

**INDIAN RIVER COUNTY
OFFICE OF MANAGEMENT AND BUDGET
PURCHASING DIVISION**

DATE: February 16, 2021

TO: BOARD OF COUNTY COMMISSIONERS

THROUGH: Jason E. Brown, County Administrator
Kristin Daniels, Director, Office of Management and Budget

FROM: Jennifer Hyde, Purchasing Manager

SUBJECT: Award of Bid 2021013 – Annual Custodial Services for County Buildings

BACKGROUND:

The county entered into custodial services contracts for county buildings in 2018 with the contracts due to expire on March 31, 2021. On behalf of the Public Works Department, sealed bids were solicited for custodial services, with contractors invited to submit on one or more of three geographical groupings, with the indication that firms would be selected for no more than one group. Group 1 is comprised of the Courthouse and Main Library; Group 2 is the Administration Complex (Buildings A and B and the Health Department); and, Group 3 is the 43rd Avenue and North County Offices. Term of award is anticipated to be one year, with two one-year renewal options available, subject to vendor acceptance, satisfactory performance and staff’s determination that a renewal would be in the best interest of the County.

Bid RESULTS:

Advertising Date: December 15, 2020
 Bid Opening Date: January 27, 2021
 DemandStar Broadcast to: 148 Subscribers
 Bid Documents Requested by: 21 Firms
 Replies: 23 Firms

Ten firms were disqualified during the public bid opening for failure to pass initial responsiveness requirements, therefore, their pricing was not read into the record or reviewed. One firm was subsequently disqualified for failing to provide evidence of required registration in the Department of Homeland Security E-Verify database. Bids for the remaining firms were provided to the department for review.

Bidder’s Name	Location	Annual Bid Group 1	Annual Bid Group 2	Annual Bid Group 3
High Sources, Inc.	Riverview	\$136,800.00	\$135,600.00	\$132,180.00
Clean Space, Inc.	Coral Springs	\$186,370.97	\$222,300.00	\$183,923.16
CER Signature Cleaning	Vero Beach	\$189,142.56	\$206,040.00	\$154,224.00

Bidder's Name	Location	Annual Bid Group 1	Annual Bid Group 2	Annual Bid Group 3
Image Companies	West Palm Beach	\$196,260.00	\$221,340.00	\$184,668.00
National Interior Solutions, LLC	Miami	\$198,368.64	\$240,844.20	NO BID
Bay Janitorial Services	Palm Harbor	\$210,474.48	\$264,421.80	\$264,719.52
Faster Than Sound	Rockledge	\$215,328.00	\$244,680.00	\$180,360.00
American Janitorial, Inc.	Umatilla	\$242,242.56	\$261,300.00	\$160,773.60
Stockton Maintenance Group, Inc.	West Palm Beach	\$257,645.16	\$283,684.08	\$233,710.08
Padegenis Cleaning Inc.	Titusville	\$281,632.20	\$274,956.00	\$280,340.88
LGC Global Energy FM, LLC	Detroit, MI	\$287,248.78	\$322,080.83	\$268,003.28
Kleen-Tech Services, LLC	Denver, CO	\$297,444.00	\$336,888.00	\$295,164.00
A + Commercial Maintenance	Kissimmee	\$311,096.16	\$363,600.00	\$283,116.00
3H Service System, Inc. (no E-Verify)	Buford, GA	\$226,376.64	\$264,268.92	\$183,354.48
CL Reynolds Incorporated	Tampa	<i>Did not submit final bid form (Add. 4)</i>		
Boro Building & Property Maintenance	Sarasota	<i>Disclosure notarized but not signed</i>		
Beachland Cleaning Service	Vero Beach	<i>Disclosure notarized but not signed</i>		
HHM Facility Management	Cape Coral	<i>Did not submit final bid form (Add. 4)</i>		
Contractors Enterprises	Kissimmee	<i>Did not submit final bid form (Add. 4)</i>		
RB&T	Mobile, AL	<i>Disclosure not signed or notarized</i>		
GAB Industrial Solutions	Symmes, AL	<i>Disclosure not notarized</i>		
W&G Maintenance	Palm Bay	<i>Forms not physically signed</i>		
Godfrey Environmental Contracts, LLC	Chipley	<i>Disclosure not notarized</i>		
Marsden South	Hollywood	<i>Disclosure notarized but not signed</i>		

ANALYSIS:

The bid documents indicated no firm would be awarded more than one geographical group, both to enable participation by smaller firms and to minimize the impact of any service failure by a single contractor. High Sources, Inc. submitted the lowest bid for each of the geographical groups, but is recommended for Group 2, as that represents the largest cost savings between the lowest and second lowest bids.

The department has determined the accepted bids to be responsive and responsible, and has recommended award of Group 1 to Clean Space, Inc.; Group 2 to High Sources, Inc. and Group 3 to CER Signature Cleaning.

The new annual cost represents decreases from current contracts as shown below, for a total estimated annual savings of \$159,568. The current agreements were awarded by RFP, with price

only a portion of the consideration. For Group 2, the current contract represented a 28% increase from the prior agreement, so staff believes the decrease in the current bid to be feasible.

Group	Current Annual Cost	Bid Annual Cost	Cost Decrease
Group 1 (Courthouse and Main Library)	\$195,708.96	\$186,370.97	4.8%
Group 2 (Health Department and Admin Buildings)	\$265,993.92	\$135,600.00	49%
Group 3 (43 rd Ave Complex and North County)	\$174,060.00	\$154,224.00	11.4%

FUNDING:

Funding for the custodial services is available in the General Fund, Facilities Management – Janitorial Services account, 00122019-033410.

RECOMMENDATION:

Staff recommends the Board award the custodial services to: Clean Space, Inc. (Group 1), High Sources, Inc. (Group 2) and CER Signature Cleaning (Group 3). Staff further recommends the Board approve the sample agreement and authorize the Chairman to execute it after review and approval by the County Attorney as to form and legal sufficiency and after the required certificates of insurance have been received and approved by the Risk Manager.

ATTACHMENT:

Sample Agreement