



CITY OF SALINAS COUNCIL STAFF REPORT

DATE: AUGUST 4, 2026

DEPARTMENT: PUBLIC WORKS DEPARTMENT

FROM: DAVID JACOBS, P.E., L.S., PUBLIC WORKS DIRECTOR

BY: ADRIANA ROBLES, P.E., C.F.M., CITY ENGINEER
GERARDO RODRIGUEZ, ASSISTANT ENGINEER

TITLE: PURCHASE OF SPEED CUSHIONS FOR TRAFFIC CALMING

RECOMMENDED MOTION:

A motion to approve a Resolution authorizing the direct purchase of speed cushions from Traffic Logix for traffic calming projects for a not to exceed total of \$1,000,000 for the Traffic Calming Program CIP 9163.

EXECUTIVE SUMMARY:

Following the 2009 adoption of the Neighborhood Traffic Management Program, staff updated the Traffic Calming Policy and secured augmented funding in the 2026, biennial budget to address 15 of the 27 pending traffic calming requests. Under Salinas Municipal Code Section 12-03.05, purchases exceeding \$250,000 require competitive sealed bids; however, Council may authorize a direct purchase if competitive bidding does not serve the City's best interest. Because Traffic Logix supplied equipment for all, but four of the traffic calming projects installed, utilizing them ensures system uniformity, reduces labor costs, and simplifies parts management. Therefore, staff recommends approving a Resolution authorizing the direct purchase of speed cushions from Traffic Logix for all applicable projects under Traffic Calming Program CIP 9163 to expedite the process and installation.

BACKGROUND:

On October 6, 2009, City Council adopted the Neighborhood Traffic Management Program and established the City's Traffic Calming Policy (Resolution No. 19674). The program was established to address traffic concerns from residential neighborhoods. Traffic calming has a range of proven benefits to a community, including reducing speeding, lowering fatality rates, decreasing injury severity, reducing traffic noise, increasing pedestrian and bicyclist safety, and improving street aesthetics. Although the program was established in 2009, the first traffic calming project was not implemented until 2016 due to lack of funding. In 2017 and following an overwhelming number of traffic calming requests received, City Council approved a prioritization criterion that would allow for ranking of requests (Resolution No. 21291).

In 2025, staff hosted two study sessions with the Traffic and Transportation Commission and two community meetings to gather feedback on proposed policy updates. The primary concern raised by residents was the excessive length of time required to implement traffic calming measures.

Over the past year, staff reviewed the existing Traffic Calming Policy to identify administrative bottlenecks and opportunities to expedite the process. The resulting policy updates focus on three key areas: refining the prioritization criteria, eliminating procedural delays, and optimizing the implementation to significantly expedite project installation.

As part of this year's budget process, staff proposed a one-time budget augmentation for traffic calming to the Finance Committee that would allow installation of speed cushions to address 15 of the 27 pending traffic calming requests. On June 16, 2026, City Council approved the biennial budget which allocated the additional funding to traffic calming.

For general purchases, pursuant to Salinas Municipal Code (SMC) Section 12-03.05, *except as otherwise directed by the City Council or pursuant to subsection (b)... whenever the amount to be expended for any purchase in excess of two hundred-fifty thousand dollars the Purchasing Agent shall advertise for sealed bids and the contract of purchase shall be awarded to the lowest responsible bidder.* A direct purchase may be authorized by the City Council if it is determined that *low-bid based competition is not likely to serve the best interests of the City, yield the best value to the City, or result in the lowest price.*

For the past ten years, Traffic Logix has provided speed cushions for nearly all of the City's traffic calming installations, with only four exceptions where other traffic calming measure were used. Continuing to purchase from this vendor serves the City's best interest and offers the highest value, as staff has secured lower pricing. Furthermore, standardizing equipment across the City reduces maintenance expenses and streamlines ordering of parts, thereby reducing labor costs. City Council previously authorized direct purchases from Traffic Logix in October 2019 (Resolution No. 21726) and in October 2020 (Resolution No. 21979). During the October 13, 2020 meeting, Council formally designated Traffic Logix as the sole source provider for the City's Traffic Calming Program. To expedite the process and installation, staff, again, is requesting approval of the direct purchase of speed cushions from Traffic Logix with a not to exceed of \$1,000,000.

CEQA CONSIDERATION:

The City of Salinas has determined that the project, installation of speed cushions, is exempt from the California Environmental Quality Act (CEQA) Guidelines (Section 15301, Class 1) because the project consists of the operation, repair, or minor alteration of public streets involving no expansion of use. There would be no significant effect on the environment.

CALIFORNIA GOVERNMENT CODE §84308 APPLIES:

No.

STRATEGIC PLAN INITIATIVE:

The City's Traffic Calming Program supports Council goals of Infrastructure and Public Safety.

DEPARTMENTAL COORDINATION:

Public Works staff manages the Salinas Neighborhood Traffic Management Program. Public Works staff have coordinated with the Salinas Fire Department on the selection of the speed cushions with the wheel slot gap and support of the installation. PW Staff have coordination with Salinas Police Department for temporary speed enforcement through radar feedback trailers and traffic calming enforcement assistance.

FISCAL AND SUSTAINABILITY IMPACT:

The amount requested for approval is subject to budget availability and additional appropriation of funds.

Fund	General Ledger Number (Operating/CIP)	General Ledger Account Name	Remaining Budget Appropriation	Amount Requested
2510	50.9163-66.4000	Improvements	\$650,000	\$1,000,000

ATTACHMENTS:

Resolution
Resolution No. 21726
Resolution No. 21979