

**INDIAN RIVER COUNTY, FLORIDA  
MEMORANDUM**

**CONSENT**

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**TO:** Jason E. Brown, County Administrator  
**FROM:** Chuck Belcher, Facilities Manager  
**SUBJECT:** Approval of Second Extensions to Agreements for Custodial Service and Termination of American Janitorial Agreement  
**DATE:** January 13, 2020

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**BACKGROUND**

On March 6, 2018, the Board of County Commissioners awarded RFP 2018018 for Custodial Services to the five highest-ranked firms for each grouping of County facilities. The awards were for one year with options for two one-year renewals. On January 5, 2019, the Board approved extensions to all five existing agreements, valid through March 5, 2020.

On October 22, 2019, there were complaints reported to Facilities Management by the Tax Collectors Office of inefficient services at both their office located in Building B, and the offices located in Sebastian Corners, both provided by American Janitorial, Inc. The Facility Manager spoke with the contractor and they agreed to mutually separate as soon as other contractor/contractors were on-board. Beachland and CER Signature Cleaning agreed to assume the responsibilities effective Monday, November 25, 2019. Beachland currently provides janitorial services to the Administration Complex. This change will add the Tax Collectors office, located in the Administration Complex, onto Beachland's contract; adding an additional \$3,127.16 monthly charge to their contract. American Janitorial's monthly cost was \$1,880.00, which was lower, but Beachland also provides the services of a day porter for the entire admin complex, to keep up with daily cleaning. CER Signature Cleaning currently cleans the North County Library and has agreed to assume the responsibility of the North County Offices located at Sebastian Corners, as well. Their monthly cost for the additional cleaning will be \$1,875.00 compared to \$1,300.21 under the American Janitorial, Inc. contract.

Additionally, Facilities Management has been satisfied with the services provided by the four remaining firms and has requested execution of the second and final extension of each agreement.

Prices will remain the same as the last renewal with the exception of cleaning services assumed by Beachland Cleaning Service and CER Signature Cleaning. The additional locations for Beachland will add a cost of \$3,127.16 monthly/\$37,525.92 per year to their agreement. The same being said with CER Signature, an additional \$1,875.00 monthly/ \$22,500.00 per year will be added to their agreement. These changes will add a net increase of \$21,863.40 per year to the existing contract as a whole.

<b>Group</b>	<b>Firm</b>	<b>Location</b>	<b>Annual Price</b>
Group 1 (Courthouse and Main Library)	K's Commercial Cleaning	Port St. Lucie	\$195,708.96
Group 2 (Health Department and Admin Buildings)	Beachland Cleaning Service	Vero Beach	\$265,993.92
Group 3 (43 <sup>rd</sup> Ave Complex and Sheriff's General Services Modular Building K)	W&G Maintenance Corp.	Palm Bay	\$113,880.00
Group 4 (NC Library and North County Offices )	CER Signature Cleaning	Vero Beach	\$66,660.00
<b>TOTAL</b>			<b>\$642,242.88</b>

### **FUNDING**

Funding for Custodial Services is included in the Facilities Management Budget in Janitorial Services, Account No. 00122019-033410, as follows: for K's Commercial Cleaning \$195,708.96; for Beachland Cleaning Service \$265,993.92; for W&G Maintenance Corp. \$113,880.00; for CER Signature Cleaning \$66,660.00. The total cost for custodial Services is \$642,242.88.

### **RECOMMENDATION**

Staff requests the Board of County Commissioners approve the termination of the agreement with American Janitorial, Inc. Staff also requests the Board approve the Second Extensions to the Agreements and authorize the Chairman to execute them after the County attorney has approved them for content and legal sufficiency, and upon receipt and approval of required insurance by Risk Management.

### **ATTACHMENTS**

Second Extension – K's Commercial Cleaning  
 Second Extension – Beachland Cleaning Service  
 Second Extension – W&G Maintenance Corp  
 Second Extension – CER Signature Cleaning

### **APPROVED AGENDA ITEM FOR FEBRUARY 4, 2020**