

# ALAMEDA COUNTY BOARD OF SUPERVISORS MINUTE ORDER

*The following action was taken by the Alameda County Board of Supervisors on 01/14/2025*

Approved as Recommended  Other

Unanimous  Tam:  Haubert:  Miley:  Márquez:  Fortunato Bas:  -  5  
Vote Key: N=No; A=Abstain; X=Excused

Documents accompanying this matter:

Documents to be signed by Agency/Purchasing Agent:  
Contract: C-902526,C-27845,C-27846

File No. \_\_\_\_\_  
Item No. 29

Copies sent to:  
Cindy Wong, QIC 26021

Special Notes:



I certify that the foregoing is a correct copy of a Minute Order adopted by the Board of Supervisors, Alameda County, State of California.

ATTEST:  
Clerk of the Board  
Board of Supervisors

By: Nancy French  
Deputy



December 20, 2024

Honorable Board of Supervisors  
County of Alameda  
1221 Oak Street, Suite 536  
Oakland, California 94612-4305

**SUBJECT: AWARD CONTRACTS TO THE POOL OF CONTRACTORS FOR INTEGRATED PEST MANAGEMENT SERVICES; MASTER CONTRACT NO. 902526; AMOUNT: \$834,984**

Dear Board Members:

**RECOMMENDATION:**

Authorize the Purchasing Agent, or her designee, to execute Master Contract No. 902526 to provide integrated pest management services to the General Services Agency, for the term of 7/10/25 – 7/9/28, in the total contract amount of \$834,984, with the following contractors:

- A. Region 1 and 2 – Rentokil North America, Inc. dba Western Exterminator Company (Principal: Matt Metzler; Location: Pleasanton); Procurement Contract No. 27845; Amount: \$412,992; and
- B. Region 3 – McCauley Agricultural & Pest Service (Principal: Becca Perdue; Location: Brentwood); Procurement Contract No. 27846; Amount: \$421,992.

**DISCUSSION/SUMMARY:**

General Services Agency – Building Maintenance Department (GSA-BMD) provides the maintenance and operations for over 100 County-owned and leased facilities, with approximately 6.7 million square feet of building space. These buildings include offices, courts, detention facilities, veteran’s memorial buildings, clinic buildings, firing ranges, parking structures, and training facilities. The County seeks to ensure that populations of pests such as ants, cockroaches, spiders, drain flies, rodents, bugs, fur-bearing mammals, reptiles, and similar organisms are kept at tolerable levels.

The Contractors will provide integrated pest management services inside, outside, and surrounding various County facilities. In addition to providing preventative strategies, Contractors will respond to urgent matters in an appropriate time frame.

Contractors will provide services to the following regions:

Region 1 – North County (Alameda, Albany, Oakland),

Region 2 – South County (Castro Valley, Fremont, Hayward, Oakland, San Leandro, San Lorenzo), and

Region 3 – East County (Dublin, Pleasanton, Livermore).

**SELECTION CRITERIA/PROCESS:**

*GSA-BMD has determined that Alameda County does not currently have the resources to provide integrated pest management services.*

*GSA-BMD worked with GSA-Procurement to develop a Request for Quotation (RFQ), which was issued on August 23, 2024, posted on the County and GSA LinkedIn websites for 28 days, emailed to the Chambers of Commerce e-mail group and sent to the E-Gov Goods and Services – Current Contract Opportunities mailing service. The RFQ was also advertised in The Inter-City Express on August 27, 2024, and in the Oakland Post on September 4, 2024. A vendor outreach was conducted on August 28, 2024, followed by one networking/bidders’ conference on August 29, 2024, which was attended by ten attendees representing seven vendors.*

*On September 20, 2024, seven bidders submitted responses to the RFQ. One bidder was disqualified for submitting an incomplete bid response packet. The remaining six responses were evaluated by GSA-Procurement based on the lowest pricing and meeting the County’s requirements for the required integrated pest management services. As stated in the RFQ, contracts will be awarded to qualified bidders per Region (Region 1, Region 2, and Region 3).*

*Rentokil North America dba Western Exterminator Company and McCauley Agricultural & Pest Service were the lowest cost responsible vendors and are being recommended for award.*

*The Small Local Emerging Business (SLEB) program was required on this RFQ; however, there were no subcontracting opportunities, as Contractors' services will be performed in-house to ensure the quality of their services. The Office of Acquisition Policy has issued SLEB Waiver No. 9808 (Expiring: 7/10/2028) for Rentokil North America dba Western Exterminator Company and SLEB Waiver No. 9807 (Expiring: 7/10/2028) for McCauley Agricultural & Pest Service.*

*The following is the evaluation summary:*

**Region 1 – North County (Alameda, Albany, Oakland)**

<b>Vendor</b>	<b>Location</b>	<b>Local</b>	<b>SLEB</b>	<b>Bid Price</b>	<b>Evaluation Price</b>
<i>Rentokil North America dba Western Exterminator Company</i>	<i>Pleasanton, CA</i>	<i>Y</i>	<i>N</i>	<i>\$166,812</i>	<i>\$158,471</i>
<i>McCauley Agricultural &amp; Pest Service</i>	<i>Brentwood, CA</i>	<i>N</i>	<i>N</i>	<i>\$169,530</i>	<i>\$169,530</i>
<i>Banner Pest Services</i>	<i>San Jose, CA</i>	<i>N</i>	<i>N</i>	<i>\$195,513</i>	<i>\$195,513</i>
<i>Omega Termite and Pest Control Inc.</i>	<i>Oakland, CA</i>	<i>Y</i>	<i>Y</i>	<i>\$377,514</i>	<i>\$339,763</i>

**Region 2 – South County (Castro Valley, Fremont, Hayward, Oakland, San Leandro, San Lorenzo)**

<b>Vendor</b>	<b>Location</b>	<b>Local</b>	<b>SLEB</b>	<b>Bid Price</b>	<b>Evaluation Price</b>
<i>Rentokil North America dba Western Exterminator Company</i>	<i>Pleasanton, CA</i>	<i>Y</i>	<i>N</i>	<i>\$246,180</i>	<i>\$233,871</i>

<i>McCauley Agricultural &amp; Pest Service</i>	<i>Brentwood, CA</i>	<i>N</i>	<i>N</i>	<i>\$234,330</i>	<i>\$234,330</i>
<i>Banner Pest Services</i>	<i>San Jose, CA</i>	<i>N</i>	<i>N</i>	<i>\$259,535</i>	<i>\$259,535</i>
<i>ATCO Pest Control</i>	<i>Union City, CA</i>	<i>Y</i>	<i>Y</i>	<i>\$305,627</i>	<i>\$275,064</i>
<i>Agurto Corporation dba Pestec</i>	<i>Antioch, CA</i>	<i>N</i>	<i>N</i>	<i>\$362,496</i>	<i>\$362,496</i>
<i>Omega Termite and Pest Control Inc.</i>	<i>Oakland, CA</i>	<i>Y</i>	<i>Y</i>	<i>\$634,986</i>	<i>\$571,487</i>

Region 3 – East County (Dublin, Pleasanton, Livermore)

<i>Vendor</i>	<i>Location</i>	<i>Local</i>	<i>SLEB</i>	<i>Bid Price</i>	<i>Evaluation Price</i>
<i>McCauley Agricultural &amp; Pest Service</i>	<i>Brentwood, CA</i>	<i>N</i>	<i>N</i>	<i>\$421,992</i>	<i>\$421,992</i>
<i>Rentokil North America dba Western Exterminator Company</i>	<i>Pleasanton, CA</i>	<i>Y</i>	<i>N</i>	<i>\$763,452</i>	<i>\$725,279</i>
<i>Omega Termite and Pest Control Inc.</i>	<i>Oakland, CA</i>	<i>Y</i>	<i>Y</i>	<i>\$841,446</i>	<i>\$757,301</i>

**FINANCING:**

Appropriations for this contract will be included in the GSA Building Maintenance Internal Service Fund Fiscal Year 2025-26 and future budget years and will be billed back to the building occupant departments. No additional appropriations are required, and there will be no increase in net County cost.

**VISION 2026 GOAL:**

Integrated pest control management services meet the 10X goal pathway of **Accessible Infrastructure** in support of our shared vision of a **Healthy Environment**.

Respectfully submitted,

Signed by:  
  
 8D4CA131AA0B4C2...

Kimberly Gasaway  
 Director, General Services Agency

Attachment

KG\KH\rs\I:\Board Letters\Purchasing\FY 2024-25\902526 Integrated Pest Management

cc: County Administrator  
 Auditor-Controller  
 County Counsel