



Agenda Report Form

Open Session Item

SUBJECT: Contract Award (PUR-1611) Janitorial Services for Washington County

PRESENTATION DATE: August 8, 2023

PRESENTATION BY: Brandi Naugle, CPPB, Buyer, Purchasing Department; Danny Hixon, Deputy Director, Buildings, Grounds and Facilities

RECOMMENDED MOTION: Move to award the Janitorial Services contract to the responsible, responsive, bidder under Option No. 1 to Jasso Maintenance LLC, of Rockville, MD for the total amount of \$285,118 annually and unit cost as follows: Additional carpet cleaning as required (per square foot) \$.11, Hourly labor rate per person for additional services as required, regular rate per hour \$17.00, and Hourly labor rate per person for additional services as required Saturdays, Sundays and Holidays \$17.00.

REPORT-IN-BRIEF: The County accepted bids for the Janitorial Services on April 26, 2023. The bid was advertised on the State of Maryland's "*eMaryland Marketplace*" (eMMA) website and the County's website, and in the local newspaper. Sixty-Two (62) persons/companies registered and downloaded the bid document online and twelve (12) bids were received; one bid was deemed non-responsive. The contract term is for one (1) year with an option by the County to renew for up to four (4) additional consecutive one (1) year periods tentatively commencing September 2023. The County reserves the right to accept or reject any request for renewal by the Bidder and any increase in monthly costs for each specified building.

DISCUSSION: N/A

FISCAL IMPACT: Funds are budgeted for these services within each using department's FY'24 operating budget account under maintenance services.

CONCURRENCES: Public Works Director

ALTERNATIVES: N/A

ATTACHMENTS: Bid Tabulation Matrix

AUDIO/VISUAL NEEDS: N/A

**PUR-1611
Janitorial Services**

OPTION NO. 1: To award Location Nos. 1 to 8 to one (1) contractor

Associated Building Maintenance Co., Inc. Crofton, MD	Beck & Call Professional Services, LLC Baltimore, MD	Diversified Services Group, Inc. Germantown, MD	FEF Cleaning, Inc. Hollisopple, PA
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Location No. 1 - County Administration Complex:

A - Annual Price	\$96,370.07	\$74,400.00	\$73,468.52	\$46,050.00
B - Annual Strip/Wax & Buff Hard Floors	\$1,471.75	\$5,540.00	\$368.42	\$200.00
C - Annual Window Cleaning	\$4,482.50	\$3,025.00	\$1,520.00	\$250.00
Sub-Total Annual Price (A, B, & C Location No. 1)	* \$102,324.32	* \$82,965.00	* \$75,356.94	* \$46,500.00

Location No. 2 - Court House & Court House Annex:

A - Annual Price	\$92,230.58	\$77,040.00	\$71,631.81	\$49,928.00
B - Annual Strip/Wax & Buff Hard Floors	\$174.00	\$1,008.00	\$203.71	\$100.00
C - Annual Window Cleaning	\$3,036.00	\$1,010*	\$752.50	\$50.00
Sub-Total Annual Price (A, B, & C Location No. 2)	* \$95,440.58*	* \$78,048.00*	* \$72,588.02	* \$50,078.00

Location No. 3 - Administrative Annex Building:

A - Annual Price	\$32,040.23	\$37,800.00	\$23,877.27	\$14,976.00
B - Annual Strip/Wax & Buff Hard Floors	\$186.00	\$350.00	\$54.32	\$50.00
C - Annual Window Cleaning	\$1,409.10	\$400.00	\$0.00	\$50.00
Sub-Total Annual Price (A, B, & C Location No. 3)	* \$33,635.33	* \$38,550.00	* \$23,931.59	* \$15,076.00

**PUR-1611
Janitorial Services**

OPTION NO. 1: To award Location Nos. 1 to 8 to one (1) contractor

Associated Building Maintenance Co., Inc. Crofton, MD	Beck & Call Professional Services, LLC Baltimore, MD	Diversified Services Group, Inc. Germantown, MD	FEF Cleaning, Inc. Hollisopple, PA
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Location No. 4 - County Office Building:

A - Annual Price	\$72,945.24	\$61,176.00	\$55,101.39	\$39,560.00
B - Annual Strip/Wax & Buff Hard Floors	\$2,653.00	\$900.00	\$1,162.21	\$500.00
C - Annual Window Cleaning	\$1,133.00	\$300.00	\$102.50	\$50.00
Sub-Total Annual Price (A, B, & C Location No. 4)	* \$76,731.24	* \$62,376.00	* \$56,366.10	* \$40,110.00

Location No. 5 - Extension Services Office Building/Rural Heritage Museum Office:

A - Annual Price	\$25,488.04	\$22,800.00	\$18,367.13	\$11,520.00
B - Annual Strip/Wax & Buff Hard Floors	\$529.50	\$300.00	\$154.64	\$250.00
C - Annual Window Cleaning	\$250.00	\$300.00	\$0.00	\$50.00
Sub-Total Annual Price (A, B, & C Location No. 5)	* \$26,267.54	* \$23,400.00	* \$18,521.77	* \$11,820.00

Location No. 6 - Division of Emergency Services:

A - Annual Price	\$25,488.04	\$24,000.00*	\$18,367.13	\$21,520.00
B - Annual Strip/Wax & Buff Hard Floors	\$261.60	\$300.00	\$0.00	\$500.00
C - Annual Window Cleaning	\$1,287.00	\$300.00	\$0.00	\$50.00
Sub-Total Annual Price (A, B, & C Location No. 6)	* \$27,036.64	* \$24,600.00*	* \$18,367.13	* \$22,070.00

**PUR-1611
Janitorial Services**

OPTION NO. 1: To award Location Nos. 1 to 8 to one (1) contractor

Associated Building Maintenance Co., Inc. Crofton, MD	Beck & Call Professional Services, LLC Baltimore, MD	Diversified Services Group, Inc. Germantown, MD	FEF Cleaning, Inc. Hollsopple, PA
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Location No. 7 - Women, Infants & Children (WIC) and Distribution Center Warehouse Location:

A - Annual Price	\$16,483.26	\$33,543.00	\$13,775.35	\$34,560.00
B - Annual Strip/Wax & Buff Hard Floors	\$2,000.00	\$600.00	\$0.00	\$500.00
C - Annual Window Cleaning	\$606.10	\$400.00*	\$0.00	\$50.00
Sub-Total Annual Price (A, B, & C Location No. 7)	* \$19,089.36	* \$34,543.00*	* \$13,775.35	* \$35,110.00

Location No. 8 - Sheriff's Department:

A - Annual Price	\$22,486.44	\$36,639.96	\$18,367.13	\$11,520.00
B - Annual Strip/Wax & Buff Hard Floors	\$1,120.00	\$990.00	\$0.00	\$200.00
C - Annual Window Cleaning	\$1,274.90	\$300.00	\$0.00	\$50.00
Sub-Total Annual Price (A, B, & C Location No. 8)	* \$24,881.34	* \$37,929.96	* \$18,367.13	* \$11,770.00
TOTAL LUMP SUM BID for OPTION NO. 1: (Sum of * items Location Nos. 1 through 8)	\$405,406.35*	\$382,411.96*	\$297,274.03	\$232,534.00

**PUR-1611
Janitorial Services**

OPTION NO. 2: To award Location Nos. 1 to 8 to one (1) contractor

Associated Building Maintenance Co., Inc. Crofton, MD	Beck & Call Professional Services, LLC Baltimore, MD	Diversified Services Group, Inc. Germantown, MD	FEF Cleaning, Inc. Hollsopple, PA
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Location No. 1 - County Administration Complex:

A - Annual Price	\$109,136.13	No Bid	\$73,468.52	\$46,050.00
B - Annual Strip/Wax & Buff Hard Floors	\$1,189.25	No Bid	\$368.42	\$200.00
C - Annual Window Cleaning (Interior)	\$4,686.25	No Bid	\$1,520.00	\$250.00
Sub-Total Annual Price (A, B, & C Location No. 1)	\$115,011.63*	No Bid	\$75,356.94	\$46,500.00

Location No. 2 - Court House & Court House Annex:

A - Annual Price	\$107,844.48	No Bid	\$71,631.81	\$49,928.00
B - Annual Strip/Wax & Buff Hard Floors	\$232.00	No Bid	\$203.71	\$100.00
C1 - Annual Window Cleaning	\$3,174.00	No Bid	\$752.50	\$50.00
Sub-Total Annual Price (A, B, & C Location No. 2)	\$111,250.48	No Bid	\$72,588.02	\$50,078.00

Location No. 3 - Administrative Annex Building:

A - Annual Price	\$36,219.52	No Bid	\$23,877.27	\$14,976.00
B - Annual Strip/Wax & Buff Hard Floors	\$248.00	No Bid	\$54.32	\$50.00
C - Annual Window Cleaning	\$1,473.15	No Bid	\$0.00	\$50.00
Sub-Total Annual Price (A, B, & C Location No. 3)	\$37,940.67	No Bid	\$23,931.59	\$15,076.00

**PUR-1611
Janitorial Services**

Associated Building Maintenance Co., Inc. Crofton, MD	Beck & Call Professional Services, LLC Baltimore, MD	Diversified Services Group, Inc. Germantown, MD	FEF Cleaning, Inc. Hollsopple, PA
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Location No. 4 - County Office Building:

A - Annual Price	\$82,584.47	No Bid	\$55,101.39	\$39,560.00
B - Annual Strip/Wax & Buff Hard Floors	\$3,979.50	No Bid	\$1,162.21	\$500.00
C - Annual Window Cleaning	\$1,184.50	No Bid	\$102.50	\$50.00
Sub-Total Annual Price (A, B, & C Location No. 4)	\$87,748.47*	No Bid	\$56,366.10	\$40,110.00

Location No. 5 - Extension Services Office Building/Rural Heritage Museum Office:

A - Annual Price	\$28,792.60	No Bid	\$18,367.13	\$11,520.00
B - Annual Strip/Wax & Buff Hard Floors	\$706.00	No Bid	\$154.64	\$250.00
C - Annual Window Cleaning	\$250.00	No Bid	\$0.00	\$50.00
Sub-Total Annual Price (A, B, & C Location No. 5)	\$29,748.60	No Bid	\$18,521.77	\$11,820.00

Location No. 6 - Division of Emergency Services Facility:

A - Annual Price	\$28,792.60	No Bid	\$18,367.13	\$21,520.00
B - Annual Window Cleaning	\$348.80	No Bid	\$0.00	\$500.00
C - Annual Strip/Wax & Buff Hard Floors	\$1,345.50	No Bid	\$0.00	\$50.00
Sub-Total Annual Price (A, B, & C Location No. 6)	\$30,486.90	No Bid	\$18,367.13	\$22,070.00

**PUR-1611
Janitorial Services**

Associated Building Maintenance Co., Inc. Crofton, MD	Beck & Call Professional Services, LLC Baltimore, MD	Diversified Services Group, Inc. Germantown, MD	FEF Cleaning, Inc. Hollsopple, PA
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Location No. 7 - Women Infants & Children (WIC) Location:

A - Annual Price	\$18,585.86	No Bid	\$13,775.35	\$34,560.00
B - Annual Window Cleaning	\$3,000.00	No Bid	\$0.00	\$500.00
C - Annual Strip/Wax & Buff Hard Floors	\$633.65	No Bid	\$0.00	\$50.00
Sub-Total Annual Price (A, B, & C Location No. 7)	\$22,219.51	No Bid	\$13,775.35	\$35,110.00

Location No. 8 - Sheriff's Department

A - Annual Price	\$25,390.36	No Bid	\$18,367.13	\$11,520.00
B - Annual Strip/Wax & Buff Hard Floors	\$1,440.00	No Bid	\$0.00	\$200.00
C - Annual Window Cleaning	\$1,332.85	No Bid	\$0.00	\$50.00
Sub-Total Annual Price (A, B, & C Location No. 8)	\$28,163.21	No Bid	\$18,367.13	\$11,770.00

ADDITIONAL OPTIONAL RATES:

Additional Carpet Cleaning, as required (per square foot)	\$0.215	No Bid	\$0.25	\$0.50
Hourly Labor Rate per person for Additional Services as required. Regular (per hour)	\$28.78	No Bid	\$17.52	\$15.00
Hourly Labor Rate per person for Additional Services as required Saturdays, Sundays and Holidays: (per hour)	\$46.26	No Bid	\$26.26	\$23.00

**Corrected Claculations Based on Unit Pricing*

**PUR-1611
Janitorial Services**

OPTION NO. 1: To award Location Nos. 1 to 8 to one (1) contractor

Golden, Inc. Towson, MD	Islas General Cleaning Services Gaithersburg, MD	Jasso Maintenance, LLC Rockville, MD	L.T. Services, Inc. Falls Church, VA
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Location No. 1 - County Administration Complex:

A - Annual Price	\$62,400.00	\$65,000.00	\$70,584.00	\$115,268.52
B - Annual Strip/Wax & Buff Hard Floors	\$1,080.00	\$10,000.00	\$925.00	\$1,712.57
C - Annual Window Cleaning	\$2,400.00	\$60,500.00*	\$1,000.00	\$3,630.00
Sub-Total Annual Price (A, B, & C Location No. 1)	* \$65,880.00	* \$135,500.00*	* \$72,509.00	* \$120,611.09

Location No. 2 - Court House & Court House Annex:

A - Annual Price	\$52,800.00	\$65,000.00	\$68,952.00	\$111,894.84
B - Annual Strip/Wax & Buff Hard Floors	\$1,200.00	\$10,000.00	\$383.00	\$1,213.85
C - Annual Window Cleaning	\$800.00	\$6,500.00	\$1,000.00	\$10,780.00
Sub-Total Annual Price (A, B, & C Location No. 2)	* \$54,800.00	* \$81,500.00	* \$70,335.00	* \$123,888.69

Location No. 3 - Administrative Annex Building:

A - Annual Price	\$36,000.00	\$25,000.00	\$23,568.00	\$42,570.00
B - Annual Strip/Wax & Buff Hard Floors	\$700.00	\$8,000.00	\$136.00	\$300.78
C - Annual Window Cleaning	\$400.00	\$6,000.00	\$500.00	\$660.00
Sub-Total Annual Price (A, B, & C Location No. 3)	* \$37,100.00	* \$39,000.00	* \$24,204.00	* \$43,530.78

**PUR-1611
Janitorial Services**

OPTION NO. 1: To award Location Nos. 1 to 8 to one (1) contractor

Golden, Inc. Towson, MD	Islas General Cleaning Services Gaithersburg, MD	Jasso Maintenance, LLC Rockville, MD	L.T. Services, Inc. Falls Church, VA
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Location No. 4 - County Office Building:

A - Annual Price	\$52,800.00	\$60,000.00	\$53,040.00	\$90,186.72
B - Annual Strip/Wax & Buff Hard Floors	\$1,000.00	\$6,500.00	\$2,918.00	\$4,817.46
C - Annual Window Cleaning	\$600.00	\$4,500.00	\$1,000.00	\$3,300.00
Sub-Total Annual Price (A, B, & C Location No. 4)	* \$54,400.00	* \$71,000.00	* \$56,958.00	* \$98,304.18

Location No. 5 - Extension Services Office Building/Rural Heritage Museum Office:

A - Annual Price	\$33,600.00	\$25,000.00	\$17,544.00	\$33,923.88
B - Annual Strip/Wax & Buff Hard Floors	\$800.00	\$8,000.00	\$388.00	\$921.01
C - Annual Window Cleaning	\$500.00	\$6,000.00	\$500.00	\$2,486.00
Sub-Total Annual Price (A, B, & C Location No. 5)	* \$34,900.00	* \$39,000.00	* \$18,432.00	* \$37,330.89

Location No. 6 - Division of Emergency Services:

A - Annual Price	\$16,800.00	\$25,000.00	\$17,544.00	\$32,779.32
B - Annual Strip/Wax & Buff Hard Floors	\$400.00	\$8,000.00	\$388.00	\$427.87
C - Annual Window Cleaning	\$300.00	\$6,000.00	\$500.00	\$660.00
Sub-Total Annual Price (A, B, & C Location No. 6)	* \$17,500.00	* \$39,000.00	* \$18,432.00	* \$33,867.19

**PUR-1611
Janitorial Services**

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Golden, Inc. Towson, MD	Islas General Cleaning Services Gaithersburg, MD	Jasso Maintenance, LLC Rockville, MD	L.T. Services, Inc. Falls Church, VA
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Location No. 7 - Women, Infants & Children (WIC) and Distribution Center Warehouse Location:

A - Annual Price	\$49,200.00	\$70,000.00	\$11,424.00	\$32,204.16
B - Annual Strip/Wax & Buff Hard Floors	\$800.00	\$10,000.00	\$200.00	\$3,635.50
C - Annual Window Cleaning	\$500.00	\$5,000.00	\$500.00	\$660.00
Sub-Total Annual Price (A, B, & C Location No. 7)	* \$50,500.00	* \$85,000.00	* \$12,124.00	* \$36,499.66*

Location No. 8 - Sheriff's Department

A - Annual Price	\$44,400.00	\$40,000.00	\$11,424.00	\$34,959.24
B - Annual Strip/Wax & Buff Hard Floors	\$1,000.00	\$7,000.00	\$200.00	\$1,423.36
C - Annual Window Cleaning	\$400.00	\$4,500.00	\$500.00	\$5,522.00
Sub-Total Annual Price (A, B, & C Location No. 8)	* \$45,800.00*	* \$51,500.00	* \$12,124.00	* \$41,904.60
TOTAL LUMP SUM BID for OPTION NO. 1: (Sum of * items Location Nos. 1 through 8)	\$360,880.00*	\$541,500.00*	\$285,118.00	\$535,937.08*

**PUR-1611
Janitorial Services**

OPTION NO. 2: To award Location Nos. 1 to 8 to one (1) contractor

Golden, Inc. Towson, MD	Islas General Cleaning Services Gaithersburg, MD	Jasso Maintenance, LLC Rockville, MD	L.T. Services, Inc. Falls Church, VA
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Location No. 1 - County Administration Complex:

A - Annual Price	\$62,400.00	No Bid	\$70,584.00	\$109,430.64
B - Annual Strip/Wax & Buff Hard Floors	\$1,080.00	No Bid	\$925.00	\$1,712.57
C1 - Annual Window Cleaning (Interior)	\$2,400.00	No Bid	\$1,000.00	\$3,630.00
Sub-Total Annual Price (A, B, & C Location No. 1)	\$65,880.00	No Bid	\$72,509.00	\$114,773.21

Location No. 2 - Court House & Court House Annex:

A - Annual Price	\$52,800.00	No Bid	\$68,952.00	\$107,238.96
B - Annual Strip/Wax & Buff Hard Floors	\$1,200.00	No Bid	\$383.00	\$1,213.85
C1 - Annual Window Cleaning	\$800.00	No Bid	\$1,000.00	\$10,780.00
Sub-Total Annual Price (A, B, & C Location No. 2)	\$54,800.00	No Bid	\$70,335.00	\$119,232.81

Location No. 3 - Administrative Annex Building:

A - Annual Price	\$36,000.00	No Bid	\$23,568.00	\$35,655.96
B - Annual Strip/Wax & Buff Hard Floors	\$700.00	No Bid	\$136.00	\$300.78
C1 - Annual Window Cleaning	\$400.00	No Bid	\$500.00	\$660.00
Sub-Total Annual Price (A, B, & C Location No. 3)	\$37,100.00	No Bid	\$24,204.00	\$36,616.74

**PUR-1611
Janitorial Services**

Golden, Inc. Towson, MD	Islas General Cleaning Services Gaithersburg, MD	Jasso Maintenance, LLC Rockville, MD	L.T. Services, Inc. Falls Church, VA
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Location No. 4 - County Office Building:

A - Annual Price	\$52,800.00	No Bid	\$53,040.00	\$84,348.72
B - Annual Strip/Wax & Buff Hard Floors	\$1,200.00	No Bid	\$2,918.00	\$4,817.46
C - Annual Window Cleaning	\$800.00	No Bid	\$1,000.00	\$3,300.00
Sub-Total Annual Price (A, B, & C Location No. 4)	\$54,800.00	No Bid	\$56,958.00	\$92,466.18

Location No. 5 - Extension Services Office Building/Rural Heritage Museum Office:

A - Annual Price	\$33,600.00	No Bid	\$17,544.00	\$26,549.04
B - Annual Strip/Wax & Buff Hard Floors	\$800.00	No Bid	\$388.00	\$921.01
C - Annual Window Cleaning	\$500.00	No Bid	\$500.00	\$2,486.00
Sub-Total Annual Price (A, B, & C Location No. 5)	\$34,900.00	No Bid	\$18,432.00	\$29,956.05

Location No. 6 - Division of Emergency Services Facility:

A - Annual Price	\$16,800.00	No Bid	\$17,544.00	\$26,941.32
B - Annual Window Cleaning	\$400.00	No Bid	\$388.00	\$660.00
C - Annual Strip/Wax & Buff Hard Floors	\$300.00	No Bid	\$500.00	\$427.87
Sub-Total Annual Price (A, B, & C Location No. 6)	\$17,500.00	No Bid	\$18,432.00	\$28,029.19

**PUR-1611
Janitorial Services**

Golden, Inc. Towson, MD	Islas General Cleaning Services Gaithersburg, MD	Jasso Maintenance, LLC Rockville, MD	L.T. Services, Inc. Falls Church, VA
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Location No. 7 - Women Infants & Children (WIC) Location:

A - Annual Price	\$49,200.00	No Bid	\$11,424.00	\$25,981.68
B - Annual Window Cleaning	\$800.00	No Bid	\$200.00	\$660.00
C - Annual Strip/Wax & Buff Hard Floors	\$500.00	No Bid	\$500.00	\$3,635.50
Sub-Total Annual Price (A, B, & C Location No. 7)	\$50,500.00	No Bid	\$12,124.00	\$30,277.18

Location No. 8 - Sheriff's Department

A - Annual Price	\$44,400.00	No Bid	\$11,424.00	\$29,121.24
B - Annual Strip/Wax & Buff Hard Floors	\$1,000.00	No Bid	\$200.00	\$1,423.36
C - Annual Window Cleaning	\$400.00	No Bid	\$500.00	\$5,522.00
Sub-Total Annual Price (A, B, & C Location No. 8)	\$45,800.00*	No Bid	\$12,124.00	\$36,066.60

ADDITIONAL OPTIONAL RATES:

Additional Carpet Cleaning, as required (per square foot)	No Bid	\$0.60	\$0.11	\$0.22
Hourly Labor Rate per person for Additional Services as required. Regular (per hour)	No Bid	\$120.00	\$17.00	\$30.00
Hourly Labor Rate per person for Additional Services as required Saturdays, Sundays and Holidays: (per hour)	No Bid	\$160.00	\$17.00	\$50.00

**PUR-1611
Janitorial Services**

OPTION NO. 1: To award Location Nos. 1 to 8 to one (1) contractor

P2 Cleaning Services, LLC Laurel, MD	Queen of Clean DMV Falling Waters, WV	Sentral Services, LLC Kengington, MD	SG & Associates, LLC Hagerstown, MD
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Location No. 1 - County Administration Complex:

A - Annual Price	\$88,155.48	\$46,805.99	\$85,613.28	\$74,534.40
B - Annual Strip/Wax & Buff Hard Floors	\$1,051.25	\$330.00	\$1,682.00	\$250.00
C - Annual Window Cleaning	\$3,862.70	\$440.00	\$2,489.00	\$200.00
Sub-Total Annual Price (A, B, & C Location No. 1)	* \$93,069.43	* \$47,575.99	* \$89,784.28	* \$74,984.40

Location No. 2 - Court House & Court House Annex:

A - Annual Price	\$85,951.59	\$66,275.55	\$83,570.77	\$54,503.28
B - Annual Strip/Wax & Buff Hard Floors	\$769.00	\$302.50	\$930.00	\$250.00
C - Annual Window Cleaning	\$1,782.20	\$165.00	\$860.00	\$200.00
Sub-Total Annual Price (A, B, & C Location No. 2)	* \$88,502.79	* \$66,743.05	* \$85,360.77	* \$54,953.28

Location No. 3 - Administrative Annex Building:

A - Annual Price	\$28,650.53	\$16,775.28	\$28,024.00	\$18,633.60
B - Annual Strip/Wax & Buff Hard Floors	\$450.00	\$110.00	\$310.00	\$100.00
C - Annual Window Cleaning	\$800.00	No Bid	\$700.00	\$100.00
Sub-Total Annual Price (A, B, & C Location No. 3)	* \$29,900.53	* \$16,885.28	* \$29,034.00	* \$18,833.60

**PUR-1611
Janitorial Services**

OPTION NO. 1: To award Location Nos. 1 to 8 to one (1) contractor

P2 Cleaning Services, LLC Laurel, MD	Queen of Clean DMV Falling Waters, WV	Sentral Services, LLC Kengington, MD	SG & Associates, LLC Hagerstown, MD
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Location No. 4 - County Office Building:

A - Annual Price	\$66,116.61	\$50,136.35	\$64,597.67	\$41,925.60
B - Annual Strip/Wax & Buff Hard Floors	\$2,653.00	\$550.00	\$5,040.70	\$250.00
C - Annual Window Cleaning	\$780.00	\$55.00	\$300.00	\$100.00
Sub-Total Annual Price (A, B, & C Location No. 4)	* \$69,549.61	* \$50,741.35	* \$69,938.37	* \$42,275.60

Location No. 5 - Extension Services Office Building/Rural Heritage Museum Office:

A - Annual Price	\$22,038.87	\$16,885.55	\$21,728.94	\$18,633.60
B - Annual Strip/Wax & Buff Hard Floors	\$450.00	\$165.00	\$882.50	\$150.00
C - Annual Window Cleaning	\$350.00	No Bid	\$300.00	\$100.00
Sub-Total Annual Price (A, B, & C Location No. 5)	* \$22,838.87	* \$17,050.55	* \$22,911.44	* \$18,883.60

Location No. 6 - Division of Emergency Services:

A - Annual Price	\$22,038.87	\$26,400.00	\$23,203.96	\$18,633.60
B - Annual Strip/Wax & Buff Hard Floors	\$2,400.00	\$440.00	\$436.00	\$150.00
C - Annual Window Cleaning	\$300.00	\$65.00	\$300.00	\$100.00
Sub-Total Annual Price (A, B, & C Location No. 6)	* \$24,738.87	* \$26,905.00	* \$23,939.96	* \$18,883.60

**PUR-1611
Janitorial Services**

OPTION NO. 1: To award Location Nos. 1 to 8 to one (1) contractor

P2 Cleaning Services, LLC Laurel, MD	Queen of Clean DMV Falling Waters, WV	Sentral Services, LLC Kengington, MD	SG & Associates, LLC Hagerstown, MD
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Location No. 7 - Women, Infants & Children (WIC) and Distribution Center Warehouse Location:

A - Annual Price	\$55,097.17	\$47,685.55	\$46,649.97	\$27,950.40
B - Annual Strip/Wax & Buff Hard Floors	\$2,000.00	\$550.00	\$3,800.00	\$200.00
C - Annual Window Cleaning	\$300.00	No Bid	\$350.00	\$100.00
Sub-Total Annual Price (A, B, & C Location No. 7)	* \$57,397.17	* \$48,235.55	* \$50,799.97	* \$28,250.40

Location No. 8 - Sheriff's Department

A - Annual Price	\$27,548.59	\$23,842.78	\$22,407.69	\$37,267.20
B - Annual Strip/Wax & Buff Hard Floors	\$640.00	\$275.00	\$1,280.00	\$250.00
C - Annual Window Cleaning	\$750.00	No Bid	\$384.00	\$100.00
Sub-Total Annual Price (A, B, & C Location No. 8)	* \$28,938.59	* \$24,117.78	* \$24,071.69	* \$37,617.20
TOTAL LUMP SUM BID for OPTION NO. 1: (Sum of * items Location Nos. 1 through 8)	\$414,935.86*	\$298,254.55*	\$395,840.48	\$294,681.68

**PUR-1611
Janitorial Services**

OPTION NO. 2: To award Location Nos. 1 to 8 to one (1) contractor

P2 Cleaning Services, LLC Laurel, MD	Queen of Clean DMV Falling Waters, WV	Sentral Services, LLC Kengington, MD	SG & Associates, LLC Hagerstown, MD
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Location No. 1 - County Administration Complex:

A - Annual Price	\$89,918.58	No Bid	No Bid	\$74,534.40
B - Annual Strip/Wax & Buff Hard Floors	\$1,051.25	No Bid	No Bid	\$250.00
C1 - Annual Window Cleaning (Interior)	\$3,862.70	No Bid	No Bid	\$200.00
Sub-Total Annual Price (A, B, & C Location No. 1)	\$94,832.53	No Bid	No Bid	\$74,984.40

Location No. 2 - Court House & Court House Annex:

A - Annual Price	\$87,670.62	No Bid	No Bid	\$54,503.28
B - Annual Strip/Wax & Buff Hard Floors	\$769.00	No Bid	No Bid	\$250.00
C1 - Annual Window Cleaning	\$1,782.20	No Bid	No Bid	\$200.00
Sub-Total Annual Price (A, B, & C Location No. 2)	\$90,221.82	No Bid	No Bid	\$54,953.28

Location No. 3 - Administrative Annex Building:

A - Annual Price	\$29,223.54	No Bid	No Bid	\$18,633.60
B - Annual Strip/Wax & Buff Hard Floors	\$450.00	No Bid	No Bid	\$100.00
C1 - Annual Window Cleaning	\$800.00	No Bid	No Bid	\$100.00
Sub-Total Annual Price (A, B, & C Location No. 3)	\$30,473.54	No Bid	No Bid	\$18,833.60

**PUR-1611
Janitorial Services**

P2 Cleaning Services, LLC Laurel, MD	Queen of Clean DMV Falling Waters, WV	Sentral Services, LLC Kengington, MD	SG & Associates, LLC Hagerstown, MD
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Location No. 4 - County Office Building:

A - Annual Price	\$67,438.94	No Bid	No Bid	\$41,925.60
B - Annual Strip/Wax & Buff Hard Floors	\$2,653.00	No Bid	No Bid	\$250.00
C - Annual Window Cleaning	\$780.00	No Bid	No Bid	\$100.00
Sub-Total Annual Price (A, B, & C Location No. 4)	\$70,871.94	No Bid	No Bid	\$42,275.60

Location No. 5 - Extension Services Office Building/Rural Heritage Museum Office:

A - Annual Price	\$22,479.65	No Bid	No Bid	\$18,633.60
B - Annual Strip/Wax & Buff Hard Floors	\$450.00	No Bid	No Bid	\$150.00
C - Annual Window Cleaning	\$350.00	No Bid	No Bid	\$100.00
Sub-Total Annual Price (A, B, & C Location No. 5)	\$23,279.65	No Bid	No Bid	\$18,883.60

Location No. 6 - Division of Emergency Services Facility:

A - Annual Price	\$22,479.65	No Bid	No Bid	\$18,633.60
B - Annual Window Cleaning	\$2,400.00	No Bid	No Bid	\$150.00
C - Annual Strip/Wax & Buff Hard Floors	\$300.00	No Bid	No Bid	\$100.00
Sub-Total Annual Price (A, B, & C Location No. 6)	\$25,179.65	No Bid	No Bid	\$18,883.60

**PUR-1611
Janitorial Services**

P2 Cleaning Services, LLC Laurel, MD	Queen of Clean DMV Falling Waters, WV	Sentral Services, LLC Kengington, MD	SG & Associates, LLC Hagerstown, MD
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Location No. 7 - Women Infants & Children (WIC) Location:

A - Annual Price	\$56,199.12	No Bid	No Bid	\$27,950.40
B - Annual Window Cleaning	\$2,000.00	No Bid	No Bid	\$200.00
C - Annual Strip/Wax & Buff Hard Floors	\$300.00	No Bid	No Bid	\$100.00
Sub-Total Annual Price (A, B, & C Location No. 7)	\$58,499.12	No Bid	No Bid	\$28,250.40

Location No. 8 - Sheriff's Department

A - Annual Price	\$28,099.56	No Bid	No Bid	\$37,267.20
B - Annual Strip/Wax & Buff Hard Floors	\$640.00	No Bid	No Bid	\$250.00
C - Annual Window Cleaning	\$750.00	No Bid	No Bid	\$100.00
Sub-Total Annual Price (A, B, & C Location No. 8)	\$29,489.56	No Bid	No Bid	\$37,617.20

ADDITIONAL OPTIONAL RATES:

Additional Carpet Cleaning, as required (per square foot)	\$0.18	No Bid	\$0.15	\$0.38
Hourly Labor Rate per person for Additional Services as required. Regular (per hour)	\$25.00	No Bid	\$25.00	\$21.64
Hourly Labor Rate per person for Additional Services as required Saturdays, Sundays and Holidays: (per hour)	\$25.00	No Bid	\$37.50*	\$28.10

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Janitorial Services

Remarks/Exceptions:

Associated Bldg Maintenance did not provide an Authorization for Access to Records

Beck & Call Professional Services did not provide Additional Optional Rates

Beck & Call Professional Services did not complete Authorization for Access to Records

Beck & Call Professional Services Exception:

Option No. 1 Location No. 7 Item C. Apparent written error price listed as Three Hundred Cents

Diversified Services did not provide an Authorization for Access to Records

Golden, Inc. did not provide an Authorization for Access to Records

Golden, Inc. did not provide Additional Optional Rates

L.T. Services, Inc. did not provide Authorization for Access to Records

Queen of Clean DMV did not provide Additional Optional Rates

Sentral Services, LLC did not provide an Authorization for Access to Records. Will provide this form upon award.

Sentral Services, LLC Exception:

Hourly Rate per person for Additional Services as required:

Saturdays, Sundays, and Holidays: (per hour)

Listed: \$37.50

Listed: \$50.00/ Hour Holidays

Listed: Minimum 4 Hour Charge