Executive Summary: Transition to an Owned Rug Program

The District currently rents entryway rugs for all schools through Cintas. Over the past two fiscal years, this ongoing operational expense has grown significantly:

- FY 2024/25 Total Spend: $22,139
- FY 2025/26 Total Spend: $28,259
- Year-over-Year Increase: $6,120 (a 27.6% increase)
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Continuing with a vendor rental model represents an escalating annual liability that yields no long-term assets for the District.

Proposed Solution & Transition Plan

To eliminate recurring rental fees and gain full control over replacement cycles, the District proposes transitioning to an owned rug model by purchasing high-performance Uline MicroLock® Aqua Fiber Rugs. The total required initial investment breaks down as follows:

- Cintas Contract Buyout: $7,678
- Uline MicroLock® Aqua Fiber Rugs Purchase: $23,266
- Total One-Time Investment: $30,944

Key Operational & Maintenance Benefits

- Zero Added Maintenance Costs: District custodial crews already clean and maintain the current rental rugs; maintaining owned rugs requires no additional staffing or equipment costs.
- Durability & Lifespan: The proposed Uline rugs carry an estimated lifespan of 5+ years when managed with routine maintenance and strategic rotation between high- and low-traffic areas.
- Superior Performance: Designed for superior water and dirt retention, enhancing overall facility cleanliness and safety.
- Vendor Independence & Control: Shift from endless recurring rental fees to asset ownership, giving the District direct oversight over replacement cycles and operations.

Financial Impact & Return on Investment (ROI)

By avoiding the escalating $28,259 annual rental fee, the District will fully recoup its initial investment in approximately 13 months.

3-Year Financial Comparison

Year	Projected Rental Cost	Owned Program Cost	Net Savings / (Expense)
Year 1	$28,259	$30,944*	($2,685)
Year 2	$28,259	$0	$28,259
Year 3	$28,259	$0	$28,259
Total	$84,777	$30,944	$53,833

**Includes contract buyout and rug initial purchase.*

- 3-Year Cost Avoidance: $84,777
- 3-Year Net Savings: $53,833
- Return on Investment (ROI): 174%

Recommendation

I recommend the Board of Education consider the approval of the termination of the Cintas contract and purchase of rugs. This will allow the District to capture over $53,000 in net savings over the next three years while securing high-quality assets that will serve our schools for five years or more.