



**MEMORANDUM
PUBLIC WORKS
TAHOE ENGINEERING DIVISION**
County of Placer

TO: Honorable Board of Supervisors **DATE:** April 1, 2025
FROM: Derek Gade, Director of Public Works
BY: Octavio Diaz-Nunez, Junior Engineer
SUBJECT: Pedestrian Flagging Services – Nevada Barricade & Sign Company, Inc.

ACTION REQUESTED

1. Approve the award of competitive Bid No. 20581 to the lowest responsive and responsible bidder, Nevada Barricade & Sign Company, Inc. of Reno, NV, for pedestrian flagging services in Tahoe City and Kings Beach in the maximum amount of \$223,156 for the period of April 1, 2025, through March 31, 2026.
2. Approve the option to renew the contract for two (2) additional one-year terms in the maximum amount of \$223,156 annually and authorize change orders up to an aggregate amount of \$22,315 annually consistent with Public Contract Code Section 20142 and County Procurement Policy.
3. Authorize the Purchasing Manager to sign all required documents subject to department concurrence and available funding.
4. Determine the proposed actions are not projects pursuant to CEQA Guidelines Section 15378.

BACKGROUND

The Department of Public Works (DPW) requires a contractor with trained personnel to provide pedestrian flagging services at Kings Beach and Tahoe City crosswalks to manage pedestrian crossing activities during the summer months when the area experiences a high number of visitors. This is one of several approaches the Board of Supervisors has recommended to address traffic congestion and tourism mitigation.

To procure these services, a competitive bidding process was conducted in accordance with the County's Procurement Policy. The solicitation was publicly advertised through Placer County's online bidding system. Bid No. 20581 was issued, and proposals were evaluated based on compliance with the County's requirements, pricing, and experience in providing similar services. Three vendors submitted bids and following evaluation, Procurement recommends an award to Nevada Barricade & Sign Company, Inc. as the lowest responsive and responsible bidder. DPW has reviewed the evaluation and concurs with the award recommendation. No bid protests were received.

ENVIRONMENTAL IMPACT

The proposed actions are not projects pursuant to CEQA Guidelines Section 15378 because they are administrative activities that do not result in any direct or indirect physical changes in the environment.

Honorable Board of Supervisors

April 1, 2025

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FISCAL IMPACT

The total amount of the contract is \$245,471 including potential change orders. The aggregate amount of the contract, renewal options and potential change orders is \$736,413. Funding for the contract is available in the FY 2024-25 budget for Engineering and will be included in budget proposals for future fiscal years along with the renewal options and potential change orders if exercised. Transient Occupancy Tax funds provide the funding source for contract expenditures. Funds are not encumbered until services are rendered. There is no impact to the General Fund.

ATTACHMENTS

Attachment A – Nevada Barricade & Sign Company, Inc. Bid Documents



COUNTY OF PLACER, AUBURN, CA
BID TABULATION & NOTICE OF INTENT TO AWARD

Bid No. 20581
Title: Pedestrian Flagging Services
Due Date: 2/26/25

Buyer Name/Phone: Jessica Jackson
 530-889-4255

(Recommended award is highlighted)

BIDDERS:	Name of Bidder City/State	Statewide Traffic Safety and Signs Inc. dba AWP Safety Sacramento, CA	Nevada Barricade & Sign dba Golden State Striping & Signs Reno, NV	Studebaker Electric, Inc. Loomis, CA
	Contact Person Telephone	Kevin Hansen (805) 400-8192	Josua Dethmers (775) 331-5100	Haley Wilder (916) 259-2395
	LVP Certified? ⁽¹⁾	No	No	No
	Invoice Terms ⁽²⁾	Net 30	Net 30	Net 60

(1) A 5% Local Vendor Preference is granted to those firms who file an LVP Affidavit with Procurement prior to the close of the bid.

(2) Invoice Terms of less than 10 days cannot be considered in bid evaluations.

BID PRICING:

Item No.	Item Description	Qty	Days	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
1	2 Flaggers at 4 hours per day on Thursdays	14		\$ 1,800.00	25,200.00	\$ 854.72	11,966.08	\$ 3,168.00	44,352.00
2	9 Flaggers at 6 hours per day on Saturdays	13		\$ 13,932.00	181,116.00	\$ 7,439.04	96,707.52	\$ 25,056.00	325,728.00
3	9 Flaggers at 6 hours per day on Sundays	13		\$ 15,660.00	203,580.00	\$ 8,806.32	114,482.16	\$ 28,836.00	374,868.00
REF TOTAL:				409,896.00		REF TOTAL:	223,155.76	REF TOTAL:	744,948.00

*Bidder has a valid Contractor's License (C-31): No Yes Yes
 **Bidder is registered with the DIR: Yes Yes Yes

EVALUATION SUMMARY - LISTED BY LOW BIDDER:

*Verified at the Contractors State License Board website: <https://www2.cslb.ca.gov/OnlineServices/CheckLicenseII/CheckLicense.aspx>
 **Verified at the Department of Industrial Relations website: <https://cadir.force.com/ContractorSearch>

Nevada Barricade & Sign dba Golden State Striping & Signs	223,155.76
Statewide Traffic Safety and Signs Inc. dba AWP Safety	409,896.00
Studebaker Electric, Inc.	744,948.00



COUNTY OF PLACER
AUBURN, CA
BID OPENING RECORD

Bid Number: 20581
Title: Pedestrian Flagging Services
Bid Date: 2/26/25

Buyer: *Jessica Jackson*
Phone: 530-889-4255

Witnesses: ~~Samantha Escalante~~

	VENDOR NAME	LOCATION	Total
1	Statewide Traffic Safety and Signs Inc. dba AWP Safety	Sacramento, CA	409,896.00
2	Nevada Barricade & Sign dba Golden State Striping & Signs	Reno, NV	223,155.76
3	Studebaker Electric, Inc.	Loomis, CA	744,948.00

The above information represents the initial reading of the bids that were received. All bids are subject to review for mathematical accuracy and compliance with specifications, terms and conditions. Award of this bid will be based on the verified results, not the the information displayed here.