



# Fulton County

## Legislation Details (With Text)

|                      |  |                      |   |                        |  |
|----------------------|--|----------------------|---|------------------------|--|
| <b>File #:</b>       | 22-0859  | <b>Version:</b>      | 1 | <b>Name:</b>           |  |
| <b>Type:</b>         | CM Action Item - Open & Responsible Government   | <b>Status:</b>       |   | Passed                 |  |
| <b>File created:</b> | 9/22/2022  | <b>In control:</b>   |   | Board of Commissioners |  |
| <b>On agenda:</b>    | 11/16/2022   | <b>Final action:</b> |   | 11/16/2022             |  |
| <b>Title:</b>        | Request approval to renew existing contracts - Department of Real Estate and Asset Management, 21ITB128258C-CG, Janitorial Services for Selected Fulton County Facilities (Groups C, D & G) in the total amount not to exceed \$1,060,649.00 with (A) A-Action Janitorial Service, Inc. (Lithonia, GA) in the amount of \$408,431, for Group C (Central Libraries); and (B) American Facility Services, Inc. (Alpharetta, GA) in the amount of \$652,218.00, for Group D (North Fulton Libraries) and Group G (North Senior Centers and Central Senior Centers), to provide the highest quality cleaning services for Groups C, D, and G for FY2023. This action exercises the first of one renewal options. No renewal options remain. Effective dates: January 1, 2023 through December 31, 2023. (APPROVED) |                      |   |                        |  |

### Sponsors:

### Indexes:

### Code sections:

**Attachments:** 1. Exhibit 1 Contract Renewal Agreement- (C) American Facility Services, Inc., 2. Exhibit 1 Contract Renewal Agreement- (A) A-Action Janitorial, 3. Exhibit 2 Contractor's Performance Reports, 4. Exhibit 3 Contract Renewal Evaluation Form, 5. 2022-0859

| Date       | Ver. | Action By              | Action  | Result |
|------------|------|------------------------|---------|--------|
| 11/16/2022 | 1    | Board of Commissioners | approve | Pass   |

## Department

Real Estate and Asset Management

### Requested Action *(Identify appropriate Action or Motion, purpose, cost, timeframe, etc.)*

Request approval to renew existing contracts - Department of Real Estate and Asset Management, 21ITB128258C-CG, Janitorial Services for Selected Fulton County Facilities (Groups C, D & G) in the total amount not to exceed \$1,060,649.00 with (A) A-Action Janitorial Service, Inc. (Lithonia, GA) in the amount of \$408,431, for Group C (Central Libraries); and (B) American Facility Services, Inc. (Alpharetta, GA) in the amount of \$652,218.00, for Group D (North Fulton Libraries) and Group G (North Senior Centers and Central Senior Centers), to provide the highest quality cleaning services for Groups C, D, and G for FY2023. This action exercises the first of one renewal options. No renewal options remain. Effective dates: January 1, 2023 through December 31, 2023. (APPROVED)

### Requirement for Board Action *(Cite specific Board policy, statute or code requirement)*

In accordance with Purchasing Code Section 102-394(6), the Purchasing Department shall present all renewal requests to the Board of Commissioners at least 90 days prior to the contract renewal date, 60 days if the contract term is six (6) months or less.

### Strategic Priority Area related to this item *(If yes, note strategic priority area below)*

## Open and Responsible Government

### Commission Districts Affected

- All Districts ☒
- District 1 ☐
- District 2 ☐
- District 3 ☐
- District 4 ☐
- District 5 ☐
- District 6 ☐

### Is this a purchasing item?

Yes

**Summary & Background** Request approval to renew existing contracts to provide Janitorial Services for Selected Fulton County Facilities for Groups C, D, and G for FY2023.

**Scope of Work:** These contracts provide general cleaning for selected Fulton County facilities (Groups C, D, and G) for the Department of Real Estate and Asset Management (DREAM).

The janitorial contractors shall furnish all materials, labor, tools, janitorial equipment, cleaning supplies, restroom supplies (including feminine products, soap, toilet seat covers, toilet tissue, paper towels, and other required supplies) and equipment necessary to provide the highest quality janitorial services at these facilities which consists of:

- **A-Action Janitorial Service, Inc. - Group C:** (Central Libraries) - Consists of 5 facilities (Central, Auburn, Martin Luther King, Peachtree, and Mechanicsville Libraries) with a total of 323,852 cleanable sq. ft.
- **American Facility Services, Inc. - Group D:** (North Fulton Libraries) - Consists of 15 facilities (Alpharetta, Milton, Buckhead, Dogwood, East Atlanta, Kirkwood, Northeast Regional, Northside, Adamsville/Collier heights, Ponce de Leon, Roswell Branch, Sandy Springs, Fulton Library at Ocee, Northwest Atlanta, and East Roswell Libraries) with a total of 225,198 cleanable sq. ft.; and **Group G:** (North Senior Centers) - Consists of 5 facilities (HG Darnell, North Fulton, DC Benson, Dogwood and New Horizons) with a total of 74,002 cleanable sq. ft.; and (Central Senior Centers) which consist of two (2) facilities (Edgewood and Helene S. Mills) with a total of 30,093 cleanable sq. ft.

**Community Impact:** The overall community impact is to provide clean and sanitary facilities for the selected facilities.

**Department Recommendation:** The Department of Real Estate and Asset Management recommends approval to renew existing contracts to provide the highest quality of cleaning services for these selected Fulton County facilities, which consists of: Groups C: (Central Libraries); D (North Fulton Libraries); and G (North Senior Centers) for FY2023.

The requested spending authority in the total amount of \$1,060,649 is an increase of \$51,329 over 2022, resulting from several contract administrative actions. In the beginning of this year 2022 there were two new Janitorial Contractors; A-Action and American Facility Services, the next lowest and

responsible bidders, assuming janitorial services responsibilities according to the terms and conditions for those contracts for Groups C and D (BOC Item #22-0058) for FY2022, from the original awardee (3H Services System, Inc. - BOC Item #21-0519) that notified the County of its decision to be released from its contractual obligation for FY2022.

Recently, Buckhead Elite, the original awardee for Group G, notified the County of its decision to be released from its contractual obligation for FY2022 resulting in the recent contract administrative actions, Termination or Agreement (BOC Item #22-0680) and Contract Amendment (BOC Item #22-0682) involving Group G for which American Facility Services, the next lowest and responsible bidder, assuming the janitorial services responsibilities according to the terms and conditions of that contract for the remaining three months of FY2022 in the amount of \$92,073 with one renewal option, effective October 1, 2022 through December 31, 2022.

Now, with this renewal action, American Facility Services is assuming the full 12-months janitorial responsibilities for Group G in the amount of \$384,611 with no renewal option remains for FY2023.

All these contract administrative transactions affected all cost increases due to next lowest and responsible bidders all having higher costs than the original awardees. The new Janitorial Contractors may come with a higher cost, but these companies are reliable in terms of getting the job done as reflected in their Contractor's Performance Reports.

These are a time and material contracts. The total requested spending authority in the amount of \$1,060,649 is sufficient to cover the costs for cleaning materials, janitorial supplies, labor hours to include day porters; additional events and unanticipated emergencies that may require additional janitorial support to maintain the required cleaning in these facilities for FY2023.

#### Historical Expenditures:

- FY2022: The County expenditure as of 9/22/2022, is \$523,866.37
- FY2021: The County spent \$732,617.85
- FY2020: The County spent \$550,631.20
- FY2019: The County spent \$750,724.16
- FY2018: The County spent \$893,367.00
- FY2017: The County spent \$758,401.63

**Project Implications:** These contracts are design to provide and maintain sustainable clean and sanitary County facilities. The effective cleaning program is critical component to keeping a healthy and productive environment.

**Community Issues/Concerns:** None that the Department is aware.

**Department Issues/Concerns:** If this renewal contracts are not approved, the Department will not be able to provide janitorial services for these selected County facilities.

#### Contract Modification

**(A) A-Action Janitorial Service, Inc.**

| Current Contract History | BOC Item | Date    | Dollar Amount       |
|--------------------------|----------|---------|---------------------|
| Original Award Amount    | 22-0058  | 1/19/22 | \$408,431.00        |
| <b>1st Renewal</b>       |          |         | <b>\$408,431.00</b> |
| Total Revised Amount     |          |         | \$816,862.00        |

**(B) American Facility Services, Inc.**

| Current Contract History | BOC Item | Date    | Dollar Amount        |
|--------------------------|----------|---------|----------------------|
| Original Award Amount    | 22-0058  | 1/19/22 | \$267,607.00         |
| Amendment No. 1          |          |         | \$92,073.00          |
| <b>1st Renewal</b>       |          |         | <b>\$652,218.00*</b> |
| Total Revised Amount     |          |         | \$1,011,898.00       |

\*The Renewal Cost consists of the following:

**\$267,607.00** (Group D) assume contract from 3H Services which notified the County of its decision to not renew for FY2022, as Item #22-0058.

**\$384,611.00** (Group G) assume contract from Buckhead Elite which was terminated on 9/21/2022, as Item #22-0680 for FY2022. The BOC approved the amended contract on 9/21/2022, as Item #22-0682 for FY2023.

**Contract & Compliance Information** *(Provide Contractor and Subcontractor details.)*

**Total Contract Value: \$1,060,649.00**

**(A)**

**Contract Value: \$408,431.00**  
**Prime Vendor: A-Action Janitorial Services, Inc.**  
**Prime Status: Non-Minority**  
**Location: Alpharetta, GA**  
**County: Fulton County**  
**Prime Value: \$408,431.00 or 100.00%**

**Total Contract Value: \$408,431.00 or 100.00%**

**Total M/FBE Value: \$0.00 or 0.00%**

**(B)**

**Contract Value: \$652,218.00**  
**Prime Vendor: American Facility Services, Inc.**  
**Prime Status: Non-Minority**  
**Location: Alpharetta, GA**  
**County: Fulton County**  
**Prime Value: \$521,774.40 or 80.00%**

**Subcontractor: Phenomenal Janitorial & Maintenance Svc. Corp.**  
**Subcontractor Status: African American Female Business Enterprise -Certified**  
**Location: Jonesboro, GA**  
**County: Clayton County**

**Subcontractor Value:**      **\$130,443.60 or 20.00%**

**Total Contract Value:**      **\$652,218.00 or 100.00%**

**Total M/FBE Value:**      **\$130,443.60 or 20.00%**

**Grand Total Value:**      **\$1,060,649.00 or 100.00%**

**Grand Total M/FBE:**      **\$130,443.60 or 12.30%**

### **Exhibits Attached**

Exhibit 1: Contract Renewal Agreements

Exhibit 2: Contractor's Performance Reports

Exhibit 3: Contract Renewal Evaluation Form

### **Contact Information** *(Type Name, Title, Agency and Phone)*

Joseph N. Davis, Director, Department of Real Estate and Asset Management, (404) 612-3772

### **Contract Attached**

Yes

### **Previous Contracts**

Yes

### **Total Contract Value**

Original Approved Amount:    \$362,515.35

Previous Adjustments:        \$1,101,393.00

This Request:                 \$1,060,649.00

TOTAL:                         \$2,524,557.35

### **Grant Information Summary**

Amount Requested:

☐ Cash

Match Required:

☐ In-Kind

Start Date:

☐ Approval to Award

End Date:

☐ Apply & Accept

Match Account \$:

### **Fiscal Impact / Funding Source**

#### **Funding Line 1:**

100-520-5221-1176: General, Real Estate and Asset Management, Cleaning Services-

\$1,060,649.00 "Subject to availability of funding adopted for FY2023 by BOC

| Key Contract Terms   |   |
|----------------------|---|
| Start Date: 1/1/2023 | End Date: 12/31/2023                                  |
| Cost Adjustment:     | Renewal/Extension Terms: No<br>renewal options remain |

**Overall Contractor Performance Rating:**

A-Action Janitorial Services, Inc. 3.0

American Facility Services, Inc. 3.0

**Would you select/recommend this vendor again?**

Yes

**Report Period Start:**  
4/1/2022

**Report Period End:**  
6/30/2022