



Watsonville
CALIFORNIA

CITY COUNCIL AGENDA REPORT

MEETING DATE: Tuesday, July 8, 2025
TO: CITY COUNCIL
WRITTEN BY: ASSISTANT PUBLIC WORKS & UTILITIES DIRECTOR GREEN
RECOMMENDED BY: PUBLIC WORKS & UTILITIES DIRECTOR LINDBERG
APPROVED BY: TAMARA VIDES, CITY MANAGER

SUBJECT: AWARD A PURCHASE ORDER TO JAM SERVICES FOR THE PURCHASE OF LED STREET LIGHT MODULES FOR CITYWIDE STREET LIGHT BULB REPLACEMENT, IN THE AMOUNT OF \$1,325,563 PLUS ANY COST ADJUSTMENTS NEEDED FOR ACTUAL FREIGHT AND SALES TAX COSTS CHARGED AT TIME OF SHIPPING

RECOMMENDATION:

Adopt a resolution authorizing the award of purchase order for the procurement of LED streetlight modules for citywide street light bulb replacement, in the amount of \$1,325,563, plus any cost adjustments needed for actual freight and sales tax costs charged at time of shipping, and authorizing and directing City Manager to execute the purchase order.

BACKGROUND:

The City conducted a streetlight assessment in the Fall 2024 to document the location and condition of all existing streetlights on arterial, collector, and residential streets (parking lots and parks not included). During the Fall 2024 streetlight survey the City researched and evaluated LED streetlight products available on the market and determined that CREE – Guideway Series LED Streetlights met the City's performance requirements most effectively. A Request for Bids was issued to procure these street light bulb materials. The bids have been received and is ready for award to the lowest responsive, responsible bidder.

DISCUSSION:

At the June 10, 2025 meeting, City Council adopted Resolution 150-25 (CM) authorizing the issuance of a formal Request for Bid for the procurement of LED Street Light Materials. The street light materials can

have a long-lead procurement timeframe, so it was determined that procuring the materials would be completed ahead of the installation project which will be bid separately.

In accordance with Article 4 of Chapter 5 of Title 3, of the Watsonville Municipal Code, formal bids for the streetlight material procurement were received and publicly opened on Wednesday July 2, 2025 at 4:00pm through the City's electronic bidding platform. The following bids were received:

Contractor	Base Bid	Total Add Alternates	Total Bid
JAM Services	\$1,445,215	\$1,953,687	\$3,398,902
NightSwitch, LLC	Non-responsive	Non-responsive	Non-responsive

The lowest responsive, responsible bidder was determined to be JAM Services, with the base bid in the amount of \$1,445,215. The engineer's estimate for this materials purchase was \$1.3 million. The Request for Bids included Add Alternate bid items for extended warranties and "Smart Streetlight Technology" that can be used to dim and monitor streetlight performance to help the City provide more proactive streetlight maintenance compared to the current reactive service provided to failure notices from residents. To reduce the cost and stay within budget, the material quantities have been reduced to reflect no spare bulbs be purchased, purchasing only the needed replacement quantity.

Therefore, staff recommends that Council award the purchase order to JAM Services in the amount of \$1,325,563 which includes a 10 year warranty, and only on/off photocell capability.

CALIFORNIA ENVIRONMENTAL QUALITY ACT (CEQA) DETERMINATION:

This purchase of replacement street light bulbs is not a project under CEQA, as purchasing materials or parts does not have the potential to result in either direct physical change or reasonably foreseeable indirect physical change in the environment and is exempt pursuant to CEQA Guidelines Section 15378(b)(2). This contract does not include the installation of the materials which will also be exempt under Section 15301, Class 2 (c) as the replacement of existing street light bulbs will not increase existing size, location, or capacity.

STRATEGIC PLAN:

Awarding this purchase order is consistent with Strategic Plan Goal:
Infrastructure & Environment

FINANCIAL IMPACT:

This street light bulb purchase order will be funded by Measure R Account No. 0201-975-7839-15221.

ALTERNATIVE ACTION:

No reasonable alternatives are known at this time. City Council could elect not to award the purchase order for which City staff would continue to use its on-call streetlight maintenance contract for repairs as-needed.

ATTACHMENTS AND/OR REFERENCES (IF ANY):

None.