



# AGENDA REPORT

## Public Works

<b>DATE:</b>	April 21, 2026
<b>TO:</b>	Mayor Martinez and Members of the City Council
<b>FROM:</b>	Daniel Chavarria, Director of Public Works Darin Fitzpatrick, Assistant Deputy Director of Public Works, Operations & Maintenance
<b>Subject:</b>	Purchase of K-Rails and Natural Stone Boulders from First Vanguard Rentals & Sales, Inc. and Blue Angel International, LLC
<b>FINANCIAL IMPACT:</b>	The proposed expenditure of up to \$450,000 per vendor for the initial three-year term, with optional one-year extensions of up to \$150,000 annually for a total potential five-year amount not to exceed \$750,000 per vendor, is included within the approved Public Works Operations and Maintenance budgets.
<b>PREVIOUS COUNCIL ACTION:</b>	None.
<b>STATEMENT OF THE ISSUE:</b>	The City requires on-call access to reinforced concrete K-Rails and natural stone boulders to support Public Works operations, including restricting unauthorized vehicle access, protecting public infrastructure, and advancing encampment mitigation and site hardening efforts. A competitive solicitation was conducted, resulting in three responsive proposals for consideration. City Council authorization is required to approve the purchases of the selected vendors.
<b>RECOMMENDED ACTION:</b>	ADOPT a resolution to APPROVE the purchase of K-rails and natural stone boulders for City-wide encampment mitigation, right-of-way protection, and site hardening efforts from First Vanguard Rentals & Sales, Inc. and Blue Angel International LLC, each for a three-year term in an amount not to exceed \$450,000, with the option to extend for two additional one-year terms in an amount not to exceed \$150,000 per year, subject to city manager

	approval – Public Works Department (Daniel Chavarria 510-620-5478/ Darin Fitzpatrick 510-231-3044).
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**DISCUSSION:**

The Public Works Department, Operations and Maintenance Division, is responsible for maintaining City infrastructure, protecting public rights-of-way, and implementing operational strategies that address encampments, illegal dumping, and unauthorized vehicle access in sensitive areas.

To support these operational needs, Public Works issued a competitive solicitation through the City’s BidsOnline procurement system for the supply and delivery of reinforced concrete K-Rails and natural stone boulders (Attachment 1). These materials are used to restrict unauthorized vehicular access, protect public infrastructure, and support site hardening projects throughout the City.

A total of 135 vendors registered within the relevant commodity categories were notified of the solicitation. At the close of the bid period, the City received three responsive proposals (Attachment 2).

Public Works staff evaluated the proposals based on the criteria outlined in the solicitation, including cost competitiveness, pricing certainty, and delivery availability (Attachments 3 and 4).

**Proposal Evaluation Summary:**

<b>VENDOR</b>	<b>COST (80)</b>	<b>PRICING (10)</b>	<b>DELIVERY &amp; AVAILABILITY (10)</b>	<b>TOTAL SCORE</b>
<b>First Vanguard Rentals &amp; Sales, Inc.</b>	80	6	7	93
<b>Blue Angel International LLC</b>	72	9	9	90
<b>Phoenix Contracting</b>	60	7	7	74

Based on this evaluation, First Vanguard Rentals & Sales, Inc. and Blue Angel International LLC were determined to provide the most advantageous proposals and best overall value to the City (Attachment 5).

Establishing two approved vendors will provide operational flexibility and allow Public Works staff to respond quickly to site hardening and right-of-way protection needs across multiple locations throughout Richmond.

Based on the review of the proposals and the operational needs, City staff recommend City Council adopt a resolution to approve the purchase of K-Rails and natural stone boulders from First Vanguard Rentals & Sales, Inc. and Blue Angel International LLC, each for a three-year term in an amount not to exceed \$450,000, with the option to extend for two additional one-year terms in an amount not to exceed \$150,000 per year, subject to City Manager Head approval (Attachment 6).

**DOCUMENTS ATTACHED:**

- Attachment 1 – K-Rail and Boulders RFQ
- Attachment 2 – Bid Summary
- Attachment 3 – First Vanguard Pricing Schedule
- Attachment 4 – Blue Angel International LLC Pricing Schedule
- Attachment 5 – Scoring Matrix
- Attachment 6 – Resolution