

COST PROPOSAL SUMMARY
REQUEST FOR PROPOSALS: CITY-WIDE JANITORIAL SERVICES
RFP Published: July 2019; Awarded: November 2019

			ADS-Myers, Inc.			Estrada Janitorial Service			IMPEC GROUP		
BUILDING		LOCATION	MONTHLY LABOR HOURS	MONTHLY COST	ANNUAL COST	MONTHLY LABOR HOURS	MONTHLY COST	ANNUAL COST	MONTHLY LABOR HOURS	MONTHLY COST	ANNUAL COST
A. LIBRARIES											
A1	Cesar Chavez Library	665 Williams Road, 93905	73	\$ 7,690.49	\$ 92,285.88	150	\$ 4,200.00	\$ 50,400.00	160	\$ 4,958.37	\$ 59,500.44
A2	John Steinbeck Library	350 Lincoln Ave, 93901	216	\$ 8,819.30	\$ 105,831.60	160	\$ 4,350.00	\$ 52,200.00	165	\$ 5,113.32	\$ 61,359.84
A3	Library Connection at Northridge	796 Northridge Drive 93906	6.5	\$ 287.70	\$ 3,452.40	15	\$ 650.00	\$ 7,800.00	13	\$ 402.87	\$ 4,834.44
TOTAL FOR LIBRARIES			\$ 201,569.88			\$ 110,400.00			\$ 125,694.72		
B. RECREATION CENTERS											
B1	Bread Box Recreation Center	745 S. Sanborn Rd., 93905	40	\$ 1,793.64	\$ 21,523.68	40	\$ 1,650.00	\$ 19,800.00	48	\$ 1,487.51	\$ 17,850.12
B2	Central Park Recreation Center	420 Central Avenue 93901	6.5	\$ 371.51	\$ 4,458.12	26	\$ 750.00	\$ 9,000.00	11	\$ 340.89	\$ 4,090.68
B3	El Dorado Recreation Center	1655 El Dorado Drive, 93906	24	\$ 1,093.90	\$ 13,126.80	30	\$ 950.00	\$ 11,400.00	26	\$ 805.74	\$ 9,668.88
B4	Hebbron Heights Recreation Center	683 Fremont Street, 93905	50	\$ 2,215.91	\$ 26,590.92	48	\$ 1,495.00	\$ 17,940.00	63	\$ 1,952.36	\$ 23,428.32
B5	Salinas Recreation Center	320 Lincoln Avenue, 93901	140	\$ 5,930.13	\$ 71,161.56	78	\$ 2,400.00	\$ 28,800.00	85	\$ 2,634.13	\$ 31,609.56
B6	Fire House Recreation Center	1330 E. Alisal Street, 93905	80	\$ 3,678.68	\$ 44,144.16	53	\$ 1,795.00	\$ 21,540.00	63	\$ 1,952.36	\$ 23,428.32
TOTAL FOR RECREATION CENTERS			\$ 181,005.24			\$ 108,480.00			\$ 110,075.88		
SALINAS MUNICIPAL AIRPORT											
C5	Salinas Municipal Airport	30 Mortenson Avenue, Building 240 (240 Mortensen Avenue) and the Southside Restrooms (1545 & 1595 Moffett Street).				100	\$ 3,300.00	\$ 39,600.00	63	\$ 1,952.36	\$ 23,428.32
TOTAL FOR AIRPORT FACILITIES			\$ -			\$ 39,600.00			\$ 23,428.32		
SHERWOOD HALL											
C6	Sherwood Hall	940 N Main Street, 93906				15	\$ 975.00	\$ 11,700.00			\$ -
TOTAL FOR SHERWOOD HALL FACILITY			\$ -			\$ 11,700.00			\$ -		
C. OTHER CITY FACILITIES											
C1	Maintenance Yard	426 Work Street, 93901				44	\$ 1,295.00	\$ 15,540.00	37	\$ 1,146.62	\$ 13,759.44
C2	Train Station	11 Station Place, S 93901				80	\$ 3,595.00	\$ 43,140.00	69	\$ 2,138.30	\$ 25,659.60
C3	City Hall and Rotunda	200 Lincoln Avenue, 93901				300	\$ 9,000.00	\$ 108,000.00	225	\$ 6,972.71	\$ 83,672.52
C4	Permit Center	65 West Alisal Street, 93901				150	\$ 4,500.00	\$ 54,000.00	121	\$ 3,749.77	\$ 44,997.24
C7a	City Park Restrooms (nightly gate locking only)	Various Locations				55	\$ 1,650.00	\$ 19,800.00	423	\$ 13,108.69	\$ 157,304.28
C7b	City Park Restrooms (daily restroom cleaning)	Various Locations				396	\$ 11,995.00	\$ 143,940.00			
TOTAL FOR OTHER CITY FACILITIES						\$ 384,420.00			\$ 325,393.08		
D. SPECIAL EVENTS				BASE RATE	HOURLY RATE		BASE RATE	HOURLY RATE		BASE RATE	HOURLY RATE
D1	Sherwood Hall Center Special Events	940 N Main Street, 93906		\$ 100	\$ 33.95		\$ 100.00	\$ 30.00		min 4 hour call	\$ 35.00
E. EMERGENCY CALL BACKS				BASE RATE	HOURLY RATE		BASE RATE	HOURLY RATE		BASE RATE	HOURLY RATE
E1	Emergency Call Backs	Locations will vary		\$ 100	\$ 33.95 \$ 50.00		\$ 100.00	\$ 30.00		min 4 hour call	\$ 45.00

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			Jacob's Maintenance			Karla's Janitorial			S. Sarkissian Company		
BUILDING		LOCATION	MONTHLY LABOR HOURS	MONTHLY COST	ANNUAL COST	MONTHLY LABOR HOURS	MONTHLY COST	ANNUAL COST	MONTHLY LABOR HOURS	MONTHLY COST	ANNUAL COST
A. LIBRARIES											
A1	Cesar Chavez Library	665 Williams Road, 93905	155	\$ 4,650	\$ 55,800	145	\$ 3,850	\$ 46,200	80	\$ 3,500	\$ 42,000
A2	John Steinbeck Library	350 Lincoln Ave, 93901	160	\$ 4,800	\$ 57,600	146	\$ 3,890	\$ 46,680	80	\$ 3,500	\$ 42,000
A3	Library Connection at Northridge	796 Northridge Drive 93906	21	\$ 630	\$ 7,560	13	\$ 385	\$ 4,620	48	\$ 1,500	\$ 18,000
TOTAL FOR LIBRARIES			\$ 120,960			\$ 97,500			\$ 102,000		
B. RECREATION CENTERS											
B1	Bread Box Recreation Center	745 S. Sanborn Rd., 93905	40	\$ 1,200	\$ 14,400	36	\$ 995	\$ 11,940	80	\$ 3,000	\$ 36,000
B2	Central Park Recreation Center	420 Central Avenue 93901	15	\$ 450	\$ 5,400	21	\$ 546	\$ 6,552	48	\$ 1,500	\$ 18,000
B3	El Dorado Recreation Center	1655 El Dorado Drive, 93906	25	\$ 750	\$ 9,000	25	\$ 680	\$ 8,160	80	\$ 3,000	\$ 36,000
B4	Hebbron Heights Recreation Center	683 Fremont Street, 93905	35	\$ 1,050	\$ 12,600	48	\$ 1,326	\$ 15,912	80	\$ 3,000	\$ 36,000
B5	Salinas Recreation Center	320 Lincoln Avenue, 93901	60	\$ 1,800	\$ 21,600	60	\$ 1,665	\$ 19,980	80	\$ 3,000	\$ 36,000
B6	Fire House Recreation Center	1330 E. Alisal Street, 93905	70	\$ 2,100	\$ 25,200	62	\$ 1,686	\$ 20,232	80	\$ 3,000	\$ 36,000
TOTAL FOR RECREATION CENTERS			\$ 88,200			\$ 82,776			\$ 198,000		
SALINAS MUNICIPAL AIRPORT											
C5	Salinas Municipal Airport	30 Mortenson Avenue, Building 240 (240 Mortensen Avenue) and the Southside Restrooms (1545 & 1595 Moffett Street).	84	\$ 2,520	\$ 30,240	80	\$ 2,027	\$ 24,324	48	\$ 1,500	\$ 18,000
TOTAL FOR AIRPORT FACILITIES			\$ 30,240.00			\$ 24,324.00			\$ 18,000.00		
SHERWOOD HALL											
C6	Sherwood Hall	940 N Main Street, 93906	127	\$ 3,810	\$ 45,720	184	\$ 5,800	\$ 69,600	80	\$ 5,000	\$ 60,000
TOTAL FOR SHERWOOD HALL FACILITY			\$ 45,720.00			\$ 69,600.00			\$ 60,000.00		
C. OTHER CITY FACILITIES											
C1	Maintenance Yard	426 Work Street, 93901	25	\$ 750	\$ 9,000	38	\$ 1,004	\$ 12,048	80	\$ 3,000	\$ 36,000
C2	Train Station	11 Station Place, S 93901	55	\$ 1,650	\$ 19,800	62	\$ 1,695	\$ 20,340	80	\$ 3,000	\$ 36,000
C3	City Hall and Rotunda	200 Lincoln Avenue, 93901	195	\$ 5,850	\$ 70,200	195	\$ 5,240	\$ 62,880	80	\$ 5,000	\$ 60,000
C4	Permit Center	65 West Alisal Street, 93901	191	\$ 5,730	\$ 68,760	123	\$ 3,380	\$ 40,560	80	\$ 3,500	\$ 42,000
C7a	City Park Restrooms (nightly gate locking only)	Various Locations	60	\$ 1,800	\$ 21,600	10	\$ 280	\$ 3,360	80	\$ 3,000	\$ 36,000
C7b	City Park Restrooms (daily restroom cleaning)	Various Locations	390	\$ 11,700	\$ 140,400	210	\$ 5,600	\$ 67,200			
TOTAL FOR OTHER CITY FACILITIES			\$ 329,760			\$ 206,388			\$ 210,000		
D. SPECIAL EVENTS				BASE RATE	HOURLY RATE		BASE RATE	HOURLY RATE		BASE RATE	HOURLY RATE
D1	Sherwood Hall Center Special Events	940 N Main Street, 93906		\$ 100	\$ 30		\$ 29.95	\$ 29.95			
E. EMERGENCY CALL BACKS				BASE RATE	HOURLY RATE		BASE RATE	HOURLY RATE		BASE RATE	HOURLY RATE
E1	Emergency Call Backs	Locations will vary		\$ 100	\$ 30		\$ 35	\$ 35			

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			Klimas Janitorial		
BUILDING	LOCATION		MONTHLY LABOR HOURS	MONTHLY COST	ANNUAL COST
A. LIBRARIES					
A1	Cesar Chavez Library	665 Williams Road, 93905			\$ -
A2	John Steinbeck Library	350 Lincoln Ave, 93901			\$ -
A3	Library Connection at Northridge	796 Northridge Drive 93906			\$ -
TOTAL FOR LIBRARIES					\$ -
B. RECREATION CENTERS					
B1	Bread Box Recreation Center	745 S. Sanborn Rd., 93905			\$ -
B2	Central Park Recreation Center	420 Central Avenue 93901			\$ -
B3	El Dorado Recreation Center	1655 El Dorado Drive, 93906			\$ -
B4	Hebbron Heights Recreation Center	683 Fremont Street, 93905			\$ -
B5	Salinas Recreation Center	320 Lincoln Avenue, 93901			\$ -
B6	Fire House Recreation Center	1330 E. Alisal Street, 93905			\$ -
TOTAL FOR RECREATION CENTERS					\$ -
SALINAS MUNICIPAL AIRPORT					
C5	Salinas Municipal Airport	30 Mortenson Avenue, Building 240 (240 Mortensen Avenue) and the Southside Restrooms (1545 & 1595 Moffett Street).	120	\$ 1,800	\$ 21,600
TOTAL FOR AIRPORT FACILITIES					\$ 21,600.00
SHERWOOD HALL					
C6	Sherwood Hall	940 N Main Street, 93906			
TOTAL FOR SHERWOOD HALL FACILITY					
C. OTHER CITY FACILITIES					
C1	Maintenance Yard	426 Work Street, 93901			\$ -
C2	Train Station	11 Station Place, S 93901			\$ -
C3	City Hall and Rotunda	200 Lincoln Avenue, 93901			\$ -
C4	Permit Center	65 West Alisal Street, 93901			\$ -
C7a	City Park Restrooms (nightly gate locking only)	Various Locations			\$ -
C7b	City Park Restrooms (daily restroom cleaning)	Various Locations			\$ -
TOTAL FOR OTHER CITY FACILITIES					\$ -
D. SPECIAL EVENTS				BASE RATE	HOURLY RATE
D1	Sherwood Hall Center Special Events	940 N Main Street, 93906		\$ 100	\$ 30
E. EMERGENCY CALL BACKS				BASE RATE	HOURLY RATE
E1	Emergency Call Backs	Locations will vary		\$ 100	\$ 30