



ALEDO ISD BOARD MEETING TEMPLATE

MEETING DATE: May 21, 2018

AGENDA ITEM: Consider Approval of Custodial Services Contract

PRESENTER: Earl Husfeld

ALIGNS TO BOARD GOAL(S): Financial/Facilities – The District shall exhibit excellence in financial and facility planning, management, and stewardship.

BACKGROUND INFORMATION:

- The Faulk Company has provided turnkey custodial services to the Aledo ISD since 1989.
- During these 29 years of providing services to the District, The Faulk Company has been a partner with the District in many ways.

ADMINISTRATIVE CONSIDERATIONS:

- The District advertised for Competitive Sealed Proposals (CSP) for District Custodial Services in late December 2017. A mandatory pre-proposal meeting and tour of district facilities was held on February 19, 2018.
- Eight (8) sealed proposals were received in the Aledo ISD Business Office by the deadline of 2:00 PM on March 2, 2018.
- Since receipt of these sealed proposals, district staff has thoroughly reviewed, analyzed, and evaluated all responses received using the criteria published in the proposal documents. Additionally, the District had an independent third party review the submitted proposals. Following is a tabulation of the responses received.
- The initial contract period for this CSP is three (3) years with two (2), one (1) year extensions, at the District's discretion and in the best interests of the District. The CSP also provided for termination with a thirty (30) day written notice. If the proposed termination is related to the performance of the Contractor, the Contractor has forty-five (45) days to cure the deficiencies.
- The CSP provided for a negotiated start date, but no later than September 1, 2018.
- Based upon this detailed analysis, and taking all factors into consideration, the CSP received from PBS of Texas, LLC provides the best value to Aledo ISD.

FISCAL NOTE:

Depending upon the negotiated start date, the costs of this contract will be paid with available budgeted funds in the current budget or provided for in the 2018-2019 budget.

ADMINISTRATIVE RECOMMENDATION:

The Administration recommends the Board of Trustees approve acceptance of the competitive sealed proposal submitted by PBS of Texas, LLC and award them the custodial services contract as presented.

Aledo Independent School District										
Request for Competitive Sealed Proposals - Custodial Services										
Proposal Tabulation: Responses Received by Deadline - March 2, 2018, 2:00 PM										
				Fiscal Year						
				2018-2019		2019-2020		2020-2021		
								3-Year		
Company Name				Annual Cost	Cost/SF	Annual Cost	Cost/SF	Annual Cost	Cost/SF	
									Total	
1.	The Faulk Company			\$ 1,257,535	\$ 1.0575	\$ 1,257,535	\$ 1.0575	\$ 1,305,101	\$ 1.0975	\$ 3,820,171
2.	PBS of Texas, LLC			\$ 1,272,000	\$ 1.0696	\$ 1,272,000	\$ 1.0696	\$ 1,310,000	\$ 1.1016	\$ 3,854,000
3.	Beck Education Services, LLC			\$ 1,381,360	\$ 1.1600	\$ 1,415,894	\$ 1.1900	\$ 1,451,291	\$ 1.2200	\$ 4,248,545
4.	Varsity Facility Services			\$ 1,435,935	\$ 1.2070	\$ 1,479,013	\$ 1.2430	\$ 1,523,383	\$ 1.2810	\$ 4,438,331
5.	Member's Building Maintenance, LLC			\$ 1,512,676	\$ 1.2700	\$ 1,527,802	\$ 1.2800	\$ 1,543,080	\$ 1.3000	\$ 4,583,558
6.	ABM Texas General Services, Inc.			\$ 1,527,062	\$ 1.2800	\$ 1,572,874	\$ 1.3180	\$ 1,620,060	\$ 1.3580	\$ 4,719,996
7.	McLemore Building Maintenance, Inc.			\$ 1,642,411	\$ 1.3810	\$ 1,691,683	\$ 1.4230	\$ 1,725,517	\$ 1.4510	\$ 5,059,611
8.	Soji Services, Inc., dba Metroclean Commercial Building Services			\$ 1,794,870	\$ 1.5000	\$ 1,848,716	\$ 1.5500	\$ 1,904,118	\$ 1.6000	\$ 5,547,705