

KEANSBURG BOARD OF EDUCATION

KEANSBURG, NEW JERSEY 07734

Office of the School Business Administrator/Board Secretary

Report to the Board of Education

Custodial Services

Proposal CC 01-22

On July 23, 2021, the District received three (3) responses to the legal advertisement for the provision of the Custodial Services contract, Proposal CC 01-22. The District used the competitive contracting process as outlined in N.J.S.A. 18A:18A-4.1 et seq. Pursuant to 18A:18A-4.5 (d), I provide to the Board of Education a report recommending the award of contract.

Responses to Advertisement

The following companies submitted proposals to the District.

ACB Services, Inc.

Aramark Management Services

Pritchard Industries, LLC

Cream Ridge, New Jersey 08514

Philadelphia, Pennsylvania 19103

Florham Park, New Jersey 07932

Evaluation of Proposals

The School Business Administrator appointed a committee to evaluate the proposals in accordance with the competitive contracting requirements of the Public School Contracts Law, N.J.S.A. 18A:18A-4.1 et seq. The members of the committee are:

Kathleen O'Hare

Michael LoBrace

Christine Formica

Technical Advisor

Superintendent of Schools

School Business Administrator/Board Secretary

Director of Curriculum and Instructor

James Shoop, SHOOP SBA, LLC

The District established four (4) criteria for the review of the proposals and to award the proposal that best meets the requirements of these criteria:

➤ **Management and Performance Criteria** Weighting of Criteria-30%

Qualifications and experience, availability of personnel, facilities, equipment and other resources to provide the services requested, quality of management experience and probability of successful management of District's facilities and needs.

➤ **Criteria for Custodial Operations** Weighting of Criteria-20%

Evaluated on project work schedules, inspection schedules, training schedules, personnel development, management development programs, inventory control, and safety inspection programs.

➤ **Criteria for Maintenance/Grounds Operations** Weighting of Criteria-20%

Company's objectives, programs, and systems for corrective maintenance, preventive maintenance, long-range planning, project work, employee productivity, procurement practices, and energy conservation.

➤ **Cost Criteria and Financial Stability and Strength** Weighting of Criteria-30 %

The fee schedule provided by the respondent will be for the first ten (10) months of the contract and will be a significant part of the evaluation process.

Scoring

The Committee evaluated all proposals and provide to the Board the final scoring of each proposal.

Criteria	Maximum Points	ACB Services	Aramark Management	Pritchard Industries
Management	30	20	21.3	29.3
Custodial Operations	20	15.3	14	19
Grounds Operation	20	15.3	14	18
Cost	30	29.4	28.4	30
Totals	100			

Interviews—Buildings and Grounds Committee

On Monday, August 2nd 2021, the Buildings and Grounds Committee met with the respondents to further discuss the following:

1. Discuss how you assess the District's needs, develop a plan and implement the plan to assure a smooth school year opening.
2. Discuss in detail your plan to work with current staff, if any, evaluate their performance and ensure all team members are meeting the needs outlined in the previous question.
3. Elaborate on your experience with grounds keeping, athletic field maintenance and landscaping and tell us how your company will meet the needs of the residents of Keansburg.
4. Discuss your decisions and processes used by your organization for: purchasing maintenance and supply work orders and inventory using outside vendors and contractors.

Ranking of Respondents

I provide the following ranking of all proposals:

Rank	Total Points
Pritchard Industries, LLC	96.3 Points
Aramark Management Services	77.7 Points
ACB Services	80.0 Points

Recommendation of Award of Contract

Pursuant to N.J.S.A. 18A-18A-4.5 (d), I hereby recommend to the Board of Education the award of contract to Pritchard Industries, LLC, based upon the terms and conditions of Competitive Contracting Proposal 01-22.

Term of Contract

The term of contract will be from September 1, 2021 through June 30, 2022, a ten month contract. The contract may be renewed by the Board of Education for an additional two years in accordance with N.J.S.A. 18A:18A-42.

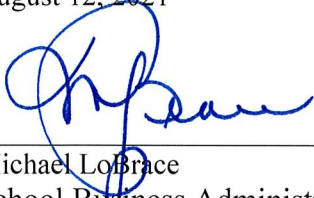
Contract Cost

The monthly cost of the contract to be paid to Pritchard Industries is \$106,059.16. The total ten (10) month contract cost is \$1,060,591.60.

Other Company Monthly Costs

ACB Services, Inc.	\$108,297.21
Aramark Management Services	\$112,101.58

Prepared by Michael LoBrace, School Business Administrator, Board Secretary
August 12, 2021



Michael LoBrace
School Business Administrator/Board Secretary