

BOARD OF BIDS AND CONTRACTS JANUARY 9, 2020

1. PRE-CAST REINFORCED CONCRETE PIPE AND END SECTIONS  
FUNDING -- PUBLIC WORKS

RFB #19-0085 Contract

| Description   | Wichita Concrete Pipe Company |                             |                             |                             |  |                            |
|---|-------------------------------|-----------------------------|-----------------------------|-----------------------------|--|----------------------------|
|   | ASTM, Latest Version          | Price per 4' Section Length | Price per 6' Section Length | Price per 8' Section Length | Price per 7.5' Section Length  | Price per Each End Section |
| 1. 12" RCP  | C76                           | \$70.24                     | \$105.36                    | \$112.40                    | N/A  | \$244.00                   |
| 2. 15" RCP  | C76                           | \$70.24                     | \$105.36                    | \$112.40                    | N/A  | \$244.00                   |
| 3. 18" RCP  | C76                           | \$83.28                     | \$124.92                    | \$133.28                    | N/A  | \$286.00                   |
| 4. 24" RCP  | C76                           | \$110.40                    | \$165.60                    | \$176.64                    | N/A  | \$347.00                   |
| 5. 30" RCP  | C76                           | \$160.04                    | \$240.06                    | \$256.08                    | N/A  | \$437.00                   |
| 6. 36" RCP  | C76                           | \$252.28                    | \$378.42                    | \$403.68                    | N/A  | \$659.00                   |
| 7. 42" RCP  | C76                           | \$359.72                    | \$539.58                    | \$575.60                    | N/A  | \$814.00                   |
| 8. 48" RCP  | C76                           | \$433.80                    | \$650.70                    | \$694.08                    | N/A  | \$941.00                   |
| 9. 54" RCP  | C76                           | \$526.84                    | \$632.22                    | N/A                         | N/A  | \$1,118.00                 |
| 10. 60" RCP   | C76                           | \$602.28                    | \$903.42                    | \$963.68                    | N/A  | \$1,336.00                 |
| 11. 72" RCP   | C76                           | N/A                         | N/A                         | N/A                         | \$1,573.65   | N/A                        |
| 12. 1.8 HERCP (23"x14")                                 | C-507                         | \$128.28                    | \$192.42                    | \$205.28                    | N/A  | \$327.00                   |
| 13. 3.3 HERCP (30"x19")                                 | C-507                         | \$189.64                    | \$284.46                    | \$303.44                    | N/A  | \$396.00                   |
| 14. 4.1 HERCP (34"x22")                                 | C-507                         | \$230.60                    | \$345.90                    | \$368.96                    | N/A  | \$487.00                   |
| 15. 5.1 HERCP (38"x24")                                 | C-507                         | \$290.52                    | \$435.78                    | \$464.88                    | N/A  | \$522.00                   |
| 16. 6.3 HERCP (42"x27")                                 | C-507                         | \$325.28                    | \$487.92                    | \$520.48                    | N/A  | \$688.00                   |
| 17. 7.4 HERCP (45"x29")                                 | C-507                         | \$389.04                    | \$583.56                    | \$622.48                    | N/A  | \$820.00                   |
| 18. 10.2 HERCP (53"x34")                                | C-507                         | \$507.04                    | \$760.56                    | \$811.28                    | N/A  | \$952.00                   |
| 19. 12.9 HERCP (60"x38")                                | C-507                         | \$619.88                    | \$929.82                    | \$991.84                    | N/A  | \$1,181.00                 |
| 20. 16.6 HERCP (68"x43")                                | C-507                         | \$793.52                    | \$952.26                    | N/A                         | N/A  | \$1,287.00                 |
|   |                               |                             |                             |                             | Each   |                            |
| 21. Box, Joint Mastic 3/4" (12", 15", 18", & 1.8)       |                               |                             |                             |                             | \$55.00  |                            |
| 22. Box, Joint Mastic 1" (24", 30", 3.3, 4.1, & 5.1)    |                               |                             |                             |                             | \$55.00  |                            |
| 23. Box, Joint Mastic 1.25" (36", 42", 6.3, 7.4 & 10.2) |                               |                             |                             |                             | \$55.00  |                            |
| 24. Box, Joint Mastic 1.5" All pipe sizes greater       |                               |                             |                             |                             | \$55.00  |                            |
| 25. Freight Delivery, Per Load                          |                               |                             |                             |                             | Round pipe \$205.00; Elliptical pipe \$300.00  |                            |
| 26. Delivery time                                       |                               |                             |                             |                             | 2 days to 4 weeks (most pipe sizes are in stock, larger diameters may take up to four weeks) |                            |
| No Bids   |                               |                             | J & J Drainage Products Co  |                             | Star Commercial Flooring   |                            |

On the recommendation of Joe Thomas, on behalf of Public Works, Jennifer Blasi moved to **accept the bid from Wichita Concrete Pipe Company and establish contract rates listed above for one (1) year with two (2) one (1) year options to renew.** Angela Caudillo seconded the motion. The motion passed unanimously.

These items will be used as needed to replace failed culverts on paved county roads. Establishing contract pricing will reduce the procurement time when a failed culvert is identified. This will benefit the traveling public by reducing the possibility of road closures.

Note:

Failed culverts due to 2019 flooding resulted in emergency purchases of these materials totaling \$46,181.00.

**Questions and Answers**

Russell Leeds: Thank you. Do we have questions from the Board on this item?

Tim Myers: Do we have previous experience with this vendor?

Jim Weber: Yes, concrete pipe and concrete box culverts that we use tend to be locally manufactured, they're heavy, and have a big volume to them. So you don't ship them all over the country. The local vendor, the only one we have is Wichita Concrete Pipe Company. They have a sister relationship with McPherson Concrete Pipe. We have put in almost exclusively Wichita Concrete Pipe's material and we have a good track record with them.

Tim Myers: Thank you.

**BOARD OF BIDS AND CONTRACTS JANUARY 9, 2020**

**2. CUSTODIAL SERVICES -- FLEET, RADIO SHOP, AND REGIONAL FORENSIC SCIENCE CENTER (RFSC) □**

**FUNDING -- FACILITIES MAINTENANCE**

(Request sent to 122 vendors)

RFP #19-0083 Contract

|   | Solid Rock  |             | MIT Cleaning and Restoration |             | Thrash Inc.<br>dba TFM Services |             |
|---|---|-------------|------------------------------|-------------|---------------------------------|-------------|
|   | Monthly   | Annual      | Monthly                      | Annual      | Monthly                         | Annual      |
| 1. Fleet  | \$462.50  | \$5,550.00  | \$490.00                     | \$5,880.00  | \$525.00                        | \$6,300.00  |
| 2. Radio Shop   | \$110.00  | \$1,320.00  | \$365.00                     | \$4,380.00  | \$100.00                        | \$1,200.00  |
| 3. RFSC   | \$1,970.00  | \$23,640.00 | \$1,990.00                   | \$23,880.00 | \$1,650.00                      | \$19,800.00 |
| <b>Day(s) / Shift</b>   | <b>Additional Services</b>  |             | <b>Additional Services</b>   |             | <b>Additional Services</b>      |             |
| Monday thru Friday<br>1st Shift - per sq. ft.   | \$0.100   |             | \$0.080                      |             | \$0.09                          |             |
| Monday thru Friday<br>2nd Shift - per sq. ft.   | \$0.100   |             | \$0.080                      |             | \$0.09                          |             |
| Saturday and Sunday<br>1st Shift - per sq. ft.  | \$0.100   |             | \$0.080                      |             | \$0.09                          |             |
| Saturday and Sunday<br>2nd Shift - per sq. ft.  | \$0.100   |             | \$0.080                      |             | \$0.09                          |             |
|   | <b>Periodic Cleaning Service Rates</b> (Should include price per person, per hour, including equipment.<br>Prices to be utilized as an additional service): |             |                              |             |                                 |             |
| Dry Vapor Steam Clean: per sq. ft.  | \$0.25  |             | \$0.20                       |             | \$0.25                          |             |
| Grout Sealer: per sq. ft.   | \$0.25  |             | \$0.18                       |             | \$0.25                          |             |
| Stain Protector: per sq. ft.  | \$0.30  |             | \$0.04                       |             | \$0.90                          |             |
| Floor: Non-Carpet, tiled surface: Machine Scrub and Spray Buff (typically, no wax floors) per sq. ft. | \$0.15  |             | \$0.15                       |             | \$0.15                          |             |
| Floor: Carpet, Clean by: extraction, agitation and shampoo per sq. ft.                                | \$0.20  |             | \$0.18                       |             | \$0.20                          |             |
| Wall: tiled, stone wall panels or Acoustical wall clean and scrub per sq. ft.                         | \$0.30  |             | \$0.25                       |             | \$0.30                          |             |
| Upholstered chairs: Clean and shampoo each  | \$3.50  |             | \$5.00                       |             | \$5.00                          |             |
|   | <b>Service Call Rates:</b>  |             |                              |             |                                 |             |
| Monday thru Friday (1st shift) per person, per hour   | \$20.00   |             | \$18.00                      |             | \$22.00                         |             |
| Monday thru Friday (2nd shift) per person, per hour   | \$20.00   |             | \$18.00                      |             | \$22.00                         |             |
| Saturday and Sunday (1st shift) per person, per hour  | \$20.00   |             | \$18.00                      |             | \$22.00                         |             |
| Saturday and Sunday (2nd shift) per person, per hour  | \$20.00   |             | \$25.00                      |             | \$22.00                         |             |
| Holidays per person, per hour   | \$32.50   |             | \$25.00                      |             | \$32.00                         |             |
| Bio-Hazard Clean Up   | \$50.00   |             | \$25.00                      |             | N/A                             |             |
|   | <b>Prices for years 2, 3 and 4 shall not exceed:</b>  |             |                              |             |                                 |             |
| Year 2  | 1%  |             | 2%                           |             | 0%                              |             |
| Year 3  | 1%  |             | 2%                           |             | 1%                              |             |
| Year 4  | 2%  |             | 2%                           |             | 1%                              |             |
| Year 5  | 2%  |             | 2%                           |             | 2%                              |             |

|   | HHM Facility Management LLC   |             | Harris' Dream Clean, LLC |                    | Able Janitorial Inc. |             |
|---|---|-------------|--------------------------|--------------------|----------------------|-------------|
|   | Monthly   | Annual      | Monthly                  | Annual             | Monthly              | Annual      |
| 1. Fleet  | \$374.63  | \$4,495.56  | <b>\$358.44</b>          | <b>\$4,301.25</b>  | \$346.88             | \$4,162.56  |
| 2. Radio Shop   | \$250.00  | \$3,000.00  | <b>\$85.25</b>           | <b>\$1,023.00</b>  | \$82.50              | \$990.00    |
| 3. RFSC   | \$1,595.70  | \$19,148.40 | <b>\$1,526.75</b>        | <b>\$18,321.00</b> | \$1,477.50           | \$17,730.00 |
| Day(s) / Shift  | Additional Services   |             | Additional Services      |                    | Additional Services  |             |
| Monday thru Friday<br>1st Shift - per sq. ft.   | \$0.083   |             | <b>\$0.075</b>           |                    | \$0.075              |             |
| Monday thru Friday<br>2nd Shift - per sq. ft.   | \$0.083   |             | <b>\$0.075</b>           |                    | \$0.075              |             |
| Saturday and Sunday<br>1st Shift - per sq. ft.  | \$0.083   |             | <b>\$0.075</b>           |                    | \$0.075              |             |
| Saturday and Sunday<br>2nd Shift - per sq. ft.  | \$0.083   |             | <b>\$0.075</b>           |                    | \$0.075              |             |
|   | <b>Periodic Cleaning Service Rates</b> (Should include price per person, per hour, including equipment.<br>Prices to be utilized as an additional service): |             |                          |                    |                      |             |
| Dry Vapor Steam Clean: per sq. ft.  | \$0.24  |             | <b>\$0.24</b>            |                    | \$0.15               |             |
| Grout Sealer: per sq. ft.   | \$0.25  |             | <b>\$0.30</b>            |                    | \$0.45               |             |
| Stain Protector: per sq. ft.  | \$0.08  |             | <b>\$0.80</b>            |                    | \$0.20               |             |
| Floor: Non-Carpet, tiled surface: Machine Scrub and Spray Buff (typically, no wax floors) per sq. ft. | \$0.08  |             | <b>\$0.13</b>            |                    | \$0.15               |             |
| Floor: Carpet, Clean by: extraction, agitation and shampoo per sq. ft.                                | \$0.15  |             | <b>\$0.18</b>            |                    | \$0.17               |             |
| Wall: tiled, stone wall panels or Acoustical wall clean and scrub per sq. ft.                         | \$0.15  |             | <b>\$0.35</b>            |                    | \$0.21               |             |
| Upholstered chairs:<br>Clean and shampoo each   | \$4.25  |             | <b>\$4.00</b>            |                    | \$10.00              |             |
|   | <b>Service Call Rates:</b>  |             |                          |                    |                      |             |
| Monday thru Friday (1st shift per person, per hour  | \$18.95   |             | <b>\$16.00</b>           |                    | \$21.77              |             |
| Monday thru Friday (2nd shift) per person, per hour   | \$18.95   |             | <b>\$16.00</b>           |                    | \$21.77              |             |
| Saturday and Sunday (1st shift) per person, per hour  | \$22.95   |             | <b>\$16.00</b>           |                    | \$21.77              |             |
| Saturday and Sunday (2nd shift) per person, per hour  | \$22.95   |             | <b>\$16.00</b>           |                    | \$21.77              |             |
| Holidays per person, per hour   | \$22.95   |             | <b>\$16.00</b>           |                    | \$32.67              |             |
| Bio-Hazard Clean Up   | N/A   |             | <b>\$16.00</b>           |                    | \$32.67              |             |
|   | <b>Prices for years 2, 3 and 4 shall not exceed:</b>  |             |                          |                    |                      |             |
| Year 2  | 0%  |             | <b>1%</b>                |                    | 0%                   |             |
| Year 3  | 0%  |             | <b>1%</b>                |                    | 2%                   |             |
| Year 4  | 3%  |             | <b>1.5%</b>              |                    | 2%                   |             |
| Year 5  | 3%  |             | <b>1.5%</b>              |                    | 2%                   |             |

|  |                                     | Amazing Touch Cleaning                               |  |
|--|-------------------------------------|--|--|
|  |                                     | Monthly  | Annual   |
| 1. Fleet   |                                     | \$370.00   | \$4,440.00   |
| 2. Radio Shop  |                                     | \$88.00  | \$1,056.00   |
| 3. RFSC  |                                     | \$1,576.00   | \$18,912.00  |
| Day(s) / Shift   |                                     | Additional Services                                  |  |
| Monday thru Friday 1st Shift - per sq. ft.   |                                     | \$0.090  |  |
| Monday thru Friday 2nd Shift - per sq. ft.   |                                     | \$0.090  |  |
| Saturday and Sunday 1st Shift - per sq. ft.  |                                     | \$0.090  |  |
| Saturday and Sunday 2nd Shift - per sq. ft.  |                                     | \$0.090  |  |
| <b>Periodic Cleaning Service Rates</b> (Should include price per person, per hour, including equipment. Prices to be utilized as an additional service): |                                     |  |  |
| Dry Vapor Steam Clean: per sq. ft.   |                                     | \$0.12   |  |
| Grout Sealer: per sq. ft.  |                                     | \$0.15   |  |
| Stain Protector: per sq. ft.   |                                     | \$0.45   |  |
| Floor: Non-Carpet, tiled surface: Machine Scrub and Spray Buff (typically, no wax floors) per sq. ft.  |                                     | Included   |  |
| Floor: Carpet, Clean by: extraction, agitation and shampoo per sq. ft.   |                                     | \$0.15   |  |
| Wall: tiled, stone wall panels or Acoustical wall clean and scrub per sq. ft.  |                                     | Included   |  |
| Upholstered chairs: Clean and shampoo each   |                                     | \$5.00   |  |
| <b>Service Call Rates:</b>   |                                     |  |  |
| Monday thru Friday (1st shift) per person, per hour  |                                     | \$14.00  |  |
| Monday thru Friday (2nd shift) per person, per hour  |                                     | \$14.00  |  |
| Saturday and Sunday (1st shift) per person, per hour   |                                     | \$14.00  |  |
| Saturday and Sunday (2nd shift) per person, per hour   |                                     | \$14.00  |  |
| Holidays per person, per hour  |                                     | \$16.00  |  |
| Bio-Hazard Clean Up  |                                     | \$26.00  |  |
| <b>Prices for years 2, 3 and 4 shall not exceed:</b>   |                                     |  |  |
| Year 2   |                                     | 1%   |  |
| Year 3   |                                     | 2%   |  |
| Year 4   |                                     | 3%   |  |
| Year 5   |                                     | 4%   |  |
| No Bids  | 4 State Maintenance Supply          | Allcon Construction, LLC                             | Aztec  |
|  | GG's Office Cleaning                | Jani-King of Wichita                                 | P & E Building Services, LLC                                       |
|  | Ramco Building Maintenance          | D & D Roland Enterprises dba Stematic of Wichita, KS | Servpro of Northeast Wichita                                       |
|  | SourceOne Management Services, Inc. | Wichita Maid Services                                | Lafe T. Williams & Associates, Inc. dba Williams Janitorial Supply |
|  | Clifton Cleaning Company            | Cutting Edge Resources, Inc.                         | Digital Dolphin  |
|  | Wilson Building Maintenance         |  |  |

On the recommendation of Britt Rosencutter, on behalf of Facilities Maintenance, Tim Myers moved to **accept the proposal from Harris' Dream Clean, LLC and establish contract pricing at the rates listed above for one (1) year, with four (4) one year options to renew.** Jennifer Blasi seconded the motion. The vote passed three to two with Randy Bargdill and Angela Caudillo abstaining from the vote.

A review committee consisting of Todd Reynolds - RFSC Administrator, Randy Bargdill - Chief Deputy Treasurer, David Perricone - Facilities Maintenance, and Britt Rosencutter - Purchasing evaluated all proposals based on the criteria set forth in the RFP. Two (2) vendors were short-listed, Harris' Dream Clean, LLC and Able Janitorial Inc. After interviews with both proposers and checking the references provided, the committee unanimously chose Harris' Dream Clean, LLC.

Note:  
Harris' Dream Clean, LLC is a locally owned and operated company.

Approximate 2019 annual spend for Fleet and the Radio Shop = \$4,440.00.  
Approximate 2019 annual spend for the RFSC - \$18,912.00.

**Questions and Answers**

Russell Leeds: Thank you. Before we open up to the Board, do we have conflicts that need to be disclosed or abstentions on this item?

Angela Caudillo: This would be for the items two through four, I'm not sure if I need to do these separately. I would like to disclose that my daughter and I are both currently employed by MIT Cleaning and Restoration, which was one of the bidders. I do feel that I could vote on this matter in an unbiased manner. However, that being said does legal recommend that I abstain on voting on these items?

Mike Fessinger: Charter 68 would require that you abstain if you have personal interest in one of the bidders. As a part-time employee, I don't know that we would consider you to have a personal interest in the matter. That said, if you wish to abstain you may do so. Abstaining, may avoid an appearance of impropriety. But I'll leave it to your judgment.

Angela Caudillo: Thank you.

Mike Fessinger: That said, I'll also add that it looks like Mr. Bargdill was also on the review committee. Under Charter 68, Mr. Bargdill must abstain.

Russell Leeds: With those recommendations from legal counsel, we will now open it up to the Board, the remaining three members of the Board that can pose questions and vote on this item. Questions from the Board on this item?

Tim Myers: Have we previous had any experience with this Able Janitorial, Inc. (Able) or Harris' Dream Clean, LLC?

David Perricone: With Harris' Dream Clean, LLC we haven't had any direct experience with them. They did clean the Extension Office for about a month as a sub-contractor, under the contractor at the time with Service Systems. They terminated that arrangement citing financial and communication concerns that were detrimental to their business. We did end up terminating that contract with Service Systems at one point and we brought in Able to finish out that contract, which is coming up now. Also with Able we have them right now doing some special cleaning out at Public Safety last weekend and this weekend. They've become our fill-in/go to and that is based on the quality of work that we've seen from this company.

Tim Myers: Thank you.

Russell Leeds: Bid pricing appears to be fairly competitive and comparable. It appears that the pricing rates over years 2, 3, and 4 have a variance there. It appears that Able over that period will have a total collective 6% increase and Harris' appears to have about a 5% over that years 2 through 5. Can you talk about that a little bit?

David Perricone: That seems pretty standard across all the bids. They vary a bit. We did not go into the business reasons for that, but it happens on every RFP response just about. I will say that this pricing for these 3 and maybe I'm getting ahead of myself talking about these all 3 at the same time. But the question was originally about Harris' and Able, so I will just knock it out. These 3 are a decrease from our 2019 pricing, about 12%. We believe that might have something to do with the way we broke these up. All of these facilities were on one contract. We broke them up to bring in more bids and local bids. These local/smaller companies have shorter hierarchies, so that may impact the pricing.

Russell Leeds: Other questions? So the follow up interviews with these two companies, what was the deciding factor on this?

David Perricone: I can't say that there was one deciding factor. I will say they came out different probably because Harris' submitted a superior proposal to Able. I don't think there is any question about that. Harris' interviewed well, they both did. The references checked out. Able probably came out ahead on the Extension Office and Ronald Reagan Building probably because Dr. Brantley over at the Extension Office has had direct experience with Able who is now working out there at the Extension Office as I said before. So it came down to proposal versus experience.

Russell Leeds: Okay, so Harris' proposal was superior in what way?

David Perricone: It was the most complete. It had everything we asked for while being succinct. I think it was a favorite amongst all committees. He hit on all the points that we asked for and they also followed up with a specific program that explains their staffing levels, how many hours, their pay rate, things like that, that the committees liked.

**BOARD OF BIDS AND CONTRACTS JANUARY 9, 2020**

**3. CUSTODIAL SERVICES -- MAIN COURTHOUSE AND ADULT DETENTION FACILITY  
FUNDING -- FACILITIES MAINTENANCE**

(Request sent to 111 vendors)

RFP #19-0081 Contract

|   | Solid Rock   |              | MIT Cleaning and Restoration, Inc. |              | Thrash Inc.<br>dba TFM Services |              |
|---|--|--------------|------------------------------------|--------------|---------------------------------|--------------|
|   | Monthly  | Annual       | Monthly                            | Annual       | Monthly                         | Annual       |
| 1. Main Courthouse  | \$25,636.05  | \$307,636.05 | \$22,280.00                        | \$267,360.00 | \$19,810.00                     | \$228,000.00 |
| 2. Adult Detention Facility   | \$2,673.00   | \$32,076.00  | \$1,690.00                         | \$20,280.00  | \$1,170.00                      | \$13,800.00  |
| <b>Day(s) / Shift</b>   | <b>Additional Services</b>   |              | <b>Additional Services</b>         |              | <b>Additional Services</b>      |              |
| Monday thru Friday<br>1st Shift - per sq. ft.   | \$0.110  |              | \$0.080                            |              | \$0.09                          |              |
| Monday thru Friday<br>2nd Shift - per sq. ft.   | \$0.110  |              | \$0.080                            |              | \$0.09                          |              |
| Saturday and Sunday<br>1st Shift - per sq. ft.  | \$0.110  |              | \$0.080                            |              | \$0.09                          |              |
| Saturday and Sunday<br>2nd Shift - per sq. ft.  | \$0.110  |              | \$0.080                            |              | \$0.09                          |              |
|   | <b>Periodic Cleaning Service Rates</b> (Should include price per person, per hour, including equipment.<br>Prices to be utilized as an additional service or an elimination of service): |              |                                    |              |                                 |              |
| Dry Vapor Steam Clean: per sq. ft.  | \$0.25   |              | \$0.20                             |              | \$0.25                          |              |
| Grout Sealer: per sq. ft.   | \$0.25   |              | \$0.18                             |              | \$0.25                          |              |
| Stain Protector: per sq. ft.  | \$0.30   |              | \$0.04                             |              | \$0.90                          |              |
| Floor: Non-Carpet, tiled surface: Machine Scrub and Spray Buff (typically, no wax floors) per sq. ft. | \$0.15   |              | \$0.15                             |              | \$0.15                          |              |
| Floor: Carpet, Clean by: extraction, agitation and shampoo per sq. ft.                                | \$0.20   |              | \$0.18                             |              | \$0.20                          |              |
| Wall: tiled, stone wall panels or Acoustical wall clean and scrub per sq. ft.                         | \$0.30   |              | \$0.25                             |              | \$0.30                          |              |
| Upholstered chairs: Clean and shampoo each  | \$3.50   |              | \$5.00                             |              | \$5.00                          |              |
|   | <b>Service Call Rates:</b>   |              |                                    |              |                                 |              |
| Monday thru Friday (1st shift) per person, per hour   | \$20.00  |              | \$18.00                            |              | \$22.00                         |              |
| Monday thru Friday (2nd shift) per person, per hour   | \$20.00  |              | \$18.00                            |              | \$22.00                         |              |
| Saturday and Sunday (1st shift) per person, per hour  | \$20.00  |              | \$18.00                            |              | \$22.00                         |              |
| Saturday and Sunday (2nd shift) per person, per hour  | \$20.00  |              | \$25.00                            |              | \$22.00                         |              |
| Holidays per person, per hour   | \$32.50  |              | \$25.00                            |              | \$32.00                         |              |
| Bio-Hazard Clean Up   | \$50.00  |              | N/A                                |              | N/A                             |              |
|   | <b>Prices for years 2, 3 and 4 shall not exceed:</b>   |              |                                    |              |                                 |              |
| Year 2  | 1%   |              | 2%                                 |              | 0%                              |              |
| Year 3  | 1%   |              | 2%                                 |              | 1%                              |              |
| Year 4  | 2%   |              | 2%                                 |              | 1%                              |              |
| Year 5  | 2%   |              | 2%                                 |              | 2%                              |              |

|   | HHM Facility Management LLC  |              | Harris' Dream Clean, LLC |                     | Able Janitorial Inc. |              |
|---|--|--------------|--------------------------|---------------------|----------------------|--------------|
|   | Monthly  | Annual       | Monthly                  | Annual              | Monthly              | Annual       |
| 1. Main Courthouse  | \$18,877.46  | \$226,529.52 | <b>\$15,342.79</b>       | <b>\$184,113.45</b> | \$17,479.12          | \$209,749.44 |
| 2. Adult Detention Facility   | \$1,968.30   | \$23,619.60  | <b>\$1,880.50</b>        | <b>\$19,926.00</b>  | \$1,822.50           | \$21,870.00  |
| Day(s) / Shift  | Additional Services  |              | Additional Services      |                     | Additional Services  |              |
| Monday thru Friday<br>1st Shift - per sq. ft.   | \$0.083  |              | <b>\$0.075</b>           |                     | \$0.075              |              |
| Monday thru Friday<br>2nd Shift - per sq. ft.   | \$0.083  |              | <b>\$0.075</b>           |                     | \$0.075              |              |
| Saturday and Sunday<br>1st Shift - per sq. ft.  | \$0.083  |              | <b>\$0.075</b>           |                     | \$0.075              |              |
| Saturday and Sunday<br>2nd Shift - per sq. ft.  | \$0.083  |              | <b>\$0.075</b>           |                     | \$0.075              |              |
|   | <b>Periodic Cleaning Service Rates</b> (Should include price per person, per hour, including equipment.<br>Prices to be utilized as an additional service or an elimination of service): |              |                          |                     |                      |              |
| Dry Vapor Steam Clean: per sq. ft.  | \$0.24   |              | <b>\$0.24</b>            |                     | \$0.15               |              |
| Grout Sealer: per sq. ft.   | \$0.25   |              | <b>\$0.30</b>            |                     | \$0.45               |              |
| Stain Protector: per sq. ft.  | \$0.08   |              | <b>\$0.80</b>            |                     | \$0.20               |              |
| Floor: Non-Carpet, tiled surface: Machine Scrub and Spray Buff (typically, no wax floors) per sq. ft. | \$0.08   |              | <b>\$0.13</b>            |                     | \$0.15               |              |
| Floor: Carpet, Clean by: extraction, agitation and shampoo per sq. ft.                                | \$0.15   |              | <b>\$0.18</b>            |                     | \$0.17               |              |
| Wall: tiled, stone wall panels or Acoustical wall clean and scrub per sq. ft.                         | \$0.15   |              | <b>\$0.35</b>            |                     | \$0.21               |              |
| Upholstered chairs: Clean and shampoo each  | \$4.25   |              | <b>\$4.00</b>            |                     | \$10.00              |              |
|   | <b>Service Call Rates:</b>   |              |                          |                     |                      |              |
| Monday thru Friday (1st shift per person, per hour  | \$18.95  |              | <b>\$16.00</b>           |                     | \$21.77              |              |
| Monday thru Friday (2nd shift) per person, per hour   | \$18.95  |              | <b>\$16.00</b>           |                     | \$21.77              |              |
| Saturday and Sunday (1st shift) per person, per hour  | \$22.95  |              | <b>\$16.00</b>           |                     | \$21.77              |              |
| Saturday and Sunday (2nd shift) per person, per hour  | \$22.95  |              | <b>\$16.00</b>           |                     | \$21.77              |              |
| Holidays per person, per hour   | \$22.95  |              | <b>\$16.00</b>           |                     | \$32.67              |              |
| Bio-Hazard Clean Up   | N/A  |              | <b>\$16.00</b>           |                     | \$32.67              |              |
|   | <b>Prices for years 2, 3 and 4 shall not exceed:</b>   |              |                          |                     |                      |              |
| Year 2  | 0%   |              | <b>1%</b>                |                     | 0%                   |              |
| Year 3  | 0%   |              | <b>1%</b>                |                     | 2%                   |              |
| Year 4  | 3%   |              | <b>1.5%</b>              |                     | 2%                   |              |
| Year 5  | 3%   |              | <b>1.5%</b>              |                     | 2%                   |              |

|  | Stephens Industries<br>dba Air Capital Building Maintenance |              | Ricardo Vigil<br>dba Steam Supreme                          |                |
|--|---|--------------|---|----------------|
|  | Monthly   | Annual       | Monthly   | Annual         |
| 1. Main Courthouse   | \$21,894.50   | \$262,734.00 | \$160,547.95  | \$1,929,695.40 |
| 2. Adult Detention Facility  | \$1,269.00  | \$15,228.00  | \$16,767.00   | \$201,204.00   |
| Day(s) / Shift   | Additional Services   |              | Additional Services   |                |
| Monday thru Friday<br>1st Shift - per sq. ft.  | \$0.080   |              | N/A   |                |
| Monday thru Friday<br>2nd Shift - per sq. ft.  | \$0.080   |              | N/A   |                |
| Saturday and Sunday<br>1st Shift - per sq. ft.   | \$0.080   |              | N/A   |                |
| Saturday and Sunday<br>2nd Shift - per sq. ft.   | \$0.080   |              | N/A   |                |
| <b>Periodic Cleaning Service Rates</b> (Should include price per person, per hour, including equipment.<br>Prices to be utilized as an additional service or an elimination of service): |   |              |   |                |
| Dry Vapor Steam Clean: per sq. ft.   | \$0.25  |              | \$0.25  |                |
| Grout Sealer: per sq. ft.  | \$0.25  |              | \$1.80  |                |
| Stain Protector: per sq. ft.   | \$0.20  |              | \$0.20  |                |
| Floor: Non-Carpet, tiled surface: Machine Scrub and Spray Buff (typically, no wax floors) per sq. ft.  | \$0.15  |              | \$0.25  |                |
| Floor: Carpet, Clean by: extraction, agitation and shampoo per sq. ft.   | \$0.18  |              | \$0.25  |                |
| Wall: tiled, stone wall panels or Acoustical wall clean and scrub per sq. ft.  | \$0.25  |              | \$0.30  |                |
| Upholstered chairs: Clean and shampoo each   | \$4.00  |              | \$5.00  |                |
| <b>Service Call Rates:</b>   |   |              |   |                |
| Monday thru Friday (1st shift) per person, per hour  | \$19.50   |              | \$50.00   |                |
| Monday thru Friday (2nd shift) per person, per hour  | \$19.50   |              | \$50.00   |                |
| Saturday and Sunday (1st shift) per person, per hour   | \$19.50   |              | \$75.00   |                |
| Saturday and Sunday (2nd shift) per person, per hour   | \$19.50   |              | \$75.00   |                |
| Holidays per person, per hour  | \$19.50   |              | \$75.00   |                |
| Bio-Hazard Clean Up  | N/A   |              | \$75.00   |                |
| <b>Prices for years 2, 3 and 4 shall not exceed:</b>   |   |              |   |                |
| Year 2   | 0%  |              | 2%  |                |
| Year 3   | 2%  |              | 2%  |                |
| Year 4   | 2%  |              | 2%  |                |
| Year 5   | 2%  |              | 5%  |                |
| No Bid   | 4 State Maintenance Supply<br>Cutting Edge Resources, Inc.  |              | Servpro of Northeast Wichita<br>Wilson Building Maintenance |                |

On the recommendation of Britt Rosencutter, on behalf of Facilities Maintenance, Jennifer Blasi moved to **accept the proposal from Harris' Dream Clean, LLC and establish contract pricing at the rates listed above for one (1) year, with four (4) one year options to renew.** Tim Myers seconded the motion. The vote pasted three to two with Randy Bargdill and Angela Caudillo abstaining from the vote.

A review committee consisting of Sabrina Young - Manager's Office, Joyce Jabara - Family Court Services, Larinda Oxford - District Attorney's Office, Capt. Jared Schechter - Adult Detention Facility, David Perricone - Facilities Maintenance, and Britt Rosencutter - Purchasing evaluated all proposals based on the criteria set forth in the RFP. Two (2) vendors were short-listed, Harris' Dream Clean, LLC and Able Janitorial, Inc. After interviews with both proposers and checking the references provided, the committee unanimously chose Harris' Dream Clean, LLC.

Note:

Harris' Dream Clean, LLC is a locally owned and operated company.

Approximate 2019 annual spend for the Main Courthouse = \$223,732.80.

Approximate 2019 annual spend for the Adult Detention Facility = \$13,728.00.

#### Questions and Answers

Russell Leeds: I would ask on this item, Mr. Bargdill, is he okay to vote on this item or should he abstain based on the previous?

Mike Fessinger: Yes, Mr. Bargdill was not on the review panel for these next two items, but he nevertheless analyzed these vendors from the perspective of a review panel analyst. Therefore, even though it's not explicitly stated in Charter 68. It would be my recommendation that he abstains on the next two items.

Russell Leeds: Thank you. With that, questions from the Board on this item? I know you've explained the rationale behind the conclusion on the first one, similar conclusion on this one, this one pricing slightly different? Able coming in slightly higher than the last one. The overall pricing is slightly higher on this one, could you speak to the rationale of this panel who analyzed for their choice?

David Perricone: I can tell you during the committee meetings price was very far down the list for actual priorities. I think in the scoring it was five points. We didn't discuss pricing much at all. Able seemed more in line with the average of all the other bids. Harris' was by far the lowest for this one, but again that wasn't really taken into consideration during our meetings. Other than the objective scoring that we always do.

Russell Leeds: Based on the overall scoring, the scoring came out in favor of Harris'?

David Perricone: Yes.



BOARD OF BIDS AND CONTRACTS JANUARY 9, 2020

4. CUSTODIAL SERVICES -- RONALD REAGAN BUILDING AND SEDGWICK COUNTY EXTENSION OFFICE

FUNDING -- FACILITIES MAINTENANCE

(Request sent to 122 vendors)

RFP #19-0082 Contract

|  | Solid Rock          |             | MIT Cleaning and Restoration, Inc. |             | Thrash Inc.<br>dba TFM Services |             |
|--|---------------------|-------------|------------------------------------|-------------|---------------------------------|-------------|
|  | Monthly             | Annual      | Monthly                            | Annual      | Monthly                         | Annual      |
| 1. Ronald Reagan Building  | \$4,230.00          | \$50,760.00 | \$6,775.00                         | \$81,300.00 | \$3,200.00                      | \$38,400.00 |
| 2. Sedgwick County Extension Office  | \$3,520.00          | \$42,240.00 | \$2,890.00                         | \$34,680.00 | \$3,000.00                      | \$36,000.00 |
| Day(s) / Shift   | Additional Services |             | Additional Services                |             | Additional Services             |             |
| Monday thru Friday<br>1st Shift - per sq. ft.  | \$0.110             |             | \$0.080                            |             | \$0.09                          |             |
| Monday thru Friday<br>2nd Shift - per sq. ft.  | \$0.110             |             | \$0.080                            |             | \$0.09                          |             |
| Saturday and Sunday<br>1st Shift - per sq. ft.   | \$0.110             |             | \$0.080                            |             | \$0.09                          |             |
| Saturday and Sunday<br>2nd Shift - per sq. ft.   | \$0.110             |             | \$0.080                            |             | \$0.09                          |             |
| <b>Periodic Cleaning Service Rates</b> (Should include price per person, per hour, including equipment.<br>Prices to be utilized as an additional service or an elimination of service): |                     |             |                                    |             |                                 |             |
| Dry Vapor Steam Clean: per sq. ft.   | \$0.25              |             | \$0.20                             |             | \$0.25                          |             |
| Grout Sealer: per sq. ft.  | \$0.25              |             | \$0.18                             |             | \$0.25                          |             |
| Stain Protector: per sq. ft.   | \$0.30              |             | \$0.04                             |             | \$0.90                          |             |
| Floor: Non-Carpet, tiled surface: Machine Scrub and Spray Buff (typically, no wax floors) per sq. ft.  | \$0.15              |             | \$0.15                             |             | \$0.15                          |             |
| Floor: Carpet, Clean by: extraction, agitation and shampoo per sq. ft.   | \$0.20              |             | \$0.18                             |             | \$0.20                          |             |
| Wall: tiled, stone wall panels or Acoustical wall clean and scrub per sq. ft.  | \$0.30              |             | \$0.25                             |             | \$0.30                          |             |
| Upholstered chairs: Clean and shampoo each   | \$3.50              |             | \$5.00                             |             | \$5.00                          |             |
| <b>Service Call Rates:</b>   |                     |             |                                    |             |                                 |             |
| Monday thru Friday (1st shift) per person, per hour  | \$20.00             |             | \$18.00                            |             | \$22.00                         |             |
| Monday thru Friday (2nd shift) per person, per hour  | \$20.00             |             | \$18.00                            |             | \$22.00                         |             |
| Saturday and Sunday (1st shift) per person, per hour   | \$20.00             |             | \$18.00                            |             | \$22.00                         |             |
| Saturday and Sunday (2nd shift) per person, per hour   | \$20.00             |             | \$25.00                            |             | \$22.00                         |             |
| Holidays per person, per hour  | \$32.50             |             | \$25.00                            |             | \$32.00                         |             |
| Bio-Hazard Clean Up  | \$50.00             |             | \$25.00                            |             | N/A                             |             |
| <b>Prices for years 2, 3 and 4 shall not exceed:</b>   |                     |             |                                    |             |                                 |             |
| Year 2   | 1%                  |             | 2%                                 |             | 0%                              |             |
| Year 3   | 1%                  |             | 2%                                 |             | 1%                              |             |
| Year 4   | 2%                  |             | 2%                                 |             | 1%                              |             |
| Year 5   | 2%                  |             | 2%                                 |             | 2%                              |             |

|   | HHM Facility Management LLC  |             | Harris' Dream Clean, LLC |             | Able Janitorial Inc. |                    |
|---|--|-------------|--------------------------|-------------|----------------------|--------------------|
|   | Monthly  | Annual      | Monthly                  | Annual      | Monthly              | Annual             |
| 1. Ronald Reagan Building   | \$3,114.21   | \$37,370.52 | \$2,531.00               | \$30,373.33 | <b>\$2,883.52</b>    | <b>\$34,602.24</b> |
| 2. Sedgewick County Extension Office  | \$2,592.00   | \$31,104.00 | \$2,106.67               | \$25,280.00 | <b>\$2,400.00</b>    | <b>\$28,800.00</b> |
| Day(s) / Shift  | Additional Services  |             | Additional Services      |             | Additional Services  |                    |
| Monday thru Friday<br>1st Shift - per sq. ft.   | \$0.083  |             | \$0.075                  |             | <b>\$0.075</b>       |                    |
| Monday thru Friday<br>2nd Shift - per sq. ft.   | \$0.083  |             | \$0.075                  |             | <b>\$0.075</b>       |                    |
| Saturday and Sunday<br>1st Shift - per sq. ft.  | \$0.083  |             | \$0.075                  |             | <b>\$0.075</b>       |                    |
| Saturday and Sunday<br>2nd Shift - per sq. ft.  | \$0.083  |             | \$0.075                  |             | <b>\$0.075</b>       |                    |
|   | <b>Periodic Cleaning Service Rates</b> (Should include price per person, per hour, including equipment.<br>Prices to be utilized as an additional service or an elimination of service): |             |                          |             |                      |                    |
| Dry Vapor Steam Clean: per sq. ft.  | \$0.24   |             | \$0.24                   |             | <b>\$0.15</b>        |                    |
| Grout Sealer: per sq. ft.   | \$0.25   |             | \$0.30                   |             | <b>\$0.45</b>        |                    |
| Stain Protector: per sq. ft.  | \$0.08   |             | \$0.80                   |             | <b>\$0.20</b>        |                    |
| Floor: Non-Carpet, tiled surface: Machine Scrub and Spray Buff (typically, no wax floors) per sq. ft. | \$0.08   |             | \$0.13                   |             | <b>\$0.15</b>        |                    |
| Floor: Carpet, Clean by: extraction, agitation and shampoo per sq. ft.                                | \$0.15   |             | \$0.18                   |             | <b>\$0.17</b>        |                    |
| Wall: tiled, stone wall panels or Acoustical wall clean and scrub per sq. ft.                         | \$0.15   |             | \$0.35                   |             | <b>\$0.21</b>        |                    |
| Upholstered chairs:<br>Clean and shampoo each   | \$4.25   |             | \$4.00                   |             | <b>\$10.00</b>       |                    |
|   | <b>Service Call Rates:</b>   |             |                          |             |                      |                    |
| Monday thru Friday (1st shift per person, per hour  | \$18.95  |             | \$16.00                  |             | <b>\$21.77</b>       |                    |
| Monday thru Friday (2nd shift) per person, per hour   | \$18.95  |             | \$16.00                  |             | <b>\$21.77</b>       |                    |
| Saturday and Sunday (1st shift) per person, per hour  | \$22.95  |             | \$16.00                  |             | <b>\$21.77</b>       |                    |
| Saturday and Sunday (2nd shift) per person, per hour  | \$22.95  |             | \$16.00                  |             | <b>\$32.67</b>       |                    |
| Holidays per person, per hour   | \$22.95  |             | \$16.00                  |             | <b>\$32.67</b>       |                    |
| Bio-Hazard Clean Up   | N/A  |             | \$16.00                  |             | <b>\$32.67</b>       |                    |
|   | <b>Prices for years 2, 3 and 4 shall not exceed:</b>   |             |                          |             |                      |                    |
| Year 2  | 0%   |             | 1%                       |             | <b>0%</b>            |                    |
| Year 3  | 0%   |             | 1%                       |             | <b>2%</b>            |                    |
| Year 4  | 3%   |             | 1.5%                     |             | <b>2%</b>            |                    |
| Year 5  | 3%   |             | 1.5%                     |             | <b>2%</b>            |                    |

|   | Stephens Industries<br>dba Air Capital Building Maintenance  |             | EH Technical Solutions, Inc. |             | Ricardo Vigil<br>dba Steam Supreme |              |
|---|--|-------------|------------------------------|-------------|------------------------------------|--------------|
|   | Monthly  | Annual      | Monthly                      | Annual      | Monthly                            | Annual       |
| 1. Ronald Reagan Building   | \$3,198.00   | \$38,376.00 | \$3,037.32                   | \$36,444.84 | \$10,701.08                        | \$128,412.98 |
| 2. Sedgwick County Extension Office   | \$2,455.00   | \$29,460.00 | \$2,400.00                   | \$28,800.00 | \$8,906.67                         | \$106,880.04 |
| <b>Day(s) / Shift</b>   | <b>Additional Services</b>   |             | <b>Additional Services</b>   |             | <b>Additional Services</b>         |              |
| Monday thru Friday<br>1st Shift - per sq. ft.   | \$0.080  |             | \$0.079                      |             | \$3.34                             |              |
| Monday thru Friday<br>2nd Shift - per sq. ft.   | \$0.080  |             | \$0.079                      |             | \$3.34                             |              |
| Saturday and Sunday<br>1st Shift - per sq. ft.  | \$0.080  |             | \$0.079                      |             | \$3.34                             |              |
| Saturday and Sunday<br>2nd Shift - per sq. ft.  | \$0.080  |             | \$0.079                      |             | \$3.34                             |              |
|   | <b>Periodic Cleaning Service Rates</b> (Should include price per person, per hour, including equipment.<br>Prices to be utilized as an additional service or an elimination of service): |             |                              |             |                                    |              |
| Dry Vapor Steam Clean: per sq. ft.  | \$0.25   |             | \$0.25                       |             | Included                           |              |
| Grout Sealer: per sq. ft.   | \$0.25   |             | \$0.25                       |             | Included                           |              |
| Stain Protector: per sq. ft.  | \$0.20   |             | \$0.85                       |             | Included                           |              |
| Floor: Non-Carpet, tiled surface: Machine Scrub and Spray Buff (typically, no wax floors) per sq. ft. | \$0.15   |             | \$0.15                       |             | Included                           |              |
| Floor: Carpet, Clean by: extraction, agitation and shampoo per sq. ft.                                | \$0.18   |             | \$0.22                       |             | Included                           |              |
| Wall: tiled, stone wall panels or Acoustical wall clean and scrub per sq. ft.                         | \$0.25   |             | \$0.25                       |             | Included                           |              |
| Upholstered chairs: Clean and shampoo each  | \$4.00   |             | \$5.00                       |             | \$2.00                             |              |
|   | <b>Service Call Rates:</b>   |             |                              |             |                                    |              |
| Monday thru Friday (1st shift) per person, per hour   | \$19.50  |             | \$20.00                      |             | N/A                                |              |
| Monday thru Friday (2nd shift) per person, per hour   | \$19.50  |             | \$20.00                      |             | N/A                                |              |
| Saturday and Sunday (1st shift) per person, per hour  | \$19.50  |             | \$20.00                      |             | N/A                                |              |
| Saturday and Sunday (2nd shift) per person, per hour  | \$19.50  |             | \$20.00                      |             | N/A                                |              |
| Holidays per person, per hour   | \$29.50  |             | \$20.00                      |             | N/A                                |              |
| Bio-Hazard Clean Up   | \$25.00  |             | \$20.00                      |             | N/A                                |              |
|   | <b>Prices for years 2, 3 and 4 shall not exceed:</b>   |             |                              |             |                                    |              |
| Year 2  | 0%   |             | 1%                           |             | 2%                                 |              |
| Year 3  | 2%   |             | 1%                           |             | 2%                                 |              |
| Year 4  | 2%   |             | 2%                           |             | 2%                                 |              |
| Year 5  | 2%   |             | 2%                           |             | 5%                                 |              |

|  | Amazing Touch Cleaners       |             | Aztec Property Services<br>dba Aztec |                              |
|--|------------------------------|-------------|--------------------------------------|------------------------------|
|  | Monthly                      | Annual      | Monthly                              | Annual                       |
| 1. Ronald Reagan Building  | \$3,075.76                   | \$36,909.12 | \$4,750.00                           | \$57,000.00                  |
| 2. Sedgwick County Extension Office  | \$2,560.00                   | \$30,720.00 | \$2,560.00                           | \$30,720.00                  |
| Day(s) / Shift   | Additional Services          |             | Additional Services                  |                              |
| Monday thru Friday<br>1st Shift - per sq. ft.  | \$0.090                      |             | \$0.080                              |                              |
| Monday thru Friday<br>2nd Shift - per sq. ft.  | \$0.090                      |             | \$0.080                              |                              |
| Saturday and Sunday<br>1st Shift - per sq. ft.   | \$0.090                      |             | \$0.080                              |                              |
| Saturday and Sunday<br>2nd Shift - per sq. ft.   | \$0.090                      |             | \$0.080                              |                              |
| <b>Periodic Cleaning Service Rates</b> (Should include price per person, per hour, including equipment.<br>Prices to be utilized as an additional service or an elimination of service): |                              |             |                                      |                              |
| Dry Vapor Steam Clean: per sq. ft.   | \$0.12                       |             | \$0.35                               |                              |
| Grout Sealer: per sq. ft.  | \$0.15                       |             | \$1.50                               |                              |
| Stain Protector: per sq. ft.   | \$0.45                       |             | \$0.30                               |                              |
| Floor: Non-Carpet, tiled surface: Machine Scrub and Spray Buff (typically, no wax floors) per sq. ft.  | \$0.12                       |             | \$0.12                               |                              |
| Floor: Carpet, Clean by: extraction, agitation and shampoo per sq. ft.   | \$0.12                       |             | \$0.15                               |                              |
| Wall: tiled, stone wall panels or Acoustical wall clean and scrub per sq. ft.  | Included                     |             | \$0.25                               |                              |
| Upholstered chairs: Clean and shampoo each   | \$5.00                       |             | \$20.00                              |                              |
| <b>Service Call Rates:</b>   |                              |             |                                      |                              |
| Monday thru Friday (1st shift) per person, per hour  | \$14.00                      |             | \$27.00                              |                              |
| Monday thru Friday (2nd shift) per person, per hour  | \$14.00                      |             | \$27.00                              |                              |
| Saturday and Sunday (1st shift) per person, per hour   | \$14.00                      |             | \$27.00                              |                              |
| Saturday and Sunday (2nd shift) per person, per hour   | \$14.00                      |             | \$27.00                              |                              |
| Holidays per person, per hour  | \$16.00                      |             | \$35.00                              |                              |
| Bio-Hazard Clean Up  | \$16.00                      |             | \$35.00                              |                              |
| <b>Prices for years 2, 3 and 4 shall not exceed:</b>   |                              |             |                                      |                              |
| Year 2   | 1%                           |             | 2%                                   |                              |
| Year 3   | 1%                           |             | 2%                                   |                              |
| Year 4   | 2%                           |             | 2%                                   |                              |
| Year 5   | 3%                           |             | 2%                                   |                              |
| No Bids  | Wichita Maid Services        |             | Allcon Construction, LLC             | 4 State Maintenance Supply   |
|  | GG's Office Cleaning         |             | Clifton Cleaning Co.                 | P & E Building Services, LLC |
|  | Cutting Edge Resources, Inc. |             | Wilson Building Maintenance          | Servpro of Northeast Wichita |
|  | Jani-King of Wichita         |             |                                      |                              |

On the recommendation of Britt Rosencutter, on behalf of Facilities Maintenance, Tim Myers moved to **accept the proposal from Able Janitorial, Inc. and establish contract pricing at the rates listed above for one (1) year, with four (4) one year options to renew.** Jennifer Blasi seconded the motion. The vote passed three to two with Randy Bargdill and Angela Caudillo abstaining from the vote.

A review committee consisting of Curtis Kirkpatrick - DHHS Property Specialist, Jennifer Brantley - Extension Office, Nancy Delgado Appraiser's Office, David Perricone - Facilities Maintenance and Britt Rosencutter - Purchasing evaluated all proposals based on the criteria set forth in the RFP. Two (2) vendors were short-listed, Able Janitorial, Inc. and Harris' Dream Clean, LLC. After interviews with both proposers and checking the references provided, the committee unanimously chose Able Janitorial, Inc.

Note:  
Able Janitorial, Inc. is a locally owned and operated company. They are the current vendor at the Extension Office.

Approximate 2019 annual spend for Ronald Reagan Building = \$36,909.12.  
Approximate 2019 annual spend for the Extension Office = \$25,728.00.

#### Questions and Answers

Russell Leeds: It appears that these two are very close runners, obviously depending on the individual panel based on the needs of those particular facilities it appears to what it comes down to. Correct me if I'm wrong. Tell me if I'm right or wrong and tell me and explain to me the circumstances of this one.

David Perricone: I think what you're getting at is they came out differently because they're the same vendors and proposals. I'm going to say that it has a lot to do with the individuals on the committee. We were able to get more staff involved this time in breaking it up this way. So we got stakeholders from each building, if not each area. A lot of their scoring had to do with what they felt comfortable with based on what they knew on all available information. Dr. Brantley had more information than what the committee for the Main Courthouse had because she has firsthand experience with Able. The Main Courthouse had available information about Harris' that made them think they would be better than Able. I think it's very close.

Joe Thomas: Another factor in consideration was that, as David mentioned these things were broken up, we didn't want to get back into the same situation where we award to just the one vendor. Harris' had the bulk, the Courthouse. Both of them could have done this one particular one, I think the factor to consider was, could Harris' have also done this one whereas Able has had experience at the Extension Office? That was a deciding factor, right David?

David Perricone: Yes, I'm pretty sure either one could do this. But we don't want to put too much on one vendor. That was the whole point of breaking this up.

Russell Leeds: Other questions from the Board? Any comments from legal counsel on this item?

Mike Fessinger: All I will add to the discussion is that your role today is to make a best value judgment. Best value judgment isn't necessarily just based on the lowest price. You have a panel telling you at least in this situation the best value would be to go with Able. That said, if you wish to base your decision on price that would be sufficient reason for you to not follow the panel's recommendation and instead go with Harris'. I think you've received sufficient information to base a best value decision on Able as well.