

**REPORT FROM EVALUATION COMMITTEE  
REQUEST FOR PROPOSAL CUSTODIAL SERVICES AT VARIOUS CITY FACILITIES  
RFP #9300**

**Introduction**

The City of Fresno solicited proposals to provide custodial services at various City Facilities. Work to be performed at fifty-six (56) buildings, totaling approximately 376,248 interior square feet and exterior areas totaling approximately 52,133 square feet. The contract requires both day and evening shifts weekday staffing; weekend and holiday staffing is limited to the day-shift only. The contract consists of two sections (schedules); Schedule 1: Routine Custodial Work and Supplies and Schedule 2: Project Work Orders. The specifications do not allow splitting schedules, having more than one contract in place would create confusion throughout the City. The term of the contract is three years with two one-year extensions.

**Committee Members:**

Mark Johnson, Facilities Manager, Public Works  
Rene Watahira, Administrative Manager, Police Department Business Division  
Brian Russell Public Works Manager, Public Works  
Eric Schwartz, Management Analyst II, Department of Public Utilities/Water Operations  
Alma Torres, Senior Budget Analyst, Finance Department  
Robin O'Malley, Management Analyst III, Public Works Department/Facilities Management  
Nancy Cabrera, Law Office Assistant, City Attorney's Office  
Jean Thomas-Runnels, Senior Buyer, Purchasing Finance Division – Facilitator

**Evaluation by Committee**

**Recommendation:**

The Committee recommends award of a three-year (3) contract with two (2) one-year extensions to Geil Enterprises dba Janitorial Inc. of Fresno, CA.

ABM On Site Services of Fresno, CA; Submitted the highest proposal in the amount of \$709,812.00. The committee found the proposer to be non-responsive due to various documents which were missing from the proposal, (Checklist and Corporate Signature Authorization). Specifications stated that a proposer must have a minimum of three (3) years commercial experience and/or municipal custodial service under the current business name of similar scope and size. Proposer stated the company has only been under this name for two (2) years, even though they were listed under the former name of ABM Janitorial for one hundred and one (101) years. Under ABM Janitorial they have a long and extensive history in providing custodial services. The committee reviewed this proposal and determined that this proposer is non-responsible and found non-responsive, to the specifications.

Commercial Cleaning Systems of Fresno, CA; Submitted the second highest price of \$623,820.00. This proposer is the current supplier for various City locations and service has been inadequate. The proposer has two account managers supposedly assigned to cover City Hall and various locations but no one person has been designated on site at a supervisory level. This proposer didn't provide information on how many employees would be assigned to various locations. The current contract for service at various locations is \$578,330.76, which is \$45,489.24 below the submitted proposal amount and an almost 8% increase over Geil Enterprises dba Janitorial Inc. of Fresno, CA. Facilities noted the poor service that various locations were receiving and tried to reach a compromise but supplier is only reactionary in their efforts. However, when this proposer is given a direct task of service to perform, they complete it efficiently. Service to various locations has declined and the supplier takes no initiative to service without a direct order. The committee found this proposer complied with all specifications. Their references were checked.

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Geil Enterprises dba Janitorial Inc. of Fresno, CA; Submitted the second lowest price in the amount of \$531,671.40. This proposer also submitted a separate price for 2016 in the amount of \$552,989.64. The committee found this proposal to be in compliance with all the requirements in the RFP. The City requested an on-site visit to see one of their customers; the Fresno County Office of Education Building, services appeared to be adequate. This proposer has a 24 hour central operation station and stated they would have a supervisor assigned based on geography. This proposer has been in business over twenty six (26) years and would assign thirty (30) Commercial Janitors to the various locations. Taking into account the California Labor Code Sections (1060-1065) Displaced Janitor Opportunity Act, no current employees would lose their positions. Their submitted references were contacted and the responses given for their overall performance was good.

Imperial Maintenance Services, Inc. of Stockton, CA; Submitted the third lowest proposal in the amount of \$588,666.72. The committee found the proposer to be non-responsive due to missing documentation from the proposal, (Corporate Signature Authorization). The committee reviewed this proposal and determined that this proposer is non-responsive and found non-responsive, to the specifications.

Rainbow Brite Industrial Services, LLC. of Lemoore, CA. Submitted the lowest price of \$523,158.60 This proposal was very good and the committee would encourage them to participate in other proposals for this type of service. However, this proposer submitted a proposal for the City Hall RFP and was very high but low on the various locations which leave this questionable to the committee and they were not able to clarify the hours per facility. This proposer stressed that in order to do any carpet cleaning they would have to outsource, since they do not do in house and this would cause a price change. This proposer does not have a recycling program in place but stated they could implement one if given the contract. The City requested an on-site visit to see one of their customers; the Fresno Airport Terminal, TSA section. This was a small one office area, no comparison to City Hall. However, the building cleanliness was good. The references were checked and their overall performance was good.

**Conclusion**

Geil Enterprises dba Janitorial Inc. submitted the proposal that complied with the specifications, meeting the interest of the City and the objectives of this project with the best proposal price. Their proposal meets all the RFP requirements and offers the best value to the City. This was based on the size of the company, past performances, and ability meet the requirements of the contract. During the proposal evaluation, staff determined that Lincoln Training Center provides the most responsive proposal to the City's needs and requirements. The committee, therefore, recommends award of the contract to Geil Enterprises dba Janitorial Inc. of Fresno.

Attachments:

Summary of Information submitted by proposers.

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