



# Broward County

## Legislation Text

File #: 21-271, Version: 1

### **Broward County Commission Regular Meeting**

**Director's Name:** George Tablack

**Department:** Finance and Administrative Services    **Division:** Purchasing

### Information

#### Requested Action

MOTION TO APPROVE Agreement between Broward County and Sunshine Cleaning Systems, Inc., Request for Proposals (RFP) No. BLD2117566P1, Janitorial Services for Broward County's Fort Lauderdale-Hollywood International Airport, Group 1, Rental Car Center, for the Aviation Department, in the total not-to-exceed amount of \$4,646,804 for the initial three-year term, which includes \$1,515,942 for basic services and \$8,215 for optional services for the first year, and the not-to-exceed amount of \$3,105,136 for basic services and \$17,510 for optional services for years two and three, beginning April 1, 2021, with two one-year renewal periods in the not-to-exceed amount of \$1,594,101 for basic services and \$9,295 for optional services for the fourth year, and the not-to-exceed amount of \$1,635,970 for basic services and \$9,655 for optional services for the fifth year, with a not-to-exceed contract value for five years of \$7,895,825; and authorize the Mayor and Clerk to execute same.

#### Why Action is Necessary

In accordance with the Broward County Procurement Code, Section 21.31.a.4, Award Authority, Board approval is required for awards exceeding \$500,000.

#### What Action Accomplishes

Approves the Agreement with Sunshine Cleaning Systems, Inc. for janitorial services for Broward County's Fort Lauderdale-Hollywood International Airport, Group 1, Rental Car Center.

#### Is this Action Goal Related

No

#### Previous Action Taken

On June 16, 2020 (Item No. 75B), the Board deferred Motion B to reject all proposals for RFP No. BLD2117566P1, Group 1, Rental Car Center.

#### Summary Explanation/Background

THE PURCHASING DIVISION, THE AVIATION DEPARTMENT AND THE OFFICE OF ECONOMIC AND SMALL BUSINESS DEVELOPMENT RECOMMEND APPROVAL OF THE ABOVE MOTION.

The Office of Economic and Small Business Development (OESBD) designated this a reserved project for County Business Enterprise (CBE) firms (Exhibit 3).

The purpose of the Agreement (Exhibit 2) with Sunshine Cleaning Systems, Inc. is to provide janitorial services for Broward County's Fort Lauderdale-Hollywood International Airport, Group 1, Rental Car Center.

Pursuant to Section 1-81.3(e) of the County Business Opportunity Act of 2012, as amended, when a CBE reserve is established, CBEs and non-CBEs may respond to the solicitation. If no CBE with capacity to perform the work submits a responsive and responsible Bid, a non-CBE with the highest-ranked responsive and responsible proposal may be awarded the contract with at least a 25% CBE goal (unless the CBE goal is waived or otherwise modified by Board action). On September 22, 2020 (Item No. 47), the Board directed staff to negotiate with the second-ranked non-CBE proposer, Sunshine Cleaning Systems, Inc. with a 40% CBE goal.

This Agreement includes covered services, in accordance with Broward County Living Wage Ordinance, Section 26-101(k). Sunshine Cleaning Systems, Inc. has agreed to be bound to the contractual obligations. The three-year initial term estimated amount includes the health care benefit increase effective January 1, 2021.

In accordance with the Broward County Workforce Investment Program, Administrative Code, Section 19.211, these services are subject to the Workforce Investment Program. Sunshine Cleaning Systems, Inc. has agreed to be bound to the contractual obligations of the Workforce Investment Program.

On December 10, 2013 (Item No. 31A), the Board approved an agreement between Broward County and Sunshine Cleaning Systems, Inc. for Janitorial Services for the Fort Lauderdale-Hollywood International Airport, Group 1, Terminal One and Rental Car Center, Request for Proposals (RFP) No. R1073611P1, in the total not-to-exceed amount of \$14,279,846 for the initial three-year term, which included \$4,682,782 for basic and optional services for the first year and not-to-exceed amount of \$9,365,564 for basic services, and \$231,500 for optional services for years two and three. The Board authorized the Director of Purchasing to renew the agreement for two one-year renewal periods for a contractual amount subject to negotiations, with an estimated contract value for five years of \$23,876,910.

On March 5, 2019 (Item No. 35A), the Board approved the Request for Proposals (RFP) No. BLD2117566P1.

On September 10, 2019 (Item No. 49), the Board approved the final ranking and authorized staff to negotiate with the first-ranked firm, Fuel Facilities Management, Inc., which resulted in an impasse.

On June 16, 2020 (Item No. 75), the Board authorized the Director of Purchasing to execute the Fifth Amendment to the current agreement No. R1073611P1, which extended the term on a month-to-month basis through March 31, 2021 and increased the current contract value to \$31,661,934. This action provided additional time for completion for the new procurement and replacement contract.

On September 22, 2020 (Item No. 47), the Board directed County staff to negotiate with the second-ranked proposer, Sunshine Cleaning Systems, Inc. and required an increased CBE participation of

40% and a mentoring program to the CBE subcontractor. Sunshine Cleaning Systems, Inc. committed to 40% CBE participation and a mentoring program to the CBE subcontractor.

On February 11, 2021, Sunshine Cleaning Systems, Inc. notified the County that its only CBE subcontractor, Fuel Facility Management, Inc., withdrew its participation in the project. Sunshine Cleaning Systems, Inc. subsequently obtained a replacement Broward County-certified CBE firm, Patrick's Cleaning Systems, Inc., and committed to 40% CBE participation. The OESBD reviewed the revised Letter of Intent reflecting Sunshine Cleaning Systems, Inc.'s commitment to utilize Patrick's Cleaning Systems, Inc. and has approved this pre-award substitution (Exhibit 3).

Four meetings were held to negotiate the Agreement: October 23, November 20, and December 15, 2020; and January 20, 2021. The meetings were attended by representatives from Sunshine Cleaning Systems, Inc., the Office of Economic and Small Business Development, the Office of the County Attorney, the Purchasing Division, and the Aviation Department.

During negotiations, because of the current COVID-19 pandemic conditions, which were not anticipated during the solicitation process, additional basic services scope for providing scheduled monthly COVID-19-related cleaning and sanitizing services using electrostatic sprayers and optional services hourly rates for additional cleaning were considered and agreed to be added by the County and Sunshine Cleaning Systems, Inc. The negotiated amount for monthly electrostatic spraying is in the estimated potential five-year amount of \$343,114 and optional services is in the estimated potential five-year amount of \$44,526. The negotiated price for monthly electrostatic spraying is considered fair and reasonable, based on the prices per square foot, when compared to other County janitorial contracts that include this scope of work. The optional services hourly rates are consistent with the negotiated rates provided in the Agreement No. BLD2117566P1 for janitorial services at Broward County's Fort Lauderdale-Hollywood International Airport (Terminals 1 through 4 and the Airport Operations Control Center).

Additional supporting documentation provided to the Evaluation Committee regarding this procurement can be found on Broward County's Purchasing Division website at <http://www.broward.org/Purchasing/Pages/Repository.aspx>.

The amounts referenced in this agenda were rounded to the nearest whole dollar. Vendor payments will be based on the actual negotiated amount. The Agreement Summary reflects the actual amount of the award (Exhibit 1).

### **Source of Additional Information**

Brenda J. Billingsley, Director, Purchasing Division, (954) 357-6070

### **Fiscal Impact**

#### **Fiscal Impact/Cost Summary**

Each procurement processed against the agreements will be funded by the appropriate source at the time of release.

Requisition No. AVM0002977