintenance, Inc. (Blue Skies) for the purpose of providing landscape maintenance services to the Miramar Ranch North Maintenance Assessment District in an amount not to exceed **\$3,904,707** over a period of five years (two-year initial term plus three one-year options to renew) beginning in Fiscal Year 2011 and ending in Fiscal Year 2016.

**STAFF RECOMMENDATION:**

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**EXECUTIVE SUMMARY OF ITEM BACKGROUND:**

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Since the term of the contract begins during the current fiscal year, the contract is divided into six separate phases that will span portions of six fiscal years and cumulatively a period not to exceed five years. This action will authorize the execution of the initial two-year term; authorize the execution of up to three one-year extensions; and authorize the expenditure of funds, contingent upon the City Council authorizing the levy of assessments within the district for each fiscal year of the contract and the City Council adopting the Appropriation Ordinance for each fiscal year of the contract.

Based on the scope of regular services and extraordinary labor requests, Blue Skies bid \$719,088 annually, with provisions for annual adjustments for Living Wage Ordinance (LWO) compliance and **inflationary increases tied to the San Diego-All Urban Consumer Price Index (CPI) at an amount not to exceed 5%. The bid amount includes extraordinary labor, which is a discretionary account used for special projects (such as replanting projects, repairs, irrigation upgrades, storm damage, subcontractor specialized work, and unexpected needs). The annual authorized amount does not exceed \$800,000 as requested by the Miramar Ranch North Planning Committee. As a result of these factors, the total five-year cost is projected to be \$3,904,707.** See Attachment 1 for a detailed cost spreadsheet. The following chart summarizes the annual cost for the contract:

<b>Fiscal Year</b>	<b>Amount</b>
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<b>TOTAL</b>	<b>\$3,904,707</b>

**FISCAL CONSIDERATIONS:**

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**EQUAL OPPORTUNITY CONTRACTING INFORMATION (IF APPLICABLE):**

This agreement is subject to the City’s Equal Opportunity Contracting (San Diego Ordinance No. 18173, Section 22.2701 through 22.2708) and the City’s Non-Discrimination in Contracting Ordinance (San Diego Municipal Code Sections 22.3501 through 22.3517).

**PREVIOUS COUNCIL and/or COMMITTEE ACTION (describe any changes made to the item from what was presented at committee):**

Miramar Ranch North Maintenance Assessment District was formed on November 23, 1987, to provide landscape maintenance services per Resolution R-269792. This district was reballoted for Proposition 218 compliance in on July 21, 1998, per Resolution R-290470 and reballoted again to authorize increased assessments on July 23, 2002, per Resolution R-296886. Each year, the City Council authorizes approval of levying assessments in each district, most recently on July 20, 2010, per Resolution R-306029.

This item will be heard by the Public Safety and Neighborhood Services Committee.

#### COMMUNITY PARTICIPATION AND PUBLIC OUTREACH EFFORTS:

The City's Purchasing and Contracting Department issued a Request for Bids for Miramar Ranch North Landscape Maintenance on June 3, 2010, and advertised in the *San Diego Daily Transcript* and on the City's website. The Miramar Ranch North Planning Committee (citizen advisory committee for the Miramar Ranch North Maintenance Assessment District) approved the selection of Blue Skies at its meeting on December 7, 2010, **with the understanding that in no fiscal year would the total amount of landscape contract costs exceed \$800,000 annually, or \$4,000,000 over the five-year term of the contract.**

#### KEY STAKEHOLDERS AND PROJECTED IMPACTS:

Key stakeholders in this process are the property owners that are assessed as part of the Maintenance Assessment Districts program. The Miramar Ranch North Planning Committee serves as the citizen advisory committee for the Miramar Ranch North Maintenance Assessment District in accordance with San Diego Municipal Code §65.0209 and §65.0210. The services identified in the Blue Skies contract are necessary in order to meet legal requirements and to provide Maintenance Assessment District services.

LoMedico, Stacey  
Originating Department

Jay Goldstone  
Chief Operating Officer

**ATTACHMENT 1 – COST ANALYSIS FOR BLUE SKIES LANDSCAPE MAINTENANCE BID**

**District:** Miramar Ranch North  
**Vendor:** Cielo Azul/Blue Skies  
**Bid Number:** 9955-11-Q  
**PA Number:** 4600000368  
**Initial Date:** 11/1/2010  
**Ending Date:** 10/31/2016

Fiscal Year	Contract Year	Date Range	# of Months	PA Total	LWO/CPI*	Total Amount
<i>Pricing Agreement Total:</i>				<b>\$719,088</b>	5.00%	
FY 2011	Year 1	11/1/10-6/30/11	8	\$479,392	\$0	\$479,392
FY 2012	Year 2	7/1/11-10/31/11	4	\$239,696	\$11,985	\$251,681
		11/1/11-6/30/12	8	\$479,392	\$23,970	\$503,362
FY 2013	Option 1	7/1/12-10/31/12	4	\$251,681	\$12,584	\$264,265
		11/1/12-6/30/13	8	\$503,362	\$25,168	\$528,530
FY 2014	Option 2	7/1/13-10/31/13	4	\$264,265	\$13,213	\$277,478
		11/1/13-6/30/14	8	\$528,530	\$26,426	\$522,522
FY 2015	Option 3	7/1/14-10/31/14	4	\$264,265	\$13,213	\$277,478
		11/1/14-6/30/15	8	\$528,530	\$26,426	\$522,522
FY 2016		7/1/15-10/31/16	4	\$264,265	\$13,213	\$277,478
					<b>\$166,199</b>	<b>\$3,904,707</b>

\* Living Wage Ordinance (LWO) and Consumer Price Index (CPI) adjustments do not occur in the first contract year, so the contract is not indexed until the second year.

\*\* See table below for summary of cost by fiscal year based on the above chart:

Fiscal Year	Amount
FY 2011	\$479,392
FY 2012	\$755,042
FY 2013	\$792,795
FY 2014	\$800,000
FY 2015	\$800,000
FY 2016	\$277,478
<b>TOTAL</b>	<b>\$3,904,707</b>

DOCKET SUPPORTING INFORMATION  
CITY OF SAN DIEGO

DATE:

**EQUAL OPPORTUNITY CONTRACTING PROGRAM EVALUATION**

January 25, 2011

SUBJECT: Landscape Contract with Cielo Azul, Inc. d.b.a. Blue Skies Landscape Maintenance, Inc. for Miramar Ranch North Maintenance Assessment District (Bid Number 9955-11-Q)

**GENERAL CONTRACT INFORMATION**

Recommended Contractor: Cielo Azul, Inc. d.b.a. Blue Skies Landscape Maintenance, Inc.

**Amount of this Action: \$ 479,392 (FY 2011 Funding)**

FY 2012 Funding: \$ 755,042

FY 2013 Funding: \$ 792,795

FY 2014 Funding: \$ 800,000

FY 2015 Funding: \$ 800,000

FY 2016 Funding: \$ 277,478

Cumulative Amount: \$3,904,707

Funding Source: City

Goals: 20% Voluntary

**SUBCONTRACTOR PARTICIPATION**

There are no subcontractors associated with this action.

**EQUAL EMPLOYMENT OPPORTUNITY COMPLIANCE**

Equal Opportunity: Required

Cielo Azul, Inc. d.b.a. Blue Skies Landscape Maintenance, Inc. submitted a Work Force Report for their San Diego County employees dated June 29, 2010 indicating 85 employees. The Work Force Report Analysis reflects under representations in the following categories:

African-American, Asian, Filipino, and Female in Laborers

Equal Opportunity Staff approved an EEO Plan submitted by K&L Gates, LLP on January 14, 2011. Staff will continue to monitor the firm's efforts to implement their plans.

This agreement is subject to the City's Equal Opportunity Contracting (San Diego Ordinance No. 18173, Section 22.2701 through 22.2708) and the Non-Discrimination in Contracting Ordinance (San Diego Municipal Code Sections 22.3501 through 22.3517).

## **ADDITIONAL COMMENTS**

The selected contractor, Cielo Azul, Inc. d.b.a. Blue Skies Landscape Maintenance, Inc. has listed the following non-certified firms as potential subcontractors: Cleanlot Maintenance Services, Landsmith Landscape, Knott's Pest Control, Carter Electric, and Connerstone Consultings. Due to the nature of the contract, specific award amounts to each potential sub are not available as they will be utilized on an as-need basis.

The *Work Force Analysis* is attached.

CCA

The City of San Diego  
**COMPTROLLER'S CERTIFICATE**

**CERTIFICATE OF UNALLOTTED BALANCE**

ORIGINATING CC PO4500017957  
 DEPT NO. 1714151616

I HEREBY CERTIFY that the money required for the allotment of funds for the purpose set forth in the foregoing resolution is available in the Treasury, or is anticipated to come into the Treasury, and is otherwise unallotted.

Amount: \_\_\_\_\_ Fund: \_\_\_\_\_

Purpose: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Date: \_\_\_\_\_ By: \_\_\_\_\_  
 COMPTROLLER'S DEPARTMENT

ACCOUNTING DATA									
Doc. Item	Fund	Funded Program	Internal Order	Funcional Area	G/L Account	Business Area	Cost Center	WBS	Original Amount
TOTAL AMOUNT									

FUND OVERRIDE

**CERTIFICATION OF UNENCUMBERED BALANCE**

I HEREBY CERTIFY that the indebtedness and obligation to be incurred by the contract or agreement authorized by the hereto attached resolution, can be incurred without the violation of any of the provisions of the Charter of the City of San Diego; and I do hereby further certify, in conformity with the requirements of the Charter of the City of San Diego, that sufficient moneys have been appropriated for the purpose of said contract, that sufficient moneys to meet the obligations of said contract are actually in the Treasury, or are anticipated to come into the Treasury, to the credit of the appropriation from which the same are to be drawn, and that the said money now actually in the Treasury, together with the moneys anticipated to come into the Treasury, to the credit of said appropriation, are otherwise unencumbered.

Not to Exceed: \$479,392.00

Vendor: Cielo Azul, Inc. d.b.a. Blue Skies Landscape Maintenance, Inc.

Purpose: To authorize the expenditure of funds for a two year contract with Cielo Azul, Inc. to provide landscape maintenance services within Miramar Ranch North Maintenance Assessment District.

Date: February 17, 2011 By: *Fernandes Figueroa*  
 COMPTROLLER'S DEPARTMENT

ACCOUNTING DATA									
Doc. Item	Fund	Funded Program	Internal Order	Funcional Area	G/L Account	Business Area	Cost Center	WBS	Original Amount
001	200047				512134	1714	1714151616		\$479,392.00
TOTAL AMOUNT									\$479,392.00

FUND OVERRIDE