

Rug Program Cost Analysis

Fiscal Year Comparison & Proposed Transition to an Owned Rug Program

Executive Summary

The District currently rents entryway rugs at all schools through Cintas. While effective, this program creates a significant recurring annual expense. Transitioning to an owned rug program eliminates ongoing rental costs, improves operational flexibility, and is expected to generate substantial long-term savings.

Historical Spend Comparison

Fiscal Year	Total Spend
FY 2024/25	\$22,139
FY 2025/26	\$28,259

Key Observation

- Increase from FY 2024/25 to FY 2025/26: **\$6,120 (27.6%)**
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Transition Away from Rental Program

Cintas Contract Buyout

Cost: \$7,678

The buyout will terminate the existing rental agreement and allow the District to transition to an owned rug program.

Benefits

- Eliminates recurring rental fees
 - Increases operational flexibility
 - Reduces long-term operating costs
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Investment in Owned Rug Solution

Uline MicroLock® Aqua Fiber Rugs

Investment: \$23,266

High-performance entrance rugs designed to improve facility cleanliness while supporting a long-term ownership strategy.

Benefits

- Superior water and dirt retention
 - Reduced dependence on outside vendors
 - Asset ownership vs. recurring rental expense
 - Improved control of replacement cycles
 - Lower long-term operating costs
 - Little to no additional maintenance cost as custodial crews already maintain Cintas rugs.
 - Five plus year life span with current maintenance and rug rotation to high/low-low/high traffic areas.
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Total Transition Investment

Item	Cost
Cintas Contract Buyout	\$7,678
Uline MicroLock® Aqua Fiber Rugs	\$23,266

Total Investment	\$30,944
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3-Year Return on Investment (ROI)

- Annual rental expense avoided: **\$28,259**
- Total investment: **\$30,944**
- Minimal replacement costs during the first three years

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

*Includes buyout and rug purchase.

Financial Impact

- **3-Year Cost Avoidance:** \$84,777
 - **Net Savings:** \$53,833
 - **ROI:** 174%
 - **Payback Period:** Approximately 13 Months
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Current Cintas Rugs



XTRACTION® MAT

Your business is Ready™ from the ground up with the XTRACTION® Mat. Its advanced fibers give it 10x the surface area of standard carpet mats, allowing it to capture and hold more water and dirt to help protect customers and employees, while making a positive impression with its versatile design and color options.

Proposed Replacement Rugs



AQUA-LOCK MICROFIBER MATS

Soak up Seattle rain and Colorado snow. Super absorbent.

- Microfiber miracle fabric traps 2.5 times more water than standard carpet mats.
- Heather pattern hides stains, dirt and dust.
- Non-skid nitrile rubber backing.
- For office buildings, hotels and shopping centers.

AQUA-LOCK MICROFIBER MATS

