
CNCA Janitorial Bids 2023

School Sites: Burlington, Kayne Siart, Dalzell HS, J.
Castellanos, S. Cisneros

2021-2023 Evening Janitorial Summary

- Contract ends June 30, 2023
 - Results less than favorable
 - Monthly service agreement per site: **\$48,274.00**
 - Average of 6hrs per site
 - 2022 Outsource Service Cost to Specialty was **\$680,974**
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2023 Janitorial Bids

- Cost increases are due to 31 cleaning days, additional service hours to better support school sites, programs (ELOP programs)

Request For Proposal (RFP) Process

Director of Facilities, Carla Rivera

In consultation with:
Former Director of Facilities, Jesus Rivas
+
CNCA 6 yr Lead Custodian, Rafael Estrada

- Per CNCA Fiscal Policies
 - Phone screenings
 - Job walk with referenced client
 - CNCA site visits with interested vendor
 - Completed RFP due by April 30th 12pm
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2023 RFP CANDIDATES

01

Excellence Janitorial

- Current clients include: Notre Dame Academy Los Angeles (Elementary + High School), UCLA Medical, Westchester Medical, Newport Beach
- School site visit at Notre Dame Academy was exceptional.
- **105-106 TOTAL HOURS PER NIGHT BETWEEN ALL SITES**
- **Cost: \$56,380 monthly \$676,560 yearly**
- **Strip + Wax \$140 per room an average of \$3,700-4,500 per site**
- Worked for CNCA in 2020, currently provides day porters to all sites on occasion
- Familiar with all school sites
- Exceptional RFP submittal + customer service
- Current clients include: Capistrano School District, Yorba Linda School District, San Marcos University
- **96 TOTAL HOURS PER NIGHT BETWEEN ALL SITES**
- **Cost: \$56,948.40 monthly, \$683,380.80 yearly**
- **Strip + Wax \$5,808-\$12,821 depending on site.**

02

American Service Team

03

AllState Maintenance Inc.

- Current clients include: Children's Institute, Los Angeles
- Lacked exceptional customer service experience
- Representative was not knowledgeable on job walk visits.
- RFP nor account rep. Specified # of service hours
- **Cost: \$58,330.00 monthly, \$699,960.00 yearly**
- **Stip + Wax \$0.65 per sq.ft**