



REQUEST FOR PROPOSAL

2025-RFP-0016

COUNTYWIDE PEST CONTROL SERVICES

County of Sacramento

9660 Ecology Lane

Sacramento, CA 95827

RELEASE DATE: August 8, 2025

DEADLINE FOR QUESTIONS: August 28, 2025

RESPONSE DEADLINE: September 19, 2025, 2:00 pm

RESPONSES MUST BE SUBMITTED ELECTRONICALLY TO:

<https://secure.procurenow.com/portal/sacounty>

County of Sacramento
REQUEST FOR PROPOSAL
Countywide Pest Control Services

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1. Definitions

Response:The written, signed and sealed complete document(s) submitted according to the proposal instructions. Response does not include any verbal or documentary interaction apart from submittal of a formal Response.

Request/Proposal/Bid: The completed and released solicitation, including all subsequent addenda, made publicly available to all prospective proposers.

We/Us/Our: Terms that refer to the County of Sacramento, a duly organized public entity. They may also be used as pronouns for various subsets of the County organization, including, as the context will indicate:

- Purchasing - the Contracts and Purchasing Services Division of the Department of General Services.
- Department/Division – The department or division requesting the goods or services contained in this request, for which this PROPOSAL is prepared and which will be the end user of the requested goods or services.
- Constituency – the client base or County population which may benefit from the procurement of goods and/or services requested herein.

You/Your: Terms that refer to businesses/individuals submitting a response. The term may apply differently as the context will indicate.

- Supplier - A business entity engaged in the business of providing services.
- Proposer - A business entity submitting a Response to this proposal. Suppliers which may express interest in this proposal, but who do not submit a Response, have no obligations with respect to the proposal requirements.
- Contractor - The Proposer(s) whose Response to this proposal is evaluated as meeting the needs of the County. Contractor(s) will be selected for award, and will enter into a contract(s) for provision of the services described in this proposal.
- Contractor's Employee - All persons who can be offered to provide the services described in the proposal. All employees of the Contractor shall be covered by the insurance programs normally provided to persons employed by a company (ex: Worker's Comp, SDI, etc.).

Mandatory: A required element of this request/proposal/bid. Failure to satisfy any element of this request/proposal/bid defined as "mandatory" will disqualify the particular response.

Default:A failure to act as required by any contract resulting from this request, which may trigger the right to sue or may excuse the other party's obligation to perform under the contract.

Cancellation/Termination:A unilateral or mutual decision to not complete an exchange or perform an obligation under any contract resulting from this request.

“Or Equal”: A statement used for reference to indicate the character or quality desired in a requested product or service. When specified in a proposal document, equal items will be considered, provided the response clearly describes the article. Offers of equal items must state the brand and number, or level of quality. When brand, number, or level of quality is not stated by proposer, the offer will be considered exactly as specified. The determination of the Purchasing Agent as to what items are equal is final and conclusive.

2. Introduction

2.1. Summary

The County of Sacramento is seeking proposals from qualified pest control service providers to deliver comprehensive pest management services across all county facilities. The goal is to maintain a pest-free environment that ensures the health and safety of County employees, residents, and visitors.

Sacramento County is a diverse and dynamic community located in California's Central Valley. The County encompasses a range of urban, suburban, and rural areas, each with unique pest control needs. Our County facilities include government offices, public buildings, parks, recreational areas, healthcare centers, and correctional health facilities. These facilities are critical to the daily operations and services provided to our residents, visitors, and employees.

The purpose of this Request for Proposal (RFP) is to engage a qualified pest control service provider to implement an Integrated Pest Management (IPM) program that focuses on long-term pest prevention and control. The selected contractor(s) will be responsible for delivering high-quality pest control services that are environmentally friendly, effective, and compliant with all local, state, and federal regulations.

This RFP aims to establish multiple contracts. There is no guaranteed purchasing volume for any awarded Contractor(s) resulting from this RFP. Due to the multi-year nature of these services, the County's needs may fluctuate in response to seasonal pest trends, emergent infestations, changes in facility usage, and evolving environmental conditions. Additionally, overall usage will vary based on economic factors and budgetary allocations throughout the contract term.

The initial contract period is estimated to be January 1, 2026, through December 31, 2026, with the option to extend for up to four additional one-year increments through December 31, 2031, pending Sacramento County Board of Supervisors approval. The contract will be subject to the same terms and conditions upon execution by the Contract and Purchasing Services Division.

This RFP is part of a cooperative purchasing agreement through the Lead Participating Agency, County of Sacramento, for SCoPA (Sacramento County Procurement Alliance), a collaboration that allows the County and other Governmental, Educational, and Non-Profit entities to benefit from collective purchasing power. As a result, any selected bid may be utilized by additional participating entities, providing expanded visibility and potential for additional opportunities.

2.2. Contact Information

Maria Cojocari

Contract Services Officer

9660 Ecology Lane

California, CA 95827

Email: cojocarim@sacounty.gov

Phone: [\(916\) 876-6363](tel:(916)876-6363)

Department:

DGS: CAPSD - Procurement

Department Head:
Brandalyn Tramel
Purchasing Agent

2.3. Timeline

Release Project Date	August 8, 2025
Question Submission Deadline	August 28, 2025, 2:00pm
Submission Deadline	September 19, 2025, 2:00pm

3. Proposer's Instructions

General Format: Respond to all requests for information and completion of forms contained in this Request for Proposal. You may use additional sheets as necessary. A qualifying response must address all items. Brochures and advertisements will not be considered a complete reply to requests for information and will not be accepted as such. Proposer is solely responsible for accuracy and completeness of proposal response and for electronically separating confidential documents when submitting their response through [SacCountyEbids](#). Responses considered incomplete may be rejected.

Alteration of Proposal Text: the original text of this proposal document, as well as any attachments, amendments or other official correspondence related to this proposal document, may not be manually, electronically or otherwise altered by proposer or proposer's agent(s). Any response containing altered, deleted, additional or otherwise non-original text will be disqualified.

Preparation of Response:

- A. All responses must be signed by an authorized officer or employee of the responder.
- B. Responses must be submitted prior to the specified date and time, using the [SacCountyEbids](#). Responses delivered by hand, fax, telephone, e-mail, or any postal carrier will not be accepted. If bidder uploads a file to [SacCountyEbids](#), it is bidder responsibility to ensure the file is not corrupt or damaged. If County is unable to open an attachment because it is damaged, corrupt, infected, etc., it may disqualify bidder's submission. See this [training guide](#) for guidance entering your online response.
- C. Time of delivery must be stated as the number of calendar days following receipt of the order by the proposer to receipt of the goods or services by the County.
- D. Time of delivery may be a consideration in the award.
- E. Prices will be considered as net if no cash discount is offered. If a discrepancy between the unit price and the item total exists, the unit price prevails.
- F. Shipping Terms: N/A; Payment Terms: NET/30.

Confidential Information/Public Record: All responses become property of the County. All responses, including the accepted proposal and any subsequent contract, become public records per the requirements of the California Government Code, Sections 6250 -6270, "California Public Records Act". Proprietary material must be clearly marked as such. Pricing and service elements of the successful proposal are not considered proprietary information.

The County will treat all information submitted in a proposal as available for public inspection once the County has selected a contractor. If you believe that you have a legally justifiable basis under the California Public Records Act (Government Section 6250 et. seq.) for protecting the confidentiality of any information contained within your proposal, you must identify any such information, together with the legal basis of your claim in your proposal, and present such information **separately** (see "Confidential" section in Vendor Submissions) as part of your response package.

The final determination as to whether the County will assert your claim of confidentiality on your behalf shall be at the sole discretion of the County. If the County makes a determination that your information does not meet the criteria for confidentiality, you will be notified as such. Any information deemed to be non-confidential shall be considered public record.

4. Basis for Award

This proposal award will be determined by factors other than price alone. The County's sole purpose in the evaluation process is to determine from among the Responses received, which one is best suited to meet the County's needs. Any final analysis or weighted point score does not imply that one proposal is superior to another, but simply that in our judgment the proposal(s) we select offer(s) the best overall solution for our current and anticipated needs. The County reserves the right to make modifications to any scoring and/or weight structure prior to the evaluation of responses. The responses will remain sealed during the proposal evaluation period, and will be made available for public inspection upon notice of proposal award.

Bid responses will be considered valid for a period of 180 calendar days after bid closing date above.

Note: All specifications, terms and conditions of this request will apply to any resulting order.

4.1. Scoring Criteria

Proposals will be evaluated by a County review panel using a weighted scoring system based off the following evaluation criteria. Contract(s) will be awarded to the highest scoring proposer(s).

Pricing & Cost Competitiveness: Clarity, completeness, and competitiveness of pricing across all categories. Includes volume discounts and optional services.

Experience & Past Performance: Demonstrated success providing IPM services to government, healthcare, or institutional clients. Includes references, contract history, and pest control outcomes.

Qualifications & Staffing: Licensing, certifications, and adequacy of staffing. Includes account management structure and technician qualifications.

Technical Approach & IPM Strategy: Proposed methods of implementing IPM, including prevention, monitoring, treatment, and adaption for sensitive environments.

Reporting & Deliverables: Ability to meet reporting expectations, including monthly summaries, emergency logs, and site-specific IPM plans.

Transition Plan: Quality and feasibility of the proposed transition plan, including onboarding, site walkthroughs, and continuity of service.

Emergency Response Capability: Capacity to respond to urgent pest issues within 24 hours, including communication protocols and staffing availability.

Risk Assessment: Based on responses to the risk assessment questionnaire.

Technology & Innovation: Use of digital tools, GPS tracking, monitoring software, and innovative service enhancements.

4.2. Additional Considerations

During the course of evaluations, the Evaluation Committee may:

- A. Choose to contact officials from other jurisdictions regarding the Proposer, their prior work experience, and their ability to successfully complete the scope of services.
- B. Request clarification or additional information from a Proposer in order to assist in the evaluation process. This process may not be used as an opportunity to submit missing documentation, change pricing, or make major revisions to the original response.
- C. Require changes in the scope of services, as deemed necessary by the County, before Contract execution.
- D. References will be contacted by email only; the County will make up to three (3) contact attempts, and failure to receive a response may result in a lower score for the reference evaluation category.

5. Final Acceptance

Equipment/Supplies/Services

The County of Sacramento will agree to final acceptance only after the supplied equipment, product or service is tested and is found to perform within acceptable standards of operation, is in compliance with all published and implied performance standards, and is considered by the County to be ready for practical application.

6. Project Details

6.1. Important Instructions for Electronic Submittal

The County is accepting electronic bid submissions. Bidders shall create a FREE account with OpenGov Procurement by signing up at [Sign Up \(opengov.com\)](https://opengov.com). Once you have completed account registration, browse back to this page, click on "Submit Response", and follow the instructions to submit the electronic bid.

6.2. 1. Background:

Sacramento County has identified the need for a comprehensive and adaptable pest control program to address diverse and evolving pest challenges across its facilities. While previous efforts focused on routine inspections and treatments, a more systematic and integrated approach is now necessary to achieve sustainable results. The selected contractor(s) will be expected to enhance the County's ongoing pest control strategies through both long-term service delivery and short-term assignments as needed. This includes responding to urgent pest issues, seasonal fluctuations, or specialized facility requirements.

6.3. 2. Objectives:

The primary objectives of this RFP are as follows:

- To ensure a pest-free environment in all Sacramento County facilities, thereby safeguarding the health and well-being of County employees, residents, and visitors.
- To implement a proactive IPM program that emphasizes prevention, monitoring, and control strategies.
- To maintain compliance with all relevant regulations and safety standards in the provision of pest control services.
- To establish a collaborative partnership with the selected contractor(s) to address and resolve pest-related issues efficiently and effectively.
- To provide transparent and accurate reporting of pest control activities and outcomes.

6.4. 3. Contractor Qualifications and Requirements:

Contractors responding to this RFP must meet the following minimum qualifications to ensure the safe, effective, and professional delivery of pest management services throughout Sacramento County facilities:

A. **Licensing and Certification**

- Possess a valid and active California Structural Pest Control license.
- Employ certified Qualified Applicators licensed through the California Department of Pesticide Regulation (DPR).

- Maintain all necessary business licenses and permits to operate within the State of California.

B. Experience

- A minimum of five (5) years of verifiable experience providing integrated pest management (IPM) services for large-scale, multi-site governmental, healthcare, or institutional clients.
- Demonstrated knowledge of pest behaviors relevant to Central Valley environments and ability to adapt treatment plans accordingly.

C. Staffing and Supervision

- Provide a dedicated account manager who will serve as the primary liaison with County departments.
- Employ sufficient and qualified field personnel to deliver consistent and timely service to all designated facilities.

D. Insurance and Legal Compliance

- Provide proof of general liability insurance, workers' compensation, and auto liability insurance meeting County minimum thresholds subject to contract award.
- Comply with all applicable federal, state, and local health, safety, labor, and environmental regulations.

E. Technical Capabilities

- Utilize modern service management tools as available, including:
 - Real-time digital service logs
 - GPS-tracked technician visits
 - Monitoring and reporting software (cloud-based)
 - Automated reports for missed visits or anomalies
- Ability to generate monthly reports and real-time records on pest activity and treatment history.

F. References

- Provide at least three (3) recent references from clients of similar scope and complexity, including contact information and contract details.

- G. Cooperative Participation Agreement** This RFP is part of a cooperative purchasing agreement through the Lead Procurement Agency (LPA), County of Sacramento on behalf of SCoPA (Sacramento County Procurement Alliance, a collaboration that allows the County and other Governmental, Educational, and Non-Profit entities to benefit from collective purchasing power.

As a result, any selected bid may be utilized by additional participating entities, providing expanded visibility and potential for additional opportunities. **Optional National Compliance** This RFP is issued in accordance with the regulations and requirements of the State of California and is primarily intended for services within this state. However, respondents interested in providing services outside of California under this contract must demonstrate their ability to comply with the applicable local, state, and federal regulations of any additional states where services may be provided. Compliance with equivalent regulations in other states will be required for those bidders seeking to expand their service offerings nationally. **Eligibility Requirements - Optional Licensing and Compliance Across States** Proposers interested in being considered for business outside of California must possess or demonstrate the ability to obtain all necessary local, state, and federal certifications and permits required not only in California but also in any other states where they propose to offer services.

6.5. 4. Scope of Work:

This RFP includes requirements that are specific to the needs of the County, as well as potential Cooperative Participants. Cooperative Participants may request variations of the services requested, as long as such requests remain within the general scope.

The County seeks comprehensive solutions for managing, controlling, mitigating, eradicating, and repelling pests that align with Integrated Pest Management (IPM) principles. Proposers are encouraged to offer a full range of services, technologies, and eco-conscious practices that meet or exceed the County's pest control needs.

The selected contractor(s) will be responsible for providing the following services:

A. Inspection and Assessment

The Contractor shall conduct initial and regularly scheduled inspections of County-operated facilities as requested by County Departments, including both interior and exterior spaces, to identify signs of pest activity and conditions conducive to infestations.

Initial Service Visit:

- During the initial visit, the Contractor shall walk each site with facility staff (if available) to assess the physical layout, risk areas, and pest trends.
- The Contractor shall determine and document the most effective integrated pest control methods appropriate for each facility.
- At the Contractor's discretion, the initial service may include:
 - Application of approved pesticides to interior and/or exterior perimeter areas
 - Placement of bait stations, traps, or exclusion devices in high-risk areas

- The Contractor shall also evaluate and document environmental or operational factors contributing to pest activity (e.g., excess moisture, unmanaged vegetation, food debris, or waste handling practices).

Routine/Follow-Up Visits:

- During recurring visits, the Contractor shall:
 - Reapply pesticides as needed based on pest activity levels and site conditions
 - Empty, maintain, or replace traps and monitoring devices
 - Monitor pest activity trends and adjust treatment strategies accordingly

Service frequency may vary by location and will be determined based on site-specific needs, pest pressure, and departmental requirements. Some facilities may require weekly visits, while others may be serviced monthly or at alternate intervals as agreed upon with the County.

Follow-Up Service Policy:

- **No-Cost Follow-Ups:** If pest control services are found to be incomplete, ineffective, or improperly performed due to Contractor error or negligence, the Contractor shall provide follow-up visits at no additional cost to the County to ensure proper control and mitigation prior to the regular scheduled routine visit.
- **Additional-Cost Follow-Ups:** Follow-up services requested for new locations, expanded service areas, or new pest issues not previously covered under the routine scope shall be billed separately, subject to prior written approval by the County.

B. Integrated Pest Management (IPM)

The Contractor shall implement an IPM program that emphasizes prevention, monitoring, and targeted control. IPM services must:

- Use least-toxic, environmentally responsible methods whenever possible, and only those approved by EPA (U.S. Environmental Protection Agency) and California DPR (California Department of Pesticide Regulation), applied per labeled instructions.
- Prioritize non-chemical controls and exclusion techniques
- Adapt treatments for sensitive environments (e.g., clinics, kitchens, childcare centers)
- Provide education and guidance to County staff on IPM best practices upon request

C. Treatment and Control

The Contractor shall provide effective treatment and/or removal for pests commonly covered under IPM, including, but not limited to:

Pests Covered Under Base IPM Services

- **Rodents:** Norway rats, roof rats, house mice, deer mice
- **Insects:** Ants, cockroaches, flies, silverfish, crickets, beetles (non-wood-destroying)
- **Spiders:** Common house spiders, wolf spiders
- **Stinging Insects:** Wasps, hornets, yellowjackets (basic nest removal)
- **Stored Product Pests:** Indian meal moths, grain weevils
- **Occasional Invaders:** Centipedes, millipedes, earwigs, stink bugs

Treatments must use approved pesticides and methods, minimize exposure to people and pets, and comply with all safety regulations.

Specialty Pest Services (Priced Separately)

The following pests require specialized treatment and must be priced separately as firm fixed prices per treatment:

- **Termites** (subterranean, drywood)
- **Bed Bugs**
- **Mosquitoes, Fleas, Ticks**
- **German Cockroach infestations** (advanced or severe cases)
- **Birds and Bats** (e.g., pigeons, starlings, sparrows, exclusion work)
- **Wildlife:** Raccoons, squirrels, opossums, snakes
- **Wood-Destroying Beetles:** Powderpost beetles, carpet beetles
- **Stinging Insects:** Bees (e.g., honeybees, carpenter bees – if protected or inaccessible)
- **Other Pests** as mutually agreed upon by Contractor and Contract Holder

Specialty services must include labor, materials, equipment, and follow-up (if applicable), and be invoiced separately from base IPM services. Any required follow-up visits related to specialty services shall adhere to the procedures and conditions outlined in the **Routine/Follow-Up Visits** above (Section 4 Scope of Work "A").

The list of pests identified in this Scope of Work is not exhaustive; services may include additional pest species as encountered or requested by the County, provided they fall within the Contractor's licensed capabilities and regulatory compliance.

D. Monitoring and Reporting

The Contractor shall:

- Regularly monitor pest activity in all county facilities using a combination of visual inspections, trapping, and monitoring devices.

- Real-time digital service logs, GPS-tracked technician visits, and cloud-based monitoring shall be used to verify service delivery and enhance accountability, and must be made accessible to the County upon request at any time.
- Keep detailed records of all pest control activities, including inspection dates, treatment methods, pest activity levels, and any recommendations for improvements.
- Provide monthly reports to County Department Contacts or as requested summarizing pest control efforts, treatment outcomes, and any areas of concern.
- Maintain an open line of communication with county staff to address any pest-related issues promptly and effectively.

E. Emergency Services

The Contractor shall provide rapid-response pest control services for urgent, one-time situations that pose immediate health, safety, or operational risks. These may include:

- Significant infestations
- Pest-related health and safety threats
- Property damage or unexpected pest activity
- Wildlife intrusion (e.g., raccoon in an office)
- Stinging insects near public entrances
- Rodents in food service areas

Emergency service requests must be addressed within **24 hours of notification**. Contractors shall:

- Provide multiple reporting channels (e.g., phone, email, cloud-based software)
- Designate a dedicated emergency contact for County personnel
- Document and invoice emergency services separately from recurring services

6.6. 5. Performance Standards and Evaluation:

Sacramento County is committed to ensuring high-quality, effective, and transparent pest management across all facilities. The selected contractor(s) will be evaluated on the following performance standards throughout the term of the contract:

A. Service Quality and Effectiveness

- Measurable reduction of pest sightings and incidents across all treated facilities.
- Timely and appropriate treatment interventions, including adherence to IPM protocols.
- Effective response to facility-specific pest issues, particularly in sensitive environments.

B. Response Time

- Non-emergency service calls addressed within **72 hours** of initial request, or as otherwise agreed upon by requesting County Department.
- Emergency or urgent service calls responded to within **24 hours**, or as otherwise agreed upon by requesting County Department.

C. Compliance and Safety

- Strict adherence to local, state, and federal regulations regarding pesticide application, safety protocols, and documentation.
- Proper use, handling, storage, and disposal of all materials in compliance with the California Department of Pesticide Regulation (DPR) and U.S. EPA standards.

D. Reporting and Documentation

- Monthly summary reports delivered to County staff on time and in agreed-upon formats.
- Real-time digital service logs, GPS-tracked technician visits, and cloud-based monitoring.
- Accurate service logs with specific treatment details, pest activity data, and recommendations.
- Proactive communication regarding pest trends, site access issues, or service limitations.

E. Professional Conduct

- Courteous, respectful, and professional behavior by all contractor personnel.
- Compliance with all County site rules, including check-in/check-out procedures as requested by the County department.

F. Contractor Review and Feedback

- County reserves the right to conduct periodic performance reviews and site audits.
- Contractor performance will be assessed using:
 - County staff feedback
 - Service log accuracy
 - Responsiveness to communication
 - Compliance with scope, schedule, and invoicing protocols

Failure to meet performance standards may result in corrective action, issuance of a formal notice to cure, and/or contract termination, in accordance with County contract terms and conditions.

6.7. 6. Deliverables and Reporting Expectations:

The selected contractor(s) shall provide the following deliverables and reports throughout the contract term. These items must be submitted in a timely manner, in formats agreed upon with the County, and shall be used to evaluate service effectiveness and ensure compliance with contract requirements.

A. Initial Site Assessment Report

- Submitted within five (5) business days of the initial site visit
- Includes:
 - Pest activity findings
 - Environmental or operational risk factors
 - Recommended treatment plan
 - Preventive care schedule
 - Facility-specific IPM strategy

B. Monthly Service Reports

- Submitted to designated County department contacts
- Includes:
 - Dates and locations of service visits
 - Pest activity levels and trends
 - Treatment methods and materials used
 - Trap and monitoring device status
 - Recommendations for sanitation, exclusion, or operational changes
 - Any follow-up actions taken or scheduled

C. Emergency Service Logs

- Submitted within 48 hours of emergency response
- Includes:
 - Nature of the emergency (e.g., infestation, health risk)
 - Response time and personnel involved

- Treatment actions taken
- Materials and equipment used
- Outcome and follow-up recommendations

D. Annual Summary Report

- Submitted at the end of each contract year
- Includes:
 - Overview of pest control activities across all serviced facilities
 - Summary of pest trends and seasonal fluctuations
 - Effectiveness of IPM strategies
 - Recommendations for program improvements
 - Summary of training or education sessions conducted

E. Digital Service Logs

- Accessible to County staff
- Includes:
 - Technician check-in/check-out times
 - GPS tracking of service locations
 - Real-time updates on pest activity and treatments
 - Historical service data archive

F. Incident Reports

- Submitted for any service-related incidents, such as:
 - Accidental exposure to pesticides
 - Property damage
 - Safety violations
- Includes corrective actions taken and preventive measures implemented

The Contractor shall submit all required reports and deliverables in a timely manner and in formats approved by the County. Failure to provide accurate and complete documentation may result in performance penalties or contract review. The County reserves the right to request additional reports or data as needed to support program oversight and compliance.

6.8. 7. Pricing:

The County seeks competitive and transparent pricing for Integrated Pest Management (IPM) services across a variety of facility types and service needs. Contractors shall provide detailed pricing for each category listed below. All pricing must be submitted in the units of measure (UOM) specified and reflect firm fixed rates unless otherwise noted. Pricing must include all labor, travel, equipment, materials, and reporting unless explicitly excluded.

A. Initial Site Visit (One-Time Fee)

Contractors shall provide pricing for an initial site visit to each facility, which includes a comprehensive assessment of pest activity, identification of target pests, and development of a recommended treatment and prevention plan.

- Basic treatment may be performed during the initial visit if deemed appropriate and approved by the County representative.
- All findings must be documented and submitted within five (5) business days or as requested by the County Department.

Pricing Entries:

- Initial Site Visit Assessment (One-Time Fee) — UOM: Cost per visit
- Initial Site Visit Assessment and Treatment (One-Time Fee) — UOM: Cost per visit

B. Facility Size-Based Pricing (Recurring Service Fee)

Contractors shall provide fixed per-visit pricing based on facility square footage. Pricing must be scalable across the following tiers and reflect the scope of service required. Service frequency may vary by facility depending on pest pressure, occupancy, and environmental conditions.

$$\text{Total Monthly Cost} = \text{Fixed Rate Per Visit} \times \text{Number of Visits per Month}$$

Pricing Tiers:

- Up to 5,000 sq. ft. — Fixed Rate Per Visit
- 5,001 – 15,000 sq. ft. — Fixed Rate Per Visit
- 15,001 – 50,000 sq. ft. — Fixed Rate Per Visit
- 50,001 – 100,000 sq. ft. — Fixed Rate Per Visit

- 100,001 – 200,000 sq. ft. — Fixed Rate Per Visit
- 200,001 – 350,000 sq. ft. — Fixed Rate Per Visit
- 350,001+ sq. ft. — Quoted Separately

For facilities exceeding 350,001 sq. ft., pricing shall be quoted individually based on site-specific requirements, service complexity, and County approval.

C. Specialty Pest Services

The County may require pest control services beyond the scope of routine IPM. These services must be priced separately and submitted as firm fixed prices per treatment, based on clearly defined service units. Pricing must include all labor, travel, materials, equipment, and reporting.

Specialty Pests:

- Termites
- Bed Bugs
- Rodents (Advanced)
- Birds/Bats
- Mosquitoes
- German Cockroaches (Advanced)

Specialty services must be invoiced separately and may be requested on an as-needed basis. Contractors may attach supporting documentation or service descriptions. The County reserves the right to negotiate pricing for services not listed or for facilities exceeding the defined unit size.

D. Emergency or On-Call Services

Contractors shall provide pricing for urgent pest control services that fall outside of regularly scheduled visits. These services must be available within 24 hours of notification and may occur during evenings, weekends, or holidays.

Pricing Entries:

- Regular Business Hours Emergency Response Rate — UOM: Fixed Rate per Hour
- After-Hours, Weekend, or Holiday Response Rate — UOM: Fixed Rate per Hour

E. Materials & Equipment

Contractors shall provide pricing details for any materials, products, or equipment not included in the base service. This includes bait stations, monitoring devices, traps, and specialty treatments. If applicable, vendors should specify any discounts offered or provide itemized pricing for commonly used products.

Pricing Entry:

- Discount Rate for Materials Not Included in Base Service — UOM: Percentage (%)

F. Volume Discounts

Contractors may offer volume-based discounts for servicing multiple facilities or bundled service packages. These discounts should be clearly stated and applied consistently across applicable services.

Pricing Entry:

- Volume Discount — UOM: Percentage (%)

G. Training & Education Services (Optional)

Contractors may offer staff training sessions or pest awareness walkthroughs to support proactive pest management and facility-level knowledge. These services are distinct from initial site assessments and may include pest identification, prevention strategies, sanitation best practices, and IPM principles.

Pricing Entry:

- Staff Training or Pest Awareness Walkthroughs — UOM: Fixed Rate per Hour

7. 1 Price Changes:

All pricing submitted in response to this RFP shall remain firm for the first two years of the contract term. Contractors may request price adjustments only in the event of significant changes in market conditions, regulatory requirements, or material costs. Any proposed adjustment must be submitted in writing at least 30 days prior to the anniversary date of the Contract and must include detailed justification, such as documentation of increased supplier costs or labor rate changes. If the Contractor has initiated price escalation prior to approval, the County is due all overpayments remitted to the Contractor. The County reserves the right to approve, negotiate, or reject any price adjustment request. In no case shall annual price increases exceed **5%**, unless otherwise authorized in writing by the County.

6.9. [8. Invoicing and Payment Terms](#)

The selected Contractor(s) shall submit **one consolidated invoice per month** to the designated County department contact, unless otherwise agreed upon in writing. If multiple service locations fall under a single department (e.g., Department of General Services- Facilities), the invoice must **combine all locations** into a single document, clearly itemized by site and service.

Each invoice must include:

- Contract number and department name
- Facility name(s) and address(es)
- Dates of service
- Description of services performed (e.g., routine IPM, emergency response, specialty treatment)
- Itemized costs aligned with the approved pricing schedule
- Supporting documentation, including service logs, treatment reports, and pest activity summaries
- Any approved materials or equipment billed separately

Invoices must be submitted within 30 days of service completion. The County reserves the right to request additional documentation or clarification prior to payment. Payment will be made in accordance with the County's standard payment schedule, typically Net 30 days from receipt of a complete and accurate invoice.

Failure to submit complete and accurate invoices may result in delayed payment or rejection of the invoice.

6.10. 9. Transition Period:

To ensure continuity of service and a seamless handover of responsibilities, Sacramento County will implement a three-month transition period following award of the contract. During this period:

- The outgoing contractor shall continue to provide pest control services at current service levels until the transition is complete.
- The incoming contractor shall begin coordinated onboarding activities, including:
 - Site visits and walkthroughs of County facilities.
 - Review of historical service data and pest control records.
 - Coordination with County department contacts to understand service expectations and unique site needs.
 - Development of site-specific Integrated Pest Management (IPM) plans.

The incoming contractor must be fully operational and prepared to assume full responsibility for all services at the end of the transition period.

The County reserves the right to adjust the transition timeline based on project needs, vendor readiness, or critical pest control priorities.

7. Vendor Submissions

7.1. [Proposal Requirements*](#)

Did you read through and confirm that you met all of the proposal requirements?

- Yes
 No

*Response required

7.2. [Please confirm that your company will accept the County's contract terms and conditions](#)

- Please confirm

7.3. [Cooperative Participation Alliance Terms](#)

The Master Agreement(s) awarded under this Solicitation by County of Sacramento, will be made available to additional Participating Agencies ("PAs") on a local, regional, or national level. PA's may include, but aren't limited to, entities such as local governments, educational institutions, special districts or non-profits, that have joined together to leverage their joint buying power. These entities will operate under the same terms and pricing as Lead Procurement Agency (LPA), County of Sacramento, including Administrative Fee and Sales Reporting provisions. PAs may include but aren't limited to municipalities, counties, states, higher education institutions, public authorities, councils of government, regional governments, public health institutions, or other eligible public agencies, educational institutions and non-profit organizations.

The awarded vendor(s) are required to provide all services to Sacramento County. Ability to service PA's outside Sacramento County will not affect your ability to win this business. Please download, complete, and upload the Cooperative Procurement Alliance Terms and Conditions document.

- [SCOPA Cooperative Procureme...](#)

7.4. [Provide the primary and secondary contact information for the dedicated account manager/representative who will serve the County. Additionally, specify an emergency contact person and provide their contact information if it differs from the primary or secondary contacts.*](#)

*Response required

7.5. [Do you possess a valid and active California Structural Pest Control license?*](#)

- **License number:** _____

*Response required

7.6. [Do you employ certified Qualified Applicators licensed through the California Department of Pesticide Regulation \(DPR\)? *](#)

- **Number of licensed applicators:** _____

*Response required

7.7. Please list all business licenses and permits that authorize you to operate in the State of California.*

*Response required

7.8. How many years has your company provided Integrated Pest Management (IPM) services?*

*Response required

7.9. Describe your experience providing pest control services for large-scale, multi-site governmental, healthcare, or institutional clients. Include contract size, scope, and duration.*

*Response required

7.10. Describe your staffing structure for this contract, including:*

- **Number of field technicians assigned**
- **Qualifications and certifications**
- **Supervision and quality control procedures**

*Response required

7.11. Do you utilize digital service management tools (e.g., service logs, GPS tracking, monitoring software)?*

- **If yes, describe the tools and how they support service delivery and reporting.**

*Response required

7.12. Can you provide real-time or monthly reports on pest activity and treatment history?*

- **Attach sample reports.**

*Response required

7.13. Describe your approach to implementing IPM in government facilities. Include: *

- **Prevention strategies**
- **Monitoring protocols**
- **Treatment decision-making**
- **Adaptations for sensitive environments (e.g., clinics, kitchens)**

*Response required

7.14. How do you ensure compliance with EPA and California DPR regulations in pesticide selection and application?*

*Response required

7.15. Describe your capacity to respond to emergency pest control requests within 24 hours.*

- **Include staffing availability, communication channels, and escalation procedures.**

*Response required

7.16. Describe your proposed transition plan for onboarding and assuming full service responsibilities. Include:*

- **Site walkthroughs**
- **Review of historical data**
- **Development of site-specific IPM plans**
- **Coordination with County staff**

*Response required

7.17. Confirm your ability to provide the following deliverables:*

- **Initial site assessment reports**
- **Monthly service summaries**
- **Emergency service logs**
- **Annual program evaluations**

*Response required

7.18. Describe your internal process for ensuring timely and accurate reporting.*

*Response required

7.19. Confirm that all pricing submitted will remain firm for the first two years of the contract term.*

- Yes
- No

*Response required

7.20. Include any additional fees for materials and equipment not included in the base service fee.*

*Response required

7.21. Confidential Company Information (if applicable)

The County will treat all information submitted in a proposal as available for public inspection once the County has selected a contractor. If you believe that you have a legally justifiable basis under the California Public Records Act (Government Section 6250 et. seq.) for protecting the confidentiality of any information contained within your proposal, you must identify any such information, together with the legal basis of your claim in your proposal, and present such information in this section as part of your response package. Click "File Upload" below to upload your confidential documents.

7.22. Contractor Certification of Compliance*

WHEREAS it is in the best interest of Sacramento County that those entities with whom the County does business demonstrate financial responsibility, integrity and lawfulness, it is inequitable for those entities with whom the County does business to receive County funds while failing to pay court-ordered child, family and spousal support which shifts the support of their dependents onto the public treasury.

Therefore, in order to assist the Sacramento County Department of Child Support Services in its efforts to collect unpaid court-ordered child, family and spousal support orders, the following certification must be provided by all entities with whom the County does business:

CONTRACTOR hereby certifies that either:

- (a) the CONTRACTOR is a government or non-profit entity (exempt)
- (b) the CONTRACTOR has no Principal Owners (25% or more) (exempt)
- (c) each Principal Owner (25% or more), does not have any existing child support orders
- (d) CONTRACTOR'S Principal Owners are currently in substantial compliance with any court-ordered child, family and spousal support order, including orders to provide current residence address, employment information, and whether dependent health insurance coverage is available. If not in compliance, Principal Owner has become current or has arranged a payment schedule with the Department of Child Support Services or the court.

*Response required

7.23. Contractor Certification of Compliance Cont...*

New CONTRACTOR shall certify that each of the following statements is true:

- A. CONTRACTOR has fully complied with all applicable state and federal reporting requirements relating to employment reporting for its employees; and
- B. CONTRACTOR has fully complied with all lawfully served wage and earnings assignment orders and notices of assignment and will continue to maintain compliance.

NOTE: Failure to comply with state and federal reporting requirements regarding a contractor's employees or failure to implement lawfully served wage and earnings assignment orders or notices of assignment constitutes a default under the contract; and failure to cure the default within 90 days of notice by the County shall be grounds for termination of the contract. Principal Owners can contact the Sacramento Department of Child Support Services at 1-866-901-3212, by writing to P.O. Box 269112, Sacramento, 95826-9112, or via the Customer Connect website at www.childsup.ca.gov.

Yes

No

*Response required

7.24. Solicitation Exceptions*

Please list all exceptions below referring to name of specific section and (where applicable) paragraph, subsection number, or other identifier. For each exception, please quote the statement(s) to which you are taking an exception, for reference during bid analysis. Exceptions considered excessive or affecting vital terms, conditions or specifications may reduce or eliminate your prospects for award.

Please include the following with every exception (if your company has no exceptions, type "**N/A**" in this field):

- A. Page #
- B. Section#/Title
- C. Exception Description

*Response required

7.25. Non-Collusion Affidavit*

I state that I am authorized to make this affidavit on behalf of my firm, and its owners, directors, and officers. I am the person responsible in my firm for the price(s) and the amount of this proposal.

I state that:

- A. The price(s) and amount of this proposal have been arrived at independently and without consultation, communication or agreement with any other contractor, bidder or potential bidder, except as disclosed below in the exceptions field (accept with exceptions).
- B. That neither the price(s) nor the amount of this proposal, and neither the approximate price(s) nor approximate amount of this proposal, have been disclosed to any other firm or person who is a bidder or potential bidder, and that they will not be disclosed before proposal opening.
- C. No attempt has been made or will be made to induce any firm or person to refrain from submitting a proposal on this contract, or to submit a proposal higher than this proposal, or to submit any intentionally high or noncompetitive proposal/bid or other form of complementary proposal.
- D. The proposal by my firm is made in good faith and not pursuant to any agreement or discussion with, or inducement from, any firm or person to submit a complementary or other noncompetitive proposal.
- E. My firm, its affiliates, subsidiaries, officer, directors and employees are not currently under investigation by any governmental agency and have not in the last five years been convicted of or found liable for any act prohibited by State or Federal law in any jurisdiction, involving conspiracy or collusion with respect to bidding on any public contract.

- F. No current or previous employee of the County of Sacramento (employed by County of Sacramento within the last calendar year) has been involved or is currently involved in any manner, directly or indirectly, with bidder's response or considerations in responding to this request.

I understand and my firm understands and acknowledges that the above representations are material and important, and will be relied upon by the County of Sacramento in awarding the contract(s) for which this proposal is submitted. I understand and my firm understands that any misstatement in this affidavit is and shall be treated as fraudulent concealment from the County of Sacramento of the true facts relating to the submission of proposals/bids for this contract. Any violation of this certification shall render bidder's response invalid. In such a case, bidder's response will be immediately disqualified.

Please confirm

*Response required

7.26. Customer References*

Include three (3) Company references here:

Reference 1

- Agency/Company Name
- Project Name
- Project Size (Cost/Unit & Total Cost)
- Project Type
- Year Completed
- Name of Project Manager
- Email Address & Phone Number
- Brief Physical Description of Project

Reference 2

- Agency/Company Name
- Project Name
- Project Size (Cost/Unit & Total Cost)
- Project Type
- Year Completed
- Name of Project Manager
- Email Address & Phone Number

- Brief Physical Description of Project

Reference 3

- Agency/Company Name
- Project Name
- Project Size (Cost/Unit & Total Cost)
- Project Type
- Year Completed
- Name of Project Manager
- Email Address & Phone Number
- Brief Physical Description of Project

*Response required

[7.27. Risk Assessment Questionnaire*](#)

Please download the below documents, complete, and upload.

#7 and #8 in the Risk Assessment (bonds) are not required for this RFP.

- [Risk Assessment Questionnai...](#)

*Response required

[7.28. Procurement Opportunities Program - Local and Micro Business Preference](#)

PURPOSE

The purpose of the Procurement Opportunities Program is to promote and enhance the utilization of local and small business enterprises in the County's procurement and contracting processes. Small businesses contribute to the overall economic health of the community. Therefore, government has a compelling interest to provide economic opportunity to small businesses. The economic health of the community is dependent upon an active and thriving business community, including both large and small businesses. For this reason, the program is designed to provide procedural assistance and contracting information to any firm wishing to do business with the County. This program is not, however, intended to become a separate activity within the County's procurement and contracting process. It is intended to be an integral part of the County's standard procurement and contracting process.

INCENTIVES

Service and supply acquisition: For material, supply, construction and/or non-professional service contracts of less than \$1,000,000 processed through the Department of General Services, Contract and Purchasing Services Division, or through the Delegated Purchase Order (DPO) Program. The County of Sacramento will award a two-percent (2%) price or point micro-business preference to State Certified

Micro-Business enterprises located within the Sacramento Regional Market Area (Sacramento, El Dorado, Placer, Sutter, Yolo and Yuba Counties), and/or a five-percent (5%) price or point local business preference.

The Delegated Purchase Order program (a delegated purchasing program utilized by department “DPO Buyers”) includes a provision requiring the departments to obtain multiple quotes based on the dollar amount of the purchase. This program will eliminate the quoting requirement if the DPO Buyer issues a DPO to a certified micro-business in the Sacramento Regional Market Area. When obtaining multiple quotes, the DPO Buyer shall apply all applicable preferences stipulated in this program.

LOCAL BUSINESS PREFERENCE QUALIFICATIONS

Pursuant to Sections 2.56.420 and 2.56.440 of the Sacramento County Code, where applicable, a local price or point preference credit of 5% shall be granted to Local Business Enterprises on supply and non-professional service contracts of less than one million dollars (\$1,000,000) to business enterprises located within Sacramento County when evaluating bids for material, supply, construction, and/or non-professional services acquisitions processed through the Department of General Services, Contract and Purchasing Services Division or through the Delegated Purchase Order Program. In order to qualify for local preference, a vendor must meet all of the following criteria (as defined in SCC 2.56.420):

- A. The business maintains its Principal Place of Business within the geographic boundaries of the County of Sacramento.
 1. Suppliers and professional truck drivers are not required to maintain their principal place of business within the County, but must maintain a Fixed Office within the County. Suppliers must also maintain a continuously stocked inventory within the County consistent with the type of goods for which the business is seeking a local preference. Professional truck drivers must also park their registered vehicles and trailers within the County when not under contract for use. The business may be required to submit to the County a copy of its rental or lease agreement evidencing its Fixed Office location.
- B. The business must provide 50 percent or more of the contracted product from its own local inventory.
- C. The business must possess a current County of Sacramento business license or a business license from a city within the County. If the business’s Fixed Office is located in a city that does not issue business licenses, the business must be current with the city’s business operations taxes or other business regulations.
- D. The business has been established and conducting business activities in the County for at least six months preceding the due date of the bid/proposal for which a local preference is being sought. The business may be required to submit to the County evidence of its business activities within the Sacramento area during the preceding six months.

- E. The business must have paid sales tax to either a city located within the County or to the County of Sacramento. The business may be required to submit to the County copies of its State of California Board of Equalization sales and use tax returns.

This preference shall also be provided to Sacramento Regional Market Area businesses that meet the criteria of a Local Business Enterprise for the county in which they are located, provided that:

- A. Those criteria are at least as stringent as section 2.56.420(d); and
- B. The county in which such businesses are located also provides pricing preferences to businesses located within Sacramento County.

Bidders claiming local vendor preference for any Request for Bid, Price Quote, or Request for Proposal must submit an Affidavit of Eligibility (see page 3) with their bid, quote or proposal response, unless an approved affidavit is already on file.

For questions or assistance relating to the County of Sacramento's Local Vendor Preference Policy, call the Contract & Purchasing Services Division at 916-876-6360 or visit our website at www.saccounty bids.net.

Complete information regarding this program is located on the following website:

<http://www.dgs.saccounty.net/capsd/Pages/County-Purchasing-Code.aspx#2.56.410>

MICRO-BUSINESS PREFERENCE QUALIFICATIONS

Most County contracts are open to competitive bidding. It is the policy of the County to actively solicit participation by small business enterprises in its procurement and contracting activities. In order for the County to readily find small businesses to solicit, businesses should (1) be certified with the State of California, Office of Small Business and DVBE Services, or reciprocal agency, and (2) register with the State of California, Department of General Services.

The County will accept certifications from the State of California, Office of Small Business and DVBE Services, or reciprocating governmental agencies. The County will accept formal certifications from other agencies within the State of California for documentation purposes. For a firm to be eligible for a two-percent (2%) price preference, it must meet all of the following criteria (as defined in SCC 2.56.420):

- A. formally certified micro-business,
- B. independently owned and operated,
- C. is not dominant in its field of operation,
- D. has its Principal Place of Business located in the Sacramento Regional Market Area,
- E. together with its affiliates, is either a service, construction, or non-manufacturing firm with twenty-five (25) or fewer employees, and
- F. an average annual gross receipts of five million dollars (\$5,000,000) or less over the previous three years.

COMPLETE THIS SECTION IF YOU QUALIFY FOR AND WISH TO CLAIM A 5% LOCAL VENDOR PREFERENCE AND/OR A 2% MICRO-BUSINESS PREFERENCE (REFER TO PREVIOUS INFORMATION FOR QUALIFICATION REQUIREMENTS).

To claim the local vendor preference (5%), complete the items in the sections below. To claim the micro-business preference, complete the items in the sections below. To claim both preferences (7% combined), complete all applicable sections. Incomplete forms may be rejected.

7.28.1. Does your company qualify for the Local Business Preference, and/or the Micro-Business Preference?*

Select "Yes" if your company meets either of the local/micro business preference qualifications above.

If you selected "No" then the remaining "Local/Micro Business" questions do not require a response EXCEPT for the two (2) confirmations "Under penalty of perjury, the undersigned states that the foregoing statements are true and correct..."

- Yes
- No

*Response required

7.28.2. Legal name of Business and Physical Address (Also Include Mailing Address if different).

Enter the following information here:

- A. Legal name of business
- B. Physical street address, city, state & zip code
- C. Mailing address (only if different from physical address)

7.28.3. County and Year Business was Established

- A. County established:
- B. Year established:
- C. Business license number:
- D. Business license issued by:

7.28.4. Does your business have more than one office in the State of California?

If **Yes**, specify the office location considered as the *point-of-sale for sales tax purposes*:

- A. Office Location: street address, city, state, zip code

7.28.5. For transactions which require sales tax, provide the Reseller Permit Number

Please enter the following information exactly as it appears on your permit:

- A. Permit number
- B. Company name

C. Street address, city, state, zip code

7.29. Procurement Opportunities Program - Local Business Preference Questionnaire

7.29.1. *Is your Principal Place of Business located within the geographic boundaries of the County of Sacramento?*

- Yes
- No

7.29.2. *Does your business provide 50 percent or more of the contracted product from its own local inventory?*

- Yes
- No

7.29.3. *Does your business possess a current County of Sacramento business license or a business from a city within the County?*

- Yes
- No

7.29.4. *Has your business been established and conducting business activities in the County for at least six months preceding the due date of the bid/proposal for which a local preference is being sought?*

- Yes
- No

7.29.5. *Has your business paid sales tax to either a City located within the County or to the County of Sacramento?*

- Yes
- No

7.29.6. *Under penalty of perjury, the undersigned states that the foregoing statements are true and correct. The undersigned also acknowledges that any person, firm, corporation or entity intentionally submitting false information to the County in an attempt to qualify for local preference shall be prohibited from bidding on Sacramento County products and services for a period of one (1) year.**

- Please confirm

*Response required

7.30. Procurement Opportunities Program - Micro-Business Preference Questionnaire

7.30.1. *Is your business independently owned and operated?*

- Yes
- No

7.30.2. *Is your business not dominant in its field of operation?*

- Yes
- No

7.30.3. *Together with your affiliates, is your business either a service, construction, or non-manufacturing firm with twenty-five (25) or fewer employees?*

- Yes
- No

7.30.4. *Does your business have an average annual gross receipts of five million dollars (\$5,000,000) or less over the previous three years?*

- Yes
- No

7.30.5. *Provide the company's State of California Small Business Certification Number and expiration date.*

California Small Business Certification Number:

Expiration Date:

7.30.6. *Under penalty of perjury, the undersigned states that the foregoing statements are true and correct. The undersigned also acknowledges that any person, firm, corporation or entity intentionally submitting false information to the County in an attempt to qualify for local preference shall be prohibited from bidding on Sacramento County products and services for a period of one (1) year.**

- Please confirm

*Response required

8. Pricing Table

1. INITIAL SITE VISIT (ONE-TIME FEE)

The initial site visit shall include a comprehensive assessment of pest activity, identification of target pests, and development of a recommended treatment and prevention plan. Contractors may perform basic treatment during the initial visit if appropriate and approved by the County representative. All findings must be documented and submitted within 5 business days or as requested by the County Department.

Line Item	Description	Unit of Measure	Unit Cost
10	Initial Site Visit Assessment (One-Time Fee)	Per Visit	
20	Initial Site Visit Assessment and Treatment (One -Time Fee)	Per Visit	

2. FACILITY SIZE-BASED PRICING (RECURRING SERVICE FEE)

Contractors shall provide fixed per-visit pricing based on facility square footage. Pricing must reflect the scope of service and be scalable across the following tiers. Service frequency may vary by facility based on pest pressure, occupancy, and environmental conditions. Total Monthly Cost = Fixed Rate Per Visit × Number of Visits per Month Example: If a facility is 4,000 sq. ft. with a fixed rate of \$250 per visit and is serviced weekly (4 visits/month), the monthly cost would be: $\$250 \times 4 = \$1,000/\text{month}$ For facilities exceeding 350,001 sq. ft., pricing shall be quoted individually based on site-specific requirements, service complexity, and County approval.

Line Item	Description	Unit of Measure	Unit Cost
10	Up to 5, 000 sq. ft.	Fixed Rate Per Visit	
20	5,001 - 15, 000 sq. ft.	Fixed Rate Per Visit	
30	15,001 - 50,000 sq. ft.	Fixed Rate Per Visit	
40	50,001 - 100, 000 sq. ft.	Fixed Rate Per Visit	
50	100,001 - 200, 000 sq. ft.	Fixed Rate Per Visit	

Line Item	Description	Unit of Measure	Unit Cost
60	200,001 -350,000 sq. ft.	Fixed Rate Per Visit	

3. SPECIALTY PEST SERVICES

The County may require pest control services that fall outside the scope of routine Integrated Pest Management (IPM). These specialty pest services must be priced separately and submitted as firm fixed prices per treatment, based on clearly defined units of service. Contractors shall complete the pricing table below, providing a fixed cost for each specialty pest listed. All pricing must be inclusive of labor, materials, equipment, and reporting associated with the treatment. Note: Specialty services will be requested on an as-needed basis and must be invoiced separately from base IPM services. Contractors may attach supporting documentation, service descriptions, or treatment protocols as needed to clarify scope and methodology. The County reserves the right to negotiate pricing for services not listed or for facilities exceeding the defined unit size.

Line Item	Description	Unit of Measure	Unit Cost
10	Comprehensive Termite Treatment (Includes inspection, chemical soil treatment, bait station setup, and spot treatment and any required follow-up)	Per facility (≤10,000 sq ft)	
20	Annual Termite Monitoring & Maintenance (Includes quarterly inspections, bait station checks, and minor retreatments)	Per facility (≤10,000 sq ft)	
30	Comprehensive Bed Bug Treatment (Includes inspection, chemical or heat treatment, mattress encasement, and one follow-up)	Per Room or Unit	
40	Bed Bug Follow-Up Inspection & Retreatments (Includes post-treatment inspection and retreatment if activity persists)	Per Room or Unit	
50	Bed Bug Preventive Monitoring Program (Includes visual inspection, monitoring devices, and early detection protocols)	Per Room or Unit (monthly)	
60	Advanced Rodent Control Program (Includes inspection, trapping, baiting, and one follow-up)	Per facility (≤10,000 sq ft))	
70	Rodent Follow-Up Monitoring & Maintenance (Includes inspection, trap checks, and bait station servicing)	Per facility (monthly)	

Line Item	Description	Unit of Measure	Unit Cost
80	Bird/Bat Removal Service (Includes humane removal, inspection, cleanup of nesting/droppings, and one follow-up)	Per facility (≤10,000 sq ft)	
90	Mosquito Control Treatment (Includes perimeter barrier spray, larvicide application, and breeding site inspection)	Per facility (≤10,000 sq ft outdoor area)	
100	Advanced German Cockroaches Initial Cleanout Treatment (Initial Cleanout Treatment)	Per cleanout	
110	German Cockroaches Follow-Up Treatment (Includes re-inspection, bait replenishment, and spot treatment)	Per follow-up visit	

4. EMERGENCY OR ON-CALL SERVICES

Contractors shall provide pricing for urgent pest control services that fall outside of regularly scheduled visits. These services must be available within 24 hours of notification and may occur during evenings, weekends, or holidays.

Line Item	Description	Unit of Measure	Unit Cost
10	Regular Business Hours Emergency Response Rate (includes labor, travel and basic materials)	Per Hour	
20	After-Hours, Weekend, or Holidays Response Rate (includes labor, travel and basic materials)	Per Hour	

5. MATERIAL & EQUIPMENT

Contractors shall provide pricing details for any materials, products, or equipment not included in the base service. This includes items such as bait stations, monitoring devices, traps, and specialty treatments. If applicable, vendors should specify any discounts offered on these materials or provide itemized pricing for commonly used products. All charges must be clearly documented and billed separately to ensure transparency and avoid duplication with base service fees.

Line Item	Description	Unit of Measure	Percentage
10	Discount Rate for materials not included in base service	%	

6. VOLUME DISCOUNTS

Volume Discounts for servicing multiple facilities or bundled service packages.

Line Item	Description	Unit of Measure	Percentage
10	Volume Discounts	%	

7. TRAINING & EDUCATION SERVICES (OPTIONAL)

Contractors may offer staff training sessions or pest awareness walkthroughs as an additional service to support proactive pest management and facility-level knowledge. These services are distinct from initial site assessments and are intended to provide educational value to County personnel. May include topics such as pest identification, prevention strategies, sanitation best practices, and IPM principles

Line Item	Description	Unit of Measure	Unit Cost
10	Staff Training or Pest Awareness Walkthroughs	Per Hour	

9. Sacramento County Standard Terms and Conditions

A. BID/QUOTE/PROPOSAL TERMS AND CONDITIONS: All of the terms and conditions of the bid, quote, or proposal against which this agreement is applied, are hereby incorporated.

B. SALES TAX NOT INCLUDED: Unless otherwise definitely specified, the unit prices do not include California sales and use tax or Sacramento County sales and use tax.

C. INVOICING & PAYMENT: Upon timely submission of itemized invoices by vendor/contractor, payment shall be made per the terms of this agreement and for the prices stipulated for supplies delivered and/or services rendered after inspection and acceptance. Deductions, if any, may be made from payment as provided by this agreement. Payment on partial deliveries may be made whenever amounts due so warrant or when requested by the vendor/contractor and approved by the County. In connection with any cash (payment) discount specified in this agreement, time will be computed from the date of complete delivery of the supplies, equipment or services as specified, or from date correct invoices are received by County, whichever is later. For the purpose of earning the discount, payment is deemed to be made on the date of mailing of the County warrant or check.

D. HOLD HARMLESS: The vendor/contractor shall hold the County of Sacramento, its officers, agents, servants and employees harmless from liability of any nature or kind because of use of any copyrighted, or uncopyrighted composition, secret process, patented or unpatented invention, articles or appliances furnished or used under this order, and agrees to defend, at his own expense, any and all actions brought against the County of Sacramento or himself because of the unauthorized use of such articles.

E. DEFAULT BY VENDOR/CONTRACTOR: In case of default by vendor/contractor, the County of Sacramento may procure the articles or services from other sources and may deduct from any monies due, or that may thereafter become due to the vendor/contractor, the difference between the price named in the contract or purchase order and actual cost thereof to the County of Sacramento. Prices paid by the County shall be considered the prevailing market price at the time such purchase is made. Periods of performance may be extended if the facts as to the cause of delay justify such extension in the opinion of the Purchasing Agent.

F. RIGHT TO AUDIT: The County of Sacramento reserves the right to verify, by examination of vendor/contractor's records, all invoiced amounts when firm prices are not set forth in the purchase agreement.

G. ASSIGNMENT: This contract or purchase order is not assignable by vendor/contractor either in whole or in part, without the prior written approval of the County.

H. SUCCESSORS: This agreement shall be binding upon to the benefit of the successors and assigns of the respective parties hereto.

I. F.E.T. EXEMPTION: County is exempt from Federal excise tax pursuant to Internal Revenue Code 26 U.S.C. §4221(a)(4).

J. CHARGES NOT INCLUDED ON FACE NOT ACCEPTABLE: No charge will be accepted for packing, boxing, or cartage, except as specified in the Notice of Award. Freight collect shipments will not be accepted. Merchandise will not be accepted if payment is to be made at the time of delivery.

K. TITLE/RISK OF LOSS: Title, ownership, and risk of loss or damage of the Goods shall be in accordance with Delivery/FOB Terms on Page 1 of the contract. The Goods are delivered to, inspected and accepted by County, except when such loss or damage is due to the fault or negligence of County.

L. ALL UNDERSTANDINGS IN WRITING: It is mutually understood and agreed that no alteration or variation of price, quantity, supplies and/or services, and any terms of this contract shall be valid unless made in writing and signed by the parties hereto, and that no oral understandings or agreements shall be binding.

M. FORCE MAJEURE: The parties will not be held liable for delays or failure in fulfillment of conditions of purchase order or contract resulting from events beyond the reasonable control of such parties. Such events include, but are not be limited to strikes, riots, acts of war, epidemics, acts of government, fire, power failures, nuclear events, earthquakes, acts of terrorism, severe weather events and other disasters.

N.VENDOR/CONTRACTOR TERMS AND CONDITIONS: County's standard terms and conditions shall govern any contract awarded. If, after award of contract, vendor/contractor provides additional terms or conditions, and there is a conflict between the terms and conditions of the parties, County's terms and conditions shall govern.

O. INFORMATION TECHNOLOGY ASSURANCES: Vendor/contractor shall take all reasonable precautions to ensure that any hardware, software, and/or embedded chip devices used by vendor/contractor in the performance of services under this agreement, other than those owned or provided by County, shall be free from viruses. Nothing in this provision shall be construed to limit any rights or remedies otherwise available to County under this agreement.

P.COMPLIANCE WITH FAMILY SUPPORT ORDERS: Vendor/contractor hereby certifies that it's principal owner(s) is in substantial compliance with Sacramento County's DCSS Program, federal and state laws regarding lawfully served orders for child, family and spousal support, including wage reporting and assignment of wages. (Failure to comply with such orders and cure the default within 90 days of notice by the County shall be grounds for termination of the contract or purchase order.

Q. COMPLIANCE WITH ALL LAWS, LICENSES AND PERMITS: In the performance of their duties, Vendor/contractor shall comply with all applicable federal, state, and county statutes, ordinances, regulations, directives, and laws and this contract shall be deemed to be executed within the State of California and construed with and governed by the laws of the State of California. Vendor/contractor shall possess and maintain all necessary licenses, permits, certificates and credentials required by the laws of the United States, the State of California, County of Sacramento and all other appropriate governmental agencies, including any certification and credentials required by County. Failure to comply with all laws, licenses and permits shall be deemed a breach of this Agreement and constitutes grounds for the termination of this Contract.

R. FOREIGN CURRENCY: In the event vendor invoices submitted to the County of Sacramento is received in foreign currency, vendor understands and agrees the County of Sacramento will pay in US Dollars via wire, ACH, or check payment method. The County of Sacramento's payment of US Dollars will be calculated using the currency exchange rate on the invoice

date, regardless of date paid, or received by vendor. The County of Sacramento calculates US Dollars based on the exchange rate on such invoice date provided by the Oanda currency converter site: <http://www1.oanda.com/lang/en/currency/converter/>.

10. Additional Terms and Conditions

10.1. Additional Terms and Conditions

Bidder Responsibility: You are expected to be thoroughly familiar with all specifications and requirements of this bid. Your failure or omission to examine any relevant form, article, site or document will not relieve you from any obligation regarding this bid. By submitting a response, you are presumed to concur with all terms, conditions and specifications of this bid unless you have specifically, by section number, raised objection.

Awards:

1. The County of Sacramento reserves the right to:
 1. award responses received on the basis of individual items, or groups of items, or on the entire list of items;
 2. reject any or all responses, or any part thereof;
 3. waive any informality in the responses; and
 4. accept the response that is in the best interest of the County. The Purchasing Agent's decision shall be final.
2. Preference for Sacramento County Products. In purchases by the County of Sacramento, price and quality being equal, preference must be given to Sacramento County products (Charter of the County of Sacramento, sec. 83); also, ". . . preference must be given to the lowest responsible local bidder offering to supply such items for purchase which are raised, grown, manufactured, fabricated, processed or assembled in Sacramento County . . ." (Sacramento County Code, sec. 2.56.060).
3. Preference for California-made materials. Pursuant to Sections 4330-4333 of the Government Code, the County, in awarding the purchase, must prefer supplies partially manufactured, grown or processed in California, price, fitness and quality being equal. In order to receive preference, responses must clearly specify the item(s) for which preference is claimed and the preference applicable.

Taxes:

1. Include any sales, use, or federal excise taxes in your response as separate line item(s).
2. If your company is outside California and collects sales tax, please state the amount as a separate item if the County is to remit the tax.
3. Items purchased for resale will show the County's resale permit number on the purchase order.
4. Exemption certificates will be furnished when federal excise tax is exempted.

Brand Names: Brand names and numbers, when used, are for reference to indicate the character or quality desired. Equal items will be considered, provided your offer clearly describes the article. Offers for equal items must state the brand and number, or level of quality. The determination of the Purchasing Agent as to what items are equal is final and conclusive. When brand, number, or level of

quality is not stated by bidder, the offer will be considered exactly as specified.

Samples: Samples of articles, when required, must be furnished free of cost. Samples may be retained for future comparison. Samples which are not destroyed by testing or which are not retained for future comparison will be returned upon request at your expense.

Termination:

1. County may terminate any resulting contract without cause upon thirty (30) days written notice to the other party. Notice shall be deemed served on the date of mailing. If notice of termination for cause is given by County to contractor and it is later determined that contractor was not in default or the default was excusable, then the notice of termination shall be deemed to have been given without cause pursuant to this paragraph (A).
2. County may terminate any resulting contract for cause immediately upon giving written notice to contractor, should contractor materially fail to perform any of the covenants contained in resulting contract in the time and/or manner specified. In the event of such termination, County may proceed with the work in any manner deemed proper by County. If notice of termination for cause is given by County to contractor and it is later determined that contractor was not in default or the default was excusable, then the notice of termination shall be deemed to have been given without cause pursuant to paragraph (A) above.
3. County may terminate or amend any resulting contract immediately upon giving written notice to contractor, 1) if advised that funds are not available from external sources for resulting contract or any portion thereof, including if distribution of such funds to the County is suspended or delayed; 2) if funds for the services and/or programs provided pursuant to resulting contract are not appropriated by the State; 3) if funds in County's yearly proposed and/or final budget are not appropriated by County for resulting contract or any portion thereof; or 4) if funds that were previously appropriated for resulting contract are reduced, eliminated, and/or re-allocated by County as a result of mid-year budget reductions.
4. If any resulting contract is terminated under paragraph A or C above, contractor shall only be paid for any services completed and provided prior to notice of termination. In the event of termination under paragraph a or c above, contractor shall be paid an amount which bears the same ratio to the total compensation authorized by resulting contract as the services actually performed bear to the total services of contractor covered by resulting contract, less payments of compensation previously made. In no event, however, shall County pay contractor an amount which exceeds a pro rata portion of the resulting contract total based on the portion of the resulting contract term that has elapsed on the effective date of the termination.
5. Contractor shall not incur any expenses under any resulting contract after notice of termination and shall cancel any outstanding expenses obligations to a third party that contractor can legally cancel.

Public Agency Participation: It is intended that any other public agency including those identified in the solicitation (i.e., city, district, public authority, public agency, municipality and other political sub-

division or public corporation of California) located in California shall have the option to participate in any award made as a result of this solicitation. The County of Sacramento shall incur no financial responsibility in connection with orders issued or delivered by another public agency. Each public agency using this contract shall accept sole and full responsibility for placing of orders and making payments to the contractor. In addition to the above, the contractor shall provide the same level of indemnification and insurance protection to each of the participating agencies ordering products and/or services under any award made as a result of this solicitation.

Out of State Vendors Providing Services to the County of Sacramento: Recent state legislation requires the County to withhold seven percent (7%) of all income paid to certain independent contractors who do not reside in California. (Rev. & Tax. Code §18662; Cal. Admin. Code §§18662-1-18662-14.) This provision does not apply if the total amount paid for services in a given year is less than \$1,500. It also does not apply if the contractor is: a) a corporation with a principal place of business in California; b) a partnership with a permanent place of business in California; c) a corporation qualified through the Secretary of State to do business in California; or d) an individual with a permanent residence in the State of California.

FTB Waiver -The contractor can apply to the FTB for a waiver from this withholding requirement. An FTB waiver will generally be granted when the nonresident contractor has a current history of filing California tax returns and/or is currently making estimated tax payments to the FTB. An FTB waiver request is made on FTB Form 588, which can be faxed to the FTB at (916) 845-4831.

Payments (E-Payables)

The County of Sacramento has partnered with Bank of America to implement a card payment program, ePayables, offered to County's suppliers/contractors/vendors. This preferred payment method will reduce paper waste and expedite payments to recipients. Traditional forms of payment (hardcopy checks) remain.

ePayables will not affect payment terms and conditions of any existing contract. Once an invoice is approved for payment, an electronic remittance advice will be sent to the recipient's email instead of a hardcopy check. The remittance advice will include statement-type information such as: invoice numbers, dates, and invoice amounts. Payments can be retrieved with a County designated account number assigned to the contractor. For more information, go to www.bankofamerica.com/epayablesvendors or contact the Sacramento County Department of Finance at 916-874-7411 (epayables@saccounty.gov).

Late Payments: Should the county be late in making payments against invoices submitted correctly and timely, any interest levied by the vendor for payments shall be limited by the Section 926.10 of the California Government Code.

Reports:

1. CONTRACTOR shall, without additional compensation therefor, make fiscal, program evaluation, progress, and such other reports as may be reasonably required by COUNTY concerning CONTRACTOR's activities as they affect the contract duties and purposes herein. COUNTY shall explain procedures for reporting the required information.

2. CONTRACTOR agrees that, pursuant to Government Code section 7522.56, CONTRACTOR shall make best efforts to determine if any of its employees or new hires providing direct services to the county are members of the Sacramento County Employees' Retirement System (SCERS). CONTRACTOR further agrees that it shall make a report bi-annually (due no later than January 31st and July 31st) to the COUNTY with a list of its employees that are members of SCERS along with the total number of hours worked during the previous 6 months. This report shall be forwarded to where Notice is sent pursuant to resulting contract.

10.2. Indemnification (services)

To the fullest extent permitted by law, for work or services provided under this Agreement, CONTRACTOR shall indemnify, defend, and hold harmless County, its governing Board, officers, directors, officials, employees, and authorized volunteers and agents, (individually an "Indemnified Party" and collectively "Indemnified Parties"), from and against any and all claims, demands, actions, losses, liabilities, damages, and all expenses and costs incidental thereto (collectively "Claims"), including cost of defense, settlement, arbitration, expert fees, and reasonable attorneys' fees, resulting from injuries to or death of any person, including employees of either party hereto, and damage to or destruction of property, or loss of use or reduction in value thereof, including the property of either party hereto, and recovery of monetary losses incurred by County directly attributable to the performance of CONTRACTOR, arising out of, pertaining to, or resulting from the negligent acts, errors, omissions, recklessness, or willful misconduct of CONTRACTOR, its employees, or CONTRACTOR's subcontractors at any tier, or any other party for which CONTRACTOR is legally liable under law.

The right to defense and indemnity under this Section arises upon occurrence of an event giving rise to a Claim and, thereafter, upon tender in writing to CONTRACTOR. CONTRACTOR shall defend Indemnified Parties with counsel reasonably acceptable to County. Notwithstanding the foregoing, County shall be entitled, on its own behalf, and at the expense of CONTRACTOR, to assume control of its defense or the defense of any Indemnified Party in any legal action, with counsel reasonably selected by it. Should County elect to initially assume control of its defense, or the defense of any Indemnified Party, it does so without prejudice to its right to subsequently request that CONTRACTOR thereafter assume control of the defense and pay all reasonable attorneys' fees and costs incurred thereby.

This indemnity obligation shall not be limited by the types and amounts of insurance or self-insurance maintained by CONTRACTOR or CONTRACTOR's subcontractors at any tier.

Nothing in this indemnity obligation shall be construed to create any duty to, any standard of care with reference to, or any liability or obligation, contractual or otherwise, to any third party.

The provisions of this indemnity obligation shall survive the expiration or termination of the Agreement.

11. Environmental Purchasing Policy

COUNTY OF SACRAMENTO ENVIRONMENTALLY PREFERABLE PURCHASING GUIDELINES AND PROCEDURES

1. PURPOSE

The purpose of the Environmentally Preferable Purchasing (“EPP”) policy is to support the purchase of recycled and environmentally preferable products, and reduce waste to minimize environmental impacts of our work. The County of Sacramento recognizes that employees can make a difference in favor of environmental stewardship through contractual relationships and purchasing practices. The types of products and services purchased by the County of Sacramento has a big impact on our environment, our residents, and our employees.

The purchase of environmentally preferable products and services shall be evaluated in all procurements whenever they perform satisfactorily and are available at a reasonably competitive price. Where possible this includes the reduction or elimination of single use products. Additionally, state law now requires the County to purchase Recovered Organic Waste Products and recycled content paper.

2. GOALS

The goals of this policy are to:

- Protect and conserve natural resources, water and energy;
- Minimize the County’s contribution to climate change, pollution, and solid waste disposal;
- Provide guidance for County departments on environmentally preferable purchasing;
- Comply with State requirements as contained in 14 CCR Division 7, Chapter 12, Article 12 (SB 1383 procurement regulations). SB 1383 (2016) requires:
 - o Procurement of Recovered Organic Waste Products to support Organic Waste disposal reduction targets and to support markets for products made from recycled and recovered Organic Waste materials; and
 - o Procurement of Recycled-Content Paper Products and Recycled-Content Printing and Writing Paper.
- Comply with directives in the County of Sacramento Climate Emergency Resolution No. 2020-0856; and
- Comply with directives in the County of Sacramento Climate Action Plan.

3. MANDATORY PROCUREMENT PRACTICES

In cooperation with their internal and external customers, the County of Sacramento (throughout this document the term “County” includes all County of Sacramento agencies, departments, and divisions) shall purchase the following recycled products:

A. Printing and Writing Papers, including all imprinted letterhead paper, envelopes, copy paper and business cards. These shall contain a minimum of 30% postconsumer recycled content. (Refer to Attachment 3 – SB 1383 Recycled-Content Paper Procurement Requirements)

B. Paper Products, including janitorial supplies, shop towels, hand towels, facial tissue, toilet paper, seat covers, corrugated boxes, file boxes, hanging file folders and other products comprised largely of paper. (Refer to Attachment 3 – SB 1383 Recycled-Content Paper Procurement Requirements)

C. Recovered Organic Waste Products, including SB 1383 Eligible Compost, SB 1383 Eligible Mulch, SB 1383 Eligible Renewable Gas, and SB 1383 Eligible Electricity Procured from Biomass Conversion. (Refer to Attachment 4 – SB 1383 Organic Waste Product Procurement Requirements)

4. PREFERRED PROCUREMENT PRACTICES

A. Product Categories

In cooperation with their internal and external customers, the County shall at a minimum, evaluate the following environmentally preferred product categories and purchase them whenever practical:

1. Remanufactured laser printer toner cartridges and remanufactured or refillable ink-jet cartridges
2. Janitorial and cleaning products with County recognized Ecolabels
3. Re-refined antifreeze, including on-site antifreeze recycling
4. Re-refined lubricating and hydraulic oils
5. Renewable CNG and diesel fuels in place of traditional CNG and diesel fuels for County vehicles in on- and off-road fleets using these fuels (Final Draft Climate Action Plan Policies GOV-FL-02 and GOV-FL-03).
6. Recycled plastic outdoor-wood substitutes, including plastic lumber, benches, fencing, signs and posts
7. Recycled content construction, building and maintenance products, including plastic lumber, carpet, tiles, and insulation
8. Re-crushed cement concrete aggregate and asphalt
9. Cement and asphalt concrete containing tire rubber, glass cullet, recycled fiber, plastic, fly ash or other alternative products, or low carbon concrete
10. Re-treaded tires and products made from recycled tire rubber including rubberized asphalt, playground surfaces and fatigue mats.
11. Recycled content paint
12. Landscaping that fits the natural ecosystems and fosters soil health, reduces runoff and pollution, prevents and reuses plant waste, and conserves water and other natural resources
13. Energy efficient appliances, lighting, and building materials
14. Water efficient products where available, including for upgrades or refurbishments

15. Furniture made with recycled content to promote waste diversion and furniture that does not include certain chemical additives to improve indoor air quality and employee and resident health

16. EPEAT registered technology and electronic products

17. Other products or services that are available in the marketplace or as designated by General Services

B. Sustainability Considerations

Sustainability considerations by County employees responsible for purchasing decisions and in furtherance of this policy, include but are not limited to:

1. Third-party environmental certifications as approved by the State of California Third Party Environmental Certifications by Category and/or the Environmental Protection Agency Recommendations of Specifications, Standards, and Ecolabels for Federal Purchasing
2. Opportunities for product source reduction
3. Product life-cycle impacts and costs
4. Greenhouse gas emissions and compatibility with the carbon neutrality goals in Climate Emergency Resolution 2020-0856 (this may factor into the location and transportation of products or services)
5. Equity and environmental justice impacts
6. Pollutant releases in manufacturing, transport, and use of products, and related services
7. Toxicity, especially the use of persistent, bio-accumulative and toxic chemicals
8. Energy and water consumption considerations, in product production and life-cycle, and in the delivery of services
9. Impacts on natural resources, biodiversity and habitat
10. Consideration of impacts on County resident and employee health

C. Fiscal Considerations

Fiscal considerations by County employees responsible for purchasing decisions and in furtherance of this policy include, but are not limited to:

1. Availability of environmentally preferable products and services in the marketplace and pricing compared to less desirable alternatives
2. Use reduction opportunities Countywide
3. Life-cycle cost assessment to identify the lowest total life-cycle cost to the County, including: performance, durability, reparability, disposal, and replacement costs
4. Opportunities to leverage buying power for Countywide or cross departmental purchases where practical
5. Impacts on County staff time and labor

6. Long-term financial or other market changes

5. WASTE PREVENTION PRACTICES

All County employees are encouraged to reduce their consumption of resources by incorporating the following practices into their daily activities and operations. Accomplishment of these activities will be through appropriate staff diligence and resources such as County newsletters and the County Public Information Office ("PIO").

- A. Consider durability and repairability of products prior to purchase
- B. Conduct routine maintenance on products or equipment to increase their useful life
- C. Use duplex features on printers and copiers, and specify duplex on print jobs
- D. Create electronic letterhead for Countywide use
- E. Send and store information electronically when possible
- F. Review record retention policies and implement document imaging systems
- G. Identify and eliminate single use products where co-alternatives are available
- H. Use surplus County property in lieu of new purchases when available
- I. Use interdepartmental or interagency loans or other pooled resources in lieu of new purchases when practical
- J. Other waste prevention practices that further the goals of this policy

6. RESPONSIBILITIES

A. County Agencies, Departments, and Divisions

All County agencies, departments, and divisions are responsible for the implementation of this policy and shall:

- 1. Practice waste prevention and reduction whenever possible by reducing the purchase of items that cannot be recycled locally, and by reusing items as much as possible.
- 2. Continue to utilize recycling programs and expand programs where possible.
- 3. Procure recycled or environmentally preferable products and services whenever practical.
- 4. Develop, evaluate and maintain information about environmentally preferable and/or recycled products containing the maximum practical amount of recycled materials. Cross-share information with other departments when potential shared use of a product exists.
- 5. Develop specifications used in public bidding aimed at eliminating barriers to recycled-content or environmentally preferable products, such as outdated or overly stringent product specifications and specifications not related to product performance.
- 6. Develop specifications that include environmentally preferable attributes where practical or available and where the requirement does not unduly restrict competition.

7. Ensure that procurement documents issued by the departments require environmental preferred alternatives whenever practical.

8. Educate and promote this policy through appropriate staff and the use of department communications, such as PIOs, newsletters, special events, etc. This should include documentation of successes, challenges, changes, and goals, etc.

9. Provide the Department of General Services, Contracts and Purchasing Services Division (“CAPSD”) as directed by the Recordkeeping Designee with information on recycling activities, recycling programs, recycled-content purchases, and SB 1383 eligible purchases.

10. Inform employees of their responsibilities under this policy and provide information on recycled products and environmental preferable procurement opportunities.

11. Submit new ideas or suggestions to CAPSD in furtherance of this policy.

B. Department of General Services

The Department of General Services, CAPSD shall:

1. Maintain and use information, furnished by its customers, about environmentally preferable and recycled products containing the maximum practical amount of recycled materials and encourage the County to purchase such products whenever possible.

2. Provide County purchasers with vendor furnished information about recycled products and environmental procurement opportunities.

3. Inform vendors of the County’s EPP Policy and include contract clauses required for SB 1383 compliance.

4. Structure applicable contracts to offer and/or feature recycled content products and services whenever possible, or as required pursuant to SB 1383.

5. Encourage development of specifications used in public bidding aimed at eliminating barriers to recycled-content products and environmentally preferable products, such as outdated or overly stringent product specifications and specifications not related to product performance.

6. Ensure all requests for proposals encourage vendors to offer recycled, or environmentally preferable products and sustainable business practices whenever practical.

7. Propose inclusion of Eco-labels or other third party certifications in contract specifications wherever practical.

8. Provide information to departments on State of California competitively procured “Buying Green” contracts that are available for County use.

9. Revise this EPP policy as needed to reflect current best practices, changes in the marketplace, innovations, revised legal requirements, or goals.

7. MANDATORY PURCHASING RECORDKEEPING RESPONSIBILITIES

A. The Department of General Services will be the responsible department and will select an employee to act as the Recordkeeping Designee that will be responsible for obtaining records pertaining to Procurement of Recovered Organic Waste Products and Recycled-Content Paper Products and Recycled-Content Printing and Writing Paper.

B. The Recordkeeping Designee will do the following to track Procurement of Recovered Organic Waste Products, Recycled-Content Paper Products, and Recycled-Content Printing and Writing Paper:

1. Maintain copies of invoices or receipts or other proof of purchase that describe the procurement of Printing and Writing Paper and Paper Products, including the volume and type of all paper purchases; and, copies of certifications and other required verifications from all departments and/or divisions procuring Paper Products and Printing and Writing Paper (whether or not they contain recycled content) and/or from the vendors providing Printing and Writing Paper and Paper Products. These records must be kept as part of Jurisdiction's documentation of its compliance with 14 CCR Section 18993.3.

2. Maintain copies of invoices or receipts or documentation evidencing procurement from all departments and divisions procuring Recovered Organic Waste Products and invoices or similar records from vendors/contractors/others procuring Recovered Organic Waste Products on behalf of the County to develop evidence of County meeting its Annual Recovered Organic Waste Product Procurement Target. These records must be kept as part of the County's documentation of its compliance with 14 CCR Section 18993.1.

3. Maintain documentation submitted by the County, Direct Service Providers, and/or vendors, including the information reported to the Recordkeeping Designee.

4. Compile an annual report on the County's direct procurement, and vendor/other procurement on behalf of the County, of Recovered Organic Waste Products, Recycled-Content Paper Products, and Recycled-Content Printing and Writing Paper, consistent with the recordkeeping requirements contained in 14 CCR Section 18993.2 for the Annual Recovered Organic Waste Product Procurement Target and 14 CCR Section 18993.4 for Recycled-Content Paper Products and Recycled-Content Printing and Writing Paper procurement. This report shall be made available to the County's Department of Waste Management and Recycling, the responsible entity for compiling the annual report to be submitted to CalRecycle pursuant to 14 CCR Division 7, Chapter 12, Article 13.

12. Insurance Requirements for Contractors

- A. **VERIFICATION OF COVERAGE.** CONTRACTOR shall furnish the COUNTY with certificates evidencing coverage required below. **Copies of required endorsements must be attached to provided certificates.** The County Risk Manager may approve self-insurance programs in lieu of required policies of insurance if, in the opinion of the Risk Manager, the interests of the COUNTY and the general public are adequately protected. All certificates, evidences of self-insurance, and additional insured endorsements are to be received and approved by the County before performance commences. The COUNTY reserves the right to require that CONTRACTOR provide complete, certified copies of any policy of insurance offered in compliance with these specifications.
- B. **MINIMUM SCOPE OF INSURANCE.** Coverage shall be at least as broad as:
1. **GENERAL LIABILITY:** Insurance Services Office's Commercial General Liability occurrence coverage form CG 0001. Including, but not limited to Premises/Operations, Products/Completed Operations, Contractual, and Personal & Advertising Injury, without additional exclusions or limitations, unless approved by the County Risk Manager.
 2. **AUTOMOBILE LIABILITY:** Insurance Services Office's Commercial Automobile Liability coverage form CA 0001.
 - a. Commercial Automobile Liability: auto coverage symbol "1" (any auto) for corporate/business owned vehicles. If there are no owned or leased vehicles, symbols 8 and 9 for non-owned and hired autos shall apply.
 - b. Personal Lines automobile insurance shall apply if vehicles are individually owned. Without limiting CONTRACTOR's indemnification, CONTRACTOR shall procure and maintain for the duration of the Agreement, insurance against claims for injuries to persons or damages to property which may arise from or in connection with the performance of the Agreement by the CONTRACTOR, its agents, representatives or employees. COUNTY shall retain the right at any time to review the coverage, form, and amount of the insurance required hereby. If in the opinion of the County Risk Manager, insurance provisions in these requirements do not provide adequate protection for COUNTY and for members of the public, COUNTY may require CONTRACTOR to obtain insurance sufficient in coverage, form and amount to provide adequate protection. COUNTY's requirements shall be reasonable but shall be imposed to assure protection from and against the kind and extent of risks that exist at the time a change in insurance is required.
 3. **WORKERS' COMPENSATION:** Statutory requirements of the State of California and Employer's Liability Insurance.

4. PROFESSIONAL LIABILITY or Errors and Omissions Liability insurance appropriate to the CONTRACTOR's profession.
 5. UMBRELLA or Excess Liability policies are acceptable where the need for higher liability limits is noted in the Minimum Limits of Insurance and shall provide liability coverages that at least follow form over the underlying insurance requirements where necessary for Commercial General Liability, Commercial Automobile Liability, Employers' Liability, and any other liability coverage (other than Professional Liability) designated under the Minimum Scope of Insurance.
- C. **MINIMUM LIMITS OF INSURANCE.** CONTRACTOR shall maintain limits no less than:
1. General Liability shall be on an Occurrence basis (as opposed to Claims Made basis). Minimum limits and structure shall be:
 - a. Building Trades General Aggregate: \$2,000,000
 - b. Products Comp/Op Aggregate: \$2,000,000
 - c. Personal & Adv. Injury: \$1,000,000
 - d. Each Occurrence: \$2,000,000
 - e. Fire Damage: \$ 100,000
 - f. Contractors and Contractors engaged in other projects of construction shall have their general liability Aggregate Limit of Insurance endorsed to apply separately to each job site or project, as provided for by Insurance Services Office form CG-2503 Amendment-Aggregate Limits of Insurance (Per Project).
 2. AUTOMOBILE LIABILITY:
 - a. Commercial Automobile Liability for Corporate/business owned vehicles including non-owned and hired, \$1,000,000 Combined Single Limit.
 - b. Personal Lines Automobile Liability for Individually owned vehicles, \$250,000 per person, \$500,000 each accident, \$100,000 property damage.
 3. WORKERS' COMPENSATION: Statutory.
 4. EMPLOYER'S LIABILITY: \$1,000,000 per accident for bodily injury or disease.
 5. PROFESSIONAL LIABILITY OR ERRORS AND OMISSIONS LIABILITY: \$1,000,000 per claim and aggregate.
- D. **DEDUCTIBLES AND SELF-INSURED RETENTION.** Any deductibles or self-insured retention that apply to any insurance required by this Agreement must be declared and approved by the COUNTY.

E. CLAIMS MADE PROFESSIONAL LIABILITY INSURANCE. If professional liability coverage is written on a Claims Made form:

1. The "Retro Date" must be shown, and must be on or before the date of the Agreement or the beginning of Agreement performance by CONTRACTOR.
2. Insurance must be maintained and evidence of insurance must be provided for at least one (1) year after completion of the Agreement.
3. If coverage is cancelled or non-renewed, and not replaced with another claims made policy form with a "Retro Date" prior to the contract effective date, the CONTRACTOR must purchase "extended reporting" coverage for a minimum of one (1) year after completion of the Agreement.

F. OTHER INSURANCE PROVISIONS. The insurance policies required in this Agreement are to contain, or be endorsed to contain, as applicable, the following provision:

1. All Policies:
 - a. **ACCEPTABILITY OF INSURERS:** Insurance is to be placed with insurers with a current A.M. Best's rating of no less than A-VII. The County Risk Manager may waive or alter this requirement, or accept self-insurance in lieu of any required policy of insurance if, in the opinion of the Risk Manager, the interests of the COUNTY and the general public are adequately protected.
 - b. **MAINTENANCE OF INSURANCE COVERAGE:** The Contractor shall maintain all insurance coverages and limits in place at all times and provide the County with evidence of each policy's renewal ten (10) days in advance of its anniversary date. Contractor is required by this Agreement to immediately notify County if they receive a communication from their insurance carrier or agent that any required insurance is to be canceled, non-renewed, reduced in scope or limits or otherwise materially changed. Contractor shall provide evidence that such cancelled or non-renewed or otherwise materially changed insurance has been replaced or its cancellation notice withdrawn without any interruption in coverage, scope or limits. Failure to maintain required insurance in force shall be considered a material breach of the Agreement.

G. COMMERCIAL GENERAL LIABILITY AND/OR COMMERCIAL AUTOMOBILE LIABILITY

1. **ADDITIONAL INSURED STATUS:** The COUNTY, its officers, directors, officials, employees, and volunteers are to be endorsed as additional insureds as respects: liability arising out of activities performed by or on behalf of the CONTRACTOR; products and completed operations of the CONTRACTOR; premises owned, occupied or used by the CONTRACTOR; or automobiles owned, leased, hired or borrowed by the CONTRACTOR. The coverage shall contain no endorsed limitations on the scope of protection afforded to the COUNTY, its officers, directors, officials, employees, or volunteers.

2. **CIVIL CODE PROVISION:** Coverage shall not extend to any indemnity coverage for the active negligence of the additional insured in any case where an agreement to indemnify the additional insured would be invalid under Subdivision (b) of Section 2782 of the Civil Code.
 3. **PRIMARY INSURANCE:** For any claims related to this Agreement, the CONTRACTOR's insurance coverage shall be endorsed to be primary insurance as respects the COUNTY, its officers, officials, employees and volunteers. Any insurance or self-insurance maintained by the COUNTY, its officers, directors, officials, employees, or volunteers shall be excess of the CONTRACTOR's insurance and shall not contribute with it.
 4. **SEVERABILITY OF INTEREST:** The CONTRACTOR's insurance shall apply separately to each insured against whom claim is made or suit is brought, except with respect to the limits of the insurer's liability.
 5. **SUBCONTRACTORS:** CONTRACTOR shall be responsible for the acts and omissions of all its subcontractors and additional insured endorsements as provided by CONTRACTORS subcontractor.
- H. **WORKERS' COMPENSATION. Workers' Compensation Waiver of Subrogation:** The workers' compensation policy required hereunder shall be endorsed to state that the workers' compensation carrier waives its right of subrogation against the COUNTY, its officers, directors, officials, employees, agents or volunteers, which might arise by reason of payment under such policy in connection with performance under this Agreement by the CONTRACTOR. Should CONTRACTOR be self-insured for workers' compensation, CONTRACTOR hereby agrees to waive its right of subrogation against COUNTY, its officers, directors, officials, employees, agents or volunteers.
- I. **PROPERTY. Course of Construction (COC) Waiver of Subrogation:** Any Course of Construction (COC) policies maintained by the CONTRACTOR in performance of the Agreement shall contain the following provisions:
1. The COUNTY shall be named as loss payee.
 2. The Insurer shall waive all rights of subrogation against the COUNTY.
 3. **Inland Marine Waiver of Subrogation:** Any Inland Marine insurance policies maintained by the CONTRACTOR in performance of the Agreement shall be endorsed to state that the insurer shall waive all rights of subrogation against the COUNTY.
- J. **NOTIFICATION OF CLAIM.** If any claim for damages is filed with CONTRACTOR or if any lawsuit is instituted against CONTRACTOR, that arise out of or are in any way connected with CONTRACTOR's performance under this Agreement and that in any way, directly or indirectly, contingently or otherwise, affect or might reasonably affect COUNTY, CONTRACTOR shall give prompt and timely notice thereof to COUNTY. Notice shall be prompt and timely if given within

thirty (30) days following the date of receipt of a claim or ten (10) days following the date of service of process of a lawsuit.

13. Good Neighbor Policy

The County is a political subdivision of the State of California, that is mandated by state and federal law to provide certain services to all residents of the County, and that also provides non-mandated, desired or necessary services to enhance the well-being and quality of life for its residents. Such services are provided within the territorial boundaries of all cities within Sacramento County and in the unincorporated areas of the County.

County facilities are generally located in close proximity to the constituent population served, and in areas that are easily accessible to public transportation. The siting of facilities is ultimately a County responsibility. The County requires its departments to have conducted reasonable outreach to affected neighborhoods in siting County facilities. The County takes into consideration a whole range of factors, including location of clients served, proximity of other related services needed by clientele, and any neighborhood revitalization plans and adoption siting policies of cities. The County will solicit the affected city's input and recommendation as to location, but retains the ultimate decision as to the parameters of the search area and determination of the most appropriate sites.

As a general rule, the County does not do site searches for programs, services or facilities operated by non-county entities that may receive County funding, but requires contractors to have conducted reasonable outreach to affected neighborhoods. The County contracts for services, but does not dictate the location of the facility. All businesses within the incorporated and unincorporated areas of the county must be in good standing with whatever city or County zoning laws apply in order to receive funding.

The County of Sacramento is committed to being an integral part of the neighborhoods and communities in which it is located and will implement measures in order to minimize the impact of such facilities on those neighborhoods and communities. Through its placement and management of facilities and its provision of appropriate services, the County endeavors to enhance revitalizing and strengthening of neighborhoods and communities.

This policy is focused on those County-owned and County-leased facilities and those service providers under contract with the County where programs provide direct service to County constituents that have a potential impact on neighborhoods through increased traffic, noise, trash, parking, people congregating, and security risks to neighborhoods and program participants.

Generalized good neighbor policies that prohibit loitering, require litter control services, mandate removal of graffiti, provide for adequate parking and restroom amenities, require landscape and facility maintenance consistent with the neighborhood and require identification of a contact person for complaint resolution have general application to all county facilities and programs.

Good neighbor policies will also address specific and individualized impacts of proposed facilities and services based on actual circumstances which must be determined through a case by case analysis.

This policy applies only to County-owned and leased facilities and those service providers under contract with the County if the facility programs and projects provide direct services to County constituents. In addition, these service facilities must have a potential impact on neighborhoods and communities

through increased traffic, noise, trash, parking, people congregating, and security risks to both neighborhoods and program participants.

The County requires, with regard to the actual location of a particular facility or service, that all applicable zoning laws have been complied with. The focus of this good neighbor policy does not include the propriety of the location of a facility or program in a properly zoned neighborhood or community.

While location is a consideration and input from cities, neighborhoods and communities will be sought, the ultimate decision as to location rests with the County.

Once a facility is sited and in compliance with zoning laws, the intent of this policy is to identify physical impacts and measures to mitigate those impacts so as to be an integral part of the neighborhood and community the County serves.

Provision A: Establish a cooperative relationship with all cities, neighborhoods and communities for planning and siting facilities and contracting for services where the service or project has a high impact on the neighborhood and mitigation of those physical impacts is necessary.

Provision B: Promote decentralization of County services where feasible as a means to improve accessibility and service delivery and reduce physical impact on the environment, neighborhoods and communities.

Provision C: Promote collocation of services, where feasible, as a way to enhance efficiency and reduce costs in the delivery of services.

Provision D: Promote exploration of innovative ways to increase accessibility to services that could also reduce physical impacts on the environment, neighborhoods and communities.

Provision E: Establish early communication with affected cities, neighborhoods and communities as a way to identify potential physical impacts on neighborhoods and to establish mitigation as necessary as well as appropriate property management practices so as not to be a nuisance.

Provision F: Maintain ongoing communication with cities, neighborhoods and communities as a way to promote integration of facilities into the community, to determine the effectiveness of established good neighbor practices, and to identify and resolve issues and problems expediently.

Provision G: Establish generalized good neighbor practices for high impact facilities, services and projects that include:

- Provision of adequate parking
- Provision of adequate waiting and visiting areas
- Provision of adequate restroom facilities
- Provision for litter control services
- Provision for removal of graffiti
- Provision for control of loitering and management of crowds

- Provision for appropriate landscape and facility maintenance in keeping with neighborhood standards
- Provision for identification of a contact person for complaint resolution
- Provision in contracts for the County to fix a deficiency and deduct it from the money owed to the program if the program fails to fix them.
- Provision to participate in area crime prevention and nuisance abatement efforts.

Provision H: Establish specific good neighbor practices for high impact facilities, services and projects based on a factual analysis of circumstances that would require more oversight and extraordinary measures to ensure the resolution of problems as they occur.

Provision I: Establish requirements that all facilities, services and projects be in compliance with various nuisance abatement ordinances and any other provision of law that applies.

Provision J: Establish a central point of contact, within the County, for resolving non-compliance with this Good Neighbor Policy when all other administrative remedies have been exhausted. This requires contact with funding agencies, site contacts, call report logs, database maintenance, and trend analysis.

Provision K: Conduct a periodic review of all sites and projects included in this policy to determine the effectiveness of the application of the Good Neighbor Policy.

Provision L: Continued non-compliance by contractor to this policy and its provisions may result in contract termination and ineligibility for additional or future contracts.

GOOD NEIGHBOR POLICY STANDARD CONTRACT LANGUAGE

The following language will be incorporated into any resulting contract:

- A. CONTRACTOR shall comply with COUNTY's Good Neighbor Policy. CONTRACTOR shall establish good neighbor practices for its facilities that include, but are not limited to, the following:
 1. Provision of parking adequate for the needs of its employees and service population;
 2. Provision of adequate waiting and visiting areas;
 3. Provision of adequate restroom facilities located inside the facility;
 4. Implementation of litter control services;
 5. Removal of graffiti within seventy-two hours;
 6. Provision for control of loitering and management of crowds;
 7. Maintenance of facility grounds, including landscaping, in a manner that is consistent with the neighborhood in which the facility is located;
 8. Participation in area crime prevention and nuisance abatement efforts; and

9. Undertake such other good neighbor practices as determined appropriate by COUNTY, based on COUNTY's individualized assessment of CONTRACTOR's facility, services and actual impacts on the neighborhood in which such facility is located.
- B. CONTRACTOR shall identify, either by sign or other method as approved by the DIRECTOR, a named representative who shall be responsible for responding to any complaints relating to CONTRACTOR's compliance with the required good neighbor practices specified in this Section. CONTRACTOR shall post the name and telephone number of such contact person on the outside of the facility, unless otherwise advised by DIRECTOR.
- C. CONTRACTOR shall comply with all applicable public nuisance ordinances.
- D. CONTRACTOR shall establish an ongoing relationship with the surrounding businesses, law enforcement and neighborhood groups and shall be an active member of the neighborhood in which CONTRACTOR's site is located.
- E. If COUNTY finds that CONTRACTOR has failed to comply with the Good Neighbor Policy, COUNTY shall notify CONTRACTOR in writing that corrective action must be taken by CONTRACTOR within a specified time frame. If CONTRACTOR fails to take such corrective action, COUNTY shall take such actions as are necessary to implement the necessary corrective action. COUNTY shall deduct any actual costs incurred by COUNTY when implementing such corrective action from any amounts payable to CONTRACTOR under this Agreement.
- F. CONTRACTOR's continued non-compliance with the Good Neighbor Policy shall be grounds for termination of this Agreement and may also result in ineligibility for additional or future contracts with COUNTY.