



LSN GOVERNMENT AFFAIRS  
Local \* State \* National

May 20, 2020

Brenda Billingsley, Director of Purchasing  
Broward County Governmental Center 115 South Andrews Avenue, Rm. 112  
Fort Lauderdale, Florida 33301

Re: RFP BLD 2117566P1 Janitorial Services at FLL / Group 1 Rental Car Center

Dear Ms. Billingsley:

Our firm represents Sunshine Cleaning Systems, Inc. ("Sunshine"), the number 2 ranked firm for the Group 1 services of the referenced RFP. If an impasse exists in the negotiations with Fuel Facility Management, Inc. ("FFM"), the No. 1 ranked firm, we request that Sunshine be given the opportunity to negotiate a final contract to provide services to the Rental Car Center ("RCC") at FLL before any new RFP is issued for the Group 1 Janitorial Services.

The Group 1 RFP solicitation sought to give a first preference for a Broward County certified County Business Enterprises ("CBE"). The RFP expressly stated: "CBE's and non-CBEs may respond to this solicitation. If there are no CBE firms recommended for award a **non-CBE firm that has responded to the Solicitation may be recommended for award**, or the County may reject all solicitations." (Emphasis added).

In Group 1 RFP, ten (10) firms responded. Of the 10 firms, one was deemed non-responsive. Six (6) of the nine (9) remaining firms were CBEs.

After extensive work by staff and the Evaluation Committee, three (3) responsive and responsible firms were shortlisted:

- Fuel Facility Management, Inc. (CBE)
- LGC Global Energy FM, LLC (non-CBE)
- Sunshine Cleaning Services, Inc. (non-CBE)

After presentations, the final vote of the Evaluation Committee ranked the firms as follows:

1. Fuel Facility Management, Inc. (454 points)
2. Sunshine Cleaning Systems, Inc. (437.5 points)
3. LGC Global Energy FM, LLC. (349.65 points)

Negotiations commenced in mid-2019 with FFM, and by May 2020, no final agreement had been reached. Therefore, if there is an impasse with FFM, then there is no longer a recommendation of an award to a CBE firm and, as per the FP, it is now appropriate to negotiate with Sunshine.

In the meantime, FLL has suffered a 90+% decline in business as a result of the COVID-19 pandemic and its effect on air travel and related business. As the current provider of Janitorial services at the RCC, Sunshine has been heavily impacted as well.

Sunshine Cleaning Systems, Inc.  
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Sunshine has provided janitorial services for the RCC since it was built almost 20 years ago. Under its current 5-year County contract, Sunshine has provided 35% of the RCC to Broward CBE subcontractor firms. By all accounts, Sunshine's work at the RCC is excellent and the relationship between Sunshine, BCAD staff, and the rental car companies is excellent. Moreover, the unique features of the RCC including the terrazzo floors and escalators demand expensive, specialized equipment which Sunshine has acquired at considerable cost.

Sunshine is prepared to honor its original proposal and will commit to significantly increase its percentage of CBE participation if it is authorized to negotiate an agreement for the Group 1 services. As the #2 ranked firm that has expended its time and money to participate in this RFP process, it is only fair that Sunshine be given the opportunity to finalize an agreement with the County for the RCC.

With Sunshine, there is no transition or learning curve. Sunshine has a collective bargaining agreement (CBA) with SEIU 32BJ. A number of janitorial employees at FLL were furloughed because of the drop-off of business caused by COVID-19. Sunshine and its CBE subs, working with the SEIU and BCAD are anxious to put these trained and badged employees back to work as soon as possible. The idea of seeking a new RFP is premature without seeking to negotiate with Sunshine first. As this RFP demonstrated, very few CBE firms have the financial wherewithal to carry this contract including the need for a major line of credit, specialized equipment, bonding, insurance and the ability to advance payroll before being paid for the services by the County. The impacts of the COVID-19 pandemic have placed even heavier burdens on small businesses.

This RFP was issued on March 6, 2019, some 15 months ago. Recognizing that even when there are no major delays, RFPs take time and involve expenses and major time commitments for staff, EC members and the respondents. It is in the County's best interests to authorize staff to attempt to negotiate with Sunshine, the #2 ranked firm for these Group of services.

Thank you for your time and attention. Kindly let me know if you have specific questions or wish to discuss this further. Please include this letter in the backup of any County Commission Agenda Item on these Group 1 services for the RCC.

Very Truly Yours,



George I. Platt

Cc: Andrew (Drew) Meyers, County Attorney  
Ms. Sharon Thorsen, Assistant County Attorney  
Ms. Carla Byrd, Purchasing Manager  
Mr. Randy Plunkett, Purchasing Agent  
Ms. Helene O'Brien, Florida Director SEIU 32BJ  
Ms. Laura Coenen, CEO, Sunshine Cleaning Systems, Inc.  
Mr. Randy Kierce, COO Sunshine Cleaning Systems, Inc.  
Mr. Seth Platt  
Ms. Anitra Lanczi, Esq.