



Board Agenda Item 43

DATE: April 23, 2019

TO: Board of Supervisors

SUBMITTED BY: Robert W. Bash, Director, Internal Services/Chief Information Officer

SUBJECT: Master Agreement for Pest Control Services

RECOMMENDED ACTION(S):

1. **Approve and authorize the Chairman to execute a Master Agreement with multiple contractors for pest control services for properties owned, occupied, leased or otherwise operated by the County, effective May 20, 2019, not to exceed five consecutive years, which includes an initial three year term and two additional one-year renewals, total not to exceed \$700,000.**
2. **Adopt Budget Resolution increasing FY 2018-19 appropriations and estimated revenues for the Internal Services Department, Facility Services Org 8935 in the amount of \$20,000 (4/5 vote).**

Approval of the recommended actions will allow the Internal Services Department - Facility Services Division (ISD Facility Services) to contract for pest control services for properties owned, occupied, leased or otherwise operated by the County. This item is countywide.

ALTERNATIVE ACTION(S):

If the Board does not approve the recommended actions, the County will be without a contract for pest control services.

FISCAL IMPACT:

There is no increase in Net County Cost associated with the recommended actions. All costs associated with these services are recovered through charge-backs to user departments. Approval of the second recommended action will increase the appropriations and estimated revenues by \$20,000 in the FY 2018-19 Internal Services Department - Facility Services Org 8935 to cover the costs associated with this agreement for FY 2018-19. Ongoing costs for the remaining term of the agreement will be included in future budget requests.

DISCUSSION:

On February 1, 2019, the County of Fresno on behalf of ISD Facility Services issued Request for Proposal (RFP) No. 19-048 for Pest Control Services pursuant to an Integrated Pest Management (IPM) program to one hundred seventy two (172) entities registered in Public Purchase. An IPM is a planned program for effective, long-term pest suppression that reduces dependence on pesticide use. Monitoring provides the basis for reliable decisions when intervention measures are needed, the type of control measure to select, and the method of application. Pest management practices in an IPM program give priority to non-pesticidal

control methods, which include structural and procedural modifications that establish physical barriers to pests, and reduce the food, water, and harborage available to them.

A pre-bid vendor conference was held on February 12, 2019. The response period closed on March 1, 2019, and four (4) vendors responded: Pestmaster Services, Inc. (Pestmaster); Rentokil North America, Inc., dba Western Exterminator, Co. (Western); Orkin Pest Control (Orkin); and Dewey Pest Control (Dewey).

An evaluation panel composed of representatives from the Department of Public Works & Planning, Public Health, Social Services, and Internal Services evaluated each proposal solely based on the requirements of the RFP. Each evaluator individually reviewed each proposal on its own merit based on bidder-provided data, capability, and qualifications, and on March 18, 2019, the evaluation panel unanimously recommended awarding a Master Agreement to Pestmaster, Western, and Orkin. The recommendation for award is based on the following: Pestmaster was awarded for demonstrating an in-depth demonstration of IPM practices, dedication to staff training, and cloud-based scheduling and reporting software. Western was awarded for their in-depth demonstration of IPM practices, customized training available to customers, and their web-based reporting system. Orkin was awarded for their in-depth understanding of IPM practices, dedication to customer satisfaction, and availability of educational pest control material. The evaluation panel did not recommend Dewey, as their bid response was deemed not to be the most advantageous to the County.

If approved, the agreement will be for a total potential 5-year term (an initial 3 year base term plus 2 successive 1-year extensions), commencing on May 20, 2019, as the current agreement expires on May 19, 2019.

ATTACHMENTS INCLUDED AND/OR ON FILE:

On file with Clerk - Master Agreement
On file with Clerk - Budget Resolution

CAO ANALYST:

Yussel Zalapa