

EWEB Board Consent Calendar Request

For Contract Awards, Renewals, and Increases

The Board is being asked to approve a new contract with **Brink Brothers Inc.** for **Field Mowing Services**.

Board Meeting Date:	April 1, 2025	
Project Name/Contract #:	Field Mowing Services / 25-019-S	
Manager:	Tyler Nice	Ext. 7419
Executive Officer:	Karen Kelley	Ext. 7153

Contract Amount:

Original Contract Amount:	\$500,000
Additional \$ Previously Approved:	\$0
Spend over last approval:	\$0
Amount this Request:	\$500,000
% Increase over last approval:	NA
Resulting Cumulative Total:	\$500,000 (estimated over 5-year period)

Contracting Method:

Method of Solicitation:	Formal RFP
If applicable, basis for exemption:	NA
Term of Agreement:	Initial term is one (1) year
Option to Renew?	Yes, annually up to five (5) years total
Approval for purchases "as needed":	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
Proposals/Bids Received (Range):	8 (\$93,000 - \$262,800 per year)
Selection Basis:	Highest Ranked Proposer

Narrative:

Operational Requirement and Alignment with Strategic Plan

EWEB Right-of-Way (ROW) and property field mowing is a requirement for compliance with fire code regulations, as well as an important aesthetic component of property management throughout EWEB's service territory.

Contracted Goods or Services

Field Mowing services on EWEB properties, including ROW sites in Eugene/Springfield. Services include tractor mowing and string trimming on an ongoing seasonal basis. Scope of work includes maintaining 78 EWEB owned sites annually from May to September. This contract includes all labor, materials, equipment and administrative reporting. It is estimated that each property is maintained 3-4 times throughout the maintenance period annually.

Purchasing Process

In February 2025, EWEB issued a formal Request for Proposals (RFP 25-019-S) for field mowing services for EWEB's Right-of-Way sites and other properties in Eugene/Springfield. This solicitation was advertised on OregonBuys, the state of Oregon procurement site. Eight proposals were received, and six proposals were deemed responsive and responsible. Two proposers did not submit the required paperwork and were deemed non-responsive. Criteria and weighting included: experience and capabilities (40%); equipment (20%); references

(10%); and pricing (30%). Brink Brothers Inc. was selected as the highest ranked, responsive, and responsible proposer. Using lessons learned from previous mowing contracts, an emphasis was made on experience, capabilities to ensure that EWEB’s compliance and site standards are met consistently. In past contract cycles multiple change orders and/or need to supply labor to meet contractor gaps resulted in compliance risk, opportunity cost due to use of internal labor when not expected, and quality and control issues. Staff considered pricing strongly due to the wide spread amongst the requirements to ensure that EWEB and the community’s needs are met for these EWEB owned sites.

When evaluating a contractor to provide services, especially those that require quality equipment and extensive experience, price is just one of many factors to consider. Staff’s intent is to control cost to reduce impact on the rate payer, but putting too much emphasis on the “apparent” price can result in compromising on the expertise, quality, and reliability that are crucial for this work. Experienced contractors with quality equipment complete projects faster and more efficiently. Their expertise allows them to anticipate problems and address them quickly, while high-quality equipment helps avoid delays caused by faulty tools or inadequate resources. While a lower priced contractor might take longer or require more effort, the higher-priced contractor is more likely to finish ahead of schedule, reducing overall costs and disruptions to our operations. In this instance the main driver in cost is around the hourly rate and amount of equipment quoted. The approach for the awarded contractor was evaluated to be the highest efficiency, quality and skillset with cost considered as part of the scoring. Additionally, this contract is a time and materials contract and staff will have the ability to monitor and control cost actively throughout the contract term.

Proposals Received

Vendor Name	City, State	Offered Price	Ranking (for RFPs)
AG Yard Care LLC	Eugene, OR	\$93,000	NA
Brink Brothers	Pleasant Hill, OR	\$253,500	1
Graham Landscape & Design	Eugene, OR	\$205,800	6
Green Acres	Salem, OR	\$262,800	2
Living Concepts	Eugene, OR	\$232,500	5
Lucan Landscaping Inc.	Eugene, OR	\$131,154	3
Premier Contracting	Eugene, OR	\$95,000	NA
Thompson Landscape Company	Eugene, OR	\$164,670	4

Prior Contract Activities

EWEB Contract	Project Name (Description)	Board Approved	Project Duration (Start to Close)	Original Amount	Approved/Amended Amount to Date (Total)	Reason Code
22-246-1	Small Lot Vegetation Management	2/7/23	1/7/23 - 1/31/28	\$1,000,000	\$1,000,000	
*21-136	Fuels Management	10/5/21	10/5/21 – 10/26-26	\$1,500,000	\$2,900,000	AW
21-085	Vegetation Removal Services	5/6/21	5/6/21 - 5/5/26	\$175,000	\$175,000	

Reason Code: AM = Additional Materials, AW = Additional Work, EW= Emergency Work, SD = Staff Directed, UC = Unforeseen Conditions, Other

* Three contractors were awarded this work. One contract was terminated, and Brink Brothers Inc. was asked to perform additional work.

ACTION REQUESTED:

Management requests the Board approve a contract with Brink Brothers Inc. for field mowing services. Approximately \$500,000 was planned for these services in the Department 328 Electric Division 2025 budget of

\$5.4 million. Variances will be managed within the budget process and Board policy.

BUDGET CATEGORY: Electric O&M, 5880 Misc. exp.