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## BOARD AGENDA ITEM

Information/Discussion \_\_\_\_\_

Future Action \_\_\_\_\_

Action \_\_\_\_ x \_\_\_\_

Item: 2025 Kent ISD Custodial Services

Submitted by: Russell Bray

Date: \_\_\_\_5/09/25\_\_\_\_

Recommended by: Kevin Philipps

Board Meeting Date: \_\_\_\_5/19/25\_\_\_\_

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### RECOMMENDATION:

It is recommended that the Kent ISD board approve United Commercial Services as the custodial contractor for the following buildings: Lincoln School, LDC, LCC, Empower U South and KEC-Oakleigh buildings.

### BACKGROUND

Bids for a 2-year cleaning contract were accepted from 13 different bidders. The bid tab is attached.

After extensive review and analysis of these bids, United Commercial Services met or exceeded all of our expectations for service. Their cost is reflective of a staffing plan that commits an appropriate amount of supervisory and cleaning hours as well as a wage scale that will help us assure consistent, quality service. United Commercial Services is also our current contractor for several other buildings (including two special education buildings) and they are familiar with our expectations for a facility that serves a high need student population.

The costs for this contract were also analyzed extensively, and factors such as the turnover rates and total cleaning hours were used as a means of comparing all bidders. The total cost of the United Commercial Services proposal is very competitive when these factors are included, and they are the lowest bidder.

KENT ISD  
Custodial Services - Lincoln Campus, Empower U South/Adult Ed and KEC Oakleigh Bid Tabulation

Vendors:	Professional Building Services	United Commercial Services*	JO Cleaning	Honest Enterprises	Z's Green Clean	The Cleaner	RNA Facilities Management	West Michigan Janitorial	Auxilio Services	Enviro-Clean	D.M. Burr Group	GSF	Grand Rapids Building Services
Familial Affidavit	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Iran Econ Sanc Act	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
References	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Total Lincoln Campus Yrs 1 & 2	\$ 840,000.00	\$ 603,841.77	\$ 821,115.25	Did Not Bid	\$ 643,652.80	\$ 526,800.00	\$ 1,016,670.17	\$ 808,615.23	\$ 777,545.90	\$ 708,355.58	\$ 687,862.00	\$ 714,548.96	\$ 635,784.00
Total EUS Yrs 1 & 2	\$ 202,400.00	\$ 121,038.75	\$ 209,477.80	\$ 176,000.00	\$ 123,527.04	\$ 205,200.00	\$ 141,569.07	\$ 149,916.00	\$ 197,313.45	\$ 165,607.83	\$ 174,552.00	\$ 158,785.66	\$ 164,424.00
Total KEC-O Yrs 1 & 2	\$ 134,000.00	\$ 81,070.08	\$ 153,850.40	\$ 194,000.00	\$ 89,138.56	\$ 205,200.00	\$ 102,413.70	\$ 99,944.00	\$ 120,754.76	\$ 114,369.16	\$ 106,815.00	\$ 105,960.78	\$ 98,856.00
Total Years 1 & 2	\$ 1,176,400.00	\$ 805,950.60	\$ 1,184,443.45	\$ 370,000.00	\$ 856,318.40	\$ 937,200.00	\$ 1,260,652.94	\$ 1,058,475.23	\$ 1,095,614.11	\$ 988,332.57	\$ 969,229.00	\$ 979,295.40	\$ 899,064.00

\* United Commercial Services provided a base price for Year 1 of the contract and noted subsequent years as "To Be determined. Will not exceed 3%".  
Therefore, a 3% increase in pricing was assumed for the second year of the contract to factor the maximum possible increase and ensure fair comparsion with other contractors.