

RFP 186-12 CUSTODIAL SERVICES PRICING SUMMARY (NEGOTIATED 5 YEAR TOTALS)

DESCRIPTION OF COST	GCA SERVICES INITIAL PROPOSAL (Negotiated)	Proposed Increase	Justification	GCA Proposed
Total Labor Cost Yr. 1	\$ 2,677,646.40			\$ 2,677,646.40
Total Labor Cost Yr. 2	\$ 2,757,975.79	\$ 158,446.76	7.5 FTE's for additions to RHS, SHS, NGHS, SGHS	\$ 2,916,422.55
Total Labor Cost Yr. 3	\$ 2,840,715.07	\$ 163,200.16		\$ 3,003,915.23
Total Labor Cost Yr. 4	\$ 2,925,936.52	\$ 168,096.17		\$ 3,094,032.69
Total Labor Cost Yr. 5	\$ 3,013,714.61	\$ 173,139.05		\$ 3,186,853.66
<i>Labor Totals</i>	\$ 14,215,988.39	\$ 662,882.14		\$ 14,878,870.53
Total Benefit Cost Yr. 1	\$ 370,854.03			\$ 370,854.03
Total Benefit Cost Yr. 2	\$ 381,979.65	\$ 25,472.87	13.85% of Labor	\$ 407,452.52
Total Benefit Cost Yr. 3	\$ 393,439.04	\$ 22,603.22		\$ 416,042.26
Total Benefit Cost Yr. 4	\$ 405,242.21	\$ 23,281.32		\$ 428,523.53
Total Benefit Cost Yr. 5	\$ 417,399.47	\$ 23,979.76		\$ 441,379.23
<i>Employee Benefit Totals</i>	\$ 1,968,914.40	\$ 95,337.17		\$ 2,064,251.57
Total Supply Cost Yr. 1	\$ 400,000.00			\$ 400,000.00
Total Supply Cost Yr. 2	\$ 400,000.00	\$ 8,400.00	CPI Increase = 2.1% for 2012	\$ 408,400.00
Total Supply Cost Yr. 3	\$ 400,000.00			
Total Supply Cost Yr. 4	\$ 400,000.00			
Total Supply Cost Yr. 5	\$ 400,000.00			
<i>Supply Cost Totals</i>	\$ 2,000,000.00			
Total Equip. Cost Yr. 1	\$ 100,000.00			
Total Equip. Cost Yr. 2	\$ 100,000.00	\$ 2,100.00	CPI Increase = 2.1% + \$4,000 each year for additional labor saving equipment purchased for renovations.	\$ 106,100.00
Total Equip. Cost Yr. 3	\$ 100,000.00			
Total Equip. Cost Yr. 4	\$ 100,000.00			
Total Equip. Cost Yr. 5	\$ 100,000.00			
<i>Equipment Cost Totals</i>	\$ 500,000.00			
Total Misc/Other Cost Year 1	\$ 116,550.00			\$ 116,550.00
Total Misc/Other Cost Year 2	\$ 116,550.00			\$ 116,550.00
Total Misc/Other Cost Year 3	\$ 116,550.00			\$ 116,550.00
Total Misc/Other Cost Year 4	\$ 116,550.00			\$ 116,550.00
Total Misc/Other Cost Year 5	\$ 116,550.00			\$ 116,550.00
<i>Misc/Other Cost Totals</i>	\$ 582,750.00			\$ 582,750.00
Total Insur/Bond Cost Year 1	\$ 35,809.40		General Liability (1.3% of direct labor) + \$1,000 Fidelity Bond	\$ 35,809.40
Total Insur/Bond Cost Year 2	\$ 36,853.69		General Liability (1.3% of direct labor) + \$1,000 Fidelity Bond	\$ 36,853.69
Total Insur/Bond Cost Year 3	\$ 37,929.30		General Liability (1.3% of direct labor) + \$1,000 Fidelity Bond	\$ 40,050.90
Total Insur/Bond Cost Year 4	\$ 39,037.17		General Liability (1.3% of direct labor) + \$1,000 Fidelity Bond	\$ 41,222.42
Total Insur/Bond Cost Year 5	\$ 40,178.29		General Liability (1.3% of direct labor) + \$1,000 Fidelity Bond	\$ 42,429.10
<i>Insurance Bond Cost Totals</i>	\$ 189,807.85			\$ 196,365.51
Operation Cost Year 1	\$ 3,700,859.83			
Operation Cost Year 2	\$ 3,793,359.13			\$ 3,991,778.76

DESCRIPTION OF COST	GCA SERVICES INITIAL PROPOSAL (Negotiated)	Proposed Increase	Justification	GCA Proposed
Operation Cost Year 3	\$ 3,888,633.41			\$ 3,576,558.39
Operation Cost Year 4	\$ 3,986,765.90			\$ 3,680,328.64
Operation Cost Year 5	\$ 4,087,842.37			\$ 3,787,211.99
Total Operation Cost	\$ 19,457,460.64			\$ 17,722,237.61
Management Fee Yr. 1	\$ 157,286.54			\$ -
Management Fee Yr. 2	\$ 161,217.76		Fee = 4.25% of Operation Cost	\$ 169,650.60
Management Fee Yr. 3	\$ 165,266.92			
Management Fee Yr. 4	\$ 169,437.55			
Management Fee Yr. 5	\$ 173,733.30			
Total Management Fee	\$ 826,942.08			
Contract Amount Sub-Total	\$ 20,284,402.72			\$ 4,161,429.36
Discount for Early Payment Yr. 1	\$ 28,936.10			
Discount for Early Payment Yr. 2	\$ 29,659.33		Early Discount = .75% Includes	\$ (31,210.72)
Discount for Early Payment Yr. 3	\$ 30,404.25			
Discount for Early Payment Yr. 4	\$ 31,171.53			
Discount for Early Payment Yr. 5	\$ 31,961.82			
TOTAL DISCOUNT FOR EARLY PMT.	\$ 152,133.03			
TOTAL PROPOSED 5 YEAR CONTRACT	\$ 20,132,269.69			
CURRENT YEAR CONTRACT FEES	\$ 3,829,210.27			\$ 4,130,218.64
TOTAL PROPOSED AWARD FOR ADDITIONAL SERVICES	\$ 120,000.00			\$ 120,000.00
GRAND TOTAL AWARD	\$ 3,949,210.27			\$ 4,250,218.64

The District solicited 31 vendors for Custodial Services and received 7 responsive proposals. Kenneth Boone, Director of Maintenance, Bill Wiley, Assistant Director of Maintenance, Jimmy Beach, Assistant Director of Maintenance and Charles Alexander, Maintenance Supervisor participated in the proposal evaluation and concurs with this award recommendation.