



PURCHASING DEPARTMENT
DIVISION OF BUDGET & FINANCE

**PUR-1380
ADDENDUM NO. 1
INVITATION TO BID**

JANITORIAL SERVICES FOR WASHINGTON COUNTY OFFICE BUILDINGS

DATE: Monday, March 5, 2018

**BIDS DUE: Wednesday, March 14, 2018
2:00 P.M.**

To Bidders:

This Addendum is hereby made a part of the Contract Documents on which all bids will be based and is issued to correct and clarify the original documents.

Please acknowledge receipt of this Addendum at the appropriate space on the Proposal Form. This Addendum consists of eight (8) pages and four (4) attachments.

NOTE: All Bidders must enter the Washington County Administration Complex through either the front door at the 100 West Washington Street entrance or through the rear entrance (w/blue canopy roof) which is handicap accessible, and must use the elevator to access the Purchasing Department to submit their proposal and/or to attend the Pre-Proposal Conference. Alternate routes are controlled by a door access system. Washington County Government has announced new security protocols being implemented at the Washington County Administration Complex at 100 West Washington Street, Hagerstown. The new measures took effect Tuesday, February 14, 2017. The general public will be subject to wand search and will be required to remove any unauthorized items from the building prior to entry. Prohibited items include, but are not limited to: Weapons of any type; Firearms, ammunition and explosive devices; Cutting instruments of any type - including knives, scissors, box cutters, work tools, knitting needles, or anything with a cutting edge, etc.; Pepper spray, mace or any other chemical defense sprays; and Illegal substances.

ITEM NO. 1: *Inquiry:* Do we have to register for the site visit?

Response: No, however the site visit was Friday, February 16, 2018 at 1:00 P.M.

ITEM NO. 2: *Inquiry:* Also, what was the total award amount for the last year of the incumbent contract?

(NOTE: The wording of all "Inquiries" submitted are displayed exactly as received.)

100 West Washington Street, Room 320 | Hagerstown, MD 21740-4748 | P: 240.313.2330 | F: 240.313.2331 | Hearing Impaired: 7-1-1

WWW.WASHCO-MD.NET

Response: See attachment “A” to this Addendum for the awarded contract and price increases approved by the Board of County Commissioners of Washington County.

ITEM NO. 3: *Inquiry:* Also, is there a last day when questions can be asked?

Response: Refer to bid document, Page 17, Supplemental Terms and Conditions, Item No. 6. Interpretation, Discrepancies, Omissions: Refer to General Conditions and Instruction to Bidders – General Conditions of Bidding, Section 12; requests received after 4:00 P.M. (EST), Friday, February 23, 2018 may not be considered.

ITEM NO. 4: *Inquiry:* We would like to participate in this procurement and want to know if the building tour and site survey scheduled for Friday, Feb 16 at 8:00AM is required-mandatory in order to submit a bid.

Response: The site tour is not a requirement to submit a bid.

ITEM NO. 5: *Inquiry:* Is there a Living Wage assigned to this bid?

Response: No, there is no Living Wage assigned to this bid.

ITEM NO. 6: *Inquiry:* Can you provide name of incumbent and current pricing for each facility?

Response: Stockwell Maintenance Systems, Inc. is the incumbent. See attachment “A” for the awarded contract and price increases approved by the Board of County Commissioners of Washington County.

ITEM NO. 7: *Inquiry:* Need a breakdown of VC Tile flooring and carpet at each facility to provide pricing?

Response: All square footage figures are approximate. Administration Complex: 45,000 square feet of carpet – 9,000 square feet of hard floor; Court House Annex: 17,000 square feet of carpet – 4,000 square feet of hard floor; Court House: 21,000 square feet of carpet – 5,000 square feet of hard floor; Administration Annex: 10,000 square feet of carpet – 2,000 square feet of hard floor; County Office Building: 20,000 square feet of carpet – 13,000 square feet of hard floor

ITEM NO. 8: *Inquiry:* Is there any type of Bonding required with the bid?

Response: No Bid Bond, Performance Bond and /or Labor and Material Bond are required.

ITEM NO. 9: *Inquiry:* Could you tell us what documents must be submitted with the bid?

Response: Bidders shall submit as their submittal the Signature to Bids, Form of Proposal and Affidavit no later than **2:00 P.M., (EDST), Wednesday, March 14, 2018.**

ITEM NO. 10: Inquiry: Can we obtain a list of the questions and answers from the pre-bid conference?

Response: All Pre-Bid Conference and submitted questions are addressed in Addendum No. 1.

ITEM NO. 11: Inquiry: Is there a Letter of Intent (LOI) or registration needed to attend the bidding?

Response: No, a Letter of Intent or registration to bid is not required.

ITEM NO. 12: Inquiry: Total number of app. Occupants per locations?

Response: Approximate number of employees per location: Administration Complex – 100 employees; Court House Annex – 50 employees; Court House – 75 employees; Administrative Annex – 60 employees; County Office Building – 75 employees.

ITEM NO. 13: Inquiry: In the pre-bid meeting I believe you indicated you could supply current costing information as public record if we contacted you in writing. If you could be so kind as to please send any information it would be greatly appreciated.

Response: See attachment “A” to this Addendum for the awarded contract and price increases approved by the Board of County Commissioners of Washington County.

ITEM NO. 14: Inquiry: Could we have a copy of the attendance sheet at pre-bid meeting?

Response: See attachment “B” to this Addendum.

ITEM NO. 15: Inquiry: What is the current annual price breakdown per building?

Response: See attachment “A” to this Addendum for the awarded contract and price increases approved by the Board of County Commissioners of Washington County.

ITEM NO. 16: Inquiry: What is the current annual price breakdown per building on window cleaning?

Response: See attachment “A” to this Addendum for the awarded contract and price increases approved by the Board of County Commissioners of Washington County.

ITEM NO. 17: Inquiry: What is the current annual price breakdown for strip and waxing for each building?

Response: See attachment “A” to this Addendum for the awarded contract and price increases approved by the Board of County Commissioners of Washington County.

ITEM NO. 18: Inquiry: What is the total annual contract price now?

Response: See attachment “A” to this Addendum for the awarded contract and price increases approved by the Board of County Commissioners of Washington County.

ITEM NO. 19: Inquiry: Was there any increases over the five year contract given to current contractor and how much?

Response: Yes, approved minimum wage. See attachment “A” to this Addendum for the awarded contract and price increases approved by the Board of County Commissioners of Washington County.

ITEM NO. 20: Inquiry: Has the current contractor over past five years had any deductions for not meeting the required hours? Required amount of people? deduction for performance related to work?

Response: Yes, deductions were made based on hours not worked and performance related work.

ITEM NO. 21: Inquiry: Is the county satisfied with the current conditions of all buildings under current contractor performance?

Response: Yes.

ITEM NO. 22: Inquiry: If there would be changes to the Maryland Minimum wage law during term of contract would the county allow awarded bidder to increase the price to accommodate the increase with new law?

Response: There is a possibility with the renewal of the contract and proper documentation that the Board of County Commissioners may approve an increase.

ITEM NO. 23: Inquiry: Did the current contractor do the carpet cleaning as part of the five year contract or was it contracted out to another vendor?

Response: No, carpet cleaning is performed by another vendor; although the janitorial contractor is responsible for spot cleaning.

ITEM NO. 24: Inquiry: Have you currently held weekly meetings with current contractor or does that only occur if there are problems or need to go over schedules

Response: The contractor or the appointed supervisor meets with the Maintenance supervisor weekly. If there are issues that need to be addressed that are not being performed the County will request a meeting with the Director of Facilities and Public Works and contractor.

ITEM NO. 25: Inquiry: If there is current wax build up on any baseboards from current contractor will that be removed before the end of contract so the new contractor does not inherit the problem?

Response: There is no wax build up; all previous issues (if any) will be taken care of by the current contractor.

ITEM NO. 26: Inquiry: Has the window cleaning been done on the schedule provided within the contract with current contractor?

Response: Yes, with the exception of certain conditions i.e., weather or equipment rental issues that may have delayed the scheduled intervals.

ITEM NO. 27: Inquiry: Was there a subcontractor used for the annual window cleaning or any other service during current contract?

Response: No.

ITEM NO. 28: Inquiry: Can you supply a square feet of VCT tile per building if possible?

Response: Refer to Item No. 7 within this Addendum.

ITEM NO. 29: Inquiry: What is the normal turnaround time for background checks?

Response: Background checks are performed by the Court of Maryland or the Washington County Sheriff's Office. The County cannot provide an answer to this question.

ITEM NO. 30: Inquiry: Did the county ever delete or add any of the services of annual strip and wax, window cleaning or cleaning of carpets during the last five year contract?

Response: No, the county has not deleted or added any services for the annual strip and wax, window cleaning or cleaning of carpets during the last five year.

ITEM NO. 31: Inquiry: Who are the current building superintendents currently?

Response: Gene Wolfe is the Building Superintendent.

ITEM NO. 32: Inquiry: Could you please tell me what the bid was for janitorial cleaning when it was bid 5 years ago by the current company?

Response: See attachment "A" to this Addendum for the awarded contract and price increases approved by the Board of County Commissioners of Washington County.

ITEM NO 33: Inquiry: Refer to section 9, Letter b., page 18 of the Supplemental Terms and Conditions. How will poor work performance be addressed and will there be a checklist provided?

Response: Washington County reserves the right to deduct hours from invoices for poor performance. Yes, a checklist will be provided.

ITEM NO. 34: Inquiry: During the buildings tour, sack covered trash receptacles were present; whose responsibility is it to empty them?

Response: Sack covered trash receptacles are used to recycle containers. County staff is responsible for emptying the sack covered recycling containers.

ITEM NO. 35: Inquiry: How is the stripping and waxing of the hard floor areas within the building to be quoted?

Response: Stripping and waxing shall be quoted by location as listed in the Form of Proposal.

ITEM NO. 36: Inquiry: Can power lifts be used when cleaning the exterior windows of County buildings?

Response: Yes, with prior approval from the County and the contractor shall be required to use ¾ inch plywood to protect the brick sidewalks.

ITEM NO. 37: Inquiry: Are there any minority business requirements associated to this contract?

Response: No, there are no minority business requirements.

ITEM NO. 38: Inquiry: Has there been any changes to the specification since it was last bided?

Response: Yes, additional square footage has been added.

ITEM NO. 39: Inquiry: Will there be any prices allowances for the increasing cost of can liners?

Response: No, operating cost shall be included in the bid submittal and there will not be a price allowance increase for can liners.

ITEM NO. 40: Inquiry: Who provides the SDS sheets for the soap in the restrooms?

Response: Safety Data Sheets are provided by the supplier of the product.

ITEM NO. 41: Inquiry: Whose responsibility is it to restock/order the soap supply for county facilities? Whose responsibility is it to replenish the soap within the restrooms when the receptacles are empty?

Response: It is the responsibility of County staff to maintain stock and replenish the soap in the restrooms.

ITEM NO. 42: Inquiry: Is the current cleaning staff the same staff that the past vendor employed? Can the incoming vendor retain current staffing?

Response: The County cannot provide an answer to this question.

ITEM NO. 43: Inquiry: Is there an automatic CPI increase written within the specification?

Response: No.

ITEM NO. 44: Inquiry: Who is the current contractor and what is the total annual contract dollar amount?

Response: See attachment "A" to this Addendum for the awarded contract and price increases approved by the Board of County Commissioners of Washington County.

ITEM NO. 45: Inquiry: What scopes of work are in the new RFP that was not included in the existing contract?

Response: Additional square footage added.

ITEM NO. 46: Inquiry: Is the contract responsible for all supplies that include toilet paper, toilet towel, soap, hand sanitizer, etc?

Response: Refer to the bid document, Page 20, Specifications, Scope of Work, Letter c. All trash/wastepaper can liners shall be supplied by the Contractor. All towels and toilet tissue for use in restrooms shall be supplied to the Contractor by Washington County. All other cleaning supplies and any administrative services necessary to perform all cleaning and janitorial duties herein specified, shall be furnished by the Contractor. Soap and sanitary napkins for dispensers shall be supplied and serviced by the County.

ITEM NO. 47: Inquiry: Is the bid bond required?

Response: Refer to Item No. 8 within this addendum.

ITEM NO. 48: Inquiry: Is the performance bond required?

Response: Refer to Item No. 8 with this addendum.

ITEM NO. 49: Inquiry: What was the contract price the last 2 times it went for bid?

Response: See attachment "C" and "D" to this addendum for the last two bidding cycles.

BY AUTHORITY OF:



Richard F. Curry, CPPO
Director of Purchasing



June 5, 2017

Mr. Nick G. Vindivich, Jr., President
Stockwell Maintenance Systems, Inc.
8989 Light Street
Williamsport, MD 21795

RE: Janitorial Services for Washington County Office Buildings (PUR-1217)

Dear Mr. Vindivich:

At the regular meeting of the Board of County Commissioners of Washington County, Maryland on Tuesday, May 9, 2017, your request for the fourth of four annual, optional renewals of the contract for the Janitorial Services for Washington County Office Buildings was approved. The County agrees to your request for an increase in monthly prices, based on your letter dated March 16, 2017. All other terms and conditions shall remain unchanged. The attachment to this letter details the new rates for the Fiscal Year 2018 contract year (July 1, 2017 – June 30, 2018).

We currently have a Certificate of Insurance on file stating that your General Liability and Auto Liability policies expire on October 14, 2017 and Workers Compensation policy expires on June 6, 2017. Please have your agent forward a new certificate, **naming Washington County as an additional insured**, to this office prior to these expiration dates.

All phases of this contract are to be coordinated with the appropriate contact for each using department/agency. Purchase orders will be forwarded to you under separate cover at the start of the contract renewal term.

Thank you for your continued interest in serving Washington County.

Sincerely,

A handwritten signature in blue ink that reads 'Rick Curry'.

Rick Curry, CPPO
Buyer

RFC/rmm

Attachment (1)

cc (via email): Jim Sterling, Director – Division of Public Works
John Pennesi, Deputy Director – Parks & Facilities Department
Christine Casey, Sr. Office Associate – Division of Public Works

Stockwell Maintenance Systems, Inc.
Janitorial Services at Washington County Office Buildings FY'18 Renewal
PUR-1217
 June 5, 2017
 Page 1

OPTION NO. 1:

<u>Stockwell Maintenance Systems, Inc.</u> <u>Williamsport, MD</u>				
FY'14 Awarded Annual Contract Pricing	FY'15 Approved Annual Increase (3%)	FY'16 Approved Annual Increase (13%)	FY'17 Approved Annual Increase (6%)	<i>FY'18 Approved Annual Increase</i>

Location No. 1 - County Administration Building:

A - Annual Price	\$23,700.00	\$24,411.00	\$27,584.40	\$29,239.44	\$30,935.28
B - Annual Strip/Wax & Buff Hard Floors	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
C1 - Annual Window Cleaning (Interior)	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00
C2 - Annual Window Cleaning (Exterior)	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00
D. New Commissioner Area					\$10,093.32
Total Annual Price	\$24,350.00	\$25,061.00	\$28,234.43	\$29,889.44	\$41,678.60

Location No. 2 - Court House & Court House Annex:

A - Annual Price	\$46,500.00	\$47,895.00	\$54,121.32	\$57,368.52	\$60,695.88
B - Annual Strip/Wax & Buff Hard Floors	\$270.00	\$270.00	\$270.00	\$270.00	\$270.00
C - Annual Window Cleaning	\$175.00	\$175.00	\$175.00	\$175.00	\$175.00
Total Annual Price	\$46,945.00	\$48,340.00	\$54,566.35	\$57,813.52	\$61,140.88

Stockwell Maintenance Systems, Inc.
Janitorial Services at Washington County Office Buildings FY'18 Renewal
PUR-1217
 June 5, 2017
 Page 2

FY'14 Awarded Annual Contract Pricing	FY'15 Approved Annual Increase (3%)	FY'16 Approved Annual Increase (13%)	FY'17 Approved Annual Increase (6%)	<i>FY'18 Approved Annual Increase</i>
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Location No. 3 - Administrative Annex Building:

A - Annual Price	\$11,940.00	\$12,298.20	\$13,896.00	\$14,729.76	\$15,584.04
B - Annual Strip/Wax & Buff Hard Floors	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00
Total Annual Price	\$12,015.00	\$12,373.20	\$13,971.97	\$14,804.76	\$15,659.04

Location No. 4 - County Office Building:

A - Annual Price	\$36,240.00	\$37,327.20	\$42,179.76	\$44,710.56	\$47,303.76
B - Annual Strip/Wax & Buff Hard Floors	\$430.00	\$430.00	\$430.00	\$430.00	\$430.00
C - Annual Window Cleaning	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00
Total Annual Price	\$36,720.00	\$37,807.20	\$42,659.74	\$45,190.56	\$47,783.76

Location No. 5 - Extension Services Office Building/Rural Heritage Museum Office:

A - Annual Price	\$11,880.00	\$12,236.40	\$13,827.12	\$14,656.80	\$15,379.92
B - Annual Strip/Wax & Buff Hard Floors	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
Total Annual Price	\$12,030.00	\$12,386.40	\$13,977.13	\$14,806.80	\$15,529.92

Stockwell Maintenance Systems, Inc.
Janitorial Services at Washington County Office Buildings FY'18 Renewal
PUR-1217
 June 5, 2017
 Page 3

FY'14 Awarded Annual Contract Pricing	FY'15 Approved Annual Increase (3%)	FY'16 Approved Annual Increase (13%)	FY'17 Approved Annual Increase (6%)	<i>FY'18 Approved Annual Increase</i>
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Location No. 6 - County Administration Building #2:

A - Annual Price	\$8,940.00	\$9,264.30	\$21,000.00	\$22,260.00	\$23,551.08
B - Annual Strip/Wax & Buff Hard Floors	\$70.00	\$70.00	\$473.00	\$473.00	\$473.00
C - Annual Window Cleaning			\$55.00	\$55.00	\$55.00
Total Annual Price	\$9,010.00	\$9,334.30	\$21,528.00	\$22,788.00	\$24,079.08

TOTAL LUMP SUM BID/ Annual Price (Locations Nos. 1 through 6)	\$141,070.00	\$145,302.10	\$174,936.60	\$185,293.08	\$205,871.28
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Pre-Bid Conference
JANITORIAL SERVICES FOR WASHINGTON COUNTY OFFICE BUILDINGS

Representative's Name/E-mail <i>(Please Print)</i>	Company / County Dept.	Address City, State, Zip	Phone	Fax
Name: <i>Dwayne McClure</i> E-mail: <i>bbicat@aol.com</i>	BBI Inc.	PO. Box 542 Wmpt.	301-416-7472	
Name: <i>Cathy McClure</i> E-mail: <i>bbicat@aol.com</i>	BBI Inc.	PO. Box 542 Wmpt. 9254 Bendix Rd	301-416-7472	
Name: <i>Jesse Lee</i> E-mail: <i>slee@jamaill.com</i>	CS Maintenance,	100 MEND PARK DRIVE SUITE 200 EDISON NJ 08837	908-296-2611	
Name: <i>William Cozz</i> E-mail: <i>WCOZZ@AEPULLENMILK.COM</i>	ACP FACILITIES SERVICES	13918 PARKVIEW Hwy. MD 21740	301-988-0091	
Name: <i>Estwin Lopez</i> E-mail: <i>ELopez@SentralServices.com</i>	Sentral Services	11218 Sandvale Rd. Kensington. MD	301-714-0863	
Name: <i>Donald F. Swope</i> E-mail: <i>Don@MYSETec.com</i>	Setotec, Inc.	11 N. LOCUST ST. Hwy mg 21240	301-839-0517	
Name: <i>Austyn Swope</i> E-mail: <i>Austyn@Mysetec.com</i>	Setotec Inc.	11 N LOCUST Street Hagerstown MD 21740	240-520-4672	
Name: <i>JEFFREY CAWELL</i> E-mail: <i>jeffcawell@dsjinc.com</i>	DIVERSIFIED SERVICES GROUP	8630 FENTON STREET SUITE 202, SILVER SPRING MD. 20910	240-383-6301 301-495-3838	
Name: <i>MICHAEL GARVEN</i> E-mail: <i>Mgarven@VantageClean.NET</i>	Vantage Commercial Services	4900 CARLESTE PKE, STE 142 Mechanicsburg, PA 17050	(717) 779-1415 (C) (717) 818-6573 (C)	

Pre-Bid Conference
JANITORIAL SERVICES FOR WASHINGTON COUNTY OFFICE BUILDINGS

Representative's Name/E-mail <i>(Please Print)</i>	Company / County Dept.	Address City, State, Zip	Phone	Fax
Name Donna Davis E-mail davisllc.davis@gmail.com	A Plus Cleaning Services, LLC	9385 Germig Lane # A Columbia, MD 21046	301-398-4353	
Name Josh Lee	Lee Building Maintenance	8920 Bass House Pkwy Frederick MD 21701	240-651-0933	240-651-0463
Name Rob Nicely	Lee Building Maintenance	8420 Goss House Pike Frederick MD 21701	240-510-4333	240-651-6463
Name Trey Boone	Boonercang Consulting LLC	1101 E. 33rd St Baltimore, MD 21218	443 451 7253	—
Name Brandi Newell E-mail brandi@wasmc.mdot	Washington County	100 W. Washington St.	240-313-2337	
Name				
Name				
Name				
Name				
Name				

PUR-1217
Janitorial Services

OPTION NO. 1: To award Location Nos. 1 to 6 to one (1) contractor

Abacus Corp. Baltimore, MD	D&D Busy Broom Williamsport, MD	L.T. Services, Inc. Falls Church, VA	Makro Services, Inc. Rockville, MD	P2 Cleaning Services Laurel, MD
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Location No. 1 - County Administration Building:

A - Annual Price	\$35,481.00	\$28,480.00	\$31,727.83	\$31,371.13	\$29,120.00
B - Annual Strip/Wax & Buff Hard Floors	\$924.00	\$900.00	\$2,079.00	\$309.43	\$1,000.00
C1 - Annual Window Cleaning (Interior)	\$867.00	\$450.00	\$1,040.00	\$577.50	\$1,650.00
C2 - Annual Window Cleaning (Exterior)	\$867.00	\$1,550.00	\$2,000.00	\$1,072.50	\$1,650.00
Total Annual Price	\$38,139.00	\$31,380.00	\$36,846.83	\$33,330.56	\$33,420.00

Location No. 2 - Court House & Court House Annex:

A - Annual Price	\$61,027.82	\$55,536.00	\$55,665.56	\$50,830.39	\$56,785.00
B - Annual Strip/Wax & Buff Hard Floors	\$769.00	\$1,100.00	\$1,730.25	\$393.48	\$1,500.00
C - Annual Window Cleaning	\$1,467.00	\$1,900.00	\$7,040.00	\$1,440.00	\$1,440.00
Total Annual Price	\$63,263.82	\$58,536.00	\$64,435.81	\$52,663.87	* \$59,725.00

Abacus Corp. Baltimore, MD	D&D Busy Broom Williamsport, MD	L.T. Services, Inc. Falls Church, VA	Makro Services, Inc. Rockville, MD	P2 Cleaning Services Laurel, MD
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Location No. 3 - Administrative Annex Building:

A - Annual Price	\$19,029.88	\$14,185.00	\$17,897.19	\$14,527.50	\$14,560.00
B - Annual Strip/Wax & Buff Hard Floors	\$1,120.00	\$400.00	\$504.00	\$275.43	\$400.00
Total Annual Price	\$20,149.88	\$14,585.00	\$18,401.19	\$14,802.93	\$14,960.00

Location No. 4 - County Office Building:

A - Annual Price	\$49,834.12	\$43,025.00	\$45,013.01	\$40,853.09	\$43,680.00
B - Annual Strip/Wax & Buff Hard Floors	\$1,243.00	\$1,175.00	\$2,796.30	\$786.95	\$1,000.00
C - Annual Window Cleaning	\$600.00	\$1,200.00	\$1,280.00	\$77.00	\$400.00
Total Annual Price	\$51,677.12	\$45,400.00	\$49,089.31	\$41,717.04	\$45,080.00

Location No. 5 - Extension Services Office Building/Rural Heritage Museum Office:

A - Annual Price	\$18,675.74	\$13,850.00	\$17,806.79	\$13,043.70	\$14,560.00
B - Annual Strip/Wax & Buff Hard Floors	\$350.00	\$385.00	\$90.00	\$196.74	\$500.00
Total Annual Price	\$19,025.74	\$14,235.00	\$17,896.79	* \$13,240.44	\$15,060.00

* Corrected calculations based on unit pricing

Abacus Corp. Baltimore, MD	D&D Busy Broom Williamsport, MD	L.T. Services, Inc. Falls Church, VA	Makro Services, Inc. Rockville, MD	P2 Cleaning Services Laurel, MD
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Location No. 6 - County Administration Building #2:

A - Annual Price	\$14,850.15	\$10,680.00	\$14,302.46	\$14,468.93	\$10,921.00
B - Annual Strip/Wax & Buff Hard Floors	\$667.00	\$350.00	\$400.00	\$63.00	\$360.00
Total Annual Price	\$15,517.15	\$11,030.00	\$14,702.46	\$14,531.93	\$11,281.00

TOTAL LUMP SUM BID (Locations Nos. 1 through 6)	\$207,772.71	\$175,166.00	\$201,372.39	* \$170,286.77	* \$179,526.00
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OPTION NO. 2: To award each location (Location Nos. 1 to 6) separately:

Location No. 1 - County Administration Building:

A - Annual Price	No Bid	\$28,480.00	\$45,621.18	\$32,155.41	No Bid
B - Annual Strip/Wax & Buff Hard Floors	No Bid	\$900.00	\$2,079.00	\$317.16	No Bid
C1 - Annual Window Cleaning (Interior)	No Bid	\$450.00	\$1,040.00	\$591.94	No Bid
C2 - Annual Window Cleaning (Exterior)	No Bid	\$1,550.00	\$2,000.00	\$1,099.31	No Bid
Total Annual Price	\$0.00	\$31,380.00	\$50,740.18	* \$34,163.82	\$0.00

Abacus Corp. Baltimore, MD	D&D Busy Broom Williamsport, MD	L.T. Services, Inc. Falls Church, VA	Makro Services, Inc. Rockville, MD	P2 Cleaning Services Laurel, MD
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Location No. 2 - Court House & Court House Annex:

A - Annual Price	No Bid	\$55,536.00	\$69,558.91	\$52,101.15	No Bid
B - Annual Strip/Wax & Buff Hard Floors	No Bid	\$1,100.00	\$1,730.25	\$403.31	No Bid
C1 - Annual Window Cleaning	No Bid	\$1,900.00	\$7,040.00	\$1,476.00	No Bid
Total Annual Price	\$0.00	\$58,536.00	\$78,329.16	\$53,980.46	\$0.00

Location No. 3 - Administrative Annex Building:

A - Annual Price	No Bid	\$14,185.00	\$19,459.47	\$14,890.69	No Bid
B - Annual Strip/Wax & Buff Hard Floors	No Bid	\$400.00	\$504.00	\$403.31	No Bid
Total Annual Price	\$0.00	\$14,585.00	\$19,963.47	* \$15,294.00	\$0.00

Location No. 4 - County Office Building:

A - Annual Price	No Bid	\$43,025.00	\$58,906.36	\$41,874.41	No Bid
B - Annual Strip/Wax & Buff Hard Floors	No Bid	\$1,175.00	\$2,796.30	\$806.63	No Bid
C - Annual Window Cleaning	No Bid	\$1,200.00	\$1,280.00	\$78.93	No Bid
Total Annual Price	\$0.00	\$45,400.00	\$62,982.66	\$42,759.97	\$0.00

* Corrected calculations based on unit pricing

Abacus Corp. Baltimore, MD	D&D Busy Broom Williamsport, MD	L.T. Services, Inc. Falls Church, VA	Makro Services, Inc. Rockville, MD	P2 Cleaning Services Laurel, MD
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Location No. 5 - Extension Services Office Building/Rural Heritage Museum Office:

A - Annual Price	No Bid	\$13,850.00	\$19,369.07	\$13,369.79	No Bid
B - Annual Strip/Wax & Buff Hard Floors	No Bid	\$385.00	\$90.00	\$201.66	No Bid
Total Annual Price	\$0.00	\$14,235.00	\$19,459.07	* \$13,571.45	\$0.00

Location No. 6 - County Administration Building #2:

A - Annual Price	No Bid	\$10,680.00	\$14,587.50	\$14,830.65	No Bid
B - Annual Window Cleaning	No Bid	\$350.00	\$400.00	\$119.93	No Bid
Total Annual Price	\$0.00	\$11,030.00	\$14,987.50	\$14,950.58	\$0.00

TOTAL LUMP SUM BID (Locations Nos. 1 through 6)	\$0.00	\$175,166.00	\$246,462.04	\$174,720.28	\$0.00
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* Corrected calculations based on unit pricing

Abacus Corp. Baltimore, MD	D&D Busy Broom Williamsport, MD	L.T. Services, Inc. Falls Church, VA	Makro Services, Inc. Rockville, MD	P2 Cleaning Services Laurel, MD
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OPTIONS:					
Additional Carpet Cleaning, as required (per square foot)	\$0.20	\$0.18	\$0.35	\$0.15	\$0.15
Additional Strip/Wax and Buff Hard Floors, as required (per square foot)	\$0.25	\$0.20	\$0.45	\$0.23	\$0.32
Hourly Labor Rate per person for Additional Services as required. Regular Per hour	\$14.70	\$10.50	\$15.00	\$15.52	\$14.10
Hourly Labor Rate per person for Additional Services as required Saturdays, Sundays and Holidays:	\$22.00	\$25.00	\$19.50	\$23.29	\$21.50

**PUR-1217
Janitorial Services**

OPTION NO. 1: To award Location Nos. 1 to 6 to one (1) contractor

Professional Maintenance Co. Monrovia, MD	Sentral Building Services Rockville, MD	Servtec Custodial, Inc. Hagerstown, MD	Stockwell Mtce. Systems, Inc. Williamsport, MD
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Location No. 1 - County Administration Building:

A - Annual Price	\$34,153.68	\$29,244.00	No Bid	\$23,700.00
B - Annual Strip/Wax & Buff Hard Floors	\$1,275.00	\$1,060.00	No Bid	\$325.00
C1 - Annual Window Cleaning (Interior)	\$1,450.00	\$825.00	No Bid	\$125.00
C2 - Annual Window Cleaning (Exterior)	\$1,450.00	\$1,320.00	No Bid	\$200.00
Total Annual Price	\$38,328.68	\$32,449.00	\$0.00	\$24,350.00

Location No. 2 - Court House & Court House Annex:

A - Annual Price	\$63,915.38	\$56,664.00	No Bid	\$46,500.00
B - Annual Strip/Wax & Buff Hard Floors	\$975.00	\$950.00	No Bid	\$270.00
C - Annual Window Cleaning	\$2,970.00	\$1,728.00	No Bid	\$175.00
Total Annual Price	\$67,860.38	\$59,342.00	\$0.00	\$46,945.00

Professional Maintenance Co. Monrovia, MD	Sentral Building Services Rockville, MD	Servtec Custodial, Inc. Hagerstown, MD	Stockwell Mtce. Systems, Inc. Williamsport, MD
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Location No. 3 - Administrative Annex Building:

A - Annual Price	\$16,129.56	\$14,628.00	No Bid	\$11,940.00
B - Annual Strip/Wax & Buff Hard Floors	\$350.00	\$250.00	No Bid	\$75.00
Total Annual Price	\$16,479.56	\$14,878.00	\$0.00	\$12,015.00

Location No. 4 - County Office Building:

A - Annual Price	\$48,416.27	\$43,872.00	No Bid	\$36,240.00
B - Annual Strip/Wax & Buff Hard Floors	\$1,375.00	\$1,380.00	No Bid	\$430.00
C - Annual Window Cleaning	\$1,700.00	\$250.00	No Bid	\$50.00
Total Annual Price	\$51,491.27	\$45,502.00	\$0.00	\$36,720.00

Location No. 5 - Extension Services Office Building/Rural Heritage Museum Office:

A - Annual Price	\$15,446.20	\$14,628.00	No Bid	\$11,880.00
B - Annual Strip/Wax & Buff Hard Floors	\$375.00	\$250.00	No Bid	\$150.00
Total Annual Price	\$15,821.20	\$14,878.00	\$0.00	\$12,030.00

Professional Maintenance Co. Monrovia, MD	Sentral Building Services Rockville, MD	Servtec Custodial, Inc. Hagerstown, MD	Stockwell Mtce. Systems, Inc. Williamsport, MD
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Location No. 6 - County Administration Building #2:

A - Annual Price	\$10,174.53	\$10,968.00	No Bid	\$8,940.00
B - Annual Strip/Wax & Buff Hard Floors	\$375.00	\$300.00	No Bid	\$70.00
Total Annual Price	\$10,549.53	\$11,268.00	\$0.00	\$9,010.00

TOTAL LUMP SUM BID (Locations Nos. 1 through 6)	\$200,530.62	\$178,317.00	\$0.00	\$141,070.00
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OPTION NO. 2: To award each location (Location Nos. 1 to 6) separately:

Location No. 1 - County Administration Building:

A - Annual Price	\$35,178.29	No Bid	No Bid	\$23,700.00
B - Annual Strip/Wax & Buff Hard Floors	\$1,275.00	No Bid	No Bid	\$325.00
C1 - Annual Window Cleaning (Interior)	\$1,450.00	No Bid	No Bid	\$125.00
C2 - Annual Window Cleaning (Exterior)	\$1,450.00	No Bid	No Bid	\$200.00
Total Annual Price	\$39,353.29	\$0.00	\$0.00	\$24,350.00

Professional Maintenance Co. Monrovia, MD	Sentral Building Services Rockville, MD	Servtec Custodial, Inc. Hagerstown, MD	Stockwell Mtce. Systems, Inc. Williamsport, MD
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Location No. 2 - Court House & Court House Annex:

A - Annual Price	\$63,915.38	No Bid	No Bid	\$46,500.00
B - Annual Strip/Wax & Buff Hard Floors	\$975.00	No Bid	No Bid	\$270.00
C1 - Annual Window Cleaning	\$2,970.00	No Bid	No Bid	\$175.00
Total Annual Price	\$67,860.38	\$0.00	\$0.00	\$46,945.00

Location No. 3 - Administrative Annex Building:

A - Annual Price	\$16,936.04	No Bid	\$14,400.00	\$11,940.00
B - Annual Strip/Wax & Buff Hard Floors	\$350.00	No Bid	\$500.00	\$75.00
Total Annual Price	* \$17,286.04	\$0.00	\$14,900.00	\$12,015.00

Location No. 4 - County Office Building:

A - Annual Price	\$48,416.27	No Bid	\$43,680.00	\$36,240.00
B - Annual Strip/Wax & Buff Hard Floors	\$1,375.00	No Bid	\$1,000.00	\$430.00
C - Annual Window Cleaning	\$1,700.00	No Bid	\$1,000.00	\$50.00
Total Annual Price	\$51,491.27	\$0.00	\$45,680.00	\$36,720.00

Professional Maintenance Co. Monrovia, MD	Sentral Building Services Rockville, MD	Servtec Custodial, Inc. Hagerstown, MD	Stockwell Mtce. Systems, Inc. Williamsport, MD
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Location No. 5 - Extension Services Office Building/Rural Heritage Museum Office:

A - Annual Price	\$16,990.82	No Bid	No Bid	\$11,880.00
B - Annual Strip/Wax & Buff Hard Floors	\$430.00	No Bid	No Bid	\$150.00
Total Annual Price	\$17,420.82	\$0.00	\$0.00	\$12,030.00

Location No. 6 - County Administration Building #2:

A - Annual Price	\$11,191.99	No Bid	No Bid	\$8,940.00
B - Annual Window Cleaning	\$375.00	No Bid	No Bid	\$70.00
Total Annual Price	\$11,566.99	\$0.00	\$0.00	\$9,010.00

TOTAL LUMP SUM BID (Locations Nos. 1 through 6)	* \$204,978.79	\$0.00	\$60,580.00	\$141,070.00
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Professional Maintenance Co. Monrovia, MD	Sentral Building Services Rockville, MD	Servtec Custodial, Inc. Hagerstown, MD	Stockwell Mtce. Systems, Inc. Williamsport, MD
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OPTIONS:				
Additional Carpet Cleaning, as required (per square foot)	\$0.15	\$0.15	\$0.25	\$0.13
Additional Strip/Wax and Buff Hard Floors, as required (per square foot)	\$0.30	\$0.52	\$0.25	\$0.10
Hourly Labor Rate per person for Additional Services as required. Regular Per hour	\$15.18	\$18.50	\$13.00	\$8.70
Hourly Labor Rate per person for Additional Services as required Saturdays, Sundays and Holidays:	\$19.74	\$23.00	\$25.00	\$13.05

PUR-1062
Janitorial Services
(Summary)

	Abacus Corporation Baltimore, MD	Associated Bldg. Mtce. Crofton, MD	C.J. Maintenance, Inc. Columbia, MD	D&D Busy Broom, Inc. Williamsport, MD	Double T Cleaning Sharpsburg, MD	Dust Farries Cleaning Hagerstown, MD	Escab Enterprise Gaithersburg, MD	Horizon Goodwill Hagerstown, MD
OPTION NO. 1:								
1 - County Administration Bldg.	\$28,971.00	\$38,700.08	\$33,950.00	\$31,545.00	No Bid	No Bid	* \$39,721.35	\$33,913.00
2 - Court House & Annex	\$52,060.00	\$56,536.45	\$64,500.00	\$58,610.00	No Bid	No Bid	* \$59,775.52	\$64,705.00
3 - Administrative Annex Bldg.	\$13,096.00	\$18,185.48	\$16,175.00	\$14,620.00	\$58,200.00	No Bid	\$15,865.15	\$15,396.00
4 - County Office Building	\$5,179.00	\$50,904.30	* \$48,850.00	\$45,100.00	No Bid	No Bid	* \$58,516.25	\$39,486.00
Total Lump Sum - (Location Nos. 1 - 4)	\$99,306.00	\$164,326.31	* \$163,475.00	\$149,875.00	\$58,200.00	\$0.00	* \$173,878.27	\$153,500.00
5 - Ext Bldg/Museum Office	\$12,089.00	\$23,512.56	* \$16,550.00	\$15,185.00	\$67,600.00	No Bid	* \$18,178.36	\$18,041.00
6 - County Solid Waste Dept. Bldgs.	\$4,896.00	\$9,451.72	\$6,850.00	\$6,230.00	\$22,880.00	No Bid	\$6,665.84	\$4,814.00

OPTION NO. 2:

1 - County Administration Bldg.	\$31,000.00	No Bid	No Bid	\$31,545.00	No Bid	No Bid	* \$39,721.35	No Bid
2 - Court House & Annex	\$53,800.00	No Bid	No Bid	\$58,610.00	No Bid	No Bid	* \$59,775.52	No Bid
3 - Administrative Annex Bldg.	\$14,400.00	No Bid	No Bid	\$14,620.00	* \$58,200.00	No Bid	\$15,865.15	No Bid
4 - County Office Building	\$6,000.00	No Bid	No Bid	\$45,100.00	No Bid	\$12,331.00	* \$58,516.25	No Bid
5 - Ext Bldg/Museum Office	\$13,600.00	No Bid	No Bid	\$15,185.00	\$67,600.00	\$13,440.00	* \$18,412.39	No Bid
6 - County Solid Waste Dept. Bldgs.	\$6,300.00	No Bid	No Bid	\$6,230.00	No Bid	\$5,265.00	* \$6,357.10	No Bid

OPTIONS:

Additional Carpet Cleaning, as required: (per square foot)	\$0.17	\$0.17	No Bid	\$0.17	No Bid	\$0.90	\$0.16	No Bid
Hourly Labor Rate per person for Additional Services as required:	\$15.00	\$12.50	No Bid	\$10.75	\$10.00	\$10.50	\$8.89	No Bid
Saturdays, Sundays and Holidays: (per hour)	\$22.00	\$13.50	No Bid	\$16.15	\$15.00	\$10.50	\$16.78	No Bid

**PUR-1062
Janitorial Services
(Summary)**

OPTION NO. 1:	Lanny's Cleaning Randallstown, MD	Matrix, LLC Johnson City, NY	On Time Moving & Cleaning Charlottesville, VA	Monumental Mtce. Boonsboro, MD	My Precision Cleaning Hagerstown, MD	Servtec Custodial Hagerstown, MD	Stockwell Mtce. Williamport, MD	Superior Cleaning Sys. Baltimore, MD
1 - County Administration Bldg.	* \$25,613.00	No Bid	\$311,000.00	No Bid	\$30,554.61	\$24,788.00	\$27,940.00	\$67,656.27
2 - Court House & Annex	\$38,093.00	No Bid	\$402,000.00	No Bid	\$53,080.53	\$46,900.00	\$48,400.00	\$88,400.02
3 - Administrative Annex Bldg.	\$11,535.00	No Bid	\$70,000.00	No Bid	\$16,260.96	\$12,256.00	\$12,850.00	\$13,508.00
4 - County Office Building	\$37,212.00	No Bid	\$317,000.00	No Bid	\$43,078.86	\$36,844.00	\$40,140.00	\$88,587.00
Total Lump Sum - (Location Nos. 1 - 4)	\$112,453.00	\$0.00	\$1,100,000.00	\$0.00	\$142,974.96	\$120,788.00	\$129,330.00	\$258,151.29
5 - Ext Bldg/Museum Office	\$10,701.00	No Bid	\$26,000.00	No Bid	\$17,046.04	\$12,456.00	\$13,300.00	\$10,350.00
6 - County Solid Waste Dept. Bldgs.	\$2,135.00	No Bid	\$27,000.00	No Bid	\$8,343.48	\$5,140.00	\$5,400.00	\$4,000.00

OPTION NO. 2:

1 - County Administration Bldg.	\$25,695.00	No Bid	\$319,000.00	\$29,339.00	\$33,169.53	\$24,788.00	\$27,940.00	* \$67,656.61
2 - Court House & Annex	\$38,093.00	No Bid	\$417,000.00	\$52,672.00	\$58,720.17	\$46,900.00	\$48,400.00	* \$88,400.02
3 - Administrative Annex Bldg.	\$11,535.00	No Bid	\$75,000.00	\$14,400.00	\$17,706.48	\$12,256.00	\$12,850.00	\$13,508.00
4 - County Office Building	\$37,212.00	No Bid	\$330,000.00	\$45,680.00	\$45,812.58	\$36,844.00	\$40,140.00	\$88,587.00
5 - Ext Bldg/Museum Office	\$10,701.00	No Bid	\$30,000.00	\$13,800.00	\$19,069.84	\$12,456.00	\$13,300.00	\$10,350.00
6 - County Solid Waste Dept. Bldgs.	\$2,321.00	No Bid	\$32,000.00	\$5,200.00	\$9,403.56	\$5,140.00	\$5,400.00	\$4,000.00

OPTIONS:

Additional Carpet Cleaning, as required: (per square foot)	\$0.75	No Bid	\$0.73	\$0.15	\$0.10	\$0.50	\$0.15	\$0.15
Hourly Labor Rate per person for Additional Services as required:	\$10.00	No Bid	\$13.00	\$15.00	\$13.45	\$12.00	\$10.50	\$22.00
Saturdays, Sundays and Holidays: (per hour)	\$15.00	No Bid	\$16.50	\$18.00	\$18.00	\$25.00	\$15.00	\$27.00