



CITY OF CORONADO

CITY COUNCIL STAFF REPORT

Authorization to Award a Comprehensive Landscape Maintenance and Refuse Services Contract for City Facilities, Parks and Medians to Andre Landscape Services, Inc., in the Amount of \$1,377,480, Annually

RECOMMENDATION

Authorize the City Manager to execute a comprehensive landscape maintenance and refuse management services contract for City parks, facilities, and medians with Andre Landscape Services, Inc. for a term of five years and an annual contract sum of \$1,377,480.

BACKGROUND

The City's current landscape and grounds maintenance service agreement contract is nearing the end of its maximum term. A Request for Proposals (RFP) was issued on January 15, 2026, seeking proposals from qualified firms able to perform comprehensive landscape maintenance and refuse management services at various locations throughout the City. The City is responsible for all general and premier landscape maintenance, litter abatement, and repair of parks, medians, parkways, and miscellaneous sites owned by the City. The goal of the City's landscape maintenance program is to maintain a clean and safe environment that inspires public confidence, creates an aesthetically pleasing and beautiful landscape throughout the City, and maintains the "Coronado Brand" appearance, commensurate with a world-class resort destination in the City's business districts and "Main Street." The RFP submittal deadline was February 19, 2026.

ANALYSIS

A total of five proposals were received. In accordance with Coronado Municipal Code 8.04.060 Section F (2), the proposals were evaluated to assess each potential vendor's reliability, experience, availability, expertise, and cost in order to identify the proposer best able to meet the City's requirements. An evaluation team composed of three City staff from the Parks and General Services divisions reviewed the proposals and scored the submittals using a 100-point scoring methodology outlined in the RFP:

(30) Quality and Completeness of Proposal Relevance and Conciseness of Submittal, Work Statement, and Quality Control Plan.

(30) Corporate Capability – Qualifications and experience of staff; quantity, and types of equipment; ability of firm to provide proper insurance coverage; financial ability of the firm to provide high quality services to the City of Coronado; specialized experience in the provision of premier and standard landscape maintenance and refuse services.

(20) Cost of Service – Each vendor was evaluated based upon the quantity of the proposed cost of service and the quality of service they provide.

(20) Demonstrated History of Quality Service Provision – Customer service record; performance record of the firm relating to the project's schedule; quantity and quality of work previously performed; references.

Evaluation results are as follows:

Rank	Company	Cost
1	Andre Landscape	\$1,377,480.00
2	Aztec Landscaping, Inc.	\$1,301,339.76
3	Mariposa Landscape, Inc.	\$1,138,067.64
4	Tracy Phillips Group, Inc.	\$1,251,732.00
5	Westturf Landscape Management, Inc.	\$952,920.00

Based upon the scoring results, staff recommends that the contract be awarded to Andre Landscape Services, Inc. Andre Landscape Services, Inc., was the top ranked responsive and responsible proposer deemed best able to meet the City's requirements. The City's RFP and scoring methodology was designed to select the vendor best able to meet its requirements at a fair price and provide the highest quality of services. Cost proposals for City landscaping services ranged from \$952,920 on the low end to \$1,377,480 on the high end. Andre Landscape Service, Inc., was the highest scored bid, at \$1,377,480, and was assessed to be the best value and company best able to meet the city's needs based upon the other submittals received. Staff recommends the agreement be authorized for a five-year term.

FISCAL IMPACT

The annual contract value of comprehensive landscape maintenance and refuse management services, City-wide, is \$1,377,480 per year for a five-year contract term. Sufficient resources will be programmed, annually, into the Parks division operations and maintenance budget in account 10030003 80030 to cover the cost of this service contract.

ALTERNATIVE

The Council may elect to reject all bids and to not award the landscape maintenance and facilities refuse services contract based on the results of the RFP process.

CALIFORNIA ENVIRONMENTAL QUALITY ACT

Not a project as defined under CEQA.

PUBLIC NOTICE

None Required.

ATTACHMENTS

1. Service Agreement

Submitted By: Public Services and Engineering / Art Valdivia