



Staff Report

Annual Requirements Contract for Sanitary Sewer Covers and Rings, Project 23-0041

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| City Council Meeting Date: 01-24-2023 | Action Being Considered: Minute Order |
|---------------------------------------|---------------------------------------|

Authorize the City Manager or his designee to execute an annual requirements contract for sanitary sewer covers and rings with Ferguson Enterprises, LLC, of Newport News, Virginia, in the estimated amount of \$230,610. Ferguson Enterprises, LLC is not a MWBE firm.

PRIOR BOARD OR COUNCIL ACTION

None.

ANALYSIS

This contract is for the purchase of sanitary sewer rings and lids for the Water Utilities Department. The sewer covers and rings, commonly known as manhole covers, will be used for new installations and to replace damaged and broken units at inspection and maintenance access openings throughout the City. The sewer covers and rings will be purchased on an as-needed basis.

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| Bid closed: | December 15, 2022, at 2:00 P.M. |
| Vendors notified through IonWave: | 586 |
| MWBE Vendors Notified through Ionwave: | 4 |
| Vendors who Viewed bid: | 7 |
| MWBE Vendors who viewed bid: | 0 |
| Vendors responding to bid request: | 3 |
| MWBE Vendors responding to bid request: | 0 |
| Procurement Method: | Lowest Responsible, Responsive Bidder |
| Original contract term: | One year/two one-year renewals Current term: February 1, 2023 – January 31, 2024 |

| VENDOR | MWBE | CLASSIFICATION | TOTAL |
|---|------|----------------|--------------|
| Ferguson Enterprises, LLC Newport News, VA | No | N/A | \$230,610 |
| Fortline, Inc. Concord, NC | No | N/A | \$231,428.65 |
| Core and Main, LP St. Louis, MO | No | N/A | \$282,880.00 |

| Name of Prime Vendor | Ferguson Enterprises, LLC |
|--|---------------------------|
| Total Contract Value | \$230,610 |
| Prime Vendor's M/WBE Status | None |
| Dollar Amount of Prime Vendor's Self-Performance | \$230,610 |
| Percentage Amount of Prime Vendor's Self-Performance | 100% |
| Total MWBE Participation | \$0 (0%) |

Office of Business Diversity (OBD) recommended the citywide aspirational goal of 30% MWBE participation on this contract. Ferguson Enterprises, LLC has opted to self-perform the project scope internally. OBD will assist the vendor with their efforts if any subcontracting opportunities become available.

FINANCIAL IMPACT

Ferguson Enterprises, LLC returned the lowest responsive bid for an estimated amount of \$230,610. The Water Utilities Department and the Finance Department agree that Ferguson Enterprises, LLC met the bid specification requirements. The contract term is for one year and will be reviewed annually to determine subsequent renewal terms. The projected financial impact for this contract term is as follows:

| <u>FY 2023</u> | <u>FY 2024</u> | <u>FY 2025</u> |
|----------------|----------------|----------------|
| \$153,740 | \$76,870 | \$0 |

Funds are budgeted in Water Utilities Department/Water Utilities Inventory Account No. CC630104-SC0674 and subject to FY2024 budget approval.

ADDITIONAL INFORMATION

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|-------------------------------------|----------|
| Attached: | None |
| Under separate cover: | None |
| Available in the Purchasing office: | Bid file |
| Form 1295: | Yes |
| MWBE: | No |

STAFF CONTACT(S)

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