

## City Council – Action Request Form

**Date:** October 14, 2019

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**To:** Mayor, Mayor Pro Tempore, and Members of the City Council

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**From:** Toneq McCullough, Transportation Director  
 Damon Dequenne, Assistant City Manager  
 Jerry Bates, Purchasing Director

**Council Action Requested:**  
 Resolution Awarding On-Call Contract for Traffic Signal Installations

**Strategic Focus Area:** Quality Transportation  
**Strategic Objective:** Improve Integrated Road Network  
**Strategic Plan Action Item:** No  
**Key Work Item:** Yes



**Summary of Information:**

The City of Winston-Salem has the need for an on-call contract to provide installation of traffic signals. This service contract would include traffic signal pole installations, trenching, junction box installations, pedestrian improvement installations, and traffic signal cabinet installations. The awarded contractor will make improvements to certain intersections around the city based on priority.

A Request for Proposals (RFP) for an on-call contract to provide traffic signal installations per bid specifications was issued and required unit pricing for 61 line items. On September 18, 2019, proposals were received from ALS of North Carolina, LLC, located in Salisbury, NC, Garrett James Company, LLC, located in Summerfield, NC, and Watson Electrical Construction Co., LLC, located in Wilson, NC.

Terms of the bid document specified detailed criteria upon which each proposal received would be rated and an evaluation panel of city staff reviewed the proposal received to select the contractor most qualified to meet the requirements of the RFP, which are price value, experience, manpower commitment, business location, and commitment to the City’s Minority/Women Business Enterprise (M/WBE) goals. See Exhibit B for the evaluation criteria and detailed scoring of the proposal.

**Committee Action:**

<b>Committee</b>	Finance 10/14/19	<b>Action</b>	Approval
<b>For</b>	Unanimous	<b>Against</b>	

**Remarks:**

The annual contract period is from date of award through June 30, 2020. Terms of the bid allow the City the right to extend the contract for as many as four additional annual periods (until June 30, 2024), if both parties agree and funds are made available for that purpose. Unit prices may be adjusted at the beginning of each additional annual period by an amount not to exceed the latest available Consumer Price Index for All Urban Consumers on the U.S. Department of Labor Bureau of Labor Statistics website at the time the extension is pursued.

The 2019 LOBS for Pedestrian Safety Projects include sufficient funds for these services. Therefore, it is recommended that an on-call contract to provide traffic signal installations per bid specifications be awarded to ALS of North Carolina, LLC, the low bidder meeting specifications and the highest scoring proposer, in the estimated annual amount of \$250,000, making the total possible award amount over five years in the estimated amount of \$1,250,000. Annual renewals will be based upon funding availability.

M/WBE comment: Notices were sent to 61 potential bidders from the City's vendor list and NCDOT website, of which 10 are minority-owned and 5 are woman-owned businesses. The RFP was advertised on the City's website and with several electronic plan rooms. No HUB-certified, M/WBE businesses submitted a proposal.

See Exhibit A for a complete list of businesses notified and for workforce demographics.