



## **CITY OF SALINAS COUNCIL STAFF REPORT**

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**DATE:** OCTOBER 28, 2025

**DEPARTMENT:** PUBLIC WORKS DEPARTMENT

**FROM:** DAVID JACOBS, PE, LS, PUBLIC WORKS DIRECTOR

**BY:** ADRIANA ROBLES, PE, CFM, CITY ENGINEER  
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**TITLE:** ON-CALL SERVICES FOR TRAFFIC CONTROL DEVICES

### RECOMMENDED MOTION:

A motion to approve a Resolution:

1. Rejecting bids from Chrisp Company received for “Traffic Striping, Curb and Pavement Markings” (Bid Items No. 1-59) for the On-Call Services for Traffic Control Devices;
2. Awarding a contract to Chrisp Company for “Signs and Markers” (Bid Items No. 60-72) and “Traffic Cushions” (Bid Items No. 73-74) for the On-Call Services for Traffic Control Devices for a three-year contract with an optional two-year contract extension for a not-to-exceed \$2,000,000, subject to the appropriation of funds; and
3. Authorizing the Mayor to execute the Contract with the Successful Bidder.

### EXECUTIVE SUMMARY:

On September 9, 2025, the City opened bids for the On-Call Services for Traffic Control Devices and received one proposal from Chrisp Company for all three categories in the amount of \$73,624.90. Based on the low number of bids received and the significantly high unit prices for the bid items in the “Traffic Striping, Curb and Pavement Markings” category (Bid Items No. 1-59), staff recommends the rejection of the “Traffic Striping” category and awarding the other two categories “Signs and Markers (Bid Items No. 60-72) and “Traffic Cushions” (Bid Items No. 73-74) to Chrisp Company for a three-year contract with an optional two-year contract extension for a not-to-exceed total amount of \$2,000,000.

### BACKGROUND:

On October 22, 2019, City Council approved Resolution No. 21722 (Attachment 1) entering into a contract agreement with Chrisp Company for the On-Call Services for Traffic Control Devices. This on-call included work items specific to traffic control devices: installation and/or removal of roadside signs, installation and/or removal of pavement striping and markings, installation and/or removal of curb markings, installation and/or removal of speed cushions in the public right-of-

way, installation of rectangular rapid flashing beacons, and installation of radar feedback signs. The scope of services was limited to only traffic control devices to appeal to smaller contractors who specialize in this type of work. Under this contract, the City was able to deliver individual work orders on an on-call basis, most of the work orders issued pertained to the restriping of city streets and the installation of new traffic signs. The contract was for three years and was extended to an additional two-year contract extension.

On October 22, 2024, the contract with Chrisp Company for the On-Call Services for Traffic Control Devices expired and the City issued a solicitation for bids for a new On-Call Services for Traffic Control Devices contract. On April 8, 2025, the City opened bids and received one proposal from Chrisp Company in the amount of \$94,624.90 for all categories. City staff considered this bid too high which resulted in City Council rejecting the proposal through Resolution No. 23257 (Attachment 2).

On August 13, 2025, the City issued a notice to bidders for the On-Call Services for Traffic Control Devices and on September 9, 2025, the City opened bids for a second time with Chrisp Company as the only bidder as shown on Table 1.

Table 1. Bid Results

| Contractor     | Work Description                             | Subtotal<br>Unit Pricing Bid |
|----------------|----------------------------------------------|------------------------------|
| Chrisp Company | Traffic Striping, Curb and Pavement Markings | \$1,039.90                   |
|                | Signs and Markers                            | \$46,085.00                  |
|                | Speed Cushions                               | \$26,500.00                  |
|                | <b>BID TOTAL:</b>                            | <b>\$73,624.90</b>           |

The bid was based on three categories (“Traffic Striping, Curb and Pavement Markings”, “ Signs and Markers” and “Speed Cushions”) for which the bidder was not required to bid for all bid items but was required to submit bids for all items in at least one category. The basis of award was the subtotal of the bid unit price for each category. Chrisp Company submitted a bid for all three categories in the sum of \$73,624.90. Comparing the Engineer’s estimate with the bid received, there are significant differences in the unit prices for many of the line items in the first category “Traffic Striping, Curb and Pavement Markings” (Bid Items No. 1-59), many unit prices up to 400% higher than the engineer’s estimate. Staff also compared the unit prices with the previous On-Call Services for Traffic Control Devices contract with Chrisp Company from 2019 and found significant increases in unit prices for the same line items. For example, some unit prices increased from \$9.50 per foot to \$56.00 per foot, resulting in a 489% increase. This cost increase greatly exceeds the consumer price index inflation, which would have increased the unit price to \$11.88.

Due to the significant increase to unit prices of the bid received for bid items in the first category “Traffic Striping, Curb and Pavement Markings”, and the limited funds appropriated to restriping (CIP 9081)<sup>1</sup>, significantly fewer city streets would be restriped on an annual basis. In response,

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<sup>1</sup> CIP 9081 provides funding to update striping and signing on streets that need safety striping and signing but are not part of pavement improvements.

City staff will seek to obtain a more competitive bid for restriping through a defined annual restriping project based available funds. Staff will compile a list of potential restriping projects and will make priority recommendations based on a set of criteria focused on safety.

Staff consider the unit prices of the second and third categories “Signs and Markers” (Bid Items No. 60-72) and “Speed Cushions” (Bid Items No. 73-74) to be reasonable and recommends City Council award a contract to Chrisp Company for these categories for the On-Call Services for Traffic Control Devices. These bid items pertain to the installation and/or removal of street signs, installation of rectangular rapid flashing beacons, installation of radar feedback signs, and the installation and/or removal of speed cushions.

#### CEQA CONSIDERATION:

**Not a Project.** The City of Salinas has determined that the proposed action is not a project as defined by the California Environmental Quality Act (CEQA) (CEQA Guidelines Section 15378). In addition, CEQA Guidelines Section 15061 includes the general rule that CEQA applies only to activities which have the potential for causing a significant effect on the environment. Where it can be seen with certainty that there is no possibility that the activity in question may have a significant effect on the environment, the activity is not subject to CEQA. Because the proposed action and this matter have no potential to cause any effect on the environment, or because it falls within a category of activities excluded as projects pursuant to CEQA Guidelines section 15378, this matter is not a project. Because the matter does not cause a direct or foreseeable indirect physical change on or in the environment, this matter is not a project. Any subsequent discretionary projects resulting from this action will be assessed for CEQA applicability.

#### CALIFORNIA GOVERNMENT CODE §84308 APPLIES:

No because the contract was competitively bid.

#### STRATEGIC PLAN INITIATIVE:

This project addresses the City Council’s goals of “Infrastructure” and “Public Safety”. Maintaining roadway striping, roadway signs and other traffic control devices increases roadway safety.

#### DEPARTMENTAL COORDINATION:

The Public Works Department is collaborating with Legal, Administration and Finance Departments for the execution of the contract and issuance of the purchase orders.

### FISCAL AND SUSTAINABILITY IMPACT:

The fiscal impact is dependent on each individual work order and budget is available and appropriated in the CIP 9081.

| <b>Fund</b> | <b>General Ledger Number<br/>(Operating/CIP)</b> | <b>General Ledger Account<br/>Name</b> | <b>Remaining Budget<br/>Appropriation</b> | <b>Amount Requested</b> |
|-------------|--------------------------------------------------|----------------------------------------|-------------------------------------------|-------------------------|
| 2511        | 50.9081-66.4000                                  | Capital Outlay<br>Improvements         | \$300,000                                 | \$250,000               |

Annually we have traditionally appropriated \$300,000 for restriping and traffic control devices. Of these \$50,000 is allocated for administrative costs. The on-call contract is for a total of not-to-exceed \$2,000,000 in three years and an optional two-year contract extension.

### ATTACHMENTS:

Resolution

Attachment 1: Resolution No. 21722

Attachment 2: Resolution No. 23257

Attachment 3: Bid Tabulation Sheet