



# Board Agenda Item 28

DATE: November 18, 2025

TO: Board of Supervisors

SUBMITTED BY: John Zanoni, Sheriff-Coroner-Public Administrator  
Raymond T. Hunter, Director, General Services Department  
Kirk Haynes, Chief Probation Officer

SUBJECT: Agreement with Western State Design, Inc. for laundry machine services and maintenance

RECOMMENDED ACTION(S):

- 1. Approve and authorize the Chairman to execute an Agreement with Western State Design, Inc. for laundry equipment services and maintenance at the West Annex Jail and Juvenile Justice Campus, effective November 18, 2025, not to exceed five consecutive years, which includes a three-year base contract and two optional one-year extensions, total not to exceed \$275,000 for the West Annex Jail and \$150,000 for the Juvenile Justice Campus (\$425,000);**
- 2. Authorize the Sheriff-Coroner-Public Administrator, or their designee, to add or remove equipment, or otherwise modify services and/or service levels at the West Annex Jail detailed in Exhibit A to the recommended Agreement, provided such changes do not modify the rates or increase the maximum compensation authorized by the recommended agreement; and**
- 3. Authorize the Director of General Services, or their designee, to add or remove equipment, or otherwise modify services and/or service levels at the Juvenile Justice Campus detailed in Exhibit B to the recommended Agreement, provided such changes do not modify the rates or increase the maximum compensation authorized by the recommended agreement.**

There is no additional Net County Cost associated with the recommended action. The recommended action will allow the Sheriff's Office and General Services Department to maintain and service laundry machines at the West Annex Jail and the Juvenile Justice Campus. This item is countywide.

ALTERNATIVE ACTION(S):

There is no viable alternative action. If the recommended action is not approved the Adult and Juvenile Detention Facilities will not be able to maintain the current laundry system.

FISCAL IMPACT:

There is no additional Net County Cost associated with the recommended action. The requested amount is included within the FY 2025-26 Adopted Budget for the Sheriff-Coroner-Public Administrator's Org 3111 and General Services' Org 8935. Costs for additional years will be included in subsequent requested budgets. The maximum five-year agreement shall not exceed \$250,000 for the West Annex Jail and \$150,000 for the Juvenile Justice Campus. The labor and service rates are subject to an annual rate increase based on

National Consumer Price Index not to exceed 3%.

DISCUSSION:

On January 29, 2019, the Board approved Agreement No. 19-029 with Western State Design, Inc. for laundry equipment maintenance and services effective from January 1, 2019, through December 31, 2023 (\$250,000).

On April 19, 2022, the Board approved Amendment I to Agreement No. 19-029 with Western State Design, Inc. to increase contractor rates, with no change to the term of January 1, 2019, through December 31, 2023, or contract total maximum amount of \$250,000.

On March 25, 2025, the County of Fresno GSD - Purchasing released Request for Quotation (RFQ) No. 25-079, which solicited competitive bids to provide laundry machine service and maintenance at the West Annex Jail and the Juvenile Justice Campus, which serve the Adult and Juvenile Detention Facilities. The RFQ closed on April 25, 2025, and the County did not receive any bids. Staff negotiated with the previous vendor of these services, Western State Design, Inc.

The new recommended agreement includes pricing for monthly maintenance charges (\$4,296 for the West Annex Jail and \$1,796 for the Juvenile Justice Campus), hourly rates (\$189 for normal business hours; and \$268.50 for holidays, nights weekends and emergency repair service), and Travel Charges of \$185 per service call for repairs and emergency repairs for year one. All these listed rates, besides the Travel Charge, will be increased annually every year of the term of the recommended agreement by the National Consumer Price Index, not to exceed 3%. The second and third recommended actions will authorize the Sheriff-Coroner-Public Administrator and the Director of General Services, or their designees, to add or remove equipment, or otherwise modify services and/or service levels at the West Annex Jail/Juvenile Justice Campus detailed in the recommended Agreement, provided such changes do not modify the rates or increase the maximum compensation authorized by the recommended agreement.

REFERENCE MATERIAL:

BAI # 37 - January 29, 2019

BAI # 26 - April 19, 2022

ATTACHMENTS INCLUDED AND/OR ON FILE:

On file with Clerk - Agreement with Western State Design, Inc.

CAO ANALYST:

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