



Board Agenda Item 30

DATE: May 6, 2025

TO: Board of Supervisors

SUBMITTED BY: Raymond T. Hunter, Director, General Services Department
Steven E. White, Director, Department of Public Works and Planning

SUBJECT: Agreement with Sunbelt Rentals, Inc.

RECOMMENDED ACTION(S):

Approve and authorize the Chairman to execute an Agreement to amend, restate, replace, and supersede Purchasing Agreement No. P-24-178 with Sunbelt Rentals, Inc. for equipment and tool rental services, retroactive to the Purchasing Agreement effective date of June 11, 2024, through October 31, 2025, increasing the maximum compensation by \$551,000 to \$750,000.

There is no additional Net County Cost associated with the recommended action, which will convert Purchasing Agreement No. P-24-178 (Purchasing Agreement) to a Board agreement, allowing the General Services Department - Facility Services Division (GSD-Facility Services) and Public Works and Planning - Parks and Grounds Division (PWP-Parks) to continue to utilize Sunbelt Rentals, Inc. (Sunbelt) for equipment and tool rental services. This item is countywide.

ALTERNATIVE ACTION(S):

Should your Board not approve the recommended action, the departments would not have an efficient way to rent various equipment and tools required for repairs and maintenance to County facilities and grounds as well as equipment required to support County operations. Instead, your Board could choose to only approve the recommend Agreement for the term length and maximum compensation required to pay outstanding invoices, and otherwise direct staff to release a competitive bid or identity another available cooperative agreement for these services.

RETROACTIVE AGREEMENT:

The recommended Agreement is retroactive to June 11, 2024, as it replaces and supersedes the Purchasing Agreement.

FISCAL IMPACT:

There is no increase in Net County Cost associated with the recommended action. If approved by your Board, the recommended Agreement will increase total compensation by \$551,000 to \$750,000. Sufficient appropriations and estimated revenues are included in the Internal Services Department - Facility Services Org 8935 and PWP-Parks Org 7910 FY 2024-25 Adopted Budgets and will be included in the General Services Department and Public Works and Planning Department's FY 2025-26 Recommended Budget requests. As of April 15, 2025, there are multiple pending invoices totaling \$156,240 that cannot be paid as the maximum compensation under the Purchasing Agreement has been exhausted.

DISCUSSION:

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 in compliance with the requirements of the Purchasing Manual. On March 18, 2020, the Region 4 Education Service Center, which is comprised of over 42 school districts in Texas, in conjunction with Omnia Partners (Omnia), a contract buying group, issued Request for Proposal (RFP) No. 20-06 for equipment and tool rental services. The subsequent agreement resulting from the RFP, Omnia Agreement No. R200601 (Omnia Agreement), was awarded to Sunbelt on November 1, 2020 based on their ability to provide the products and services outlined in the RFP, while also offering competitive pricing. The Internal Services Department - Purchasing Division (ISD-Purchasing) reviewed Omnia's RFP process and determined their procedures to be consistent with the County's RFP process.

On June 11, 2024, ISD-Purchasing entered into the Purchasing Agreement, utilizing the Omnia Agreement terms and conditions. Commonly rented equipment and tools include, but are not limited to: generators, light towers, scissor lifts, backhoes, loaders, and other materials-handling equipment, which the County uses to support operations and for maintenance and repairs to County-maintained buildings and grounds.

The recommended Agreement is for an approximate 16-month term, spanning June 11, 2024 through October 31, 2025. Due to unforeseen costs associated with emergency repairs, the Purchasing Agreement's maximum compensation was exhausted quicker than anticipated. As such, the departments are requesting an increase of \$551,000 to the maximum compensation to allow for additional equipment and tool rentals. Approval of the recommended action will amend, restate, replace, and supersede the Purchasing Agreement with Sunbelt.

ATTACHMENTS INCLUDED AND/OR ON FILE:

On file with Clerk - Agreement with Sunbelt

CAO ANALYST:

Amy Ryals