

**PUR-1380
Janitorial Services**

OPTION NO. 1: To award Location Nos. 1 to 7 to one (1) contractor

| | | | | |
|-------------------------------------|---|--|--|---|
| Clean Keepers, LLC Arlington, VA | Associated Building Maintenance Co., Inc. Crofton, MD | Beck & Call Professional Services Laurel, MD | Stockwell Maintenance Systems, Inc. Williamsport, MD | D & D Busy Broom, Inc. dba BBI Williamsport, MD |
|-------------------------------------|---|--|--|---|

Location No. 1 - County Administration Complex:

| | | | | | |
|---|--------------------|---------------------|--------------------|--------------------|--------------------|
| A - Annual Price | \$56,534.40 | \$60,150.52 | \$42,550.90 | \$61,806.12 | \$67,050.00 |
| B - Annual Strip/Wax & Buff Hard Floors | \$300.00 | \$720.00 | \$300.00 | \$350.00 | \$250.00 |
| C - Annual Window Cleaning | \$200.00 | \$500.00 | \$400.00 | \$250.00 | \$575.00 |
| Total Annual Price | \$57,034.40 | * \$6,375.52 | \$43,250.90 | \$62,406.12 | \$67,875.00 |

Location No. 2 - Court House & Court House Annex:

| | | | | | |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|
| A - Annual Price | \$55,121.04 | \$59,486.11 | \$60,250.50 | \$60,291.00 | \$64,950.00 |
| B - Annual Strip/Wax & Buff Hard Floors | \$250.00 | \$720.00 | \$275.00 | \$275.00 | \$350.00 |
| C - Annual Window Cleaning | \$170.00 | \$500.00 | \$150.00 | \$200.00 | \$250.00 |
| Total Annual Price | \$55,541.04 | \$60,706.11 | \$60,675.50 | \$60,766.00 | \$65,550.00 |

* Corrected calculations based on unit pricing

| | | | | |
|-------------------------------------|---|--|--|---|
| Clean Keepers, LLC Arlington, VA | Associated Building Maintenance Co., Inc. Crofton, MD | Beck & Call Professional Services Laurel, MD | Stockwell Maintenance Systems, Inc. Williamsport, MD | D & D Busy Broom, Inc. dba BBI Williamsport, MD |
|-------------------------------------|---|--|--|---|

Location No. 3 - Administrative Annex Building:

| | | | | | |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|
| A - Annual Price | \$14,133.60 | \$14,777.59 | \$15,250.25 | \$16,351.56 | \$16,025.00 |
| B - Annual Strip/Wax & Buff Hard Floors | \$75.00 | \$160.00 | \$100.00 | \$100.00 | \$75.00 |
| C - Annual Window Cleaning | \$50.00 | \$150.00 | N/A | \$75.00 | \$0.00 |
| Total Annual Price | \$14,258.60 | \$15,087.59 | \$15,350.25 | \$16,526.56 | \$16,100.00 |

Location No. 4 - County Office Building:

| | | | | | |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|
| A - Annual Price | \$42,400.80 | \$45,564.50 | \$45,578.50 | \$46,654.56 | \$49,000.00 |
| B - Annual Strip/Wax & Buff Hard Floors | \$400.00 | \$1,040.00 | \$500.00 | \$450.00 | \$500.00 |
| C - Annual Window Cleaning | \$50.00 | \$750.00 | \$50.00 | \$75.00 | \$150.00 |
| Total Annual Price | \$42,850.80 | \$47,354.50 | \$46,128.50 | \$47,179.56 | \$49,650.00 |

Location No. 5 - Extension Services Office Building/Rural Heritage Museum Office:

| | | | | | |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|
| A - Annual Price | \$14,133.60 | \$14,777.59 | \$15,350.50 | \$16,351.56 | \$15,800.00 |
| B - Annual Strip/Wax & Buff Hard Floors | \$150.00 | \$716.80 | \$150.00 | \$175.00 | \$150.00 |
| C - Annual Window Cleaning | \$50.00 | \$150.00 | N/A | \$100.00 | |
| Total Annual Price | \$14,333.60 | \$15,644.39 | \$15,500.50 | \$16,626.56 | \$15,950.00 |

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|-------------------------------------|---|--|--|---|
| Clean Keepers, LLC Arlington, VA | Associated Building Maintenance Co., Inc. Crofton, MD | Beck & Call Professional Services Laurel, MD | Stockwell Maintenance Systems, Inc. Williamsport, MD | D & D Busy Broom, Inc. dba BBI Williamsport, MD |
|-------------------------------------|---|--|--|---|

Location No. 6 - Division of Emergency Services:

| | | | | | |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|
| A - Annual Price | \$14,133.60 | \$14,777.59 | \$24,000.00 | \$16,351.56 | \$16,900.00 |
| B - Annual Strip/Wax & Buff Hard Floors | \$200.00 | \$143.60 | \$400.00 | \$200.00 | \$500.00 |
| C - Annual Window Cleaning | \$50.00 | \$250.00 | \$50.00 | \$125.00 | \$125.00 |
| Total Annual Price | \$14,383.60 | \$15,171.19 | \$24,450.00 | \$16,676.56 | \$17,525.00 |

Location No. 7 - Women Infants & Children (WIC) Location:

| | | | | | |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|
| A - Annual Price | \$28,267.20 | \$30,978.48 | \$43,350.50 | \$31,503.12 | \$33,000.00 |
| B - Annual Strip/Wax & Buff Hard Floors | \$600.00 | \$2,304.00 | \$500.00 | \$150.00 | \$400.00 |
| C - Annual Window Cleaning | \$150.00 | \$250.00 | N/A | \$100.00 | \$0.00 |
| Total Annual Price | \$29,017.20 | \$33,532.48 | \$43,850.50 | \$31,753.12 | \$33,400.00 |

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|--|---------------------|-----------------------|---------------------|---------------------|---------------------|
| TOTAL LUMP SUM BID for Option No. 1 (Location Nos. 1 through 7) | \$227,419.24 | * \$193,871.78 | \$249,206.15 | \$251,934.48 | \$266,050.00 |
|--|---------------------|-----------------------|---------------------|---------------------|---------------------|

* Corrected calculations based on unit pricing

| | | | | |
|-------------------------------------|---|--|--|---|
| Clean Keepers, LLC Arlington, VA | Associated Building Maintenance Co., Inc. Crofton, MD | Beck & Call Professional Services Laurel, MD | Stockwell Maintenance Systems, Inc. Williamsport, MD | D & D Busy Broom, Inc. dba BBI Williamsport, MD |
|-------------------------------------|---|--|--|---|

OPTION NO. 2: To award each location (Location Nos. 1 to 7) separately:

Location No. 1 - County Administration Complex:

| | | | | | |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|
| A - Annual Price | \$56,534.40 | \$63,818.23 | \$44,500.50 | \$61,806.12 | \$67,050.00 |
| B - Annual Strip/Wax & Buff Hard Floors | \$300.00 | \$1,080.00 | \$600.00 | \$350.00 | \$250.00 |
| C - Annual Window Cleaning (Interior) | \$200.00 | \$600.00 | \$350.00 | \$250.00 | \$575.00 |
| Total Annual Price | \$57,034.40 | \$65,498.23 | \$45,450.50 | \$62,406.12 | \$67,875.00 |

Location No. 2 - Court House & Court House Annex:

| | | | | | |
|---|----------------------|--------------------|--------------------|--------------------|--------------------|
| A - Annual Price | * \$55,121.00 | \$63,113.31 | \$62,900.50 | \$60,291.00 | \$64,950.00 |
| B - Annual Strip/Wax & Buff Hard Floors | \$250.00 | \$1,080.00 | \$400.00 | \$275.00 | \$350.00 |
| C1 - Annual Window Cleaning | \$170.00 | \$600.00 | \$200.00 | \$200.00 | \$250.00 |
| Total Annual Price | * \$55,541.00 | \$64,793.31 | \$63,500.50 | \$60,766.00 | \$65,550.00 |

Location No. 3 - Administrative Annex Building:

| | | | | | |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|
| A - Annual Price | \$14,133.60 | \$15,678.66 | \$17,500.50 | \$16,351.56 | \$16,025.00 |
| B - Annual Strip/Wax & Buff Hard Floors | \$75.00 | \$240.00 | \$175.00 | \$100.00 | \$75.00 |
| C1 - Annual Window Cleaning | \$50.00 | \$350.00 | N/A | \$75.00 | \$0.00 |
| Total Annual Price | \$14,258.60 | \$16,268.66 | \$17,675.50 | \$16,526.56 | \$16,100.00 |

* Corrected calculations based on unit pricing

| | | | | |
|-------------------------------------|---|--|--|---|
| Clean Keepers, LLC Arlington, VA | Associated Building Maintenance Co., Inc. Crofton, MD | Beck & Call Professional Services Laurel, MD | Stockwell Maintenance Systems, Inc. Williamsport, MD | D & D Busy Broom, Inc. dba BBI Williamsport, MD |
|-------------------------------------|---|--|--|---|

Location No. 4 - County Office Building:

| | | | | | |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|
| A - Annual Price | \$42,400.80 | \$48,342.82 | \$49,575.50 | \$46,654.56 | \$49,000.00 |
| B - Annual Strip/Wax & Buff Hard Floors | \$400.00 | \$1,560.00 | \$550.00 | \$450.00 | \$500.00 |
| C - Annual Window Cleaning | \$50.00 | \$1,000.00 | \$100.00 | \$75.00 | \$150.00 |
| Total Annual Price | \$42,850.80 | \$50,902.82 | \$50,225.50 | \$47,179.56 | \$49,650.00 |

Location No. 5 - Extension Services Office Building/Rural Heritage Museum Office:

| | | | | | |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|
| A - Annual Price | \$14,133.60 | \$15,678.66 | \$17,500.50 | \$16,351.56 | \$15,800.00 |
| B - Annual Strip/Wax & Buff Hard Floors | \$150.00 | \$1,075.20 | \$200.00 | \$175.00 | \$150.00 |
| C - Annual Window Cleaning | \$50.00 | \$350.00 | N/A | \$100.00 | |
| Total Annual Price | \$14,333.60 | \$17,103.86 | \$17,700.50 | \$16,626.56 | \$15,950.00 |

Location No. 6 - Division of Emergency Services Facility:

| | | | | | |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|
| A - Annual Price | \$14,133.60 | \$15,678.66 | \$25,500.50 | \$16,351.56 | \$16,900.00 |
| B - Annual Window Cleaning | \$200.00 | \$215.40 | \$550.00 | \$200.00 | \$500.00 |
| C - Annual Strip/Wax & Buff Hard Floors | \$50.00 | \$500.00 | \$100.00 | \$125.00 | \$125.00 |
| Total Annual Price | \$14,383.60 | \$16,394.06 | \$26,150.50 | \$16,676.56 | \$17,525.00 |

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|-------------------------------------|---|--|--|---|
| Clean Keepers, LLC Arlington, VA | Associated Building Maintenance Co., Inc. Crofton, MD | Beck & Call Professional Services Laurel, MD | Stockwell Maintenance Systems, Inc. Williamsport, MD | D & D Busy Broom, Inc. dba BBI Williamsport, MD |
|-------------------------------------|---|--|--|---|

Location No. 7 - Women Infants & Children (WIC) Location:

| | | | | | |
|---|--------------------|--------------------|---------------|--------------------|--------------------|
| A - Annual Price | \$28,267.20 | \$32,867.41 | N/A | \$31,503.12 | \$33,000.00 |
| B - Annual Window Cleaning | \$600.00 | \$3,456.00 | N/A | \$150.00 | \$400.00 |
| C - Annual Strip/Wax & Buff Hard Floors | \$150.00 | \$500.00 | N/A | \$100.00 | \$0.00 |
| Total Annual Price | \$29,017.20 | \$36,823.41 | \$0.00 | \$31,753.12 | \$33,400.00 |

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|--|---------|---------|-----|---------|---------|
| OPTIONS: | | | | | |
| Additional Carpet Cleaning, as required (per square foot) | \$0.10 | \$0.175 | N/A | \$0.16 | \$0.19 |
| Hourly Labor Rate per person for Additional Services as required. Regular (per hour) | \$13.59 | \$15.72 | N/A | \$12.15 | \$10.10 |
| Hourly Labor Rate per person for Additional Services as required Saturdays, Sundays and Holidays: (per hour) | \$13.59 | \$23.47 | N/A | \$13.75 | \$17.20 |

*** Corrected Calculations Based On Unit Pricing**

As stated on the General Conditions & Instructions to Bidders:

When an error is made in extending total prices, "the written unit bid price shall govern. In the absence of written prices, the unit bid price shall govern".

**PUR-1380
Janitorial Services**

OPTION NO. 1: To award Location Nos. 1 to 7 to one (1) contractor

| | | | |
|--|---|---|---|
| Sentral Services Kensington, MD | P2 Cleaning Services, LLC Laurel, MD | Servtec Custodial, Inc. Hagerstown, MD | Clean Team Janitorial Service, Inc. Washington, DC |
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Location No. 1 - County Administration Complex:

| | | | | |
|---|--------------------|--------------------|--------------------|--------------------|
| A - Annual Price | \$65,328.00 | \$39,997.00 | \$63,953.95 | \$72,744.00 |
| B - Annual Strip/Wax & Buff Hard Floors | \$1,565.00 | \$325.00 | \$1,000.00 | \$4,087.00 |
| C - Annual Window Cleaning | \$1,200.00 | \$1,325.00 | \$1,500.00 | \$4,050.00 |
| Total Annual Price | \$68,093.00 | \$41,647.00 | \$66,453.95 | \$80,881.00 |

Location No. 2 - Court House & Court House Annex:

| | | | | |
|---|--------------------|--------------------|--------------------|--------------------|
| A - Annual Price | \$63,156.00 | \$67,943.00 | \$62,478.97 | \$70,925.40 |
| B - Annual Strip/Wax & Buff Hard Floors | \$936.00 | \$200.00 | \$1,000.00 | \$2,883.75 |
| C - Annual Window Cleaning | \$1,340.00 | \$1,200.00 | \$1,500.00 | \$2,500.00 |
| Total Annual Price | \$65,432.00 | \$69,343.00 | \$64,978.97 | \$76,309.15 |

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| Sentral Services Kensington, MD | P2 Cleaning Services, LLC Laurel, MD | Servtec Custodial, Inc. Hagerstown, MD | Clean Team Janitorial Service, Inc. Washington, DC |
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Location No. 3 - Administrative Annex Building:

| | | | | |
|---|--------------------|--------------------|--------------------|--------------------|
| A - Annual Price | \$16,488.00 | \$17,188.00 | \$19,704.80 | \$18,186.00 |
| B - Annual Strip/Wax & Buff Hard Floors | \$780.00 | \$120.00 | \$1,000.00 | \$900.00 |
| C - Annual Window Cleaning | \$650.00 | \$250.00 | \$1,500.00 | \$200.00 |
| Total Annual Price | \$17,918.00 | \$17,558.00 | \$22,204.80 | \$19,286.00 |

Location No. 4 - County Office Building:

| | | | | |
|---|--------------------|--------------------|--------------------|--------------------|
| A - Annual Price | \$49,728.00 | \$39,662.00 | \$49,204.23 | \$54,558.00 |
| B - Annual Strip/Wax & Buff Hard Floors | \$3,040.00 | \$430.00 | \$1,000.00 | \$4,660.50 |
| C - Annual Window Cleaning | \$250.00 | \$1,500.00 | \$1,500.00 | \$600.00 |
| Total Annual Price | \$53,018.00 | \$41,592.00 | \$51,704.23 | \$59,818.50 |

Location No. 5 - Extension Services Office Building/Rural Heritage Museum Office:

| | | | | |
|---|--------------------|-------------------|--------------------|--------------------|
| A - Annual Price | \$16,260.00 | \$8,645.00 | \$19,704.80 | \$18,186.00 |
| B - Annual Strip/Wax & Buff Hard Floors | \$250.00 | \$150.00 | \$1,000.00 | \$2,000.00 |
| C - Annual Window Cleaning | \$250.00 | \$250.00 | \$500.00 | \$200.00 |
| Total Annual Price | \$16,760.00 | \$9,045.00 | \$21,204.80 | \$20,386.00 |

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| Sentral Services Kensington, MD | P2 Cleaning Services, LLC Laurel, MD | Servtec Custodial, Inc. Hagerstown, MD | Clean Team Janitorial Service, Inc. Washington, DC |
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Location No. 6 - Division of Emergency Services:

| | | | | |
|---|--------------------|--------------------|--------------------|--------------------|
| A - Annual Price | \$15,408.00 | \$15,553.00 | \$19,704.80 | \$18,186.00 |
| B - Annual Strip/Wax & Buff Hard Floors | \$250.00 | \$250.00 | \$1,000.00 | \$750.00 |
| C - Annual Window Cleaning | \$250.00 | \$150.00 | \$500.00 | \$300.00 |
| Total Annual Price | \$15,908.00 | \$15,953.00 | \$21,204.80 | \$19,236.00 |

Location No. 7 - Women Infants & Children (WIC) Location:

| | | | | |
|---|--------------------|--------------------|--------------------|--------------------|
| A - Annual Price | \$33,888.00 | \$32,074.91 | \$34,454.51 | \$36,372.00 |
| B - Annual Strip/Wax & Buff Hard Floors | \$250.00 | \$250.00 | \$1,000.00 | \$2,000.00 |
| C - Annual Window Cleaning | \$300.00 | \$150.00 | \$400.00 | \$250.00 |
| Total Annual Price | \$34,438.00 | \$32,474.91 | \$35,854.51 | \$38,622.00 |

| | | | | |
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| TOTAL LUMP SUM BID for Option No. 1 (Location Nos. 1 through 7) | * \$271,567.00 | \$227,612.91 | \$283,606.06 | \$314,538.65 |
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| Sentral Services Kensington, MD | P2 Cleaning Services, LLC Laurel, MD | Servtec Custodial, Inc. Hagerstown, MD | Clean Team Janitorial Service, Inc. Washington, DC |
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OPTION NO. 2: To award each location (Location Nos. 1 to 7) separately:

Location No. 1 - County Administration Complex:

| | | | | |
|---|---------------|--------------------|---------------|--------------------|
| A - Annual Price | No Bid | \$41,234.00 | No Bid | \$76,900.80 |
| B - Annual Strip/Wax & Buff Hard Floors | No Bid | \$325.00 | No Bid | \$4,087.00 |
| C1 - Annual Window Cleaning (Interior) | No Bid | \$1,325.00 | No Bid | \$4,050.00 |
| Total Annual Price | \$0.00 | \$42,884.00 | \$0.00 | \$85,037.80 |

Location No. 2 - Court House & Court House Annex:

| | | | | |
|---|---------------|--------------------|---------------|----------------------|
| A - Annual Price | No Bid | \$70,044.00 | No Bid | \$74,978.28 |
| B - Annual Strip/Wax & Buff Hard Floors | No Bid | \$200.00 | No Bid | \$2,883.75 |
| C1 - Annual Window Cleaning | No Bid | \$1,200.00 | No Bid | \$2,500.00 |
| Total Annual Price | \$0.00 | \$71,444.00 | \$0.00 | * \$80,362.03 |

Location No. 3 - Administrative Annex Building:

| | | | | |
|---|---------------|--------------------|---------------|--------------------|
| A - Annual Price | No Bid | \$17,720.00 | No Bid | \$19,225.20 |
| B - Annual Strip/Wax & Buff Hard Floors | No Bid | \$120.00 | No Bid | \$900.00 |
| C1 - Annual Window Cleaning | No Bid | \$250.00 | No Bid | \$200.00 |
| Total Annual Price | \$0.00 | \$18,090.00 | \$0.00 | \$20,325.20 |

* Corrected calculations based on unit pricing

| | | | |
|------------------------------------|--|---|--|
| Sentral Services Kensington, MD | P2 Cleaning Services, LLC Laurel, MD | Servtec Custodial, Inc. Hagerstown, MD | Clean Team Janitorial Service, Inc. Washington, DC |
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Location No. 4 - County Office Building:

| | | | | |
|---|---------------|--------------------|---------------|--------------------|
| A - Annual Price | No Bid | \$40,888.00 | No Bid | \$57,675.60 |
| B - Annual Strip/Wax & Buff Hard Floors | No Bid | \$430.00 | No Bid | \$4,660.50 |
| C - Annual Window Cleaning | No Bid | \$1,500.00 | No Bid | \$600.00 |
| Total Annual Price | \$0.00 | \$42,818.00 | \$0.00 | \$62,936.10 |

Location No. 5 - Extension Services Office Building/Rural Heritage Museum Office:

| | | | | |
|---|---------------|-------------------|---------------|--------------------|
| A - Annual Price | No Bid | \$8,912.00 | No Bid | \$19,225.20 |
| B - Annual Strip/Wax & Buff Hard Floors | No Bid | \$150.00 | No Bid | \$2,000.00 |
| C - Annual Window Cleaning | No Bid | \$250.00 | No Bid | \$200.00 |
| Total Annual Price | \$0.00 | \$9,312.00 | \$0.00 | \$21,425.20 |

Location No. 6 - Division of Emergency Services Facility:

| | | | | | |
|---|---------------|--------------------|---------------|---|--------------------|
| A - Annual Price | No Bid | \$16,034.00 | No Bid | * | \$19,225.00 |
| B - Annual Window Cleaning | No Bid | \$250.00 | No Bid | | \$300.00 |
| C - Annual Strip/Wax & Buff Hard Floors | No Bid | \$150.00 | No Bid | | \$750.00 |
| Total Annual Price | \$0.00 | \$16,434.00 | \$0.00 | * | \$20,275.00 |

* Corrected calculations based on unit pricing

| | | | |
|--|---|---|---|
| Sentral Services Kensington, MD | P2 Cleaning Services, LLC Laurel, MD | Servtec Custodial, Inc. Hagerstown, MD | Clean Team Janitorial Service, Inc. Washington, DC |
|--|---|---|---|

Location No. 7 - Women Infants & Children (WIC) Location:

| | | | | |
|---|---------------|--------------------|---------------|--------------------|
| A - Annual Price | No Bid | \$33,066.91 | No Bid | \$38,450.40 |
| B - Annual Window Cleaning | No Bid | \$250.00 | No Bid | \$250.00 |
| C - Annual Strip/Wax & Buff Hard Floors | No Bid | \$150.00 | No Bid | \$2,000.00 |
| Total Annual Price | \$0.00 | \$33,466.91 | \$0.00 | \$40,700.40 |

| | | | | | |
|--|---|---------|---------|---------|---------|
| OPTIONS: | | | | | |
| Additional Carpet Cleaning, as required (per square foot) | * | \$0.10 | \$0.18 | \$0.20 | \$0.10 |
| Hourly Labor Rate per person for Additional Services as required. Regular (per hour) | * | \$18.00 | \$20.00 | \$17.50 | \$17.50 |
| Hourly Labor Rate per person for Additional Services as required Saturdays, Sundays and Holidays: (per hour) | * | \$27.00 | \$25.00 | \$22.50 | \$26.75 |

Remarks/Exceptions:

Sentral Services

Total Lum Sum Bid for Option No. 1:

Pricing Complies with MD minimum wage and Sick & Safe Leave Act

Options:

* Minimum Charge \$250.00

* Minimum 4 hours

* Minimum 4 hours