

March 9, 2022

Paul Andress
Executive Director of Maintenance & Operations
Denton Independent School District

Mr. Andress,

Thank you for the opportunity to submit pricing for the 2022/2023 school year and moving our contract to TIPS (Contract #200102). Per your request, we respectively submit the following price of \$7,534,101.71 annually for custodial services for Denton Independent School District (DISD). This annual price is all-inclusive, including all school related events (as you know), management, supplies, equipment, labor and TIPS fee.

We have included our price per school break down on the following page for your convenience. We have added the 2 sites as requested (Sandbrock Ranch Elementary and the new Transportation site) adding 115133 sq/ft to our existing 4,624,306 bringing the total cleanable sq/ft to 4,755,377.

Our current price is \$1.34 sq/ft based on the current DISD sites serviced, the new proposed annual cost will be \$1.58. Driving the overall price increase is employee wages. The current SSC budgeted wage of \$10.74 per hour is not enticing the number or quality of applicants needed. Since the start of the 2021/22 school started, we have increased our average wage to \$12.50 per hour, starting most new associates at \$11.00 per hour or more based on location. This is still not delivering the applicant flow needed and retainage factor to allow a full staffing model. The wages in Denton and surrounding areas have continued to climb monthly since June 2020. We fully believe that an average wage rate of \$14.00 per hour will be the necessary measure to move the program forward and get to a more manageable staff level, retain trained associates and make DISD the show case of North Texas!

We truly appreciate the partnership that SSC and DISD has shared all these years and the ability to work through any issues. You and DISD have always been a great business partner and we look forward to continuing it.

Thank you,



Jerry Last
DVP K12 West

Current SSC Facilities	2022-2023
Adkins Elementary	\$ 166,598.94
Alexander Elementary	\$ 162,650.53
Ann Windle Pre-K Center	\$ 88,113.45
ATC w/ Portable	\$ 229,273.80
Bell Elementary (#22)	\$ 166,920.50
Blanton Elementary (#19)	\$ 155,927.23
Borman Elementary	\$ 154,143.91
Braswell High School	\$ 681,740.52
CDC Day Care	\$ 10,528.23
Central Service w/ Portable	\$ 100,302.70
Communications	\$ 11,017.62
Cross Oaks Elementary (#21)	\$ 166,031.40
Denton High School New	\$ -
Eugenia Elementary	\$ 152,571.98
Evers Park Elementary w/ Portable	\$ 162,003.57
FMDNS Day Care	\$ 47,400.79
Fred Moore High School w/ Portable	\$ 59,386.86
Ginnings Elementary w/ Portable	\$ 167,143.42
Gonzalez Pre-K Center	\$ 112,699.39
Guyer High School	\$ 583,811.56
Harpool Middle School (#6)	\$ 234,230.02
Hawk Elementary w/ Portable	\$ 156,320.53
Hodge Elementary w/ Portable	\$ 164,473.56
Houston Elementary w/ Portable	\$ 153,563.56
McMath Middle School	\$ 231,768.67
McNair Elementary w/ Portable	\$ 161,521.87
Myers Middle School	\$ 256,862.93
Navo Middle School w/ Portable	\$ 239,406.59
Nelson Elementary	\$ 155,914.41
Paloma Creek Elementary	\$ 155,914.41
Providence Elementary	\$ 154,140.07
Rayzor Elementary w/ Portable	\$ 180,551.60
Rivera Elementary w/ Portable	\$ 161,377.10
Rodriguez Middle School	\$ 251,405.51
Ryan Elementary	\$ 152,571.98
Sandbrock Ranch Elementary	\$ 168,468.09
Savannah Elementary	\$ 138,248.73
Schultz Elementary	\$ 172,889.23
Service Center Annex	\$ 110,978.84
Stephens Elementary (#20)	\$ 155,914.41
Strickland Middle School	\$ 293,139.40
Support Services	\$ 93,454.43
Technology	\$ 14,732.86
Transportation w/ Portable	\$ 11,988.97
Transportation New	\$ 20,556.73
Union Park #24	\$ 165,440.81
Total	\$ 7,534,101.71