



**CITY OF SALINAS  
COUNCIL STAFF REPORT**

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**DATE:** March 30, 2020

**DEPARTMENT:** PUBLIC WORKS

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

**BY:** ANDREW EASTERLING, TRAFFIC ENGINEER  
JOSE SAUCEDO, ASSISTANT ENGINEER – TRAFFIC

**TITLE:** TRAFFIC SIGNAL MODIFICATIONS FOR THE NORTH MAIN STREET IMPROVEMENT PROJECT

RECOMMENDED MOTION:

A motion to approve exception for low bid competition and agreement with Bear Electrical Solutions to perform traffic signal modifications to the intersections for the North Main Street Improvement project (CIP #9278).

RECOMMENDATION:

It is recommended that the City Council approve exception for low bid competition in accordance with the Salinas Municipal Code Section 12-27 and approve an agreement for Bear Electrical Solutions, Inc to perform traffic signal modifications for the North Main Street Improvement project (CIP #9278) in the amount of \$37,102.50.

EXECUTIVE SUMMARY:

Bear Electrical Solutions, Inc, was awarded the contract for Traffic Signal Maintenance in December 2018, by Council Resolution Number 21536. The contract was awarded for 3 years with a 2-year extension at City's discretion. The contract includes providing preventative and routine traffic signal maintenance, responsive maintenance, emergency repair, inspection support, and supervision for the maintenance of traffic signals within the City of Salinas.

Traffic Staff is working on an improvement project that will require traffic signal modifications on North Main Street. The North Main Street Improvement Project (CIP 9278) is funded by traffic mitigation fees from the Northridge Mall Expansion development.

To expedite project timelines and reduce overall cost to City, Traffic staff is requesting signal modifications be done by Bear Electrical Solutions, Inc. in accordance with contract pricing under existing traffic signal maintenance contract with the City of Salinas. Section 12-27 of the Salinas Municipal Code allows Council approval of exception from low bid competition if the Council

determines that, due to the nature of the purchase, 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.

#### BACKGROUND:

Traffic staff initiated a Request for Qualifications (RFQ) for Traffic Signal Preventive Maintenance services on October 5<sup>th</sup>, 2018. Based on qualifications submitted, Staff recommended awarding contract for Traffic Signal Preventive Maintenance and Emergency Repair Service to Bear Electrical Solutions, Inc (Bear). Bear is completing their second year of the contract and the following projects are in line with traffic signal work they have been performing for the last two years.

Because of the company's in-depth understanding of the City signal system, staff is requesting that the City Contractor be approved to perform the signal modifications needed for the North Main Street Improvement Project. The Project is funded by traffic mitigation fees contributed by the Northridge Mall Expansion Project, which prescribed extending the existing advanced adaptive signal system along North Main Street to the traffic signals along the mall's frontage. To implement these improvements, staff has purchased the required adaptive signal system equipment and has received a quote from Bear Electrical Solutions to install the equipment along North Main Street from Madrid Street to Bank of America driveway. The existing *InSync* adaptive traffic signal system from Rhythm, uses proprietary algorithms to adjust signal timing, to better adapt to traffic conditions. The system coordinates traffic flow along the North Main Street corridor from Bernal Drive to Alvin Drive optimizing travel time. The project will extend the system coverage along North Main Street to traffic signals along Northridge Mall's frontage. Bear Electrical Solutions has been maintaining the system for the past four years and are most qualified to install the system along the North Main Street corridor. The quote received for the traffic signal modifications required to install adaptive system is \$37,102.50.

Bear Electrical Solutions has been providing on-call traffic signal maintenance, responsive maintenance, and emergency repairs since 2015 for the City of Salinas. Bear Technicians are familiar with maintaining and servicing our traffic signal equipment, specifically our advanced traffic signal (ATS) system that coordinates traffic signals along corridors. These systems include communication technologies which connect to other signals in the corridor and to a central traffic signal operations center, features that are not present in standard traffic signal operation. They are in direct contact with equipment vendors and can verify compatibility with existing equipment. Bear can expedite traffic signal modifications as per agreement and have materials and equipment on hand for maintenance. Therefore, Staff is requesting Bear Electrical Solutions perform traffic signal modifications for both projects without the need for a low bid competition. Their knowledge of City traffic signals allows them to make the required signal modification with minimal delay and check compatibility with existing traffic controller cabinet equipment. Errors resulting from inexperience with the City ATS may result in increased delay at intersections along the corridor and complaints from travelers as well as additional cost troubleshooting the system.

Staff is requesting the City Council to approve the attached agreement for the needed work to complete the projects without a need for a low bid competition in accordance with Section 12-27 of the Salinas Municipal Code. Staff recommends the agreement with Bear Electrical Solutions because of their expertise and understanding of the City advance traffic signal systems and 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. This will result in an efficient delivery of service, minimizing delay to implementation, and enabling the community to benefit from the continuation of improved traffic flow throughout North Main Street in support of the Northridge Mall expansion.

CEQA CONSIDERATION:

Staff has determined that the project is exempt from the California Environmental Quality Act (CEQA) Guidelines (Section 15301, Class 1). 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.

STRATEGIC PLAN INITIATIVE:

Having the City's traffic signal maintenance contractor install supplemental traffic signal modifications is efficient and supports Council goals of Investment Strategies and Risk Management.

DEPARTMENTAL COORDINATION:

Staff has submitted the agreement for review by the City Attorney's office and Finance to ensure compliance with City purchasing policies.

FISCAL AND SUSTAINABILITY IMPACT:

There is no impact to the general fund. The signal modifications along North Main Street are part of the Northridge Mall Expansion traffic mitigation program and are funded by development fees.

ATTACHMENTS:

Resolution  
Agreement