EXECUTIVE DECISION DOCUMENT

GENERAL MANAGER APPROVAL: DocuSigned by: Michael Jones 47000790F2D7463...	GENERAL MANAGER ACTION REQ'D: Yes
DATE: 11/13/2025 11/25/2025	BOARD INITIATED ITEM: No

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Lighting LED Station Upgrade Services

PURPOSE:

To request Board authorization for the General Manager to award Agreements 6M3773, 6M3774, and 6M3775 to Vista Universal, Inc. ("Vista"), to provide Lighting Light-Emitting-Diode (LED) Station Upgrade Services for passenger stations and parking areas located at Colma Station (W10), South San Francisco Station (W20), and San Bruno Station (W30) for a term of two (2) years with an option to renew for one (1) year.

DISCUSSION:

The installation, upgrade, and maintenance of lighting throughout the District is essential for building improvements and benefits all patrons, contractors, and BART employees. Proper lighting at BART stations, buildings, facilities, and parking areas enhances safety and improves the ridership experience. It also makes it easier for patrons to read maps and signs, helping them navigate District property more effectively. Additionally, good lighting enhances the overall atmosphere and creates a welcoming environment.

These Agreements will enable the District to respond quickly when restoring or upgrading lighting to optimal levels, mobilize BART staff on higher priority lighting projects, and reduce the cost and burden of improving lighting material stock at the following passenger stations and respective parking areas: Colma Station (W10), South San Francisco Station (W20), and San Bruno Station (W30). The Agreements will provide services to install, upgrade, and maintain new lighting and lighting fixtures at each of the three stations, and the pricing is inclusive of all labor, equipment, and materials.

On September 2, 2025, the District provided advance notice to a list of five (5) prospective proposers. On September 3, 2025, the District distributed the Notice to Proposers and posted the Request for Proposals (RFP) on the BART Procurement Portal. Additionally, the District's Office of Civil Rights sent 85 notifications to small businesses that are certified by the California Department of General Services. A pre-proposal meeting and networking session were held on September 9, 2025, which was attended by seven (7) prospective proposers.

In an effort to solicit the most competitive bids, the District divided the RFP into three (3) agreements at the following passenger stations and respective parking areas: Colma Station (W10), South San Francisco Station (W20), and San Bruno Station (W30). Each agreement linked to a passenger station for service so that bidders could propose on any combination of one (1) to three (3) agreements. The District received a total of nine (9) proposals for the three (3) stations. The pricing proposals are as follows:

Bidder	**Average Hourly Rate (Two-Year Base Term + One-Year Option)**		
	Colma Station	**South San Francisco**	**San Bruno**
ABM	$369.11	$369.11	$369.11
Comletric	$343.33	$343.33	$343.33
Vista Universal	$296.67	$296.67	$296.67

The pricing chart above summarizes the proposals by average hourly cost (straight time) for each lighting technician, travel time, and bucket truck usage for LED upgrade services over the two-year base term, plus one-year option. This pricing chart enables the District to compare the costs of each proposer for the same job, considering the same number of hours and equipment per location.

The District's Selection Committee determined that all proposals were responsive to the RFP requirements, in the competitive range, fair and reasonable to the District. In using the Acceptable Technical Proposal Lowest Price method for evaluating pricing proposals, the Selection Committee selected Vista for the Colma (W10), South San Francisco (W20), and

San Bruno (W30) agreements.

Pursuant to the District's Non-Federal Small Business Program, the Office of Civil Rights set a 5% Small Business Prime Preference for these Agreements for Small Businesses certified by the California Department of General Services.

For the stations Colma (W10), South San Francisco (W20), and San Bruno (W30), the apparent low Proposer, Vista Universal, Inc. is not a certified Small Business and, therefore, is not eligible for the 5% Small Business Prime Preference. The apparent second low Proposer, Comletric, Inc. is a certified Small Business, making it eligible for the 5% Small Business Prime Preference for these Agreements for evaluation purposes. The apparent third low Proposer, ABM Electrical and Lighting Solutions, Inc. is not a certified Small Business, and therefore, is not eligible for the 5% Small Business Prime Preference for these Agreements for evaluation purposes. After review by the Office of Civil Rights, and application of the 5% Small Business Prime Preference, Vista Universal, Inc. remains the lowest responsive Proposer.

The Office of General Counsel will approve the Agreements as to form.

FISCAL IMPACT:

Funding in the amount of $3,700,000 for award of PR's No. 43773, 43774 and 43775 is included in the total project budget for the District-Wide Lighting Program- Project Number 15II003.

The table below lists funding assigned to the referenced project and is included to track funding history against spending authority. Funds needed to meet this request will be expended from the following sources:

Description	Type	Amount
BART Capital Allocation	BART	10,481,994.00
TOTAL		10,481,994

As of October 15, 2025, $10,481,994 is the total budget for this project. BART has expended $2,359,603 committed $1,758,688 and reserved $450,000 to date. This action will commit $3,700,000 leaving an available fund balance of $2,213,703 in this fund source for this project.

The Office of the Chief Financial Officer certifies that funds are currently available to meet this obligation.

This action is not anticipated to have any Fiscal Impact on unprogrammed District reserves.

ALTERNATIVES:
The Board may choose to reject one or more proposalsand re-advertise the Request for Proposals (RFP). There is no assurance that re-advertising willincrease the number of Proposers or lead to a reduction in Proposal prices. Until agreements are awardedfor each passenger station in the RFP, the District will continue to experience prolonged lamp outages at these passenger stations and adjacent buildings, facilities,and parking lots.

RECOMMENDATION:
It is recommended that the Board adopt the followingmotion

MOTION:

The General Manager is authorized to award three (3) separate Agreements for a period of two (2) years each, subject to the District's protest procedures and funding requirements related to protest procedures, in a total amount to not exceed $2,300,000.00 as follows:

- Agreement 6M3773 Colma Station (W10) to Vista Universal, Inc., in an amount not to exceed $900,000.00;
- Agreement 6M3774 South San Francisco Station (W20) to Vista Universal, Inc., in an amount not to exceed $900,000.00; and
- Agreement 6M3775 San Bruno Station (W30) to Vista Universal, Inc., in an amount not to exceed $500,000.00.

The General Manager is also authorized, subject to the availability of funds, to exercise the one-year Option to renew the separate Agreements for Colma Station (W10), South San Francisco Station (W20), and San Bruno Station (W30), in a total amount not to exceed $1,400,000.00, at the following proposed amounts:

- Agreement 6M3773 Colma Station (W10) in an amount not to exceed $500,000.00;
- Agreement 6M3774 South San Francisco Station (W20) in an amount not to exceed $500,000.00; and
- Agreement 6M3775 San Bruno Station (W30) in an amount not to exceed $400,000.00.