

**Metropolitan Transportation Commission
Service Authority for Freeways and Expressways
Operations Committee**

October 9, 2020

Agenda Item 5a

Contracts – Freeway Service Patrol Towing Services: Ayub Azam DbA AM/PM Tow, Atlas Towing Services Inc., Bay Area Tow Inc., Campbell Collision Center Inc. DbA Bob's Towing Services, C&M Towing Recovery Inc. DbA C&M Towing, Campbell's Towing Inc., Island Auto Towing, NEL Trucks Inc. DbA Nelsons Towing Service, Pizzagani Family Inc. DbA Pizzagani's Towing (\$32,130,000)

Subject: Contracts – Freeway Service Patrol Towing Services: Various Contractors (\$32,130,000).

Background: The Bay Area Freeway Service Patrol (FSP) program is in its 27th year of service. FSP continues to be a vital program in providing congestion relief by quickly clearing incidents during commute hours on the Bay Area's busiest freeways. MTC SAFE contracts with private tow operators to patrol segments of highways that are referred to as "beats." In 2018, this Committee approved a moderate expansion of FSP service with use of Senate Bill 1 (SB1) funding. Expanded FSP service was implemented in all nine Bay Area counties in 2018 and in 2020. On June 12, 2020, staff provided this Committee an information item outlining the biennial FSP Request for Qualifications Bid Invitation (RFQBI) that resulted in the contract award recommendations contained herein.

On July 2, 2020, an RFQBI was released to procure towing services on 12 different beats, shown in Attachment A. The RFQBI is a three-step procurement process that: 1) qualifies interested tow providers through experience and inspections; 2) solicits bids from tow providers meeting those requirements; and 3) recommends contract award to the bidder submitting the lowest responsive bid for a particular beat. Fifteen proposers participated in the procurement and fourteen proposers passed step 1. On the closing date of step 2, MTC SAFE received 37 price proposals for the 12 beats available. Proposers with the lowest contract hourly rate are recommended for contract award, subject to the award limitations designed to ensure that bidders are not extended beyond their operational capacity.

MTC SAFE incorporated a Small Business Enterprise (SBE) preference with a five percent bid preference awarded to SBE certified vendors. Five proposers received the SBE preference in this procurement. Three SBE certified proposers submitted price proposals that resulted in five contract award recommendations as depicted in Attachment A. Two SBE certified proposers submitted price proposals that did not result in an award recommendation despite the SBE preference.

The FSP Program is authorized by California Street & Highways Code Sections 2560-2565, and MTC SAFE receives dedicated funds from vehicle registration fees and SB1 for this purpose. There are sufficient funds in existing FSP state grants, MTC SAFE reserves, and future FSP grants to undertake these contracts through FY 2024-25.

Recommendation: Staff recommends that the Committee authorize the Executive Director or designee to negotiate and enter into four-year contracts with the tow contractors in the respective amounts listed in Attachment A, totaling \$32,130,000 over four years subject to annual approval of MTC SAFE budgets.

Attachments: Attachment A: FSP Contract Not to Exceed Amounts and FSP Procurement Map



Therese W. McMillan

REQUEST FOR COMMITTEE APPROVAL

Summary of Proposed Contracts

Work Item No.: 6032

Consultants: Ayub Azam DbA AM/PM Tow, Atlas Towing Services Inc., Bay Area Tow Inc., Campbell Collision Center Inc. DbA Bob's Towing Services, C&M Towing Recovery Inc. DbA C&M Towing, Campbell's Towing Inc., Island Auto Towing, NEL Trucks Inc. DbA Nelsons Towing Service, Pizzagoni Family Inc. DbA Pizzagoni's Towing

Work Project Title: Freeway Service Patrol (FSP) Tow Operations

Purpose of Project: Incident Management and Congestion relief utilizing Freeway Service Patrol service during Fiscal Years 2021-22 through 2024-25 on up to 12 tow services beats, as designated in the Request for Qualifications Bid Invitation (RFQBI) dated July 2, 2020.

Brief Scope of Work: Provide tow services during hours of congestion and special events as specified by the FSP Partnership, which includes MTC SAFE, Caltrans, and California Highway Patrol.

Project Cost Not to Exceed: \$32,130,000

Funding Source: State, SAFE

Fiscal Impact: \$ 7,815,000 is subject to approval of FY 2021-22 agency budget
\$ 7,950,000 is subject to approval of FY 2022-23 agency budget
\$ 8,100,000 is subject to approval of FY 2023-24 agency budget
\$ 8,265,000 is subject to approval of FY 2024-25 agency budget

Motion by Committee: That the Executive Director or designee is authorized to negotiate and enter into a contract with each of the tow contractors in the respective not to exceed amounts specified in Attachment A for Freeway Service Patrol Towing Services as described herein and in the Operations Committee Summary Sheet dated October 9, 2020 and the Chief Financial Officer is authorized to set aside \$32,130,000 for such contracts in the yearly amounts provided above, with such amounts subject to approval of such fiscal years' budgets.

Operations Committee:

Dave Cortese, Chair

Approved: October 9, 2020

FSP Contract Not to Exceed Amounts and FSP Procurement Map

Beat	Contractor	SBE	Amount	Year 1	Year 2	Year 3	Year 4
1	Ayub Azam DbA AM/PM Tow		\$3,140,000	\$765,000	\$780,000	\$790,000	\$805,000
2	Bay Area Tow Inc.	X	\$3,240,000	\$785,000	\$800,000	\$820,000	\$835,000
4	Atlas Towing Services Inc.	X	\$2,760,000	\$675,000	\$685,000	\$695,000	\$705,000
6	NEL Trucks Inc. DbA Nelsons Towing Service,		\$3,465,000	\$840,000	\$860,000	\$875,000	\$890,000
8	C&M Towing Recovery Inc. DbA C&M Towing		\$2,745,000	\$670,000	\$675,000	\$690,000	\$710,000
12	Bay Area Tow Inc.	X	\$2,140,000	\$520,000	\$530,000	\$540,000	\$550,000
19	Campbell's Towing Inc.		\$3,290,000	\$800,000	\$815,000	\$830,000	\$845,000
21	C&M Towing Recovery Inc. DbA C&M Towing		\$1,385,000	\$335,000	\$340,000	\$350,000	\$360,000
22	Island Auto Towing		\$3,280,000	\$800,000	\$815,000	\$825,000	\$840,000
23	Campbell Collision Center Inc. DbA Bob's Towing Services	X	\$1,365,000	\$330,000	\$335,000	\$345,000	\$355,000
25	Pizzagoni Family Inc. DbA Pizzagoni's Towing		\$2,825,000	\$690,000	\$700,000	\$710,000	\$725,000
32	Campbell Collision Center Inc. DbA Bob's Towing Services	X	\$2,495,000	\$605,000	\$615,000	\$630,000	\$645,000
Totals			\$32,130,000	\$7,815,000	\$7,950,000	\$8,100,000	\$8,265,000

