



DATE: January 27, 2026

TO: Mayor and City Council

FROM: Director of Maintenance Services

SUBJECT: Adopt Resolutions Authorizing the City Manager to Negotiate and Execute Landscape Maintenance Contracts for Twin Bridges Landscape and Lighting Assessment District 7 with New Image Landscape Company in a Not-to-Exceed Amount of \$357,000 and for Parkside Heights Landscape and Lighting Assessment District 17 with Pacheco Landscape Management, Inc. in a Not-to-Exceed Amount of \$91,000

RECOMMENDATION

That City Council adopts a resolution (Attachment II) authorizing the City Manager to negotiate and execute a landscape maintenance contracts for Twin Bridges Landscape and Lighting Assessment District (LLAD) 7 with New Image Landscape Company (New Image) in a not-to-exceed amount of \$357,000 and a resolution (Attachment III) authorizing the City Manager to negotiate and execute a landscape maintenance contract for Parkside Heights LLAD 17 with Pacheco Landscape Management, Inc. (Pacheco) in a not-to-exceed amount of \$91,000, both for a length of five years.

SUMMARY

Maintenance Services' Landscape Division maintains eighteen (18) LLADs and two (2) Maintenance Districts. In October 2025, staff released requests for quotes (RFQ) to seek experienced and qualified contractors to provide landscape maintenance within Twin Bridges (LLAD 7) and Parkside Heights (LLAD 17). Staff received and evaluated five (5) bids for LLAD 7 and six (6) bids for LLAD 17. For LLAD 7, staff recommends awarding the landscape maintenance contract to New Image in a not-to-exceed amount of \$357,000. For LLAD 17, staff recommends awarding the contract to Pacheco in a not-to-exceed amount of \$91,000. Both agreements will have an effective term date from July 1, 2025 – June 30, 2028, with an option to extend for two one-year extensions through June 2030. The agreements are also subject to an annual CPI increase.

BACKGROUND AND DISCUSSION

In October 2025, staff released RFQ 26-008 that detailed landscape maintenance required for LLAD 7. In December 2025, staff received the following bids:

Vendor	Monthly Bid	Yearly Bid
NEW IMAGE LANDSCAPE COMPANY	\$ 5,100	\$ 61,200
BRIGHTVIEW LANDSCAPE SERVICES, INC.	\$ 5,261.08	\$ 63,132.96
BAYSCAPE MANAGEMENT, INC	\$ 5,480	\$ 65,760
PACHECO LANDSCAPE MANANAGEMENT, INC	\$ 6,200	\$ 74,400
LOS LOZA, INC	\$ 7,800	\$ 93,600

Staff recommends awarding the contract to New Image. The expected yearly cost, inclusive of 3% annual CPI increase and a 10% contingency, is outlined below.

Cost Type	FY 2026	FY 2027	FY 2028	FY 2029	FY 2030	Total
Contractual Services	\$ 61,200	\$ 63,036	\$ 64,927	\$ 66,875	\$ 68,881	\$ 324,919
Contingency	\$ 6,121	\$ 6,120	\$ 6,120	\$ 6,860	\$ 6,860	\$ 32,081
Total	\$ 67,321	\$ 69,156	\$ 71,047	\$ 73,735	\$ 75,741	\$ 357,000

Additionally, staff released RFQ 26-012 that detailed landscape maintenance required for LLAD 17. Staff received the following bids:

Vendor	Monthly Bid	Yearly Bid
PACHECO LANDSCAPE MANANAGEMENT, INC	\$ 1,300	\$ 15,600
LOS LOZA, INC	\$ 1,920	\$ 23,040
BRIGHTVIEW LANDSCAPE SERVICES, INC.	\$ 2,070.92	\$ 24,851.04
BAYSCAPE MANAGEMENT, INC	\$ 2,495	\$ 29,940
NEW IMAGE LANDSCAPE COMPANY	\$ 2,510	\$ 30,120
RUBICON LANDSCAPE CORPORATION	\$ 4,523.45	\$ 54,281.45

Staff recommends awarding the contract to Pacheco. The expected yearly cost, inclusive of 3% annual CPI increase and 10% contingency, is outlined below.

Cost Type	FY 2026	FY 2027	FY 2028	FY 2029	FY 2030	Total
Contractual Services	\$ 15,600	\$ 16,068	\$ 16,550	\$ 17,047	\$ 17,558	\$ 82,823
Contingency	\$ 1,497	\$ 1,500	\$ 1,580	\$ 1,800	\$ 1,800	\$ 8,177
Total	\$ 17,097	\$ 17,568	\$ 18,130	\$ 18,847	\$ 19,358	\$ 91,000

FISCAL AND ECONOMIC IMPACT

Each LLAD collects tax assessments levied on the parcels within the community. LLAD 7 (Fund 274) and LLAD 17 (Fund 290) have sufficient funds for this agreement. This item has no impact on the General Fund.

Routine landscape maintenance provides economic benefits, such as reduced blight, increased property values, and enjoyable outdoor spaces for recreational activities.

STRATEGIC ROADMAP AND SUSTAINABILITY FEATURES

This item is a routine operational item and does not directly support Council's Strategic Priorities or has significant sustainability features.

NEXT STEPS

If Council approves the attached resolution, the City Manager will execute the agreement with New Image for Twin Bridges LLAD 7 for a total not-to-exceed amount of \$357,000 and an agreement with Pacheco for Parkside Heights LLAD 17 for a total not-to-exceed amount of \$91,000. Both agreements will have a termination date through FY2030 and subject to CPI increases.

Prepared by: Manny Grewal, Management Analyst

Recommended by: Todd Rullman, Director of Maintenance Services

Approved by:



Jennifer Ott, City Manager