



**FORTY NINERS STADIUM MANAGEMENT COMPANY**

Date: April 8, 2026

To: Jovan Grogan  
Executive Director  
Santa Clara Stadium Authority

From: Procurement Department  
Forty Niners Stadium Management Company LLC

Subject: Recommendation for Award for James Nicholson Enterprises DBA Dinsmore  
Landscape Company (Dinsmore)

**Recommendation:**

1. Approve and authorize the Stadium Manager to execute the Agreement with Dinsmore (Agreement) for landscape maintenance services at Levi's Stadium for an initial term of three (3) years commencing May 1, 2026, and expiring April 30, 2029, with two (2) optional one-year extensions through April 30, 2031. The total aggregate amount shall not exceed \$376,000 over the initial three-year period, and \$639,000 over the maximum five (5) year term unless modified pursuant to Recommendation 2 below. The term for each fiscal year is contingent on the Santa Clara Stadium Authority (SCSA) approving the applicable fiscal year's budget, including amounts due under the Agreements.
2. Authorize the Executive Director to approve future amendments to the Agreement to: (a) exercise the first one-year option for the fourth contract year and increase the not-to-exceed amount by \$129,500 to cover services from May 1, 2029 to April 30, 2030 and update the compensation and fee schedule to incorporate a maximum 3% increase, (b) exercise the second one-year option for the fifth contract year and increase the not-to-exceed amount by \$133,500 to cover services from May 1, 2030 to April 30, 2031 and update the compensation and fee schedule to incorporate a maximum 3% increase, and (c) increase the not-to-exceed amount by up to an additional \$32,000 as contingency for additional unanticipated services, which may be utilized in any contract year, all subject to the same basic terms and conditions and budget appropriations.
3. The total not-to-exceed maximum compensation for the Agreement, inclusive of contingency and all contract years, shall not exceed \$671,000.

**Background:**

Stadium Manager provides management services for Levi's Stadium on a continual, year-round basis, including overseeing the day-to-day operations and maintenance. Landscaping services are essential to maintain the stadium in the required condition as a world-class venue. These services ensure the facility remains in optimal condition for daily staff activities and events. Landscaping maintenance services are required through a third party to maintain the Stadium.

Stadium Manager recommended and received approval on March 24, 2026 from the SCSA Board to extend the agreement with Gachina Landscaping Management, Inc. to extend the term through March 31, 2027, while Stadium Manager was finalizing the solicitation process for the new landscaping maintenance agreement. During the term of the agreement, Stadium Manager incurred approximately \$205,000 through March 2026.

**RFP Process:**

On October 20, 2025, Stadium Manager issued a Request for Proposals (RFP) to select a qualified firm for landscaping maintenance services at Levi’s Stadium. Stadium Manager published the RFP on Bonfire Interactive, Stadium Manager’s eProcurement portal <https://49ers.bonfirehub.com/portal/>. In addition to inviting firms from our established supplier list, Stadium Manager also invited suppliers registered on the portal with specific commodity codes that offer such services. On November 6, 2025, Stadium Manager conducted a non-mandatory Pre-Proposal Conference and site visit at the Stadium. Stadium Manager conducted a comprehensive site visit and provided clarifications to questions from proposers. On November 22, 2025, Addendum #1 to the RFP was issued providing answers to questions from proposers. On November 24, 2025, Addendum #2 to the RFP was issued to provide a minor correction. The RFP closed on December 3, 2025 at 3:00 p.m. (PT).

Seven proposals were received from the following firms on or before the RFP due date and time:

1. Bella Turf and Greens Inc.
2. James Nicholson Enterprises DBA Dinsmore Landscape Company (Dinsmore)
3. EMTS, Inc.
4. Gachina Landscape Management, Inc. (Gachina)
5. Jensen Landscape Services LLC (Jensen)
6. K & D Landscaping, Inc. (K & D)
7. K&K JL Services, Inc. DBA K&K Construction (K&K JL)

**Evaluation Process:**

An evaluation committee (EC) consisting of subject matter experts from Stadium Manager was formed. An Evaluators’ Guide outlining the roles and responsibilities of the EC was provided to each EC member to review and execute the following forms to ensure that there was no conflict of interest in evaluating the proposals:

- Proposal Evaluator Guidelines
- Confidentiality Agreement
- Conflict of Interest Disclosure Form

The EC evaluated the proposals utilizing the evaluation criteria as outlined in the RFP. All seven firms met the basic requirements of the RFP submissions.

Consensus scores were utilized to compute an “average score,” summarized below:

<b>Evaluation Criteria</b>	<b>Bella Turf and Green</b>	<b>Dinsmore</b>	<b>EMTS</b>
Proposal Responsiveness	Pass	Pass	Pass
Qualifications, Experience And References (30)	23	28	28
Technical Capability (40)	33.25	37	36
Cost (30)	3.21	30	18.25
<b>Total</b>	<b>59.46</b>	<b>95</b>	<b>82.25</b>

<b>Evaluation Criteria</b>	<b>Gachina</b>	<b>Jensen</b>	<b>K &amp; D</b>	<b>K&amp;K JL</b>
Proposal Responsiveness	Pass	Pass	Pass	Pass
Qualifications, Experience And References (30)	28.75	21	29	29.25
Technical Capability (40)	37	20	38	40
Cost (30)	27.10	27.1	14.17	12.23
<b>Total</b>	<b>90.74</b>	<b>68.10</b>	<b>81.17</b>	<b>81.48</b>

Stadium Manager conducted business clarifications with several proposers prior to finalizing evaluation scoring. Stadium Manager additionally held cost clarifications with vendors to confirm cost proposals. Stadium Manager was able to negotiate pricing and optional year extension increases. Dinsmore was determined to be the highest ranking proposer offering the best value.

**Notice of Intended Award:**

A Notice of Intended Award (NOIA) was issued on April 2, 2026, announcing Stadium Manager’s recommended Dinsmore. The RFP process includes a ten-day protest period, which commenced with the issuance of the NOIA. This recommendation is submitted concurrently to facilitate the lead time required to submit our recommendation to the Santa Clara Stadium Authority (SCSA). In the event of a protest, the recommendation will be withdrawn, and the protest addressed.

**Submission of Post-Award Submittals:**

Once Stadium Manager receives approval from the SCSA Board, the agreement will be executed by both parties, and a copy will be forwarded to the Board. Supporting documentation has been provided for review and approval.

**Fiscal Impact:**

The cost for landscape maintenance services is covered in the FY26/27 SCSA Budget, Engineering Department budget, as a shared expense. Stadium Authority is responsible for 50% of the Shared Expenses portion of this Agreement.

The optional Year 4 and 5 contract years each include up to a 3% annual increase in the compensation and fee schedule. The six-month as-needed extension includes a 5% increase over the Year 5 monthly services. All increases are subject to the Stadium Authority budget appropriations.

A contingency of up to \$32,000, equal to 5% of the total five-year Agreement, is requested to cover additional landscape maintenance services at the Stadium as needed. Use of contingency funds is subject to Executive Director approval and appropriation of funds.

The total not-to-exceed maximum compensation, inclusive of all contract years, contingency, and the six-month extension period, is \$671,000.

The chart below summarizes the projected costs over the five-year term of the Agreement, assuming a 3% rate increase for Years 4 and 5 and a 5% rate increase for the six-month extension period.

<b>Description</b>	<b>Combine NTE</b>
Initial Three-Year Term (5/1/26-4/30/29)	\$376,000
Optional Year 4 (5/1/29-4/30/30)	\$129,500
Optional Year 5 (5/1/30-4/30/31)	\$133,500
Contingency	\$32,000
<b>Total Not-to-Exceed Maximum Compensation</b>	<b>\$671,000</b>