



COUNTY OF SONOMA

575 ADMINISTRATION
DRIVE, ROOM 102A
SANTA ROSA, CA 95403

SUMMARY REPORT

Agenda Date: 9/9/2025

To: Board of Supervisors

Department or Agency Name(s): Sonoma County Public Infrastructure

Staff Name and Phone Number: Johannes J. Hoevertsz, 707-565-2550

Vote Requirement: Majority

Supervisorial District(s): Countywide

Title:

Blanket Purchase Order Agreements for On Call Traffic Control Services

Recommended Action:

Award the agreements and authorize the Purchasing Agent to execute the proposed eight Blanket Purchase Order Agreements with the following entities for as-needed on-call traffic control and related services, and for similar services during emergencies and declared disasters, for an initial term of one (1) year, with the option to extend for up to four (4) additional one-year periods:

- Ghilotti Bros., Inc.;
- Road Safety Inc.;
- Statewide Traffic Safety and Signs, Inc.; and
- Wilhelm L.L.C. (doing business as "U.S. Traffic Control").

Executive Summary:

The Department of Public Infrastructure (SPI), Purchasing Division, requests Board approval of proposed Blanket Purchase Order Agreements with the following entities for as-needed on-call traffic control and related services, and for similar services during emergencies and declared disasters, for an initial term of one (1) year, with the option to extend for up to four (4) additional one-year periods:

- Ghilotti Bros., Inc.;
- Road Safety Inc.;
- Statewide Traffic Safety and Signs, Inc.; and
- Wilhelm L.L.C. (doing business as "U.S. Traffic Control").

Discussion:

Purchasing Division maintains multiple Blanket Purchase Order contracts for as-needed traffic control services, to be used in support of roads operations and projects involving roadways. Services include coning, flagging, and directional control to best ensure safety during projects and roadway activities. County best practice is to establish two, separate BPOs: one BPO for as-needed, non-emergency basis services, and the other for use during emergency and disaster events that may qualify for federal reimbursement. The emergency BPOs (sometimes referred to as “pre-positioned” contracts) ensure critical response capabilities and are immediately available during emergency situations to support continuity of operations and public safety. These emergency contracts are activated during qualifying events and include appropriate terms and conditions for such emergency events, including outlining contractor obligations for mandatory response and compliance with federal program contracting requirements. Additionally, emergency contract costs are tracked separately from non-emergency expenditures for potential reimbursement through federal or state funding sources.

The proposed traffic control BPO’s will replace similar traffic control contracts for SPI and SCWA which expired on June 30, 2025. To ensure continued availability of on-call traffic control services, the Purchasing Division on March 25, 2025, issued a Request for Proposals (RFP) for on-call traffic control services. Notifications were sent to Minority Business Enterprises (MBE) and Women’s Business Enterprises (WBE) as well as local traffic control service providers. The agreements would be for one-year terms commencing September 12, 2025, with four (4) one-year options for extension. These Blanket Purchase Order Agreements will be available for on-call Traffic Control services by all County departments and affiliated public entities, including Sonoma County Water Agency, Sonoma County Community Development Commission, and Special Districts.

Two BPO Agreements will be executed with each supplier. The scope of services for each set is the same, however one agreement is for use during normal operations while the second agreement complies with federal reimbursement requirements for use during emergencies and declared disasters.

The County received four (4) proposals in response to the RFP and all proposers met the minimum qualifications. Purchasing is recommending approval of two BPO agreements (one for routine services, the other for emergency needs) with each of the following: Ghilotti Bros., Inc.; Road Safety Inc.; Statewide Traffic Safety and Signs, Inc.; Wilhelm L.L.C (doing business as “U.S. Traffic Control”).

Strategic Plan:

N/A

Racial Equity:

Was this item identified as an opportunity to apply the Racial Equity Toolkit?

No

Prior Board Actions:

None

FISCAL SUMMARY

Narrative Explanation of Fiscal Impacts:

Appropriations for costs to be incurred under these Blanket Purchase Order Agreements will be available through Department Adopted Budgets and utilized only when the services are deemed necessary by Department management. Flagging services are primarily used by SPI or SCWA and budgeted in their respective budgets. The estimated annual spend is approximately \$250,000.

Narrative Explanation of Staffing Impacts (If Required):

None

Attachments:

1. Blanket Purchase Order Professional Services Agreements:
2. Ghilotti Bros
3. Ghilotti Bros-Emergency
4. Road Safety
5. Road Safety-Emergency
6. Statewide DBA AWP
7. Statewide DBA AWP-Emergency
8. US Traffic Control
9. US Traffic Control-Emergency

Related Items “On File” with the Clerk of the Board:

None