

Mark Gutierrez, Owner
P.O. Box 210 Pilot Hill, CA
(559) 300-7160
pilotcreekranch@gmail.com

2023 Project Proposal

Proposal Submitted to: City of Placerville, California

Job Location: Six City owned sites in Placerville

Date of Proposal: July 26, 2023

Background: This proposal is for six sites owned by the city of Placerville totaling 66.38 acres. The goal is to reduce the fire fuels and brush encroachment through grazing in steep and difficult terrain. Much of the acreage is unfenced or has partial fencing that may be utilized in conjunction with our temporary electric fencing, where able. Temporary electric fences will be used to manage the animals. The vegetation consists of a variety of native and non-native brush, grasses and invasive weeds. The extent of consumption will vary depending on species. Our objective is a target of 70% consumption or trampling of fine fuels with some outlined exceptions. Toyon, blue manzanita, french broom and poison oak are all species of plants that are either toxic or highly unpalatable. Goats may successfully consume some portion of the above species however, it should be noted that, depending on the density, they may leave behind over 80%.

Management: A skilled herder will remain onsite 24/7 during the entirety of the grazing project. The owner/manager will oversee progress and help to make daily management decisions and be onsite daily if needed. Both the herder and owner will be available to respond to any issues or incidents on a 24/7 basis.

Grazing animals: Aproximately 370 goats will be used for a majority of projects. The owner reserves the right to use additional sheep if deemed beneficial in an amount not to exceed 500 head.

Goal(s):To improve the property's defensible spaces through grazing thereby reducing fine fuels and partial reduction of brush.

Company Background: Pilot Creek Ranch is a small-scale targeted grazing outfit with a combined 800 sheep and goats. It is owned and operated by Mark Gutierrez along with support from one full-time employee and one on-site herder. All projects are carefully monitored by the owner. Pilot Creek Ranch has engaged in a wide variety of projects from rural locations in the sierras to urban settings in Sacramento County. Complex projects include an 11 mile fuels reduction project for Serrano Owners Association in El Dorado and a 40 acre fuels reduction

along Folsom Blvd in Rancho Cordova. Other works include over 300 acres of diverse fuels reduction projects in Napa County. Our home ranch is located in Pilot Hill, CA.

Owner Biography: I have been grazing sheep and goats on my home ranch in Pilot Hill since 2020. In addition to grazing in El Dorado County, I have worked on diverse projects such as vineyard grazing, 30 foot fire breaks for HOAs, post mastication treatments, as well as NRCS funded herbaceous weed management of medusahead and yellow starthistle. My herd health is closely monitored with the help of UC Davis Veterinary Medical Teaching Hospital Staff Veterinarian Dr. Tara Urbano. I am a proud Member of the California Wool Growers Association

Cost per Acre Rate:

	Unit	Quantity	Unit Price	Item total
1. Gold Bug Park	Acre	40	\$550	\$22,000
2. Lions Park	Acre	7	\$850	\$5,959
3. Lower Main Street Slope below Trail	Acre	5.84	\$850	\$4,964
4. Water Reclamation Facility	Acre	8	\$800	\$6,400
5. Ray Lawyer Drive and Fair Lane	Acre	3.54	\$1,200	\$4,248
6. Duffey Park	Acre	2	\$1,200	\$2,400

Total: \$45,971

This proposal is based on the following conditions:

1. Pilot Creek Ranch staff will have complete and unimpeded access to our entire work area for the duration of the grazing project.
2. In the event of fire, flood, other natural disasters, or any unseen situation in which either animals or personnel are not safe, the animals will be relocated until it is safe to return. A haul in haul out fee will be charged and acreage grazed to that point will be paid.
3. Sheep and goats will consume vegetation in a non-uniform manner. They will not eat all the vegetation, depending upon palatability and nutrients. There will be vegetation left on the hillside in a non-uniform pattern. It is the sole decision of this owner, Mark Gutierrez, to decide when the animals are completed with a grazing zone. This is based upon knowledge and experience with the health and well-being of the animals. This is also to preserve the health of the soils and reduce erosion events that may occur with over-grazing.

Proposal for

To: City of Placerville, County of El Dorado, State of California

For

Goat Grazing of Six (6) City-Owned Properties

Bids are due by July 26, 2023, 2:00 pm.

Name of Bidder: Capra Environmental Services, Corp.

Mailing Address: 11171 Sun Center Dr., #200B

City, State, ZIP: Rancho Cordova, CA 95670

Telephone No: 916-952-4628

Fax No: _____

Contact Email: kara@capraenv.com

Bid Price Schedule:

Item No.	Item Description	Unit of Measure	Estimated Quantity	Unit Price	Item Total
1	Gold Bug Park	Acre	40.00	\$ 685.00	\$ 27,400.00
2	Lions Park,	Acre	7.00	\$ 685.00	\$ 4,795.00
3	Lower Main Street Slope below Trail	Acre	5.84	\$ 685.00	\$ 4,000.40
4	Water Reclamation Facility	Acre	8.00	\$ 685.00	\$ 5,480.00
5	Ray Lawyer Drive and Fair Lane	Acre	3.54	\$ 685.00	\$ 2,424.90
6	Duffey Park Hillside	Acre	2.00	\$ 685.00	\$ 1,370.00
Total Acres			66.38		
				Bid Total	\$ 45,470.30



July 24, 2023

Terry Zeller
Director, Community Services
City of Placerville
549 Main Street
Placerville, CA 95667

Thank you for allowing us to propose grazing services this year. We value your business and want to continue a grazing relationship with The City of Placerville not only this year, but each year thereafter.

We have the knowledge and experience to do the job right servicing your community. We have the resources to get the job done and we appreciate the trust you place in us.

Our commitment to complete the job professionally and efficiently is our highest priority. We look forward to continuing our relationship and grazing for The City of Placerville this year.

Please contact me with any questions. Thanks again!

Sincerely,

Paul Abess



July 24, 2023

Terry Zeller
Director, Community Services
City of Placerville
549 Main Street
Placerville, CA 95667

Did you know CAPRA is another word for goats? Goats are in our name!

CAPRA provides a service using goats and sheep as an eco-friendly way to manage vegetation, brush, weeds, and to help prevent wildfires.

Our large fleet of environmentally friendly, self-propelled weed eating goats and sheep have a very high metabolism to say the least, they are always hungry and ready to go to work! Our fleet consists of 5,000 head Boer Spanish Cross Goats and 2,000 head of Dorper Sheep.

We have worked in the past with homeowners' associations, city & county officials, fire departments, park & recreations and conservancy organizations to clear invasive weeds while protecting native plant life.

BENEFITS OF CHOOSING GOATS:

Eco-friendly - Goats do not pollute and they naturally fertilize as they work.

Reduce Wildfires - Goats work across the country consuming brush to reduce fires and saving lives in the process.

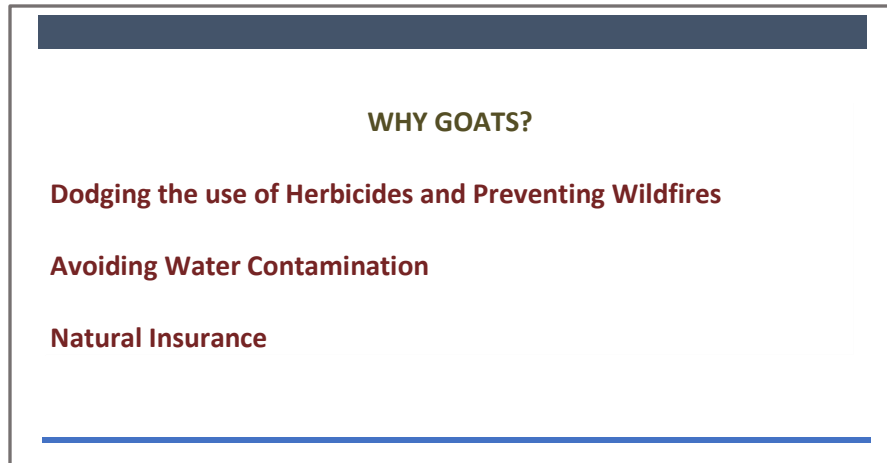
Natural Immunity - Goats are immune to thorns & poison oak and they love eating them!

Cost - Using our goat service can save you up to 50% compared to hiring men and machinery to clear your property.

All our Goats are up to date with their vaccinations, de-wormer and get the right medical care when needed. A “goat herder” is present to ensure that all the goats stay where they are supposed to be when on your property. The goats work when they want and take regular breaks, enjoying fresh water, beautiful views, and fresh air.

Our goats are not specifically trained to eat certain plants and keep away from others, but it is fortunate that many goats favorites are invasive or common nuisance species. These include:

- blackberry
- ragweed
- mulberry
- vetch
- autumn olive
- multiflora rose
- thistles
- poison oak
- horse weed
- garlic mustard
- leafy spurge
- plantain
- raspberry
- wild parsnip



We use Anatolian Shepherds as predator control dogs. They stay with the goats 24/7 and although generally friendly they take their jobs seriously. We also use a variety of Border Collies as herding dogs. These dogs facilitate the movement of goats from one area to another. Our Collies are bred for their herding abilities.

OUR STAFF:

Debbie Olypius – Veterinary Technician, Field Supervisor

That’s right, we have a Vet Tech on staff! Debbie is not only an experienced Veterinary Technician, she has over 20 years of experience in the goat grazing business. As the founder and owner of KD Goat Ranch, she has the knowledge and experience to take our company to the next level.

Paul Abess – Operations Manager

As a former distribution company owner, Paul has extensive knowledge in directing the logistics operation. He has 30 years of experience in logistics and compliments our business by directing the movement of animals and scheduling the necessary tasks to complete the jobs effectively and efficiently.

Shepherds

Our shepherds are experienced goat and sheep managers from Peru. They live on site with the herds to ensure the safety of the animals and the public and care for the animals on the job site. We communicate with each shepherd daily to manage their and the animal's needs.

Behind the Scenes

Our company has an office staff that supports our field operations and manages all our administrative needs. With shepherds from Peru, a large fleet of 7,000 animals, our equipment, licenses, and records, our administrative staff is busy and instrumental in the success of our operation.

REFERENCES:

State of California Department of Transportation (Caltrans) – Alameda, Contra Costa, Solano, San Francisco, San Mateo, and Marin Counties

Clearing steep terrain along highways, on ramps, and off ramps for fire prevention.

Contact: Mr. Mike Benca, Field Services
(510) 715-8727

Sacramento County Department of Water Resources – Sacramento County

Clearing detention basins of unwanted weeds for fire prevention.

Contact: Mr. Paul Brokken
(916) 875-7136

Cosumnes Community Service District, Parks and Recreation Department – Elk Grove

Clearing unwanted weeds surrounding the vernal pool habitats, also aiding in fuel reduction for the surrounding residence.

Contact: Mr. Jeff Repetti, Park Maintenance Manager
(916) 869-2382

Whitney Oaks Owners Association – Rocklin, CA

Fuel reduction and weed abatement in steep terrain in public open spaces amongst residence properties.

Contact: Ms. Melissa Bell, Manager
(916) 248-8061

Meadowbrook Homeowners Association – Auburn, CA

Fuel reduction and weed abatement in steep terrain in public open spaces amongst residence properties.

Contact: Ms. Mimi Menzie, Manager
(916) 985-3633

Cosumnes River Preserve – Sacramento County

Clearing of invasive species in large areas for land restoration.

Contact: Mr. Mark Ackerman
(916) 202-2066

El Dorado Hills Community Service District – El Dorado Hills, CA

Fuel reduction and weed abatement in steep terrain in public open spaces amongst residence properties in multiple sights.

Contact: Mr. Ryan Kukkola, Park Superintendent
(916) 643-4361

SCOPE OF SERVICES:

Graze multiple sites in the city. Temporary fencing, livestock hauling, on-site shepherd and daily maintenance fees are all included in the grazing fee. Temporary fencing will be removed at the completion of the job.

PRICING:

The per acre fee for grazing is \$685.00 per acre for the total project of 66.38 acres. Schedule to be determined by mutual discussion between city and company.

Subsequent years shall increase in price determined by government mandated wage increases and or cost of business increases substantiated by increases in fuel, labor, and inflation.

Thank you for the opportunity to provide grazing services.



Notice Inviting Informal Bids

for

Goat Grazing of Six (6) City-Owned Properties

City of Placerville, California

July 14, 2023

A. INTENT

The City of Placerville Community Services Department (“City”) requires selective grazing with goats to clear vegetation and reduce fire hazards on 6 separate City properties including watershed lands, undeveloped sites and remote or heavily vegetated areas at locations shown in the site maps on Exhibit A. The City intends to award a 2-year agreement with options to renew 2 one-year terms to the Proposer(s) who best meets the City’s requirements. The City will also use this RFB to establish a list of goat grazing bidders, should the successful Bidder not be able to meet the City’s schedule as defined in the evaluation criteria.

All questions regarding this request should be directed to the Community Services Director at (530) 591-5092 or tzeller@cityofplacerville.org. The bid must be received before **Wednesday, July 26th, 2023 by 2:00 p.m.** at Town Hall located at 549 Main Street, Placerville California, last door by the creek off the parking lot.

Said bid shall be either **mailed, emailed or dropped off in person** by the date and time. Late submittals in all formats will be rejected after 2:00pm. If mailed or dropped off in person, the bid must be clearly marked as “Goat Grazing Bid” on an envelope containing the sealed bid with the bid opening date and time. Bids will be opened for the furnishing of all labor, material, equipment, mechanical workmanship, transportation and services, which are required for the City Property Goat Grazing Vegetation Management, City of Placerville Community Services Department, State of California.

B. BACKGROUND

The City of Placerville Community Services Department is a City Department tasked with providing park and public building maintenance, recreation programming, special event management and maintenance of public open space. Goat grazing has become an important part of the vegetation management strategy employed by the City. Goats are deployed into the various

open space areas and can graze until a sufficient amount of vegetation is removed to reduce the threat of fire and/or flood at that location.

C. SCOPE

Bidder will supply, utilize, and care for a goat herd of adequate size to achieve the City's objectives within the City's timeframe and schedule. The expectation is that the goat grazing will reduce vegetation to an approximate height of four (4) inches including shrubbery and brush, as feasible, and this will be the standard by which the staff will determine if an area has been sufficiently grazed.

Exhibit A contains an overview of the site maps and approximate acreage of the grazing areas. In general, the Bidder will be provided access to each grazing group site through City roads and access gates. The City will work with Bidder to designate space at each grazing group site for Bidder's trailer and grazing-related equipment. At each grazing group, where feasible, up to two (2) shepherds may camp with the herd for the purposes of a temporary base of operations and security for Bidder's animals. Camp sites shall be limited to a total of not more than two trucks, a living trailer, and ancillary equipment (like generators, hoses, watering troughs, etc.). Sewage from the living trailers shall be collected and disposed of in accordance with applicable health regulations. All trailers shall be neat, tidy, and in a habitable condition. Temporary Camp sites shall be kept neat and clean. Open campfires shall not be allowed. The City, at its sole discretion, may direct Bidder to move camps to different locations within the grazing group site. Bidder will need to remove all vehicles, trailers, fencing, trash, waste, water containers, and other materials within two days or less of completion of grazing at each site. The City will work with Bidder to access potable water, as needed, from each location's domestic water or the jurisdiction/municipality's fire hydrant system if available. Some sites will not have water access (as indicated on maps) and for those areas, Bidder will need to provide potable water for the herd and cover that cost. The City will bear the full cost of any potable water used for the project that is made available by the City. Bidder will be responsible for providing its own electrical power, including, if applicable, for the electrified animal control fence and trailer. Bidder shall have on-hand a 10-lb ABC fire extinguisher within the living trailer. Fencing. Goat herds shall be contained on site using humane portable electric fencing or other alternative industry practices approved by the City. All portable electric fencing shall be set back from park or pathways edges or placed along so as to allow safe passage by park users, their pets and horses. Fencing should also consider, as necessary, appropriate setbacks from areas that have been sprayed with herbicides. Herd animals should never be allowed to run free or escape from the designated grazing area into areas that are excluded from grazing. Should a goat escape, it shall be located as soon as possible and removed from the unauthorized site. Shepherds are always required to be onsite to ensure that the goats are adequately managed, supervised, that the goats only eat undesirable plants and are restricted or kept away from areas that are subject to herbicide treatment.

Signage. Bidder shall erect appropriate signage every 50-100 feet along the bidder's installed portable electric fencing or other alternative industry practices that face publicly accessed parks,

trails, residential areas, open fields, or other areas accessible to the public. Signage will warn pedestrians that the fence is electrically charged and to keep dogs on a leash.

Animal Care. It is the Bidder's sole responsibility to ensure that animals used in the vegetation management operations are healthy. Bidder's dogs used in the operation need not be leashed but must be under control at all times. All goats shall have appropriate care, including being offered adequate amounts of water to support the health and welfare of the herd. Each animal shall have required identification (ear or collar) tags; vaccinations shall be current with current documentation. Sick or distressed goats or guard animals shall be immediately removed from the herd and provided immediate appropriate veterinary care. Once adequate grazing has been achieved at a location, the herd shall be relocated to the next location to prevent overgrazing, habitat destruction, soil erosion, and to ensure that the goats are adequately fed.

Dead Animals. Bidder must dispose of dead goats or other animals that are part of Bidder's operations in accordance with City and local ordinances. Bidder's dead animals cannot be buried on City property or disposed of in City trash receptacles.

Outbreaks of Disease. Bidder shall immediately report to City and all proper governmental authorities any case of infectious animal disease appearing in livestock while on City properties, and shall, at Bidder's sole cost and expense, take all steps required to isolate, control, and eliminate any such disease. Livestock exhibiting symptoms of diseases communicable to humans shall be immediately removed from the premises.

Communication. Bidder shall maintain a cell phone and provide an emergency telephone number by which City representatives may make contact for emergency or operational purposes. Bidder agrees to respond to telephone calls within one hour. If such response cannot be made within one hour, Bidder shall, in advance, designate a responsible decision-making representative, or make alternative arrangements for contact. Bidder shall immediately advise the City representative of any changes in the Bidder's contact information.

Firearms. Bidder shall not carry on their person or use firearms on City properties. Problem animals interfering with livestock operations (such as coyotes, mountain lions, dogs, etc.) shall be handled through the County Sheriff, local Police Department, County Animal Control, or the California Department of Fish and Wildlife.

Overgrazing damage. City staff will periodically inspect the areas being grazed and verify with the Bidder that enough vegetation has been removed and grazing is complete. Bidder will take care to avoid soil erosion problems caused by overstocking or overgrazing, such as exposing base soil excessively in grassland areas and causing excessive powdering of soil. Bidder shall take care to protect trees of 4 inches or greater in diameter at breast height from bark stripping or girdling damage by using tarps, portable fencing, or other means. In the event an area is overstocked, and bare ground is visible in areas over 50% in the area used, Bidder will be responsible for erosion

control treatment that may include installing wattle, covering bare ground with straw, or other methods approved by the City at Bidder's expense.

D. SCHEDULE OF REQUIRED WORK

In general, grazing activities will be conducted as follows: Midsummer to early fall: The grazing for 2023 shall commence on or before August 15th and be completed by September 30th. The City will work closely with the Bidder(s) to determine the schedule and logistics for performing the grazing sequence. Before each grazing sequence, the goat herd shall be introduced onto City lands only after being quarantined outside City properties and fed or grazed on commercially produced and inspected bulk feed or agricultural crops so as not to further introduce non-native invasive species onto City lands.

Bids are due by July 26, 2023, 2:00 pm.

Project Schedule:

- Bids Due: July 26, 2023, 2:00 pm
- Announcement of Apparent Low Bidder: July 27th, 2023, by 4:45pm (by email)
- City Council Contract Award: August 8th, 2023
- Required Project Completion/Completion of Work Date: September 30th, 2023

Additional information is available by contacting the Community Services Department. Contact information is provided below. All bidder questions shall be submitted via email to the contact information below. Please submit bids by the due date to:

City of Placerville

Attn: Terry Zeller, Director of Community Services

Community Services Department

549 Main Street

Placerville, CA 95667

Ph: (530) 591-5092

Email: tzeller@cityofplacerville.org

Bid inquiries must be received by 4:00 pm on the fourth (4th) business day before bid opening. After this time, the City will not consider these questions as bid protests.

General Information: Bids must be on a per-acre (unit) price basis. The amount of bid for comparison purposes will be the total sum based on unit prices. The Bidder shall set forth each unit basis item of work a unit price and a total for the item, and for each lump sum item a total for the item, all in clearly legible figures in the respective spaces provided for this purpose. In case of discrepancy between the item price and the total set forth for a unit basis item, the unit price shall prevail.

The City will select the contract on the basis of the lowest combined total of the Bid based on the contractor's adherence to the specifications listed under the scope.

Contractor's License Classification: In accordance with the Provisions of the California Public Contract Code Section 3300, bidders shall be properly licensed to perform the Work.

Rejection and Protests of Bids: The City reserves the right to reject any or all bids or any parts thereof and waive any irregularities or informalities in any bid or in the bidding to the extent permitted by law and to make awards in all or part of the best interest of the City. No bidder may withdraw his bid for a period of twenty (20) calendar days after the date set for the bid opening. Bid protests must be submitted in writing to the attention of the City Clerk before 4:00 pm of the 5th calendar day following the bid opening.

Business License: The Contractor must comply with all of the requirements of the City Business License Ordinance, where applicable, before beginning work and through Contract Acceptance.

DIR Registration: Effective March 1, 2015, all contractors and subcontractors shall be registered with DIR pursuant to Labor Code Section 1725.5 to be qualified to bid on this project or to be listed as a subcontractor for this project pursuant to Public Contract Code Section 4104. Bidders will be required to submit proof of registration for themselves and all listed subcontractors prior to award of the contract.

EXHIBIT 'A'



**Parcel 1 of 6 – City of Placerville
Gold Bug Park
Fuel Reduction Map**

City of Placerville Hazardous Fuels Reduction Project 2023

City of Placerville Community Services Department Contact:
Terry Zeller, Director tzeller@cityofplacerville.org



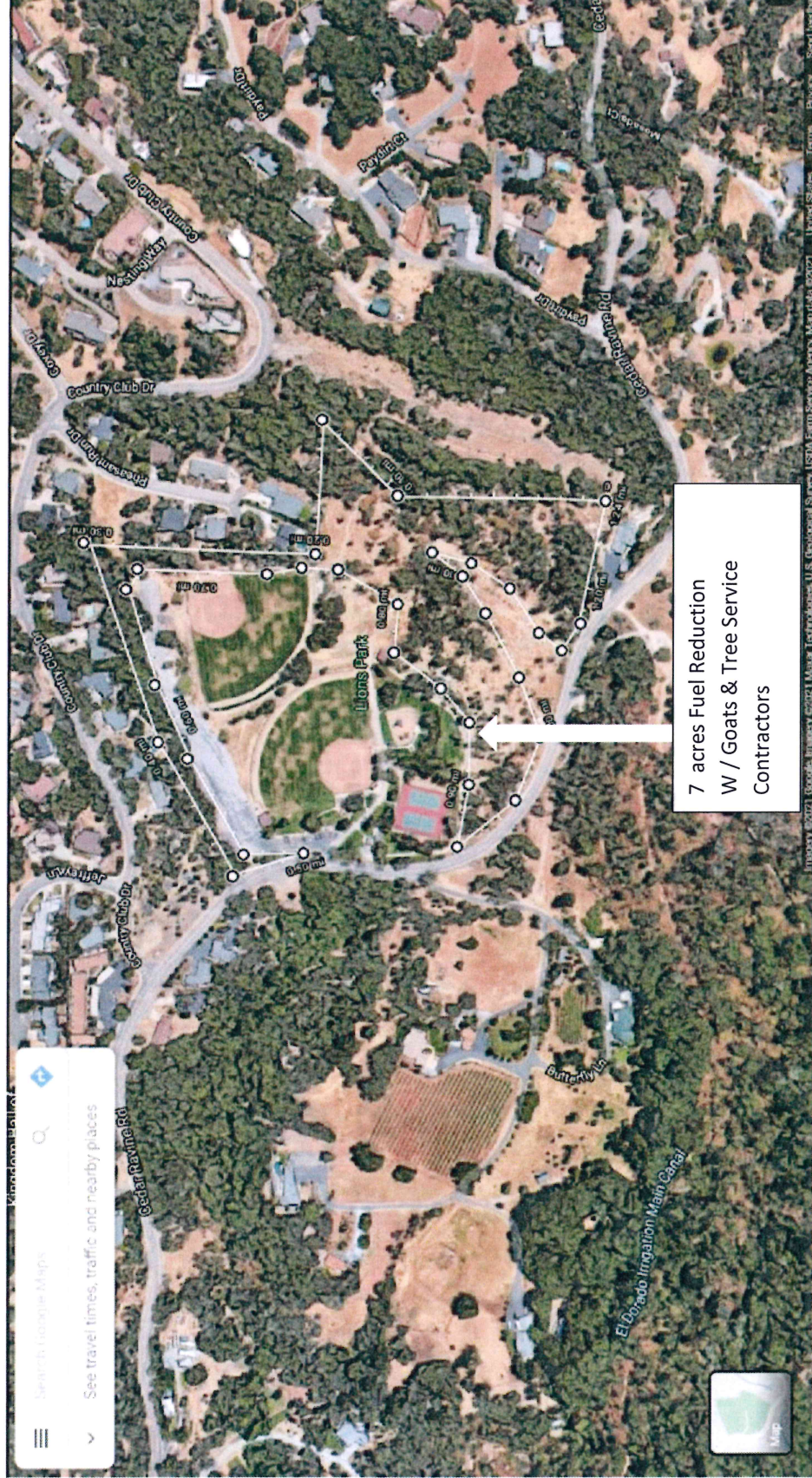
40 acres Fuel Reduction
W / Goats & Tree Service
Contractors

City of Placerville Hazardous Fuels Reduction Project 2023

City of Placerville Community Services Department Contact:
Terry Zeller, Director tzeller@cityofplacerville.org

Parcel 2 of 6 – City of Placerville Lions Park

Fuel Reduction Map



7 acres Fuel Reduction
W / Goats & Tree Service
Contractors

City of Placerville Hazardous Fuels Reduction Project 2023
City of Placerville Community Services Department Contact:
Terry Zeller, Director tzeller@cityofplacerville.org

Parcel of 3 of 6 – City Parcel Lower Placerville
Dr.
Parcel Location Map & Treatment Map



City of Placerville Hazardous Fuels Reduction Project 2023
City of Placerville Community Services Department Contact:
Terry Zeller, Director tzeller@cityofplacerville.org

**Parcel 4 of 6 – City of Placerville Water
Reclamation Facility
Fuel Reduction Map**





Parcel 5 of 6 – Property on Ray Lawyer Drive
Fuel Reduction Map
3.54 Acres

City of Placerville Hazardous Fuels Reduction Project 2023
City of Placerville Community Services Department Contact:
Terry Zeller, Director tzeller@cityofplacerville.org





Parcel 6 of 6 – Duffey Park
Fuel Reduction Map
2 Acres

City of Placerville Hazardous Fuels Reduction Project 2023
City of Placerville Community Services Department Contact:
Terry Zeller, Director tzeller@cityofplacerville.org

