



# City of Denton

City Hall  
215 E. McKinney Street  
Denton, Texas  
[www.cityofdenton.com](http://www.cityofdenton.com)

## AGENDA INFORMATION SHEET

**DEPARTMENT:** Procurement  
**ACM:** Christine Taylor  
**DATE:** December 15, 2025

### **SUBJECT**

Consider recommending adoption of an ordinance of the City of Denton, a Texas home-rule municipal corporation, authorizing the City Manager to execute a contract with T.H. Glennon Co., Inc., for the purchase of mulch colorant for the Beneficial Reuse Department; providing for the expenditure of funds therefor; and providing an effective date (RFP 8822 – awarded to T.H. Glennon Co., Inc., for three (3) years, with the option for two (2) additional one (1) year extensions, in the five (5) year not-to-exceed amount of \$150,000.00).

### **STRATEGIC ALIGNMENT**

This action supports Key Focus Area: Promote Sustainability and the Environment.

### **INFORMATION/BACKGROUND**

The City of Denton offers a range of eco-friendly, deco-colored mulches in brown and black, catering to landscapers, contractors, and public consumers. These mulches are produced by integrating recycled hardwoods and a long-lasting, environmentally responsible colorant. To ensure cost-effectiveness, the City of Denton utilizes bulk purchasing strategies, despite the per-pound pricing structure of the colorant. In Fiscal Year 2025, the City spent \$28,130 on mulch colorant.

Project Description	Historic 5 Year Expenditure
FY 26	\$30,000.00
FY 27	30,000.00
FY 28	30,000.00
FY 29	30,000.00
FY 30	30,000.00
<b>Total</b>	<b>\$150,000.00</b>

The historic cumulative expenditure for mulch colorant acquisition is presented below:

<b>Project Description</b>	<b>Historic 3-Year Expenditure</b>
FY 23	\$13,930.00
FY 24	17,780.00
FY 25	28,130.00
<b>Total</b>	<b>\$59,840.00</b>

Request for Proposals was sent to 418 prospective suppliers of this item, including 23 Denton firms. In addition, specifications were placed on the Procurement website for prospective suppliers to download and advertised in the local newspaper. One (1) proposal was received, and references were checked to ensure the vendor can provide the services requested in the Scope of Work. The proposal was evaluated based upon published criteria, including schedule, compliance with specifications, probable performance, and price. Best and Final Offer (BAFO) was requested from the firm. The department is awarding the contract to T.H. Glennon Co., Inc.

NIGP Code Used for Solicitation:	335, 553, 631, & 665
Notifications sent for Solicitation sent in IonWave:	418
Number of Suppliers that viewed Solicitation in IonWave:	9
HUB-Historically Underutilized Business Invitations sent out:	47
SBE-Small Business Enterprise Invitations sent out:	171
Responses from Solicitation:	1

### **RECOMMENDATION**

Award a contract with T.H. Glennon Co., Inc., for the purchase of mulch colorant for the Beneficial Reuse Department, in a three (3) year, with the option for two (2) additional one (1) year extensions, in the total five (5) year not-to-exceed amount of \$150,000.

### **PRINCIPAL PLACE OF BUSINESS**

T.H. Glennon Co., Inc.  
Salisbury, MA

### **SUSTAINABILITY MEASURES**

T.H. Glennon manufactures its colorants using only environmentally safe materials. These water-based formulas are specially designed to be nontoxic to children, animals, and plants. The paints are eco-friendly, with no significant environmental hazards associated with their release. Each mulch colorant consists of water, pigments, and minor additives, which are carefully blended to create a proprietary dispersion.

### **ESTIMATED SCHEDULE OF PROJECT**

This is an initial three (3) year contract with options to extend the contract for two (2) additional one (1) year periods, with all terms and conditions remaining the same.

### **FISCAL INFORMATION**

These products will be funded from Wastewater Operating funds. Requisitions will be entered on an as-needed basis. The budgeted amount for this item is \$150,000. The City will only pay for services rendered and is not obligated to pay the full contract amount unless needed.

## **EXHIBITS**

Exhibit 1: Agenda Information Sheet  
Exhibit 2: Ordinance and Contract

Respectfully submitted:  
Lori Hewell, 940-349-7100  
Purchasing Manager

For information concerning this acquisition, contact: Mark Bartek, 940-349-8626.

Legal point of contact: Marcella Lunn at 940-349-8333.