

REPORT NAME: Custodial and General Maintenance Services

REPORT OF: Operations

FOR: Information

APPLICABLE LAW AND/OR POLICY: 7000 Property

STRATEGIC GOAL ALIGNMENT: Strategic Objective #5

STRATEGIC OBJECTIVE ALIGNMENT: Through collective responsibility, establish a physical and operational environment of safety, cleanliness, innovative spaces and high expectations, partnering with parents, families, community and industry to ensure the highest level of performance by all stakeholders.

FISCAL FUND IMPACT: General Fund

IMPACT AMOUNT: \$3,920,515 for one year. If the District renews GDI Services for three subsequent years, the four-year cost would be \$16,208,908.

EXECUTIVE SUMMARY/BACKGROUND:

The District recommends a one-year contract for GDI Services in the amount of \$3,863,179 with an option for Southfield Public Schools to renew for an additional three years in one year increments. Additionally, the District would pay a one-time cost of \$57,336 for capital equipment, for a total one-year cost of \$3,920,515.

Since 2008, the District has sourced its Custodial and General Maintenance Services to a third-party service provider. In 2019, the District awarded a contract to DM Burr for these services in the amount of \$5,137,577 for two (2) years. This contract ended on June 30, 2021. The contract was extended for an additional year beginning on July 1, 2021 for a total cost of \$2,642,921.

In March 2022, the District issued a new Request for Proposal (RFP) in which firms participated on a mandatory walk-through of all the district's active school and administrative properties. Following the walk-through, the district received bids from 11 firms including; *ABM, Auxillo, DM Burr, GDI Services, Giant Janitorial, HES Facility Management, Interstate Premium Facilities, JNS Facility Maintenance, LGC Global, Nyx Cleaning Services LLC and RNA Facilities Management.*

Five firms (*ABM, DM Burr, GDI Services, Giant Janitorial, LGC Global*) were selected to meet with a panel of Board members, the Superintendent and administrators. First, the firms presented to Board members, the Superintendent and central office administrators. The following week, the firms had a session with school administrators where they were quizzed on how they would handle various scenarios. Based on their pricing, bid submission, presentation and answers to the scenario analysis, the panelists selected GDI Services as the preferred vendor.

GDI Integrated Facility Services Group is headquartered in Montreal, Canada, consisting of four separate companies (1) GDI Services (2) Ainsworth Technical Experts (3) Modern Cleaning Concept and (4) Superior Sany Solutions. GDI Services is headquartered in Southfield, Michigan.

GDI Services currently services Detroit Public Schools (janitorial, engineering, maintenance, carpentry, electrical & plumbing), Hamadeh Educational Services (janitorial), Kellogg Community College (janitorial) and the University of Michigan-Dearborn (janitorial).

As an added measure of accountability, the District and GDI Services will conduct Quarterly Business Reviews (QBR) in concert with the District's Office of Procurement to measure its performance based on monthly Customer Satisfaction Surveys and budget alignment.

COST BENEFIT ANALYSIS:

Of the 11 bidders, GDI Services was the fourth highest in terms of pricing. GDI Services' base year bid is \$1,239,866 higher than the lowest bidder and \$1,277,594 higher than the District is currently paying DM Burr.

However, in order to be competitive with surrounding school districts, the District must raise its hourly rates for custodians. Otherwise, the District is at risk of major staffing shortages in upcoming years.

Furthermore, GDI Services scored the highest with our panel in the three remaining evaluation areas (1) the comprehensiveness of their bid (2) their services offered and (3) their staffing plan along with their number of employees.

Based upon these factors, the panel believes GDI Services will provide the highest quality of service to the District and justify the higher costs. With the higher quality learning environment, our students will be in a better position to learn, and more families will be inclined to keep their students in Southfield Public Schools, which will protect our revenues.

RECOMMENDATION:

The Superintendent recommends that the School Board authorize contract negotiations for Custodial and General Maintenance Services with GDI Services for one-year contract to begin, July 1, 2022 through June 30, 2023 with an option for Southfield Public Schools to renew for an additional three years in one year increments.

IMPACT IF NOT APPROVED:

The District would be without custodial services effective July 1, 2022, and would have to find an alternative solution in the interim.

NEXT STEPS IF APPROVED:

If approved by the School Board, the District would begin contract negotiations with GDI Services effective July 1, 2022.