



Legislation Details (With Text)

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On agenda: 3/21/2016 **Final action:** 3/21/2016

Title: SUBJECT: Brokerage Services Agreement With McLaughlin Hay Service, Incorporated for Wastewater Treatment Plant Land Application Crops

REPORT IN BRIEF

Authorizes a three-year agreement with McLaughlin Hay Service, Inc. for the Wastewater Treatment Plant Land Application Area fodder crops.

RECOMMENDATION

City Council - Adopt a motion authorizing the approval of the agreement for brokerage services with McLaughlin Hay Service, Incorporated for the Wastewater Treatment Plant Land Application crops, and authorizing the City Manager to execute the necessary documents.

Sponsors:

Indexes:

Code sections:

Attachments: 1. 2016 Request for Proposal for Hay Brokerage.pdf, 2. List of Vendors sent RFP for Brokerage.xls.pdf, 3. McLaughlin Hay Service, Inc. 2016 Request for Proposal.pdf, 4. McLaughlin Hay Service, Inc. 2016 Contract.pdf

| Date | Ver. | Action By | Action | Result |
|-----------|------|--|----------|--------|
| 3/21/2016 | 1 | City Council/Public Finance and Economic Development Authority/Parking Authority | approved | Pass |

Report Prepared by: Ken Elwin, Public Works Director

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ALTERNATIVES

1. Approve, as recommended by Staff; or,
2. Approve, subject to modifications as conditioned by Council; or,

3. Deny; or,
4. Refer to Staff for reconsideration of specific items; or,
5. Continue to a future meeting.

AUTHORITY

Charter of the City of Merced, Section 200.

CITY COUNCIL PRIORITIES

As provided for in the 2015-16 Adopted Budget.

DISCUSSION

The Previous contract for the harvesting and brokerage of alfalfa, silage corn, and winter forage has expired. Request for Proposal packages were mailed to 18 vendors; three proposals were sent back as non-deliverable (see attachments one & two). We received one completed proposal from McLaughlin Hay Service, Inc. (see attachment three).

In order to determine which proposal best serves the City's interest, criteria such as the total cost of harvesting crops; the irrigation proposal; brokering fees; the number, type, and quality of harvesting equipment; and recent and past experience of handling large volumes of hay and silage were looked at.

Since we only received one proposal, which was submitted by McLaughlin Hay Service, Inc., a true comparison could not be done.

In order to produce maximum tonnage and profits, all hay crops are fertilized, sprayed for insects and weeds, and the soil is monitored and conditioned for optimal crop growth and production. The last, most vital stage in hay production is how well the hay is cut, cured, raked, and correctly baled. Poorly baled hay that is too loose, damp, or baled too dry will reduce the market value 10% to 20% or more. Well maintained equipment in large numbers will produce high quality hay bales and ensures for a quick harvest. For this reason, staff feels that McLaughlin Hay Service, Inc. would best serve the needs of the Land Application Area (LAA).

The contract for McLaughlin Hay Service, Inc. will be for three years, with the option of extending the contract on a yearly basis for two additional consecutive years. The City retains the right to cancel the contract at any time (see attachment four).

IMPACT ON CITY RESOURCES

No appropriation of funds is needed.

ATTACHMENTS

1. Request for Proposal for Brokerage & Harvesting of Fodder Crops
2. List of Vendors mailed a Request for Proposal packet
3. McLaughlin Hay Service, Inc. Request for Proposal
4. McLaughlin Hay Service, Inc. Contract