



**CITY OF SALINAS
COUNCIL STAFF REPORT**

DATE: MARCH 24, 2026
DEPARTMENT: PUBLIC WORKS
FROM: DAVID JACOBS, PUBLIC WORKS DIRECTOR
BY: JENNY DAVILA, PUBLIC WORKS ADMIN. SUPERVISOR
TITLE: MONTEREY ST. PARKING GARAGE MANAGEMENT AGREEMENT WITH LAZ PARKING CALIFORNIA, LLC

RECOMMENDED MOTION:

A motion to approve a Resolution authorizing the City Manager to execute a services agreement with LAZ Parking California, LLC for the management of the Monterey Street Parking Garage in an annual amount not to exceed \$390,472, for a total not to exceed amount of \$1,171,416, through January 1, 2029, with an option to extend the term for two (2) additional one-year periods.

EXECUTIVE SUMMARY:

Following a competitive procurement process for Parking Garage Management, the City received 4 qualified proposals. After thorough evaluation, LAZ Parking California, LLC (LAZ) submitted the most cost-efficient proposal to meet the needs of the City. It is recommended that Council authorizes the City manager to execute a services agreement with LAZ Parking California, LLC (LAZ) for the management of the Monterey Street parking garage in an amount not-to-exceed \$1,171,416.

BACKGROUND:

The Monterey Street Parking Garage has served the downtown area since its opening in 2005, supporting access for residents, visitors, and local businesses. At the time of opening, the City entered into a contract with Applied Building Maintenance (formerly AMPCO) to manage garage operations. These services included daily staffing, collection and remittance of parking revenues, and routine maintenance while the City retained responsibility for major capital maintenance such as equipment and lighting replacement.

Following the completion of the AMPCO contract, the City conducted a competitive request for proposals in 2018, resulting in the award of the Parking Garage Operations contract to LAZ Parking California, LLC (LAZ).

As the current contract with LAZ expired in December 2025, the City issued a new request for proposals in November 2025 to ensure continued, high-quality garage operations. Concurrently, the City is in the process of upgrading parking equipment at the Monterey Street Parking Garage to enhance customer convenience, including more flexible payment options.

Through the competitive evaluation process, LAZ submitted the most cost-efficient proposal and demonstrated the ability to integrate the new equipment with minimal service disruptions. LAZ's approach emphasizes continuity of operations, fiscal responsibility, and improved customer service, ensuring a smooth transition while maintaining a safe, accessible, and user-friendly parking experience for the community.

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.

CALIFORNIA GOVERNMENT CODE §84308 APPLIES:

Yes.

STRATEGIC PLAN INITIATIVE:

The agreement for Parking Garage Management relates to the strategic goal of Public Safety.

DEPARTMENTAL COORDINATION:

The Public Work Department coordinates with the City Legal Department regarding agreement verbiage as well as with the City Finance Department to process revenue and expenditures regarding parking garage management.

FISCAL AND SUSTAINABILITY IMPACT:

Although there is sufficient funding in the Downtown Parking District to cover the cost of the Parking Garage Management Agreement, this fund has historically required General Fund subsidy. For example, the prior year would have required a General Fund subsidy of \$125,000 to remain cost neutral. Staff will be addressing the City's funds requiring General Fund contributions as part of the FY 2025-26 Mid-Year Process.

Fund	General Ledger Number (Operating/CIP)	General Ledger Account Name	Remaining Budget Appropriation	Amount Requested
6801	50.5446-63.6010	Outside services-Other outside services	\$417,603	\$390,472

ATTACHMENTS:

Resolution
 Agreement – LAZ Parking California, LLC
 Parking Garage Management RFP
 LAZ Parking California, LLC Bid
 Parking Concepts Inc. Bid
 Movilio Bid
 FC Parking Bid