

COUNCIL ACTION FORM

SUBJECT: FY 2019/20 ELECTRIC DISTRIBUTION LINE CLEARANCE PROGRAM

BACKGROUND:

This contract will include nearly all of the requirements for tree trimming services for Electric Services during the next three fiscal years. The periods from July 1, 2020, through June 30, 2021, and from July 1, 2021, through June 30, 2022, are renewal options subject to City Council approval of funding. Prices for equipment rates and miscellaneous charges are firm throughout the first two years of the contract period, and are to be adjusted for FY 2021/22 based on a percentage of increase included in the original bid. Labor rates are to be adjusted for FY 2020/21 and FY2021/22 based on a percentage of increase included in the original bid.

Bid notices were sent to fourteen potential bidders, as well as to three plan rooms. Prequalification of bidders was required for this contract to ensure that each one had sufficient experience and resources to perform at the level required. Four companies provided prequalification documents detailing their employee safety and training programs and company resources. It was determined that all four of those companies were prequalified to bid.

On May 14, 2019, three bids were received and evaluated by staff. Staff concluded that the low bid from Wright Tree Services, Des Moines, IA, is acceptable. The bid results are shown on Attachment A. Attachment B shows the cost evaluation, which is based on a crew of four people and required equipment for 48 weeks per year, including annual usage on material and supplies. A forty-eight week time period has traditionally been used in the evaluation, since it provides for a full year of services but allows for inclement weather, crew absences, etc., when no work would be performed.

The approved operating budget for FY 2019/20 includes \$327,437 for this program. Services provided under this contract are monitored by Electric Services staff to ensure that expenditures are performed properly and are in accordance with the approved funding level. Invoices are based on unit prices bid and services actually received and accepted by the City.

ALTERNATIVES:

- 1) Award the contract for the FY2019/20 Electric Distribution Line Clearance Program to Wright Tree Services, Des Moines, IA, for hourly rates and unit prices

bid, in an amount not to exceed \$327,437, subject to receipt of the required performance bond. Renewal options for FY2020/21 and FY2021/22 may be exercised later at the Council's discretion.

- 2) Award the contract to one of the other bidders.
- 3) Reject all bids and attempt to obtain the required services on an as-needed basis.

MANAGER'S RECOMMENDED ACTION:

An on-going tree trimming program helps mitigate the number of customer interruptions resulting from extreme weather events. Alternative No. 1 establishes a fixed price contract for performance of the required tree trimming services at the best price, obtained via the competitive sealed bid process. It has proven to be very cost-effective to have a company under contract to provide these services.

Therefore, it is the recommendation of the City Manager that the City Council adopt Alternative No. 1 as stated above.

**CITY OF AMES, IOWA
LINE CLEARANCE PROGRAM**

LABOR	Light Tree Service, Inc. Des Moines, IA		Hooper Corporation Madison, WI		Arbor Monkees, LLC Roland, Iowa	
	HOURLY RATE		HOURLY RATE		HOURLY RATE	
	STRAIGHT TIME	TIME & ONE-HALF	STRAIGHT TIME	TIME & ONE-HALF	STRAIGHT TIME	TIME & ONE-HALF
Working Foreman	\$37.94	\$50.61	\$64.43	\$85.33	\$270.00*	\$450.00
Trimmer A	\$34.73	\$46.21	\$56.05	\$74.00	Included	Included
Trimmer B	\$31.51	\$41.78	\$41.08	\$55.66		
Trimmer C	\$29.92	\$39.59	\$36.17	\$48.89		
Trimmer D	\$28.31	\$37.38	\$34.96	\$47.25		
Ground Person	\$23.49	\$30.76	\$33.73	\$45.59	Included	Included
Line Permitter	\$34.73	\$46.21	\$64.43	\$85.33	Included	Included
EQUIPMENT DESCRIPTION	RATE PER CREW HOUR		RATE PER CREW HOUR		RATE PER CREW HOUR	
Hydraulic aerial device	\$16.32		\$18.24		Included	
Manual aerial device	\$16.32		\$18.24		climber, also included	
Chip truck	\$10.15		\$11.20		Included	
Brush Tractor	\$67.30		\$99.43			
Truck&Trailer for Brush trac.	\$16.58		\$18.50		Included	
Hydro Axe	\$64.05		\$67.00			
Truck&Trailer for Hydro Axe.	\$17.60		\$18.50			
Pick-up Truck	\$10.37		\$11.50		Included	
Power saw	\$0.51		\$0.65		Included	
Brush Chipper	\$5.08		\$6.65		Included	
Hand pruning equip.			N/A		Included	
Ropes and body belts			N/A		Included	
MATERIALS & SUPPLIES	BID PRICE		BID PRICE		BID PRICE	
Weedone CB						
Banvel CST per gal						
Garlon 4 per gal	\$32.58		\$36.50		\$115.50	
Tree Paint: Maintain A per case of 12 13 Oz.cans	\$100.32		\$120.00		\$80.00	
Other supplies Cost plus %	10%		10%		10%	
PERCENTAGE OF INCREASE, OPTIONAL RENEWAL PERIODS						
Labor FY 2020-2021	3%		3%		3%	
Labor FY 2021-2022	3%		3%		3%	
Equipment FY 2021-2022	0%		3%		not shown	

*Attachment states this is for 3-man crew with bucket truck or climber, wood chipper and pickup w/trailer. It does not state which three labor designations of the four marked are included in this price.

ATTACHMENT B

**CITY OF AMES, IOWA
EVALUATED TOTAL COST
LINE CLEARANCE PROGRAM**

DESCRIPTION	Wright Tree Service, Inc.	Hooper Corporation	Arbor Monkeys, LLC	
<u>FY 2019-2020:</u>				3-man crew in lieu of 4-man crew. The bid did not provide sufficient detail to evaluate using 4-man crew.
Estimated Total Labor Costs	\$ 251,308.80	\$ 419,788.80	\$ 518,400.00	
Estimated Total Equipment Costs	<u>\$ 61,977.60</u>	<u>\$ 71,116.80</u>	included	
Subtotal:	\$ 313,286.40	\$ 490,905.60	\$ 518,400.00	
Estimated Total Materials & Supplies	<u>\$ 895.95</u>	<u>\$ 1,003.75</u>	<u>\$ 3,176.25</u>	
Estimated Total Costs FY 2019-2020	<u>\$ 314,182.35</u>	<u>\$ 491,909.35</u>	<u>\$ 521,576.25</u>	
<u>FY 2020-2021:</u>				
Estimated Total Labor Costs	\$ 257,591.52	\$ 432,382.46	\$ 533,952.00	
Estimated Total Equipment Costs	<u>\$ 61,977.60</u>	<u>\$ 71,116.80</u>	included	
Subtotal:	\$ 319,569.12	\$ 503,499.26	\$ 533,952.00	
Estimated Total Materials & Supplies	<u>\$ 895.95</u>	<u>\$ 1,003.75</u>	<u>\$ 3,176.25</u>	
Estimated Total Costs FY 2020-2021	<u>\$ 320,465.07</u>	<u>\$ 504,503.01</u>	<u>\$ 537,128.25</u>	
<u>FY 2021-2022:</u>				
Estimated Total Labor Costs	\$ 264,675.29	\$ 445,353.94	\$ 549,970.56	
Estimated Total Equipment Costs	<u>\$ 63,217.15</u>	<u>\$ 73,250.30</u>	included	
Subtotal:	\$ 327,892.44	\$ 518,604.24	\$ 549,970.56	
Estimated Total Materials & Supplies	<u>\$ 895.95</u>	<u>\$ 1,003.75</u>	<u>\$ 3,176.25</u>	
Estimated Total Costs FY 2021-2022	<u>\$ 328,788.39</u>	<u>\$ 519,607.99</u>	<u>\$ 549,970.56</u>	
SUMMARY				
Overall Estimated Labor Costs	\$ 773,575.61	\$ 1,297,525.20	\$ 1,602,322.56	
Overall Estimated Equipment Costs	\$ 187,172.35	\$ 215,483.90	included	
Overall Estimated Materials & Supplies	<u>\$ 2,687.85</u>	<u>\$ 3,011.25</u>	<u>\$ 9,528.75</u>	
OVERALL EVALUATED COST FOR THREE YEARS	<u>\$ 963,435.81</u>	<u>\$ 1,516,020.36</u>	<u>\$ 1,611,851.31</u>	