



EVALUATION COMMITTEE MEETING - JANITORIAL SERVICES MINUTES

May 10, 2024 at 3:00 PM

Council Chambers – 340 Ocean Drive

PRESENT: MICHAEL A. VENTURA, FINANCE DIRECTOR
TIMOTHY HANNON, DEPUTY DIRECTOR OF PUBLIC WORKS
MAJOR MARK SALOIO
CAITLIN E. COPELAND-RODRIGUEZ, TOWN CLERK
FIORELLA VERDECIA, ADMINISTRATIVE SECRETARY

ALSO PRESENT: STEVEN HALLOCK, PUBLIC WORKS DIRECTOR
FRANK DAVILA, PLANNING & ZONING DIRECTOR

Audience: 0

CALL TO ORDER

Finance Director Ventura called the meeting to order at 3:00pm. He announced that the public is allowed to attend the meeting, but participation is limited to the Evaluation Committee members only. He also stated that the purpose of the Committee meeting is to review, rank and vet out the companies which submitted proposals to the Town's RFP, Request for Proposal for Janitorial Services for the Town of Juno Beach.

REVIEW OF PROPOSALS

Finance Director Ventura stated that they received a total of eight (8) responses to the RFP and explained the process for ranking the firms.

The Committee reviewed and discussed the following proposals:

(See attached evaluation sheets.)

AMERICAN JANITORIAL

Major Saloio stated that he gave this company a total of 80 out of 100.

Deputy Director of Public Works Hannon stated that he gave this company a total of 90 out of 100.

Finance Director Ventura stated that he gave this company a total of 88 out of 100.

CHI-ADA CORPORATION

Major Saloio stated that he gave this company a total of 46 out of 100.

Deputy Director of Public Works Hannon stated that he gave this company a total of 75 out of 100.

Finance Director Ventura stated that he gave this company a total of 67 out of 100.

CLEANSPACE

Major Saloio stated that he gave this company a total of 77 out of 100.

Deputy Director of Public Works Hannon stated that he gave this company a total of 93 out of 100.

Finance Director Ventura stated that he gave this company a total of 87 out of 100.

ELITE CLEAN INC

Major Saloio stated that he gave this company a total of 36 out of 100.

Deputy Director of Public Works Hannon stated that he gave this company a total of 79 out of 100.

Finance Director Ventura stated that he gave this company a total of 66 out of 100.

IMAGE COMPANIES

Major Saloio stated that he gave this company a total of 77 out of 100.

Deputy Director of Public Works Hannon stated that he gave this company a total of 90 out of 100.

Finance Director Ventura stated that he gave this company a total of 84 out of 100.

JUMEP MULTY SERVICES

Major Saloio stated that he gave this company a total of 73 out of 100.

Deputy Director of Public Works Hannon stated that he gave this company a total of 96 out of 100.

Finance Director Ventura stated that he gave this company a total of 100 out of 100.

SOUTHERN CLEANING SERVICE INC.

Major Saloio stated that he gave this company a total of 85 out of 100.

Deputy Director of Public Works Hannon stated that he gave this company a total of 95 out of 100.

Finance Director Ventura stated that he gave this company a total of 86 out of 100.

STRATUS BUILDING SOLUTIONS

Major Saloio stated that he gave this company a total of 92 out of 100.

Deputy Director of Public Works Hannon stated that he gave this company a total of 92 out of 100.

Finance Director Ventura stated that he gave this company a total of 82 out of 100.

COMMITTEE DISCUSSION AND FINAL RANKING

The Committee discussed and performed a final ranking on their evaluation sheets (*see attached*).

MOTION: *Hannon/Saloio made a motion to approve of JUMEP Multy Services for Janitorial services.*

ACTION: *The motion passed unanimously.*

ADJOURNMENT

The meeting was adjourned at 3:39pm.

ATTEST:


Caitlin E. Copeland-Rodriguez, MMC, Town Clerk



Town of Juno Beach
EVALUATION COMMITTEE SUMMARY TABULATION
May 10, 2024

Request for Proposal: Janitorial Services

American Janitorial

Evaluation Committee Member	Scoring Criteria Tabulation				
	#1	#2	#3	#4	Total
Mark Saloio <i>Major</i>	10 /10	15 /15	15 /15	40 /60	80 /100
Michael Ventura <i>Finance Director</i>	10 /10	15 /15	15 /15	48 /60	88 /100
Timothy Hannon <i>Deputy Director of Public Works</i>	8 /10	15 /15	13 /15	54 /60	90 /100
TOTAL					258 /300

Chi-Ada Corporation

Evaluation Committee Member	Scoring Criteria Tabulation				
	#1	#2	#3	#4	Total
Mark Saloio <i>Major</i>	6 /10	15 /15	15 /15	10 /60	46 /100
Michael Ventura <i>Finance Director</i>	5 /10	15 /15	15 /15	32 /60	67 /100
Timothy Hannon <i>Deputy Director of Public Works</i>	7 /10	15 /15	12 /15	41 /60	75 /100
TOTAL					188 /300

Cleanspace

Evaluation Committee Member	Scoring Criteria Tabulation				
	#1	#2	#3	#4	Total
Mark Saloio <i>Major</i>	9 /10	13 /15	15 /15	40 /60	77 /100
Michael Ventura <i>Finance Director</i>	5 /10	15 /15	15 /15	52 /60	87 /100
Timothy Hannon <i>Deputy Director of Public Works</i>	7 /10	15 /15	14 /15	57 /60	93 /100
TOTAL					257 /300

Elite Clean Inc.

Evaluation Committee Member	Scoring Criteria Tabulation				
	#1	#2	#3	#4	Total
Mark Saloio <i>Major</i>	5 /10	6 /15	15 /15	10 /60	36 /100
Michael Ventura <i>Finance Director</i>	5 /10	15 /15	10 /15	36 /60	66 /100
Timothy Hannon <i>Deputy Director of Public Works</i>	7 /10	12 /15	14 /15	46 /60	79 /100
TOTAL					181 /300

Image Companies

Evaluation Committee Member	Scoring Criteria Tabulation				
	#1	#2	#3	#4	Total
Mark Saloio <i>Major</i>	10 /10	12 /15	15 /15	40 /60	77 /100
Michael Ventura <i>Finance Director</i>	10 /10	15 /15	5 /15	54 /60	84 /100
Timothy Hannon <i>Deputy Director of Public Works</i>	7 /10	13 /15	12 /15	58 /60	90 /100
TOTAL					251 /300

JUMEP Multy Services


Evaluation Committee Member	Scoring Criteria Tabulation				
	#1	#2	#3	#4	Total
Mark Saloio <i>Major</i>	5 /10	13 /15	10 /15	45 /60	73 /100
Michael Ventura <i>Finance Director</i>	10 /10	15 /15	15 /15	60 /60	100 /100
Timothy Hannon <i>Deputy Director of Public Works</i>	8 /10	14 /15	14 /15	60 /60	96 /100
TOTAL					269 /300

Southern Cleaning Service Inc.

Evaluation Committee Member	Scoring Criteria Tabulation				
	#1	#2	#3	#4	Total
Mark Saloio <i>Major</i>	5 /10	15 /15	15 /15	50 /60	85 /100
Michael Ventura <i>Finance Director</i>	5 /10	10 /15	15 /15	56 /60	86 /100
Timothy Hannon <i>Deputy Director of Public Works</i>	7 /10	15 /15	15 /15	58 /60	95 /100
TOTAL					266 /300

Stratus Building Solutions

Evaluation Committee Member	Scoring Criteria Tabulation				
	#1	#2	#3	#4	Total
Mark Saloio <i>Major</i>	5/10	15/15	12/15	60/60	92/100
Michael Ventura <i>Finance Director</i>	5/10	10/15	15/15	52/60	82/100
Timothy Hannon <i>Deputy Director of Public Works</i>	7/10	13/15	15/15	57/60	92/100
TOTAL					266/300

Completed By *Town Clerk and/or Designee:*  Date: 5/10/24

	Max. Points	Category
#1	10	<i>Personnel</i> <ul style="list-style-type: none"> • Availability of qualified personnel.
#2	15	<i>Vendor Profile-Qualifications, Background, and Experience of Firm</i> <ul style="list-style-type: none"> • Qualifications and experience with similar projects. • Evidence of valid state, county, and local licenses and receipts proving authority to conduct business in the jurisdiction of the work.
#3	15	<i>References (Provide a minimum of three)</i> <ul style="list-style-type: none"> • Provide a minimum of three (3) customers with a brief description of similar work performed (Government Preferred). • Provide the designated contact person's name, phone number, email address, location and dates of service (within the last 2 years).
#4	60	<i>Price</i> <ul style="list-style-type: none"> • Completed itemized proposal form to include all products and services.

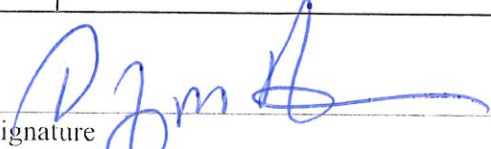


Town of Juno Beach
EVALUATION COMMITTEE TABULATION
 May 10, 2024

Request for Proposal: Janitorial Services

Scoring Criteria Tabulation					
Firm <i>(in alphabetical order)</i>	#1	#2	#3	#4	Total
American Janitorial	8/10	15/15	13/15	54/60	90/100
Chi-Ada Corporation	7/10	15/15	12/15	41/60	75/100
Cleanspace	7/10	15/15	14/15	57/60	93/100
Elite Clean Inc	7/10	12/15	14/15	46/60	79/100
Image Companies	7/10	13/15	12/15	58/60	90/100
JUMEP Multy Services LLC	8/10	14/15	14/15	60/60	96/100
Southern Cleaning Service Inc	7/10	15/15	15/15	58/60	95/100
Stratus Building Solutions	7/10	13/15	15/15	57/60	92/100

	Max. Points	Category
#1	10	Personnel <ul style="list-style-type: none"> Availability of qualified personnel.
#2	15	Vendor Profile-Qualifications, Background, and Experience of Firm <ul style="list-style-type: none"> Qualifications and experience with similar projects. Evidence of valid state, county, and local licenses and receipts proving authority to conduct business in the jurisdiction of the work.
#3	15	References (Provide a minimum of three) <ul style="list-style-type: none"> Provide a minimum of three (3) customers with a brief description of similar work performed (Government Preferred). Provide the designated contact person's name, phone number, email address, location and dates of service (within the last 2 years).
#4	60	Price <ul style="list-style-type: none"> Completed itemized proposal form to include all products and services.

Completed By: 
 Signature
Timothy M. Hannon
 Print Name

Date: 5/10/24

	AJI	Chi-Ada	Clean Space	Elite Clean
Personnel	(8) OPS Mgr Covers N, P, B	(7) Proposed Supervisors	(7) Cleaning crew TBD	(7) Point of Contact
Vendor Qual	(15) Multiple multiple Projects	(15) Similar work Ins/Tax receipts	(15) Similar work Current Vendor	(12) mentioned but little detail
Ref	(13) old CONTACT recent retirement	(12) AUG-377/S.O Broward County Comm.	(14) SARASOTA Satisfied	(14) GREEN CAY NATURE CENTER
Price	2713.10 (54) #6	4090.67 (41) #8	2472 (57) #4	3600 (46) #7

	Image	JMS June EP	SCSI	Status
Personnel	⑦ People listed - supervisors people listed Assigned to JMD	⑧ Supervisors & Cleaning staff listed	⑦ Supervisors listed Staffing TBD	⑦ Contracts listed
Vendor QUAL	⑬ Ins, Tax, state filing Statement Sys No detail	⑭ Municipality Ins, Tax Receipt CSIS	⑮ Large client Base Ins, Transition Plan to start up	⑬ Ins, No detail on other clients
Ref	⑫ Parking garages Lake Park - similar Aug.	⑭ LANTANA ✓ 2 schools - Long Const.	⑮ City of DAYTONA " " Clermont Both gave great reviews	⑮ Fort Pierce Util. Loggerhead PLAZA Great reviews
Price	2,400 ⑤⑧ # 3	2160 ⑥① # 1	2325 ⑤⑧ # 2	2495 ⑤⑦ # 5
	2160 vs. 2060			

Services OE Contract: R1214808P4 - Janitorial Services - Large Facilities - Group
3 -Contract 4

Prime Vendor: CHI-ADA CORPORATION

CA:Scott
Campbell

Completed Service Evaluation - Status: Approved

Evaluation Rated By Using Agency: **FACILITIES MANAGEMENT**

Evaluation Score: **3.77**

CHI-ADA CORPORATION Is RECOMMENDED For Future Contracts

Remarks:

Rated By: **Building Manager** On **7/28/2021**

Reviewed By: **Scott Campbell** On **9/10/2021**

Numerical Score : 3.77

Quality		Category Average: 3.88
How well did the vendor's services meet the contract specifications?		3
How accurate and timely were any necessary repairs or reconfigurations?		4
How appropriate were vendor recommended repairs or upgrades?		4
How accurate were vendor reports of services provided?		4
How proactive was vendor in self-monitoring to ensure required service quality was met?		4
How well did vendor pass inspections of services on the first inspection?		4
How complete and timely did the vendor submit warranties, manuals, etc.?		N/A
How qualified and knowledgeable were the vendor's staff in the performance of the specified work?		4
How would you rate the overall quality of work?		4

Comments:

Quantity		Category Average: N/A
How accurate were the estimated service hours to the actual hours of service provided?		N/A
How accurate were estimated services to those actually needed to complete the project?		N/A

Comments:

Delivery		Category Average: 3.57
How well did the vendor comply with the contract requirements for delivery and/or scheduling for completion of services?		4
How timely was the vendor's response to replacing damaged goods?		4
How timely was the vendor in requesting inspections or submittal of completion reports?		4
How responsive was the vendor to correcting inspection failures?		4
How clear and understandable were vendor invoices and reports?		3
How accurate were vendor invoices?		3
How prompt and responsive was the vendor when sending invoices and resolving any invoice discrepancies?		3
How complete and accurate was documentation of pass thrus for invoices?		N/A

How accurate were close out procedures followed (e.g. documents provided at closeout - packing slips, invoices, technical manuals, etc.) ?	N/A
Comments:	
Customer Service	
Category Average: 3.83	
How promptly were County staff's communications responded to, including requests for information, proposals, and quotes?	3
How proactive was the vendor in addressing County staff's problems or concerns regarding the service?	4
How courteous/professional was the vendor in working with the County, sub-vendors, County tenants/customers?	4
How sensitive/responsive was the vendor to working around County operational needs?	5
How consistent and clear were the vendor communications with County staff?	3
How responsive and timely was the vendor in providing emergency services and/or support?	4
Comments:	
Support	
Category Average: 3.67	
How close was the level of vendor technical expertise to what was needed to support the service?	3
How timely was the vendor response compared to the contract requirements?	4
How clear was the vendor information regarding the warranty or replacement policy?	3
How well did the vendor respond to warranty service requests?	4
How timely were repairs completed?	4
How well did the vendor coordinate any sub vendors?	4
Comments:	
Living Wage Compliance	
Category Average: 4	
How prominent was the Living Wage rate provision poster displayed in workplace?	3
How timely was the vendor in providing the three language statement with each covered employee in the first paycheck or direct deposit slip and every six months thereafter in accordance with the Living Wage Ordinance?	4
How timely and complete were the required compliance payroll reports submitted?	5
How proactive was the vendor in ensuring Living Wage compliance, including inserting into subcontracts, by any subcontractor with the Living Wage Ordinance as it applies to the subcontract?	N/A
If applicable, how cooperative was the vendor in responding to and resolving any employee complaints regarding alleged violations of Living Wage contract requirements?	N/A
Comments:	

References

ASI

- Lake County BOCC

Don Glessner -

Satisfied with their work

Management responsive to concerns

Grown over years but still satisfied

⊗ Don doesn't over see acct any more stopped about 1/2 yr ago

Volusia County - Ashley Brookman

Day to Day good

~~3 yrs - 5 yr~~

Management very responsive - probably best asset

Satisfied w/ work

just renewed for 3 yrs after a 5 yr contract

City of Ormond Beach - Bill Rose

⊗ retired 2 weeks ago - handled for 9 yrs
satisfied

References

Chi-ADA

Miami Dade County Transit

LAZARO - call office, just rang, no voicemail - sent email - bounced back
- called cell left VM

Broward County Commissioners

Angie Salinas - emailed - Aug. 3.77/5

Fulton County Government

James Morehead - emailed

Clean Space

City of Boynton Beach - Melvin - called, asked for/sent email

City of Sarasota - Dominique - left VM, sent email

Employee Health Center - maybe 2 calls manager in 2 yrs. Mgr. responsive

Indian River County left VM, sent email

Satisfied

Elite Clean

Green Bay Nature Center - Bobby -

Coverage good

4-5 other cleaning services - Best handling concerns

Satisfied - Really good

Daggerwing Nature Center - Alissa left VM, sent email

Arigo Chrysler - Raul - VM full, can't leave message, sent email

References

Image Companies

Paula

Tropical shipping - Joseph - left VM, sent email
Town of Lake Park - Zypsi, Management 50/50
satisfied Exce Ass't to PW
MARINA schedule change during year, takes some time to
work out

Junep Multy Services

- Town of CANTANA - VANESSA left VM, offices/restrooms / ^{most responsive of vendors}
lego const. Golden Grove elementary - V/A jesh - good dry to day
Any issues call Jude/Emmanuel and they are available and
handle it.

lego const.

Poinciana - 1yr Great! Satisfied spoke w/ Sameer
Elementary Another school to start in June

SCSI

Southern Cleaning Service

Sumter County - Freddie called CM, sent email
City of Daytona Beach - Frank - Excellent, call someone answers
any issues its handled
City of Clermont - Todd - about 1yr - outside & inside
MANAGEMENT always answers
Complaints handled

STATUS

EPWA - Sharon 2 buildings March 2 yrs.
Supervisor -
very satisfied -

PB Convention Center - Carlo - Left VM.

Loggerhead Plaza - Michelle Very Responsive
4.5 - 5



Town of Juno Beach
EVALUATION COMMITTEE TABULATION
 May 10, 2024

Request for Proposal: Janitorial Services

Scoring Criteria Tabulation						
Firm <i>(in alphabetical order)</i>	#1	#2	#3	#4	Total	
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Cleanspace	9/10	13/15	15/15	40/60	77/100	287
Elite Clean Inc	5/10	6/15	15/15	20/60	36/100	181
X Image Companies	10/10	12/15	15/15	40/60	77/100	261
X JUMEP Multy Services LLC	5/10	13/15	10/15	20/60	48/100	269
Southern Cleaning Service Inc	5/10	15/15	15/15	50/60	85/100	266
Stratus Building Solutions	5/10	15/15	12/15	60/60	92/100	266

	Max. Points	Category
#1	10	Personnel <ul style="list-style-type: none"> Availability of qualified personnel.
#2	15	Vendor Profile-Qualifications, Background, and Experience of Firm <ul style="list-style-type: none"> Qualifications and experience with similar projects. Evidence of valid state, county, and local licenses and receipts proving authority to conduct business in the jurisdiction of the work.
#3	15	References (Provide a minimum of three) <ul style="list-style-type: none"> Provide a minimum of three (3) customers with a brief description of similar work performed (Government Preferred). Provide the designated contact person's name, phone number, email address, location and dates of service (within the last 2 years).
#4	60	Price <ul style="list-style-type: none"> Completed itemized proposal form to include all products and services.

Completed By: 
 Signature

Date: 5/10/24

Major Monk G. Solis
 Print Name



Town of Juno Beach
EVALUATION COMMITTEE TABULATION
 May 10, 2024

Request for Proposal: Janitorial Services

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Cleanspace	5/10	15/15	15/15	52/60	87/100
Elite Clean Inc	5/10	15/15	10/15	36/60	66/100
Image Companies	10/10	15/15	5/15	54/60	84/100
JUMEP Multy Services LLC	10/10	15/15	15/15	60/60	100/100
Southern Cleaning Service Inc	5/10	10/15	5/15	56/60	86/100
Stratus Building Solutions	5/10	10/15	15/15	52/60	82/100

	Max. Points	Category
#1	10	Personnel <ul style="list-style-type: none"> Availability of qualified personnel.
#2	15	Vendor Profile-Qualifications, Background, and Experience of Firm <ul style="list-style-type: none"> Qualifications and experience with similar projects. Evidence of valid state, county, and local licenses and receipts proving authority to conduct business in the jurisdiction of the work.
#3	15	References (Provide a minimum of three) <ul style="list-style-type: none"> Provide a minimum of three (3) customers with a brief description of similar work performed (Government Preferred). Provide the designated contact person's name, phone number, email address, location and dates of service (within the last 2 years).
#4	60	Price <ul style="list-style-type: none"> Completed itemized proposal form to include all products and services.

Completed By: _____

Signature

Michael Ventura

Print Name

Date: 5/10/24



Town of Juno Beach
EVALUATION COMMITTEE TABULATION
May 10, 2024

Request for Proposal: Janitorial Services

Firm (in alphabetical order)	Scoring Criteria Tabulation					
	#1	#2	#3	#4	Total	
258 ✓ ASE	10	15	15	48	88	90.80
✓ cli-ADA	5	15	15	32	67	75
257 ✓ Clear Space	5	15	15	52	87	93.70
181 Elite	5	15	10	36	66	79.30
251 Image	10	15	5	54	84	90.77
269 ✓ ✓ IMS	10	15	15	60	100	96.73
266 ✓ SCS1	5	10 ^{Pen}	15	56	86	95.85
266 ✓ STRATUS	5	10 ^{Pen}	15	52	82	92.92

	Max. Points	Category
#1	10	Personnel Availability of qualified personnel. <i>CSIS (-5PTS)</i>
#2	15	Vendor Profile-Qualifications, Background, and Experience of Firm <ul style="list-style-type: none"> 10 • Qualifications and experience with similar projects. 5 • Evidence of valid state, county, and local licenses and receipts proving authority to conduct business in the jurisdiction of the work. <i>(-5pt)</i>
#3	15	References (Provide a minimum of three) <ul style="list-style-type: none"> 10 • Provide a minimum of three (3) customers with a brief description of similar work performed (Government Preferred). 5 • Provide the designated contact person's name, phone number, email address, location and dates of service (within the last 2 years).
#4	60	Price % • Completed itemized proposal form to include all products and services.

Completed By: _____
 Signature

Date: _____

 Print Name

5/7/2024

Janitorial Services

ITEM	DESCRIPTION	AJI	Chi-Ada	Clean Space	Elite Clean	Image Co.	JMS	SCSI	Stratus
1	Town Center - Common Areas	\$ 1,055.01	\$ 954.67	1,236	\$ 1,000	\$ 674.18	\$ 540	\$ 988	\$ 773
2	Town Center - Administrative Areas	\$ 1,055.01	\$ 1,298.15	618	\$ 600	\$ 841.39	\$ 540	\$ 988	\$ 773
3	Police Department	\$ 437.25	\$ 1,329.96	309	\$ 1,000	\$ 629.31	\$ 540	\$ 140	\$ 500
4	Gym and Locker Room	\$ 165.83	\$ 507.89	309	\$ 1,000	\$ 255.13	\$ 540	\$ 209	\$ 450
	Hourly Rate	\$ 28.00	\$ 18.50	25	\$ -	\$ 23.50	\$ 25	\$ 26	\$ 23
	Monthly Total	\$ 2,713.10	\$ 4,090.67	2,472.00	\$ 3,600.00	\$ 2,400.01	\$ 2,160.00	\$ 2,325.00	\$ 2,495.00
	Annual Total	\$ 32,557.20	\$ 49,088.04	29,664.00	\$ 43,200.00	\$ 28,800.12	\$ 25,920.00	\$ 27,900.00	\$ 29,940.00

①

②

③

5/7/2024

Janitorial Services

1. Attach required Town forms to this RFP.

- 1) Cover Letter
- 2) Proposal Form
- 3) Drug Free Workplace
- 4) Public Entity Crime Statement
- 5) Scrutinized Vendor Certification
- 6) FBI- CJIS Level One Certification

AJI	Chi-Ada	Clean Space	Elite Clean	Image Co.	JMS	SCSI	Stratus
Yes	Yes	Yes	Yes	Yes	Yes	No	No
Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Yes	No	No	No	Yes	Yes	No	No

