

**SANTA BARBARA COUNTY  
BOARD AGENDA LETTER**



Clerk of the Board of Supervisors  
105 E. Anapamu Street, Suite 407  
Santa Barbara, CA 93101  
(805) 568-2240

**Agenda Number:**  
**Prepared on:** 3/27/03  
**Department Name:** Public Works/Solid Waste  
**Department No.:** 054  
**Agenda Date:** 4/22/03  
**Placement:** Administrative  
**Estimate Time:** 5 minutes  
**Continued Item:** NO  
**If Yes, date from:**

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**TO:** Board of Supervisors

**FROM:** Phillip M. Demery, Director  
Public Works Director

**STAFF** Mark A. Schleich, Deputy Director, ext. 3603  
**CONTACT:** Mark Tautrim, Solid Waste Operations Manager, ext. 5626

**SUBJECT:** Agreement with Blue Sky Falcons to provide on-call bird abatement services for the Solid Waste & Utilities Division

**Recommendation(s):**

That the Board of Supervisors:

Execute the attached Agreement with Blue Sky Falcons of Thousand Oaks, California for the abatement of birds at Solid Waste facilities for an amount not to exceed \$175,000.00 during the term of May 1, 2003 through June 30, 2004.

**Alignment with Board Strategic Plan:**

The recommendation is primarily aligned with Goal No. 2. "A Safe and Healthy Community in Which to Live, Work, and Visit."

**Executive Summary and Discussion:**

The County currently has a Purchasing (Service) Contract for abating seagulls (gulls) from the Tajiguas Landfill. The program has proven to be very effective in deterring gulls from the site. In addition, the Regional Water Quality and Control Board, in its recent approval of the new Tajiguas Landfill's Waste Discharge Requirements, has ordered the County to submit a "Bird Management Plan" which, when implemented, will effectively deter gulls from the site. The falcon program is an integral part of that plan.

Due to the size of the contract, a Purchasing Contract is no longer appropriate. A Board Contract is required.

The Solid Waste & Utilities Division recently requested bids from qualified falconers for the purpose of establishing a bird abatement contract. There were three companies who submitted proposals. The three bids ranged from \$45.00 per hour to \$50.00 per hour. Potential contractors were made aware that the contract would be awarded with several factors in mind: price, experience, references, and dependability (determined by references).

After evaluation of the submitted bids, checking of references, and an interview process which also identified potential additional charges above the stated per hour rate for bird abatement, Blue Sky Falcons rated the highest. Blue Sky Falcons submitted a bid of \$47.50 per hour noting that there would be no additional costs beyond normal landfill working hours. Blue Sky Falcons, with a bid of \$47.50 per hour, is the apparent lowest bidder who is capable of performing the services requested.

**Mandates and Service Levels:**

The agreement with Blue Sky Falcons for bird abatement will maintain the current level of abatement service through June 2004.

**Fiscal and Facilities Impacts:**

Funds for services of this contractor to furnish bird abatement at Solid Waste & Utilities' sites in the amount not to exceed \$175,000.00 are available in the Solid Waste & Utilities Budget Unit 8810, Fund 1930, Account 7460, Program 1200, and are derived from revenues collected in the Tajiguas Landfill waste shed. The services provided will not impact other County facilities.

**Special Instructions:**

Please forward one signed copy of the Contract and a copy of the Minute Order to Georgia Navarro and one to Mark Tautrim of the Solid Waste & Utilities Division of the Public Works Department.

**Concurrence:**

Auditor-Controller  
County Counsel  
Risk Manager