



Meeting Date: February 12, 2026

To: Public Works Commission

Through: Carla Short, Public Works Director
DiJaida Durden, Deputy Director of Operations

From: Jon Swae, Manager of Contracts, Grants and Initiatives
Bureau of Urban Forestry

Subject: General As-Needed GAN21 Tree Services Contract 1000035550 – Contract Modification

Director's Recommendation: Approve a modification to the contract with West Coast Arborists, Inc., increasing the contract amount by \$1,279,513.50 for a new not-to-exceed amount of \$3,838,540.50 for continued tree maintenance work, and authorize an extension of the contract term to the maximum allowable five (5) years, through April 30, 2030.

Contract Background: On March 13, 2025, San Francisco Public Works awarded West Coast Arborists, Inc. a tree maintenance contract in the amount of \$2,559,027.00 to provide tree maintenance services. Tree maintenance is a core component of the Bureau of Urban Forestry's ("BUF") citywide StreetTreeSF tree maintenance program. BUF's contractors complement internal arborist crews by performing tree pruning, removals, and stump grinding throughout San Francisco.

Reason for Modification:

West Coast Arborists, Inc.'s current grant agreement allows for a maximum contract duration of five (5) years (1,825 days) and an increase of the original contract amount by up to 150 percent. Because the City's street tree maintenance needs extend beyond the current budget limit, the Bureau of Urban Forestry ("BUF") is requesting approval to increase the contract to its maximum allowable amount of \$3,838,540.50 and to extend the contract term to the full five-year duration, through April 30, 2030.

Contract Details:

| | |
|--|--|
| Contract Title: | General As-Needed Contract G21 Tree Services |
| Original Contract Award Amount: | \$2,559,027.00 |
| Original Contract Duration: | 4/30/2025 – 4/30/2027 |
| Contractor Name: | West Coast Arborists Inc. |

Summary of Total Amounts:

| | Contract Amount | Contract Duration | Contract Dates |
|--|------------------------|--------------------------|-----------------------|
| Original Contract Amount: | \$2,559,027.00 | 24 months | 4/30/2025 – 4/30/2027 |
| Proposed Modification: (AM1) | \$1,279,513.50 | 36 months | 4/30/2025 – 4/30/2030 |
| Total Contract Values, if approved: | \$3,838,540.50 | 60 months | 4/30/2025 - 4/30/2030 |

Previously Approved Modifications:

| Amount | Extension (days) | Description |
|---------------|-------------------------|--------------------|
| N/A | N/A | N/A |

| | |
|------------------------------------|------------------------------------|
| Grant Funding Sources: | Tree Maintenance Fund - DPWS000779 |
| Related Commission Actions: | [N/A] |
| Additional Information: | [N/A] |
| Attachments: | CMD Review Memo |

**PUBLIC WORKS COMMISSION
CITY AND COUNTY OF SAN FRANCISCO**

RESOLUTION NO. _____

WHEREAS, On March 13, 2025, San Francisco Public Works awarded General As-Needed G21 Tree Services Contract (No. 1000035550) to West Coast Arborists, Inc. in the amount of \$2,559,027.00, with a contract duration of 730 calendar days with a Notice to Proceed on April 30, 2025; and

WHEREAS, An original duration amounted to 730 calendar days; and

WHEREAS, An original contract amounted to \$2,559,027.00; and

WHEREAS, San Francisco Public Works seeks to increase the contract duration to the maximum duration 1,825 calendar days (60 months); and

WHEREAS, San Francisco Public Works seeks to increase the contract amount by 150% to the maximum contract amount (\$3,838,540.50); and,

THEREFORE, BE IT RESOLVED, That the Commission hereby approves an increase to the General As-Needed G21 Tree Services Contract amount by \$1,279,513.50 and adds 36 months to Contract ID No. 1000035550 with West Coast Arborist Inc, for a total contract amount of \$3,838,540.50 and duration of 60 months, through April 30, 2030.

I hereby certify that the foregoing resolution was adopted by the Public Works Commission at its meeting of _____.

Commission Affairs Manager
Public Works Commission



CONTRACT MONITORING DIVISION OFFICE OF THE CITY ADMINISTRATOR



London N. Breed, Mayor
Carmen Chu, City Administrator

Romulus Asenloo, Director

MEMORANDUM

Date: December 9, 2022

To: Jon Swae, Project Manager, SF Public Works

From: Ivan Oldenkamp, Contract Compliance Officer, CMD

Subject: General As-Needed G21 Tree Maintenance Services

Combined Micro/Small – One LBE sub participation requirement

The Contract Monitoring Division (“CMD”) has completed its review of the Engineer’s Estimate for subcontracting opportunities on the above referenced project. Based on this review and the Local Business Enterprise (“LBE”) availability data, the LBE subcontracting requirement is **20.00%** for this project. The LBE subcontracting requirement can only be met with San Francisco CMD Certified Small and/or Micro-LBEs.

In addition, the following availability information should be conveyed in the bid specifications:

The LBE subcontractor participation requirement for this Contract is 20.00%. In accordance with Section 14B.8(B) of the Administrative Code, in order for the Bidder to be exempt from meeting the “Good Faith Outreach” requirements described in Part IV of CMD Attachment 1, the total amount of the LBE participation must equal or exceed 27.00% (this percentage is the LBE sub requirement plus the 35% good faith exemption percentage).

Pursuant to Section 14B.9 of the Administrative Code, bidders are hereby advised that the availability of Minority Business Enterprises (“MBE”), Women Business Enterprises (“WBE”) and Other Business Enterprises (“OBE”) to perform subcontract work on this project is as follows:

0.0% MBE; 4.0% WBE; 16.0% OBE;

Bidders are further advised that they may not discriminate in the selection of subcontractors on the basis of race, gender, or any other basis prohibited by law, and that they shall undertake all required good faith steps in such a manner as to ensure that neither MBEs nor WBEs nor OBEs are unfairly or arbitrarily excluded from the required good faith efforts.

Should you have any questions, please feel free to contact me at ivan.oldenkamp@sfgov.org



MEMORANDUM

Date: February 11, 2025

To: Ben Washington, Contract Administration, SF Public Works
Mary Ann Zapanta, SF Public Works
Jon Swae, Project Manager, SF Public Works

From: Ivan Oldenkamp, Contract Monitoring Division

Subject: CMD Review of Bids Submitted on November 20, 2024 for General As-Needed Contract G21 Tree Services, Sourcing ID: 0000004850

West Coast Arborists, Inc. ("WCA") is the responsive and responsible apparent low bidder after the bid discount.

The bid discount was applied to bidders who are certified by the Contract Monitoring Division, ("CMD") as an LBE in the type of work that is specified for the bidder by the Contract Awarding Authority.

| Bidder | LBE Status, Type and Size | Base Bid | Bid Discount | Adjusted Bid with Bid Discount |
|--|---------------------------|-----------------|--------------|--------------------------------|
| West Coast Arborists | Non-LBE | \$2,559,027.00 | Not eligible | \$2,559,027.00 |
| The Professional Tree Care Company, Inc. | Non-LBE | \$3,140,870.00 | Not eligible | \$3,140,870.00 |
| Signature Tree Solutions | Non-LBE | \$13,122,400.00 | Not eligible | \$13,122,400.00 |

WCA is the lowest responsive and responsible bidder.

WCA satisfactorily demonstrated how they will meet the LBE subcontractor participation requirement.

A combination of Micro-LBE and Small-LBE participation will count toward LBE subcontractor participation compliance. WCA's commitment for this contract:

| | Requirement % | Commitment % |
|-----------------|---------------|--------------|
| Micro/Small LBE | 15% | 15% |

In their bid, WCA listed the following subcontractors on this contract:

| Tier | Supplier Name | Scope of Work | LBE | LBE Size | LBE Percent | Percent Of Work | Amount |
|------|-------------------------------|---|-----|----------|-------------|-----------------|--------------|
| 1 | Bay Area Arborist Cooperative | Tree trimming, chipping, removal, cleanup, etc. | LBE | Micro | 100% | 15.00% | \$383,854.05 |

WCA satisfied the “Good Faith Efforts” requirement.

WCA utilized Approach C by achieving at least 50 points with their demonstration of outreach.

CMD finds WCA is responsive to pre-award requirements of Chapter 14B. Once awarded, the contract will be monitored for compliance with the LBE subcontractor participation commitment, as well as other 14B requirements.

Primary CMD contact for the contract: Ivan Oldenkamp, ivan.oldenkamp@sfgov.org

CMD must be contacted immediately for:

- Subcontractor addition/substitution;
- Contract modification that cumulatively increases the original contract value by 20%;
- Prompt payment issues;
- Any other issues pertaining to LBE subcontractor participation

Noncompliance may result in penalties, including monetary fines. Please communicate with CMD early.

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