



# Board Agenda Item 29

DATE: November 4, 2025

TO: Board of Supervisors

SUBMITTED BY: Raymond T. Hunter, Director, General Services Department

SUBJECT: Agreement with Sunbelt Rentals, Inc.

RECOMMENDED ACTION(S):

- 1. Approve and authorize the Chairman to execute an Agreement with Sunbelt Rentals, Inc., through a cooperative agreement with Omnia Partners, for equipment and tool rental services, effective upon execution for an approximate three-year initial term with two optional one-year renewals through April 30, 2030, total not to exceed \$1,750,000; and**
- 2. Adopt Budget Resolution increasing FY 2025-26 appropriations and estimated revenues for General Services Department Fleet Services Org 8910 in the amount of \$350,000 for rental equipment and tools to maintain and repair County buildings and grounds as necessary to meet departmental needs and demands (4/5 vote).**

There is no additional Net County Cost associated with the recommended actions. The first recommended action will allow the County, with oversight from its General Services Department - Fleet Services Division (GSD-Fleet), to contract with Sunbelt Rentals, Inc. (Sunbelt) for equipment and tool rental services to maintain and repair County buildings and grounds through a cooperative agreement between Omnia Partners (OMNIA) and Sunbelt.

The second recommended action will ensure that GSD-Fleet has sufficient appropriations and estimated revenues in the FY 2025-26 Fleet Services Org 8910 Adopted Budget to fund anticipated costs associated with the recommended Agreement. This item is countywide.

ALTERNATIVE ACTION(S):

Should your Board not approve the first recommended action, your Board may instead direct staff to release a competitive bid to secure equipment and tool rental services. In the interim, should there be a need for renting equipment or tools, staff would require a short-term Purchase Order or would need to identify another cooperative agreement to address present needs. Additionally, your Board can choose not to have GSD-Fleet serve as the County representative for the recommended Agreement, meaning the GSD - Facility Services Division (GSD-Facility Services) and Department of Public Works and Planning - Parks and Grounds Division (PWP-Parks) would continue to directly rent equipment from Sunbelt.

Should the second recommended action not be approved by your Board, GSD-Fleet will not have appropriations available to pay for equipment and tool rental services for FY 2025-26, restricting GSD-Fleet's ability for contract oversight.

FISCAL IMPACT:

There is no increase in Net County Cost associated with the recommended action. The maximum compensation for the recommended Agreement is \$1,750,000 and will be funded by chargebacks to user departments.

The proposed Budget Resolution will increase FY 2025-26 appropriations in the amount of \$350,000 in GSD-Fleet Org 8910, allowing for GSD-Fleet to process invoices received from Sunbelt. Sufficient appropriations and estimated revenues will be included in subsequent Recommended Budget requests for the duration of the Agreement term.

DISCUSSION:

The County has a need to rent various equipment and tools to maintain and repair County buildings and grounds. Commonly rented equipment and tools include, but are not limited to: generators, light towers, scissor lifts, backhoes, loaders, and other materials-handling equipment. The most recent agreement with Sunbelt was approved by your Board on May 6, 2025, converting it from a Purchasing Agreement to a Board Agreement, with a term from June 11, 2024, through October 31, 2025 and maximum compensation not to exceed \$750,000.

Under previous agreements, GSD-Facility Services and PWP-Parks directly rented equipment from Sunbelt as operational needs required. In effort to streamline contract management and coordination, and with the support of PWP, GSD proposes to centralize the process for equipment and tool rental services under GSD-Fleet, who would serve as the point of contact for all County departments.

Pursuant to Chapter 4 of the County's Purchasing Manual, the County can join other public entities in the collective preparation of specifications and request for quotation or proposals, and in making an award to a bidder. On November 7, 2024, the Region 4 Education Service Center, which is comprised of more than 42 school districts in Texas, in conjunction with OMNIA, a contract buying group, issued Request for Proposal (RFP) No. 24-15 for equipment and tool rental services. The subsequent agreement resulting from the RFP, OMNIA Agreement No. R241502 (OMNIA Agreement), was executed with Sunbelt on May 1, 2025 based on their ability to provide the products and services outlined in the RFP, while also offering competitive pricing. The GSD-Purchasing Division reviewed OMNIA's RFP process and determined their procedures to be consistent with the County's RFP process.

The first recommended action will approve the recommended Agreement, based on terms set form in the OMNIA Agreement, with an approximate three-year initial term and two optional one-year extensions. Services include rental of all cataloged products made available by Sunbelt, which include but are not limited to: air compressors and conditioners, backhoe loaders, concrete and masonry equipment, cranes and dozers, lawn and landscaping equipment, lighting equipment, load banks, material handling equipment, trailers and more. Products will be rented as operational needs arise. The maximum compensation for the initial approximate three-year term is \$1,000,000 and will increase to \$1,375,000 and \$1,750,000 in the fourth and fifth years, respectively. Additionally, the recommended Agreement lists GSD-Fleet as the County contact for contract management and invoicing.

Approval of the second recommended action will increase the FY 2025-26 appropriations and estimated revenues in GSD-Fleet's Org 8910 to allow GSD-Fleet to process invoices received from Sunbelt.

REFERENCE MATERIAL:

BAI #30, May 6, 2025

ATTACHMENTS INCLUDED AND/OR ON FILE:

On file with Clerk - Agreement with Sunbelt  
On file with Clerk - Budget Resolution (Org 8910)

CAO ANALYST:

Amy Ryals